

# Profit & Loss

## Balmain Sailing Club Inc. 1 April 2022 to 8 March 2023

	8 Mar 23	8 Mar 22	8 Mar 21	8 Mar 20
<b>Income</b>				
<b>Net Profit / (Loss)</b>				
<b>Operating Profit</b>				
<b>A Gross Profit</b>				
<b>A Racing and Membership Profit</b>				
<b>Racing and Membership Income</b>				
Keelboat Race Fees	27,596	26,961	31,346	30,455
Membership Fees	77,604	76,353	73,921	61,978
<b>Total Racing and Membership Income</b>	<b>105,201</b>	<b>103,314</b>	<b>105,267</b>	<b>92,434</b>
<b>Racing and Membership Expenses</b>				
Fuel	(1,300)	(621)	(891)	(756)
Other Racing Expenses	(1,371)	(130)	(64)	(581)
Prizes	(7,983)	(6,154)	(917)	(7,480)
Sailing Repairs	-	-	(594)	-
Tender Expenses	(8,033)	(1,551)	-	(181)
Tender Operating Costs	(4,682)	(3,030)	(4,200)	(4,175)
TopYacht Charges	(1,252)	(781)	(3,482)	(2,923)
YA Membership	(10,736)	(13,296)	-	(9,648)
<b>Total Racing and Membership Expenses</b>	<b>(35,358)</b>	<b>(25,563)</b>	<b>(10,148)</b>	<b>(25,745)</b>
<b>Total A Racing and Membership Profit</b>	<b>69,843</b>	<b>77,751</b>	<b>95,120</b>	<b>66,689</b>
<b>B Sailing School Profit</b>				
<b>Sailing School Income</b>				
Sailing School Fees	25,166	22,215	14,782	10,499
<b>Total Sailing School Income</b>	<b>25,166</b>	<b>22,215</b>	<b>14,782</b>	<b>10,499</b>
<b>Sailing School Expenses</b>				
Sailing School Boat/Repairs	(1,359)	(650)	(14,026)	(2,165)
Sailing School Contractors	-	(1,625)	(1,170)	(2,390)
Sailing School Expenses	(9,481)	(5,665)	(5,401)	(1,130)
<b>Total Sailing School Expenses</b>	<b>(10,840)</b>	<b>(7,939)</b>	<b>(20,598)</b>	<b>(5,685)</b>
<b>Total B Sailing School Profit</b>	<b>14,326</b>	<b>14,275</b>	<b>(5,816)</b>	<b>4,814</b>
<b>C Bar Profit</b>				
<b>Bar Income</b>				
Bar Sales (No Inventory)	78,450	43,871	45,705	62,380
<b>Total Bar Income</b>	<b>78,450</b>	<b>43,871</b>	<b>45,705</b>	<b>62,380</b>
<b>Bar Expenses</b>				
Bar Contractor Costs	(9,172)	(2,075)	(6,200)	(7,820)
Bar Purchases (no inventory)	-	-	26	(691)

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Bar Supplies	(4,709)	(859)	(1,674)	(2,620)
Beer	(12,031)	(6,933)	(5,745)	(9,933)
Other Bar Supplies	-	-	(162)	(815)
Spirits	(1,860)	(2,328)	(2,388)	(1,842)
Wine	(14,433)	(7,474)	(8,091)	(12,616)
<b>Total Bar Expenses</b>	<b>(42,205)</b>	<b>(19,669)</b>	<b>(24,233)</b>	<b>(36,338)</b>
<b>Total C Bar Profit</b>	<b>36,245</b>	<b>24,203</b>	<b>21,471</b>	<b>26,043</b>
<b>D Food Profit</b>				
Food Sales	42,157	16,453	16,239	24,505
<b>Food Expenses</b>				
Food & Food Related	(17,160)	(8,345)	(7,960)	(12,880)
Kitchen Expenses	(13,181)	(3,620)	(3,566)	(6,460)
<b>Total Food Expenses</b>	<b>(30,341)</b>	<b>(11,965)</b>	<b>(11,526)</b>	<b>(19,340)</b>
<b>Total D Food Profit</b>	<b>11,816</b>	<b>4,488</b>	<b>4,713</b>	<b>5,165</b>
<b>E Function Profit</b>				
Function Expenses	(2,841)	(5,619)	-	(12,466)
Function Income	16,158	10,000	-	17,472
Presentation Night	118	5,721	-	-
<b>Total E Function Profit</b>	<b>13,436</b>	<b>10,102</b>	<b>-</b>	<b>5,006</b>
<b>F Merchandise Profit</b>				
Merchandise Sales	-	-	-	4,464
<b>Merchandise Expenses</b>				
Merchandise Purchased (Caps/T's/Other)	-	-	(1,373)	(5,312)
<b>Total Merchandise Expenses</b>	<b>-</b>	<b>-</b>	<b>(1,373)</b>	<b>(5,312)</b>
<b>Total F Merchandise Profit</b>	<b>-</b>	<b>-</b>	<b>(1,373)</b>	<b>(849)</b>
<b>H Regatta Profit</b>				
<b>Regatta Income</b>				
Regatta Expenses (5-3000)	(10,255)	-	(2,226)	(2,377)
Regatta Pub Challenge	5,580	-	4,700	5,363
Regatta Sponsorship	7,000	-	-	5,000
<b>Total Regatta Income</b>	<b>2,325</b>	<b>-</b>	<b>2,474</b>	<b>7,986</b>
<b>Total H Regatta Profit</b>	<b>2,325</b>	<b>-</b>	<b>2,474</b>	<b>7,986</b>
<b>I Profit from other Activities</b>				
Donations	250	-	75	-
Hall Hire	31,530	13,036	10,853	27,492
Raffle	6,178	3,980	636	3,984
Sponsorship	-	4,300	3,500	3,483
<b>Total I Profit from other Activities</b>	<b>37,958</b>	<b>21,316</b>	<b>15,064</b>	<b>34,959</b>
<b>Total A Gross Profit</b>	<b>185,949</b>	<b>152,135</b>	<b>131,653</b>	<b>149,812</b>
<b>Expenses</b>				
Bank Charges	1	(2)	1	2
Bookkeeping Costs	(3,300)	(3,150)	(3,150)	(3,113)

