

# CALLALA RSL COUNTRY CLUB LIMITED



## Quarterly Board Report For The Period Ended 30th June 2017



**Callala RSL Country Club Ltd**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**April 2017 through June 2017**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>BAR TRADING</b>							
<b>Sales</b>							
46,714		45,509		95,730		93,716	
155,912		160,403		339,313		350,300	
19,195		19,409		44,269		44,697	
14,620		15,224		38,367		39,405	
257		162		498		443	
<u>236,699</u>		<u>240,707</u>		<u>518,178</u>		<u>528,561</u>	
<b>Less: Cost of Goods Sold</b>							
112,768		97,197		241,187		238,717	
1,980		2,301		4,372		5,233	
<u>114,748</u>		<u>99,498</u>		<u>245,559</u>		<u>243,949</u>	
<u>121,951</u>	<b>51.5%</b>	<u>141,209</u>	<b>58.7%</b>	<u>272,619</u>	<b>52.6%</b>	<u>284,612</u>	<b>53.8%</b>
<b>Gross Profit</b>							
<b>Gross Profit Percentage</b>							
<b>Less: Expenditure</b>							
2,537		1,826		3,045		4,199	
1,473		1,202		2,929		2,403	
1,443		-		2,814		-	
8,084		8,266		16,164		17,348	
85,100	36.0%	81,908	34.0%	170,154	32.8%	212,274	40.2%
<u>98,637</u>		<u>93,202</u>		<u>195,106</u>		<u>236,224</u>	
<u>23,314</u>	<b>9.8%</b>	<u>48,007</u>	<b>19.9%</b>	<u>77,513</u>	<b>15.0%</b>	<u>48,388</u>	<b>9.2%</b>
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>							

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>BISTRO ACCOUNT</b>			
925		1,059		3,750		5,909	
925		1,059		3,750		5,909	
				<b>Less: Expenditure</b>			
323		1,775		646		2,098	
3,766		4,569		7,933		9,354	
4,089		6,344		8,579		11,452	
(3,164)		(5,284)		(4,829)		(5,543)	
				<b>POKER MACHINE TRADING</b>			
882,814		832,407		1,925,119		1,699,603	
(604,450)		(597,710)		(1,300,102)		(1,160,295)	
278,364		234,697		625,018		539,307	
4,295		4,295		8,590		8,590	
282,659		238,992		633,608		547,897	
				<b>Less: Expenditure</b>			
4,411		4,174		8,817		8,321	
1,881		1,863		3,744		5,323	
5,381		-		10,536		-	
1,068		-		3,545		-	
-		-		-		1,845	
16,198		5,401		53,750		30,680	
417		413		970		1,061	
87,953		58,377		174,266		58,377	
4,388		4,351		10,209		11,168	
121,697		74,580		265,838		116,775	
160,962	18.23%	164,412	19.75%	367,769	19.10%	431,123	25.37%

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**April 2017 through June 2017**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>GOLF COURSE ACCOUNT</b>							
<b>Sales</b>							
3,282		3,197		10,148		9,607	
3,282		3,197		10,148		9,607	
<b>Less: Cost of Goods Sold</b>							
800		2,435		5,982		7,809	
800		2,435		5,982		7,809	
2,482	75.6%	762	23.8%	4,165	41.0%	1,797	18.7%
<b>Gross Profit</b>							
<b>Gross Profit Percentage</b>							
<b>Income</b>							
-		-		-		127	
-		2,545		-		2,545	
-		1,083		-		1,083	
12,972		14,222		31,357		32,277	
5,489		9,451		10,978		18,903	
455		-		455		182	
1,111		494		1,114		3,039	
6		1		14		2	
-		-		-		-	
7		1,836		8,770		5,141	
20,039		29,633		52,687		63,300	
<b>Less: Expenditure</b>							
1,737		1,732		3,721		3,465	
4,137		2,953		8,224		5,915	
8		-		249		-	
6,416		3,703		12,773		6,907	
1,440		728		2,475		1,456	
20,848		12,025		45,031		15,719	
115		117		232		248	

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369	790	Postage, Printing & Stationery	2,313	2,737
-	533	Presentation & Catering	-	533
3,006	2,645	Superannuation	6,309	5,365
123	36	Telephone	123	36
196	1,411	Uniforms & Clothing	196	1,411
<u>31,643</u>	<u>24,375</u>	Wages	<u>66,412</u>	<u>65,144</u>
<u>70,037</u>	<u>51,048</u>		<u>148,058</u>	<u>108,936</u>
<u>(47,516)</u>	<u>(20,653)</u>	<b>Net Profit</b> Transferred to Profit & Loss Statement	<u>(91,205)</u>	<u>(43,839)</u>

