

CALLALA RSL COUNTRY CLUB LIMITED



Quarterly Board Report For The Period Ended 31st March 2017



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

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
BAR TRADING							
Sales							
49,016		48,207		49,016		48,207	
183,401		189,897		183,401		189,897	
25,074		25,288		25,074		25,288	
23,747		24,181		23,747		24,181	
240		281		240		281	
<u>281,479</u>		<u>287,854</u>		<u>281,479</u>		<u>287,854</u>	
Less: Cost of Goods Sold							
128,419		141,520		128,419		141,520	
2,392		2,932		2,392		2,932	
<u>130,812</u>		<u>144,451</u>		<u>130,812</u>		<u>144,451</u>	
<u>150,667</u>	53.5%	<u>143,403</u>	49.8%	<u>150,667</u>	53.5%	<u>143,403</u>	49.8%
Gross Profit							
Gross Profit Percentage							
Less: Expenditure							
508		2,373		508		2,373	
1,456		1,201		1,456		1,201	
1,371		-		1,371		-	
8,080		9,082		8,080		9,082	
85,054	30.2%	130,366	45.3%	85,054	30.2%	130,366	45.3%
<u>96,468</u>		<u>143,022</u>		<u>96,468</u>		<u>143,022</u>	
<u>54,199</u>	19.3%	<u>381</u>	0.1%	<u>54,199</u>	19.3%	<u>381</u>	0.1%
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			
2,825		4,850		2,825		4,850	
<u>2,825</u>		<u>4,850</u>		<u>2,825</u>		<u>4,850</u>	
				Less: Expenditure			
323		323		323		323	
4,167		4,785		4,167		4,785	
<u>4,490</u>		<u>5,108</u>		<u>4,490</u>		<u>5,108</u>	
<u>(1,665)</u>		<u>(258)</u>		<u>(1,665)</u>		<u>(258)</u>	
				Net Profit Transferred to Profit & Loss Statement			
				POKER MACHINE TRADING			
1,042,305		867,195		1,042,305		867,195	
<u>(695,652)</u>		<u>(562,585)</u>		<u>(695,652)</u>		<u>(562,585)</u>	
346,654		304,611		346,654		304,611	
4,295		4,295		4,295		4,295	
<u>350,949</u>		<u>308,906</u>		<u>350,949</u>		<u>308,906</u>	
				Less: Expenditure			
4,406		4,147		4,406		4,147	
1,863		3,460		1,863		3,460	
5,156		-		5,156		-	
2,477		-		2,477		-	
-		1,845		-		1,845	
37,552		25,279		37,552		25,279	
553		648		553		648	
86,314		-		86,314		-	
5,821		6,816		5,821		6,816	
<u>144,142</u>		<u>42,195</u>		<u>144,142</u>		<u>42,195</u>	
<u>206,807</u>	19.84%	<u>266,711</u>	30.76%	<u>206,807</u>	19.84%	<u>266,711</u>	30.76%
				Net Profit Transferred to Profit & Loss Statement			

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
GOLF COURSE ACCOUNT							
Sales							
6,866		6,410		6,866		6,410	
6,866		6,410		6,866		6,410	
Less: Cost of Goods Sold							
5,182		5,375		5,182		5,375	
5,182		5,375		5,182		5,375	
1,684	24.5%	1,035	16.1%	1,684	24.5%	1,035	16.1%
Gross Profit							
Gross Profit Percentage							
Income							
-		127		-		127	
-		-		-		-	
-		-		-		-	
21,255		18,055		21,255		18,055	
5,489		9,451		5,489		9,451	
-		182		-		182	
3		2,545		3		2,545	
7		1		7		1	
-		-		-		-	
5,893		3,305		5,893		3,305	
32,648		33,666		32,648		33,666	
Less: Expenditure							
1,985		1,732		1,985		1,732	
4,087		2,962		4,087		2,962	
241		-		241		-	
6,357		3,204		6,357		3,204	
1,035		729		1,035		729	
24,183		3,694		24,183		3,694	
117		131		117		131	

