

# CALLALA RSL COUNTRY CLUB LIMITED



## Quarterly Board Report For The Period Ended 31st March 2024



**Callala RSL Country Club Ltd**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**January 2024 To March 2024**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>BAR TRADING</b>			
				<b>Sales</b>			
59,801		48,412		166,697		170,236	
229,816		190,463		621,335		540,821	
41,056		33,050		107,251		95,304	
23,846		21,303		61,477		55,346	
981		1,718		5,497		3,861	
1,490		971		3,073		3,685	
<u>356,989</u>		<u>295,918</u>		<u>965,330</u>		<u>869,254</u>	
				<b>Less: Cost of Goods Sold</b>			
165,528		127,905		420,546		374,037	
2,360		2,475		7,530		7,425	
<u>167,888</u>		<u>130,380</u>		<u>428,076</u>		<u>381,461</u>	
<u>189,102</u>	<b>55.9%</b>	<u>165,537</u>	<b>59.2%</b>	<u>537,254</u>	<b>58.8%</b>	<u>487,792</u>	<b>59.5%</b>
				<b>Gross Profit</b>			
				<b>Gross Profit Percentage</b>			
				<b>Add: Other Income</b>			
10,633		9,504		30,116		29,403	
				<b>Less: Expenditure</b>			
277		403		756		829	
629		622		1,899		3,137	
1,490		971		3,073		3,685	
11,796		8,525		29,842		29,576	
107,238	29.2%	81,191	26.6%	274,692	27.6%	270,013	30.0%
<u>121,430</u>		<u>91,712</u>		<u>310,263</u>		<u>307,240</u>	
<u>78,305</u>	<b>21.3%</b>	<u>83,330</u>	<b>27.3%</b>	<u>257,106</u>	<b>25.8%</b>	<u>209,955</u>	<b>23.4%</b>
				<b>Net Profit Transferred to Profit &amp; Loss Statement</b>			

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**January 2024 To March 2024**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>BISTRO ACCOUNT</b>							
327,701		290,171		827,346		750,829	
1,373		955		2,695		3,058	
<u>329,074</u>		<u>291,126</u>		<u>830,041</u>		<u>753,887</u>	
144,501		140,344		398,924		364,038	
184,573	56%	150,782	52%	431,118	52%	389,849	52%
-		-		-		-	
-		-		-		-	
2,792		4,531		7,729		6,058	
5,416		11,664		25,189		31,733	
6,450		7,660		22,662		19,802	
-		84		20		353	
1,373		955		2,695		3,058	
15,314		11,752		39,206		31,012	
-		-		-		-	
139,110	42.27%	111,928	38.45%	360,680	43.45%	295,355	39.18%
-		-		433		585	
<u>170,455</u>		<u>148,576</u>		<u>458,614</u>		<u>387,956</u>	
14,118	4.29%	2,206	0.76%	(27,496)	-3.31%	1,893	0.25%

**Callala RSL Country Club Ltd**  
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**January 2024 To March 2024**

		<b>POKER MACHINE TRADING</b>			
1,144,160	1,082,465	Gross Clearances	3,623,762	3,566,681	
4,795	3,562	Poker Machine Sales Points Income	11,329	15,496	
(905,576)	(776,090)	Less: Payouts	(2,700,750)	(2,610,654)	
243,379	309,937		934,340	971,523	
4,295	4,295	GST Rebate Received	12,885	12,885	
-	-	Lease Relief Income (TGS)	-	-	
247,674	314,232		947,225	984,408	
		<b>Less: Expenditure</b>			
5,382	5,015	Central Monitoring	16,023	15,112	
15,363	10,962	Depreciation	46,420	32,721	
-	-	Lease Amortisation	-	-	
-	-	Licence Fees	-	-	
-	-	Interest Lease Expense	-	-	
4,795	3,562	Member Points/ Voucher Expense	11,328	15,496	
(2,191)	1,415	Community Surcharge Donations	6,649	3,094	
5,633	6,887	Repairs & Maintenance	16,972	17,870	
5,224	21,458	Supplementary Tax	75,905	67,353	
512	377	Superannuation	1,305	1,357	
-	-	TGS payments	-	-	
4,652	3,592	Wages	12,015	12,920	
39,369	53,268		186,617	165,922	
208,305	260,964	<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	760,609	818,486	
18.21%	24.11%		20.99%	22.95%	