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**April 2017 through June 2017**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>KENO TRADING ACCOUNT</b>							
<b>Income</b>							
7,523		6,184		17,722		13,501	
-		-		-		-	
<u>7,523</u>		<u>6,184</u>		<u>17,722</u>		<u>13,501</u>	
<b>Less Expenditure</b>							
533		1,270		1,060		2,680	
150		150		300		150	
14		14		29		14	
<u>698</u>		<u>1,434</u>		<u>1,388</u>		<u>2,844</u>	
<u>6,825</u>		<u>4,750</u>		<u>16,334</u>		<u>10,657</u>	
<b>Net Profit</b> Transferred to Profit & Loss Statement							
<b>TAB TRADING ACCOUNT</b>							
<b>Income</b>							
-		1,750		-		1,750	
5,301		4,568		8,137		8,151	
<u>5,301</u>		<u>6,318</u>		<u>8,137</u>		<u>9,901</u>	
<b>Less: Expenditure</b>							
160		330		740		590	
150		150		300		150	
14		14		29		14	
<u>324</u>		<u>494</u>		<u>1,069</u>		<u>754</u>	
<u>4,976</u>		<u>5,824</u>		<u>7,068</u>		<u>9,147</u>	
<b>Net Profit (Loss)</b> Transferred to Profit & Loss Statement							

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Income</b>			
23,314		48,007		77,513		48,388	
(3,164)		(5,284)		(4,829)		(5,543)	
160,962		164,412		367,769		431,123	
(47,516)		(20,653)		(91,205)		(43,839)	
6,825		4,750		16,334		10,657	
4,976		5,824		7,068		9,147	
16,196		294,279		67,643		387,391	
-		-		-		-	
<b>161,593</b>		<b>491,335</b>		<b>440,293</b>		<b>837,323</b>	
				<b>Less Expenditure</b>			
7,500		7,500		15,000		15,000	
-		-		-		-	
5,990		3,980		15,238		10,480	
1,066		-		2,120		2,229	
16,096		14,299		32,067		28,133	
890		373		1,824		1,233	
19,159		19,159		38,318		38,318	
16,710		14,929		31,713		31,743	
7,849		3,611		11,716		9,765	
23,507		17,243		48,623		28,582	
699		617		723		1,803	
-		410		-		410	
33,180		35,370		68,221		66,515	
20,309		21,002		44,943		46,228	
9,807		15,830		21,383		25,202	
-		-		-		-	
2,933		2,715		5,457		5,063	
648		1,798		4,350		3,206	
11,311		9,770		16,623		17,990	
748		2,014		2,040		18,682	
1,909		1,555		3,351		3,721	
716		770		1,424		1,539	
17,427		17,427		34,854		34,854	

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16,998	5,736	Repairs & Maintenance	26,177	17,775
2,032	1,177	Security	3,493	2,860
2,729	2,715	Superannuation	13,755	5,199
4,468	3,236	Telephone	7,924	7,593
5,162	5,809	Trade Waste	10,930	10,568
-	200	Transport & Travel	-	300
(168)	718	Under/ Over Banking	(1,099)	654
29,064	35,443	Wages - Other	58,452	70,189
3,692	3,421	Workers Compensation	7,343	3,764
2,747	2,833	Water Rates	5,478	5,027
<u>265,178</u>	<u>251,658</u>		<u>532,437</u>	<u>514,624</u>
		<b>Net Profit</b>		
<u>(103,584)</u>	<u>239,677</u>	<b>Before Income Tax</b>	<u>(92,144)</u>	<u>322,699</u>



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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Sundry Income</b>			
3,507		4,640		7,014		9280	
1,718		1,110		3,134		2,207	
4,785		4,700		10,495		10,024	
155		-		200		-	
625		755		1,594		1,411	
-		109		45		1,164	
114		275		273		362	
-		-		-		-	
-		2,275		327		3,469	
2,810		564		3,060		800	
-		-		-		202	
779		4,499		4,222		5,166	
-		-		-		-	
-		-		-		77,955	
-		-		-		-	
1,703		275,353		37,280		275,353	
<u>16,196</u>		<u>294,279</u>		<u>67,643</u>		<u>387,391</u>	
				<b>Courtesy Bus Expenses</b>			
-		-		-		-	
7,849		3,611		11,716		9,765	
<u>7,849</u>		<u>3,611</u>		<u>11,716</u>		<u>9,765</u>	

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Entertainment &amp; Promotion Expenses</b>			
-		(1,514)		(74)		(1,475)	
6,880		6,352		18,587		15,679	
265		1,897		(2,092)		1,215	
2,936		2,382		4,840		3,602	
-		-		-		-	
1,030		2,050		2,930		3,250	
1,948		2,980		3,749		4,718	
6,313		7,967		12,709		13,461	
2,018		1,621		2,861		2,873	
-		-		-		-	
11,790		11,635		24,710		23,193	
<u>33,180</u>		<u>35,370</u>		<u>68,221</u>		<u>66,515</u>	

