

CALLALA RSL COUNTRY CLUB LIMITED



Quarterly Board Report For The Period Ended 31st March 2018



Callala RSL Country Club Ltd
A.B.N. 36 001 816 799
Departmental Trading Statements For the Quarter
January 2018 through March 2018

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
BAR TRADING							
Sales							
47,622		49,016		47,622		49,016	
193,212		183,401		193,212		183,401	
26,076		25,074		26,076		25,074	
21,555		23,747		21,555		23,747	
366		240		366		240	
<u>288,830</u>		<u>281,479</u>		<u>288,830</u>		<u>281,479</u>	
Less: Cost of Goods Sold							
112,426		128,419		112,426		128,419	
2,186		2,392		2,186		2,392	
<u>114,612</u>		<u>130,812</u>		<u>114,612</u>		<u>130,812</u>	
<u>174,219</u>	60.3%	<u>150,667</u>	53.5%	<u>174,219</u>	60.3%	<u>150,667</u>	53.5%
Gross Profit							
Gross Profit Percentage							
Add: Other Income							
-		-		-		-	
Less: Expenditure							
5,403		508		5,403		508	
1,456		1,456		1,456		1,456	
828		1,371		828		1,371	
6,947		8,080		6,947		8,080	
73,130	25.3%	85,054	30.2%	73,130	25.3%	85,054	30.2%
<u>87,764</u>		<u>96,468</u>		<u>87,764</u>		<u>96,468</u>	
<u>86,455</u>	29.9%	<u>54,199</u>	19.3%	<u>86,455</u>	29.9%	<u>54,199</u>	19.3%
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			
3,231		2,825		3,231		2,825	
<u>3,231</u>		<u>2,825</u>		<u>3,231</u>		<u>2,825</u>	
				Less: Expenditure			
323		323		323		323	
2,781		4,167		2,781		4,167	
<u>3,104</u>		<u>4,490</u>		<u>3,104</u>		<u>4,490</u>	
				Net Profit Transferred to Profit & Loss Statement			
<u>127</u>		<u>(1,665)</u>		<u>127</u>		<u>(1,665)</u>	
				POKER MACHINE TRADING			
982,356		1,042,305		982,356		1,042,305	
<u>(703,822)</u>		<u>(695,652)</u>		<u>(703,822)</u>		<u>(695,652)</u>	
278,534		346,654		278,534		346,654	
4,295		4,295		4,295		4,295	
<u>282,829</u>		<u>350,949</u>		<u>282,829</u>		<u>350,949</u>	
				Less: Expenditure			
4,511		4,406		4,511		4,406	
1,804		1,863		1,804		1,863	
229		5,156		229		5,156	
1,231		2,477		1,231		2,477	
-		-		-		-	
18,667		37,552		18,667		37,552	
367		553		367		553	
87,527		86,314		87,527		86,314	
3,865		5,821		3,865		5,821	
<u>118,201</u>		<u>144,142</u>		<u>118,201</u>		<u>144,142</u>	
				Net Profit Transferred to Profit & Loss Statement			
<u>164,628</u>	16.76%	<u>206,807</u>	19.84%	<u>164,628</u>	16.76%	<u>206,807</u>	19.84%

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
GOLF COURSE ACCOUNT							
Sales							
7,691		6,866		7,691		6,866	
7,691		6,866		7,691		6,866	
Less: Cost of Goods Sold							
3,569		5,182		3,569		5,182	
3,569		5,182		3,569		5,182	
4,122	53.6%	1,684	24.5%	4,122	53.6%	1,684	24.5%
Gross Profit							
Gross Profit Percentage							
Income							
9,124		-		9,124		-	
-		-		-		-	
-		-		-		-	
33,430		21,255		33,430		21,255	
6,754		5,489		6,754		5,489	
545		-		545		-	
-		3		-		3	
-		7		-		7	
-		-		-		-	
11,853		5,893		11,853		5,893	
61,705		32,648		61,705		32,648	

