

# Profit & Loss

## Balmain Sailing Club Inc. 1 April 2022 to 31 March 2023

|   | 31 Mar 23       | 31 Mar 22       | 31 Mar 21       | 31 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                          | 28,151          | 27,911          | 31,536          | 30,741          |
| Membership Fees                             | 77,706          | 76,638          | 74,799          | 62,549          |
| <b>Total Racing and Membership Income</b>   | <b>105,857</b>  | <b>104,550</b>  | <b>106,335</b>  | <b>93,290</b>   |
| <b>Racing and Membership Expenses</b>       |                 |                 |                 |                 |
| Fuel  | (1,429)         | (754)           | (891)           | (861)           |
| Other Racing Expenses                       | (1,371)         | (130)           | (64)            | (581)           |
| Prizes                                      | (7,983)         | (6,290)         | (917)           | (7,480)         |
| Sailing Repairs                             | (100)           | -               | (594)           | (132)           |
| Tender Expenses                             | (8,033)         | (1,649)         | (2,641)         | (278)           |
| Tender Operating Costs                      | (5,862)         | (3,530)         | (4,620)         | (4,435)         |
| TopYacht Charges                            | (1,252)         | (3,651)         | (3,482)         | (2,923)         |
| YA Membership                               | (10,736)        | (13,296)        | -               | (9,648)         |
| <b>Total Racing and Membership Expenses</b> | <b>(36,766)</b> | <b>(29,301)</b> | <b>(13,209)</b> | <b>(26,339)</b> |
| <b>Total A Racing and Membership Profit</b> | <b>69,090</b>   | <b>75,249</b>   | <b>93,126</b>   | <b>66,952</b>   |
| <b>B Sailing School Profit</b>              |                 |                 |                 |                 |
| <b>Sailing School Income</b>                |                 |                 |                 |                 |
| Sailing School Fees                         | 28,223          | 22,215          | 19,938          | 12,247          |
| <b>Total Sailing School Income</b>          | <b>28,223</b>   | <b>22,215</b>   | <b>19,938</b>   | <b>12,247</b>   |
| <b>Sailing School Expenses</b>              |                 |                 |                 |                 |
| Sailing School Boat/Repairs                 | (1,709)         | (826)           | (14,026)        | (2,231)         |
| Sailing School Contractors                  | -               | (1,625)         | (1,520)         | (2,390)         |
| Sailing School Expenses                     | (11,125)        | (10,927)        | (5,401)         | (1,130)         |
| <b>Total Sailing School Expenses</b>        | <b>(12,834)</b> | <b>(13,378)</b> | <b>(20,948)</b> | <b>(5,750)</b>  |
| <b>Total B Sailing School Profit</b>        | <b>15,389</b>   | <b>8,837</b>    | <b>(1,010)</b>  | <b>6,496</b>    |
| <b>C Bar Profit</b>                         |                 |                 |                 |                 |
| <b>Bar Income</b>                           |                 |                 |                 |                 |
| Bar Sales (No Inventory)                    | 85,987          | 51,977          | 51,569          | 65,314          |
| <b>Total Bar Income</b>                     | <b>85,987</b>   | <b>51,977</b>   | <b>51,569</b>   | <b>65,314</b>   |
| <b>Bar Expenses</b>                         |                 |                 |                 |                 |
| Bar Contractor Costs                        | (10,752)        | (3,100)         | (6,620)         | (8,060)         |
| Bar Purchases (no inventory)                | -               | -               | 26              | (691)           |