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>General Expenses</b>			
1,525		1,600		1,525		1,600	
295		1,488		582		1,910	
475		-		950		-	
-		-		-		-	
-		-		-		-	
-		-		-		-	
810		808		1,619		1,618	
2,072		1,841		4,189		4,479	
307		2,725		614		2,725	
1,182		2,636		5,136		4,864	
2,385		2,962		5,380		5,186	
-		1,347		135		1,347	
-		-		213		-	
313		-		313		-	
443		421		727		1,472	
<u>9,807</u>		<u>15,830</u>		<u>21,383</u>		<u>25,202</u>	

# CALLALA RSL COUNTRY CLUB LTD

A.B.N. 36 001 816 799

BALANCE SHEET AS AT

June 2017

	June 2017		December 2016	
<b>Current Assets</b>				
Cash on Hand	80,504		101,824	
Other Debtors	2,171		8,752	
Cash at Bank	116,593		125,948	
Prepayments	69,495		81,152	
Stock on Hand	68,991	337,754	72,130	389,806
<b>Non Current Assets</b>				
Golf Course Clearing & Construction	1,055,524		1,055,524	
Less: Amortisation	-806,091	249,433	-797,867	257,657
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	413,970		413,970	
Less: Amortisation	-270,755	143,215	-268,407	145,563
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-214,167	71,702	-211,238	74,631
Bistro Extensions	197,649		197,649	
Less: Accumulated Depreciation	-197,649	0	-197,649	0
Furniture & Fittings	694,785		636,800	
Less: Accumulated Depreciation	-308,590	386,194	-276,741	360,059
Plant & Equipment	761,758		761,758	
Less: Accumulated Depreciation	-712,530	492,28	-689,898	71,860
Plant & Equipment - Kitchen	29,962		29,962	
Less: Accumulated Depreciation	-34,221	-4,259	-28,926	1,036
Poker Machines	39,651		39,651	
Less: Accumulated Depreciation	-25,358	14,293	-21,614	18,037
Leasehold Improvements	2,684,340		2,684,340	
Less: Amortisation	-1,304,378	1,379,962	-1,274,659	1,409,681
Motor Vehicles at Cost	153,254		153,254	
Less: Accumulated Depreciation	-153,143	111	-151,522	1,731
Poker Machine Entitlements	72,896	72,896	72,896	72,896
		2,450,096		2,500,472
<b>Total Assets</b>		2,787,850		2,890,278
<b>Current Liabilities</b>				
Trade & Other Creditors & Accrued Charges	162,940		159,474	
Toro Finance	6,077		5,863	
Other Income in Advance	0		4,800	
Poker Machine Tax Rebate	-1,432		7,158	
Subscriptions In Advance	37,119		27,308	
Provision for PM Jackpot	13,844		10,877	
Provision for Annual Leave	21,645		32,638	
Provision for Long Service Leave	56,128	296,322	55,394	303,512
<b>Non-Current Liabilities</b>				
Toro Finance	12,340		15,433	
Debenture	40,000		40,000	
		52,340		55,433
<b>Total Liabilities</b>		348,662		358,945
<b>Net Assets</b>		2,439,188		2,531,333
<b>Represented By</b>				
Accumulated Funds at start of year		2,531,332		2,231,784
Capital Asset Revaluation Reserve		0		0
Add Year to date Profit		(92,144)		299,549
		2,439,188		2,531,333

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**April 2017 through June 2017**

Apr 16 - Jun 16    Jul 16 - Sep 16    Oct 16 - Dec 16    Jan 17 - Mar 17    Apr 17 - Jun 17

