

# CALLALA RSL COUNTRY CLUB LIMITED



## Quarterly Board Report For The Period Ended 31st March 2023



**Callala RSL Country Club Ltd**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**January 2023 To March 2023**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>BAR TRADING</b>							
<b>Sales</b>							
47,441		55,109		166,551		123,756	
190,463		170,845		540,821		392,864	
33,050		30,104		95,304		66,470	
21,303		18,041		55,346		34,648	
1,718		820		3,861		1,844	
971		1,342		3,685		3,581	
<u>294,947</u>		<u>276,263</u>		<u>865,569</u>		<u>623,163</u>	
<b>Less: Cost of Goods Sold</b>							
127,905		117,037		374,037		275,445	
2,475		2,247		7,425		5,624	
<u>130,380</u>		<u>119,284</u>		<u>381,461</u>		<u>281,068</u>	
<u>164,566</u>	<b>59.0%</b>	<u>156,979</u>	<b>59.3%</b>	<u>484,107</u>	<b>59.3%</b>	<u>342,095</u>	<b>57.2%</b>
<b>Gross Profit</b>							
<b>Gross Profit Percentage</b>							
<b>Add: Other Income</b>							
9,504		6,707		29,403		14,242	
<b>Less: Expenditure</b>							
403		407		829		913	
622		1,456		3,137		4,434	
(0)		-		(0)		0	
8,525		8,142		29,576		20,358	
81,191	26.7%	81,419	28.8%	270,013	30.2%	203,582	31.9%
<u>90,741</u>		<u>91,425</u>		<u>303,555</u>		<u>229,288</u>	
<u>83,330</u>	<b>27.4%</b>	<u>72,262</u>	<b>25.5%</b>	<u>209,955</u>	<b>23.5%</b>	<u>127,049</u>	<b>19.9%</b>
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>							

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**January 2023 To March 2023**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>BISTRO ACCOUNT</b>							
289,216		235,800		747,772		499,319	
955		1,111		3,058		2,789	
<u>290,171</u>		<u>236,911</u>		<u>750,829</u>		<u>502,108</u>	
<b>Less</b>							
140,344		92,787		364,038		218,033	
<u>149,827</u>	52%	<u>144,123</u>	61%	<u>386,791</u>	52%	<u>284,075</u>	57%
<b>Add: Other Income</b>							
-		-		-		-	
<u>-</u>		<u>-</u>		<u>-</u>		<u>-</u>	
<b>Less: Expenditure</b>							
4,531		2,013		6,058		4,280	
11,664		6,382		31,733		13,997	
7,660		4,481		19,802		13,476	
84		216		353		776	
(0)		-		(0)		(0)	
11,752		10,261		31,012		27,548	
-		-		-		48	
111,928	38.57%	102,607	43.31%	295,355	39.34%	275,484	54.87%
<u>-</u>		<u>-</u>		<u>585</u>		<u>-</u>	
<u>147,621</u>		<u>125,961</u>		<u>384,898</u>		<u>335,609</u>	
<u>2,206</u>	0.76%	<u>18,162</u>	7.67%	<u>1,893</u>	0.25%	<u>(51,533)</u>	-10.26%
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>							

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**January 2023 To March 2023**

<b>POKER MACHINE TRADING</b>					
1,078,903	994,079	Gross Clearances	3,551,185	2,618,092	
3,562	4,853	Poker Machine Sales Points Income	15,496	15,573	
(776,090)	(696,400)	Less: Payouts	(2,610,654)	(1,911,320)	
306,375	302,532		956,027	722,345	
4,295	4,295	GST Rebate Received	12,885	12,885	
-	-	Lease Relief Income (TGS)	-	-	
310,670	306,827		968,912	735,230	
		<b>Less: Expenditure</b>			
5,015	5,127	Central Monitoring	15,112	11,004	
10,962	8,736	Depreciation	32,721	21,363	
-	-	Lease Amortisation	-	-	
-	13,695	Licence Fees	-	41,085	
-	-	Interest Lease Expense	-	-	
0	-	Member Points/ Voucher Expense	(0)	(0)	
1,415	3,265	Community Surcharge Donations	3,094	(1,766)	
6,887	5,433	Repairs & Maintenance	17,870	9,940	
21,458	24,749	Supplementary Tax	67,353	43,927	
377	385	Superannuation	1,357	981	
-	-	TGS payments	-	-	
3,592	3,848	Wages	12,920	9,810	
49,706	65,237		150,426	136,345	
		<b>Net Profit Transferred to Profit</b>			
260,964	241,590	<b>&amp; Loss Statement</b>	818,486	598,885	22.87%
24.19%	24.30%		23.05%		

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**January 2023 To March 2023**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>GOLF COURSE ACCOUNT</b>							
<b>Sales</b>							
4,972		4,942		10,689		14,851	
4,972		4,942		10,689		14,851	
<b>Less: Cost of Goods Sold</b>							
3,951		3,364		7,087		8,195	
3,951		3,364		7,087		8,195	
1,021	<b>20.5%</b>	1,578	<b>31.9%</b>	3,602	<b>33.7%</b>	6,656	<b>44.8%</b>
<b>Gross Profit</b>							
<b>Gross Profit Percentage</b>							
<b>Income</b>							
1,999		1,741		1,999		2,041	
343		290		598		2,614	
6,598		438		6,598		4,524	
-		-		-		282	
30,654		27,537		62,352		78,669	
7,541		9,777		24,694		34,344	
39		1,885		1,021		6,008	
182		446		375		728	
-		-		-		-	
15,543		-		21,542		4,784	
18,832		16,082		36,355		42,622	
81,730		58,196		155,533		176,614	