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2,241	1,985	Less: Expenditure	2,241	1,985
4,087	4,087	Affiliation Fees	4,087	4,087
-	241	Amortisation of Development Costs	-	241
6,350	6,357	Bank Charges	6,350	6,357
50	1,035	Depreciation	50	1,035
15,427	24,183	General Expenses	15,427	24,183
(389)	117	Golf Course Maintenance	(389)	117
280	1,944	Link Fees	280	1,944
-	-	Postage, Printing & Stationery	-	-
2,843	3,303	Presentation & Catering	2,843	3,303
54	-	Superannuation	54	-
83	-	Telephone	83	-
29,924	34,769	Uniforms & Clothing	29,924	34,769
60,949	78,021	Wages	60,949	78,021
4,878	(43,690)	Net Profit Transferred to Profit & Loss Statement	4,878	(43,690)

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
KENO TRADING ACCOUNT							
Income							
9,290		10,200		9,290		10,200	
-		-		-		-	
<u>9,290</u>		<u>10,200</u>		<u>9,290</u>		<u>10,200</u>	
Less Expenditure							
628		526		628		526	
150		150		150		150	
14		14		14		14	
<u>792</u>		<u>690</u>		<u>792</u>		<u>690</u>	
<u>8,498</u>		<u>9,509</u>		<u>8,498</u>		<u>9,509</u>	
Net Profit Transferred to Profit & Loss Statement							
TAB TRADING ACCOUNT							
Income							
-		-		-		-	
3,759		2,836		3,759		2,836	
<u>3,759</u>		<u>2,836</u>		<u>3,759</u>		<u>2,836</u>	
Less: Expenditure							
-		580		-		580	
150		150		150		150	
14		14		14		14	
<u>164</u>		<u>744</u>		<u>164</u>		<u>744</u>	
<u>3,595</u>		<u>2,092</u>		<u>3,595</u>		<u>2,092</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			
86,455		54,199		86,455		54,199	
127		(1,665)		127		(1,665)	
164,628		206,807		164,628		206,807	
4,878		(43,690)		4,878		(43,690)	
8,498		9,509		8,498		9,509	
3,595		2,092		3,595		2,092	
14,319		51,447		14,319		51,447	
2,418		-		2,418		-	
-		-		-		-	
284,918		278,699		284,917		278,699	
				Less Expenditure			
7,500		7,500		7,500		7,500	
-		-		-		-	
2,174		9,248		2,174		9,248	
1,303		1,054		1,303		1,054	
15,856		15,971		15,856		15,971	
2,093		933		2,093		933	
21,454		19,159		21,454		19,159	
17,048		15,003		17,048		15,003	
3,040		3,868		3,040		3,868	
22,377		25,116		22,377		25,116	
-		24		-		24	
-		-		-		-	
27,778		35,041		27,778		35,041	
17,283		24,634		17,283		24,634	
13,082		11,576		13,082		11,576	
-		-		-		-	
3,589		2,523		3,589		2,523	
5,463		3,702		5,463		3,702	
9,122		5,311		9,122		5,311	
1,518		1,292		1,518		1,292	
1,690		1,442		1,690		1,442	
830		708		830		708	

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17,427	17,427	Rent	17,427	17,427
2,530	9,178	Repairs & Maintenance	2,530	9,178
953	1,461	Security	953	1,461
2,477	11,026	Superannuation	2,477	11,026
3,750	3,455	Telephone	3,750	3,455
5,220	5,767	Trade Waste	5,220	5,767
-	-	Transport & Travel	-	-
146	(931)	Under/ Over Banking	146	(931)
30,431	29,387	Wages - Other	30,431	29,387
3,679	3,650	Workers Compensation	3,679	3,650
4,444	2,731	Water Rates	4,444	2,731
<u>244,257</u>	<u>267,259</u>		<u>244,257</u>	<u>267,259</u>
		Net Profit		
<u>40,661</u>	<u>11,440</u>	Before Income Tax	<u>40,660</u>	<u>11,440</u>

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				Sundry Income			
3,622		3,507		3,622		3507	
963		1,416		963		1,416	
3,532		5,710		3,532		5,710	
2,636		45		2,636		45	
74		-		74		-	
2,289		968		2,289		968	
-		45		-		45	
349		159		349		159	
182		-		182		-	
273		327		273		327	
57		250		57		250	
-		-		-		-	
342		3,442		342		3,442	
-		-		-		-	
-		-		-		-	
-		-		-		-	
-		35,577		-		35,577	
<u>14,319</u>		<u>51,447</u>		<u>14,319</u>		<u>51,447</u>	
				Courtesy Bus Expenses			
-		-		-		-	
3,040		3,868		3,040		3,868	
<u>3,040</u>		<u>3,868</u>		<u>3,040</u>		<u>3,868</u>	

