

CALLALA RSL COUNTRY CLUB LIMITED



Quarterly Board Report For The Period Ended 30th September 2016



Callala RSL Country Club Ltd
A.B.N. 36 001 816 799
Departmental Trading Statements For the Quarter
July 2016 through September 2016

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
BAR TRADING							
Sales							
41,516		37,617		135,232		126,294	
137,378		151,825		487,678		488,871	
17,859		15,644		62,556		51,062	
13,701		13,268		53,105		50,034	
130		119		573		564	
<u>210,583</u>		<u>218,472</u>		<u>739,144</u>		<u>716,824</u>	
Less: Cost of Goods Sold							
79,712		109,266		318,429		395,629	
1,873		2,057		7,106		6,989	
<u>81,585</u>		<u>111,323</u>		<u>325,535</u>		<u>402,618</u>	
<u>128,998</u>	61.3%	<u>107,150</u>	49.0%	<u>413,609</u>	56.0%	<u>314,207</u>	43.8%
Gross Profit							
Gross Profit Percentage							
Less: Expenditure							
1,973		252		6,172		3,072	
1,214		-		3,617		-	
8,057		8,026		25,404		27,607	
84,818	40.3%	84,484	38.7%	297,092	40.2%	260,030	36.3%
<u>96,062</u>		<u>92,762</u>		<u>332,286</u>		<u>290,709</u>	
<u>32,936</u>	15.6%	<u>14,388</u>	6.6%	<u>81,324</u>	11.0%	<u>23,497</u>	3.3%
Net Profit Transferred to Profit & Loss Statement							

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				BISTRO ACCOUNT			
2,250		-		8,159		3,186	
2,250		-		8,159		3,186	
				Less: Expenditure			
323		-		2,421		-	
3,910		-		13,264		-	
4,233		-		15,685		-	
(1,983)		-		(7,526)		3,186	
				POKER MACHINE TRADING			
1,013,271		209,267		2,712,874		621,629	
(717,105)		-		(1,877,400)		-	
296,166		209,267		835,473		621,629	
4,295		-		12,885		-	
300,461		209,267		848,358		621,629	
				Less: Expenditure			
4,355		4,109		12,676		10,827	
1,884		-		7,207		-	
-		14,013		1,845		24,049	
27,295		-		57,975		6,346	
404		-		1,465		-	
80,866		-		139,243		-	
4,257		-		15,425		-	
119,062		18,121		235,836		41,222	
181,399	17.90%	191,146	91.34%	612,522	22.58%	580,407	93.37%

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
GOLF COURSE ACCOUNT							
Sales							
2,352		-		Shop Sales	11,958	355	
2,352		-			11,958	355	
Less: Cost of Goods Sold							
1,127		-		Purchases	8,936	8,257	
1,127		-			8,936	8,257	
1,225	52.1%	-		Gross Profit	3,022	(7,902)	25.3%
Gross Profit Percentage							
Income							
-		-		Competition Fees	127	-	
-		-		Donations	2,545	-	
-		-		Fundraising	1,083	-	
11,150		7,604		Green Fees	43,426	29,437	
3,052		-		Memberships	21,955	-	
409		-		Sponsorships	591	-	
773		-		Sundry Income	3,813	2,065	
1		-		Interest Income	4	-	
-		-		Apprenticeship Rebates	-	-	
(2,182)		1,645		Golf Cart Hire	2,959	18,288	
13,203		9,249			76,503	49,789	
Less: Expenditure							
1,604		-		Affiliation Fees	5,069	4,082	
2,996		-		Amortisation of Development Costs	8,911	-	
5		-		Bank Charges	5	-	
3,750		-		Depreciation	10,657	-	
1,250		-		General Expenses	2,706	82	
5,845		1,426		Golf Course Maintenance	21,564	43,565	
120		-		Link Fees	368	138	

