

CALLALA RSL COUNTRY CLUB LIMITED



Quarterly Board Report For The Period Ended 30th September 2018



Callala RSL Country Club Ltd
A.B.N. 36 001 816 799
Departmental Trading Statements For the Quarter
July 2018 To September 2018

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
BAR TRADING							
Sales							
39,431		37,455		125,108		133,186	
146,966		148,812		494,735		488,126	
21,187		19,152		68,061		63,422	
11,960		14,308		46,112		52,675	
402		151		1,349		649	
<u>219,945</u>		<u>219,879</u>		<u>735,366</u>		<u>738,057</u>	
Less: Cost of Goods Sold							
97,594		98,332		307,874		339,519	
1,711		1,955		5,243		6,328	
<u>99,305</u>		<u>100,287</u>		<u>313,117</u>		<u>345,846</u>	
<u>120,640</u>	54.9%	<u>119,592</u>	54.4%	<u>422,249</u>	57.4%	<u>392,211</u>	53.1%
Gross Profit							
Gross Profit Percentage							
Add: Other Income							
5,829		-		11,791		-	
Less: Expenditure							
1,118		1,029		8,061		4,074	
1,489		1,489		4,418		4,418	
2,110		3,141		3,962		5,955	
6,203		7,668		19,308		23,833	
65,292	29.7%	80,719	36.7%	203,238	27.6%	250,874	34.0%
<u>76,211</u>		<u>94,047</u>		<u>238,987</u>		<u>289,153</u>	
<u>50,258</u>	22.9%	<u>25,545</u>	11.6%	<u>195,052</u>	26.5%	<u>103,058</u>	14.0%
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							
1,182		-		Bistro Rent	7,182	3,750	
1,182		-			7,182	3,750	
Less: Expenditure							
(5,560)		323		Repairs & Maintenance	(4,914)	969	
2,172		4,024		Electricity & Gas	4,392	11,957	
(3,389)		4,347			(522)	12,926	
4,571		(4,347)		Net Profit Transferred to Profit & Loss Statement	7,704	(9,176)	
POKER MACHINE TRADING							
544,314		805,731		Gross Clearances	2,378,156	2,730,850	
(273,049)		(555,627)		Less: Payouts	(1,567,257)	(1,855,728)	
271,264		250,104			810,900	875,122	
4,295		4,295		GST Rebate Received	12,885	12,885	
275,559		254,399			823,785	888,007	
Less: Expenditure							
4,576		4,479		Central Monitoring	13,599	13,297	
1,692		1,844		Depreciation	5,322	5,588	
5,221		11,511		Member Points/ Voucher Expense	12,183	22,047	
514		7,440		Community Surcharge Donations	2,474	3,770	
-		-		Repairs & Maintenance	-	-	
17,571		7,643		Supplementary Tax	47,293	68,608	
326		405		Superannuation	1,018	1,375	
91,169		77,719		TGS payments	269,991	251,985	
3,436		4,264		Wages	10,713	14,474	
124,507		115,306			362,593	381,144	
151,053	27.75%	139,094	17.26%	Net Profit Transferred to Profit & Loss Statement	461,192	506,863	18.56%

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Current Period		Last Year		Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
GOLF COURSE ACCOUNT							
Sales							
3,217		3,112		13,480		13,260	
3,217		3,112		13,480		13,260	
Less: Cost of Goods Sold							
1,937		4,637		8,641		10,638	
1,937		4,637		8,641		10,638	
1,280	39.8%	(1,524)	-49.0%	4,839	35.9%	2,622	19.8%
Gross Profit							
Gross Profit Percentage							
Income							
-		-		12,485		-	
2,417		-		2,417		-	
-		-		-		-	
21,248		8,283		70,160		39,640	
6,754		5,489		20,261		16,466	
-		227		545		682	
-		(51)		83		1,063	
-		-		-		14	
-		-		1,500		-	
4,644		61		18,474		8,831	
35,062		14,009		125,925		66,696	