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|   | 31 Mar 23       | 31 Mar 22       | 31 Mar 21       | 31 Mar 20       |
|---|-----------------|-----------------|-----------------|-----------------|
| Bar Supplies                                | (4,709)         | (1,048)         | (1,674)         | (2,720)         |
| Beer  | (13,162)        | (7,930)         | (6,172)         | (10,282)        |
| Other Bar Supplies                          | -               | -               | (162)           | (815)           |
| Spirits                                     | (2,029)         | (3,019)         | (2,813)         | (2,142)         |
| Wine  | (15,724)        | (8,539)         | (8,091)         | (12,616)        |
| <b>Total Bar Expenses</b>                   | <b>(46,376)</b> | <b>(23,637)</b> | <b>(25,506)</b> | <b>(37,327)</b> |
| <b>Total C Bar Profit</b>                   | <b>39,611</b>   | <b>28,340</b>   | <b>26,062</b>   | <b>27,987</b>   |
| <b>D Food Profit</b>                        |                 |                 |                 |                 |
| Food Sales                                  | 48,291          | 19,134          | 19,172          | 25,573          |
| <b>Food Expenses</b>                        |                 |                 |                 |                 |
| Food & Food Related                         | (20,562)        | (9,947)         | (9,602)         | (13,555)        |
| Kitchen Expenses                            | (15,124)        | (4,440)         | (4,189)         | (7,068)         |
| <b>Total Food Expenses</b>                  | <b>(35,686)</b> | <b>(14,387)</b> | <b>(13,791)</b> | <b>(20,623)</b> |
| <b>Total D Food Profit</b>                  | <b>12,605</b>   | <b>4,747</b>    | <b>5,381</b>    | <b>4,950</b>    |
| <b>E Function Profit</b>                    |                 |                 |                 |                 |
| Function Expenses                           | (5,097)         | (5,892)         | -               | (12,466)        |
| Function Income                             | 16,158          | 10,000          | -               | 17,472          |
| Presentation Night                          | 118             | 5,721           | -               | -               |
| <b>Total E Function Profit</b>              | <b>11,179</b>   | <b>9,829</b>    | <b>-</b>        | <b>5,006</b>    |
| <b>F Merchandise Profit</b>                 |                 |                 |                 |                 |
| Merchandise Sales                           | -               | -               | -               | 4,464           |
| <b>Merchandise Expenses</b>                 |                 |                 |                 |                 |
| Merchandise Purchased<br>(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                                   | 33,830          | 13,036          | 12,130          | 26,091          |
| Raffle                                      | 6,578           | 4,970           | 1,767           | 4,184           |
| Sponsorship                                 | -               | 4,300           | 3,500           | 3,483           |
| <b>Total I Profit from other Activities</b> | <b>40,658</b>   | <b>22,306</b>   | <b>17,472</b>   | <b>33,758</b>   |
| <b>Total A Gross Profit</b>                 | <b>190,858</b>  | <b>149,307</b>  | <b>142,133</b>  | <b>152,287</b>  |
| <b>Expenses</b>                             |                 |                 |                 |                 |
| Bank Charges                                | 1               | (2)             | 1               | 2               |
| Bookkeeping Costs                           | (3,300)         | (3,150)         | (3,150)         | (3,113)         |