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1,944	1,947	Postage, Printing & Stationery	1,944	1,947
-	-	Presentation & Catering	-	-
3,303	2,719	Superannuation	3,303	2,719
-	-	Telephone	-	-
-	-	Uniforms & Clothing	-	-
34,769	40,769	Wages	34,769	40,769
<u>78,021</u>	<u>57,888</u>		<u>78,021</u>	<u>57,888</u>
<u>(43,690)</u>	<u>(23,186)</u>	Net Profit Transferred to Profit & Loss Statement	<u>(43,690)</u>	<u>(23,186)</u>

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
KENO TRADING ACCOUNT							
Income							
10,200		7,317		10,200		7,317	
-		-		-		-	
<u>10,200</u>		<u>7,317</u>		<u>10,200</u>		<u>7,317</u>	
Less Expenditure							
526		1,410		526		1,410	
150		-		150		-	
14		-		14		-	
<u>690</u>		<u>1,410</u>		<u>690</u>		<u>1,410</u>	
<u>9,509</u>		<u>5,907</u>		<u>9,509</u>		<u>5,907</u>	
				Net Profit Transferred to Profit & Loss Statement			
TAB TRADING ACCOUNT							
Income							
-		-		-		-	
2,836		3,583		2,836		3,583	
<u>2,836</u>		<u>3,583</u>		<u>2,836</u>		<u>3,583</u>	
Less: Expenditure							
580		260		580		260	
150		-		150		-	
14		-		14		-	
<u>744</u>		<u>260</u>		<u>744</u>		<u>260</u>	
<u>2,092</u>		<u>3,323</u>		<u>2,092</u>		<u>3,323</u>	
				Net Profit (Loss) Transferred to Profit & Loss Statement			

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9,178	12,039	Repairs & Maintenance	9,178	12,039
1,461	1,684	Security	1,461	1,684
11,026	2,485	Superannuation	11,026	2,485
3,455	4,357	Telephone	3,455	4,357
5,767	4,758	Trade Waste	5,767	4,758
-	100	Transport & Travel	-	100
(931)	(65)	Under/ Over Banking	(931)	(65)
29,387	34,746	Wages - Other	29,387	34,746
3,650	343	Workers Compensation	3,650	343
2,731	2,194	Water Rates	2,731	2,194
<u>267,259</u>	<u>262,967</u>		<u>267,259</u>	<u>262,967</u>
		Net Profit		
<u>11,440</u>	<u>83,022</u>	Before Income Tax	<u>11,440</u>	<u>83,022</u>

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				Sundry Income			
3,507		4,640		3,507		4640	
1,416		1,097		1,416		1,097	
5,710		5,323		5,710		5,323	
45		-		45		-	
968		656		968		656	
45		1,055		45		1,055	
159		87		159		87	
-		-		-		-	
327		1,194		327		1,194	
250		236		250		236	
-		202		-		202	
3,442		667		3,442		667	
-		-		-		-	
-		77,955		-		77,955	
-		-		-		-	
35,577		-		35,577		-	
<u>51,447</u>		<u>93,112</u>		<u>51,447</u>		<u>93,112</u>	
				Courtesy Bus Expenses			
-		-		-		-	
3,868		6,154		3,868		6,154	
<u>3,868</u>		<u>6,154</u>		<u>3,868</u>		<u>6,154</u>	

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Current Period				Year To Date			
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				Entertainment & Promotion Expenses			
(74)		39		(74)		39	
11,707		9,327		11,707		9,327	
(2,358)		(682)		(2,358)		(682)	
1,904		1,220		1,904		1,220	
-		-		-		-	
1,900		1,200		1,900		1,200	
1,801		1,738		1,801		1,738	
6,397		5,495		6,397		5,495	
843		1,251		843		1,251	
-		-		-		-	
12,920		11,559		12,920		11,559	
<u>35,041</u>		<u>31,146</u>		<u>35,041</u>		<u>31,146</u>	