<b>BAR TRADING</b>					
<b>Sales</b>					
Spirits	45,509	41,516	53,129	49,016	46,714
Bulk Beer	160,403	137,378	181,634	183,401	155,912
Wine	19,409	17,859	24,489	25,074	19,195
Soft Drinks	15,224	13,701	21,458	23,747	14,620
Sundries	162	130	192	240	257
	<b>240,707</b>	<b>210,583</b>	<b>280,901</b>	<b>281,479</b>	<b>236,699</b>
<b>Less: Cost of Goods Sold</b>					
Purchases	97,197	79,712	122,703	128,419	112,768
Freight	2,301	1,873	2,394	2,392	1,980
	<b>99,498</b>	<b>81,585</b>	<b>125,096</b>	<b>130,812</b>	<b>114,748</b>
<b>Gross Profit</b>	<b>141,209</b>	<b>128,998</b>	<b>155,805</b>	<b>150,667</b>	<b>121,951</b>
<b>Gross Profit Percentage</b>	<b>58.7%</b>	<b>61.3%</b>	<b>55.5%</b>	<b>53.5%</b>	<b>51.5%</b>
<b>Less: Expenditure</b>					
Repairs & Maintenance	1,826	1,973	2,665	508	2,537
Depreciation	1,202	1,214	2,290	1,456	1,473
Member Points/ Voucher Expense	-	-	-	1,371	1,443
Superannuation	8,266	8,057	8,754	8,080	8,084
Wages	81,908	84,818	92,149	85,054	85,100
	<b>93,202</b>	<b>96,062</b>	<b>105,858</b>	<b>96,468</b>	<b>98,637</b>
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	<b>48,007</b>	<b>32,936</b>	<b>49,948</b>	<b>54,199</b>	<b>23,314</b>
<b>Wages Percentage</b>	<b>34.0%</b>	<b>40.3%</b>	<b>32.8%</b>	<b>30.2%</b>	<b>36.0%</b>
<b>Net Profit Percentage</b>	<b>19.9%</b>	<b>15.6%</b>	<b>17.8%</b>	<b>19.3%</b>	<b>9.8%</b>

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Apr 16 - Jun 16    Jul 16 - Sep 16    Oct 16 - Dec 16    Jan 17 - Mar 17    Apr 17 - Jun 17

<b>BISTRO ACCOUNT</b>					
Bistro Rent	1,059	2,250	2,250	2,825	925
	1,059	2,250	2,250	2,825	925
<b>Less: Expenditure</b>					
Repairs & Maintenance	1,775	323	823	323	323
Electricity & Gas	4,569	3,910	3,893	4,167	3,766
	6,344	4,233	4,716	4,490	4,089
<b>Net Profit</b> Transferred to Profit & Loss Statement	(5,284)	(1,983)	(2,466)	(1,665)	(3,164)
<b>POKER MACHINE TRADING</b>					
Gross Clearances	832,407	1,013,271	1,110,119	1,042,305	882,814
Less: Payouts	(597,710)	(717,105)	(720,272)	(695,652)	(604,450)
	234,697	296,166	389,847	346,654	278,364
GST Rebate Received	4,295	4,295	4,295	4,295	4,295
	238,992	300,461	394,142	350,949	282,659
<b>Less: Expenditure</b>					
Central Monitoring	4,174	4,355	4,402	4,406	4,411
Depreciation	1,863	1,884	4,263	1,863	1,881
Member Points/ Voucher Expense	-	-	8,982	5,156	5,381
Community Surcharge Donations	-	-	3,065	2,477	1,068
Repairs & Maintenance	-	-	-	-	-
Supplementary Tax	5,401	27,295	33,499	37,552	16,198
Superannuation	413	404	445	553	417
TGS payments	58,377	80,866	95,221	86,314	87,953
Wages	4,351	4,257	4,683	5,821	4,388
	74,580	119,062	154,560	144,142	121,697
<b>Net Profit</b> Transferred to Profit & Loss Statement	164,412	181,399	239,582	206,807	160,962
<b>Net Profit Percentage</b>	68.8%	60.4%	60.8%	58.9%	56.9%

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**Departmental Trading Statements For the Quarter**  
**April 2017 through June 2017**

	Apr 16 - Jun 16	Jul 16 - Sep 16	Oct 16 - Dec 16	Jan 17 - Mar 17	Apr 17 - Jun 17
<b>GOLF COURSE ACCOUNT</b>					
<b>Income</b>					
Shop Sales	3,197	2,352	6,088	6,866	3,282
	3,197	2,352	6,088	6,866	3,282
<b>Less: Expenditure</b>					
Purchases	2,435	1,127	2,637	5,182	800
	2,435	1,127	2,637	5,182	800
<b>Gross Profit</b>	762	1,225	3,450	1,684	2,482
<b>Gross Profit Percentage</b>	24%	52%	57%	25%	76%
<b>Other Income</b>					
Competition Fees	-	-	1,818	-	-
Donations	2,545	-	27,973	-	-
Fundraising	1,083	-	-	-	-
Green Fees	14,222	11,150	19,723	21,255	12,972
Memberships	9,451	3,052	-	5,489	5,489
Sponsorships	-	409	364	-	455
Sundry Income	494	773	-	3	1,111
Interest Income	1	1	1	7	6
Apprenticeship Rebates	-	-	-	-	-
Golf Cart Hire	1,836	(2,182)	4,158	5,893	7
	29,633	13,203	54,037	32,648	20,039
<b>Other Expenses</b>					
Affiliation Fees	1,732	1,604	1,622	1,985	1,737
Amortisation of Development Costs	2,953	2,996	7,669	4,087	4,137
Bank Charges	-	5	2	241	8
Depreciation	3,703	3,750	4,907	6,357	6,416
General Expenses	728	1,250	2,670	1,035	1,440
Golf Course Maintenance	12,025	5,845	12,887	24,183	20,848
Link Fees	117	120	120	117	115
Postage, Printing & Stationery	790	349	661	1,944	369
Presentation & Catering	533	-	2,171	-	-
Superannuation	2,645	2,837	1,540	3,303	3,006
Telephone	36	-	-	-	123
Uniforms & Clothing	1,411	561	-	-	196
Wages	24,375	29,865	16,211	34,769	31,643
	51,048	49,181	50,460	78,021	70,037
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>					
	(20,653)	(34,752)	7,027	(43,690)	(47,516)