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349	-	Postage, Printing & Stationery	3,086	-
-	-	Presentation & Catering	533	-
2,837	3,963	Superannuation	8,202	9,671
-	-	Telephone	36	-
561	136	Uniforms & Clothing	1,972	2,323
29,865	41,721	Wages	95,009	90,254
49,181	47,246		158,117	150,116
(34,753)	(37,997)	Net Profit Transferred to Profit & Loss Statement	(78,592)	(108,229)

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
KENO TRADING ACCOUNT							
Income							
7,672		5,534		21,173		17,945	
-		-		-		-	
<u>7,672</u>		<u>5,534</u>		<u>21,173</u>		<u>17,945</u>	
Less Expenditure							
1,247		1,270		3,927		3,832	
150		-		300		-	
14		-		29		-	
<u>1,411</u>		<u>1,270</u>		<u>4,255</u>		<u>3,832</u>	
<u>6,261</u>		<u>4,264</u>		<u>16,918</u>		<u>14,113</u>	
Net Profit Transferred to Profit & Loss Statement							
TAB TRADING ACCOUNT							
Income							
-		-		1,750		-	
4,337		3,420		12,489		9,607	
<u>4,337</u>		<u>3,420</u>		<u>14,239</u>		<u>9,607</u>	
Less: Expenditure							
680		-		1,270		250	
150		-		300		-	
14		-		29		-	
<u>844</u>		<u>-</u>		<u>1,598</u>		<u>250</u>	
<u>3,494</u>		<u>3,420</u>		<u>12,640</u>		<u>9,357</u>	
Net Profit (Loss) Transferred to Profit & Loss Statement							

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				Income			
32,936		14,388		81,324		23,497	
(1,983)		-		(7,526)		3,186	
181,399		191,146		612,522		580,407	
(34,753)		(37,997)		(78,592)		(108,229)	
6,261		4,264		16,918		14,113	
3,494		3,420		12,640		9,357	
24,941		15,522		412,332		64,201	
<u>212,295</u>		<u>190,742</u>		<u>1,049,618</u>		<u>586,533</u>	
				Less Expenditure			
7,500		3,200		22,500		34,200	
-		-		-		-	
6,750		1,662		17,230		6,869	
1,066		-		3,295		-	
14,740		-		42,873		-	
403		904		1,635		2,775	
19,058		14,614		57,376		52,326	
14,300		13,120		46,043		41,460	
3,285		1,216		13,050		12,561	
19,723		-		48,305		-	
1,197		114		2,999		564	
1,600		125		2,010		962	
1,764		1,859		6,483		6,518	
41,653		34,636		103,450		116,137	
20,501		22,547		66,729		69,328	
14,052		12,432		39,253		52,849	
-		-		-		750	
2,762		-		7,825		4,167	
520		-		3,726		(58,645)	
10,762		12,138		28,751		38,080	
1,449		1,679		20,131		1,679	
1,551		1,933		5,272		7,241	
716		7,574		2,255		11,853	
17,427		11,618		52,281		46,472	

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13,092	12,045	Repairs & Maintenance	30,867	38,598
1,592	1,083	Security	4,452	4,272
2,297	3,428	Superannuation	7,496	9,319
3,231	4,343	Telephone	10,824	14,128
5,127	4,204	Trade Waste	15,694	13,411
100	260	Transport & Travel	400	405
(2)	(447)	Under/ Over Banking	651	457
28,088	32,843	Wages - Other	98,277	73,597
3,421	4,019	Workers Compensation	7,185	23,377
1,503	-	Water Rates	6,530	(1,991)
<u>261,226</u>	<u>203,149</u>		<u>775,851</u>	<u>623,717</u>
		Net Profit		
<u>(48,932)</u>	<u>(12,406)</u>	Before Income Tax	<u>273,768</u>	<u>(37,185)</u>