CALLALA RSL COUNTRY CLUB LTD

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BALANCE SHEET AS AT

March 2017

	March 2017		December 2016	
Current Assets				
Cash on Hand	100,504		101,824	
Other Debtors	36,528		8,752	
Cash at Bank	174,804		125,948	
Prepayments	72,388		81,152	
Stock on Hand	70,126	454,350	72,130	389,806
Non Current Assets				
Golf Course Clearing & Construction	1,055,524		1,055,524	
Less: Amortisation	-801,954	253,570	-797,867	257,657
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	413,970		413,970	
Less: Amortisation	-269,575	144,395	-268,407	145,563
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-212,694	73,175	-211,238	74,631
Bistro Extensions	197,649		197,649	
Less: Accumulated Depreciation	-197,649	0	-197,649	0
Furniture & Fittings	667,880		636,800	
Less: Accumulated Depreciation	-292,694	375,186	-276,741	360,059
Plant & Equipment	761,758		761,758	
Less: Accumulated Depreciation	-701,459	60,299	-689,898	71,860
Plant & Equipment - Kitchen	29,962		29,962	
Less: Accumulated Depreciation	-31,338	-1,376	-28,926	1,036
Poker Machines	39,651		39,651	
Less: Accumulated Depreciation	-23,477	16,174	-21,614	18,037
Leasehold Improvements	2,684,340		2,684,340	
Less: Amortisation	-1,289,462	1,394,878	-1,274,659	1,409,681
Motor Vehicles at Cost	153,254		153,254	
Less: Accumulated Depreciation	-153,070	184	-151,522	1,731
Poker Machine Entitlements	72,896	72,896	72,896	72,896
	2,476,701		2,500,472	
Total Assets	2,931,051		2,890,278	
Current Liabilities				
Trade & Other Creditors & Accrued Charges	188,060		159,474	
Toro Finance	5,969		5,863	
Other Income in Advance	925		4,800	
Poker Machine Tax Rebate	2,863		7,158	
Subscriptions In Advance	43,418		27,308	
Provision for PM Jackpot	12,418		10,877	
Provision for Annual Leave	21,628		32,638	
Provision for Long Service Leave	59,097	334,378	55,394	303,512
Non-Current Liabilities				
Toro Finance	13,901		15,433	
Debenture	40,000		40,000	
	53,901		55,433	
Total Liabilities	388,279		358,945	
Net Assets	2,542,772		2,531,333	
Represented By				
Accumulated Funds at start of year		2,531,332		2,231,784
Capital Asset Revaluation Reserve		0		0
Add Year to date Profit		11,440		299,549
	2,542,772		2,531,333	

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

BAR TRADING					
Sales					
Spirits	48,207	45,509	41,516	53,129	49,016
Bulk Beer	189,897	160,403	137,378	181,634	183,401
Wine	25,288	19,409	17,859	24,489	25,074
Soft Drinks	24,181	15,224	13,701	21,458	23,747
Sundries	281	162	130	192	240
	287,854	240,707	210,583	280,901	281,479
Less: Cost of Goods Sold					
Purchases	141,520	97,197	79,712	122,703	128,419
Freight	2,932	2,301	1,873	2,394	2,392
	144,451	99,498	81,585	125,096	130,812
Gross Profit	143,403	141,209	128,998	155,805	150,667
Gross Profit Percentage	49.8%	58.7%	61.3%	55.5%	53.5%
Less: Expenditure					
Repairs & Maintenance	2,373	1,826	1,973	2,665	508
Depreciation	1,201	1,202	1,214	2,290	1,456
Member Points/ Voucher Expense	-	-	-	-	1,371
Superannuation	9,082	8,266	8,057	8,754	8,080
Wages	130,366	81,908	84,818	92,149	85,054
	143,022	93,202	96,062	105,858	96,468
Net Profit Transferred to Profit & Loss Statement	381	48,007	32,936	49,948	54,199
Wages Percentage	45.3%	34.0%	40.3%	32.8%	30.2%
Net Profit Percentage	0.1%	19.9%	15.6%	17.8%	19.3%