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1,961	1,581	Less: Expenditure		
4,179	4,179	Affiliation Fees	5,558	5,302
-	64	Amortisation of Development Costs	12,403	12,403
6,490	6,490	Bank Charges	-	313
23	2,070	Depreciation	19,256	19,263
14,260	3,724	General Expenses	134	4,531
-	118	Golf Course Maintenance	43,780	28,751
756	813	Link Fees	115	350
-	-	Postage, Printing & Stationery	1,645	3,126
2,077	3,511	Presentation & Catering	-	-
82	-	Superannuation	6,951	9,820
-	-	Telephone	218	123
21,863	36,956	Uniforms & Clothing	83	196
51,691	59,506	Wages	73,171	103,368
(15,349)	(47,021)	Net Profit Transferred to Profit & Loss Statement	163,313	187,545
			(32,549)	(118,226)

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
KENO TRADING ACCOUNT							
Income							
6,996		7,848		22,851		25,570	
-		-		-		-	
<u>6,996</u>		<u>7,848</u>		<u>22,851</u>		<u>25,570</u>	
Less Expenditure							
526		614		1,724		1,673	
150		150		450		450	
14		14		43		43	
<u>690</u>		<u>778</u>		<u>2,217</u>		<u>2,166</u>	
<u>6,305</u>		<u>7,070</u>		<u>20,635</u>		<u>23,404</u>	
Net Profit Transferred to Profit & Loss Statement							
TAB TRADING ACCOUNT							
Income							
(2,110)		-		1,000		-	
4,778		4,463		12,933		12,600	
<u>2,668</u>		<u>4,463</u>		<u>13,933</u>		<u>12,600</u>	
Less: Expenditure							
1,065		300		1,065		1,040	
150		150		450		450	
14		14		43		43	
<u>1,229</u>		<u>464</u>		<u>1,558</u>		<u>1,533</u>	
<u>1,439</u>		<u>3,999</u>		<u>12,375</u>		<u>11,067</u>	
Net Profit (Loss) Transferred to Profit & Loss Statement							

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This Year	%	Last Year	%	This Year	%	Last Year	%
				Income			
50,258		25,545		195,052		103,058	
4,571		(4,347)		7,704		(9,176)	
151,053		139,094		461,192		506,863	
(15,349)		(47,021)		(32,549)		(118,226)	
6,305		7,070		20,635		23,404	
1,439		3,999		12,375		11,067	
13,364		22,922		40,254		90,565	
5,182				12,427			
-		-		-		-	
216,821		147,261		717,090		607,554	
				Less Expenditure			
6,375		7,500		20,250		22,500	
-		-		-		-	
2,360		2,561		7,048		17,799	
1,356		1,318		3,977		3,438	
16,199		16,240		48,082		48,307	
1,877		860		5,855		2,684	
19,159		19,159		59,773		57,477	
17,441		17,441		51,523		49,153	
6,823		3,531		13,626		15,248	
23,701		33,802		69,289		72,425	
17		2,010		17		2,733	
200		-		200		-	
31,290		35,737		91,317		103,957	
19,447		20,498		61,104		65,441	
12,772		8,680		36,720		30,063	
820		-		820		-	
3,770		3,267		10,137		8,724	
(4,471)		(3,571)		3,200		779	
9,325		9,598		27,670		26,220	
1,318		1,526		4,283		3,566	
2,913		1,315		5,644		4,666	
879		839		2,549		2,263	

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17,427	17,427	Rent	52,281	52,281
4,022	5,629	Repairs & Maintenance	14,347	31,805
255	2,863	Security	1,840	6,355
2,795	1,798	Superannuation	8,314	15,554
3,391	3,362	Telephone	11,675	11,286
4,264	6,089	Trade Waste	14,499	17,018
82	-	Transport & Travel	82	-
1,082	(1,056)	Under/ Over Banking	651	(2,156)
32,376	28,462	Wages - Other	91,465	86,914
2,336	3,733	Workers Compensation	9,735	11,076
1,942	2,462	Water Rates	6,361	7,940
<u>243,542</u>	<u>253,079</u>		<u>734,334</u>	<u>775,516</u>
		Net Profit		
<u>(26,720)</u>	<u>(105,818)</u>	Before Income Tax	<u>(17,244)</u>	<u>(167,962)</u>

