

CALLALA RSL COUNTRY CLUB LIMITED



**Quarterly Board Report
For The Period Ended
30th June 2018**



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

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
BAR TRADING							
Sales							
38,055		46,714		85,677		95,730	
154,557		155,912		347,768		339,313	
20,799		19,195		46,875		44,269	
12,598		14,620		34,152		38,367	
582		257		948		498	
<u>226,590</u>		<u>236,699</u>		<u>515,420</u>		<u>518,178</u>	
Less: Cost of Goods Sold							
97,854		112,768		210,280		241,187	
1,346		1,980		3,532		4,372	
<u>99,200</u>		<u>114,748</u>		<u>213,812</u>		<u>245,559</u>	
<u>127,390</u>	56.2%	<u>121,951</u>	51.5%	<u>301,608</u>	58.5%	<u>272,619</u>	52.6%
Gross Profit							
Gross Profit Percentage							
Add: Other Income							
5,962		-		5,962		-	
Less: Expenditure							
1,541		2,537		6,944		3,045	
1,473		1,473		2,929		2,929	
1,025		1,443		1,853		2,814	
6,158		8,084		13,105		16,164	
64,816	28.6%	85,100	36.0%	137,946	26.8%	170,154	32.8%
<u>75,012</u>		<u>98,637</u>		<u>162,776</u>		<u>195,106</u>	
<u>58,340</u>	25.7%	<u>23,314</u>	9.8%	<u>144,795</u>	28.1%	<u>77,513</u>	15.0%
Net Profit Transferred to Profit & Loss Statement							

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This Year	%	Last Year	%	This Year	%	Last Year	%
BISTRO ACCOUNT							
2,769		925		Bistro Rent	6,000	3,750	
2,769		925			6,000	3,750	
Less: Expenditure							
323		323		Repairs & Maintenance	646	646	
2,221		3,766		Electricity & Gas	2,221	7,933	
2,544		4,089			2,867	8,579	
226		(3,164)		Net Profit Transferred to Profit & Loss Statement	3,133	(4,829)	
POKER MACHINE TRADING							
851,486		882,814		Gross Clearances	1,833,843	1,925,119	
(590,385)		(604,450)		Less: Payouts	(1,294,208)	(1,300,102)	
261,101		278,364			539,635	625,018	
4,295		4,295		GST Rebate Received	8,590	8,590	
265,396		282,659			548,225	633,608	
Less: Expenditure							
4,512		4,411		Central Monitoring	9,023	8,817	
1,826		1,881		Depreciation	3,630	3,744	
6,733		5,381		Member Points/ Voucher Expense	6,962	10,536	
729		(6,147)		Community Surcharge Donations	1,960	(3,670)	
-		-		Repairs & Maintenance	-	-	
11,054		23,413		Supplementary Tax	29,722	60,965	
324		417		Superannuation	691	970	
91,294		87,953		TGS payments	178,821	174,266	
3,411		4,388		Wages	7,276	10,209	
119,885		121,697			238,086	265,838	
145,511	17.09%	160,962	18.23%	Net Profit Transferred to Profit & Loss Statement	310,140	367,769	19.10%

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Current Period		Last Year		Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
GOLF COURSE ACCOUNT							
Sales							
2,572		3,282		10,263		10,148	
2,572		3,282		10,263		10,148	
Less: Cost of Goods Sold							
3,135		819		6,704		6,001	
3,135		819		6,704		6,001	
(563)	-21.9%	2,463	75.0%	3,559	34.7%	4,147	40.9%
Gross Profit							
Gross Profit Percentage							
Income							
3,362		-		12,485		-	
-		-		-		-	
-		-		-		-	
15,482		12,972		48,912		31,357	
6,754		5,489		13,507		10,978	
-		455		545		455	
83		1,111		83		1,114	
-		6		-		14	
1,500		-		1,500		-	
1,978		7		13,831		8,770	
29,158		20,039		90,863		52,687	

