

Profit and Loss Group Operations

Balmain Sailing Club Inc.

For the period 1 April 2025 to 10 September 2025

| Account | 1 Apr-10 Sept 2025 | 1 Apr-10 Sept 2024 | 1 Apr-10 Sept 2023 |
|--|--------------------|--------------------|--------------------|
| Trading Income | | | |
| Bar Sales (No Inventory) | 14,420.41 | 19,539.78 | 25,420.46 |
| Donations | 0.00 | 0.00 | 2,787.51 |
| Food Sales | 4,352.33 | 5,343.63 | 12,759.36 |
| Function Income | 5,602.34 | 6,208.85 | 5,920.81 |
| Hall Hire | 11,070.00 | 8,099.30 | 8,956.82 |
| Interest Received | 229.09 | 0.38 | 0.27 |
| Keelboat Race Fees | 4,031.81 | 19,128.19 | 15,071.82 |
| Membership Fees | 61,945.40 | 71,030.05 | 49,158.14 |
| Merchandise Sales | 74.49 | 0.00 | 0.00 |
| Pontoon Project (ASF Donations) | 0.00 | 2,194.50 | 12,069.75 |
| Raffle | 518.13 | 1,121.82 | 520.91 |
| Sailing School Fees | 11,557.65 | 5,874.81 | 4,464.36 |
| Sponsorship | 0.00 | 0.00 | (800.00) |
| Square Card Surcharges | 244.98 | 0.00 | 0.00 |
| Bond Deductions – additional charges | 256.36 | 0.00 | 0.00 |
| Total Trading Income | 114,302.99 | 138,541.31 | 136,330.21 |
| Cost of Sales | | | |
| Bar Contractor Costs | 164.00 | 3,720.00 | 4,290.00 |
| Bar Supplies | 383.98 | 785.41 | 1,783.30 |
| Beer | 3,670.35 | 4,646.13 | 4,129.37 |
| Food & Food Related | 2,561.68 | 2,648.36 | 3,740.40 |
| Fuel | 326.11 | 476.79 | 359.11 |
| Function Expenses | 4,919.04 | 5,316.36 | 4,035.55 |
| Hall Hire Expense | 1,713.62 | 0.00 | 1,776.37 |
| Kitchen Expenses | 568.99 | 963.55 | 4,386.98 |
| Merchandise Purchased (Caps/T's/Other) | 0.00 | 709.08 | 0.00 |
| Other Bar Supplies | 245.06 | 64.79 | 0.00 |
| Other Expenses | 652.09 | 1,804.79 | 2,061.82 |
| Other Racing Expenses | 228.86 | 158.88 | 818.18 |
| Presentation Night Expenses | 169.05 | 245.45 | 0.00 |
| Prizes | 2,891.82 | 138.98 | 3,007.60 |
| Regatta Expenses (5-3000) | 65.44 | 0.00 | 0.00 |
| Sailing Repairs | 0.00 | 336.00 | 0.00 |
| Sailing School Boat/Repairs | 2,054.85 | 0.00 | 1,000.00 |
| Sailing School Contractors | 2,680.00 | 5,936.14 | 1,100.00 |
| Sailing School Expenses | 633.59 | 0.00 | 1,528.53 |
| Spirits | 620.55 | 0.00 | 1,909.66 |
| Tender Expenses | 59.29 | 777.73 | 257.73 |
| Tender Operating Costs | 0.00 | 720.00 | 880.00 |
| Wine | 4,899.17 | 3,438.08 | 6,442.84 |
| YA Membership | 8,731.82 | 5,928.18 | 10,977.27 |
| Total Cost of Sales | 38,239.36 | 38,814.70 | 54,484.71 |
| Gross Profit | 76,063.63 | 99,726.61 | 81,845.50 |

Other Income

| | | | |
|------------------------------|-------------|-----------------|------------------|
| Grant | 0.00 | 0.00 | 22,000.00 |
| Pontoon Project (IWC Refund) | 0.00 | 0.00 | 7,583.64 |
| Other Income | 0.00 | 3,181.82 | 0.00 |
| Total Other Income | 0.00 | 3,181.82 | 29,583.64 |

