Payroll Procedure:

 We paid the Property Managers weekly as per the award. Preparing the pays in this way (weekly as per the award, and a monthly bonus), allowed us to show clearly that we were meeting the obligations of the modern award. Also, any deductions for things like carparking, errors etc, had to come out of the bonus, they could not come out of the award payment, as this would then mean they were being paid under the award.

At the time this was:

\$668.04 per week for 38 Hours\$195.00 per week Car AllowancePlus any overtime for Saturdays, as per the award.

All of the above payments (apart from Additional Saturdays) were deducted from the Bonus calculation.

There were two types of Saturdays – Rostered and Additional. Property Managers were required to work a certain number of Saturdays per year as per a Roster system. If they worked any Additional Saturdays, these were added back into the Bonus, to make sure that they received extra reward for working extra time.

2) To calculate the bonus, I would prepare a spreadsheet which would calculate the day rate and bonuses due, and could also be used to check the Property Manager's pay calculations. In this spreadsheet in the "Mgt Fee" tab, I would key the Rent Commission from the Console Statistics (in the pink column).

Number of properties gained:1Number of properties lost:7Number of owners:152

| | Residential | Commercial | Holiday | Total |
|------------------------|--------------|------------|---------|--------------|
| Properties | 160 | | 0 | 160 |
| Tenants | 156 | | N/A | 156 |
| Vacant Properties | 8 | 0 | 0 | 8 |
| Rented Properties | 152 | 0 | 0 | 152 |
| Bookings | N/A | N/A | 0 | 0 |
| Vacancy Factor | 5.00 | 0.00 | 0.00 | 5.00 |
| Rent Received | \$282,763.70 | \$0.00 | \$0.00 | \$282,763.70 |
| Let Fees Taken | \$4,372.50 | N/A | N/A | \$4,372.50 |
| Rent Commission | \$24,171.01 | \$0.00 | \$0.00 | \$24,171.01 |
| Outgoings Commission | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Maintenance Commission | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| FDT | \$0.00 | \$0.00 | \$0.00 | \$0.00 |

| AD | AE |
|----|-----------|
| | Console |
| | STATICS |
| 1 | 13,851.49 |
| | |
| 2 | 24,171.01 |
| 3 | 21,124.41 |
| 4 | 15,208.07 |
| 5 | 145.20 |
| 6 | 128.70 |
| - | |
| 7 | 32,714.89 |
| 8 | 31,024.52 |
| 9 | 33,988.65 |
| 10 | 23,839.80 |
| 11 | 25,736.19 |
| 12 | 286.88 |

Then I would key the Management Figures, using the Management Fee Reports for Mid and End of Month from Console, manually split into Property Manager.

| | | | | | ABN: 14-9 | 20-134-454 |
|------|--------------------|--|---|----------------|---|--|
| | Account name(s) | proren | tals.com.au 4 | Account | PRO | DMGMT4 |
| | | protein | ais.com.au 4 | Statement from | n 15 J | ul 2010 |
| | | | | Statement to | 30 J | ul 2010 |
| | | | | Statement num | iber 79 | |
| | 2010 | Details | · · · · · · · · · · · · · · · · · · · | Debit | Credit | Balance |
| | | Balance bro | ought forward | | | \$0.00 |
| THAT | 22 Jul 23 Jul | 482868 482872 482873 482874 | Management Fee to agent Management Fee to agent Management Fee to agent Management Fee to agent | | \$299.20 \$171.60 \$73.92 \$363.00 | \$299.20 \$470.80 \$544.72 \$907.72 |
| | 30 Jul | 483584 483587 483590 483593 483596 | Management Fee to agent Management Fee to agent Management Fee to agent Management Fee to agent Management Fee to agent | | \$116.16 \$190.08 \$74.36 \$88.87 \$52.80 | \$1,023.88 \$1,213.96 \$1,288.32 \$1,377.19 \$1,429.99 |
| I OI | | 483599 483602 483605 483608 | Management Fee to agent Management Fee to agent Management Fee to agent Management Fee to agent | | \$158.40 \$92.40 \$135.52 \$225.28 | \$1,588.39 \$1,680.79 \$1,816.31 \$2,041.59 |

| 1 | | Enc | 1 | | |
|-------|-----------|--------------------------|--------------------------|-----------|----------|
| | Begin | End | Mgt Fee | Net | Gst |
| Emp1 | 907.72 | 12,493.93 | 11,58 <mark>6.</mark> 21 | 10,532.92 | 1,053.29 |
| xampl | 12,493.93 | 31,561.04 | 19,366.31 | 17,605.74 | 1,760.57 |
| Emp2 | 31,561.04 | 49, <mark>055.5</mark> 3 | 17,494.49 | 15,904.08 | 1,590.41 |
| Emp3 | 49,055.53 | 62,261.84 | 13,206.31 | 12,005.74 | 1,200.57 |
| Emp4 | 62,261.84 | 62,504.06 | 242.22 | 220.20 | 22.02 |