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1,356	1,737	Less: Expenditure		
4,137	4,137	Affiliation Fees	3,597	3,721
-	8	Amortisation of Development Costs	8,224	8,224
6,416	6,416	Bank Charges	-	249
61	1,426	Depreciation	12,766	12,773
14,092	10,843	General Expenses	111	2,461
504	115	Golf Course Maintenance	29,520	25,026
609	369	Link Fees	115	232
-	-	Postage, Printing & Stationery	888	2,313
2,031	3,006	Presentation & Catering	-	-
82	123	Superannuation	4,874	6,309
-	196	Telephone	136	123
21,384	31,643	Uniforms & Clothing	83	196
50,672	60,018	Wages	51,307	66,412
<u>(22,077)</u>	<u>(37,516)</u>	Net Profit Transferred to Profit & Loss Statement	<u>111,622</u>	<u>128,039</u>
			<u>(17,200)</u>	<u>(71,205)</u>

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
KENO TRADING ACCOUNT							
Income							
6,566		7,523		15,855		17,722	
-		-		-		-	
<u>6,566</u>		<u>7,523</u>		<u>15,855</u>		<u>17,722</u>	
Less Expenditure							
570		533		1,198		1,060	
150		150		300		300	
14		14		29		29	
<u>734</u>		<u>698</u>		<u>1,526</u>		<u>1,388</u>	
<u>5,832</u>		<u>6,825</u>		<u>14,329</u>		<u>16,334</u>	
Net Profit Transferred to Profit & Loss Statement							
TAB TRADING ACCOUNT							
Income							
3,110		-		3,110		-	
4,395		5,301		8,154		8,137	
<u>7,505</u>		<u>5,301</u>		<u>11,264</u>		<u>8,137</u>	
Less: Expenditure							
-		160		-		740	
150		150		300		300	
14		14		29		29	
<u>164</u>		<u>324</u>		<u>329</u>		<u>1,069</u>	
<u>7,341</u>		<u>4,976</u>		<u>10,936</u>		<u>7,068</u>	
Net Profit (Loss) Transferred to Profit & Loss Statement							

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58,340		23,314		Income			
226		(3,164)		Profit (Loss) from Bar Trading	144,795	77,513	
145,511		160,962		Profit (Loss) from Bistro Account	3,133	(4,829)	
(22,077)		(37,516)		Profit (Loss) from Poker Machine Trading	310,140	367,769	
5,832		6,825		Profit (Loss) from Golf Course Trading	(17,200)	(71,205)	
7,341		4,976		Profit (Loss) from Keno Trading	14,329	16,334	
12,571		16,196		Profit (Loss) from TAB Trading	10,936	7,068	
4,827				Sundry Income	26,891	67,643	
-		-		Sub Group Income	7,245		
				Profit (Loss) on sale of Non Current Assets	-	-	
212,570		171,594			500,269	460,293	
				Less Expenditure			
6,375		7,500		Accounting Services	13,875	15,000	
-		-		Auditors Remuneration	-	-	
2,514		5,990		Advertising & Sponsorships	4,689	15,238	
1,318		1,066		Affiliation Fees	2,621	2,120	
16,027		16,096		Amortisation	31,883	32,067	
1,885		890		Bank Charges	3,978	1,824	
19,159		19,159		Bowling Green Maintenance	40,614	38,318	
17,035		16,710		Cleaning Materials & Laundry	34,083	31,713	
3,763		7,849		Courtesy Bus Expenses	6,803	11,716	
23,211		33,507		Depreciation	45,588	38,623	
-		699		Directors Expenses	-	723	
-		-		Donations	-	-	
32,249		33,180		Entertainment & Promotion Expenses	60,027	68,221	
24,374		20,309		Electricity & Gas	41,658	44,943	
10,866		9,807		General Expenses	23,948	21,383	
-		-		Legal Fees	-	-	
2,777		2,933		Leasing Charges	6,366	5,457	
2,208		648		Long Service Leave Provision	7,671	4,350	
9,223		11,311		Insurance	18,345	16,623	
1,447		748		Interest Paid	2,965	2,040	
1,042		1,909		Printing, Postage & Stationery	2,732	3,351	
839		716		Rates & Taxes	1,670	1,424	

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17,427	17,427	Rent	34,854	34,854
5,013	16,998	Repairs & Maintenance	10,325	26,177
633	2,032	Security	1,586	3,493
3,042	2,729	Superannuation	5,519	13,755
4,534	4,468	Telephone	8,284	7,924
5,015	5,162	Trade Waste	10,235	10,930
-	-	Transport & Travel	-	-
(577)	(168)	Under/ Over Banking	(431)	(1,099)
28,658	29,064	Wages - Other	59,089	58,452
3,720	3,692	Workers Compensation	7,399	7,343
(25)	2,747	Water Rates	4,419	5,478
<u>243,753</u>	<u>275,178</u>		<u>490,792</u>	<u>522,437</u>
		Net Profit		
<u>(31,183)</u>	<u>(103,584)</u>	Before Income Tax	<u>9,477</u>	<u>(62,144)</u>