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**April 2017 through June 2017**

Apr 16 - Jun 16    Jul 16 - Sep 16    Oct 16 - Dec 16    Jan 17 - Mar 17    Apr 17 - Jun 17

<b>KENO TRADING ACCOUNT</b>					
<b>Income</b>					
Commissions Received	6,184	7,672	9,317	10,200	7,523
Bonus Commission	-	-	2,502	-	-
	6,184	7,672	11,819	10,200	7,523
<b>Less Expenditure</b>					
Keno Stationery					
Repairs & Maintenance	1,270	1,247	1,263	526	533
Wages	150	150	150	150	150
Superannuation	14	14	14	14	14
	1,434	1,411	1,428	690	698
<b>Net Profit</b> Transferred to Profit & Loss Statement	4,750	6,261	10,391	9,509	6,825
<b>TAB TRADING ACCOUNT</b>					
<b>Income</b>					
Mug Punter	1,750	-	41	-	-
Tab Commissions	4,568	4,337	4,182	2,836	5,301
	6,318	4,337	4,222	2,836	5,301
<b>Less: Expenditure</b>					
TAB Expenses	330	680	-	580	160
Wages	150	150	150	150	150
Superannuation	14	14	14	14	14
	494	844	164	744	324
<b>Net Profit (Loss)</b> Transferred to Profit & Loss Statement	5,824	3,494	4,058	2,092	4,976



**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**April 2017 through June 2017**

	Apr 16 - Jun 16	Jul 16 - Sep 16	Oct 16 - Dec 16	Jan 17 - Mar 17	Apr 17 - Jun 17
<b>Income</b>					
Profit (Loss) from Bar Trading	48,007	32,936	49,948	54,199	23,314
Profit (Loss) from Bistro Account	(5,284)	(1,983)	(2,466)	(1,665)	(3,164)
Profit (Loss) from Poker Machine Trading	164,412	181,399	239,582	206,807	160,962
Profit (Loss) from Golf Course Trading	(20,653)	(34,752)	7,027	(43,690)	(47,516)
Profit (Loss) from Keno Trading	4,750	6,261	10,391	9,509	6,825
Profit (Loss) from TAB Trading	5,824	3,494	4,058	2,092	4,976
Sundry Income	294,279	24,941	47,494	51,447	16,196
Profit (Loss) on sale of Non Current Assets	-	-	(2,461)	-	-
	491,335	212,295	353,573	278,699	161,594
<b>Less Expenditure</b>					
Accounting Services	7,500	7,500	7,378	7,500	7,500
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	3,980	6,750	11,430	9,248	5,990
Affiliation Fees	-	1,066	1,078	1,054	1,066
Amortisation	14,299	14,740	21,743	15,971	16,096
Bank Charges	373	403	570	933	890
Bowling Green Maintenance	19,159	19,058	19,159	19,159	19,159
Cleaning Materials & Laundry	14,929	14,300	14,038	15,003	16,710
Courtesy Bus Expenses	3,611	3,285	3,443	3,868	7,849
Depreciation	17,243	19,723	82,865	25,116	23,507
Directors Expenses	617	1,197	424	24	699
Donations	410	1,600	1,500	-	-
Entertainment & Promotion Expenses	35,370	43,417	40,152	35,041	33,180
Electricity & Gas	21,002	20,501	22,588	24,634	20,309
General Expenses	15,830	14,052	7,337	11,576	9,807
Legal Fees	-	-	-	-	-
Leasing Charges	2,715	2,762	3,229	2,523	2,933
Long Service and Annual Leave Provision	1,798	520	2,678	3,702	648
Insurance	9,770	10,762	6,473	5,311	11,311
Interest Paid	2,014	1,449	2,941	1,292	748
Printing, Postage & Stationery	1,555	1,551	5,424	1,442	1,909
Rates & Taxes	770	716	3,225	708	716
Rent	17,427	17,427	17,427	17,427	17,427

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**April 2017 through June 2017**