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				Sundry Income			
3,622		3,507		10,867		10,521	
1,195		1,228		2,813		4,361	
4,418		4,766		12,550		15,260	
2,600		45		6,782		245	
-		-		74		-	
753		444		3,791		2,037	
55		-		55		45	
247		23		967		296	
-		-		182		-	
-		-		273		327	
70		446		267		3,506	
-		-		-		-	
404		12,462		1,635		16,684	
-		-		-		-	
-		-		-		-	
-		-		-		-	
-		-		-		37,280	
13,364		22,922		40,254		90,565	
				Courtesy Bus Expenses			
-		-		-		-	
6,823		3,531		13,626		15,248	
6,823		3,531		13,626		15,248	

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				SUB GROUP INCOME			
				Income			
14,627		-		Mens Bowls Income	39,084	-	
4,257		-		Womens Bowls Income	8,804	-	
4,058		-		Mens Golf Income	5,625	-	
1,545		-		Womens Golf Income	2,899	-	
4,065		-		Vets Golf Income	7,875	-	
1,490		-		Fishing Club Income	4,567	-	
182		-		Other Income	2,818	-	
<u>30,224</u>		<u>-</u>			<u>71,673</u>		
				Less Expenditure			
10,262		-		Mens Bowls Expenses	22,886	-	
5,163		-		Womens Bowls Expenses	7,438	-	
2,723		-		Mens Golf Expenses	9,537	-	
1,013		-		Womens Golf Expenses	2,369	-	
3,462		-		Vets Golf Expenses	8,930	-	
1,069		-		Fishing Club Expenses	3,243	-	
1,350		-		Other Expenses	4,843	-	
<u>25,042</u>		<u>-</u>			<u>59,246</u>		
<u>5,182</u>		<u>-</u>		Net Profit Transferred to Profit	<u>12,427</u>		
				& Loss Statement			

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
Entertainment & Promotion Expenses							
(75)		108		(384)		34	
7,657		8,329		24,866		26,916	
(1,094)		(296)		(4,142)		(2,388)	
3,450		2,990		8,003		7,830	
-		-		-		-	
694		951		694		3,881	
1,766		2,327		4,585		6,076	
6,007		7,179		18,440		19,888	
530		730		1,897		3,591	
-		-		-		-	
12,355		13,420		37,359		38,130	
<u>31,290</u>		<u>35,737</u>		<u>91,317</u>		<u>103,957</u>	

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				General Expenses			
-		-		180		1,525	
273		485		1,186		1,067	
-		-		-		950	
-		-		-		-	
-		-		-		-	
-		-		-		-	
810		810		2,429		2,429	
2,388		2,534		7,437		6,722	
20		437		2,037		1,050	
3,364		3,591		11,227		8,727	
823		(576)		3,220		4,804	
-		17		-		152	
2,000		628		2,638		841	
2,786		480		4,653		793	
310		275		1,712		1,002	
<u>12,772</u>		<u>8,680</u>		<u>36,720</u>		<u>30,063</u>	

CALLALA RSL COUNTRY CLUB LTD

A.B.N. 36 001 816 799

**BALANCE SHEET AS AT
September 2018**

	September 2018		December 2017	
Current Assets				
Cash on Hand	81,704		96,972	
Other Debtors	3,226		3,711	
Cash at Bank	156,677		107,515	
Prepayments	62,838		81,803	
Stock on Hand	68,990	373,435	73,383	363,384
Non Current Assets				
Golf Course Clearing & Construction	1,055,524		1,055,524	
Less: Amortisation	-826,850	228,674	-814,447	241,077
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	413,970		413,970	
Less: Amortisation	-276,682	137,288	-273,142	140,828
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-221,563	64,306	-217,145	68,724
Bistro Extensions	197,649		197,649	
Less: Accumulated Depreciation	-197,649	0	-197,649	0
Furniture & Fittings	757,609		715,079	
Less: Accumulated Depreciation	-390,248	367,361	-343,136	371,943
Plant & Equipment	762,312		761,758	
Less: Accumulated Depreciation	-766,287	-3,975	-734,170	27,588
Plant & Equipment - Kitchen	29,962		29,962	
Less: Accumulated Depreciation	-49,273	-19,311	-40,090	-10,128
Poker Machines	39,651		39,651	
Less: Accumulated Depreciation	-34,370	5,281	-29,048	10,603
Leasehold Improvements	2,684,340		2,684,340	
Less: Amortisation	-1,378,996	1,305,344	-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
		2,245,185		2,360,737
Total Assets		<u>2,618,620</u>		<u>2,724,121</u>
Current Liabilities				
Trade & Other Creditors & Accrued Charges	83,952		172,111	
Sub Club Loans	0		0	
Toro Finance	6,648		6,299	
Other Income in Advance	231		231	
Poker Machine Tax Rebate	11,453		7,158	
Subscriptions In Advance	29,119		30,736	
Provision for PM Jackpot	12,027		16,599	
Provision for Annual Leave	26,054		18,932	
Provision for Long Service Leave	32,792	202,276	35,035	287,102
Non-Current Liabilities				
Toro Finance	4,104		9,134	
Debenture	25,000		40,000	
		29,104		49,134
Total Liabilities		<u>231,380</u>		<u>336,236</u>
Net Assets		<u>2,387,240</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		(17,244)		-143,448
		<u>2,387,240</u>		<u>2,387,885</u>