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				Sundry Income			
3,622		3,507		7,245		7014	
656		1,718		1,619		3,134	
4,600		4,785		8,131		10,495	
1,545		155		4,182		200	
-		-		74		-	
749		625		3,038		1,594	
-		-		-		45	
371		114		720		273	
-		-		182		-	
-		-		273		327	
140		2,810		197		3,060	
-		-		-		-	
888		779		1,231		4,222	
-		-		-		-	
-		-		-		-	
-		-		-		-	
-		1,703		-		37,280	
<u>12,571</u>		<u>16,196</u>		<u>26,891</u>		<u>67,643</u>	
				Courtesy Bus Expenses			
-		-		-		-	
3,763		7,849		6,803		11,716	
<u>3,763</u>		<u>7,849</u>		<u>6,803</u>		<u>11,716</u>	

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				SUB GROUP INCOME			
				Income			
9,807				24,456			
2,154				4,547			
1,567				1,567			
900				1,355			
3,811				3,811			
3,049				3,076			
423				2,636			
<u>21,711</u>		<u>-</u>		<u>41,449</u>		<u>-</u>	
				Less Expenditure			
6,172				12,624			
1,050				2,275			
1,929				6,814			
931				1,356			
2,997				5,468			
1,245				2,174			
2,560				3,493			
<u>16,884</u>		<u>-</u>		<u>34,204</u>		<u>-</u>	
<u>4,827</u>		<u>-</u>		<u>7,245</u>		<u>-</u>	
				Net Profit Transferred to Profit & Loss Statement			

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Entertainment & Promotion Expenses							
(808)		-		(309)		(74)	
9,287		6,880		17,209		18,587	
425		265		(3,048)		(2,092)	
2,899		2,936		4,553		4,840	
-		-		-		-	
-		1,030		-		2,930	
1,282		1,948		2,818		3,749	
5,703		6,313		12,434		12,709	
530		2,018		1,367		2,861	
-		-		-		-	
12,932		11,790		25,004		24,710	
<u>32,249</u>		<u>33,180</u>		<u>60,027</u>		<u>68,221</u>	

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				General Expenses			
180		1,525		180		1,525	
258		295		914		582	
-		475		-		950	
-		-		-		-	
-		-		-		-	
-		-		-		-	
810		810		1,619		1,619	
2,493		2,072		5,049		4,189	
1,506		307		2,018		614	
3,000		1,182		7,864		5,136	
1,418		2,385		2,398		5,380	
-		-		-		135	
-		-		638		213	
953		313		1,868		313	
248		443		1,402		727	
<u>10,866</u>		<u>9,807</u>		<u>23,948</u>		<u>21,383</u>	