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2,354	2,719	<b>Less: Expenditure</b>		
4,527	4,318	Affiliation Fees	7,139	7,008
-	-	Amortisation of Development Costs	13,753	12,798
196	258	Bank Charges	-	-
1,981	776	Depreciation	599	5,391
32,417	33,007	General Expenses	3,496	2,234
2,382	-	Golf Course Maintenance	96,022	73,124
1,259	-	Golf Cart Lease	2,382	-
55	374	Golf Cart Insurance	1,427	-
-	-	Interest Lease Expense	408	1,354
370	554	Link Fees	-	-
-	348	Postage, Printing & Stationery	1,446	1,944
1,229	1,581	Presentation & Catering	431	5,368
4,511	3,223	Sponsorships	1,229	1,581
251	-	Superannuation	13,330	9,132
462	-	Telephone	810	-
42,963	32,227	Uniforms & Clothing	462	120
-	-	Wages	126,949	91,316
94,956	79,384	Wastage	-	-
(12,205)	(19,611)	<b>Net Profit</b> Transferred to Profit & Loss Statement	<b>269,882</b>	<b>211,370</b>
			<b>(110,746)</b>	<b>(28,100)</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>							
13,284		18,902		41,656		44,780	
-		-		5,715		-	
<u>13,284</u>		<u>18,902</u>		<u>47,371</u>		<u>44,780</u>	
<b>Less Expenditure</b>							
1,355		625		2,941		1,299	
150		150		450		450	
16		15		47		45	
<u>1,521</u>		<u>790</u>		<u>3,438</u>		<u>1,794</u>	
<u>11,763</u>		<u>18,112</u>		<u>43,933</u>		<u>42,986</u>	
<b>TAB TRADING ACCOUNT</b>							
<b>Income</b>							
-		-		-		-	
2,539		2,087		8,370		2,789	
<u>2,539</u>		<u>2,087</u>		<u>8,370</u>		<u>2,789</u>	
<b>Less: Expenditure</b>							
-		35		-		35	
150		150		450		450	
16		15		47		45	
<u>166</u>		<u>200</u>		<u>497</u>		<u>530</u>	
<u>2,373</u>		<u>1,886</u>		<u>7,873</u>		<u>2,258</u>	

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**January 2023 To March 2023**

Current Period This Year	%	Last Year	%		Year To Date This Year	%	Last Year	%
<b>MOTEL TRADING ACCOUNT</b>								
<b>Income</b>								
151,958		-		Accommodation Income	154,486		-	
36		-		Food and Drink Income	36		-	
<u>151,994</u>		<u>-</u>			<u>154,522</u>		<u>-</u>	
<b>Less Expenditure</b>								
3,616		-		Advertising	21,159		-	
3,389		-		Computer Expenses	4,766		-	
1,883		-		Electricity & Gas	5,797		-	
427		-		Minor Equipment	10,840		-	
2,230		-		Insurance	5,203		-	
14,225		-		Repairs & Maintenance	21,160		-	
7,469		923		Depreciation	22,341		923	
130		43		Postage, Printing & Stationery	1,282		43	
20,323		-		Motel Booking Site Commission	20,323		-	
31,678		-		Lease Amortisation Expense	74,571		-	
6,529		-		Lease Interest Expense	15,680		-	
39,035	26%	-		Motel Wages	63,132	41%	-	
101		-		Motel Supplies	13		-	
254		-		Telephone	396		-	
48		-		Vouchers	84		-	
2,489		-		Water Rates	3,105		-	
-		-		Land Rates	-		-	
<u>133,826</u>		<u>966</u>			<u>269,851</u>		<u>966</u>	
<u>18,168</u>		<u>(966)</u>		<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	<u>(115,329)</u>		<u>(966)</u>	





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4,233	7,651	Long Service Leave Provision	2,214	9,957
20,938	18,495	Insurance	56,285	53,762
266	1,759	Interest Paid	3,501	5,233
2,083	881	Printing, Postage & Stationery	6,285	3,326
709	679	Rates & Taxes	2,149	2,060
-	-	Rent	-	-
6,313	4,980	Repairs & Maintenance	20,374	9,269
140	295	Security	969	863
5,568	4,034	Superannuation	11,183	9,919
1,468	2,542	Telephone	4,383	7,672
5,511	5,333	Trade Waste	17,583	15,668
-	-	Transport & Travel	-	-
(109)	(1,014)	Under/ Over Banking	768	(1,476)
45,629	43,931	Wages - Other	133,584	126,287
-	-	Wages - Job Keeper	-	-
4,456	4,345	Workers Compensation	13,339	13,545
3,830	2,863	Water Rates	10,090	8,186
<u>317,905</u>	<u>269,738</u>		<u>937,195</u>	<u>775,530</u>
		<b>Net Profit</b>		
<u>69,302</u>	<u>107,239</u>	<b>Before Income Tax</b>	<u>(6,408)</u>	<u>73,412</u>

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**January 2023 To March 2023**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Sundry Income</b>			
4,251		3,377		12,016		12,307	
875		124		1,778		578	
5,144		4,919		13,767		11,587	
282		1,545		2,668		4,930	
-		-		-		-	
-		-		-		-	
-		-		-		-	
-		-		-		-	
1,157		113		2,919		304	
-		27		118		100	
164		-		382		82	
28		250		113		317	
68		-		68		-	
408		93		6,029		909	
-		-		-		-	
5,500		24,480		5,500		24,480	
-		-		-		-	
-		-		-		1,818	
-		-		-		81,650	
-		-		12,695		-	
-		-		-		-	
<u>17,877</u>		<u>34,929</u>		<u>58,053</u>		<u>139,063</u>	
				<b>Courtesy Bus Expenses</b>			
-		-		-		-	
7,220		3,422		21,751		13,019	
<u>7,220</u>		<u>3,422</u>		<u>21,751</u>		<u>13,019</u>	

