

# CALLALA RSL COUNTRY CLUB LIMITED



## Quarterly Board Report For The Period Ended 30th September 2021



**Callala RSL Country Club Ltd**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>BAR TRADING</b>							
<b>Sales</b>							
18,776		58,101		137,045		118,061	
69,599		184,502		434,589		420,168	
10,255		23,274		73,982		58,472	
4,100		12,662		39,884		32,315	
697		315		1,898		751	
794		1,178		4,420		2,928	
<u>104,220</u>		<u>280,031</u>		<u>691,819</u>		<u>632,696</u>	
<b>Less: Cost of Goods Sold</b>							
49,228		121,961		309,503		280,097	
1,100		2,473		5,964		6,145	
<u>50,329</u>		<u>124,434</u>		<u>315,467</u>		<u>286,242</u>	
<u>53,891</u>	<b>51.7%</b>	<u>155,598</u>	<b>55.6%</b>	<u>376,352</u>	<b>54.4%</b>	<u>346,454</u>	<b>54.8%</b>
<b>Gross Profit</b>							
<b>Gross Profit Percentage</b>							
<b>Add: Other Income</b>							
1,987		3,000		11,448		9,616	
<b>Less: Expenditure</b>							
396		465		3,494		1,491	
1,489		1,488		4,418		4,434	
-		0		-		0	
4,477		3,814		18,826		12,193	
44,773	43.0%	40,151	14.3%	195,808	28.3%	128,349	20.3%
<u>51,135</u>		<u>45,919</u>		<u>222,545</u>		<u>146,468</u>	
<u>4,743</u>	4.6%	<u>112,678</u>	40.2%	<u>165,255</u>	23.9%	<u>209,602</u>	33.1%
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>							

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>BISTRO ACCOUNT</b>							
75,707		155,327		Sales	527,485	416,921	
578		656		Bistro Sales Points Income	3,264	1,949	
<u>76,285</u>		<u>155,983</u>		Total Sales	<u>530,750</u>	<u>418,869</u>	
<b>Less</b>							
31,426		71,591		Cost of Sales	208,749	185,793	
44,859	59%	84,392	54%	Gross Profit	<u>322,001</u>	<u>233,076</u>	56%
<b>Add: Other Income</b>							
-		-		Bistro Rent	-	-	
-		-			-	-	
<b>Less: Expenditure</b>							
467		1,577		Repairs & Maintenance	13,863	7,833	
2,311		2,905		Requisites	9,618	5,096	
4,545		3,526		Electricity & Gas	12,450	8,674	
311		-		Interest Lease Expense	311	-	
-		0		Member Points/ Voucher Expense	-	0	
7,570		8,152		Superannuation	30,592	20,993	
48		20		Uniforms	48	20	
75,696		85,813		Wages	318,036	220,977	
<u>90,947</u>		<u>101,994</u>			<u>384,918</u>	<u>263,593</u>	
<u>(46,088)</u>		<u>(17,602)</u>		<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	<u>(62,917)</u>	<u>(30,517)</u>	

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<b>POKER MACHINE TRADING</b>					
588,429	1,711,407	Gross Clearances	3,370,603	3,263,225	
4,516	7,230	Poker Machine Sales Points Income	21,798	14,882	
(421,711)	(1,218,425)	Less: Payouts	(2,463,406)	(2,362,462)	
171,233	500,212		928,994	915,646	
4,295	4,295	GST Rebate Received	12,885	12,885	
-	42,524	Lease Relief Income (TGS)	-	42,524	
175,528	547,031		941,879	971,055	
		<b>Less: Expenditure</b>			
3,191	4,675	Central Monitoring	13,805	10,480	
6,313	-	Depreciation	8,376	-	
-	113,849	Lease Amortisation	171,191	339,072	
-	20,042	Interest Lease Expense	42,927	25,252	
-	0	Member Points/ Voucher Expense	-	1	
(5,584)	2,027	Community Surcharge Donations	704	4,576	
1,595	-	Repairs & Maintenance	2,115	-	
25,411	101,071	Supplementary Tax	119,198	143,013	
217	140	Superannuation	909	542	
-	-	TGS payments	-	-	
2,171	1,474	Wages	9,452	5,703	
33,314	243,278		368,678	528,639	
		<b>Net Profit Transferred to Profit</b>			
142,215	303,754	<b>&amp; Loss Statement</b>	573,201	442,416	13.56%
24.17%	17.75%		17.01%		

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>GOLF COURSE ACCOUNT</b>							
<b>Sales</b>							
4,441		3,996		16,263		9,875	
4,441		3,996		16,263		9,875	
<b>Less: Cost of Goods Sold</b>							
2,055		2,742		11,122		5,939	
2,055		2,742		11,122		5,939	
2,387	53.7%	1,253	31.4%	5,141	31.6%	3,936	39.9%
<b>Gross Profit</b>							
<b>Gross Profit Percentage</b>							
<b>Income</b>							
-		-		1,866		1,050	
335		493		1,581		533	
2,180		1,500		2,230		1,880	
-		-		-		-	
18,100		22,297		87,996		55,262	
8,060		8,298		21,494		24,893	
1,545		-		2,727		-	
106		-		116		409	
-		-		-		-	
3,004		-		4,504		-	
9,532		10,914		49,154		24,645	
42,864		43,502		171,669		108,673	