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

	Jan 16 - Mar 16	Apr 16 - Jun 16	Jul 16 - Sep 16	Oct 16 - Dec 16	Jan 17 - Mar 17
BISTRO ACCOUNT					
Bistro Rent	4,850	1,059	2,250	2,250	2,825
	4,850	1,059	2,250	2,250	2,825
Less: Expenditure					
Repairs & Maintenance	323	1,775	323	823	323
Electricity & Gas	4,785	4,569	3,910	3,893	4,167
	5,108	6,344	4,233	4,716	4,490
Net Profit Transferred to Profit & Loss Statement	(258)	(5,284)	(1,983)	(2,466)	(1,665)
POKER MACHINE TRADING					
Gross Clearances	867,195	832,407	1,013,271	1,110,119	1,042,305
Less: Payouts	(562,585)	(597,710)	(717,105)	(720,272)	(695,652)
	304,611	234,697	296,166	389,847	346,654
GST Rebate Received	4,295	4,295	4,295	4,295	4,295
	308,906	238,992	300,461	394,142	350,949
Less: Expenditure					
Central Monitoring	4,147	4,174	4,355	4,402	4,406
Depreciation	3,460	1,863	1,884	4,263	1,863
Member Points/ Voucher Expense	-	-	-	8,982	5,156
Community Surcharge Donations	-	-	-	3,065	2,477
Repairs & Maintenance	1,845	-	-	-	-
Supplementary Tax	25,279	5,401	27,295	33,499	37,552
Superannuation	648	413	404	445	553
TGS payments	-	58,377	80,866	95,221	86,314
Wages	6,816	4,351	4,257	4,683	5,821
	42,195	74,580	119,062	154,560	144,142
Net Profit Transferred to Profit & Loss Statement	266,711	164,412	181,399	239,582	206,807
Net Profit Percentage	86.3%	68.8%	60.4%	60.8%	58.9%

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	Jan 16 - Mar 16	Apr 16 - Jun 16	Jul 16 - Sep 16	Oct 16 - Dec 16	Jan 17 - Mar 17
GOLF COURSE ACCOUNT					
Income					
Shop Sales	6,410	3,197	2,352	6,088	6,866
	6,410	3,197	2,352	6,088	6,866
Less: Expenditure					
Purchases	5,375	2,435	1,127	2,637	5,182
	5,375	2,435	1,127	2,637	5,182
Gross Profit	1,035	762	1,225	3,450	1,684
Gross Profit Percentage	16%	24%	52%	57%	25%
Other Income					
Competition Fees	127	-	-	1,818	-
Donations	-	2,545	-	27,973	-
Fundraising	-	1,083	-	-	-
Green Fees	18,055	14,222	11,150	19,723	21,255
Memberships	9,451	9,451	3,052	-	5,489
Sponsorships	182	-	409	364	-
Sundry Income	2,545	494	773	-	3
Interest Income	1	1	1	1	7
Apprenticeship Rebates	-	-	-	-	-
Golf Cart Hire	3,305	1,836	(2,182)	4,158	5,893
	33,666	29,633	13,203	54,037	32,648
Other Expenses					
Affiliation Fees	1,732	1,732	1,604	1,622	1,985
Amortisation of Development Costs	2,962	2,953	2,996	7,669	4,087
Bank Charges	-	-	5	2	241
Depreciation	3,204	3,703	3,750	4,907	6,357
General Expenses	729	728	1,250	2,670	1,035
Golf Course Maintenance	3,694	12,025	5,845	12,887	24,183
Link Fees	131	117	120	120	117
Postage, Printing & Stationery	1,947	790	349	661	1,944
Presentation & Catering	-	533	-	2,171	-
Superannuation	2,719	2,645	2,837	1,540	3,303
Telephone	-	36	-	-	-
Uniforms & Clothing	-	1,411	561	-	-
Wages	40,769	24,375	29,865	16,211	34,769
	57,888	51,048	49,181	50,460	78,021
Net Profit Transferred to Profit & Loss Statement	(23,186)	(20,653)	(34,752)	7,027	(43,690)