CALLALA RSL COUNTRY CLUB LTD

A.B.N. 36 001 816 799

BALANCE SHEET AS AT

June 2018

	June 2018		December 2017	
Current Assets				
Cash on Hand	81,704		96,972	
Other Debtors	6,551		3,711	
Cash at Bank	188,442		107,515	
Prepayments	78,767		81,803	
Stock on Hand	65,175	420,639	73,383	363,384
Non Current Assets				
Golf Course Clearing & Construction	1,055,524		1,055,524	
Less: Amortisation	-822,671	232,853	-814,447	241,077
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	413,970		413,970	
Less: Amortisation	-275,490	138,480	-273,142	140,828
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-220,074	65,795	-217,145	68,724
Bistro Extensions	197,649		197,649	
Less: Accumulated Depreciation	-197,649	0	-197,649	0
Furniture & Fittings	740,873		715,079	
Less: Accumulated Depreciation	-374,416	366,457	-343,136	371,943
Plant & Equipment	761,758		761,758	
Less: Accumulated Depreciation	-755,089	6,669	-734,170	27,588
Plant & Equipment - Kitchen	29,962		29,962	
Less: Accumulated Depreciation	-46,112	-16,150	-40,090	-10,128
Poker Machines	39,651		39,651	
Less: Accumulated Depreciation	-32,678	6,973	-29,048	10,603
Leasehold Improvements	2,684,340		2,684,340	
Less: Amortisation	-1,363,989	1,320,351	-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
		2,281,643		2,360,737
Total Assets		<u>2,702,283</u>		<u>2,724,121</u>
Current Liabilities				
Trade & Other Creditors & Accrued Charges	127,955		172,111	
Sub Club Loans	0		0	
Toro Finance	6,529		6,299	
Other Income in Advance	0		231	
Poker Machine Tax Rebate	-1,432		7,158	
Subscriptions In Advance	37,289		30,736	
Provision for PM Jackpot	11,135		16,599	
Provision for Annual Leave	20,760		18,932	
Provision for Long Service Leave	40,274	242,511	35,035	287,102
Non-Current Liabilities				
Toro Finance	5,811		9,134	
Debenture	40,000		40,000	
		45,811		49,134
Total Liabilities		<u>288,322</u>		<u>336,236</u>
Net Assets		<u>2,413,961</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		9,477		-143,448
		<u>2,413,961</u>		<u>2,387,885</u>

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

	Apr 17 - Jun 17	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18	Apr 18 - Jun 18
BAR TRADING					
Sales					
Spirits	46,714	37,455	42,442	47,622	38,055
Bulk Beer	155,912	148,812	187,912	193,212	154,557
Wine	19,195	19,152	23,944	26,076	20,799
Soft Drinks	14,620	14,308	17,753	21,555	12,598
Sundries	257	151	511	366	582
	236,699	219,879	272,562	288,830	226,590
Less: Cost of Goods Sold					
Purchases	112,768	98,332	124,077	112,426	97,854
Freight	1,980	1,955	2,408	2,186	1,346
	114,748	100,287	126,485	114,612	99,200
Gross Profit	121,951	119,592	146,077	174,219	127,390
Gross Profit Percentage	51.5%	54.4%	53.6%	60.3%	56.2%
Add: Other Income					
Rebates	-	-	23,025	-	5,962
Less: Expenditure					
Repairs & Maintenance	2,537	1,029	1,134	5,403	1,541
Depreciation	1,473	1,489	1,489	1,456	1,473
Member Points/ Voucher Expense	1,443	3,141	1,552	828	1,025
Superannuation	8,084	7,668	7,400	6,947	6,158
Wages	85,100	80,719	77,891	73,130	64,816
	98,637	94,047	89,466	87,764	75,012
Net Profit Transferred to Profit & Loss Statement	23,314	25,545	79,636	86,455	58,340
Wages Percentage	36.0%	36.7%	28.6%	25.3%	28.6%
Net Profit Percentage	9.8%	11.6%	29.2%	29.9%	25.7%

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

	Apr 17 - Jun 17	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18	Apr 18 - Jun 18
BISTRO ACCOUNT					
Bistro Rent	925	-	1,385	3,231	2,769
	925	-	1,385	3,231	2,769
Less: Expenditure					
Repairs & Maintenance	323	323	(969)	323	323
Electricity & Gas	3,766	4,024	2,938	2,781	2,221
	4,089	4,347	1,969	3,104	2,544
Net Profit Transferred to Profit & Loss Statement	(3,164)	(4,347)	(584)	127	226
POKER MACHINE TRADING					
Gross Clearances	882,814	805,731	926,176	982,356	851,486
Less: Payouts	(604,450)	(555,627)	(631,737)	(703,822)	(590,385)
	278,364	250,104	294,439	278,534	261,101
GST Rebate Received	4,295	4,295	4,295	4,295	4,295
	282,659	254,399	298,734	282,829	265,396
Less: Expenditure					
Central Monitoring	4,411	4,479	4,512	4,511	4,512
Depreciation	1,881	1,844	1,846	1,804	1,826
Member Points/ Voucher Expense	5,381	11,511	5,274	229	6,733
Community Surcharge Donations	(6,147)	-	1,542	1,231	729
Repairs & Maintenance	-	-	-	-	-
Supplementary Tax	23,413	15,083	13,382	18,667	11,054
Superannuation	417	405	389	367	324
TGS payments	87,953	77,719	101,265	87,527	91,294
Wages	4,388	4,264	4,100	3,865	3,411
	121,697	115,306	132,310	118,201	119,885
Net Profit Transferred to Profit & Loss Statement	160,962	139,094	166,424	164,628	145,511
Net Profit Percentage	56.9%	54.7%	55.7%	58.2%	54.8%