	<b>Apr 16 - Jun 16</b>	<b>Jul 16 - Sep 16</b>	<b>Oct 16 - Dec 16</b>	<b>Jan 17 - Mar 17</b>	<b>Apr 17 - Jun 17</b>
Repairs & Maintenance	5,736	13,092	7,226	9,178	16,998
Security	1,177	1,592	1,704	1,461	2,032
Superannuation	2,715	2,297	4,556	11,026	2,729
Telephone	3,236	3,231	3,568	3,455	4,468
Trade Waste	5,809	5,127	6,914	5,767	5,162
Transport & Travel	200	100	18	-	-
Under/ Over Banking	718	(2)	1,096	(931)	(168)
Wages - Other	35,443	28,088	28,427	29,387	29,064
Workers Compensation	3,421	3,421	(980)	3,650	3,692
Water Rates	2,833	1,503	162	2,731	2,747
	251,658	261,226	327,792	267,259	265,178
<b>Net Profit</b>					
<b>Before Income Tax</b>	239,677	(48,931)	25,781	11,440	(103,584)

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**April 2017 through June 2017**

Apr 16 - Jun 16    Jul 16 - Sep 16    Oct 16 - Dec 16    Jan 17 - Mar 17    Apr 17 - Jun 17

<b>Sundry Income - (Note 1)</b>					
Members Subscriptions	4,640	4,640	108	3,507	3,507
Other Commissions	1,110	771	1,879	1,416	1,718
ATM Commissions	4,700	4,916	5,433	5,710	4,785
Auditorium Hire	-	2,536	2,450	45	155
Bowling Club Greens Contribution	755	784	1,273	968	625
Callala Club Shirts	109	36	77	45	-
Interest Income	275	213	99	159	114
Insurance Recoveries	-	-	-	-	-
Advertising Income	2,275	395	-	327	-
Donations	564	-	-	250	2,810
Entertainment	-	-	-	-	-
Sundry Income	4,499	10,650	2,079	3,442	779
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	-	-	-	-	-
Sub Group Income	-	-	6,728	-	-
TGS Capital Reimbursements	275,353	-	27,368	35,577	1,703
	294,279	24,941	47,494	51,447	16,196
<b>Courtesy Bus Expenses - (Note 2)</b>					
Wages	-	-	-	-	-
Other Expenses	3,611	3,285	3,443	3,868	7,849
	3,611	3,285	3,443	3,868	7,849

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**April 2017 through June 2017**

Apr 16 - Jun 16    Jul 16 - Sep 16    Oct 16 - Dec 16    Jan 17 - Mar 17    Apr 17 - Jun 17

<b>Entertainment &amp; Promotion Expenses (Note 3)</b>					
Net Special Events	-1514	2575	-324	-74	0
Entertainment	6352	8714	12590	11707	6880
Raffle	1,897	2,219	717	(2,358)	265
Bingo	2,382	2,774	1,019	1,904	2,936
Kids Club	0	0	0	0	0
Major Draw	2,050	2,745	1,000	1,900	1,030
Members Birthday	2,980	1,764	2,889	1,801	1,948
National Poker League	7,967	7,669	7,451	6,397	6,313
Promotions	1,621	3,265	3,094	843	2,018
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	11,635	11,691	11,716	12,920	11,790
	<b>35,370</b>	<b>43,417</b>	<b>40,152</b>	<b>35,041</b>	<b>33,180</b>

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**April 2017 through June 2017**

Apr 16 - Jun 16    Jul 16 - Sep 16    Oct 16 - Dec 16    Jan 17 - Mar 17    Apr 17 - Jun 17

<b>General Expenses - (Note 4)</b>					
AGM Election Expenses	1,600	-	-	-	1,525
Bar Uniforms					
Computer Expenses	1,488	331	782	288	295
Consultancy	-	6,565	475	475	475
Filing Fees	-	-	-	-	-
Fines	-	-	-	-	-
Flowers	-	-	-	-	-
Hire of Plant & Equipment	808	808	810	810	810
Hygiene	1,841	2,547	1,699	2,117	2,072
Legal Fees					
Licence Fees	2,725	643	(1,634)	307	307
Lucky Badge	2,636	1,909	682	3,955	1,182
Safety	2,962	917	-	2,995	2,385
Staff Meals & Drinks	1,347	-	183	135	-
Staff Training & Welfare	-	109	2,321	213	-
Subscriptions	-	-	-	-	313
Sundry Expenses	421	223	2,020	284	443
	<b>15,830</b>	<b>14,052</b>	<b>7,337</b>	<b>11,576</b>	<b>9,807</b>