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	Jan 16 - Mar 16	Apr 16 - Jun 16	Jul 16 - Sep 16	Oct 16 - Dec 16	Jan 17 - Mar 17
KENO TRADING ACCOUNT					
Income					
Commissions Received	7,317	6,184	7,672	9,317	10,200
Bonus Commission	-	-	-	2,502	-
	<u>7,317</u>	<u>6,184</u>	<u>7,672</u>	<u>11,819</u>	<u>10,200</u>
Less Expenditure					
Keno Stationery					
Repairs & Maintenance	1,410	1,270	1,247	1,263	526
Wages	-	150	150	150	150
Superannuation	-	14	14	14	14
	<u>1,410</u>	<u>1,434</u>	<u>1,411</u>	<u>1,428</u>	<u>690</u>
Net Profit Transferred to Profit & Loss Statement	5,907	4,750	6,261	10,391	9,509
TAB TRADING ACCOUNT					
Income					
Mug Punter	-	1,750	-	41	-
Tab Commissions	3,583	4,568	4,337	4,182	2,836
	<u>3,583</u>	<u>6,318</u>	<u>4,337</u>	<u>4,222</u>	<u>2,836</u>
Less: Expenditure					
TAB Expenses	260	330	680	-	580
Wages	-	150	150	150	150
Superannuation	-	14	14	14	14
	<u>260</u>	<u>494</u>	<u>844</u>	<u>164</u>	<u>744</u>
Net Profit (Loss) Transferred to Profit & Loss Statement	3,323	5,824	3,494	4,058	2,092

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	Jan 16 - Mar 16	Apr 16 - Jun 16	Jul 16 - Sep 16	Oct 16 - Dec 16	Jan 17 - Mar 17
Income					
Profit (Loss) from Bar Trading	381	48,007	32,936	49,948	54,199
Profit (Loss) from Bistro Account	(258)	(5,284)	(1,983)	(2,466)	(1,665)
Profit (Loss) from Poker Machine Trading	266,711	164,412	181,399	239,582	206,807
Profit (Loss) from Golf Course Trading	(23,186)	(20,653)	(34,752)	7,027	(43,690)
Profit (Loss) from Keno Trading	5,907	4,750	6,261	10,391	9,509
Profit (Loss) from TAB Trading	3,323	5,824	3,494	4,058	2,092
Sundry Income	93,112	294,279	24,941	47,494	51,447
Profit (Loss) on sale of Non Current Assets	-	-	-	(2,461)	-
	345,989	491,335	212,295	353,573	278,699
Less Expenditure					
Accounting Services	7,500	7,500	7,500	7,378	7,500
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	6,500	3,980	6,750	11,430	9,248
Affiliation Fees	2,229	-	1,066	1,078	1,054
Amortisation	13,834	14,299	14,740	21,743	15,971
Bank Charges	859	373	403	570	933
Bowling Green Maintenance	19,159	19,159	19,058	19,159	19,159
Cleaning Materials & Laundry	16,814	14,929	14,300	14,038	15,003
Courtesy Bus Expenses	6,154	3,611	3,285	3,443	3,868
Depreciation	11,339	17,243	19,723	82,865	25,116
Directors Expenses	1,185	617	1,197	424	24
Donations	-	410	1,600	1,500	-
Entertainment & Promotion Expenses	31,146	35,370	43,417	40,152	35,041
Electricity & Gas	25,226	21,002	20,501	22,588	24,634
General Expenses	9,372	15,830	14,052	7,337	11,576
Legal Fees	-	-	-	-	-
Leasing Charges	2,349	2,715	2,762	3,229	2,523
Long Service and Annual Leave Provision	1,408	1,798	520	2,678	3,702
Insurance	8,220	9,770	10,762	6,473	5,311
Interest Paid	16,668	2,014	1,449	2,941	1,292
Printing, Postage & Stationery	2,166	1,555	1,551	5,424	1,442
Rates & Taxes	770	770	716	3,225	708
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
January 2017 through March 2017