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				SUB GROUP INCOME			
				Income			
14,649				14,649			
2,393				2,393			
455				455			
27				27			
2,214				2,214			
<u>19,738</u>		<u>-</u>		<u>19,738</u>		<u>-</u>	
				Less Expenditure			
6,452				6,452			
1,225				1,225			
4,885				4,885			
425				425			
2,471				2,471			
929				929			
933				933			
<u>17,320</u>		<u>-</u>		<u>17,320</u>		<u>-</u>	
<u>2,418</u>		<u>-</u>		<u>2,418</u>		<u>-</u>	
				Net Profit Transferred to Profit & Loss Statement			

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				Entertainment & Promotion Expenses			
500		(74)		500		(74)	
7,922		11,707		7,922		11,707	
(3,473)		(2,358)		(3,473)		(2,358)	
1,654		1,904		1,654		1,904	
-		-		-		-	
-		1,900		-		1,900	
1,536		1,801		1,536		1,801	
6,731		6,397		6,731		6,397	
837		843		837		843	
-		-		-		-	
12,071		12,920		12,071		12,920	
<u>27,778</u>		<u>35,041</u>		<u>27,778</u>		<u>35,041</u>	

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				General Expenses			
-		-		-		-	
655		288		655		288	
-		475		-		475	
-		-		-		-	
-		-		-		-	
-		-		-		-	
810		810		810		810	
2,555		2,117		2,555		2,117	
512		307		512		307	
4,864		3,955		4,864		3,955	
980		2,995		980		2,995	
-		135		-		135	
638		213		638		213	
915		-		915		-	
1,154		284		1,154		284	
<u>13,082</u>		<u>11,576</u>		<u>13,082</u>		<u>11,576</u>	

CALLALA RSL COUNTRY CLUB LTD

A.B.N. 36 001 816 799

BALANCE SHEET AS AT

March 2018

	March 2018		December 2017	
Current Assets				
Cash on Hand	81,164		96,972	
Other Debtors	2,285		3,711	
Cash at Bank	235,487		107,515	
Prepayments	74,880		81,803	
Stock on Hand	68,787	462,602	73,383	363,384
Non Current Assets				
Golf Course Clearing & Construction	1,055,524		1,055,524	
Less: Amortisation	-818,534	236,990	-814,447	241,077
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	413,970		413,970	
Less: Amortisation	-274,310	139,660	-273,142	140,828
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-218,601	67,268	-217,145	68,724
Bistro Extensions	197,649		197,649	
Less: Accumulated Depreciation	-197,649	0	-197,649	0
Furniture & Fittings	738,631		715,079	
Less: Accumulated Depreciation	-358,698	379,933	-343,136	371,943
Plant & Equipment	761,758		761,758	
Less: Accumulated Depreciation	-744,374	17,384	-734,170	27,588
Plant & Equipment - Kitchen	29,962		29,962	
Less: Accumulated Depreciation	-43,050	-13,088	-40,090	-10,128
Poker Machines	39,651		39,651	
Less: Accumulated Depreciation	-30,852	8,799	-29,048	10,603
Leasehold Improvements	2,684,340		2,684,340	
Less: Amortisation	-1,349,142	1,335,198	-1,334,454	1,349,886
Motor Vehicles at Cost	153,254		153,254	
Less: Accumulated Depreciation	-153,254	0	-153,254	0
Poker Machine Entitlements	72,896	72,896	72,896	72,896
		2,332,360		2,360,737
Total Assets		<u>2,794,962</u>		<u>2,724,121</u>
Current Liabilities				
Trade & Other Creditors & Accrued Charges	178,254		172,111	
Sub Club Loans	680		0	
Toro Finance	6,413		6,299	
Other Income in Advance	0		231	
Poker Machine Tax Rebate	2,863		7,158	
Subscriptions In Advance	44,455		30,736	
Provision for PM Jackpot	10,009		16,599	
Provision for Annual Leave	19,700		18,932	
Provision for Long Service Leave	39,955	302,330	35,035	287,102
Non-Current Liabilities				
Toro Finance	7,488		9,134	
Debenture	40,000		40,000	
		47,488		49,134
Total Liabilities		<u>349,818</u>		<u>336,236</u>
Net Assets		<u>2,445,144</u>		<u>2,387,885</u>
Represented By				
Accumulated Funds at start of year		2,404,484		2,531,332
Capital Asset Revaluation Reserve		0		0
Add Year to date Profit		40,660		-143,448
		<u>2,445,144</u>		<u>2,387,885</u>

