

Profit & Loss [With Last Year]

July 2023 To June 2024

	This Year	% of Sales	Last Year	LY % of Sales
Income				
Bar Sales	\$858,860.79	24.8%	\$762,449.67	22.6%
POS Points - Pre-Purchase	\$4,626.56	0.1%	\$2,349.46	0.1%
Over / Unders	\$8,068.93	0.2%	\$2,036.45	0.1%
Club Vouchers Settlement- BAR	-\$23,986.42	(0.7)%	-\$19,540.20	(0.6)%
Promo Button Record	-\$2,933.01	(0.1)%	-\$2,329.90	(0.1)%
Receipts & Voids	-\$2,804.00	(0.1)%	-\$882.00	0.0%
Poker Machine Revenue	\$1,356,747.91	39.3%	\$1,318,250.00	39.1%
Poker Machine Rebate	\$17,180.00	0.5%	\$17,180.00	0.5%
Poker machine overs/unders	\$0.00	0.0%	\$2,083.26	0.1%
Coffee Machine	\$0.00	0.0%	\$100.00	0.0%
Food Sales Bar	\$0.00	0.0%	\$1,400.00	0.0%
Green Fees to Main Club	\$20,793.00	0.6%	\$21,180.00	0.6%
Payment Refund	\$0.00	0.0%	\$4,106.70	0.1%
ATM Rebates	\$6,800.60	0.2%	\$5,888.63	0.2%
Grant Monies Received	\$2,000.00	0.1%	\$14,051.40	0.4%
Interest Income	\$0.00	0.0%	\$1.68	0.0%
Keno Dealings				
Keno - Gross Income	\$689,791.00	20.0%	\$703,443.00	20.8%
Keno - Refund Cancelled Docket	\$15,587.00	0.5%	\$16,940.00	0.5%
Keno - Commissions	\$52,331.98	1.5%	\$51,269.39	1.5%
TAB Dealings				
TAB - Gross Income	\$90,936.10	2.6%	\$94,515.00	2.8%
TAB - Trading Commissions	\$5,196.39	0.2%	\$7,303.40	0.2%
TAB - SKY Rebate	\$9,922.92	0.3%	\$6,425.64	0.2%
Commission - Cigarettes	\$328.36	0.0%	\$318.17	0.0%
Commissions - Other	\$0.00	0.0%	\$1,781.15	0.1%
Mens Bowls Income				
Mens - Sponsorship	\$7,181.82	0.2%	\$7,429.64	0.2%
Mens-Tournament Income	\$909.08	0.0%	\$2,459.00	0.1%
Mens - Membership Fees	\$6,450.00	0.2%	\$5,945.00	0.2%
Mens - Green Fees	\$23,733.63	0.7%	\$30,027.00	0.9%
Mens- Apparel	\$1,241.84	0.0%	\$2,054.00	0.1%
Mens - Raffles	\$18,677.65	0.5%	\$28,407.00	0.8%
Mens Jackpot	\$2,067.50	0.1%	\$2,821.00	0.1%
Mens- Vouchers as Cash	\$0.00	0.0%	\$66.00	0.0%
Mens- Other	\$454.53	0.0%	\$310.00	0.0%
Women's Bowling Club Income				
Womens Green Fees	\$4,913.64	0.1%	\$4,740.00	0.1%
Womens Tournament	\$0.00	0.0%	\$1,048.00	0.0%
Women Food Sales	\$0.00	0.0%	\$1,272.73	0.0%
Women Raffle Income	\$2,012.43	0.1%	\$2,608.20	0.1%
Womens Membership	\$1,859.11	0.1%	\$1,318.00	0.0%
Women Sponsorship	\$4,772.73	0.1%	\$10.00	0.0%
Women Apparel	\$90.90	0.0%	\$100.00	0.0%
Returns & Rebates General	\$3,809.82	0.1%	\$3,376.31	0.1%
Barefoot Bowls	\$1,913.61	0.1%	\$510.00	0.0%
Raffles	\$43,902.63	1.3%	\$43,625.00	1.3%
Merchandise Income	\$90.91	0.0%	\$0.00	0.0%
Events	\$4,849.99	0.1%	\$13,447.27	0.4%
Social Darts	\$1,545.45	0.0%	\$151.10	0.0%
Fishing Club	\$1,081.83	0.0%	\$675.00	0.0%
Miscellaneous Income				