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**January 2024 To March 2024**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>GOLF COURSE ACCOUNT</b>							
<b>Sales</b>							
6,939		4,972		16,087		10,689	
6,939		4,972		16,087		10,689	
<b>Less: Cost of Goods Sold</b>							
3,860		3,951		9,283		7,087	
3,860		3,951		9,283		7,087	
3,079	<b>44.4%</b>	1,021	<b>20.5%</b>	6,804	<b>42.3%</b>	3,602	<b>33.7%</b>
<b>Gross Profit</b>							
<b>Gross Profit Percentage</b>							
<b>Income</b>							
-		1,999		-		1,999	
753		343		2,249		598	
150		6,598		300		6,598	
-		-		259		-	
50,777		30,654		116,097		62,352	
9,344		7,541		32,500		24,694	
-		39		1,955		1,021	
-		182		2,242		375	
-		-		-		-	
2,442		15,543		2,442		21,542	
30,973		18,832		67,109		36,355	
94,439		81,730		225,153		155,533	

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294	-	<b>Less: Expenditure</b>	1,714	-
2,694	2,354	Advertising	7,148	7,139
4,578	4,527	Affiliation Fees	13,831	13,753
-	-	Amortisation of Development Costs	-	-
150	196	Bank Charges	553	599
1,112	1,981	Depreciation	5,294	3,496
61,750	32,417	General Expenses	124,563	96,022
-	2,382	Golf Course Maintenance	1,191	2,382
992	1,259	Golf Cart Lease	1,751	1,427
-	55	Golf Cart Insurance	-	408
-	-	Interest Lease Expense	-	-
1,435	370	Link Fees	2,847	1,446
-	-	Postage, Printing & Stationery	223	431
-	1,229	Presentation & Catering	-	1,229
4,717	4,511	Sponsorships	13,911	13,330
28	251	Superannuation	83	810
-	462	Telephone	-	462
42,885	42,963	Uniforms & Clothing	128,285	126,949
-	-	Wages	-	-
120,637	94,956	Wastage	301,394	269,882
(23,119)	(12,205)	<b>Net Profit</b> Transferred to Profit & Loss Statement	(69,437)	(110,746)

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**January 2024 To March 2024**

Current Period		Last Year		Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>KENO TRADING ACCOUNT</b>			
				<b>Income</b>			
11,695		13,284		38,757		41,656	
-		-		5,611		5,715	
<u>11,695</u>		<u>13,284</u>		<u>44,368</u>		<u>47,371</u>	
				<b>Less Expenditure</b>			
730		1,355		2,418		2,941	
150		150		450		450	
16		16		47		47	
<u>895</u>		<u>1,521</u>		<u>2,915</u>		<u>3,438</u>	
<u>10,800</u>		<u>11,763</u>		<u>41,453</u>		<u>43,933</u>	
				<b>TAB TRADING ACCOUNT</b>			
				<b>Income</b>			
-		-		-		-	
3,916		2,539		12,427		8,370	
<u>3,916</u>		<u>2,539</u>		<u>12,427</u>		<u>8,370</u>	
				<b>Less: Expenditure</b>			
-		-		-		-	
150		150		450		450	
16		16		47		47	
<u>166</u>		<u>166</u>		<u>497</u>		<u>497</u>	
<u>3,750</u>		<u>2,373</u>		<u>11,929</u>		<u>7,873</u>	

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**January 2024 To March 2024**