As it is a report with running balances, I keyed the beginning balance, and end balance, and the spreadsheet calculates the Mgmt Fee, Net and GST. This was done for both Mid and End of Month. The Spreadsheet would calculate the totals, which would compare to the Console Statistic in the DIFF Column. I investigated large differences. I then keyed any adjustments for errors into the adjustments column (so that these would automatically come off the day rate). This alters the DIFF Column, hence I checked the figures before I entered the adjustments.

| | 2010 JULY | | TOTAL | | | |
|----|-------------|-----------|-------------|------------|--|--|
| | | End | Adjustments | TOTAL | | |
| 4 | Employee 3 | 13,206.31 | - 16.97 | 15,191.17 | | |
| 5 | Employee 4 | 242.22 | | 242.22 | | |
| 6 | Employee 5 | 56.93 | | 128.7 | | |
| 7 | Employee 6 | 27,935.75 | 50.82 | Gregory St | | |
| 8 | Employee 7 | 25,838.10 | | | | |
| 9 | Employee 8 | 25,971.04 | - 36.30 | 34,136.54 | | |
| 10 | Employee 9 | 20,507.13 | 122.34 | 23,909.64 | | |
| 11 | Employee 10 | 22,737.68 | - 49.28 | 25,686.92 | | |
| 12 | Employee 11 | 286.88 | | 286.8 | | |

The day rate should be automatically calculated (the management fees divided by the number of Rent Collection Days in the month). **Remember to change the number of Rent Collection days to 21 and update the formula in this column** The day rate can then be used to calculate Leave Cover. A printout was taken of the day rate and distributed to the Property Managers to assist them in the pay calculation.

| Management Fees | Your Gross | 21 | Holiday/Sick |
|-----------------|------------|---------------|--------------|
| July 10 Only | % Income | Per Day | 50% Day Rate |
| Emp1 | 3,507.71 | Formula = /21 | 83.52 |
| Example | 6,074.67 | 289.27 | 144.64 |
| Emp2 | 5,328.73 | 253.75 | 126.87 |
| | | | |
| Emp3 | 3,811.60 | 181.50 | 90.75 |
| Emp4 | 60.78 | 2.89 | 1.45 |
| Emp5 | 32.29 | 1.54 | 0.77 |
| Emp6 | 8,221.22 | 391.49 | 195.74 |
| Emp7 | 7,784.34 | 370.68 | 185.34 |
| Emp8 | 8,565.17 | 407.87 | 203.93 |
| Emp9 | 5,999.15 | 285.67 | 142.84 |
| Emp10 | 6,445.08 | 306.91 | 153.45 |
| Emp11 | 71.98 | 3.43 | 1.71 |
| Emp12 | 8,330.75 | 396.70 | 198.35 |
| Emp13 | 1,365.22 | 65.01 | 32.51 |

Places Add Jaco Donowale to these Amounte + Monthly Chacklist Ronue

I then used these figures to Calculate Pay Adjustments for Leave, as per below:

| System Pay Adjust | ment - Leave: | | |
|-----------------------------|---------------|-----------------------|---|
| Leave Type: | P | Personal Leave | |
| Dates: | | 06/07/2010 | |
| Number of Days: | | 1 | t |
| Employee on Leave: | | Emp 2 | |
| Covered By: | E | xample | |
| Emp 2 | \$ | Daily Rate: 253.75 | |
| 50/50 Split of Rate: | \$ | 126.88 | |
| Emp 2 Reduce Pay By: | -\$ | 126.88 | |
| Example Increase Pay By: | \$ | 126.88 | a Algena Santa Santa Marana Santa |

A copy of this was given to Property Managers to help them calculate their pay. I also sent the Property Managers a reminder about additional Saturdays so that they could add these back into their pay.

| Fxamn | le . | |
|---------|--------------------------------|---|
| From: | Amanda Reece-Anderson | |
| Sent: | Thursday, 29 July 2010 9:28 PM | |
| To: | | |
| Subject | : Additional Saturday | |
| Hi | | 3 |
| | | |

Please add \$228.54 back into your pay tomorrow for Additional Saturday worked on 3rd July.

Thanks!