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**January 2023 To March 2023**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>SUB GROUP INCOME</b>							
<b>Income</b>							
14,414		16,594		49,376		37,836	
4,365		2,724		8,807		12,358	
-		-		-		-	
3,208		2,990		6,685		10,935	
1,528		1,328		5,538		2,801	
<u>23,516</u>		<u>23,635</u>		<u>70,405</u>		<u>63,931</u>	
<b>Less Expenditure</b>							
12,685		7,512		37,946		23,660	
3,181		1,678		5,101		7,745	
247		104		297		754	
2,569		2,331		4,344		9,271	
2,104		1,397		6,049		3,202	
<u>20,786</u>		<u>13,022</u>		<u>53,737</u>		<u>44,631</u>	
<u>2,730</u>		<u>10,613</u>		<u>16,669</u>		<u>19,300</u>	
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>							

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**Departmental Trading Statements For the Quarter**  
**January 2023 To March 2023**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Entertainment &amp; Promotion Expenses</b>			
-		500		(1,776)		635	
10,681		9,215		33,362		23,383	
(8,694)		(3,505)		(24,353)		(8,719)	
259		1,724		1,926		4,681	
-		-		-		-	
3,525		1,125		5,668		2,625	
1,920		903		5,738		2,832	
5,376		4,431		16,693		12,530	
-		-		-		220	
-		-		-		-	
11,015		9,348		31,554		18,686	
<u>24,082</u>		<u>23,741</u>		<u>68,811</u>		<u>56,873</u>	

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Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>General Expenses</b>			
-		-		-		-	
1,365		445		4,647		1,079	
-		-		180		-	
-		-		-		-	
-		-		-		-	
-		-		-		-	
830		830		2,490		2,213	
1,918		2,392		6,222		8,037	
-		-		412		-	
1,346		1,883		3,867		2,640	
2,636		1,182		10,909		5,500	
3,163		2,649		9,672		29,790	
200		-		200		-	
1,782		1,412		4,372		1,811	
2,394		2,223		6,788		6,594	
325		6		1,370		7	
<u>15,959</u>		<u>13,022</u>		<u>51,128</u>		<u>57,671</u>	

**CALLALA RSL COUNTRY CLUB LTD**

A.B.N. 36 001 816 799

**BALANCE SHEET AS AT**

**March 2023**

	March 2023		March 2022	
<b>Current Assets</b>				
Cash on Hand	120,200		130,000	
Other Debtors	15,347		8,284	
Cash at Bank	991,241		853,348	
Prepayments	80,276		101,347	
Stock on Hand	133,511	1,340,575	89,694	1,182,674
<b>Non Current Assets</b>				
Golf Course Clearing & Construction	1,101,643		1,110,375	
Less: Amortisation	-904,058	197,584	-885,621	224,754
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	452,970		431,970	
Less: Amortisation	-298,649	154,321	-293,089	138,882
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-246,839	39,030	-242,229	43,640
Bistro Extensions	202,449		202,449	
Less: Accumulated Depreciation	-197,892	4,557	-197,772	4,677
Furniture & Fittings	1,080,953		1,050,677	
Less: Accumulated Depreciation	-480,316	600,637	-496,239	554,438
Motel Furnishings	171,715		138,606	
Less: Accumulated Depreciation	-34,792	136,923	-923	137,683
Plant & Equipment	685,926		818,040	
Less: Accumulated Depreciation	-966,858	-280,932	-1,015,269	-197,229
Plant & Equipment - Kitchen	29,417		29,962	
Less: Accumulated Depreciation	-117,117	-87,701	-103,807	-73,845
Poker Machines	230,102		195,611	
Less: Accumulated Depreciation	-105,985	124,117	-62,927	132,684
Leasehold Improvements	2,726,893		2,685,755	
Less: Amortisation	-1,612,570	1,114,323	-1,564,137	1,121,619
Motor Vehicles at Cost	151,499		153,254	
Less: Accumulated Depreciation	-151,499	0	-153,254	0
Right of Use Assets	2,353,699		837,555	
Less: Accumulated Depreciation	-763,041	1,590,658	-768,403	69,152
Poker Machine Entitlements	72,896	72,896	72,896	72,896
		3,753,733		2,316,670
<b>Total Assets</b>		<u>5,094,308</u>		<u>3,499,344</u>
<b>Current Liabilities</b>				
Trade & Other Creditors & Accrued Charges	289,391		286,345	
Sub Club Loans	0		0	
Toro Finance	12,400		11,896	
Yamaha Finance	0		787	
Lease Liabilities	190,582		53,781	
Debenture	0		0	
Other Income in Advance	33,451		0	
Poker Machine Tax Rebate	4,295		2,863	
Subscriptions In Advance	58,923		57,372	
Provision for PM Jackpot	0		0	
Provision for Annual Leave	81,862		52,265	
Provision for Long Service Leave	47,134	718,038	43,979	509,289
<b>Non-Current Liabilities</b>				
Toro Finance	6,379		18,780	
Yamaha Finance	0		0	
Lease Liabilities	1,435,847		5,437	
Debenture	0		0	
		1,442,227		24,216
<b>Total Liabilities</b>		<u>2,160,264</u>		<u>533,505</u>
<b>Net Assets</b>		<u>2,934,044</u>		<u>2,965,839</u>
<b>Represented By</b>				
Accumulated Funds at start of year		2,940,452		2,892,427
Capital Asset Revaluation Reserve		0		0
Add Year to date Profit		(6,408)		73,412
		<u>2,934,044</u>		<u>2,965,839</u>