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

BAR TRADING					
Sales					
Spirits	37,455	42,442	47,622	38,055	39,431
Bulk Beer	148,812	187,912	193,212	154,557	146,966
Wine	19,152	23,944	26,076	20,799	21,187
Soft Drinks	14,308	17,753	21,555	12,598	11,960
Sundries	151	511	366	582	402
	219,879	272,562	288,830	226,590	219,945
Less: Cost of Goods Sold					
Purchases	98,332	124,077	112,426	97,854	97,594
Freight	1,955	2,408	2,186	1,346	1,711
	100,287	126,485	114,612	99,200	99,305
Gross Profit	119,592	146,077	174,219	127,390	120,640
Gross Profit Percentage	54.4%	53.6%	60.3%	56.2%	54.9%
Add: Other Income					
Rebates	-	23,025	-	5,962	5,829
Less: Expenditure					
Repairs & Maintenance	1,029	1,134	5,403	1,541	1,118
Depreciation	1,489	1,489	1,456	1,473	1,489
Member Points/ Voucher Expense	3,141	1,552	828	1,025	2,110
Superannuation	7,668	7,400	6,947	6,158	6,203
Wages	80,719	77,891	73,130	64,816	65,292
	94,047	89,466	87,764	75,012	76,211
Net Profit Transferred to Profit & Loss Statement	25,545	79,636	86,455	58,340	50,258
Wages Percentage	36.7%	28.6%	25.3%	28.6%	29.7%
Net Profit Percentage	11.6%	29.2%	29.9%	25.7%	22.9%

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

	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18	Apr 18 - Jun 18	Jul 18 - Sep 18
BISTRO ACCOUNT					
Bistro Rent	-	1,385	3,231	2,769	1,182
	-	1,385	3,231	2,769	1,182
Less: Expenditure					
Repairs & Maintenance	323	(969)	323	323	(5,560)
Electricity & Gas	4,024	2,938	2,781	2,221	2,172
	4,347	1,969	3,104	2,544	(3,389)
Net Profit Transferred to Profit & Loss Statement	(4,347)	(584)	127	226	4,571
POKER MACHINE TRADING					
Gross Clearances	805,731	926,176	982,356	851,486	544,314
Less: Payouts	(555,627)	(631,737)	(703,822)	(590,385)	(273,049)
	250,104	294,439	278,534	261,101	271,264
GST Rebate Received	4,295	4,295	4,295	4,295	4,295
	254,399	298,734	282,829	265,396	275,559
Less: Expenditure					
Central Monitoring	4,479	4,512	4,511	4,512	4,576
Depreciation	1,844	1,846	1,804	1,826	1,692
Member Points/ Voucher Expense	11,511	5,274	229	6,733	5,221
Community Surcharge Donations	-	1,542	1,231	729	514
Repairs & Maintenance	-	-	-	-	-
Supplementary Tax	15,083	13,382	18,667	11,054	17,571
Superannuation	405	389	367	324	326
TGS payments	77,719	101,265	87,527	91,294	91,169
Wages	4,264	4,100	3,865	3,411	3,436
	115,306	132,310	118,201	119,885	124,507
Net Profit Transferred to Profit & Loss Statement	139,094	166,424	164,628	145,511	151,053
Net Profit Percentage	54.7%	55.7%	58.2%	54.8%	54.8%