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Current Period				Year To Date			
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				Sundry Income			
4,640		855		13,919		31,220	
771		896		2,978		3,903	
4,916		2,921		14,940		10,267	
2,536		3,891		2,536		7,650	
784		991		2,195		3,164	
36		-		1,200		-	
213		1		575		94	
4,455		-		4,455		-	
395		-		3,864		-	
-		3,500		800		3,500	
-		-		202		-	
6,196		2,455		11,361		4,155	
-		12		-		249	
-		-		77,955		-	
-		-		-		-	
-		-		275,353		-	
<u>24,941</u>		<u>15,522</u>		<u>412,332</u>		<u>64,201</u>	
				Courtesy Bus Expenses			
-		-		-		-	
3,285		1,216		13,050		12,561	
<u>3,285</u>		<u>1,216</u>		<u>13,050</u>		<u>12,561</u>	

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				Entertainment & Promotion Expenses			
2,575		3,984		1,100		4,894	
8,714		4,713		24,393		32,462	
2,219		137		3,434		(2,263)	
2,774		4,098		6,376		11,471	
-		-		-		-	
2,745		1,800		5,995		8,080	
7,669		7,722		21,130		21,778	
3,265		990		6,138		4,068	
-		-		-		94	
11,691		11,192		34,884		35,552	
<u>41,653</u>		<u>34,636</u>		<u>103,450</u>		<u>116,137</u>	

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Current Period		Year To Date					
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				General Expenses			
-		-		AGM Election Expenses	1,600	1,900	
				Bar Uniforms			
331		487		Computer Expenses	2,241	6,420	
6,565		-		Consultancy	6,565	-	
-		-		Filing Fees	-	-	
-		3,065		Fines	-	3,065	
-		-		Flowers	-	-	
808		810		Hire of Plant & Equipment	2,426	2,429	
2,547		416		Hygiene	7,026	6,861	
				Legal Fees			
643		1,256		Licence Fees	3,368	13,924	
1,909		1,818		Lucky Badge	6,773	7,591	
917		2,067		Safety	6,103	4,400	
-		46		Staff Meals & Drinks	1,347	46	
109		232		Staff Training & Welfare	109	362	
-		-		Subscriptions	-	-	
223		2,236		Sundry Expenses	1,695	5,852	
<u>14,052</u>		<u>12,432</u>			<u>39,253</u>	<u>52,849</u>	

CALLALA RSL COUNTRY CLUB LTD

A.B.N. 36 001 816 799

BALANCE SHEET AS AT

September 2016

	September 2016	December 2015
Current Assets		
Cash on Hand	86,736	116078
Other Debtors	3,204	6753
Cash at Bank	133,417	73870
Prepayments	37,487	12659
Stock on Hand	64,915	70704
	<u>325,760</u>	<u>280063</u>
Non Current Assets		
Golf Course Clearing & Construction	1,055,524	1,055,524
Less: Amortisation	-790,198	-781,287
	<u>265326</u>	<u>274237</u>
Golf Course Pump	87,320	87,320
Bowling Green Construction	413,970	413,970
Less: Amortisation	-267,141	-263,672
	<u>146829</u>	<u>150298</u>
Bar Renovations & Improvements	285,869	285,869
Less: Accumulated Depreciation	-208,948	-205,331
	<u>76921</u>	<u>80538</u>
Bistro Extensions	197,649	197,649
Less: Accumulated Depreciation	-197,649	-197,649
	<u>0</u>	<u>0</u>
Furniture & Fittings	539,601	320,432
Less: Accumulated Depreciation	-255,231	-227,341
	<u>284370</u>	<u>93092</u>
Plant & Equipment	761,758	746,718
Less: Accumulated Depreciation	-645,353	-621,845
	<u>116405</u>	<u>124873</u>
Plant & Equipment - Kitchen	29,962	29,962
Less: Accumulated Depreciation	-24,390	-21,073
	<u>5,572</u>	<u>8,889</u>
Poker Machines	39,651	651,778
Less: Accumulated Depreciation	-17,351	-575,648
	<u>22,300</u>	<u>76,130</u>
Leasehold Improvements	2,703,076	2,582,152
Less: Amortisation	-1,270,456	-1,231,053
	<u>1,432,620</u>	<u>1,351,099</u>
Motor Vehicles at Cost	153,254	153,254
Less: Accumulated Depreciation	-132,293	-128,046
	<u>20,961</u>	<u>25,208</u>
Poker Machine Entitlements	72,896	72,896
	<u>72,896</u>	<u>72,896</u>
	<u>2,531,520</u>	<u>2,344,579</u>
Total Assets	<u>2,857,280</u>	<u>2,624,642</u>
Current Liabilities		
Trade & Other Creditors & Accrued Charges	140,920	186,400
Toro Finance	5,758	5,457
Other Income in Advance	10,425	15,750
Poker Machine Tax Rebate	-5,727	7,158
Subscriptions In Advance	12,422	22,116
Provision for PM Jackpot	21,958	0
Provision for Annual Leave	56,317	40,692
Provision for Long Service Leave	52,716	48,990
	<u>294,790</u>	<u>326,562</u>
Non-Current Liabilities		
Toro Finance	16,939	21,296
Debenture	40,000	45,000
	<u>56,939</u>	<u>66,296</u>
Total Liabilities	<u>351,728</u>	<u>392,859</u>
Net Assets	<u>2,505,552</u>	<u>2,231,784</u>
Represented By		
Accumulated Funds at start of year	2,231,784	2,305,449
Capital Asset Revaluation Reserve	0	0
Add Year to date Profit	273,768	-73,665
	<u>2,505,552</u>	<u>2,231,784</u>