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Jan 17 - Mar 17 Apr 17 - Jun 17 Jul 17 - Sep 17 Oct 17 - Dec 17 Jan 18 - Mar 18

BAR TRADING					
Sales					
Spirits	49,016	46,714	37,455	42,442	47,622
Bulk Beer	183,401	155,912	148,812	187,912	193,212
Wine	25,074	19,195	19,152	23,944	26,076
Soft Drinks	23,747	14,620	14,308	17,753	21,555
Sundries	240	257	151	511	366
	281,479	236,699	219,879	272,562	288,830
Less: Cost of Goods Sold					
Purchases	128,419	112,768	98,332	124,077	112,426
Freight	2,392	1,980	1,955	2,408	2,186
	130,812	114,748	100,287	126,485	114,612
Gross Profit	150,667	121,951	119,592	146,077	174,219
Gross Profit Percentage	53.5%	51.5%	54.4%	53.6%	60.3%
Add: Other Income					
Rebates	-	-	-	23,025	-
Less: Expenditure					
Repairs & Maintenance	508	2,537	1,029	1,134	5,403
Depreciation	1,456	1,473	1,489	1,489	1,456
Member Points/ Voucher Expense	1,371	1,443	3,141	1,552	828
Superannuation	8,080	8,084	7,668	7,400	6,947
Wages	85,054	85,100	80,719	77,891	73,130
	96,468	98,637	94,047	89,466	87,764
Net Profit Transferred to Profit & Loss Statement	54,199	23,314	25,545	79,636	86,455
Wages Percentage	30.2%	36.0%	36.7%	28.6%	25.3%
Net Profit Percentage	19.3%	9.8%	11.6%	29.2%	29.9%

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Jan 17 - Mar 17 Apr 17 - Jun 17 Jul 17 - Sep 17 Oct 17 - Dec 17 Jan 18 - Mar 18

BISTRO ACCOUNT					
Bistro Rent	2,825	925	-	1,385	3,231
	2,825	925	-	1,385	3,231
Less: Expenditure					
Repairs & Maintenance	323	323	323	(969)	323
Electricity & Gas	4,167	3,766	4,024	2,938	2,781
	4,490	4,089	4,347	1,969	3,104
Net Profit Transferred to Profit & Loss Statement	(1,665)	(3,164)	(4,347)	(584)	127
POKER MACHINE TRADING					
Gross Clearances	1,042,305	882,814	805,731	926,176	982,356
Less: Payouts	(695,652)	(604,450)	(555,627)	(631,737)	(703,822)
	346,654	278,364	250,104	294,439	278,534
GST Rebate Received	4,295	4,295	4,295	4,295	4,295
	350,949	282,659	254,399	298,734	282,829
Less: Expenditure					
Central Monitoring	4,406	4,411	4,479	4,512	4,511
Depreciation	1,863	1,881	1,844	1,846	1,804
Member Points/ Voucher Expense	5,156	5,381	11,511	5,274	229
Community Surcharge Donations	2,477	(6,147)	-	1,542	1,231
Repairs & Maintenance	-	-	-	-	-
Supplementary Tax	37,552	23,413	15,083	13,382	18,667
Superannuation	553	417	405	389	367
TGS payments	86,314	87,953	77,719	101,265	87,527
Wages	5,821	4,388	4,264	4,100	3,865
	144,142	121,697	115,306	132,310	118,201
Net Profit Transferred to Profit & Loss Statement	206,807	160,962	139,094	166,424	164,628
Net Profit Percentage	58.9%	56.9%	54.7%	55.7%	58.2%