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	Apr 17 - Jun 17	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18	Apr 18 - Jun 18
GOLF COURSE ACCOUNT					
Income					
Shop Sales	3,282	3,112	5,767	7,691	2,572
	3,282	3,112	5,767	7,691	2,572
Less: Expenditure					
Purchases	819	4,637	6,815	3,569	3,135
	819	4,637	6,815	3,569	3,135
Gross Profit	2,463	(1,524)	(1,048)	4,122	(563)
Gross Profit Percentage	75%	-49%	-18%	54%	-22%
Other Income					
Competition Fees	-	-	-	9,124	3,362
Donations	-	-	-	-	-
Fundraising	-	-	-	-	-
Green Fees	12,972	8,283	31,123	33,430	15,482
Memberships	5,489	5,489	10,547	6,754	6,754
Sponsorships	455	227	-	545	-
Sundry Income	1,111	(51)	137	-	83
Interest Income	6	-	-	-	-
Apprenticeship Rebates	-	-	-	-	1,500
Golf Cart Hire	7	61	6,073	11,853	1,978
	20,039	14,009	47,880	61,705	29,158
Other Expenses					
Affiliation Fees	1,737	1,581	1,910	2,241	1,356
Amortisation of Development Costs	4,137	4,179	4,177	4,087	4,137
Bank Charges	8	64	318	-	-
Depreciation	6,416	6,490	6,488	6,350	6,416
General Expenses	1,426	2,070	2,999	50	61
Golf Course Maintenance	20,843	13,724	16,049	15,427	14,092
Link Fees	115	118	118	(389)	504
Postage, Printing & Stationery	369	813	1,409	280	609
Presentation & Catering	-	-	859	-	-
Superannuation	3,006	3,511	2,116	2,843	2,031
Telephone	123	-	-	54	82
Uniforms & Clothing	196	-	67	83	-
Wages	31,643	36,956	22,275	29,924	21,384
	70,018	69,506	58,784	60,949	50,672
Net Profit Transferred to Profit & Loss Statement	(47,516)	(57,021)	(11,952)	4,878	(22,078)

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	Apr 17 - Jun 17	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18	Apr 18 - Jun 18
KENO TRADING ACCOUNT					
Income					
Commissions Received	7,523	7,848	7,895	9,290	6,566
Bonus Commission	-	-	3,539	-	-
	<u>7,523</u>	<u>7,848</u>	<u>11,433</u>	<u>9,290</u>	<u>6,566</u>
Less Expenditure					
Keno Stationery					
Repairs & Maintenance	533	614	612	628	570
Wages	150	150	150	150	150
Superannuation	14	14	14	14	14
	<u>698</u>	<u>778</u>	<u>776</u>	<u>792</u>	<u>734</u>
Net Profit Transferred to Profit & Loss Statement	<u>6,825</u>	<u>7,070</u>	<u>10,657</u>	<u>8,498</u>	<u>5,832</u>
TAB TRADING ACCOUNT					
Income					
Mug Punter	-	-	-	-	3,110
Tab Commissions	5,301	4,463	4,630	3,759	4,395
	<u>5,301</u>	<u>4,463</u>	<u>4,630</u>	<u>3,759</u>	<u>7,505</u>
Less: Expenditure					
TAB Expenses	160	300	-	-	-
Wages	150	150	150	150	150
Superannuation	14	14	14	14	14
	<u>324</u>	<u>464</u>	<u>164</u>	<u>164</u>	<u>164</u>
Net Profit (Loss) Transferred to Profit & Loss Statement	<u>4,976</u>	<u>3,999</u>	<u>4,466</u>	<u>3,595</u>	<u>7,341</u>