Operating Expenses

| | | | |
|---------------------------------|------------------|------------------|-------------------|
| Annual Leave Expense | (30,249.58) | (30,617.71) | (23,521.46) |
| Bad Debts Written Off | 0.00 | 0.00 | 2,283.95 |
| Bookkeeping Costs | 2,745.00 | 1,718.91 | 1,611.74 |
| Bookkeeping Software | 676.33 | 473.04 | 414.54 |
| Building Maintenance | 9,900.13 | 2,880.39 | 11,313.06 |
| Cleaning | (3.07) | 2,173.61 | 2,812.11 |
| Club Management | 0.00 | 0.00 | 9,250.00 |
| Council Rates | 306.62 | 891.36 | 806.24 |
| Depreciation | 0.00 | 5,965.60 | 6,743.39 |
| Electricity | 3,335.51 | 2,921.34 | 2,465.15 |
| Equipment under \$1000 | 0.00 | 0.00 | 358.50 |
| Insurance | 23,081.03 | 24,429.77 | 19,315.14 |
| Kitchen Consumables | 142.59 | 522.81 | 70.32 |
| Marketing Expenses | 252.00 | 60.13 | 395.95 |
| Memberships/Fees/Registration | 946.45 | 1,329.82 | (2,492.77) |
| Merchant Fees | 0.00 | 785.07 | 888.58 |
| Newsletter & Web Costs | 983.22 | 987.66 | 1,090.38 |
| Office Supplies | 246.36 | 0.00 | 162.68 |
| Pontoon Expenses | 0.00 | 520.00 | 43,865.00 |
| Realised Currency Gains | 7.43 | 6.97 | 0.00 |
| Rent | 1,209.14 | 0.00 | 103.64 |
| Subscriptions | 284.06 | 890.75 | 751.80 |
| Superannuation | 4,296.41 | 3,577.96 | 2,937.82 |
| Telephone/Fax/Internet | 2,690.84 | 2,824.50 | 1,827.07 |
| TopYacht Charges | 458.83 | 2,844.81 | 4,681.93 |
| Wages and Salaries | 38,953.62 | 32,306.43 | 27,456.28 |
| Waste Removal | 574.60 | 1,054.88 | 2,406.00 |
| Water | 665.86 | 672.98 | 243.30 |
| Audit Fee | 8,441.82 | 0.00 | 0.00 |
| Square Fees | 244.48 | 0.00 | 0.00 |
| Minor Asset less than \$20k | 1,209.10 | 0.00 | 0.00 |
| Commercial Mooring Expenses | 2,696.36 | 0.00 | 0.00 |
| Total Operating Expenses | 74,095.14 | 59,221.08 | 118,240.34 |
| Net Profit | 1,968.49 | 43,687.35 | (6,811.20) |

Business Operating Units

Selective Break down of profit by Business Unit

| Account | 1 Apr-10 Sept 2025 | 1 Apr-10 Sept 2024 | 1 Apr-10 Sept 2023 |
|---|---------------------------|---------------------------|---------------------------|
| 1. Sailing School | | | |
| Sailing School Fees | 11,557.65 | 5,874.81 | 4,464.36 |
| Sailing Repairs | 0.00 | (336.00) | 0.00 |
| Sailing School Expenses | (633.59) | 0.00 | (1,528.53) |
| Sailing School Contractors | (2,680.00) | (5,936.14) | (1,100.00) |
| Sailing School Boat/Repairs | (2,054.85) | 0.00 | (1,000.00) |
| Total Sailing School | 6,189.21 | (397.33) | 835.83 |
| Account | | | |
| 2. Bar | | | |
| Bar Sales (No Inventory) | 14,420.41 | 19,539.78 | 25,420.46 |
| Spirits | (620.55) | 0.00 | (1,909.66) |
| Wine | (4,899.17) | (3,438.08) | (6,442.84) |
| Beer | (3,670.35) | (4,646.13) | (4,129.37) |
| Bar Contractor Costs | (164.00) | (3,720.00) | (4,290.00) |
| Bar Supplies | (383.98) | (785.41) | (1,783.30) |
| Other Bar Supplies | (245.06) | (64.79) | 0.00 |
| Total Bar | 4,437.30 | 6,885.37 | 6,865.29 |
| Account | | | |
| 3. Food | | | |
| Food Sales | 4,352.33 | 5,343.63 | 12,759.36 |
| Kitchen Expenses | (568.99) | (963.55) | (4,386.98) |
| Kitchen Consumables | (142.59) | (522.81) | (70.32) |
| Food & Food Related | (2,561.68) | (2,648.36) | (3,740.40) |
| Total Food | 1,079.07 | 1,208.91 | 4,561.66 |
| Account | | | |
| 4. Membership & Race Fees | | | |
| Membership Fees | 61,945.40 | 71,030.05 | 49,158.14 |
| Keelboat Race Fees | 4,031.81 | 19,128.19 | 15,071.82 |
| Presentation Night Expenses | (169.05) | (245.45) | 0.00 |
| Tender Operating Costs | 0.00 | (720.00) | (880.00) |
| Other Racing Expenses | (228.86) | (158.88) | (818.18) |
| TopYacht Charges | (458.83) | (2,844.81) | (4,681.93) |
| YA Membership | (8,731.82) | (5,928.18) | (10,977.27) |
| Prizes | (2,891.82) | (138.98) | (3,007.60) |
| Memberships/Fees/Registration | (946.45) | (1,329.82) | 2,492.77 |
| Superannuation | (4,296.41) | (3,577.96) | (2,937.82) |
| Tender Expenses | (59.29) | (777.73) | (257.73) |
| Fuel | (326.11) | (476.79) | (359.11) |
| Club Management | 0.00 | 0.00 | (9,250.00) |
| Wages and Salaries | (38,953.62) | (32,306.43) | (27,456.28) |
| Annual Leave Expense | 30,249.58 | 30,617.71 | 23,521.46 |
| Total Membership & Race Fees | 39,164.53 | 72,270.92 | 29,618.27 |
| Account | | | |
| 5. Regatta | | | |
| Regatta Expenses (5-3000) | (65.44) | 0.00 | 0.00 |
| Total Regatta | (65.44) | 0.00 | 0.00 |
| Account | | | |
| 6. Infra and Grants | | | |
| Grant | 0.00 | 0.00 | 22,000.00 |
| Pontoon Project (ASF Donations) | 0.00 | 2,194.50 | 12,069.75 |
| Pontoon Project (IWC Refund) | 0.00 | 0.00 | 7,583.64 |
| Depreciation | 0.00 | (5,965.60) | (6,743.39) |
| Building Maintenance | (9,900.13) | (2,880.39) | (11,313.06) |
| Pontoon Costs | 0.00 | (3,090.91) | (3,090.91) |
| Pontoon Expenses | 0.00 | (520.00) | (43,865.00) |
| Commercial Mooring Expenses | (2,696.36) | 0.00 | 0.00 |
| Total Infra and Grants | (12,596.49) | (10,262.40) | (23,358.97) |
| Account | | | |
| 1 Apr-10 Sept 2025 | | | |
| 1 Apr-10 Sept 2024 | | | |
| 1 Apr-10 Sept 2023 | | | |