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	Jan 17 - Mar 17	Apr 17 - Jun 17	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18
GOLF COURSE ACCOUNT					
Income					
Shop Sales	6,866	3,282	3,112	5,767	7,691
	6,866	3,282	3,112	5,767	7,691
Less: Expenditure					
Purchases	5,182	819	4,637	6,815	3,569
	5,182	819	4,637	6,815	3,569
Gross Profit	1,684	2,463	(1,524)	(1,048)	4,122
Gross Profit Percentage	25%	75%	-49%	-18%	54%
Other Income					
Competition Fees	-	-	-	-	9,124
Donations	-	-	-	-	-
Fundraising	-	-	-	-	-
Green Fees	21,255	12,972	8,283	31,123	33,430
Memberships	5,489	5,489	5,489	10,547	6,754
Sponsorships	-	455	227	-	545
Sundry Income	3	1,111	(51)	137	-
Interest Income	7	6	-	-	-
Apprenticeship Rebates	-	-	-	-	-
Golf Cart Hire	5,893	7	61	6,073	11,853
	32,648	20,039	14,009	47,880	61,705
Other Expenses					
Affiliation Fees	1,985	1,737	1,581	1,910	2,241
Amortisation of Development Costs	4,087	4,137	4,179	4,177	4,087
Bank Charges	241	8	64	318	-
Depreciation	6,357	6,416	6,490	6,488	6,350
General Expenses	1,035	1,426	2,070	2,999	50
Golf Course Maintenance	24,183	20,843	13,724	16,049	15,427
Link Fees	117	115	118	118	(389)
Postage, Printing & Stationery	1,944	369	813	1,409	280
Presentation & Catering	-	-	-	859	-
Superannuation	3,303	3,006	3,511	2,116	2,843
Telephone	-	123	-	-	54
Uniforms & Clothing	-	196	-	67	83
Wages	34,769	31,643	36,956	22,275	29,924
	78,021	70,018	69,506	58,784	60,949
Net Profit Transferred to Profit & Loss Statement	(43,690)	(47,516)	(57,021)	(11,952)	4,878

CALLALA RSL COUNTRY CLUB LTD
A.B.N. 36 001 816 799
Departmental Trading Statements For the Quarter
January 2018 through March 2018

Jan 17 - Mar 17 Apr 17 - Jun 17 Jul 17 - Sep 17 Oct 17 - Dec 17 Jan 18 - Mar 18

	Jan 17 - Mar 17	Apr 17 - Jun 17	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18
KENO TRADING ACCOUNT					
Income					
Commissions Received	10,200	7,523	7,848	7,895	9,290
Bonus Commission	-	-	-	3,539	-
	10,200	7,523	7,848	11,433	9,290
Less Expenditure					
Keno Stationery					
Repairs & Maintenance	526	533	614	612	628
Wages	150	150	150	150	150
Superannuation	14	14	14	14	14
	690	698	778	776	792
Net Profit Transferred to Profit & Loss Statement	9,509	6,825	7,070	10,657	8,498
TAB TRADING ACCOUNT					
Income					
Mug Punter	-	-	-	-	-
Tab Commissions	2,836	5,301	4,463	4,630	3,759
	2,836	5,301	4,463	4,630	3,759
Less: Expenditure					
TAB Expenses	580	160	300	-	-
Wages	150	150	150	150	150
Superannuation	14	14	14	14	14
	744	324	464	164	164
Net Profit (Loss) Transferred to Profit & Loss Statement	2,092	4,976	3,999	4,466	3,595