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2,133	2,612	<b>Less: Expenditure</b>		
4,241	4,241	Affiliation Fees	6,109	7,155
-	-	Amortisation of Development Costs	12,586	12,631
3,048	3,661	Bank Charges	-	-
707	(252)	Depreciation	9,542	14,012
22,293	10,860	General Expenses	2,356	1,486
-	-	Golf Course Maintenance	77,786	37,092
528	-	Golf Cart Lease	-	-
-	-	Interest Lease Expense	528	-
345	347	Link Fees	-	-
-	-	Postage, Printing & Stationery	1,987	1,895
-	330	Presentation & Catering	619	57
2,316	2,314	Sponsorships	873	330
-	109	Superannuation	6,886	5,451
-	211	Telephone	145	327
23,157	24,356	Uniforms & Clothing	-	371
-	-	Wages	71,264	57,377
58,768	48,788	Wastage	-	-
(13,518)	(4,032)	<b>Net Profit</b> Transferred to Profit & Loss Statement	<b>190,681</b>	<b>138,184</b>
			<b>(13,872)</b>	<b>(25,575)</b>

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Current Period		Last Year		Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>KENO TRADING ACCOUNT</b>			
				<b>Income</b>			
8,167		12,551		43,087		24,366	
-		-		-		-	
<u>8,167</u>		<u>12,551</u>		<u>43,087</u>		<u>24,366</u>	
				<b>Less Expenditure</b>			
307		532		1,403		1,058	
150		150		450		450	
15		14		44		43	
<u>472</u>		<u>696</u>		<u>1,897</u>		<u>1,550</u>	
<u>7,695</u>		<u>11,855</u>		<u>41,191</u>		<u>22,815</u>	
				<b>TAB TRADING ACCOUNT</b>			
				<b>Income</b>			
-		-		-		-	
702		2,765		6,792		6,796	
<u>702</u>		<u>2,765</u>		<u>6,792</u>		<u>6,796</u>	
				<b>Less: Expenditure</b>			
-		-		-		-	
150		150		450		450	
15		14		44		43	
<u>165</u>		<u>164</u>		<u>494</u>		<u>493</u>	
<u>537</u>		<u>2,601</u>		<u>6,298</u>		<u>6,303</u>	

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				<b>Income</b>			
4,743		112,678		165,255		209,602	
(46,088)		(17,602)		(62,917)		(30,517)	
142,215		303,754		573,201		442,416	
(13,518)		(4,032)		(13,872)		(25,575)	
7,695		11,855		41,191		22,815	
537		2,601		6,298		6,303	
65,225		188,884		176,937		421,616	
5,672		8,728		20,799		19,683	
-		-		-		-	
166,482		606,866		906,893		1,066,343	
				<b>Less Expenditure</b>			
7,200		6,900		21,000		19,875	
-		-		-		-	
2,290		1,857		7,171		8,325	
1,360		1,336		4,016		4,048	
14,273		14,265		42,363		42,515	
5,420		6,430		24,336		15,553	
-		-		-		-	
17,246		19,159		55,564		49,250	
10,262		17,441		47,995		44,045	
2,605		4,055		11,957		11,195	
26,558		29,968		87,073		88,343	
56		76		281		76	
300		-		300		-	
18,222		27,412		81,507		59,384	
13,198		15,084		46,619		41,717	
23,610		10,741		58,104		28,873	
-		-		-		-	
1,085		940		3,466		3,854	
22,453		23,669		66,629		70,493	
743		-		743		-	
4,782		127		6,827		(136)	
18,375		11,063		51,014		32,830	



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1,715	975	Interest Paid	5,207	2,956
1,300	1,879	Printing, Postage & Stationery	6,587	5,010
687	635	Rates & Taxes	1,950	2,162
-	(0)	Rent	0	(0)
2,396	8,102	Repairs & Maintenance	8,788	18,454
129	311	Security	1,532	1,501
2,964	8,063	Superannuation	8,868	25,642
2,601	3,630	Telephone	8,655	11,036
5,088	4,181	Trade Waste	15,647	11,668
-	-	Transport & Travel	-	-
(178)	427	Under/ Over Banking	1,288	2,848
38,053	37,094	Wages - Other	137,063	96,535
-	93,750	Wages - Job Keeper	-	231,750
4,600	4,390	Workers Compensation	13,650	17,757
1,913	1,896	Water Rates	7,308	7,220
<u>251,303</u>	<u>355,853</u>		<u>833,509</u>	<u>954,782</u>
		<b>Net Profit</b>		
<u>(84,821)</u>	<u>251,013</u>	<b>Before Income Tax</b>	<u>73,384</u>	<u>111,561</u>