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Jan 16 - Mar 16 Apr 16 - Jun 16 Jul 16 - Sep 16

BAR TRADING			
Sales			
Spirits	48,207	45,509	41,516
Bulk Beer	189,897	160,403	137,378
Wine	25,288	19,409	17,859
Soft Drinks	24,181	15,224	13,701
Sundries	281	162	130
	287,854	240,707	210,583
Less: Cost of Goods Sold			
Purchases	141,520	97,197	79,712
Freight	2,932	2,301	1,873
	144,451	99,498	81,585
Gross Profit	143,403	141,209	128,998
Gross Profit Percentage	49.8%	58.7%	61.3%
Less: Expenditure			
Repairs & Maintenance	2,373	1,826	1,973
Depreciation	1,201	1,202	1,214
Superannuation	9,082	8,266	8,057
Wages	130,366	81,908	84,818
	143,022	93,202	96,062
Net Profit Transferred to Profit & Loss Statement	381	48,007	32,936
Wages Percentage	45.3%	34.0%	40.3%
Net Profit Percentage	0.1%	19.9%	15.6%

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Jan 16 - Mar 16 Apr 16 - Jun 16 Jul 16 - Sep 16

BISTRO ACCOUNT			
Bistro Rent	4,850	1,059	2,250
	4,850	1,059	2,250
Less: Expenditure			
Repairs & Maintenance	323	1,775	323
Electricity & Gas	4,785	4,569	3,910
	5,108	6,344	4,233
Net Profit Transferred to Profit & Loss Statement	(258)	(5,284)	(1,983)
POKER MACHINE TRADING			
Gross Clearances	867,195	832,407	1,013,271
Less: Payouts	(562,585)	(597,710)	(717,105)
	304,611	234,697	296,166
GST Rebate Received	4,295	4,295	4,295
	308,906	238,992	300,461
Less: Expenditure			
Central Monitoring	4,147	4,174	4,355
Depreciation	3,460	1,863	1,884
Repairs & Maintenance	1,845	-	-
Supplementary Tax	25,279	5,401	27,295
Superannuation	648	413	404
TGS payments	-	58,377	80,866
Wages	6,816	4,351	4,257
	42,195	74,580	119,062
Net Profit Transferred to Profit & Loss Statement	266,711	164,412	181,399
Net Profit Percentage	86.3%	68.8%	60.4%