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Main Club - Misc Income	\$1,631.78	0.0%	\$1,557.55	0.0%
Mens Club - Misc Income	\$1,140.00	0.0%	\$0.00	0.0%
Womens Club - Misc Income	\$50.00	0.0%	\$0.00	0.0%
Child Care Lease Income	\$214,176.00	6.2%	\$207,501.25	6.1%
Voucher Payments- Fishing Club	\$727.27	0.0%	\$700.00	0.0%
Total Income	\$3,456,232.26	100.0%	\$3,374,979.95	100.0%
Cost of Sales				
Bar Purchases- Liquour	\$351,925.31	10.2%	\$334,270.06	9.9%
POS Points - Members Bar Purchases	\$17,743.52	0.5%	\$10,004.58	0.3%
Bar Purchases- Non Liquour	\$17,085.82	0.5%	\$14,681.95	0.4%
Total Cost of Sales	\$386,754.65	11.2%	\$358,956.59	10.6%
Gross Profit	\$3,069,477.61	88.8%	\$3,016,023.36	89.4%
Expenses				
General & Admin Expenses				
Affiliation & Competition Fees	\$2,154.39	0.1%	\$200.63	0.0%
Audit Fees	\$19,332.34	0.6%	\$39,155.47	1.2%
Accountant Fees	\$5,277.73	0.2%	\$0.00	0.0%
Sky Channel	\$12,853.68	0.4%	\$12,853.68	0.4%
Bank Fees- Merchant	\$6,816.85	0.2%	\$5,204.19	0.2%
Bank Fees - Main Club	\$135.34	0.0%	\$792.82	0.0%
Unity Bank - Bar Loan Interest	\$2.35	0.0%	\$204.81	0.0%
Donation Given	\$500.00	0.0%	\$2,578.20	0.1%
Honorariums	\$14,880.00	0.4%	\$15,320.00	0.5%
Advertising	\$1,717.70	0.0%	\$409.18	0.0%
Insurance- Business	\$49,247.97	1.4%	\$40,700.10	1.2%
ASIC Expenses	\$1,993.86	0.1%	\$1,177.60	0.0%
Legal Fees	\$900.00	0.0%	\$0.00	0.0%
Licence Fee	\$1,633.20	0.0%	\$1,310.00	0.0%
Sponsorship	\$2,727.27	0.1%	\$1,000.00	0.0%
Printing and Stationery	\$6,276.04	0.2%	\$4,367.46	0.1%
Postage & SMS Communication	\$4,840.41	0.1%	\$842.29	0.0%
Office Equipment & Supplies	\$3,114.46	0.1%	\$7,277.45	0.2%
Directors Expenses	\$2,200.05	0.1%	\$205.20	0.0%
Training	\$2,722.73	0.1%	\$45.20	0.0%
Depreciation Expense	\$69,230.79	2.0%	\$55,723.27	1.7%
Operating Expenses				
Sanitary Services & Supplies	\$10,073.52	0.3%	\$11,771.31	0.3%
Catering Expenses	\$7,728.04	0.2%	\$6,546.00	0.2%
Cleaning	\$32,596.03	0.9%	\$31,644.51	0.9%
Rubbish Removal	\$19,370.16	0.6%	\$17,013.29	0.5%
Fire Safety	\$1,787.23	0.1%	\$2,230.00	0.1%
Food Supplies - bar	\$3,780.42	0.1%	\$5,135.45	0.2%
Coffee Machine Rental	\$654.55	0.0%	\$0.00	0.0%
Safety Management	\$0.00	0.0%	\$22.35	0.0%
Poker Machine - Lease Payments	\$0.00	0.0%	-\$255.60	0.0%
Employment Expenses				
Staff Amenities	\$0.00	0.0%	\$33.63	0.0%
Superannuation	\$40,105.02	1.2%	\$36,725.80	1.1%
Wages & Salaries	\$364,593.56	10.5%	\$349,292.04	10.3%
Long SL Entitlement - Unclaimed	-\$3,140.34	(0.1)%	\$28,962.59	0.9%