7. Operations

| | | | |
|-----------------------------|--------------------|--------------------|--------------------|
| Minor Asset less than \$20k | (1,209.10) | 0.00 | 0.00 |
| Water | (665.86) | (672.98) | (243.30) |
| Office Supplies | (246.36) | 0.00 | (162.68) |
| Newsletter & Web Costs | (983.22) | (987.66) | (1,090.38) |
| Marketing Expenses | (252.00) | (60.13) | (395.95) |
| Insurance | (23,081.03) | (24,429.77) | (19,315.14) |
| Rent | (1,209.14) | 0.00 | (103.64) |
| Telephone/Fax/Internet | (2,690.84) | (2,824.50) | (1,827.07) |
| Electricity | (3,335.51) | (2,921.34) | (2,465.15) |
| Waste Removal | (574.60) | (1,054.88) | (2,406.00) |
| Total Operations | (34,247.66) | (32,951.26) | (28,009.31) |

| Account | 1 Apr-10 Sept 2025 | 1 Apr-10 Sept 2024 | 1 Apr-10 Sept 2023 |
|----------------|---------------------------|---------------------------|---------------------------|
|----------------|---------------------------|---------------------------|---------------------------|

8. Hall Hire & Functions

| | | | |
|--|------------------|-----------------|-----------------|
| Function Income | 5,602.34 | 6,208.85 | 5,920.81 |
| Hall Hire | 11,070.00 | 8,099.30 | 8,956.82 |
| Function Expenses | (4,919.04) | (5,316.36) | (4,035.55) |
| Hall Hire Expense | (1,713.62) | 0.00 | (1,776.37) |
| Cleaning | 3.07 | (2,173.61) | (2,812.11) |
| Total Hall Hire & Functions | 10,042.75 | 6,818.18 | 6,253.60 |

| Account | 1 Apr-10 Sept 2025 | 1 Apr-10 Sept 2024 | 1 Apr-10 Sept 2023 |
|----------------|---------------------------|---------------------------|---------------------------|
|----------------|---------------------------|---------------------------|---------------------------|

9. Others

| | | | |
|--|--------------------|-------------------|-------------------|
| Audit Fee | (8,441.82) | 0.00 | 0.00 |
| Subscriptions | (284.06) | (890.75) | (751.80) |
| Realised Currency Gains | (7.43) | (6.97) | 0.00 |
| Council Rates | (306.62) | (891.36) | (806.24) |
| Bookkeeping Costs | (2,745.00) | (1,718.91) | (1,611.74) |
| Bookkeeping Software | (676.33) | (473.04) | (414.54) |
| Bad Debts Written Off | 0.00 | 0.00 | (2,283.95) |
| Other Income | 0.00 | 3,181.82 | 0.00 |
| Other Expenses | (652.09) | (1,804.79) | (2,061.82) |
| Interest Received | 229.09 | 0.38 | 0.27 |
| Donations | 0.00 | 0.00 | 2,787.51 |
| Sponsorship | 0.00 | 0.00 | (800.00) |
| Raffle | 518.13 | 1,121.82 | 520.91 |
| Merchandise Sales | 74.49 | 0.00 | 0.00 |
| Merchandise Purchased (Caps/T's/Other) | 0.00 | (709.08) | 0.00 |
| Merchant Fees | 0.00 | (785.07) | (888.58) |
| Square Card Surcharges | 244.98 | 0.00 | 0.00 |
| Square Fees | (244.48) | 0.00 | 0.00 |
| Total Others | (12,291.14) | (2,975.95) | (6,309.98) |