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	Apr 17 - Jun 17	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18	Apr 18 - Jun 18
Income					
Profit (Loss) from Bar Trading	23,314	25,545	79,636	86,455	58,340
Profit (Loss) from Bistro Account	(3,164)	(4,347)	(584)	127	226
Profit (Loss) from Poker Machine Trading	160,962	139,094	166,424	164,628	145,511
Profit (Loss) from Golf Course Trading	(47,516)	(57,021)	(11,952)	4,878	(22,078)
Profit (Loss) from Keno Trading	6,825	7,070	10,657	8,498	5,832
Profit (Loss) from TAB Trading	4,976	3,999	4,466	3,595	7,341
Sundry Income	16,196	22,922	40,665	14,319	12,571
Sub Group Income				2,418	4,827
Profit (Loss) on sale of Non Current Assets	-	-	-	-	-
	161,594	137,261	289,314	284,917	212,570
Less Expenditure					
Accounting Services	7,500	7,500	8,750	7,500	6,375
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	5,990	2,561	2,692	2,174	2,514
Affiliation Fees	1,066	1,318	1,332	1,303	1,318
Amortisation	16,096	16,240	16,223	15,856	16,027
Bank Charges	890	860	923	2,093	1,885
Bowling Green Maintenance	19,159	19,159	19,159	21,454	19,159
Cleaning Materials & Laundry	16,710	17,441	17,168	17,048	17,035
Courtesy Bus Expenses	7,849	3,531	5,578	3,040	3,763
Depreciation	23,507	23,802	22,873	22,377	23,211
Directors Expenses	699	2,010	385	-	-
Donations	-	-	1,650	-	-
Entertainment & Promotion Expenses	33,180	35,737	27,577	27,778	32,249
Electricity & Gas	20,309	20,498	21,113	17,283	24,374
General Expenses	9,807	8,680	14,649	13,082	10,866
Legal Fees	-	-	-	-	-
Leasing Charges	2,933	3,267	3,770	3,589	2,777
Long Service and Annual Leave Provision	648	(3,571)	(12,781)	5,463	2,208
Insurance	11,311	9,598	9,375	9,122	9,223
Interest Paid	748	1,526	805	1,518	1,447
Printing, Postage & Stationery	1,909	1,315	2,586	1,690	1,042
Rates & Taxes	716	839	849	830	839
Rent	17,427	17,427	17,427	17,427	17,427

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Repairs & Maintenance	16,998	5,629	4,722	2,530	5,013
Security	2,032	2,863	1,810	953	633
Superannuation	2,729	1,798	3,374	2,477	3,042
Telephone	4,468	3,362	3,593	3,750	4,534
Trade Waste	5,162	6,089	5,309	5,220	5,015
Transport & Travel	-	-	-	-	-
Under/ Over Banking	(168)	(1,056)	227	146	(577)
Wages - Other	29,064	28,462	29,364	30,431	28,658
Workers Compensation	3,692	3,733	2,499	3,679	3,720
Water Rates	2,747	2,462	1,799	4,444	(25)
	<u>265,178</u>	<u>243,079</u>	<u>234,799</u>	<u>244,257</u>	<u>243,753</u>
Net Profit					
Before Income Tax	(103,584)	(105,818)	54,515	40,660	(31,183)

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Sundry Income - (Note 1)					
Members Subscriptions	3,507	3,507	3,968	3,622	3,622
Other Commissions	1,718	1,228	767	963	656
ATM Commissions	4,785	4,766	5,220	3,532	4,600
Auditorium Hire	155	45	55	2,636	1,545
Kids Activity Packs	-	-	50	74	-
Bowling Club Greens Contribution	625	444	725	2,289	749
Callala Club Shirts	-	-	-	-	-
Interest Income	114	23	1	349	371
Insurance Recoveries	-	-	-	182	-
Advertising Income	-	-	-	273	-
Donations	2,810	446	-	57	140
Entertainment	-	-	-	-	-
Sundry Income	779	12,462	17,063	342	888
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	-	-	-	-	-
Sub Group Income	-	-	12,816	-	-
TGS Capital Reimbursements	1,703	-	-	-	-
	16,196	22,922	40,665	14,319	12,571
Courtesy Bus Expenses - (Note 2)					
Wages	-	-	-	-	-
Other Expenses	7,849	3,531	5,578	3,040	3,763
	7,849	3,531	5,578	3,040	3,763