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	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18	Apr 18 - Jun 18	Jul 18 - Sep 18
GOLF COURSE ACCOUNT					
Income					
Shop Sales	3,112	5,767	7,691	2,572	3,217
	3,112	5,767	7,691	2,572	3,217
Less: Expenditure					
Purchases	4,637	6,815	3,569	3,135	1,937
	4,637	6,815	3,569	3,135	1,937
Gross Profit	(1,524)	(1,048)	4,122	(563)	1,280
Gross Profit Percentage	-49%	-18%	54%	-22%	40%
Other Income					
Competition Fees	-	-	9,124	3,362	-
Donations	-	-	-	-	2,417
Fundraising	-	-	-	-	-
Green Fees	8,283	31,123	33,430	15,482	21,248
Memberships	5,489	10,547	6,754	6,754	6,754
Sponsorships	227	-	545	-	-
Sundry Income	(51)	137	-	83	-
Interest Income	-	-	-	-	-
Apprenticeship Rebates	-	-	-	1,500	-
Golf Cart Hire	61	6,073	11,853	1,978	4,644
	14,009	47,880	61,705	29,158	35,062
Other Expenses					
Affiliation Fees	1,581	1,910	2,241	1,356	1,961
Amortisation of Development Costs	4,179	4,177	4,087	4,137	4,179
Bank Charges	64	318	-	-	-
Depreciation	6,490	6,488	6,350	6,416	6,490
General Expenses	2,070	2,999	50	61	23
Golf Course Maintenance	13,724	16,049	15,427	14,092	14,260
Link Fees	118	118	(389)	504	-
Postage, Printing & Stationery	813	1,409	280	609	756
Presentation & Catering	-	859	-	-	-
Superannuation	3,511	2,116	2,843	2,031	2,077
Telephone	-	-	54	82	82
Uniforms & Clothing	-	67	83	-	-
Wages	36,956	22,275	29,924	21,384	21,863
	69,506	58,784	60,949	50,672	51,691
Net Profit Transferred to Profit & Loss Statement	(57,021)	(11,952)	4,878	(22,078)	(15,350)

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KENO TRADING ACCOUNT					
Income					
Commissions Received	7,848	7,895	9,290	6,566	6,996
Bonus Commission	-	3,539	-	-	-
	7,848	11,433	9,290	6,566	6,996
Less Expenditure					
Keno Stationery					
Repairs & Maintenance	614	612	628	570	526
Wages	150	150	150	150	150
Superannuation	14	14	14	14	14
	778	776	792	734	690
Net Profit Transferred to Profit & Loss Statement	7,070	10,657	8,498	5,832	6,305
TAB TRADING ACCOUNT					
Income					
Mug Punter	-	-	-	3,110	(2,110)
Tab Commissions	4,463	4,630	3,759	4,395	4,778
	4,463	4,630	3,759	7,505	2,668
Less: Expenditure					
TAB Expenses	300	-	-	-	1,065
Wages	150	150	150	150	150
Superannuation	14	14	14	14	14
	464	164	164	164	1,229
Net Profit (Loss) Transferred to Profit & Loss Statement	3,999	4,466	3,595	7,341	1,439

