



2011/2012 Annual Report

Our year at a glance

In the last 12 months we not only rebranded to SpinningTop, we also implemented new projects, clarified objectives and our vision working forward, whilst continuing to support long term partners. In particular we have worked hard to identify new and innovative ways to assist facilities who care for children to be more self sufficient. We have defined our support under 4 main categories, **Education**, **Nutrition**, **Shelter** and **Play** and we have partnered with some outstanding individuals and organisations to help you achieve great things.

Your Projects

To find out more about what you achieved in the 2011-2012 financial year check out just some of the projects [here](#) and be inspired by the difference you are making in the world to over 13,500 vulnerable children.

Meet the kids some of the kids you work with

Meet Soe Thet Aung [here](#), a student at Sky Blue School. If you are interested in learning more about projects we support at Sky Blue School, check out [Sky Blue Outdoor Initiatives](#), [Sky Blue Lunches](#), [Little Lotus Project](#), [The Good Karma Project](#) and [Look what you've achieved at Sky Blue](#).

See the magic Eh Tha Mu has created [here](#), Thoo Mwee Khee Agricultural project. This student led agricultural project has produced over 4000kg of fresh, nutritious and organic vegetables in just the first 10 months.



Events

Without amazing volunteers who contribute to fundraising events they just wouldn't happen and we wouldn't raise the valuable funds needed to support vulnerable children. This year there were hundreds of eggs cracked by volunteers to be whipped into Whitebait fritters by Michelin star chef, [Adam Newell](#), local and international [comedians](#) hit the stage sharing their time and talent for our NZ International Comedy Festival Show and [artists](#) from around the world met in Thailand to bring colour to the lives of the children whom we support.

Click on the links to find out more and thanks to our amazing team of supporters who just get on and make things happen!

New Products

In line with our new name SpinningTop we saw some very obvious fund raising products we needed to develop and add to our range including FSC certified Macrocarpa [Spinning Tops](#), Spinning Top [jewellery](#) made from recycled and waste wood, [handmade toys](#) inspired by the Little Lotus project, NEW DefenderBag BookBags and some very cute [kids tees](#) featuring a unique SpinningTop design especially for us by [The Yok](#), as artist who took part in the Little Lotus Project.

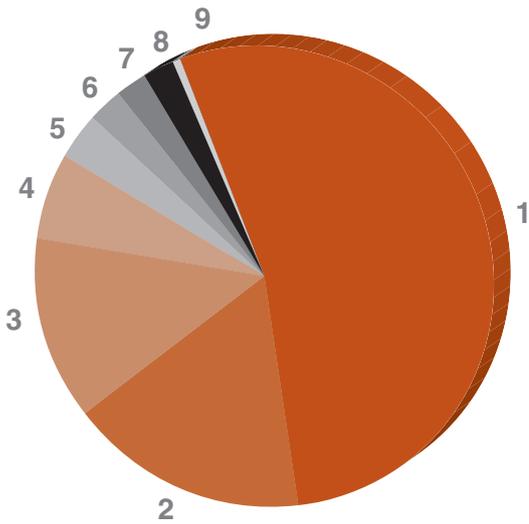
For more details, click on the links or go direct to our online store here. Products are available online or selected ranges through selected retailers including The Body Shop stores, Starfish and Te Papa Stores. Flick us an email for with any stockist location enquiries for specific products.



Financials

Income

This financial year we saw a slight drop in income which is attributed to a reduction in staff wages. As The Body Shop NZ kindly continue to provide funding for our wages, with one less part time staff member, less contributions were required. We Thank The Body Shop for their ongoing commitment as they allow the funds to go to those that need it most.



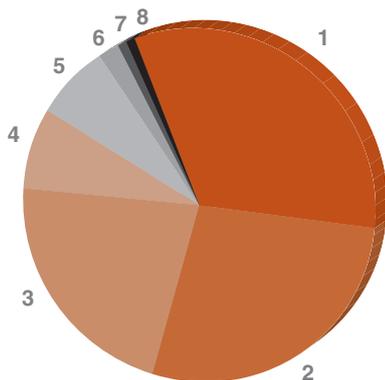
Income

1. Sales\$116,888
2. Corporate donations\$36,152
3. TBS Loyalty program.....\$28,040
4. Fundraising events.....\$13,354
5. General donations.....\$6,865
6. Employee Giving\$5,536
7. TBS Donation from Bag sales.....\$5,003
8. Customer Donations Ex TBS collection\$4,884
9. Interest Received\$676

Income Total\$217,398

Sales

This year we saw a huge bust in sales attributed to both effective marketing of the DefenderBags and widening our product range.



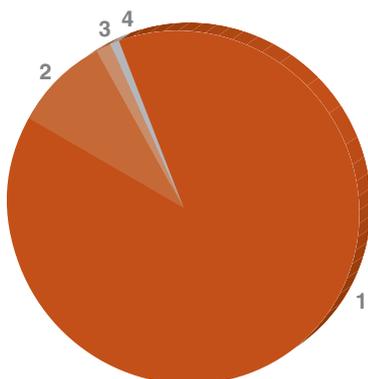
Sales

1. Gift tags.....\$38,296
2. DefenderBags\$32,181
3. Purses\$25,308
4. Wooden SpinningTops\$8,790
5. Give a Garden.....\$8,400
6. Christmas Cards\$2,064
7. The Gift of Rice\$915
8. Misc.....\$932

Sales Total\$116,888

Cost Of Sales

Cost of sales increased slightly on last year however this is attributed to both bulk buying stock for a competitive price allowing maximum GP and other increases are reflected in the increase in sales.



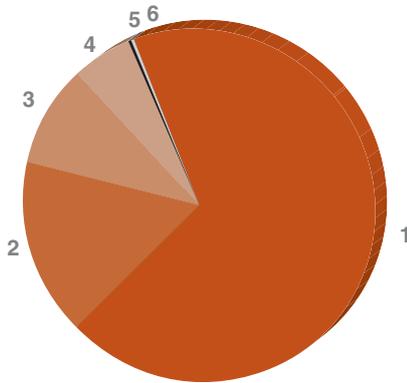
Cost Of Sales

1. Stock purchased to sell\$35,038
2. Fund raising expenses\$3,442
3. Websites\$589
4. Freight.....\$244

Sales Total\$39,313

Expenses

It is satisfying to see that 99.5% of our expenses went to projects supporting vulnerable children. The other .5% of expenses related to bank fees to transfer funds internationally, annual fees, and brand stationery.



Expenses

1. Provision of Education	\$112,284
2. Provision of Play	\$26,230
3. Provision of Nutrition	\$15,344
4. Provision of Shelter	\$9,138
5. Admin costs	\$439
6. Bank fees	\$311
Sales Total	\$163,746



The Good Guys

We want to do a big shout out to the amazing people who contribute weekly, monthly or just when they can, to those that donate their time and talent to help make a difference in the lives of those less fortunate and to those businesses who contribute financially or in kind. Without people and businesses like you we just wouldn't exist – FACT!

We will continue to work tirelessly to make a difference in the world on your behalf.

Be sure to continue supporting The Good Guys who stick their neck out for us! Check out who they are exactly [HERE](#).

Do you wanna be a Good Guy?

Sign up here to be added to our volunteer list and we'll touch base with you when ever we need a helping hand at an event or even in the office.

If you're a business wanting to find a way to help, I am sure we can find a creative and fulfilling way for you to be part of the growing SpinningTop team. Just email us at iwannabe@spinningtop.org