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Sub Group Income					
Income					
Mens Bowls Income				14,649	9,807
Womens Bowls Income				2,393	2,154
Mens Golf Income				-	1,567
Womens Golf Income				455	900
Vets Golf Income				-	3,811
Fishing Club Income				27	3,049
Other Income				2,214	423
	-	-	-	19,738	21,711
Less Expenditure					
Mens Bowls Expenses				6,452	6,172
Womens Bowls Expenses				1,225	1,050
Mens Golf Expenses				4,885	1,929
Womens Golf Expenses				425	931
Vets Golf Expenses				2,471	2,997
Fishing Club Expenses				929	1,245
Other Expenses				933	2,560
	-	-	-	17,320	16,884
Net Profit Transferred to Profit & Loss Statement	-	-	-	2,418	4,827
Entertainment & Promotion Expenses (Note 3)					
Net Special Events	0	108	-100	500	-808
Entertainment	6880	8329	6064	7922	9287
Raffle	265	(296)	(4,321)	(3,473)	425
Bingo	2,936	2,990	3,842	1,654	2,899
Kids Club	0	0	0	0	0
Major Draw	1,030	951	-	-	-
Members Birthday	1,948	2,327	2,302	1,536	1,282
National Poker League	6,313	7,179	6,123	6,731	5,703
Promotions	2,018	730	1,610	837	530
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	11,790	13,420	12,057	12,071	12,932
	33,180	35,737	27,577	27,778	32,249

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General Expenses - (Note 4)					
AGM Election Expenses	1,525	-	-	-	180
Bar Uniforms					
Computer Expenses	295	485	301	655	258
Consultancy	475	-	475	-	-
Filing Fees	-	-	-	-	-
Fines	-	-	-	-	-
Flowers	-	-	-	-	-
Hire of Plant & Equipment	810	810	810	810	810
Hygiene	2,072	2,534	2,413	2,555	2,493
Legal Fees					
Licence Fees	307	437	932	512	1,506
Lucky Badge	1,182	3,591	6,318	4,864	3,000
Safety	2,385	(576)	1,257	980	1,418
Staff Meals & Drinks	-	17	275	-	-
Staff Training & Welfare	-	628	690	638	-
Subscriptions	313	480	851	915	953
Sundry Expenses	443	275	328	1,154	248
	9,807	8,680	14,649	13,082	10,866

Callala RSL Country Club Ltd
Summary of Trading Results for the - QUARTER ENDING JUNE 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	58,340	23,314	35,026	144,795	77,513	67,282
Poker Machines Net Profit	145,511	160,962	(15,451)	310,140	367,769	(57,630)
Golf Course Net Profit	(22,077)	(37,516)	15,439	(17,200)	(71,205)	54,006
Keno Net Profit	5,832	6,825	(993)	14,329	16,334	(2,005)
TAB Net Profit	7,341	4,976	2,365	10,936	7,068	3,868
Other Net Income	17,624	13,032	4,592	37,269	62,814	(25,545)
Total Net Income	212,570	171,594	40,977	500,269	460,293	39,976
<u>Less General Expenses</u>						
Courtesy Bus Expenses	3,763	7,849	(4,085)	6,803	11,716	(4,913)
Depreciation	48,953	59,373	(10,419)	96,796	90,136	6,660
Entertainment & Promotion Expenses	32,249	33,180	(931)	60,027	68,221	(8,194)
Interest	1,447	748	699	2,965	2,040	925
Other Wages & Super	31,122	31,625	(503)	64,177	71,108	(6,931)
Other Expenses	126,218	142,403	(16,185)	260,025	279,217	(19,191)
	243,753	275,178	(31,424)	490,792	522,437	(31,645)
Net Profit/(Loss)	(31,183)	(103,584)	72,401	9,477	(62,144)	71,621
Add Back:						
Depreciation	48,953	59,373	(10,419)	96,796	90,136	6,660
Interest	1,447	748	699	2,965	2,040	925
Net Profit before Depreciation and Interest (EBITDA)	19,218	(43,463)	62,681	109,238	30,032	79,206
Less:						
Loan Repayments	14,894	14,228	666	29,788	31,166	(1,379)
Capital Expenditure	2,915	17,844	(14,930)	27,208	43,982	(16,774)
Profit on Sale of Poker Machines	-	-	-	-	-	-
Net Cash Surplus / (Deficiency)	1,410	(75,535)	76,945	52,242	(45,117)	97,358