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	Jan 16 - Mar 16	Apr 16 - Jun 16	Jul 16 - Sep 16
GOLF COURSE ACCOUNT			
Income			
Shop Sales	6,410	3,197	2,352
	6,410	3,197	2,352
Less: Expenditure			
Purchases	5,375	2,435	1,127
	5,375	2,435	1,127
Gross Profit	1,035	762	1,225
Gross Profit Percentage	16%	24%	52%
Other Income			
Competition Fees	127	-	-
Donations	-	2,545	-
Fundraising	-	1,083	-
Green Fees	18,055	14,222	11,150
Memberships	9,451	9,451	3,052
Sponsorships	182	-	409
Sundry Income	2,545	494	773
Interest Income	1	1	1
Apprenticeship Rebates	-	-	-
Golf Cart Hire	3,305	1,836	(2,182)
	33,666	29,633	13,203
Other Expenses			
Affiliation Fees	1,732	1,732	1,604
Amortisation of Development Costs	2,962	2,953	2,996
Bank Charges	-	-	5
Depreciation	3,204	3,703	3,750
General Expenses	729	728	1,250
Golf Course Maintenance	3,694	12,025	5,845
Link Fees	131	117	120
Postage, Printing & Stationery	1,947	790	349
Presentation & Catering	-	533	-
Superannuation	2,719	2,645	2,837
Telephone	-	36	-
Uniforms & Clothing	-	1,411	561
Wages	40,769	24,375	29,865
	57,888	51,048	49,181
Net Profit Transferred to Profit & Loss Statement	(23,186)	(20,653)	(34,752)

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Jan 16 - Mar 16 Apr 16 - Jun 16 Jul 16 - Sep 16

KENO TRADING ACCOUNT			
Income			
Commissions Received	7,317	6,184	7,672
Bonus Commission	-	-	-
	<u>7,317</u>	<u>6,184</u>	<u>7,672</u>
Less Expenditure			
Keno Stationery			
Repairs & Maintenance	1,410	1,270	1,247
Wages	-	150	150
Superannuation	-	14	14
	<u>1,410</u>	<u>1,434</u>	<u>1,411</u>
Net Profit Transferred to Profit & Loss Statement	5,907	4,750	6,261
TAB TRADING ACCOUNT			
Income			
Mug Punter	-	1,750	-
Tab Commissions	3,583	4,568	4,337
	<u>3,583</u>	<u>6,318</u>	<u>4,337</u>
Less: Expenditure			
TAB Expenses	260	330	680
Wages	-	150	150
Superannuation	-	14	14
	<u>260</u>	<u>494</u>	<u>844</u>
Net Profit (Loss) Transferred to Profit & Loss Statement	3,323	5,824	3,494

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	Jan 16 - Mar 16	Apr 16 - Jun 16	Jul 16 - Sep 16
Income			
Profit (Loss) from Bar Trading	381	48,007	32,936
Profit (Loss) from Bistro Account	(258)	(5,284)	(1,983)
Profit (Loss) from Poker Machine Trading	266,711	164,412	181,399
Profit (Loss) from Golf Course Trading	(23,186)	(20,653)	(34,752)
Profit (Loss) from Keno Trading	5,907	4,750	6,261
Profit (Loss) from TAB Trading	3,323	5,824	3,494
Sundry Income	93,112	294,279	24,941
	345,989	491,335	212,295
Less Expenditure			
Accounting Services	7,500	7,500	7,500
Auditors Remuneration	-	-	-
Advertising & Sponsorships	6,500	3,980	6,750
Affiliation Fees	2,229	-	1,066
Amortisation	13,834	14,299	14,740
Bank Charges	859	373	403
Bowling Green Maintenance	19,159	19,159	19,058
Cleaning Materials & Laundry	16,814	14,929	14,300
Courtesy Bus Expenses	6,154	3,611	3,285
Depreciation	11,339	17,243	19,723
Directors Expenses	1,185	617	1,197
Donations	-	410	1,600
Drinks - Members & Other	1,738	2,980	1,764
Entertainment & Promotion Expenses	29,407	32,390	41,653
Electricity & Gas	25,226	21,002	20,501
General Expenses	9,372	15,830	14,052
Legal Fees	-	-	-
Leasing Charges	2,349	2,715	2,762
Long Service and Annual Leave Provision	1,408	1,798	520
Insurance	8,220	9,770	10,762
Interest Paid	16,668	2,014	1,449
Printing, Postage & Stationery	2,166	1,555	1,551
Rates & Taxes	770	770	716
Rent	17,427	17,427	17,427