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Current Period		Last Year			Year To Date		Last Year	
This Year	%		%		This Year	%		%
				<b>Sundry Income</b>				
3,592		3,808		Members Subscriptions	9,579		11,424	
26		293		Other Commissions	1,098		390	
2,482		6,337		ATM Commissions	13,866		13,721	
116		236		Auditorium Hire	2,161		236	
-		-		Kids Activity Packs	-		-	
-		1,337		Bowling Club Greens Contribution	1,988		2,839	
-		-		Callala Club Shirts	-		-	
-		50,000		Cash Flow Boost Income	-		100,000	
99		172		Interest Income	366		545	
73		-		Insurance Recoveries	66,726		11,100	
-		-		Advertising Income	-		-	
-		110		Donations	352		303	
-		-		Entertainment	-		-	
219		591		Sundry Income	20,682		4,860	
-		-		Telephone	-		-	
-		-		Profit on Sale of NC Asset	-		-	
-		126,000		Wages Subsidy - Job Keeper	-		264,000	
1,818		-		Wages Subsidy - Other	1,818		2,199	
56,800		-		Financial Support Grant	58,300		10,000	
-		-		TGS Capital Reimbursements	-		-	
<u>65,225</u>		<u>188,884</u>			<u>176,937</u>		<u>421,616</u>	
				<b>Courtesy Bus Expenses</b>				
-		-		Wages	-		-	
2,605		4,055		Other Expenses	11,957		11,195	
<u>2,605</u>		<u>4,055</u>			<u>11,957</u>		<u>11,195</u>	

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**July 2021 To September 2021**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>SUB GROUP INCOME</b>			
				<b>Income</b>			
7,500		15,677		44,235		31,524	
5,231		4,709		16,115		11,855	
-		-		-		-	
3,589		3,158		11,249		9,908	
487		1,703		3,238		2,979	
<u>16,806</u>		<u>25,247</u>		<u>74,837</u>		<u>56,266</u>	
				<b>Less Expenditure</b>			
3,977		7,852		26,407		15,833	
1,225		2,311		5,600		4,810	
1,964		2,419		8,735		6,573	
487		196		1,108		607	
2,934		1,994		9,159		5,344	
548		1,747		3,029		3,416	
<u>11,134</u>		<u>16,518</u>		<u>54,038</u>		<u>36,582</u>	
<u>5,672</u>		<u>8,728</u>		<u>20,799</u>		<u>19,683</u>	
				<b>Net Profit Transferred to Profit &amp; Loss Statement</b>			

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Entertainment &amp; Promotion Expenses</b>			
-		-		-		375	
5,095		8,763		25,956		20,792	
1,730		(94)		(2,299)		(3,629)	
1,950		1,626		6,185		3,122	
-		-		-		-	
375		1,125		2,625		2,100	
1,032		1,332		4,476		2,881	
3,060		4,211		15,373		10,785	
180		380		1,895		760	
-		-		-		-	
4,800		10,070		27,296		22,199	
<u>18,222</u>		<u>27,412</u>		<u>81,507</u>		<u>59,384</u>	

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**July 2021 To September 2021**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>General Expenses</b>			
-		-		475		-	
307		838		4,315		1,433	
-		-		-		-	
-		-		-		-	
-		-		-		-	
-		-		-		-	
553		830		2,213		1,660	
3,050		3,431		8,832		9,517	
-		-		-		(221)	
14,150		-		25,526		820	
591		1,182		5,545		4,864	
2,784		2,799		6,602		7,073	
-		-		-		-	
68		-		502		54	
2,106		1,050		4,693		2,955	
1		611		(599)		719	
<u>23,610</u>		<u>10,741</u>		<u>58,104</u>		<u>28,873</u>	