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

ACTUAL - V- BUDGET	Current Period			Year-to-Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<u>Income</u>						
Bar Net Profit	58,340	-	58,340	144,795	-	144,795
Poker Machines Net Profit	145,511	-	145,511	310,140	-	310,140
Golf Course Net Profit	(22,077)	-	(22,077)	(17,200)	-	(17,200)
Keno Net Profit	5,832	-	5,832	14,329	-	14,329
TAB Net Profit	7,341	-	7,341	18,181	-	18,181
Other Net Income	12,797	-	12,797	30,024	-	30,024
Total Net Income	<u>207,743</u>	<u>-</u>	<u>207,743</u>	<u>500,269</u>	<u>-</u>	<u>500,269</u>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	3,763	-	3,763	6,803	-	6,803
Depreciation	48,953	-	48,953	96,796	-	96,796
Entertainment & Promotion Expenses	32,249	-	32,249	60,027	-	60,027
Interest	1,447	-	1,447	2,965	-	2,965
Other Wages & Super	31,122	-	31,122	64,177	-	64,177
Other Expenses	126,218	-	126,218	260,025	-	260,025
	<u>243,753</u>	<u>-</u>	<u>243,753</u>	<u>490,792</u>	<u>-</u>	<u>490,792</u>
Net Profit/(Loss)	(36,010)	-	(36,010)	9,477	-	9,477

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

CAPITAL EXPENDITURE

Details

	Quarter	YTD
Replace inlet flange to pump	376	
Main kitchen dishwasher - supply and install new top arm kit	569	
Replace tap washer and waste grate in kitchen	558	
Remove camera & replace with wide angle lens camera in smoking area	627	
New 20Ltr urn	255	
2 x projector globes	530	
	<u>2,915</u>	<u>26,467</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	137,946	170,154	(32,208)	137,946	-	137,946
Course	51,307	66,412	(15,105)	51,307	-	51,307
Poker Machines	7,276	10,209	(2,933)	7,276	-	7,276
Bus	-	-	-	-	-	-
Other Wages	59,089	58,452	637	59,089	-	59,089
Superannuation	24,189	37,199	(13,009)	24,189	-	24,189
Workers Compensation Insurance	7,399	7,343	56	7,399	-	7,399
Total	287,206	349,769	(62,562)	287,206	-	287,206

Note: wages and associated costs for year-to-date are down on last year by: -17.9%

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	42%	515,420	518,178	(2,758)	-1%	515,420	-	515,420
Bistro	0%	6,000	3,750	2,250	60%	6,000	-	6,000
Course	8%	101,127	52,687	48,440	92%	101,127	-	101,127
Poker Machines	45%	548,225	633,608	(85,382)	-13%	548,225	-	548,225
Keno	1%	15,855	17,722	(1,867)	-11%	15,855	-	15,855
TAB	1%	8,154	8,137	18	0%	8,154	-	8,154
Other Income	2%	26,891	67,643	(40,753)	-60%	26,891	-	26,891
Total		1,221,673	1,301,724	(80,052)		1,221,673	-	1,221,673

Note: total gross revenue for the year is down on last year by : -6.15%

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: **\$109,238** **9%** \$30,032 **2%** Last year

Callala RSL Country Club Ltd
BALANCE SHEET SUMMARY
AS AT 30 JUNE 2018

BANK ACCOUNT BALANCES

	This quarter	Last quarter	Variance
- Commonwealth Account	27,161	34,838	(7,677)
- CBA Savings Account	160,587	200,219	(39,632)
- Other bank accounts (including sub groups)	3	3	0
	<u>187,750</u>	<u>235,060</u>	<u>(47,310)</u>

Stock on Hand

- Stock on Hand	<u>65,175</u>	<u>68,787</u>	<u>(3,612)</u>
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LOAN ACCOUNT BALANCES

- Toro Finance	12,340	13,901	(1,561)
- Debenture - due in July, August and October of 2018	40,000	40,000	-
- Golf Club Members Loan - for Mower	-	-	-
	<u>52,340</u>	<u>53,901</u>	<u>(1,561)</u>

CREDITORS & ACCRUED EXPENSES

	<u>127,955</u>	<u>178,254</u>	<u>(50,299)</u>
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PROVISION FOR EMPLOYEE ENTITLEMENTS

- Annual Leave	20,760	19,700	1,060
- Long Service Leave	40,274	39,955	319
	<u>61,034</u>	<u>59,655</u>	<u>1,379</u>