CALLALA RSL COUNTRY CLUB LTD
A.B.N. 36 001 816 799
Departmental Trading Statements For the Quarter
July 2016 through September 2016

	Jan 16 - Mar 16	Apr 16 - Jun 16	Jul 16 - Sep 16
Repairs & Maintenance	12,039	5,736	13,092
Security	1,684	1,177	1,592
Superannuation	2,485	2,715	2,297
Telephone	4,357	3,236	3,231
Trade Waste	4,758	5,809	5,127
Transport & Travel	100	200	100
Under/ Over Banking	(65)	718	(2)
Wages - Other	34,746	35,443	28,088
Workers Compensation	343	3,421	3,421
Water Rates	2,194	2,833	1,503
	262,967	251,658	261,226
Net Profit			
Before Income Tax	83,022	239,677	(48,931)

CALLALA RSL COUNTRY CLUB LTD
A.B.N. 36 001 816 799
Departmental Trading Statements For the Quarter
July 2016 through September 2016

Jan 16 - Mar 16 Apr 16 - Jun 16 Jul 16 - Sep 16

Sundry Income - (Note 1)			
Members Subscriptions	4,640	4,640	4,640
Other Commissions	1,097	1,110	771
ATM Commissions	5,323	4,700	4,916
Auditorium Hire	-	-	2,536
Bowling Club Greens Contribution	656	755	784
Callala Club Shirts	1,055	109	36
Interest Income	87	275	213
Insurance Recoveries	-	-	-
Advertising Income	1,194	2,275	395
Donations	236	564	-
Entertainment	202	-	-
Sundry Income	667	4,499	10,650
Telephone	-	-	-
Profit on Sale of NC Asset	77,955	-	-
Sub Group Income	-	-	-
TGS Income	-	275,353	-
	93,112	294,279	24,941
Courtesy Bus Expenses - (Note 2)			
Wages	-	-	-
Other Expenses	6,154	3,611	3,285
	6,154	3,611	3,285

CALLALA RSL COUNTRY CLUB LTD
A.B.N. 36 001 816 799
Departmental Trading Statements For the Quarter
July 2016 through September 2016

Jan 16 - Mar 16 Apr 16 - Jun 16 Jul 16 - Sep 16

Entertainment & Promotion Expenses (Note 3)			
Net Special Events	39	-1514	2575
Entertainment	9327	6352	8714
Raffle	(682)	1,897	2,219
Bingo	1,220	2,382	2,774
Kids Club	0	0	0
Major Draw	1,200	2,050	2,745
Members Birthday			
National Poker League	5,495	7,967	7,669
Promotions	1,251	1,621	3,265
Childrens Christmas Party	-	-	-
Sky Channel & Austar	11,559	11,635	11,691
	29,407	32,390	41,653

CALLALA RSL COUNTRY CLUB LTD
A.B.N. 36 001 816 799
Departmental Trading Statements For the Quarter
July 2016 through September 2016