Current Period		Last Year		Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>MOTEL TRADING ACCOUNT</b>							
<b>Income</b>							
173,673		151,958		333,927		154,486	
9		36		9		36	
400		-		1,019		-	
<u>174,082</u>		<u>151,994</u>		<u>334,955</u>		<u>154,522</u>	
<b>Less Expenditure</b>							
943		3,616		6,871		21,159	
1,738		3,389		4,103		4,766	
1,469		1,883		6,254		5,797	
187		427		253		10,840	
2,752		2,230		7,993		5,203	
21,114		14,825		54,058		21,760	
9,227		7,469		27,880		22,341	
61		130		142		1,282	
18,219		20,323		30,747		20,323	
26,922		31,678		90,384		74,571	
-		6,529		1,621		15,680	
35,816	21%	39,035		102,142	30%	63,132	
1,393		101		6,857		13	
-		-		165		-	
277		254		807		396	
76		48		91		84	
893		2,489		3,084		3,105	
730		-		2,192		-	
371		-		371		-	
3,940		-		11,078		-	
89		-		89		-	
<u>116,677</u>		<u>134,426</u>		<u>357,184</u>		<u>270,451</u>	
<u>57,405</u>		<u>17,568</u>		<u>(22,229)</u>		<u>(115,929)</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	%
78,305		83,330		<b>Income</b>			
14,118		2,206		Profit (Loss) from Bar Trading	257,106	209,955	
208,305		260,964		Profit (Loss) from Bistro Account	(27,496)	1,893	
(23,119)		(12,205)		Profit (Loss) from Poker Machine Trading	760,609	818,486	
10,800		11,763		Profit (Loss) from Golf Course Trading	(69,437)	(110,746)	
3,750		2,373		Profit (Loss) from Keno Trading	41,453	43,933	
57,405		17,568		Profit (Loss) from TAB Trading	11,929	7,873	
39,316		17,877		Profit (Loss) from Motel Trading	(22,229)	(115,929)	
11,146		2,730		Sundry Income	81,051	58,053	
-		-		Sub Group Income	21,589	16,669	
400,025		386,607		Profit (Loss) on sale of Non Current Assets	-	-	
					1,054,575	930,187	
				<b>Less Expenditure</b>			
9,816		9,270		Accounting Services	30,824	26,610	
-		-		Auditors Remuneration	-	-	
4,623		4,292		Advertising & Sponsorships	11,444	21,881	
1,455		1,335		Affiliation Fees	4,380	4,049	
15,973		14,241		Amortisation	47,280	43,424	
13,455		5,682		Bank Charges	32,095	15,743	
-		-		Bad Debts Expense	-	-	
19,159		19,159		Bowling Green Maintenance	57,477	57,477	
24,700		24,429		Cleaning Materials & Laundry	74,643	66,958	
25,713		7,220		Courtesy Bus Expenses	70,991	21,751	
36,472		23,912		Depreciation	106,206	74,531	
1,138		197		Directors Expenses	2,858	1,504	
-		300		Donations	555	1,568	
20,984		24,082		Entertainment & Promotion Expenses	75,098	68,811	
18,703		17,621		Electricity & Gas	51,137	49,486	
31,258		16,077		General Expenses	76,912	51,246	
-		-		Honorarium Expense	-	-	
920		920		Leasing Charges	2,761	3,065	
17,224		36,219		Lease Amortisation	88,548	110,205	
(40,924)		11,916		Lease Interest expense	(20,491)	36,181	

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**January 2024 To March 2024**

1,280	4,233	Long Service Leave Provision	8,532	2,214
52,691	20,938	Insurance	153,843	56,285
6,427	266	Interest Paid	13,927	3,501
2,936	-	Payroll Tax	2,936	-
1,926	2,083	Printing, Postage & Stationery	7,326	6,285
949	709	Rates & Taxes	2,858	2,149
-	-	Rent	-	-
16,755	5,713	Repairs & Maintenance	42,538	19,774
335	140	Security	2,062	969
3,713	5,568	Superannuation	13,633	11,183
1,465	1,468	Telephone	4,408	4,383
6,234	5,511	Trade Waste	17,614	17,583
174	-	Transport & Travel	700	-
12,921	(109)	Under/ Over Banking	8,804	768
40,877	45,629	Wages - Other	121,711	133,584
-	-	Wages - Job Keeper	-	-
23,255	4,456	Workers Compensation	41,025	13,339
2,158	3,830	Water Rates	7,882	10,090
<u>374,764</u>	<u>317,305</u>		<u>1,162,517</u>	<u>936,595</u>
		<b>Net Profit</b>		
<u>25,261</u>	<u>69,302</u>	<b>Before Income Tax</b>	<u>(107,943)</u>	<u>(6,408)</u>