**CALLALA RSL COUNTRY CLUB LTD**  
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**Departmental Trading Statements For the Quarter**  
**January 2023 To March 2023**

Jan 22 - Mar 22   Apr 22 - Jun 22   Jul 22 - Sep 22   Oct 22 - Dec 22   Jan 23 - Mar 23

<b>BAR TRADING</b>					
<b>Sales</b>					
Spirits	55,109	52,965	59,811	59,299	47,441
Bulk Beer	170,845	158,599	155,668	194,690	190,463
Wine	30,104	29,008	27,719	34,535	33,050
Soft Drinks	18,041	13,513	14,753	19,289	21,303
Sundries	820	466	439	1,704	1,718
Bar Sales Points Income	1,342	1,956	1,382	1,332	971
	<b>276,263</b>	<b>256,506</b>	<b>259,773</b>	<b>310,849</b>	<b>294,947</b>
<b>Less: Cost of Goods Sold</b>					
Purchases	117,037	114,934	102,736	143,396	127,905
Freight	2,247	2,016	2,240	2,710	2,475
	<b>119,284</b>	<b>116,950</b>	<b>104,976</b>	<b>146,105</b>	<b>130,380</b>
<b>Gross Profit</b>	<b>156,979</b>	<b>139,556</b>	<b>154,797</b>	<b>164,743</b>	<b>164,566</b>
<b>Gross Profit Percentage</b>	<b>55.5%</b>	<b>52.6%</b>	<b>57.6%</b>	<b>51.2%</b>	<b>54.1%</b>
<b>Add: Other Income</b>					
Rebates	6,707	8,910	9,088	10,811	9,504
<b>Less: Expenditure</b>					
Repairs & Maintenance	407	(4,180)	427	-	403
Depreciation	1,456	1,473	1,488	1,027	622
Member Points/ Voucher Expense	-	-	0	-	(0)
Superannuation	8,142	10,173	10,972	10,079	8,525
Wages	81,419	101,734	92,830	95,991	81,191
	<b>91,425</b>	<b>109,201</b>	<b>105,717</b>	<b>107,097</b>	<b>90,741</b>
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	<b>72,262</b>	<b>39,266</b>	<b>58,168</b>	<b>68,457</b>	<b>83,330</b>
<b>Wages Percentage</b>	<b>29.5%</b>	<b>39.7%</b>	<b>35.7%</b>	<b>30.9%</b>	<b>27.5%</b>
<b>Net Profit Percentage</b>	<b>26.2%</b>	<b>15.3%</b>	<b>22.4%</b>	<b>22.0%</b>	<b>28.3%</b>



**CALLALA RSL COUNTRY CLUB LTD**  
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**Departmental Trading Statements For the Quarter**  
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Jan 22 - Mar 22   Apr 22 - Jun 22   Jul 22 - Sep 22   Oct 22 - Dec 22   Jan 23 - Mar 23

<b>BISTRO ACCOUNT</b>					
Sales	235,800	187,201	186,610	271,946	289,216
Bistro Sales Points Income	1,111	1,384	991	1,112	955
	236,911	188,585	187,601	273,058	290,171
Less					
Cost of Sales	92,787	94,541	91,923	131,771	140,344
Gross Profit	144,123	94,044	95,678	141,287	149,827
	61%	50%	51%	52%	52%
<b>Add: Other Income</b>					
Bistro Rent	-	-	-	-	-
	-	-	-	-	-
<b>Less: Expenditure</b>					
Repairs & Maintenance	2,013	3,503	940	587	4,531
Requisites	6,382	9,445	9,555	10,514	11,664
Electricity & Gas	4,481	7,354	6,548	5,594	7,660
Interest Lease Expense	216	184	152	117	84
Member Points/ Voucher Expense	-	-	0	-	(0)
Superannuation	10,261	7,929	8,330	10,929	11,752
Uniforms	-	-	-	-	-
Wages	102,607	79,292	79,338	104,089	111,928
Wastage	-	-	585	-	-
	125,961	107,708	105,447	131,830	147,621
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	18,162	(13,664)	(9,770)	9,457	2,206
<b>Wages Percentage</b>	43.3%	42.0%	42.3%	38.1%	38.6%
<b>Net Profit Percentage</b>	7.7%	-7.2%	-5.2%	3.5%	0.8%

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Jan 22 - Mar 22   Apr 22 - Jun 22   Jul 22 - Sep 22   Oct 22 - Dec 22   Jan 23 - Mar 23