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	Jul 17 - Sep 17	Oct 17 - Dec 17	Jan 18 - Mar 18	Apr 18 - Jun 18	Jul 18 - Sep 18
Income					
Profit (Loss) from Bar Trading	25,545	79,636	86,455	58,340	50,258
Profit (Loss) from Bistro Account	(4,347)	(584)	127	226	4,571
Profit (Loss) from Poker Machine Trading	139,094	166,424	164,628	145,511	151,053
Profit (Loss) from Golf Course Trading	(57,021)	(11,952)	4,878	(22,078)	(15,350)
Profit (Loss) from Keno Trading	7,070	10,657	8,498	5,832	6,305
Profit (Loss) from TAB Trading	3,999	4,466	3,595	7,341	1,439
Sundry Income	22,922	40,665	14,319	12,571	13,364
Sub Group Income			2,418	4,827	5,182
Profit (Loss) on sale of Non Current Assets	-	-	-	-	-
	137,261	289,314	284,917	212,570	216,821
Less Expenditure					
Accounting Services	7,500	8,750	7,500	6,375	6,375
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	2,561	2,692	2,174	2,514	2,360
Affiliation Fees	1,318	1,332	1,303	1,318	1,356
Amortisation	16,240	16,223	15,856	16,027	16,199
Bank Charges	860	923	2,093	1,885	1,877
Bowling Green Maintenance	19,159	19,159	21,454	19,159	19,159
Cleaning Materials & Laundry	17,441	17,168	17,048	17,035	17,441
Courtesy Bus Expenses	3,531	5,578	3,040	3,763	6,823
Depreciation	23,802	22,873	22,377	23,211	23,701
Directors Expenses	2,010	385	-	-	17
Donations	-	1,650	-	-	200
Entertainment & Promotion Expenses	35,737	27,577	27,778	32,249	31,290
Electricity & Gas	20,498	21,113	17,283	24,374	19,447
General Expenses	8,680	14,649	13,082	10,866	12,772
Legal Fees	-	-	-	-	820
Leasing Charges	3,267	3,770	3,589	2,777	3,770
Long Service and Annual Leave Provision	(3,571)	(12,781)	5,463	2,208	(4,471)
Insurance	9,598	9,375	9,122	9,223	9,325
Interest Paid	1,526	805	1,518	1,447	1,318
Printing, Postage & Stationery	1,315	2,586	1,690	1,042	2,913
Rates & Taxes	839	849	830	839	879
Rent	17,427	17,427	17,427	17,427	17,427

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Repairs & Maintenance	5,629	4,722	2,530	5,013	4,022
Security	2,863	1,810	953	633	255
Superannuation	1,798	3,374	2,477	3,042	2,795
Telephone	3,362	3,593	3,750	4,534	3,391
Trade Waste	6,089	5,309	5,220	5,015	4,264
Transport & Travel	-	-	-	-	82
Under/ Over Banking	(1,056)	227	146	(577)	1,082
Wages - Other	28,462	29,364	30,431	28,658	32,376
Workers Compensation	3,733	2,499	3,679	3,720	2,336
Water Rates	2,462	1,799	4,444	(25)	1,942
	<u>243,079</u>	<u>234,799</u>	<u>244,257</u>	<u>243,753</u>	<u>243,542</u>
Net Profit					
Before Income Tax	(105,818)	54,515	40,660	(31,183)	(26,721)

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Sundry Income - (Note 1)					
Members Subscriptions	3,507	3,968	3,622	3,622	3,622
Other Commissions	1,228	767	963	656	1,195
ATM Commissions	4,766	5,220	3,532	4,600	4,418
Auditorium Hire	45	55	2,636	1,545	2,600
Kids Activity Packs	-	50	74	-	-
Bowling Club Greens Contribution	444	725	2,289	749	753
Callala Club Shirts	-	-	-	-	55
Interest Income	23	1	349	371	247
Insurance Recoveries	-	-	182	-	-
Advertising Income	-	-	273	-	-
Donations	446	-	57	140	70
Entertainment	-	-	-	-	-
Sundry Income	12,462	17,063	342	888	404
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	-	-	-	-	-
Sub Group Income	-	12,816	-	-	-
TGS Capital Reimbursements	-	-	-	-	-
	22,922	40,665	14,319	12,571	13,364
Courtesy Bus Expenses - (Note 2)					
Wages	-	-	-	-	-
Other Expenses	3,531	5,578	3,040	3,763	6,823
	3,531	5,578	3,040	3,763	6,823

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Sub Group Income					
Income					
Mens Bowls Income			14,649	9,807	14,627
Womens Bowls Income			2,393	2,154	4,257
Mens Golf Income			-	1,567	4,058
Womens Golf Income			455	900	1,545
Vets Golf Income			-	3,811	4,065
Fishing Club Income			27	3,049	1,490
Other Income			2,214	423	182
	-	-	19,738	21,711	30,224
Less Expenditure					
Mens Bowls Expenses			6,452	6,172	10,262
Womens Bowls Expenses			1,225	1,050	5,163
Mens Golf Expenses			4,885	1,929	2,723
Womens Golf Expenses			425	931	1,013
Vets Golf Expenses			2,471	2,997	3,462
Fishing Club Expenses			929	1,245	1,069
Other Expenses			933	2,560	1,350
	-	-	17,320	16,884	25,042
Net Profit Transferred to Profit & Loss Statement	-	-	2,418	4,827	5,182
Entertainment & Promotion Expenses (Note 3)					
Net Special Events	108	-100	500	-808	-75
Entertainment	8329	6064	7922	9287	7657
Raffle	(296)	(4,321)	(3,473)	425	(1,094)
Bingo	2,990	3,842	1,654	2,899	3,450
Kids Club	0	0	0	0	0
Major Draw	951	-	-	-	694
Members Birthday	2,327	2,302	1,536	1,282	1,766
National Poker League	7,179	6,123	6,731	5,703	6,007
Promotions	730	1,610	837	530	530
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	13,420	12,057	12,071	12,932	12,355
	35,737	27,577	27,778	32,249	31,290