**CALLALA RSL COUNTRY CLUB LTD**

A.B.N. 36 001 816 799

**BALANCE SHEET AS AT**

**September 2021**

	September 2021		September 2020	
<b>Current Assets</b>				
Cash on Hand	130,000		130,000	
Other Debtors	1,987		73,788	
Cash at Bank	803,477		831,269	
Prepayments	65,289		57,085	
Stock on Hand	81,650	1,082,403	75,748	1,167,889
<b>Non Current Assets</b>				
Golf Course Clearing & Construction	1,061,638		1,061,638	
Less: Amortisation	-877,064	184,574	-860,284	201,354
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	413,970		413,970	
Less: Amortisation	-290,561	123,410	-286,030	127,941
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-239,284	46,585	-233,393	52,476
Bistro Extensions	202,449		197,649	
Less: Accumulated Depreciation	-197,712	4,737	-197,649	0
Furniture & Fittings	1,005,939		950,285	
Less: Accumulated Depreciation	-492,705	513,234	-460,512	489,773
Plant & Equipment	818,040		762,312	
Less: Accumulated Depreciation	-973,644	-155,605	-888,814	-126,502
Plant & Equipment - Kitchen	29,962		29,962	
Less: Accumulated Depreciation	-95,581	-65,619	-79,109	-49,147
Poker Machines	123,151		39,651	
Less: Accumulated Depreciation	-47,877	75,274	-39,501	150
Leasehold Improvements	2,685,755		2,684,340	
Less: Amortisation	-1,538,142	1,147,614	-1,486,185	1,198,155
Motor Vehicles at Cost	153,254		153,254	
Less: Accumulated Depreciation	-153,254	0	-153,254	0
Right of Use Assets	837,555		1,404,718	
Less: Accumulated Depreciation	-724,875	112,680	-942,327	462,391
Poker Machine Entitlements	72,896	72,896	72,896	72,896
	2,147,099		2,516,807	
<b>Total Assets</b>	<u>3,229,501</u>		<u>3,684,696</u>	
<b>Current Liabilities</b>				
Trade & Other Creditors & Accrued Charges	131,638		293,643	
Sub Club Loans	0		0	
Toro Finance	11,652		11,360	
Yamaha Finance	5,496		9,355	
Lease Liabilities	87,303		467,611	
Debenture	0		0	
Other Income in Advance	0		0	
Poker Machine Tax Rebate	11,453		11,453	
Subscriptions In Advance	38,279		23,931	
Provision for PM Jackpot	0		20,684	
Provision for Annual Leave	47,403		40,139	
Provision for Long Service Leave	41,256	374,481	34,366	912,542
<b>Non-Current Liabilities</b>				
Toro Finance	24,790		36,442	
Yamaha Finance	0		5,496	
Lease Liabilities	22,625		311,766	
Debenture	0		0	
	47,414		353,704	
<b>Total Liabilities</b>	<u>421,895</u>		<u>1,266,245</u>	
<b>Net Assets</b>	<u>2,807,606</u>		<u>2,418,451</u>	
<b>Represented By</b>				
Accumulated Funds at start of year	2,734,223		2,306,890	
Capital Asset Revaluation Reserve	0		0	
Add Year to date Profit	73,384		111,561	
	<u>2,807,606</u>		<u>2,418,451</u>	

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**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21

<b>BAR TRADING</b>					
<b>Sales</b>					
Spirits	58,101	79,395	64,120	54,149	18,776
Bulk Beer	184,502	217,769	194,755	170,235	69,599
Wine	23,274	29,028	34,446	29,281	10,255
Soft Drinks	12,662	18,725	20,346	15,439	4,100
Sundries	315	660	786	416	697
Bar Sales Points Income	1,178	578	1,914	1,712	794
	<b>280,031</b>	<b>346,154</b>	<b>316,367</b>	<b>271,231</b>	<b>104,220</b>
<b>Less: Cost of Goods Sold</b>					
Purchases	121,961	142,010	145,720	114,555	49,228
Freight	2,473	2,797	2,712	2,152	1,100
	<b>124,434</b>	<b>144,806</b>	<b>148,432</b>	<b>116,706</b>	<b>50,329</b>
<b>Gross Profit</b>	<b>155,598</b>	<b>201,348</b>	<b>167,936</b>	<b>154,525</b>	<b>53,891</b>
<b>Gross Profit Percentage</b>	<b>55.6%</b>	<b>58.2%</b>	<b>53.1%</b>	<b>57.0%</b>	<b>51.7%</b>
<b>Add: Other Income</b>					
Rebates	3,000	9,049	5,159	4,302	1,987
<b>Less: Expenditure</b>					
Repairs & Maintenance	465	1,418	188	2,909	396
Depreciation	1,488	1,473	1,456	1,473	1,489
Member Points/ Voucher Expense	0	-	-	-	-
Superannuation	3,814	8,191	7,726	6,623	4,477
Wages	40,151	86,224	81,324	69,711	44,773
	<b>45,919</b>	<b>97,306</b>	<b>90,694</b>	<b>80,716</b>	<b>51,135</b>
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	<b>112,678</b>	<b>113,091</b>	<b>82,401</b>	<b>78,111</b>	<b>4,743</b>
<b>Wages Percentage</b>	<b>14.3%</b>	<b>24.9%</b>	<b>25.7%</b>	<b>25.7%</b>	<b>43.0%</b>
<b>Net Profit Percentage</b>	<b>40.2%</b>	<b>32.7%</b>	<b>26.0%</b>	<b>28.8%</b>	<b>4.6%</b>

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21

<b>BISTRO ACCOUNT</b>					
Sales	155,327	231,891	242,837	208,941	75,707
Bistro Sales Points Income	656	388	1,473	1,213	578
	155,983	232,279	244,309	210,155	76,285
Less					
Cost of Sales	71,591	97,785	93,467	83,856	31,426
Gross Profit	84,392	134,493	150,842	126,299	44,859
	54%	58%	62%	60%	59%
<b>Add: Other Income</b>					
Bistro Rent	-	-	-	-	-
	-	-	-	-	-
<b>Less: Expenditure</b>					
Repairs & Maintenance	1,577	2,403	9,015	4,382	467
Requisites	2,905	4,782	3,381	3,926	2,311
Electricity & Gas	3,526	4,256	4,316	3,589	4,545
Interest Lease Expense	-	-	-	-	311
Member Points/ Voucher Expense	0	-	-	-	-
Superannuation	8,152	12,545	11,703	11,319	7,570
Uniforms	20	240	-	-	48
Wages	85,813	132,058	123,189	119,150	75,696
	101,994	156,285	151,604	142,366	90,947
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	(17,602)	(21,791)	(762)	(16,068)	(46,088)