**Callala RSL Country Club Ltd**  
**Summary of Trading Results for the - QUARTER ENDING JUNE 2017**

CONSOLIDATED PROFIT & LOSS ACCOUNT	Current Period			Year-to-Date		
	This Year	Last Year	Variance	This Year	Last Year	Variance
<u>Income</u>						
Bar Net Profit	23,314	48,007	(24,693)	77,513	48,388	29,126
Poker Machines Net Profit	160,962	164,412	(3,450)	367,769	431,123	(63,354)
Golf Course Net Profit	(47,516)	(20,653)	(26,863)	(91,205)	(43,839)	(47,366)
Keno Net Profit	6,825	4,750	2,075	16,334	10,657	5,678
TAB Net Profit	4,976	5,824	(848)	7,068	9,147	(2,079)
Other Net Income	13,032	288,995	(275,963)	62,814	381,848	(319,034)
Total Net Income	<u>161,593</u>	<u>491,335</u>	<u>(329,741)</u>	<u>440,293</u>	<u>837,323</u>	<u>(397,030)</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	7,849	3,611	4,238	11,716	9,765	1,951
Depreciation	49,373	38,310	11,063	100,136	71,348	28,788
Entertainment & Promotion Expenses	33,180	35,370	(2,190)	68,221	66,515	1,706
Interest	748	2,014	(1,266)	2,040	18,682	(16,642)
Other Wages & Super	31,625	39,075	(7,450)	71,108	76,342	(5,234)
Other Expenses	142,403	133,278	9,126	279,217	271,972	7,244
	<u>265,178</u>	<u>251,658</u>	<u>13,520</u>	<u>532,437</u>	<u>514,624</u>	<u>17,813</u>
<b>Net Profit/(Loss)</b>	<b><u>(103,584)</u></b>	<b><u>239,677</u></b>	<b><u>(343,261)</u></b>	<b><u>(92,144)</u></b>	<b><u>322,699</u></b>	<b><u>(414,843)</u></b>
Add Back:						
Depreciation	49,373	38,310	11,063	100,136	71,348	28,788
Interest	748	2,014	(1,266)	2,040	18,682	(16,642)
<b>Net Profit before Depreciation and Interest (EBITDA)</b>	<b><u>(53,463)</u></b>	<b><u>280,001</u></b>	<b><u>(333,465)</u></b>	<b><u>10,032</u></b>	<b><u>412,730</u></b>	<b><u>(402,698)</u></b>
Less:						
Loan Repayments	14,228	1,801	12,427	31,166	26,134	5,032
Capital Expenditure	26,905	233,814	(206,910)	57,984	362,790	(304,806)
Profit on Sale of Poker Machines	-	-	-	-	77,955	(77,955)
<b>Net Cash Surplus / (Deficiency)</b>	<b><u>(94,596)</u></b>	<b><u>44,385</u></b>	<b><u>(138,982)</u></b>	<b><u>(79,119)</u></b>	<b><u>(54,150)</u></b>	<b><u>(24,969)</u></b>

**Callala RSL Country Club Ltd**  
**Actual - V- Budget for the - QUARTER ENDING JUNE 2017**

ACTUAL - V- BUDGET	Current Period			Year-to-Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<u>Income</u>						
Bar Net Profit	23,314	-	23,314	77,513	-	77,513
Poker Machines Net Profit	160,962	-	160,962	367,769	-	367,769
Golf Course Net Profit	(47,516)	-	(47,516)	(91,205)	-	(91,205)
Keno Net Profit	6,825	-	6,825	16,334	-	16,334
TAB Net Profit	4,976	-	4,976	7,068	-	7,068
Other Net Income	13,032	-	13,032	62,814	-	62,814
Total Net Income	<u>161,593</u>	<u>-</u>	<u>161,593</u>	<u>440,293</u>	<u>-</u>	<u>440,293</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	7,849	-	7,849	11,716	-	11,716
Depreciation	49,373	-	49,373	100,136	-	100,136
Entertainment & Promotion Expenses	33,180	-	33,180	68,221	-	68,221
Interest	748	-	748	2,040	-	2,040
Other Wages & Super	31,625	-	31,625	71,108	-	71,108
Other Expenses	142,403	-	142,403	279,217	-	279,217
	<u>265,178</u>	<u>-</u>	<u>265,178</u>	<u>532,437</u>	<u>-</u>	<u>532,437</u>
<b>Net Profit/(Loss)</b>	<b>(103,584)</b>	<b>-</b>	<b>(103,584)</b>	<b>(92,144)</b>	<b>-</b>	<b>(92,144)</b>