	Jan 22 - Mar 22	Apr 22 - Jun 22	Jul 22 - Sep 22	Oct 22 - Dec 22	Jan 23 - Mar 23
<b>POKER MACHINE TRADING</b>					
Gross Clearances	994,079	1,118,577	1,237,772	1,234,510	1,078,903
Poker Machine Sales Points Income	4,853	8,593	6,621	5,313	3,562
Less: Payouts	(696,400)	(805,578)	(958,101)	(876,463)	(776,090)
	302,532	321,592	286,291	363,361	306,375
GST Rebate Received	4,295	2,863	4,295	4,295	4,295
	-	-	-	-	-
	306,827	324,456	290,586	367,656	310,670
<b>Less: Expenditure</b>					
Central Monitoring	5,127	4,804	5,081	5,015	5,015
Depreciation	8,736	10,337	10,881	10,878	10,962
Lease Amortisation	-	-	-	-	-
Licence Fees	13,695	4,565	-	-	-
Interest Lease Expense	-	-	-	-	-
Member Points/ Voucher Expense	-	-	(0)	-	0
Community Surcharge Donations	3,265	2,558	(1,279)	2,958	1,415
Repairs & Maintenance	5,433	5,433	5,492	5,492	6,887
Supplementary Tax	24,749	31,763	2,196	43,700	21,458
Superannuation	385	485	503	476	377
TGS payments	-	-	-	-	-
Wages	3,848	4,849	4,792	4,537	3,592
	65,237	64,794	27,665	73,055	49,706
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	241,590	259,662	262,922	294,600	260,964
<b>Net Profit Percentage</b>	78.7%	80.0%	90.5%	80.1%	84.0%

**CALLALA RSL COUNTRY CLUB LTD**  
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**Departmental Trading Statements For the Quarter**  
**January 2023 To March 2023**

Jan 22 - Mar 22   Apr 22 - Jun 22   Jul 22 - Sep 22   Oct 22 - Dec 22   Jan 23 - Mar 23

GOLF COURSE ACCOUNT	Jan 22 - Mar 22	Apr 22 - Jun 22	Jul 22 - Sep 22	Oct 22 - Dec 22	Jan 23 - Mar 23
<b>Income</b>					
Shop Sales	4,942	1,161	1,104	4,614	4,972
	4,942	1,161	1,104	4,614	4,972
<b>Less: Expenditure</b>					
Purchases	3,364	1,008	847	2,290	3,951
	3,364	1,008	847	2,290	3,951
<b>Gross Profit</b>	1,578	153	258	2,323	1,021
<b>Gross Profit Percentage</b>	32%	13%	23%	50%	21%
<b>Other Income</b>					
Advertising	1,741	-	-	-	1,999
Competition Fees	290	91	47	208	343
Donations	438	50	-	-	6,598
Fundraising	-	-	-	-	-
Green Fees	27,537	7,361	5,315	26,383	30,654
Memberships	9,777	13,410	8,345	8,808	7,541
Sponsorships	1,885	50	982	-	39
Sundry Income	446	-	-	193	182
Interest Income	-	-	-	-	-
Apprenticeship Rebates	-	3,015	6,000	-	15,543
Golf Cart Hire	16,082	3,677	2,009	15,514	18,832
	58,196	27,654	22,699	51,105	81,730
<b>Other Expenses</b>					
Affiliation Fees	2,719	2,315	2,226	2,560	2,354
Amortisation of Development Costs	4,318	4,684	4,733	4,493	4,527
Bank Charges	-	-	-	-	-
Depreciation	258	197	201	202	196
General Expenses	776	1,159	479	1,036	1,981
Golf Course Maintenance	33,007	31,334	22,227	41,378	32,417
Golf Cart Lease	-	-	-	-	2,382
Golf Cart Insurance	-	-	-	168	1,259
Interest Lease Expense	374	296	217	136	55
Link Fees	-	-	-	-	-
Postage, Printing & Stationery	554	390	345	731	370
Presentation & Catering	348	-	-	431	-
Sponsorships	1,581	-	-	-	1,229
Superannuation	3,223	3,874	4,725	4,093	4,511
Telephone	-	164	328	231	251
Uniforms & Clothing	-	-	-	-	462
Wages	32,227	38,737	45,001	38,984	42,963
Wastage	-	-	-	-	-
	79,384	83,149	80,482	94,443	94,956
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	(19,611)	(55,342)	(57,526)	(41,015)	(12,205)

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**Departmental Trading Statements For the Quarter**  
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Jan 22 - Mar 22    Apr 22 - Jun 22    Jul 22 - Sep 22    Oct 22 - Dec 22    Jan 23 - Mar 23

	Jan 22 - Mar 22	Apr 22 - Jun 22	Jul 22 - Sep 22	Oct 22 - Dec 22	Jan 23 - Mar 23
<b>KENO TRADING ACCOUNT</b>					
<b>Income</b>					
Commissions Received	18,902	16,203	13,192	15,180	13,284
Bonus Commission	-	-	-	5,715	-
	18,902	16,203	13,192	20,894	13,284
<b>Less Expenditure</b>					
Keno Stationery					
Repairs & Maintenance	625	1,446	730	856	1,355
Wages	150	150	150	150	150
Superannuation	15	15	16	16	16
	790	1,611	895	1,022	1,521
<b>Net Profit</b> Transferred to Profit & Loss Statement	18,112	14,592	12,296	19,873	11,763
<b>TAB TRADING ACCOUNT</b>					
<b>Income</b>					
Mug Punter	-	-	-	-	-
Tab Commissions	2,087	2,044	2,854	2,977	2,539
	2,087	2,044	2,854	2,977	2,539
<b>Less: Expenditure</b>					
TAB Expenses	35	25	-	-	-
Wages	150	150	150	150	150
Superannuation	15	15	16	16	16
	200	190	166	166	166
<b>Net Profit (Loss)</b> Transferred to Profit & Loss Statement	1,886	1,853	2,688	2,812	2,373

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Jan 22 - Mar 22   Apr 22 - Jun 22   Jul 22 - Sep 22   Oct 22 - Dec 22   Jan 23 - Mar 23