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General Expenses - (Note 4)					
AGM Election Expenses	-	-	-	180	-
Bar Uniforms					
Computer Expenses	485	301	655	258	273
Consultancy	-	475	-	-	-
Filing Fees	-	-	-	-	-
Fines	-	-	-	-	-
Flowers	-	-	-	-	-
Hire of Plant & Equipment	810	810	810	810	810
Hygiene	2,534	2,413	2,555	2,493	2,388
Legal Fees					
Licence Fees	437	932	512	1,506	20
Lucky Badge	3,591	6,318	4,864	3,000	3,364
Safety	(576)	1,257	980	1,418	823
Staff Meals & Drinks	17	275	-	-	-
Staff Training & Welfare	628	690	638	-	2,000
Subscriptions	480	851	915	953	2,786
Sundry Expenses	275	328	1,154	248	310
	8,680	14,649	13,082	10,866	12,772

Callala RSL Country Club Ltd
Summary of Trading Results for the - QUARTER ENDING SEPTEMBER 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	50,258	25,545	24,712	195,052	103,058	91,994
Poker Machines Net Profit	151,053	139,094	11,959	461,192	506,863	(45,671)
Golf Course Net Profit	(15,349)	(47,021)	31,672	(32,549)	(118,226)	85,677
Keno Net Profit	6,305	7,070	(764)	20,635	23,404	(2,769)
TAB Net Profit	1,439	3,999	(2,560)	12,375	11,067	1,308
Other Net Income	23,116	18,575	4,541	60,385	81,389	(21,004)
Total Net Income	216,821	147,261	69,560	717,090	607,554	109,535
<u>Less General Expenses</u>						
Courtesy Bus Expenses	6,823	3,531	3,292	13,626	15,248	(1,622)
Depreciation	49,571	59,865	(10,294)	146,367	150,001	(3,634)
Entertainment & Promotion Expenses	31,290	35,737	(4,446)	91,317	103,957	(12,641)
Interest	1,318	1,526	(208)	4,283	3,566	717
Other Wages & Super	36,335	29,205	7,130	100,511	100,313	199
Other Expenses	118,204	123,215	(5,011)	378,229	402,432	(24,203)
	243,542	253,079	(9,538)	734,334	775,516	(41,183)
Net Profit/(Loss)	(26,720)	(105,818)	79,098	(17,244)	(167,962)	150,718
Add Back:						
Depreciation	49,571	59,865	(10,294)	146,367	150,001	(3,634)
Interest	1,318	1,526	(208)	4,283	3,566	717
Net Profit before Depreciation and Interest (EBITDA)	24,169	(44,427)	68,596	133,406	(14,395)	147,801
Less:						
Loan Repayments	14,894	14,228	666	44,681	31,166	13,515
Capital Expenditure	17,291	24,129	(6,838)	44,499	68,112	(23,612)
Profit on Sale of Poker Machines	-	-	-	-	-	-
Net Cash Surplus / (Deficiency)	(8,016)	(82,784)	74,768	44,226	(113,673)	157,898