**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

**Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21**

	Jul 20 - Sep 20	Oct 20 - Dec 20	Jan 21 - Mar 21	Apr 21 - Jun 21	Jul 21 - Sep 21
<b>POKER MACHINE TRADING</b>					
Gross Clearances	1,711,407	1,603,598	1,484,581	1,297,593	588,429
Poker Machine Sales Points Income	7,230	2,582	9,039	8,243	4,516
Less: Payouts	(1,218,425)	(1,137,748)	(1,100,297)	(941,398)	(421,711)
	500,212	468,433	393,322	364,438	171,233
GST Rebate Received	4,295	4,295	4,295	4,295	4,295
	42,524	33,235	-	-	-
	547,031	505,963	397,617	368,733	175,528
<b>Less: Expenditure</b>					
Central Monitoring	4,675	4,715	4,761	5,853	3,191
Depreciation	-	-	-	2,063	6,313
Lease Amortisation	113,849	112,611	102,133	69,058	-
Interest Lease Expense	20,042	93,082	29,989	12,938	-
Member Points/ Voucher Expense	0	-	-	-	-
Community Surcharge Donations	2,027	4,841	3,543	2,745	(5,584)
Repairs & Maintenance	-	-	-	520	1,595
Supplementary Tax	101,071	54,114	52,139	41,649	25,411
Superannuation	140	389	343	349	217
TGS payments	-	-	-	-	-
Wages	1,474	4,098	3,613	3,669	2,171
	243,278	273,850	196,521	138,843	33,314
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	303,754	232,112	201,096	229,890	142,215
<b>Net Profit Percentage</b>	55.5%	45.9%	50.6%	62.3%	81.0%

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

**Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21**

<b>GOLF COURSE ACCOUNT</b>					
<b>Income</b>					
Shop Sales	3,996	7,341	7,145	4,677	4,441
	3,996	7,341	7,145	4,677	4,441
<b>Less: Expenditure</b>					
Purchases	2,742	4,661	4,874	4,194	2,055
	2,742	4,661	4,874	4,194	2,055
<b>Gross Profit</b>	1,253	2,680	2,271	484	2,387
<b>Gross Profit Percentage</b>	31%	37%	32%	10%	54%
<b>Other Income</b>					
Advertising	-	-	1,200	666	-
Competition Fees	493	223	629	616	335
Donations	1,500	1,100	-	50	2,180
Fundraising	-	-	-	-	-
Green Fees	22,297	40,475	42,767	27,129	18,100
Memberships	8,298	7,348	5,373	8,060	8,060
Sponsorships	-	-	-	1,182	1,545
Sundry Income	-	889	10	-	106
Interest Income	-	-	-	-	-
Apprenticeship Rebates	-	-	1,500	-	3,004
Golf Cart Hire	10,914	19,691	22,859	16,764	9,532
	43,502	69,726	74,338	54,467	42,864
<b>Other Expenses</b>					
Affiliation Fees	2,612	2,005	2,050	1,926	2,133
Amortisation of Development Costs	4,241	4,194	4,147	4,198	4,241
Bank Charges	-	-	-	-	-
Depreciation	3,661	3,616	3,480	3,014	3,048
General Expenses	(252)	1,071	984	664	707
Golf Course Maintenance	10,860	34,484	29,282	26,211	22,293
Golf Cart Lease	-	-	-	-	-
Interest Lease Expense	-	-	-	-	528
Link Fees	-	-	-	-	-
Postage, Printing & Stationery	347	823	1,178	463	345
Presentation & Catering	-	594	-	619	-
Sponsorships	330	285	582	291	-
Superannuation	2,314	2,984	3,767	803	2,316
Telephone	109	109	109	36	-
Uniforms & Clothing	211	-	-	-	-
Wages	24,356	31,412	39,653	8,455	23,157
Wastage	-	-	-	-	-
	48,788	81,577	85,232	46,681	58,768
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	(4,032)	(9,171)	(8,624)	8,269	(13,517)

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

**Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21**

	Jul 20 - Sep 20	Oct 20 - Dec 20	Jan 21 - Mar 21	Apr 21 - Jun 21	Jul 21 - Sep 21
<b>KENO TRADING ACCOUNT</b>					
<b>Income</b>					
Commissions Received	12,551	11,970	19,202	15,718	8,167
Bonus Commission	-	-	-	-	-
	12,551	11,970	19,202	15,718	8,167
<b>Less Expenditure</b>					
Keno Stationery					
Repairs & Maintenance	532	581	570	526	307
Wages	150	150	150	150	150
Superannuation	14	14	14	14	15
	696	746	734	690	472
<b>Net Profit</b> Transferred to Profit & Loss Statement	11,855	11,224	18,468	15,028	7,695
<b>TAB TRADING ACCOUNT</b>					
<b>Income</b>					
Mug Punter	-	-	-	-	-
Tab Commissions	2,765	3,869	3,765	2,325	702
	2,765	3,869	3,765	2,325	702
<b>Less: Expenditure</b>					
TAB Expenses	-	-	-	-	-
Wages	150	150	150	150	150
Superannuation	14	14	14	14	15
	164	164	164	164	165
<b>Net Profit (Loss)</b> Transferred to Profit & Loss Statement	2,601	3,705	3,600	2,161	537