MOTEL TRADING ACCOUNT	Jan 22 - Mar 22	Apr 22 - Jun 22	Jul 22 - Sep 22	Oct 22 - Dec 22	Jan 23 - Mar 23
<b>Income</b>					
Accommodation Income			-	2,528	151,958
Food & Drink Income			-	-	36
	-	-	-	2,528	151,994
<b>Less: Expenditure</b>					
Advertising	-	1,120	3,515	14,028	3,616
Computer Expenses	-	-	-	1,377	3,389
Electricity & Gas	-	-	514	3,400	1,883
Minor Equipment	-	9,439	3,286	7,127	427
Insurance	-	1,502	-	2,973	2,230
Repairs & Maintenance	-	23	2,782	4,154	14,225
Depreciation	923	11,528	7,277	7,595	7,469
Postage, Printing and Stationery	43	-	384	769	130
Motel Booking Site Commission	-	-	-	-	20,323
Lease Amortisation Expense	-	495	10,875	32,018	31,678
Interest Lease Expense	-	109	2,412	6,739	6,529
Motel Wages	-	-	11,668	12,429	39,035
Motel Supplies	-	-	1,617	(1,705)	101
Telephone	-	-	-	142	254
Vouchers	-	-	-	36	48
Water Rates	-	-	-	616	2,489
Land Rates	-	-	-	-	-
	966	24,215	44,328	91,697	133,826
<b>Net Profit (Loss) Transferred to Profit &amp; Loss Statement</b>	(966)	(24,215)	(44,328)	(89,169)	18,168

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	Jan 22 - Mar 22	Apr 22 - Jun 22	Jul 22 - Sep 22	Oct 22 - Dec 22	Jan 23 - Mar 23
<b>Income</b>					
Profit (Loss) from Bar Trading	72,262	39,266	58,168	68,457	83,330
Profit (Loss) from Bistro Account	18,162	(13,664)	(9,770)	9,457	2,206
Profit (Loss) from Poker Machine Trading	241,590	259,662	262,922	294,600	260,964
Profit (Loss) from Golf Course Trading	(19,611)	(55,342)	(57,526)	(41,015)	(12,205)
Profit (Loss) from Keno Trading	18,112	14,592	12,296	19,873	11,763
Profit (Loss) from TAB Trading	1,886	1,853	2,688	2,812	2,373
Profit (Loss) from Motel Trading	(966)	(24,215)	(44,328)	(89,169)	18,168
Sundry Income	34,929	23,824	24,969	15,207	17,877
Sub Group Income	10,613	5,517	8,105	5,833	2,730
Profit (Loss) on sale of Non Current Assets	-	-	-	-	-
	376,977	251,493	257,525	286,055	387,207
<b>Less Expenditure</b>					
Accounting Services	7,200	7,200	7,920	9,420	9,270
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	2,906	1,966	14,926	2,663	4,410
Affiliation Fees	1,345	1,360	1,350	1,365	1,335
Amortisation	14,148	14,263	14,516	14,667	14,242
Bank Charges	3,965	3,837	5,079	4,982	5,681
Bad Debts Expense	-	-	-	-	-
Bowling Green Maintenance	19,159	19,159	19,159	19,159	19,159
Cleaning Materials & Laundry	20,509	18,962	18,962	23,568	24,429
Courtesy Bus Expenses	3,422	7,981	7,324	7,207	7,220
Depreciation	24,821	24,949	24,800	25,819	23,912
Directors Expenses	327	663	274	1,033	197
Donations	-	129	-	1,268	300
Entertainment & Promotion Expenses	23,741	27,587	23,640	21,090	24,082
Electricity & Gas	16,105	14,827	15,823	16,042	17,621
General Expenses	13,022	15,465	14,384	20,785	15,959
Honorarium Expense	-	-	-	-	-
Leasing Charges	920	920	1,224	920	920
Lease Amortisation	21,074	32,810	36,813	37,173	36,219
Lease Interest Expense	301	1,750	12,136	12,129	11,916
Long Service and Annual Leave Provision	7,651	3,886	1,747	(3,766)	4,233
Insurance	18,495	18,701	18,906	16,440	20,938
Interest Paid	1,759	1,740	1,724	1,511	266
Printing, Postage & Stationery	881	1,488	2,404	1,798	2,083
Rates & Taxes	679	687	716	724	709
Rent	-	-	-	-	-

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	Jan 22 - Mar 22	Apr 22 - Jun 22	Jul 22 - Sep 22	Oct 22 - Dec 22	Jan 23 - Mar 23
Repairs & Maintenance	4,980	5,292	5,955	8,106	6,313
Security	295	332	129	700	140
Superannuation	4,034	2,616	1,661	3,953	5,568
Telephone	2,542	(6,521)	1,063	1,852	1,468
Trade Waste	5,333	5,783	6,192	5,879	5,511
Transport & Travel	-	-	-	-	-
Under/ Over Banking	(1,014)	(653)	(470)	1,348	(109)
Wages - Other	43,931	35,371	46,567	41,389	45,629
Wages - Job Keeper	-	-	-	-	-
Workers Compensation	4,345	11,669	4,441	4,441	4,456
Water Rates	2,863	2,661	2,773	3,487	3,830
	269,738	276,879	312,138	307,152	317,905
<b>Net Profit</b>					
<b>Before Income Tax</b>	107,239	(25,386)	(54,613)	(21,097)	69,302