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

ACTUAL - V- BUDGET	Current Period			Year-to-Date		
	Actual	Budget	Variance	Actual	Budget	Variance
<u>Income</u>						
Bar Net Profit	50,258	-	50,258	195,052	-	195,052
Bistro Net Profit	4,571	-	4,571	7,704	-	7,704
Poker Machines Net Profit	151,053	-	151,053	461,192	-	461,192
Golf Course Net Profit	(15,349)	-	(15,349)	(32,549)	-	(32,549)
Keno Net Profit	6,305	-	6,305	20,635	-	20,635
TAB Net Profit	1,439	-	1,439	24,802	-	24,802
Other Net Income	18,546	-	18,546	47,958	-	47,958
Total Net Income	216,821	-	216,821	724,794	-	724,794
<u>Less General Expenses</u>						
Courtesy Bus Expenses	6,823	-	6,823	13,626	-	13,626
Depreciation	49,571	-	49,571	146,367	-	146,367
Entertainment & Promotion Expenses	31,290	-	31,290	91,317	-	91,317
Interest	1,318	-	1,318	4,283	-	4,283
Other Wages & Super	35,171	-	35,171	100,511	-	100,511
Other Expenses	119,368	-	119,368	378,229	-	378,229
	243,542	-	243,542	734,334	-	734,334
Net Profit/(Loss)	(26,720)	-	(26,720)	(9,540)	-	(9,540)

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

CAPITAL EXPENDITURE

Details

	Quarter	YTD
Hydraulic lines and seals in Toro Mower	941	
Roller bearings, relief grind bedknife fittings to Toro Mower	1,570	
Roller shaft fittings to Toro Mower	600	
Install drive sprockets to pizza oven	780	
Supply & install compressor	935	
Supply & lay 2 coat hot bitumen spray seal on three areas in car park	9,500	
Super pro 700 back pack Vacuum	363	
Install spotlight in walkway and LED lights in outdoor BBQ area	1,008	
Supply & install emergency lighting	1,040	
20 Tonne petrol Log splitter	555	
	17,291	43,758

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	203,238	250,874	(47,635)	203,238	-	203,238
Course	73,171	103,368	(30,197)	73,171	-	73,171
Poker Machines	10,713	14,474	(3,761)	10,713	-	10,713
Bus	-	-	-	-	-	-
Other Wages	91,465	86,914	4,550	91,465	-	91,465
Superannuation	35,590	50,581	(14,991)	35,590	-	35,590
Workers Compensation Insurance	9,735	11,076	(1,341)	9,735	-	9,735
Total	423,911	517,286	(93,375)	423,911	-	423,911

Note: wages and associated costs for year-to-date are down on last year by: \$93,375 -18.1%

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	41%	735,366	738,057	(2,691)	0%	735,366	-	735,366
Bistro	0%	7,182	3,750	3,432	92%	7,182	-	7,182
Course	8%	139,405	66,696	72,710	109%	139,405	-	139,405
Poker Machines	46%	823,785	888,007	(64,222)	-7%	823,785	-	823,785
Keno	1%	22,851	25,570	(2,719)	-11%	22,851	-	22,851
TAB	1%	12,933	12,600	333	3%	12,933	-	12,933
Other Income	2%	40,254	90,565	(50,310)	-56%	40,254	-	40,254
Total		1,781,775	1,825,244	(43,469)		1,781,775	-	1,781,775

Note: total gross revenue for the year is down on last year by : -2.38%

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: **\$133,406** **7%** **(\$14,395)** *-1% Last year*

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

BANK ACCOUNT BALANCES

	This quarter	Last quarter	Variance
- Commonwealth Account	22,395	27,161	(4,766)
- CBA Savings Account	12	160,587	(160,575)
- Other bank accounts (including sub groups)	-	3	(3)
	<u>22,407</u>	<u>187,751</u>	<u>(165,344)</u>

Stock on Hand

- Stock on Hand	<u>68,990</u>	<u>65,175</u>	<u>3,815</u>
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LOAN ACCOUNT BALANCES

- Toro Finance	10,752	12,340	(1,588)
- Debenture - due in July, August and October of 2018	25,000	40,000	(15,000)
- Golf Club Members Loan - for Mower	-	-	-
	<u>35,752</u>	<u>52,340</u>	<u>(16,588)</u>

CREDITORS & ACCRUED EXPENSES

	<u>83,952</u>	<u>127,955</u>	<u>(44,003)</u>
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PROVISION FOR EMPLOYEE ENTITLEMENTS

- Annual Leave	26,054	20,760	5,294
- Long Service Leave	32,792	40,274	(7,482)
	<u>58,846</u>	<u>61,034</u>	<u>(2,188)</u>