	Jan 16 - Mar 16	Apr 16 - Jun 16	Jul 16 - Sep 16	Oct 16 - Dec 16	Jan 17 - Mar 17
Repairs & Maintenance	12,039	5,736	13,092	7,226	9,178
Security	1,684	1,177	1,592	1,704	1,461
Superannuation	2,485	2,715	2,297	4,556	11,026
Telephone	4,357	3,236	3,231	3,568	3,455
Trade Waste	4,758	5,809	5,127	6,914	5,767
Transport & Travel	100	200	100	18	-
Under/ Over Banking	(65)	718	(2)	1,096	(931)
Wages - Other	34,746	35,443	28,088	28,427	29,387
Workers Compensation	343	3,421	3,421	(980)	3,650
Water Rates	2,194	2,833	1,503	162	2,731
	262,967	251,658	261,226	327,792	267,259
Net Profit					
Before Income Tax	83,022	239,677	(48,931)	25,781	11,440

CALLALA RSL COUNTRY CLUB LTD
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Departmental Trading Statements For the Quarter
January 2017 through March 2017

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

Sundry Income - (Note 1)					
Members Subscriptions	4,640	4,640	4,640	108	3,507
Other Commissions	1,097	1,110	771	1,879	1,416
ATM Commissions	5,323	4,700	4,916	5,433	5,710
Auditorium Hire	-	-	2,536	2,450	45
Bowling Club Greens Contribution	656	755	784	1,273	968
Callala Club Shirts	1,055	109	36	77	45
Interest Income	87	275	213	99	159
Insurance Recoveries	-	-	-	-	-
Advertising Income	1,194	2,275	395	-	327
Donations	236	564	-	-	250
Entertainment	202	-	-	-	-
Sundry Income	667	4,499	10,650	2,079	3,442
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	77,955	-	-	-	-
Sub Group Income	-	-	-	6,728	-
TGS Capital Reimbursments	-	275,353	-	27,368	35,577
	93,112	294,279	24,941	47,494	51,447
Courtesy Bus Expenses - (Note 2)					
Wages	-	-	-	-	-
Other Expenses	6,154	3,611	3,285	3,443	3,868
	6,154	3,611	3,285	3,443	3,868

CALLALA RSL COUNTRY CLUB LTD
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Departmental Trading Statements For the Quarter
January 2017 through March 2017

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

Entertainment & Promotion Expenses (Note 3)					
Net Special Events	39	-1514	2575	-324	-74
Entertainment	9327	6352	8714	12590	11707
Raffle	(682)	1,897	2,219	717	(2,358)
Bingo	1,220	2,382	2,774	1,019	1,904
Kids Club	0	0	0	0	0
Major Draw	1,200	2,050	2,745	1,000	1,900
Members Birthday	1,738	2,980	1,764	2,889	1,801
National Poker League	5,495	7,967	7,669	7,451	6,397
Promotions	1,251	1,621	3,265	3,094	843
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	11,559	11,635	11,691	11,716	12,920
	31,146	35,370	43,417	40,152	35,041

CALLALA RSL COUNTRY CLUB LTD
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Departmental Trading Statements For the Quarter
January 2017 through March 2017