**Callala RSL Country Club Ltd**  
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**Departmental Trading Statements For the Quarter**  
**January 2024 To March 2024**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Sundry Income</b>			
3,684		4,251		14,696		12,016	
2,124		875		3,892		1,778	
5,290		5,144		16,468		13,767	
-		282		182		2,668	
-		-		-		-	
-		-		-		-	
-		-		23		-	
-		-		-		-	
2,969		1,157		8,746		2,919	
-		-		-		118	
55		164		109		382	
198		28		3,006		113	
-		68		-		68	
24,997		408		33,930		6,029	
-		-		-		-	
-		5,500		-		5,500	
-		-		-		-	
-		-		-		-	
-		-		-		-	
-		-		-		12,695	
-		-		-		-	
<u>39,316</u>		<u>17,877</u>		<u>81,051</u>		<u>58,053</u>	
				<b>Courtesy Bus Expenses</b>			
19,889		-		53,636		-	
5,824		7,220		17,355		21,751	
<u>25,713</u>		<u>7,220</u>		<u>70,991</u>		<u>21,751</u>	

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**January 2024 To March 2024**

Current Period		Last Year		Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>SUB GROUP INCOME</b>			
				<b>Income</b>			
19,711		14,414		57,250		49,376	
6,033		4,365		16,202		8,807	
-		-		455		-	
3,473		3,208		11,208		6,685	
1,330		1,528		4,840		5,538	
<u>30,547</u>		<u>23,516</u>		<u>89,954</u>		<u>70,405</u>	
				<b>Less Expenditure</b>			
11,920		12,685		41,056		37,946	
3,076		3,181		10,762		5,101	
200		247		1,086		297	
2,470		2,569		9,850		4,344	
1,735		2,104		5,612		6,049	
<u>19,401</u>		<u>20,786</u>		<u>68,366</u>		<u>53,737</u>	
<u>11,146</u>		<u>2,730</u>		<u>21,589</u>		<u>16,669</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>			
(945)		-		(2,527)		(1,776)	
12,553		10,681		39,294		33,362	
(7,944)		(8,694)		(24,234)		(24,353)	
352		259		(974)		1,926	
-		-		-		-	
1,125		3,525		6,002		5,668	
2,072		1,920		6,841		5,738	
-		5,376		9,724		16,693	
(66)		-		(79)		-	
-		-		-		-	
-		-		-		-	
13,837		11,015		41,052		31,554	
<u>20,984</u>		<u>24,082</u>		<u>75,098</u>		<u>68,811</u>	