# Profit & Loss

|   | 31 Mar 23        | 31 Mar 22        | 31 Mar 21        | 31 Mar 20        |
|---|------------------|------------------|------------------|------------------|
| Bookkeeping Software                                | (799)            | (713)            | (800)            | (1,743)          |
| Building Maintenance                                | (15,067)         | (6,398)          | (3,516)          | (4,553)          |
| Cleaning  | (5,916)          | (2,265)          | (2,781)          | (4,046)          |
| 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)         | (22,117)         | (23,517)         |
| Interest Paid                                       | (1,200)          | (602)            | (400)            | -                |
| Marketing Expenses                                  | (898)            | (700)            | (1,500)          | (2,613)          |
| Memberships/Fees/Registration                       | (1,333)          | (168)            | -                | (110)            |
| Merchant Fees                                       | (1,796)          | (1,402)          | (972)            | (1,318)          |
| Newsletter & Web Costs                              | (1,586)          | (1,553)          | (1,549)          | (2,108)          |
| Office Supplies                                     | (325)            | (325)            | (276)            | (1,563)          |
| Other Expenses                                      | (2,485)          | (2,325)          | (3,697)          | (4,770)          |
| Rent  | (1,765)          | (819)            | (818)            | (1,772)          |
| Telephone/Fax/Internet                              | (3,965)          | (3,519)          | (2,943)          | (1,440)          |
| Waste Removal                                       | (3,392)          | (2,767)          | (4,846)          | (2,927)          |
| Water   | (1,523)          | (916)            | (957)            | (1,262)          |
| <b>Managerial Expenses</b>                          |                  |                  |                  |                  |
| Superannuation                                      | (6,635)          | (6,376)          | (5,691)          | (5,649)          |
| Wages and Salaries                                  | (63,901)         | (64,513)         | (59,905)         | (59,468)         |
| <b>Total Managerial Expenses</b>                    | <b>(70,536)</b>  | <b>(70,889)</b>  | <b>(65,596)</b>  | <b>(65,118)</b>  |
| <b>Total Expenses</b>                               | <b>(142,567)</b> | <b>(128,209)</b> | <b>(120,866)</b> | <b>(126,340)</b> |
| <b>Total Operating Profit</b>                       | <b>48,291</b>    | <b>21,098</b>    | <b>21,267</b>    | <b>25,947</b>    |
| <b>Other Income</b>                                 |                  |                  |                  |                  |
| Interest Received                                   | 206              | 4                | 70               | 82               |
| <b>Total Other Income</b>                           | <b>206</b>       | <b>4</b>         | <b>70</b>        | <b>82</b>        |
| <b>Total Net Profit / (Loss)</b>                    | <b>48,498</b>    | <b>21,102</b>    | <b>21,337</b>    | <b>26,029</b>    |
| <b>Total Income</b>                                 | <b>48,498</b>    | <b>21,102</b>    | <b>21,337</b>    | <b>26,029</b>    |
| <b>Less Cost of Sales</b>                           |                  |                  |                  |                  |
| Hall Hire Expense                                   | 1,863            | 210              | 570              | 2,289            |
| <b>Total Cost of Sales</b>                          | <b>1,863</b>     | <b>210</b>       | <b>570</b>       | <b>2,289</b>     |
| <b>Gross Profit</b>                                 | <b>46,634</b>    | <b>20,892</b>    | <b>20,767</b>    | <b>23,740</b>    |
| <b>Plus Other Income</b>                            |                  |                  |                  |                  |
| ATO-ICA CF Boost                                    | -                | -                | 20,000           | -                |
| ATO-JobKeeper                                       | -                | 2,000            | 23,500           | -                |
| Grant   | 50,000           | -                | 5,000            | -                |
| NSW Community Sport Recovery Grassroots Sports Fund | -                | 1,100            | 909              | -                |
| NSW-Grant   | -                | 23,500           | 13,000           | -                |
| <b>Total Other Income</b>                           | <b>50,000</b>    | <b>26,600</b>    | <b>62,409</b>    | <b>-</b>         |
| <b>Less Operating Expenses</b>                      |                  |                  |                  |                  |
| Annual Leave Expense                                | 20,446           | 7,313            | 2,091            | 15,263           |
| Club Management                                     | 8,000            | 7,000            | -                | 7,000            |

# Profit & Loss

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|                                   | 31 Mar 23        | 31 Mar 22     | 31 Mar 21        | 31 Mar 20     |
|-----------------------------------|------------------|---------------|------------------|---------------|
| Kitchen Consumables               | 1,738            | 152           | 109              | 93            |
| Legal Expenses                    | 2,250            | -             | -                | -             |
| Subscriptions                     | 789              | 636           | 555              | 545           |
| <b>Total Operating Expenses</b>   | <b>33,223</b>    | <b>15,101</b> | <b>2,754</b>     | <b>22,900</b> |
| <b>Operating Profit</b>           | <b>63,411</b>    | <b>32,391</b> | <b>80,422</b>    | <b>839</b>    |
| <b>Non-operating Income</b>       |                  |               |                  |               |
| <b>G Pontoon Profit</b>           |                  |               |                  |               |
| Pontoon Expenses                  | (106,580)        | (5,805)       | (118,636)        | (1,022)       |
| Pontoon Project (ASF Donations)   | 3,613            | 31,618        | 14,549           | 37,247        |
| Pontoon Project (RMS)             | -                | -             | -                | 1,375         |
| <b>Total G Pontoon Profit</b>     | <b>(102,967)</b> | <b>25,813</b> | <b>(104,087)</b> | <b>37,600</b> |
| <b>Total Non-operating Income</b> | <b>(102,967)</b> | <b>25,813</b> | <b>(104,087)</b> | <b>37,600</b> |
| <b>Net Profit</b>                 | <b>(39,556)</b>  | <b>58,204</b> | <b>(23,666)</b>  | <b>38,439</b> |