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Income					
Profit (Loss) from Bar Trading	54,199	23,314	25,545	79,636	86,455
Profit (Loss) from Bistro Account	(1,665)	(3,164)	(4,347)	(584)	127
Profit (Loss) from Poker Machine Trading	206,807	160,962	139,094	166,424	164,628
Profit (Loss) from Golf Course Trading	(43,690)	(47,516)	(57,021)	(11,952)	4,878
Profit (Loss) from Keno Trading	9,509	6,825	7,070	10,657	8,498
Profit (Loss) from TAB Trading	2,092	4,976	3,999	4,466	3,595
Sundry Income	51,447	16,196	22,922	40,665	14,319
Sub Group Income					2,418
Profit (Loss) on sale of Non Current Assets	-	-	-	-	-
	278,699	161,594	137,261	289,314	284,917
Less Expenditure					
Accounting Services	7,500	7,500	7,500	8,750	7,500
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	9,248	5,990	2,561	2,692	2,174
Affiliation Fees	1,054	1,066	1,318	1,332	1,303
Amortisation	15,971	16,096	16,240	16,223	15,856
Bank Charges	933	890	860	923	2,093
Bowling Green Maintenance	19,159	19,159	19,159	19,159	21,454
Cleaning Materials & Laundry	15,003	16,710	17,441	17,168	17,048
Courtesy Bus Expenses	3,868	7,849	3,531	5,578	3,040
Depreciation	25,116	23,507	23,802	22,873	22,377
Directors Expenses	24	699	2,010	385	-
Donations	-	-	-	1,650	-
Entertainment & Promotion Expenses	35,041	33,180	35,737	27,577	27,778
Electricity & Gas	24,634	20,309	20,498	21,113	17,283
General Expenses	11,576	9,807	8,680	14,649	13,082
Legal Fees	-	-	-	-	-
Leasing Charges	2,523	2,933	3,267	3,770	3,589
Long Service and Annual Leave Provision	3,702	648	(3,571)	(12,781)	5,463
Insurance	5,311	11,311	9,598	9,375	9,122
Interest Paid	1,292	748	1,526	805	1,518
Printing, Postage & Stationery	1,442	1,909	1,315	2,586	1,690
Rates & Taxes	708	716	839	849	830
Rent	17,427	17,427	17,427	17,427	17,427

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Repairs & Maintenance	9,178	16,998	5,629	4,722	2,530
Security	1,461	2,032	2,863	1,810	953
Superannuation	11,026	2,729	1,798	3,374	2,477
Telephone	3,455	4,468	3,362	3,593	3,750
Trade Waste	5,767	5,162	6,089	5,309	5,220
Transport & Travel	-	-	-	-	-
Under/ Over Banking	(931)	(168)	(1,056)	227	146
Wages - Other	29,387	29,064	28,462	29,364	30,431
Workers Compensation	3,650	3,692	3,733	2,499	3,679
Water Rates	2,731	2,747	2,462	1,799	4,444
	267,259	265,178	243,079	234,799	244,257
Net Profit					
Before Income Tax	11,440	(103,584)	(105,818)	54,515	40,660

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Sundry Income - (Note 1)					
Members Subscriptions	3,507	3,507	3,507	3,968	3,622
Other Commissions	1,416	1,718	1,228	767	963
ATM Commissions	5,710	4,785	4,766	5,220	3,532
Auditorium Hire	45	155	45	55	2,636
Kids Activity Packs	-	-	-	50	74
Bowling Club Greens Contribution	968	625	444	725	2,289
Callala Club Shirts	45	-	-	-	-
Interest Income	159	114	23	1	349
Insurance Recoveries	-	-	-	-	182
Advertising Income	327	-	-	-	273
Donations	250	2,810	446	-	57
Entertainment	-	-	-	-	-
Sundry Income	3,442	779	12,462	17,063	342
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	-	-	-	-	-
Sub Group Income	-	-	-	12,816	-
TGS Capital Reimbursements	35,577	1,703	-	-	-
	51,447	16,196	22,922	40,665	14,319
Courtesy Bus Expenses - (Note 2)					
Wages	-	-	-	-	-
Other Expenses	3,868	7,849	3,531	5,578	3,040
	3,868	7,849	3,531	5,578	3,040

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Sub Group Income					
Income					
Mens Bowls Income					14,649
Womens Bowls Income					2,393
Mens Golf Income					-
Womens Golf Income					455
Vets Golf Income					-
Fishing Club Income					27
Other Income					2,214
	-	-	-	-	19,738
Less Expenditure					
Mens Bowls Expenses					6,452
Womens Bowls Expenses					1,225
Mens Golf Expenses					4,885
Womens Golf Expenses					425
Vets Golf Expenses					2,471
Fishing Club Expenses					929
Other Expenses					933
	-	-	-	-	17,320
Net Profit Transferred to Profit & Loss Statement	-	-	-	-	2,418
Entertainment & Promotion Expenses (Note 3)					
Net Special Events	-74	0	108	-100	500
Entertainment	11707	6880	8329	6064	7922
Raffle	(2,358)	265	(296)	(4,321)	(3,473)
Bingo	1,904	2,936	2,990	3,842	1,654
Kids Club	0	0	0	0	0
Major Draw	1,900	1,030	951	-	-
Members Birthday	1,801	1,948	2,327	2,302	1,536
National Poker League	6,397	6,313	7,179	6,123	6,731
Promotions	843	2,018	730	1,610	837
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	12,920	11,790	13,420	12,057	12,071
	35,041	33,180	35,737	27,577	27,778