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

General Expenses - (Note 4)					
AGM Election Expenses	-	1,600	-	-	-
Bar Uniforms					
Computer Expenses	422	1,488	331	782	288
Consultancy	-	-	6,565	475	475
Filing Fees	-	-	-	-	-
Fines	-	-	-	-	-
Flowers	-	-	-	-	-
Hire of Plant & Equipment	810	808	808	810	810
Hygiene	2,638	1,841	2,547	1,699	2,117
Legal Fees					
Licence Fees	-	2,725	643	(1,634)	307
Lucky Badge	2,227	2,636	1,909	682	3,955
Safety	2,224	2,962	917	-	2,995
Staff Meals & Drinks	-	1,347	-	183	135
Staff Training & Welfare	-	-	109	2,321	213
Subscriptions	-	-	-	-	-
Sundry Expenses	1,051	421	223	2,020	284
	9,372	15,830	14,052	7,337	11,576

Callala RSL Country Club Ltd
Summary of Trading Results for the - QUARTER ENDING MARCH 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	54,199	381	53,818	54,199	381	53,818
Poker Machines Net Profit	206,807	266,711	(59,904)	206,807	266,711	(59,904)
Golf Course Net Profit	(43,690)	(23,186)	(20,503)	(43,690)	(23,186)	(20,503)
Keno Net Profit	9,509	5,907	3,602	9,509	5,907	3,602
TAB Net Profit	2,092	3,323	(1,231)	2,092	3,323	(1,231)
Other Net Income	49,782	92,854	(43,072)	49,782	92,854	(43,072)
Total Net Income	<u>278,699</u>	<u>345,989</u>	<u>(67,289)</u>	<u>278,699</u>	<u>345,989</u>	<u>(67,289)</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	3,868	6,154	(2,287)	3,868	6,154	(2,287)
Depreciation	50,763	33,038	17,725	50,763	33,038	17,725
Entertainment & Promotion Expenses	35,041	31,146	3,895	35,041	31,146	3,895
Interest	1,292	16,668	(15,376)	1,292	16,668	(15,376)
Other Wages & Super	39,483	37,266	2,217	39,483	37,266	2,217
Other Expenses	136,813	138,694	(1,881)	136,813	138,694	(1,881)
	<u>267,259</u>	<u>262,967</u>	<u>4,293</u>	<u>267,259</u>	<u>262,967</u>	<u>4,293</u>
Net Profit/(Loss)	<u>11,440</u>	<u>83,022</u>	<u>(71,582)</u>	<u>11,440</u>	<u>83,022</u>	<u>(71,582)</u>
Add Back:						
Depreciation	50,763	33,038	17,725	50,763	33,038	17,725
Interest	1,292	16,668	(15,376)	1,292	16,668	(15,376)
Net Profit before Depreciation and Interest (EBITDA)	<u>63,495</u>	<u>132,729</u>	<u>(69,234)</u>	<u>63,495</u>	<u>132,729</u>	<u>(69,234)</u>
Less:						
Loan Repayments	16,938	24,332	(7,394)	16,938	24,332	(7,394)
Capital Expenditure	31,079	128,976	(97,897)	31,079	128,976	(97,897)
Profit on Sale of Poker Machines	-	77,955	(77,955)	-	77,955	(77,955)
Other TGS Income	35,577	-	35,577	35,577	-	35,577
Net Cash Surplus / (Deficiency)	<u>(20,100)</u>	<u>(98,535)</u>	<u>78,435</u>	<u>(20,100)</u>	<u>(98,535)</u>	<u>78,435</u>

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

ACTUAL - V- BUDGET	Current Period			Year-to-Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<u>Income</u>						
Bar Net Profit	54,199	-	54,199	54,199	-	54,199
Poker Machines Net Profit	206,807	-	206,807	206,807	-	206,807
Golf Course Net Profit	(43,690)	-	(43,690)	(43,690)	-	(43,690)
Keno Net Profit	9,509	-	9,509	9,509	-	9,509
TAB Net Profit	2,092	-	2,092	2,092	-	2,092
Other Net Income	49,782	-	49,782	49,782	-	49,782
Total Net Income	<u>278,699</u>	<u>-</u>	<u>278,699</u>	<u>278,699</u>	<u>-</u>	<u>278,699</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	3,868	-	3,868	3,868	-	3,868
Depreciation	50,763	-	50,763	50,763	-	50,763
Entertainment & Promotion Expenses	35,041	-	35,041	35,041	-	35,041
Interest	1,292	-	1,292	1,292	-	1,292
Other Wages & Super	39,483	-	39,483	39,483	-	39,483
Other Expenses	136,813	-	136,813	136,813	-	136,813
	<u>267,259</u>	<u>-</u>	<u>267,259</u>	<u>267,259</u>	<u>-</u>	<u>267,259</u>
Net Profit/(Loss)	<u>11,440</u>	<u>-</u>	<u>11,440</u>	<u>11,440</u>	<u>-</u>	<u>11,440</u>