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	8 Mar 23	8 Mar 22	8 Mar 21	8 Mar 20
Bookkeeping Software	(799)	(708)	(800)	(1,653)
Building Maintenance	(15,067)	(5,302)	(3,391)	(4,553)
Cleaning	(5,816)	(1,247)	(2,461)	(3,817)
Council Rates	(1,858)	(1,272)	(2,805)	883
Electricity	(4,483)	(3,351)	(2,143)	(5,210)
Equipment under \$1000	-	-	-	(41)
Insurance	(20,341)	(25,075)	(22,108)	(23,517)
Interest Paid	(1,200)	(602)	(400)	-
Marketing Expenses	(898)	(700)	(1,500)	(2,476)
Memberships/Fees/Registration	(853)	(168)	-	(110)
Merchant Fees	(1,796)	(1,402)	(946)	(1,318)
Newsletter & Web Costs	(1,531)	(1,553)	(1,549)	(1,942)
Office Supplies	(325)	(325)	(276)	(1,563)
Other Expenses	(2,485)	(2,317)	(3,120)	(4,770)
Rent	(1,241)	(819)	(818)	(1,772)
Telephone/Fax/Internet	(3,628)	(3,222)	(2,781)	(1,327)
Waste Removal	(2,936)	(2,303)	(4,191)	(2,927)
Water	(1,523)	(916)	(957)	(1,262)
<b>Managerial Expenses</b>				
Superannuation	(6,058)	(5,877)	(5,217)	(5,175)
Wages and Salaries	(58,410)	(59,521)	(54,913)	(54,476)
<b>Total Managerial Expenses</b>	<b>(64,468)</b>	<b>(65,398)</b>	<b>(60,129)</b>	<b>(59,652)</b>
<b>Total Expenses</b>	<b>(134,546)</b>	<b>(119,830)</b>	<b>(113,524)</b>	<b>(120,138)</b>
<b>Total Operating Profit</b>	<b>51,404</b>	<b>32,305</b>	<b>18,129</b>	<b>29,674</b>
<b>Other Income</b>				
Interest Received	206	3	70	74
<b>Total Other Income</b>	<b>206</b>	<b>3</b>	<b>70</b>	<b>74</b>
<b>Total Net Profit / (Loss)</b>	<b>51,610</b>	<b>32,308</b>	<b>18,198</b>	<b>29,749</b>
<b>Total Income</b>	<b>51,610</b>	<b>32,308</b>	<b>18,198</b>	<b>29,749</b>
<b>Less Cost of Sales</b>				
Hall Hire Expense	3,436	210	330	2,289
<b>Total Cost of Sales</b>	<b>3,436</b>	<b>210</b>	<b>330</b>	<b>2,289</b>
<b>Gross Profit</b>	<b>48,174</b>	<b>32,098</b>	<b>17,868</b>	<b>27,460</b>
<b>Plus Other Income</b>				
ATO-ICA CF Boost	-	-	20,000	-
ATO-JobKeeper	-	2,000	21,500	-
Grant	-	-	5,000	-
NSW Community Sport Recovery Grassroots Sports Fund	-	-	909	-
NSW-Grant	-	23,500	13,000	-
<b>Total Other Income</b>	<b>-</b>	<b>25,500</b>	<b>60,409</b>	<b>-</b>
<b>Less Operating Expenses</b>				
Annual Leave Expense	20,446	(17,354)	(15,263)	-
Club Management	8,000	7,000	-	7,000

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	8 Mar 23	8 Mar 22	8 Mar 21	8 Mar 20
Kitchen Consumables	1,602	59	72	93
Subscriptions	745	636	555	545
<b>Total Operating Expenses</b>	<b>30,792</b>	<b>(9,659)</b>	<b>(14,636)</b>	<b>7,637</b>
<b>Operating Profit</b>	<b>17,382</b>	<b>67,257</b>	<b>92,914</b>	<b>19,822</b>
<b>Non-operating Income</b>				
<b>G Pontoon Profit</b>				
Pontoon Expenses	(77,575)	(5,805)	(105,254)	(1,022)
Pontoon Project (ASF Donations)	3,613	31,618	14,074	37,247
Pontoon Project (RMS)	-	-	-	1,375
<b>Total G Pontoon Profit</b>	<b>(73,963)</b>	<b>25,813</b>	<b>(91,180)</b>	<b>37,600</b>
<b>Total Non-operating Income</b>	<b>(73,963)</b>	<b>25,813</b>	<b>(91,180)</b>	<b>37,600</b>
<b>Net Profit</b>	<b>(56,581)</b>	<b>93,069</b>	<b>1,733</b>	<b>57,422</b>