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Departmental Trading Statements For the Quarter
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General Expenses - (Note 4)					
AGM Election Expenses	-	1,525	-	-	-
Bar Uniforms					
Computer Expenses	288	295	485	301	655
Consultancy	475	475	-	475	-
Filing Fees	-	-	-	-	-
Fines	-	-	-	-	-
Flowers	-	-	-	-	-
Hire of Plant & Equipment	810	810	810	810	810
Hygiene	2,117	2,072	2,534	2,413	2,555
Legal Fees					
Licence Fees	307	307	437	932	512
Lucky Badge	3,955	1,182	3,591	6,318	4,864
Safety	2,995	2,385	(576)	1,257	980
Staff Meals & Drinks	135	-	17	275	-
Staff Training & Welfare	213	-	628	690	638
Subscriptions	-	313	480	851	915
Sundry Expenses	284	443	275	328	1,154
	11,576	9,807	8,680	14,649	13,082

Callala RSL Country Club Ltd
Summary of Trading Results for the - QUARTER ENDING MARCH 2018

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	86,455	54,199	32,256	86,455	54,199	32,256
Poker Machines Net Profit	164,628	206,807	(42,179)	164,628	206,807	(42,179)
Golf Course Net Profit	4,878	(43,690)	48,568	4,878	(43,690)	48,568
Keno Net Profit	8,498	9,509	(1,011)	8,498	9,509	(1,011)
TAB Net Profit	3,595	2,092	1,503	3,595	2,092	1,503
Other Net Income	16,863	49,782	(32,919)	16,863	49,782	(32,919)
Total Net Income	<u>284,918</u>	<u>278,699</u>	<u>6,219</u>	<u>284,917</u>	<u>278,699</u>	<u>6,218</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	3,040	3,868	(828)	3,040	3,868	(828)
Depreciation	47,843	50,763	(2,921)	47,843	50,763	(2,921)
Entertainment & Promotion Expenses	27,778	35,041	(7,263)	27,778	35,041	(7,263)
Interest	1,518	1,292	226	1,518	1,292	226
Other Wages & Super	33,054	39,483	(6,428)	33,054	39,483	(6,428)
Other Expenses	131,026	136,813	(5,787)	131,026	136,813	(5,787)
	<u>244,257</u>	<u>267,259</u>	<u>(23,002)</u>	<u>244,257</u>	<u>267,259</u>	<u>(23,002)</u>
Net Profit/(Loss)	<u>40,661</u>	<u>11,440</u>	<u>29,221</u>	<u>40,660</u>	<u>11,440</u>	<u>29,220</u>
Add Back:						
Depreciation	47,843	50,763	(2,921)	47,843	50,763	(2,921)
Interest	1,518	1,292	226	1,518	1,292	226
Net Profit before Depreciation and Interest (EBITDA)	<u>90,021</u>	<u>63,495</u>	<u>26,526</u>	<u>90,020</u>	<u>63,495</u>	<u>26,525</u>
Less:						
Loan Repayments	14,894	16,938	(2,044)	14,894	16,938	(2,044)
Capital Expenditure	23,552	66,656	(43,104)	23,552	66,656	(43,104)
Profit on Sale of Poker Machines	-	-	-	-	-	-
Net Cash Surplus / (Deficiency)	<u>51,575</u>	<u>(20,099)</u>	<u>71,674</u>	<u>51,574</u>	<u>(20,099)</u>	<u>71,673</u>

Callala RSL Country Club Ltd
Actual - V- Budget for the - QUARTER ENDING MARCH 2018