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

CAPITAL EXPENDITURE

Details

Quarter

YTD

Installation of Cables and Circuit Breakers	2,184	
Coffee Machine Parts	472	
Deep Fryer	803	
Rangehood Extraction Fan	1,592	
New Motor & Other Parts Fitted to Combi Oven	2,697	
Installation of Drainage from Combi Oven	487	
Install Replacement Modulator for Keno	673	
Installation of DVR	1,855	
48 Armchairs, Laminated Tables	12,742	
Toilet Roll & Hand Towel Dispensers	645	
Supply & Install Vertical Chassis	772	
Installation of New Parts to Cool Room Freezer	4,146	
Installation of Parts to Glass Chiller	1,352	
Wireless Eftpos for Bar	660	

31,079

31,079

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	85,054	130,366	(45,312)	85,054	-	85,054
Course	34,769	40,769	(6,000)	34,769	-	34,769
Poker Machines	5,821	6,816	(995)	5,821	-	5,821
Bus	-	-	-	-	-	-
Other Wages	29,387	34,746	(5,359)	29,387	-	29,387
Superannuation	22,963	14,934	8,029	22,963	-	22,963
Workers Compensation Insurance	3,650	343	3,307	3,650	-	3,650
Total	181,644	227,974	(46,329)	181,644	-	181,644

Note: wages and associated costs for year-to-date are down on last year by: -20.3%

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	38%	281,479	287,854	(6,375)	-2%	281,479	-	281,479
Bistro	0%	2,825	4,850	(2,025)	-42%	2,825	-	2,825
Course	5%	39,513	33,666	5,847	17%	39,513	-	39,513
Poker Machines	47%	350,949	308,906	42,043	14%	350,949	-	350,949
Keno	1%	10,200	7,317	2,882	39%	10,200	-	10,200
TAB	0%	2,836	3,583	(747)	-21%	2,836	-	2,836
Other Income	7%	51,447	93,112	(41,665)	-45%	51,447	-	51,447
Total		739,248	739,288	(39)		739,248	-	739,248

Note: total gross revenue for the year is down on last year by : -0.01%

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: **9%** *18% Last year*

Callala RSL Country Club Ltd
BALANCE SHEET SUMMARY
AS AT 31 MARCH 2017

BANK ACCOUNT BALANCES

	This quarter	Last quarter	Variance
- Commonwealth Account	20,477	50,010	(29,533)
- CBA Savings Account	80,810	10,654	70,156
- Other bank accounts (including sub groups)	73,517	65,284	8,233
	<u>174,804</u>	<u>125,948</u>	<u>48,856</u>

Stock on Hand

- Stock on Hand	70,126	72,130	(2,004)
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LOAN ACCOUNT BALANCES

- Toro Finance	19,870	21,296	(1,426)
- Debenture	40,000	40,000	-
	<u>59,870</u>	<u>61,296</u>	<u>(1,426)</u>

CREDITORS & ACCRUED EXPENSES

	<u>188,060</u>	<u>159,474</u>	<u>28,586</u>
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PROVISION FOR EMPLOYEE ENTITLEMENTS

- Annual Leave	21,628	32,638	(11,010)
- Long Service Leave	59,097	55,394	3,703
	<u>80,725</u>	<u>88,032</u>	<u>(7,307)</u>