Jan 16 - Mar 16 Apr 16 - Jun 16 Jul 16 - Sep 16

General Expenses - (Note 4)			
AGM Election Expenses	-	1,600	-
Bar Uniforms			
Computer Expenses	422	1,488	331
Consultancy	-	-	6,565
Filing Fees	-	-	-
Fines	-	-	-
Flowers	-	-	-
Hire of Plant & Equipment	810	808	808
Hygiene	2,638	1,841	2,547
Legal Fees			
Licence Fees	-	2,725	643
Lucky Badge	2,227	2,636	1,909
Safety	2,224	2,962	917
Staff Meals & Drinks	-	1,347	-
Staff Training & Welfare	-	-	109
Subscriptions	-	-	-
Sundry Expenses	1,051	421	223
	9,372	15,830	14,052

Callala RSL Country Club Ltd
Summary of Trading Results for the - QUARTER ENDING SEPTEMBER 2016

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	32,936	14,388	18,548	81,324	23,497	57,826
Poker Machines Net Profit	181,399	191,146	(9,747)	612,522	580,407	32,115
Golf Course Net Profit	(34,753)	(37,997)	3,244	(78,592)	(108,229)	29,637
Keno Net Profit	6,261	4,264	1,997	16,918	14,113	2,805
TAB Net Profit	3,494	3,420	74	12,640	9,357	3,284
Other Net Income	22,957	15,522	7,436	404,806	67,388	337,418
Total Net Income	<u>212,295</u>	<u>190,742</u>	<u>21,552</u>	<u>1,049,618</u>	<u>586,533</u>	<u>463,086</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	3,285	1,216	2,068	13,050	12,561	489
Depreciation	41,311	-	41,311	112,659	-	112,659
Entertainment & Promotion Expenses	41,653	34,636	7,017	103,450	116,137	(12,687)
Interest	1,449	1,679	(230)	20,131	1,679	18,452
Other Wages & Super	30,483	36,084	(5,600)	106,825	83,778	23,047
Other Expenses	143,046	129,534	13,512	419,736	409,563	10,173
	<u>261,226</u>	<u>203,149</u>	<u>58,078</u>	<u>775,851</u>	<u>623,717</u>	<u>152,133</u>
Net Profit/(Loss)	<u>(48,932)</u>	<u>(12,406)</u>	<u>(36,526)</u>	<u>273,768</u>	<u>(37,185)</u>	<u>310,952</u>
Add Back:						
Depreciation	41,311	-	41,311	112,659	-	112,659
Interest	1,449	1,679	(230)	20,131	1,679	18,452
Net Profit before Depreciation and Interest (EBITDA)	<u>(6,172)</u>	<u>(10,727)</u>	<u>4,555</u>	<u>406,558</u>	<u>(35,506)</u>	<u>442,064</u>
Less:						
Loan Repayments	1,801	10,584	(8,783)	27,935	31,752	(3,817)
Capital Expenditure	13,783	-	13,783	376,574	8,309	368,265
Profit on Sale of Poker Machines	-	-	-	77,955	-	77,955
Net Cash Surplus / (Deficiency)	<u>(21,757)</u>	<u>(21,311)</u>	<u>(445)</u>	<u>(75,906)</u>	<u>(75,566)</u>	<u>(339)</u>

Callala RSL Country Club Ltd
Actual - V- Budget for the - QUARTER ENDING SEPTEMBER 2016

ACTUAL - V- BUDGET	Current Period			Year-to-Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<u>Income</u>						
Bar Net Profit	32,936	-	32,936	81,324	-	81,324
Poker Machines Net Profit	181,399	-	181,399	612,522	-	612,522
Golf Course Net Profit	(34,753)	-	(34,753)	(78,592)	-	(78,592)
Keno Net Profit	6,261	-	6,261	16,918	-	16,918
TAB Net Profit	3,494	-	3,494	12,640	-	12,640
Other Net Income	22,957	-	22,957	404,806	-	404,806
Total Net Income	<u>212,295</u>	<u>-</u>	<u>212,295</u>	<u>1,049,618</u>	<u>-</u>	<u>1,049,618</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	3,285	-	3,285	13,050	-	13,050
Depreciation	41,311	-	41,311	112,659	-	112,659
Entertainment & Promotion Expenses	41,653	-	41,653	103,450	-	103,450
Interest	1,449	-	1,449	20,131	-	20,131
Other Wages & Super	30,483	-	30,483	106,825	-	106,825
Other Expenses	143,046	-	143,046	419,736	-	419,736
	<u>261,226</u>	<u>-</u>	<u>261,226</u>	<u>775,851</u>	<u>-</u>	<u>775,851</u>
Net Profit/(Loss)	(48,932)	-	(48,932)	273,768	-	273,768