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<b>Sundry Income - (Note 1)</b>					
Members Subscriptions	3,377	4,407	3,883	3,882	4,251
Other Commissions	124	985	535	368	875
ATM Commissions	4,919	5,040	4,985	3,637	5,144
Auditorium Hire	1,545	873	1,409	977	282
Kids Activity Packs	-	-	-	-	-
Bowling Club Greens Contribution	-	-	-	-	-
Callala Club Shirts	-	-	-	-	-
Cash Flow Boost Income	-	-	-	-	-
Interest Income	113	120	851	911	1,157
Insurance Recoveries	27	-	118	-	-
Advertising Income	-	55	82	136	164
Donations	250	232	70	15	28
Entertainment	-	-	-	-	68
Sundry Income	93	1,021	341	5,280	408
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	24,480	-	-	-	5,500
Sub Group Income	-	-	-	-	-
Wages Subsidy - Job Keeper	-	-	-	-	-
Wages Subsidy - Other	-	-	-	-	-
Financial Support Grant	-	-	-	-	-
Flood Recovery Grant	-	11,093	12,695	-	-
TGS Capital Reimbursements	-	-	-	-	-
	34,929	23,824	24,969	15,207	17,877
<b>Courtesy Bus Expenses - (Note 2)</b>					
Wages	-	-	-	-	-
Other Expenses	3,422	7,981	7,324	7,207	7,220
	3,422	7,981	7,324	7,207	7,220



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Jan 22 - Mar 22   Apr 22 - Jun 22   Jul 22 - Sep 22   Oct 22 - Dec 22   Jan 23 - Mar 23

<b>Sub Group Income</b>					
<b>Income</b>					
Callala RSL Bowling Club Income	16,594	14,029	16,650	18,312	14,414
Mens Golf Income	2,724	1,655	1,616	2,825	4,365
Womens Golf Income	-	-	-	-	-
Vets Golf Income	2,990	998	1,116	2,360	3,208
Fishing Club Income	1,328	1,110	1,710	2,300	1,528
	<b>23,635</b>	<b>17,792</b>	<b>21,092</b>	<b>25,798</b>	<b>23,516</b>
<b>Less Expenditure</b>					
Callala RSL Bowling Club Expenses	7,512	9,569	10,740	14,521	12,685
Mens Golf Expenses	1,678	763	615	1,305	3,181
Womens Golf Expenses	104	-	-	50	247
Vets Golf Expenses	2,331	942	500	1,275	2,569
Fishing Club Expenses	1,397	1,001	1,132	2,813	2,104
	<b>13,022</b>	<b>12,275</b>	<b>12,987</b>	<b>19,964</b>	<b>20,786</b>
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	<b>10,613</b>	<b>5,517</b>	<b>8,105</b>	<b>5,833</b>	<b>2,730</b>
<b>Entertainment &amp; Promotion Expenses (Note 3)</b>					
Net Special Events	500	8	0	-1776	0
Entertainment	9215	10887	10701	11980	10681
Raffle	(3,505)	(3,319)	(7,893)	(7,767)	(8,694)
Bingo	1,724	1,094	1,051	616	259
Kids Club	0	0	0	0	0
Major Draw	1,125	1,125	1,125	1,018	3,525
Members Birthday	903	1,664	1,950	1,868	1,920
National Poker League	4,431	5,761	5,887	5,431	5,376
Promotions	-	-	-	-	-
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	9,348	10,367	10,819	9,719	11,015
	<b>23,741</b>	<b>27,587</b>	<b>23,640</b>	<b>21,090</b>	<b>24,082</b>

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<b>General Expenses - (Note 4)</b>					
AGM Election Expenses	-	-	-	-	-
Computer Expenses	445	686	794	2,488	1,365
Consultancy	-	-	180	-	-
Filing Fees	-	-	-	-	-
Fines	-	-	-	-	-
Flowers	-	-	-	-	-
Hire of Plant & Equipment	830	830	830	830	830
Hygiene	2,392	1,123	3,075	1,229	1,918
Legal Fees	-	-	183	229	-
Licence Fees	1,883	944	866	1,656	1,346
Lucky Badge	1,182	7,182	2,409	5,864	2,636
Safety	2,649	1,570	2,575	3,934	3,163
Staff Meals & Drinks	-	-	-	-	200
Staff Training & Welfare	1,412	(318)	92	2,498	1,782
Subscriptions	2,223	2,229	2,731	1,663	2,394
Sundry Expenses	6	1,219	650	395	325
	<b>13,022</b>	<b>15,465</b>	<b>14,384</b>	<b>20,785</b>	<b>15,959</b>