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Extra Staff Functions	\$0.00	0.0%	\$3,694.80	0.1%
Insurance- Workers' Compensation	\$8,546.50	0.2%	\$8,972.43	0.3%
Other Employer Expenses	\$182.37	0.0%	\$4,804.35	0.1%
Total Employment Expenses	\$410,287.11	11.9%	\$432,485.64	12.8%
Occupancy Costs				
Gas - Bulk	\$5,333.17	0.2%	\$3,844.02	0.1%
Gas - Co2	\$2,506.71	0.1%	\$1,484.91	0.0%
Water	\$16,545.97	0.5%	\$14,969.85	0.4%
Electricity	\$43,634.41	1.3%	\$65,716.25	1.9%
Council Rates	\$6,792.95	0.2%	\$10,069.25	0.3%
Contractors				
Contract Greenkeepers	\$118,041.80	3.4%	\$116,363.52	3.4%
Contract- Stocktake	\$1,343.64	0.0%	-\$4,101.98	(0.1)%
Repairs and Maintenance				
Repairs / Maint- Operational	\$35,861.09	1.0%	\$53,885.80	1.6%
Repairs / Maint- Regulatory	\$4,199.00	0.1%	\$1,825.96	0.1%
Green Maintenance	\$787.46	0.0%	\$16,937.86	0.5%
Poker Machine Maintenance	\$6,685.72	0.2%	\$6,953.00	0.2%
Keno Maintenance & Supplies	\$605.46	0.0%	\$0.00	0.0%
Technology				
Telephone	\$2,485.58	0.1%	\$3,794.91	0.1%
Computer and Software Expenses	\$7,031.73	0.2%	\$6,567.84	0.2%
Fox Sports Subscription	\$7,416.00	0.2%	\$6,124.00	0.2%
Security Expenses	\$2,121.32	0.1%	\$3,250.85	0.1%
Data Monitoring Services	\$8,947.74	0.3%	\$8,819.55	0.3%
Digital Equipment e.g. TV	\$272.73	0.0%	\$0.00	0.0%
Travel				
Travel Expenses	\$322.99	0.0%	\$1,504.65	0.0%
Events and Promotions				
Shows & Events	\$30,789.66	0.9%	\$32,251.25	1.0%
Bowls Miscellaneous	\$553.82	0.0%	\$78.15	0.0%
Meat Raffle Prizes	\$40,191.01	1.2%	\$48,197.24	1.4%
Badge Draw Payouts	\$8,127.26	0.2%	\$9,800.00	0.3%
Keno Expenses				
Keno - Cash Payouts	\$546,832.00	15.8%	\$583,221.00	17.3%
Keno - Fees / Expenses	\$2,324.05	0.1%	\$2,280.20	0.1%
Keno - Net Settlement	-\$36,079.00	(1.0)%	-\$37,867.00	(1.1)%
Keno - Stationary Charges	\$1,496.60	0.0%	\$1,826.53	0.1%
Keno - Vouchers Paid	\$194,431.00	5.6%	\$175,080.00	5.2%
Music and Entertainment	\$630.00	0.0%	\$1,808.85	0.1%
Raffles	\$862.73	0.0%	\$0.00	0.0%
Poker Machine Payout (Cash)	\$1,069,637.85	30.9%	\$1,022,621.14	30.3%
Miscellaneous Expenses				
Miscellaneous Expenses - Main Club	\$120,191.64	3.5%	\$17,298.69	0.5%
Miscellaneous Expenses - Mens	\$110.96	0.0%	\$310.50	0.0%
Miscellaneous Expenses - Womens	\$115.45	0.0%	\$0.00	0.0%
TAB - Expenditure				
TAB - Cash Payouts	\$90,936.10	2.6%	\$94,470.35	2.8%
TAB - Fees and Expenses	\$5,826.40	0.2%	\$5,318.60	0.2%
Men's Expenses Breakdown				
Mens - Bank Fees	\$0.00	0.0%	\$53.36	0.0%
Mens - Specisic Sydney South West Fees	\$1,851.82	0.1%	\$10,148.00	0.3%