**CALLALA RSL COUNTRY CLUB LTD**

A.B.N. 36 001 816 799

**BALANCE SHEET AS AT**

**March 2024**

	March 2024		March 2023	
<b>Current Assets</b>				
Cash on Hand	104,640		120,200	
Other Debtors	17,729		15,347	
Cash at Bank	581,872		991,241	
Prepayments	108,998		80,276	
Stock on Hand	123,939	937,178	133,511	1,340,575
<b>Non Current Assets</b>				
Golf Course Clearing & Construction	1,101,643		1,101,643	
Less: Amortisation	-922,463	179,179	-904,058	197,584
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	452,970		452,970	
Less: Amortisation	-304,770	148,200	-298,649	154,321
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-249,366	36,503	-246,839	39,030
Bistro Extensions	202,449		202,449	
Less: Accumulated Depreciation	-198,012	4,437	-197,892	4,557
Furniture & Fittings	1,306,025		1,080,953	
Less: Accumulated Depreciation	-483,416	822,609	-480,316	600,637
Motel Furnishings	187,460		171,715	
Less: Accumulated Depreciation	-71,263	116,197	-34,792	136,923
Plant & Equipment	651,056		685,926	
Less: Accumulated Depreciation	-1,037,351	-386,294	-966,858	-280,932
Plant & Equipment - Kitchen	12,381		29,417	
Less: Accumulated Depreciation	-112,682	-100,301	-117,117	-87,701
Poker Machines	257,102		230,102	
Less: Accumulated Depreciation	-167,678	89,424	-105,985	124,117
Leasehold Improvements	2,854,990		2,726,893	
Less: Amortisation	-1,660,627	1,194,363	-1,612,570	1,114,323
Motor Vehicles at Cost	183,300		151,499	
Less: Accumulated Depreciation	-116,781	66,519	-151,499	0
Right of Use Assets	1,500,417		2,353,699	
Less: Accumulated Depreciation	-321,003	1,179,414	-763,041	1,590,658
Poker Machine Entitlements	72,896	72,896	72,896	72,896
		3,510,466		3,753,733
<b>Total Assets</b>		<u>4,447,643</u>		<u>5,094,308</u>
<b>Current Liabilities</b>				
Trade & Other Creditors & Accrued Charges	283,772		289,391	
Sub Club Loans	0		0	
Toro Finance	6,379		12,400	
Yamaha Finance	0		0	
Lease Liabilities	202,885		190,582	
Debenture	0		0	
Other Income in Advance	10,703		33,451	
Poker Machine Tax Rebate	4,295		4,295	
Subscriptions In Advance	66,702		58,923	
Provision for PM Jackpot	0		0	
Provision for Annual Leave	87,717		81,862	
Provision for Long Service Leave	57,240	719,694	47,134	718,038
<b>Non-Current Liabilities</b>				
Toro Finance	0		6,379	
Yamaha Finance	0		0	
Lease Liabilities	1,000,844		1,435,847	
Debenture	0		0	
		1,000,844		1,442,227
<b>Total Liabilities</b>		<u>1,720,538</u>		<u>2,160,264</u>
<b>Net Assets</b>		<u>2,727,106</u>		<u>2,934,044</u>
<b>Represented By</b>				
Accumulated Funds at start of year		2,835,048		2,940,452
Capital Asset Revaluation Reserve		0		0
Add Year to date Profit		(107,943)		(6,408)
Historical Balancing Account		0		0
		<u>2,727,106</u>		<u>2,934,044</u>

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<b>BAR TRADING</b>					
<b>Sales</b>					
Spirits	48,412	46,730	45,074	61,823	59,801
Bulk Beer	190,463	163,910	172,394	219,125	229,816
Wine	33,050	29,076	31,087	35,108	41,056
Soft Drinks	21,303	15,631	17,215	20,416	23,846
Sundries	1,718	2,066	2,356	2,160	981
Bar Sales Points Income	971	1,524	888	695	1,490
	295,918	258,937	269,014	339,327	356,989
<b>Less: Cost of Goods Sold</b>					
Purchases	127,905	112,639	119,307	135,711	165,528
Freight	2,475	2,018	2,516	2,655	2,360
	130,380	114,657	121,823	138,365	167,888
<b>Gross Profit</b>	165,537	144,280	147,190	200,961	189,102
<b>Gross Profit Percentage</b>	54.2%	53.9%	53.0%	57.4%	51.4%
<b>Add: Other Income</b>					
Rebates	9,504	8,613	8,910	10,573	10,633
<b>Less: Expenditure</b>					
Repairs & Maintenance	403	(814)	385	94	277
Depreciation	622	628	635	635	629
Member Points/ Voucher Expense	971	1,524	888	695	1,490
Superannuation	8,525	7,113	7,848	10,198	11,796
Wages	81,191	67,747	74,741	92,713	107,238
	91,712	76,199	84,497	104,337	121,430
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	83,330	76,694	71,604	107,198	78,305
<b>Wages Percentage</b>	27.4%	26.2%	27.8%	27.3%	30.0%
<b>Net Profit Percentage</b>	28.2%	29.6%	26.6%	31.6%	21.9%



