

# Profit and Loss

Balmain Sailing Club Inc.

For the period 1 April 2023 to 21 February 2024

	1 APR 2023-21 FEB 2024	1 APR 2022-21 FEB 2023	1 APR 2021-21 FEB 2022
<b>Trading Income</b>			
Bar Sales (No Inventory)	77,021.37	70,366.93	38,329.56
Donations	2,787.51	250.00	-
Food Sales	45,212.26	40,891.92	15,460.27
Function Income	5,920.81	13,430.92	10,000.00
Hall Hire	30,719.55	30,802.56	12,195.64
Interest Received	0.64	177.52	3.06
Keelboat Race Fees	28,519.10	27,160.03	26,911.27
Membership Fees	73,213.39	76,903.26	75,777.56
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	739.09	6,142.05	3,980.47
Regatta Pub Challenge	4,000.00	5,580.00	-
Regatta Sponsorship	8,000.00	7,000.00	-
Sailing School Fees	16,637.85	22,836.81	21,645.34
Sponsorship	(800.00)	-	4,300.00
<b>Total Trading Income</b>	<b>330,082.47</b>	<b>305,272.68</b>	<b>245,942.14</b>
<b>Cost of Sales</b>			
Bar Contractor Costs	7,896.00	8,932.20	1,800.00
Bar Supplies	5,937.09	4,595.93	399.77
Beer	14,970.50	11,321.20	6,408.55
Food & Food Related	20,731.19	16,130.76	7,783.91
Fuel	1,299.23	1,172.89	620.88
Function Expenses	5,900.63	4,413.41	5,528.47
Hall Hire Expense	3,485.46	1,863.28	210.00
Kitchen Expenses	11,882.99	12,690.91	3,200.00
Merchandise Purchased (Caps/T's/Other)	54.95	-	-
Other Bar Supplies	800.00	-	-
Other Expenses	4,821.62	2,485.29	1,889.06
Other Racing Expenses	1,409.09	725.46	130.45
Prizes	3,134.88	2,756.71	6,154.27
Pub Challenge Expense	872.72	-	-
Regatta Expenses (5-3000)	7,432.06	10,254.51	-
Sailing School Boat/Repairs	2,237.18	1,359.19	649.77
Sailing School Contractors	5,050.00	-	1,625.00
Sailing School Expenses	6,869.80	9,481.08	5,664.69
Spirits	3,857.49	1,690.55	1,705.46
Tender Expenses	652.69	8,033.35	1,551.13
Tender Operating Costs	5,441.09	4,242.00	2,730.00
Wine	9,613.27	13,987.11	6,819.22

	1 APR 2023-21 FEB 2024	1 APR 2022-21 FEB 2023	1 APR 2021-21 FEB 2022
YA Membership	-	10,736.37	13,295.91
<b>Total Cost of Sales</b>	<b>124,349.93</b>	<b>126,872.20</b>	<b>68,166.54</b>
<b>Gross Profit</b>	<b>205,732.54</b>	<b>178,400.48</b>	<b>177,775.60</b>
<b>Other Income</b>			
ATO-JobKeeper	-	-	2,000.00
Grant	22,000.00	-	-
NSW-Grant	-	-	23,500.00
<b>Total Other Income</b>	<b>22,000.00</b>	<b>-</b>	<b>25,500.00</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	3,016.09	3,037.50	2,887.50
Bookkeeping Software	798.98	729.72	647.95
Building Maintenance	21,983.96	14,306.66	5,302.44
Cleaning	5,903.18	5,925.44	1,246.82
Club Management	9,250.00	8,000.00	7,000.00
Council Rates	806.24	1,858.14	1,271.61
Electricity	3,752.21	2,970.57	2,568.86
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	1,601.62	21.33
Marketing Expenses	556.50	813.05	649.39
Memberships/Fees/Registration	(2,057.22)	852.61	168.00
Merchant Fees	2,016.51	1,612.37	1,258.15
Newsletter & Web Costs	2,163.34	1,522.88	1,538.51
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	1,272.97	693.67	604.47
Superannuation	6,562.06	6,058.16	5,877.13
Telephone/Fax/Internet	3,715.82	3,434.29	3,083.16
TopYacht Charges	5,057.97	1,251.84	780.53
Wages and Salaries	60,403.82	58,410.07	59,520.60
Waste Removal	2,456.90	2,935.50	1,647.40
Water	984.37	1,522.62	916.03
<b>Total Operating Expenses</b>	<b>211,087.46</b>	<b>193,550.98</b>	<b>112,263.76</b>
<b>Net Profit</b>	<b>16,645.08</b>	<b>(15,150.50)</b>	<b>91,011.84</b>