Best Regards

Amanda Reece-Anderson

-

I then keyed the Adjustments into the "Sum" Tab of the Spreadsheet.

| A | В | C | D | E | F | G | Н | | J | K | L |
|--|-----------|-----------|-----------|------------------|------------------|--------|------------------|-----------|-----------|-----------|-----------|
| June 10 - Inc 21 Rent Days Close Done 5am 30/07/2010) | days | Emp1 | Example | Emp2 | Emp3 | Emp5 | Emp6 | Emp7 | Emp8 | Emp9 | Emp10 |
| Jul-10 | 21 | 167.03 | 289.27 | 253.75 | 181.50 | 1.54 | 391.49 | 370.68 | 407.87 | 285.67 | 306.91 |
| 50% Day Rate | | 83.52 | 144.64 | 126.87 | 90.75 | 0.77 | 195.74 | 185.34 | 203.93 | 142.84 | 153.45 |
| PM 1 = Mgt Fees at Gross Amt Net Gst | | 12,709.08 | 22,009.68 | <u>19,307.01</u> | <u>13,810.15</u> | 117.01 | <u>29,787.03</u> | 28,204.13 | 31.033.22 | 21.736.04 | 23.351.75 |
| Pay at 27.6% | | 3,507.71 | 6,074.67 | 5,328.73 | 3,811.60 | 32.29 | 8,221.22 | 7,784.34 | 8,565.17 | 5,999.15 | 6,445.08 |
| Total Gross Income to PM | | 3,507.71 | 6,074.67 | 5,328.73 | 3,811.60 | 32.29 | 8,221.22 | 7,784.34 | 8,565.17 | 5,999.15 | 6,445.08 |
| Management Fees | | | | | | | | | | | |
| Extra Saturday | | | 228.54 | | | | 228.54 | | | | 685.62 |
| Extra Saturdays worked between 01/04-30/06/2010 | | | | | | | | | | | 59.45 |
| Holidays/Sick | | | | | | | | | | | |
| 06/07 Emp2 Pays Example 1 Day P/L | 1 | | 126.87 | - 126.87 | | | | | | | |
| 12/07 Emp2 Pays Non System 1 Day A/L | 1 | | | - 126.87 | | | | | | | |
| 13/07 Emp3 Pays Emp12 5.5 Hours P/L | 0.7236842 | | | | - 65.68 | | | | | | |
| 16/07 Emp12 Pays Emp3 2 Hours A/L | 0.2631579 | | | | 52.20 | | | | | | |

I would then key how much the Property Manager's have been paid for the month in their weekly pay (from the MYOB Payroll Activity Summary). Also I would calculate their total tax using the ATO Tax Calculator available on the ATO Website, then take off the tax already deducted during the weekly pays.

Reach Corporation Pty Ltd

T/a prorentals.com.au 49 Sherwood Road Toowong Qld 4066

Payroll Activity [Summary]

06/07/2010 To 31/07/2010

Page 1

| | Wages | Deductions | Taxes | Net Pay | Expenses |
|---------------|----------|------------|--------|----------|----------|
| 0100000000000 | 4,024.67 | 0.00 | 758.00 | 3,266.67 | 362.22 |
| Total: | 4,024.67 | 0.00 | 758.00 | 3,266.67 | 362.22 |

Tax Withheld Calculator

30/07/2010 2:56:16 PM

| Gross Monthly Earnings: | \$6,413.05 |
|--------------------------------|------------|
| Tax Applicable: | \$1,486.00 |
| Less Tax offsets: | \$0.00 |
| Less Medicare Levy Adjustment: | \$0.00 |
| Tax Withheld : | \$1,486.00 |
| Net Pay: | \$4,927.05 |

| June 10 - Inc 21 Rent Days Close Done 5am 30/07/2010) | days | Emp1 | Example | Emp2 |
|--|------|------------|------------|-----------|
| | | | | |
| | | | | |
| Less Carpark | | | | |
| LESS LPMA | | | -176.91 | |
| Photos | | | | |
| | | | | |
| | | 3,507.71 | 6,413.05 | 5,662.3 |
| | | | | |
| Gross Already Paid | | - 4,024.67 | 4,024.67 | - 3,987.2 |
| Tax this pay | | - | - (728.00) | |
| | | | | |
| | | | | |
| | | - | 1,660.38 | 1,173.1 |
| | | | | |
| Net Bonus Due | | - | 1,660.38 | 1,173.1 |
| | | | | |
| | | | | |
| Superannuation | | | 577.17 | 509.6 |
| | | - | | |

This then gives the Total Net Bonus Due, which is then checked against the Property Manager's Pay calculation.

| Net | = \$ | 1,660.38 | | |
|--------------------|------|----------|---------------------------------------|---------|
| Total | \$ | 728.00 | | |
| Tax Already Paid | \$ | 758.00 | | ± 0 |
| Monthly Tax | = \$ | 1,486.00 | See attached tax calculator print out | |
| Total | = \$ | 2,388.38 | | |
| Gross Already Paid | = \$ | 4,024.67 | | |
| Gross (A+B-C+D) | = \$ | 6,413.05 | | |

Annualised Salary = \$200076,956.60