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Mens- Petty Cash from Takings	\$144.18	0.0%	\$79.80	0.0%
Mens - Sponsor Voucher Claim	\$476.04	0.0%	\$750.00	0.0%
Mens - Meat Prizes	\$10,125.00	0.3%	\$14,963.80	0.4%
Mens - Other Prizes (Wine Etc)	\$1,700.02	0.0%	\$2,633.60	0.1%
Mens - Royal NSW BA	\$6,489.09	0.2%	\$5,359.00	0.2%
Mens - Bistro	\$10,974.21	0.3%	\$8,383.00	0.2%
Mens - Jackpot Payout	\$2,450.91	0.1%	\$2,786.00	0.1%
Men's Club Honorariums	\$6,120.00	0.2%	\$6,120.00	0.2%
Mens - Promotion Costs	\$1,365.00	0.0%	\$1,029.65	0.0%
Mens - Uniforms and Equipment	\$2,350.55	0.1%	\$4,377.50	0.1%
Mens - Green Fees to Main Club	\$17,067.00	0.5%	\$18,636.00	0.6%
Mens - Tournament & Champion Expense	\$2,769.52	0.1%	\$4,374.40	0.1%
Mens Telephone	\$601.49	0.0%	\$667.60	0.0%
Mens - Gratuity	\$685.43	0.0%	\$278.00	0.0%
Mens - Other	\$3,309.44	0.1%	\$4,737.80	0.1%
Men's Printing and Stationary	\$582.00	0.0%	\$0.00	0.0%
Women's Club Expense Breakdown				
Womens Tournament & Championship expense	\$1,400.00	0.0%	\$301.60	0.0%
Womens - NSW WBA	\$0.00	0.0%	\$1,544.00	0.0%
Womens NSW WBA - Georges River District	\$504.55	0.0%	\$720.00	0.0%
Womens Bistro	\$909.10	0.0%	\$3,585.50	0.1%
Womens Apparel	\$0.00	0.0%	\$285.00	0.0%
Womens - Raffle Expenditure	\$195.45	0.0%	\$645.00	0.0%
Women's Club Remuneration	\$1,835.00	0.1%	\$1,585.00	0.0%
Womens Green Fees to Main Club	\$3,138.00	0.1%	\$2,544.00	0.1%
Total Expenses	\$3,119,791.02	90.3%	\$3,067,253.85	90.9%
Operating Profit	-\$50,313.41	(1.5)%	-\$51,230.49	(1.5)%
Other Income				
Interest Received				
Unity Bank Mens Term Deposit	\$1,380.85	0.0%	\$148.19	0.0%
Unity Bank Main & Womens Term Dep.	\$338.25	0.0%	\$29.49	0.0%
Total Other Income	\$1,719.10	0.0%	\$177.68	0.0%
Other Expenses				
Interest Charges	\$17,981.25	0.5%	\$550.92	0.0%
Total Other Expenses	\$17,981.25	0.5%	\$550.92	0.0%
Net Profit/(Loss)	-\$66,575.56	(1.9)%	-\$51,603.73	(1.5)%

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