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

**Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21**

<b>Income</b>					
Profit (Loss) from Bar Trading	112,678	113,091	82,401	78,111	4,743
Profit (Loss) from Bistro Account	(17,602)	(21,791)	(762)	(16,068)	(46,088)
Profit (Loss) from Poker Machine Trading	303,754	232,112	201,096	229,890	142,215
Profit (Loss) from Golf Course Trading	(4,032)	(9,171)	(8,624)	8,269	(13,517)
Profit (Loss) from Keno Trading	11,855	11,224	18,468	15,028	7,695
Profit (Loss) from TAB Trading	2,601	3,705	3,600	2,161	537
Sundry Income	188,884	16,662	81,245	30,467	65,225
Sub Group Income	8,728	1,273	8,877	6,250	5,672
Profit (Loss) on sale of Non Current Assets	-	-	-	-	-
	<b>606,866</b>	<b>347,105</b>	<b>386,301</b>	<b>354,109</b>	<b>166,483</b>
<b>Less Expenditure</b>					
Accounting Services	6,900	6,900	6,900	6,900	7,200
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	1,857	2,898	2,631	2,250	2,290
Affiliation Fees	1,336	1,350	1,321	1,336	1,360
Amortisation	14,265	14,125	13,972	14,118	14,273
Bank Charges	6,430	8,167	10,679	8,237	5,420
Bad Debts Expense	-	-	-	-	-
Bowling Green Maintenance	19,159	19,159	19,159	19,159	17,246
Cleaning Materials & Laundry	17,441	18,191	18,995	18,738	10,262
Courtesy Bus Expenses	4,055	5,238	4,365	4,988	2,605
Depreciation	29,968	32,435	31,982	28,533	26,558
Directors Expenses	76	905	57	167	56
Donations	-	-	-	-	300
Entertainment & Promotion Expenses	27,412	30,904	29,730	33,555	18,222
Electricity & Gas	15,084	15,735	17,214	16,207	13,198
General Expenses	10,741	14,350	13,928	20,567	23,610
Honorarium Expense	-	-	-	-	-
Leasing Charges	940	1,379	1,191	1,191	1,085
Lease Amortisation	23,669	23,411	21,966	22,210	22,453
Lease Interest Expense	-	-	-	-	743
Long Service and Annual Leave Provision	127	63	2,863	(818)	4,782
Insurance	11,063	11,845	16,729	15,910	18,375
Interest Paid	975	1,364	1,756	1,736	1,715
Printing, Postage & Stationery	1,879	2,239	3,778	1,510	1,300
Rates & Taxes	635	642	628	635	687
Rent	(0)	-	-	0	-

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

	<b>Jul 20 - Sep 20</b>	<b>Oct 20 - Dec 20</b>	<b>Jan 21 - Mar 21</b>	<b>Apr 21 - Jun 21</b>	<b>Jul 21 - Sep 21</b>
Repairs & Maintenance	8,102	6,369	3,590	2,802	2,396
Security	311	249	614	789	129
Superannuation	8,063	4,832	2,007	3,898	2,964
Telephone	3,630	4,911	4,301	1,754	2,601
Trade Waste	4,181	4,727	5,467	5,093	5,088
Transport & Travel	-	-	-	-	-
Under/ Over Banking	427	1,127	786	680	(178)
Wages - Other	37,094	50,849	30,974	68,036	38,053
Wages - Job Keeper	93,750	-	-	-	-
Workers Compensation	4,390	3,604	4,500	4,550	4,600
Water Rates	1,896	3,388	2,614	2,781	1,913
	<b>355,853</b>	<b>291,357</b>	<b>274,695</b>	<b>307,511</b>	<b>251,303</b>
<b>Net Profit</b>					
<b>Before Income Tax</b>	<b>251,013</b>	<b>55,748</b>	<b>111,607</b>	<b>46,598</b>	<b>(84,821)</b>

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21

<b>Sundry Income - (Note 1)</b>					
Members Subscriptions	3,808	2,945	2,395	3,592	3,592
Other Commissions	293	100	221	851	26
ATM Commissions	6,337	4,880	5,855	5,529	2,482
Auditorium Hire	236	1,379	209	1,836	116
Kids Activity Packs	-	-	-	-	-
Bowling Club Greens Contribution	1,337	2,990	1,988	-	-
Callala Club Shirts	-	-	-	-	-
Cash Flow Boost Income	50,000	-	-	-	-
Interest Income	172	195	135	132	99
Insurance Recoveries	-	-	-	55	73
Advertising Income	-	-	-	-	-
Donations	110	59	152	200	-
Entertainment	-	-	-	-	-
Sundry Income	591	4,114	70,290	16,772	219
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	-	-	-	-	-
Sub Group Income	-	-	-	-	-
Wages Subsidy - Job Keeper	126,000	-	-	-	-
Wages Subsidy - Other	-	-	-	-	1,818
Financial Support Grant	-	-	-	1,500	56,800
TGS Capital Reimbursements	-	-	-	-	-
	188,884	16,662	81,245	30,467	65,225
<b>Courtesy Bus Expenses - (Note 2)</b>					
Wages	-	-	-	-	-
Other Expenses	4,055	5,238	4,365	4,988	2,605
	4,055	5,238	4,365	4,988	2,605