ACTUAL - V- BUDGET	Current Period			Year-to-Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<u>Income</u>						
Bar Net Profit	86,455	-	86,455	86,455	-	86,455
Poker Machines Net Profit	164,628	-	164,628	164,628	-	164,628
Golf Course Net Profit	4,878	-	4,878	4,878	-	4,878
Keno Net Profit	8,498	-	8,498	8,498	-	8,498
TAB Net Profit	3,595	-	3,595	3,595	-	3,595
Other Net Income	14,446	-	14,446	14,446	-	14,446
Total Net Income	<u>282,500</u>	<u>-</u>	<u>282,500</u>	<u>282,500</u>	<u>-</u>	<u>282,500</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	3,040	-	3,040	3,040	-	3,040
Depreciation	47,843	-	47,843	47,843	-	47,843
Entertainment & Promotion Expenses	27,778	-	27,778	27,778	-	27,778
Interest	1,518	-	1,518	1,518	-	1,518
Other Wages & Super	33,054	-	33,054	33,054	-	33,054
Other Expenses	131,026	-	131,026	131,026	-	131,026
	<u>244,257</u>	<u>-</u>	<u>244,257</u>	<u>244,257</u>	<u>-</u>	<u>244,257</u>
Net Profit/(Loss)	<u>38,243</u>	<u>-</u>	<u>38,243</u>	<u>38,243</u>	<u>-</u>	<u>38,243</u>

Callala RSL Country Club Ltd
Cashflow Budget Comparison for the - QUARTER ENDING MARCH 2018

CAPITAL EXPENDITURE

Details

	Quarter	YTD
Kyocera printer	319	
Computer Accessories	423	
Fryer	549	
Thermopile	480	
Computer	2,152	
Main Bar Glass Washer	1,630	
2 x Daikin Air Conditioners	18,000	
	<u>23,552</u>	<u>23,552</u>

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	73,130	85,054	(11,924)	73,130	-	73,130
Course	29,924	34,769	(4,845)	29,924	-	29,924
Poker Machines	3,865	5,821	(1,957)	3,865	-	3,865
Bus	-	-	-	-	-	-
Other Wages	30,431	29,387	1,044	30,431	-	30,431
Superannuation	12,634	22,963	(10,329)	12,634	-	12,634
Workers Compensation Insurance	3,679	3,650	29	3,679	-	3,679
Total	153,662	181,644	(27,982)	153,662	-	153,662

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

-15.4%

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	43%	288,830	281,479	7,351	3%	288,830	-	288,830
Bistro	0%	3,231	2,825	406	14%	3,231	-	3,231
Course	10%	69,396	32,648	36,749	113%	69,396	-	69,396
Poker Machines	42%	282,829	350,949	(68,120)	-19%	282,829	-	282,829
Keno	1%	9,290	10,200	(910)	-9%	9,290	-	9,290
TAB	1%	3,759	2,836	923	33%	3,759	-	3,759
Other Income	2%	14,319	51,447	(37,127)	-72%	14,319	-	14,319
Total		671,655	732,383	(60,728)		671,655	-	671,655

Note: total gross revenue for the year is down on last year by : -8.29%

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: **13%** 9% Last year

Callala RSL Country Club Ltd
BALANCE SHEET SUMMARY
AS AT 31 MARCH 2018

BANK ACCOUNT BALANCES

	This quarter	Last quarter	Variance
- Commonwealth Account	34,838	(3,732)	38,570
- CBA Savings Account	200,219	43	200,176
- Other bank accounts (including sub groups)	3	47,892	(47,889)
	<u>235,059</u>	<u>44,203</u>	<u>190,856</u>

Stock on Hand

- Stock on Hand	68,787	69,775	(988)
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LOAN ACCOUNT BALANCES

- Toro Finance	13,901	16,939	(3,038)
- Debenture - due in July, August and October of 2018	40,000	40,000	-
- Golf Club Members Loan - for Mower	-	23,000	(23,000)
	<u>53,901</u>	<u>79,939</u>	<u>(26,038)</u>

CREDITORS & ACCRUED EXPENSES

	178,254	147,763	30,491
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PROVISION FOR EMPLOYEE ENTITLEMENTS

- Annual Leave	19,700	27,455	(7,755)
- Long Service Leave	39,955	51,345	(11,390)
	<u>59,655</u>	<u>78,800</u>	<u>(19,145)</u>