Callala RSL Country Club Ltd
Cashflow Budget Comparison for the - QUARTER ENDING SEPTEMBER 2016

CAPITAL EXPENDITURE

Details

Quarter

YTD

1 Tablet & 1 Portable Tablet Sign in Scanners	3,774	
Supply & Install 1 x APAC 26kw Fan Deck	1,690	
3 x Kitchen Fridges	653	
Replace Microphone Inserts and Microphone cable	445	
Supply & Fit new Fan Motor into Cool Room Freezer	952	
Compressor for Beer Pumps	340	
Supply & Install Air Compressor for Beer Pumps	953	
Electronic wall sheets for TGS upgrade	2,761	
Install LED sign	794	
AB14-G Dyson Airblade Hand Dryer for ladies auditorium toilets	1,422	

13,783

376,984

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	297,092	260,030	37,062	297,092	-	297,092
Course	95,009	90,254	4,754	95,009	-	95,009
Poker Machines	15,425	-	15,425	15,425	-	15,425
Bus	-	-	-	-	-	-
Other Wages	98,277	73,597	24,680	98,277	-	98,277
Superannuation	42,567	46,597	(4,030)	42,567	-	42,567
Workers Compensation Insurance	7,185	23,377	(16,192)	7,185	-	7,185
Total	555,555	493,856	61,699	555,555	-	555,555

Note: wages and associated costs for year-to-date are up on last year by:

12.5%

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

TOTAL REVENUE

		This Year	Last Year	Variance		This Year	Budget	Variance
Bar	35%	739,144	716,824	22,320	3%	739,144	-	739,144
Bistro	0%	8,159	3,186	4,973	156%	8,159	-	8,159
Course	4%	88,461	49,789	38,672	78%	88,461	-	88,461
Poker Machines	40%	848,358	621,629	226,729	36%	848,358	-	848,358
Keno	1%	21,173	17,945	3,228	18%	21,173	-	21,173
TAB	1%	12,489	9,607	2,881	30%	12,489	-	12,489
Other Income	19%	412,332	64,201	348,130	542%	412,332	-	412,332
Total		2,130,117	1,483,183	646,934		2,130,117	-	2,130,117

Note: total gross revenue for the year is up on last year by : 43.62%

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 is: 19%

Callala RSL Country Club Ltd
BALANCE SHEET SUMMARY
AS AT 30 SEPTEMBER 2016

BANK ACCOUNT BALANCES

	This quarter	Last quarter	Variance
- Commonwealth Account	19,793	14,267	5,526
- CBA Savings Account	35,556	105,096	(69,540)
- Other bank accounts (including sub groups)	78,068	81,644	(3,576)
	<u>133,417</u>	<u>201,007</u>	<u>(67,590)</u>

Stock on Hand

- Stock on Hand	64,915	63,569	1,346
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LOAN ACCOUNT BALANCES

- Toro Finance	22,697	24,074	(1,377)
- Debenture	40,000	45,000	(5,000)
	<u>62,697</u>	<u>69,074</u>	<u>(6,377)</u>

CREDITORS & ACCRUED EXPENSES

	<u>140,920</u>	<u>178,560</u>	<u>(37,640)</u>
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PROVISION FOR EMPLOYEE ENTITLEMENTS

- Annual Leave	56,317	56,009	308
- Long Service Leave	52,716	52,196	520
	<u>109,032</u>	<u>108,205</u>	<u>827</u>