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21

<b>Sub Group Income</b>					
<b>Income</b>					
Callala RSL Bowling Club	15,677	17,292	23,804	12,932	7,500
Mens Golf Income	4,709	5,549	6,048	4,836	5,231
Womens Golf Income	-	-	-	-	-
Vets Golf Income	3,158	4,896	3,813	3,847	3,589
Fishing Club Income	1,703	1,504	1,557	1,194	487
	25,247	29,241	35,222	22,809	16,806
<b>Less Expenditure</b>					
Mens Bowls Expenses	7,852	10,746	15,374	7,056	3,977
Womens Bowls Expenses	2,311	2,600	2,100	2,275	1,225
Mens Golf Expenses	2,419	7,697	3,965	2,807	1,964
Womens Golf Expenses	196	859	295	326	487
Vets Golf Expenses	1,994	3,670	3,278	2,947	2,934
Fishing Club Expenses	1,747	2,394	1,333	1,148	548
	16,518	27,967	26,345	16,558	11,134
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	8,728	1,273	8,877	6,250	5,672
<b>Entertainment &amp; Promotion Expenses (Note 3)</b>					
Net Special Events	0	297	0	0	0
Entertainment	8763	10189	11279	9582	5095
Raffle	(94)	(2,543)	(4,929)	899	1,730
Bingo	1,626	3,591	1,529	2,706	1,950
Kids Club	0	0	0	0	0
Major Draw	1,125	750	1,125	1,125	375
Members Birthday	1,332	1,633	1,558	1,886	1,032
National Poker League	4,211	5,405	6,265	6,049	3,060
Promotions	380	460	1,205	510	180
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	10,070	11,122	11,698	10,798	4,800
	27,412	30,904	29,730	33,555	18,222

**CALLALA RSL COUNTRY CLUB LTD**  
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**Departmental Trading Statements For the Quarter**  
**July 2021 To September 2021**

Jul 20 - Sep 20   Oct 20 - Dec 20   Jan 21 - Mar 21   Apr 21 - Jun 21   Jul 21 - Sep 21

<b>General Expenses - (Note 4)</b>					
AGM Election Expenses	-	-	-	475	-
Computer Expenses	838	787	1,491	2,517	307
Consultancy	-	-	-	-	-
Filing Fees	-	-	-	-	-
Fines	-	-	-	-	-
Flowers	-	-	-	-	-
Hire of Plant & Equipment	830	830	830	830	553
Hygiene	3,431	2,718	3,999	1,783	3,050
Legal Fees	-	-	-	-	-
Licence Fees	-	924	1,207	10,169	14,150
Lucky Badge	1,182	5,227	3,773	1,182	591
Safety	2,799	1,527	2,077	1,741	2,784
Staff Meals & Drinks	-	-	-	-	-
Staff Training & Welfare	-	811	190	244	68
Subscriptions	1,050	1,004	911	1,676	2,106
Sundry Expenses	611	522	(550)	(50)	1
	10,741	14,350	13,928	20,567	23,610



**Callala RSL Country Club Ltd**  
**Summary of Trading Results for the - QUARTER ENDING SEPTEMBER 2021**

CONSOLIDATED PROFIT & LOSS ACCOUNT	Current Period			Year-to-Date		
	This Year	Last Year	Variance	This Year	Last Year	Variance
<u>Income</u>						
Bar Net Profit	4,743	112,678	(107,935)	165,255	209,602	(44,346)
Bistro Net Profit	(46,088)	(17,602)	(28,486)	(62,917)	(30,517)	(32,401)
Poker Machines Net Profit	142,215	303,754	(161,539)	573,201	442,416	130,785
Golf Course Net Profit	(13,518)	(4,032)	(9,485)	(13,872)	(25,575)	11,704
Keno Net Profit	7,695	11,855	(4,160)	41,191	22,815	18,376
TAB Net Profit	537	2,601	(2,063)	6,298	6,303	(5)
Other Net Income	70,897	197,612	(126,715)	197,736	441,299	(243,563)
<b>Total Net Income</b>	<b>166,482</b>	<b>606,866</b>	<b>(440,383)</b>	<b>906,893</b>	<b>1,066,343</b>	<b>(159,451)</b>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	2,605	4,055	(1,450)	11,957	11,195	762
Depreciation	51,681	49,382	2,299	151,772	149,304	2,468
Entertainment & Promotion Expenses	18,222	27,412	(9,190)	81,507	59,384	22,122
Interest	1,715	975	740	5,207	2,956	2,251
Other Wages & Super	45,617	45,584	34	147,219	125,025	22,194
Other Expenses	131,464	228,446	(96,982)	435,847	606,917	(171,070)
	<b>251,303</b>	<b>355,853</b>	<b>(104,550)</b>	<b>833,509</b>	<b>954,782</b>	<b>(121,273)</b>
<b>Net Profit/(Loss)</b>	<b>(84,821)</b>	<b>251,013</b>	<b>(335,834)</b>	<b>73,384</b>	<b>111,561</b>	<b>(38,178)</b>
Add Back:						
Depreciation	51,681	49,382	2,299	151,772	149,304	2,468
Interest	1,715	975	740	5,207	2,956	2,251
<b>Net Profit before Depreciation and Interest (EBITDA)</b>	<b>(31,426)</b>	<b>301,370</b>	<b>(332,795)</b>	<b>230,362</b>	<b>263,822</b>	<b>(33,459)</b>
Less:						
Loan Repayments	56,159	165,221	(109,062)	534,854	318,664	216,190
Capital Expenditure	8,661	54,230	(45,569)	188,253	93,491	94,762
Profit on Sale of Poker Machines	-	-	-	11,000	-	11,000
<b>Net Cash Surplus / (Deficiency)</b>	<b>(96,247)</b>	<b>81,918</b>	<b>(178,165)</b>	<b>(503,744)</b>	<b>(148,333)</b>	<b>(355,411)</b>