**Callala RSL Country Club Ltd**  
**Cashflow Budget Comparison for the - QUARTER ENDING JUNE 2017**

**CAPITAL EXPENDITURE**

Details

**Quarter**

**YTD**

Power circuit to memorial area	645	
New controller fitted to refrigerator	861	
Pizza Oven	545	
Dot Matrix Printer	666	
Installation of power points and circuit breakers in kitchen	1,585	
Installation of pizza oven	1,159	
Supply & Install pipework in dishwasher	942	
Supply stainless steel table for pizza oven	570	
SA Grill burner, piezo igniter, oven door gasket and door lock mechanism	2,535	
Supply & fit new solid core door to kitchen + new lock	350	
Replace inlet valve and outlet washer in toilet, replace gas flexible hoses	725	
Supply & install thermocouple in kitchen grill	527	
Supply & install evaporator coil in refrigerator	2,446	
Blinds in Dining	364	
Supply & install thermostat to bar glass washer	330	
Supply & install lightbulb, timer and contactor to flood light	426	
Supply & install adaptor for projector	529	
Replace 6 LED downlights	433	
New motor/ gearbox installed to auto door to pokies room	450	
Supply & install new air curtain in smokers pokie area	1,227	
New flood lights at front sign and memorial	1,003	
Fire Hydrant upgrade	8,588	
	<b>26,905</b>	<b>57,984</b>



**Callala RSL Country Club Ltd**  
**Summary of Wages and Associated Costs**  
**FOR THE YEAR TO DATE**

**TOTAL WAGES**

(including Provision for Annual and Long Service Leave, Compulsory Superannuation and Workers Compensation Insurance)

	This Year	Last Year	Variance	This Year	Budget	Variance
Bar	170,154	212,274	(42,120)	170,154	-	170,154
Course	66,412	65,144	1,268	66,412	-	66,412
Poker Machines	10,209	11,168	(958)	10,209	-	10,209
Bus	-	-	-	-	-	-
Other Wages	58,452	70,189	(11,737)	58,452	-	58,452
Superannuation	37,199	28,973	8,226	37,199	-	37,199
Workers Compensation Insurance	7,343	3,764	3,579	7,343	-	7,343
<b>Total</b>	<b>349,769</b>	<b>391,511</b>	<b>(41,743)</b>	<b>349,769</b>	<b>-</b>	<b>349,769</b>

Note: wages and associated costs for year-to-date are down on last year by: -10.7%

**Callala RSL Country Club Ltd**  
**Summary of Gross Revenue**  
**FOR THE YEAR TO DATE**

**TOTAL REVENUE**

		<b>This Year</b>	<b>Last Year</b>	<b>Variance</b>		<b>This Year</b>	<b>Budget</b>	<b>Variance</b>
Bar	39%	518,178	528,561	(10,383)	-2%	518,178	-	518,178
Bistro	0%	3,750	5,909	(2,159)	-37%	3,750	-	3,750
Course	5%	62,834	63,300	(465)	-1%	62,834	-	62,834
Poker Machines	48%	633,608	547,897	85,710	16%	633,608	-	633,608
Keno	1%	17,722	13,501	4,221	31%	17,722	-	17,722
TAB	1%	8,137	8,151	(14)	0%	8,137	-	8,137
Other Income	5%	67,643	387,391	(319,748)	-83%	67,643	-	67,643
<b>Total</b>		<b>1,311,872</b>	<b>1,554,710</b>	<b>(242,838)</b>		<b>1,311,872</b>	<b>-</b>	<b>1,311,872</b>

Note: total gross revenue for the year is down on last year by : -15.62%

Clubs with an Earnings Before Interest, Tax, Depreciation, Amortisation, Rent and Donations of 15% or less are considered to be "at risk".

Current year EBITDAR for Callala this year is: **1%** *27% Last year*

**Callala RSL Country Club Ltd**  
**BALANCE SHEET SUMMARY**

**BANK ACCOUNT BALANCES**

	This quarter	Last quarter	Variance
- Commonwealth Account	11,364	20,477	(9,113)
- CBA Savings Account	40,920	80,810	(39,890)
- Other bank accounts (including sub groups)	62,309	73,517	(11,208)
	<u>114,593</u>	<u>174,804</u>	<u>(60,211)</u>

**Stock on Hand**

- Stock on Hand	68,991	70,126	(1,135)
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**LOAN ACCOUNT BALANCES**

- Toro Finance	18,417	19,870	(1,453)
- Debenture - due in July, August and October of 2018	40,000	40,000	-
- Golf Club Members Loan - for Mower	23,000	23,000	-
	<u>81,417</u>	<u>82,870</u>	<u>(1,453)</u>

**CREDITORS & ACCRUED EXPENSES**

	162,940	188,060	(25,120)
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**PROVISION FOR EMPLOYEE ENTITLEMENTS**

- Annual Leave	21,645	21,628	17
- Long Service Leave	56,128	59,097	(2,969)
	<u>77,773</u>	<u>80,725</u>	<u>(2,952)</u>