**Callala RSL Country Club Ltd**  
**Summary of Trading Results for the - QUARTER ENDING MARCH 2023**

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	83,330	72,262	11,068	209,955	127,049	82,906
Bistro Net Profit	2,206	18,162	(15,956)	1,893	(51,533)	53,426
Poker Machines Net Profit	260,964	241,590	19,374	818,486	598,885	219,601
Golf Course Net Profit	(12,205)	(19,611)	7,406	(110,746)	(28,100)	(82,646)
Keno Net Profit	11,763	18,112	(6,349)	43,933	42,986	947
TAB Net Profit	2,373	1,886	487	7,873	2,258	5,614
Motel Net Profit	18,168	(966)	19,134	(115,329)	(966)	(114,363)
Other Net Income	20,607	44,576	(23,969)	74,722	157,397	(82,675)
<b>Total Net Income</b>	<b>387,207</b>	<b>376,977</b>	<b>11,196</b>	<b>930,787</b>	<b>848,942</b>	<b>82,810</b>
<u>Less General Expenses</u>						
Courtesy Bus Expenses	7,220	3,422	3,799	21,751	13,019	8,732
Depreciation	49,933	49,418	515	154,412	150,948	3,464
Entertainment & Promotion Expenses	24,082	23,741	341	68,811	56,873	11,938
Interest	266	1,759	(1,494)	3,501	5,233	(1,732)
Other Wages & Super	55,653	46,951	8,703	145,536	134,730	10,806
Other Expenses	180,750	144,448	36,302	543,184	414,728	128,457
	<b>317,905</b>	<b>269,738</b>	<b>48,167</b>	<b>937,195</b>	<b>775,530</b>	<b>161,665</b>
<b>Net Profit/(Loss)</b>	<b>69,302</b>	<b>107,239</b>	<b>(37,936)</b>	<b>(6,408)</b>	<b>73,412</b>	<b>(79,820)</b>
Add Back:						
Depreciation	49,933	49,418	515	154,412	150,948	3,464
Interest	266	1,759	(1,494)	3,501	5,233	(1,732)
<b>Net Profit before Depreciation and Interest (EBITDA)</b>	<b>119,501</b>	<b>158,416</b>	<b>(38,915)</b>	<b>151,504</b>	<b>229,592</b>	<b>(78,088)</b>
Less:						
Loan Repayments	73,723	58,288	15,435	188,189	155,266	32,924
Capital Expenditure	64,450	251,956	(187,506)	140,861	329,019	(188,158)
Profit on Sale of Poker Machines	-	-	-	-	-	-
<b>Net Cash Surplus / (Deficiency)</b>	<b>(18,672)</b>	<b>(151,828)</b>	<b>133,156</b>	<b>(177,546)</b>	<b>(254,693)</b>	<b>77,147</b>

**Callala RSL Country Club Ltd**  
**Cashflow Budget Comparison for the - QUARTER ENDING MARCH 2023**

**CAPITAL EXPENDITURE**

Details

	Quarter	YTD
Electronic Entry Cards for Motel Rooms	18,614	
Robustel 4G Router w/antenna & PS	850	
Field Scout DR350 Moisture Meter + 3 Rods and Temperature Sensor	2,900	
Rainbird Sim Card 4GB	816	
Spreader - 2000 Powder Coated	1,350	
6504 Falcon Full Circle - SS including nozzles	720	
Door seal replacements - Kitchen	462	
Supply & Fit flare nut, filter drier and contactor to fridge	613	
New Fan Motor to fridge	305	
Supply & Install indoor fan motor to suit FDYQN160LAV1	930	
Replace controllers in bar fridges	531	
Supply & Install exit lights	870	
Door seal replacements	412	
Blower BR 800	1,086	
Poker Machine conversions	7,000	
New pokie machine XGTA04077 OG Loot Spooky Moon	21,990	
Supply and Install 1800mm high Colorbond fence with double gates	5,000	
	<u>64,450</u>	<u>140,862</u>

**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	270,013	203,582	66,431
Course	126,949	91,316	35,632
Poker Machines	12,920	9,810	3,110
Bistro	295,355	275,484	19,872
Bus	-	-	-
Motel	63,132	-	63,132
Other Wages	133,584	126,287	7,297
Jobkeeper Wages	-	-	-
Superannuation	86,552	68,028	18,525
Workers Compensation Insurance	13,339	13,545	(206)
<b>Total</b>	<b><u>1,001,844</u></b>	<b><u>788,051</u></b>	<b><u>213,793</u></b>

Note: wages and associated costs for year-to-date are up on last year by: \$213,793 27.1%

**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	29%	865,569	623,163	242,406	39%
Bistro	25%	747,772	499,319	248,452	50%
Course	6%	166,223	176,614	(10,391)	-6%
Poker Machines	32%	968,912	735,230	233,682	32%
Keno	2%	47,371	44,780	2,591	6%
TAB	0%	8,370	2,789	5,581	200%
Motel	5%	154,522	-	154,522	#DIV/0!
Other Income	2%	58,053	139,063	(81,009)	-58%
<b>Total</b>		<b><u>3,016,792</u></b>	<b><u>2,220,958</u></b>	<b><u>795,834</u></b>	

Note: total gross revenue for the year is up on last year by : 35.83%

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: **\$151,504** 5% \$229,592 10% Last year

**Callala RSL Country Club Ltd**  
**BALANCE SHEET SUMMARY**  
**AS AT 31 MARCH 2023**

**BANK ACCOUNT BALANCES**

	This quarter	Last quarter	Variance
- Commonwealth Account	4,488	8,784	(4,296)
- CBA Savings Account	-	-	-
- Bendigo Accounts	120,201	114,225	5,976
- Bendigo Savings Account	603,303	402,167	201,136
- Other bank accounts (including sub groups)	-	-	-
- Term Deposits	263,250	263,250	(0)
- Cash on hand	120,200	120,200	-
	<u>1,111,441</u>	<u>908,626</u>	<u>202,815</u>

**Stock on Hand**

- Stock on Hand	<u>133,511</u>	<u>132,051</u>	<u>1,460</u>
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**LOAN ACCOUNT BALANCES**

- Toro Finance	18,780	21,800	(3,020)
- Yamaha Finance	-	-	-
- Debentures	-	-	-
- Lease Liabilities	1,608,299	1,659,462	(51,163)
	<u>1,627,079</u>	<u>1,681,262</u>	<u>(54,183)</u>

**CREDITORS & ACCRUED EXPENSES**

	<u>289,391</u>	<u>197,217</u>	<u>92,174</u>
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**PROVISION FOR EMPLOYEE ENTITLEMENTS**

- Annual Leave	81,862	71,903	9,959
- Long Service Leave	47,134	42,900	4,234
	<u>128,995</u>	<u>114,803</u>	<u>14,192</u>