**Callala RSL Country Club Ltd**  
**Cashflow Budget Comparison for the - QUARTER ENDING SEPTEMBER 2021**

**CAPITAL EXPENDITURE**

Details

LED Lights

High Pressure Cleaner

Upright Freezer 365L

Spreader Cosmo

Quarter

YTD

4,095

2,090

1,295

1,182

8,661

188,253

**Callala RSL Country Club Ltd**  
**Summary of Wages and Associated Costs**  
**FOR THE YEAR TO DATE**

**TOTAL WAGES**  
(including Provision for Annual and Long Service Leave, Compulsory Superannuation and Workers Compensation Insurance)

	This Year	Last Year	Variance
Bar	195,808	128,349	67,458
Course	71,264	57,377	13,887
Poker Machines	9,452	5,703	3,749
Bistro	318,036	220,977	97,059
Bus	-	-	-
Other Wages	137,063	96,535	40,528
Jobkeeper Wages	-	231,750	(231,750)
Superannuation	66,168	64,906	1,262
Workers Compensation Insurance	13,650	17,757	(4,107)
<b>Total</b>	<b>811,442</b>	<b>823,355</b>	<b>(11,913)</b>

Note: wages and associated costs for year-to-date are down on last year by: (\$11,913) -1.4%

**Callala RSL Country Club Ltd**  
**Summary of Gross Revenue**  
**FOR THE YEAR TO DATE**

**TOTAL REVENUE**

		<b>This Year</b>	<b>Last Year</b>	<b>Variance</b>	
Bar	27%	691,819	632,696	59,123	9%
Bistro	20%	527,485	416,921	110,565	27%
Course	7%	187,932	108,673	79,259	73%
Poker Machines	37%	941,879	971,055	(29,176)	-3%
Keno	2%	43,087	24,366	18,722	77%
TAB	0%	6,792	6,796	(4)	0%
Other Income	7%	176,937	421,616	(244,679)	-58%
<b>Total</b>		<b><u>2,575,931</u></b>	<b><u>2,582,122</u></b>	<b><u>(6,190)</u></b>	

Note: total gross revenue for the year is down on last year by : -0.24%

Clubs with an Earnings Before Interest, Tax, Depreciation, Amortisation, Rent and Donations of 15% or less are considered to be "at risk".  
 Current year EBITDAR for Callala this year is: **\$230,362**      **9%**      \$263,822      *10% Last year*

**Callala RSL Country Club Ltd**  
**BALANCE SHEET SUMMARY**  
**AS AT 30 SEPTEMBER 2021**

**BANK ACCOUNT BALANCES**

	This quarter	Last quarter	Variance
- Commonwealth Account	357	14,515	(14,158)
- CBA Savings Account	-	-	-
- Bendigo Accounts	102,991	172,678	(69,687)
- Bendigo Savings Account	700,129	750,035	(49,906)
- Other bank accounts (including sub groups)	-	-	-
- Cash on hand	130,000	130,000	-
	<u>933,477</u>	<u>1,067,228</u>	<u>(133,751)</u>

**Stock on Hand**

- Stock on Hand	81,650	83,319	(1,669)
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**LOAN ACCOUNT BALANCES**

- Toro Finance	36,442	39,280	(2,838)
- Yamaha Finance	5,496	7,843	(2,347)
- Debentures	-	-	-
- Lease Liabilities	109,928	135,102	(25,174)
	<u>151,866</u>	<u>182,225</u>	<u>(30,359)</u>

**CREDITORS & ACCRUED EXPENSES**

	131,638	251,688	(120,050)
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**PROVISION FOR EMPLOYEE ENTITLEMENTS**

- Annual Leave	47,403	44,367	3,036
- Long Service Leave	41,256	36,474	4,782
	<u>88,659</u>	<u>80,841</u>	<u>7,818</u>