

# Profit and Loss

Balmain Sailing Club Inc.

For the period 1 April 2023 to 20 March 2024

	1 APR 2023-20 MAR 2024	1 APR 2022-20 MAR 2023	1 APR 2021-20 MAR 2022
<b>Trading Income</b>			
Bar Sales (No Inventory)	92,994.26	82,865.32	48,557.74
Donations	2,787.51	250.00	-
Food Sales	52,723.18	45,934.64	18,206.64
Function Income	5,920.81	16,158.19	10,000.00
Hall Hire	34,741.37	31,629.84	13,035.64
Interest Received	0.71	206.24	3.34
Keelboat Race Fees	28,752.74	28,087.31	27,061.27
Membership Fees	74,686.10	77,680.54	76,528.30
Merchandise Sales	5,028.52	-	-
Pontoon Project (ASF Donations)	33,082.38	3,612.50	31,617.52
Presentation Night	-	118.18	5,721.45
Raffle	975.45	6,178.41	3,980.47
Regatta Pub Challenge	4,000.00	5,580.00	-
Regatta Sponsorship	8,000.00	7,000.00	-
Sailing School Fees	25,906.02	25,166.26	22,214.52
Sponsorship	(800.00)	-	4,300.00
<b>Total Trading Income</b>	<b>368,799.05</b>	<b>330,467.43</b>	<b>261,226.89</b>
<b>Cost of Sales</b>			
Bar Contractor Costs	11,716.00	9,972.20	2,785.00
Bar Supplies	6,738.09	4,708.50	1,048.36
Beer	18,712.30	12,706.02	7,930.37
Food & Food Related	27,236.35	19,356.80	9,149.88
Fuel	1,565.28	1,386.78	711.79
Function Expenses	5,900.63	4,688.25	5,710.29
Hall Hire Expense	3,485.46	1,863.28	210.00
Kitchen Expenses	16,085.27	14,071.37	4,240.00
Merchandise Purchased (Caps/T's/Other)	54.95	-	-
Other Bar Supplies	800.00	-	-
Other Expenses	4,947.08	2,485.29	2,316.75
Other Racing Expenses	2,683.09	1,371.46	130.45
Prizes	8,942.88	7,982.71	6,154.27
Pub Challenge Expense	872.72	-	-
Regatta Expenses (5-3000)	7,502.75	10,254.51	-
Sailing Repairs	875.00	100.00	-
Sailing School Boat/Repairs	2,355.83	1,359.19	649.77
Sailing School Contractors	5,050.00	-	1,625.00
Sailing School Expenses	7,006.16	10,645.08	5,664.69
Spirits	3,857.49	1,859.64	2,918.37
Tender Expenses	652.69	8,033.35	1,551.13
Tender Operating Costs	6,291.09	5,262.00	3,330.00

	1 APR 2023-20 MAR 2024	1 APR 2022-20 MAR 2023	1 APR 2021-20 MAR 2022
Wine	10,523.25	15,069.71	8,539.23
YA Membership	-	10,736.37	13,295.91
<b>Total Cost of Sales</b>	<b>153,854.36</b>	<b>143,912.51</b>	<b>77,961.26</b>
<b>Gross Profit</b>	<b>214,944.69</b>	<b>186,554.92</b>	<b>183,265.63</b>
<b>Other Income</b>			
ATO-JobKeeper	-	-	2,000.00
Grant	22,000.00	-	-
NSW Community Sport Recovery Grassroots Sports Fund	-	-	1,100.00
NSW-Grant	-	-	23,500.00
<b>Total Other Income</b>	<b>22,000.00</b>	<b>-</b>	<b>26,600.00</b>
<b>Operating Expenses</b>			
Annual Leave Expense	(23,521.46)	(24,667.06)	(17,354.17)
Bad Debts Written Off	2,283.95	-	-
Bank Charges	2.80	(0.80)	1.60
Bookkeeping Costs	3,296.96	3,300.00	3,150.00
Bookkeeping Software	876.25	798.81	708.40
Building Maintenance	22,498.96	15,066.66	5,302.44
Cleaning	7,616.82	5,816.35	1,865.00
Club Management	9,250.00	8,000.00	7,000.00
Council Rates	806.24	1,858.14	1,271.61
Electricity	5,789.31	4,483.12	3,350.54
Equipment under \$1000	1,187.59	-	-
Insurance	23,505.69	20,341.01	25,075.47
Interest Paid	-	1,200.00	602.23
Kitchen Consumables	425.31	1,737.85	59.25
Marketing Expenses	556.50	898.45	699.79
Memberships/Fees/Registration	(2,057.22)	1,332.71	168.00
Merchant Fees	2,224.11	1,795.89	1,401.80
Newsletter & Web Costs	2,179.20	1,586.23	1,552.61
Office Supplies	2,698.14	324.99	324.66
Pontoon Expenses	74,967.20	77,575.22	5,805.00
Rent	694.54	1,240.91	819.09
Security	200.00	-	-
Subscriptions	1,408.48	770.04	636.29
Superannuation	7,166.10	6,634.74	6,376.33
Telephone/Fax/Internet	4,158.46	3,772.08	3,380.37
TopYacht Charges	5,084.98	1,251.84	780.53
Wages and Salaries	65,895.08	63,901.33	64,512.65
Waste Removal	2,805.90	3,391.50	2,302.60
Water	984.37	1,522.62	916.03
<b>Total Operating Expenses</b>	<b>222,984.26</b>	<b>203,932.63</b>	<b>120,708.12</b>
<b>Net Profit</b>	<b>13,960.43</b>	<b>(17,377.71)</b>	<b>89,157.51</b>