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<b>BISTRO ACCOUNT</b>					
Sales	290,171	235,741	234,944	264,701	327,701
Bistro Sales Points Income	955	1,396	778	544	1,373
	291,126	237,137	235,722	265,245	329,074
Less					
Cost of Sales	140,344	126,511	129,724	124,699	144,501
Gross Profit	150,782	110,626	105,999	140,545	184,573
	52%	47%	45%	53%	56%
<b>Add: Other Income</b>					
Bistro Rent	-	-	-	-	-
	-	-	-	-	-
<b>Less: Expenditure</b>					
Repairs & Maintenance	4,531	2,051	2,545	2,392	2,792
Requisites	11,664	9,357	11,343	8,431	5,416
Electricity & Gas	7,660	7,254	8,910	7,302	6,450
Interest Lease Expense	84	52	20	-	-
Member Points/ Voucher Expense	955	1,396	778	544	1,373
Superannuation	11,752	10,862	10,085	13,808	15,314
Uniforms	-	-	-	-	-
Wages	111,928	103,447	96,046	125,523	139,110
Wastage	-	-	-	433	-
	148,576	134,418	129,727	158,432	170,455
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	2,206	(23,792)	(23,729)	(17,886)	14,118
<b>Wages Percentage</b>	38.4%	43.6%	40.7%	47.3%	42.3%
<b>Net Profit Percentage</b>	0.8%	-10.0%	-10.1%	-6.7%	4.3%

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<b>POKER MACHINE TRADING</b>					
Gross Clearances	1,082,465	1,090,683	1,145,075	1,334,527	1,144,160
Poker Machine Sales Points Income	3,562	6,458	3,793	2,741	4,795
Less: Payouts	(776,090)	(832,674)	(817,561)	(977,614)	(905,576)
	309,937	264,467	331,307	359,654	243,379
GST Rebate Received	4,295	4,295	4,295	4,295	4,295
	-	-	-	-	-
	314,232	268,762	335,602	363,949	247,674
<b>Less: Expenditure</b>					
Central Monitoring	5,015	5,019	5,259	5,382	5,382
Depreciation	10,962	15,273	15,532	15,525	15,363
Lease Amortisation	-	-	-	-	-
Licence Fees	-	-	-	-	-
Interest Lease Expense	-	-	-	-	-
Member Points/ Voucher Expense	3,562	6,458	3,793	2,741	4,795
Community Surcharge Donations	1,415	971	6,060	2,780	(2,191)
Repairs & Maintenance	6,887	5,696	5,633	5,706	5,633
Supplementary Tax	21,458	14,716	28,530	42,151	5,224
Superannuation	377	301	346	448	512
TGS payments	-	-	-	-	-
Wages	3,592	2,865	3,294	4,068	4,652
	53,268	51,298	68,446	78,801	39,369
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	260,964	217,464	267,156	285,148	208,305
<b>Net Profit Percentage</b>	83.0%	80.9%	79.6%	78.3%	84.1%

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<b>GOLF COURSE ACCOUNT</b>					
<b>Income</b>					
Shop Sales	4,972	2,863	3,294	5,854	6,939
	4,972	2,863	3,294	5,854	6,939
<b>Less: Expenditure</b>					
Purchases	3,951	2,080	1,892	3,532	3,860
	3,951	2,080	1,892	3,532	3,860
<b>Gross Profit</b>	1,021	783	1,402	2,322	3,079
<b>Gross Profit Percentage</b>	21%	27%	43%	40%	44%
<b>Other Income</b>					
Advertising	1,999	-	-	-	-
Competition Fees	343	80	919	577	753
Donations	6,598	-	-	150	150
Fundraising	-	-	-	259	-
Green Fees	30,654	20,289	25,060	40,260	50,777
Memberships	7,541	9,599	10,739	12,416	9,344
Sponsorships	39	-	455	1,500	-
Sundry Income	182	-	187	2,055	-
Interest Income	-	-	-	-	-
Apprenticeship Rebates	15,543	1,960	-	-	2,442
Golf Cart Hire	18,832	12,527	14,977	21,159	30,973
	81,730	44,455	52,338	78,376	94,439
<b>Other Expenses</b>					
Advertising	-	690	200	1,220	294
Affiliation Fees	2,354	2,356	2,169	2,285	2,694
Amortisation of Development Costs	4,527	4,574	4,628	4,625	4,578
Bank Charges	-	-	-	-	-
Depreciation	196	199	201	202	150
General Expenses	1,981	1,868	1,853	2,329	1,112
Golf Course Maintenance	32,417	39,140	35,677	27,135	61,750
Golf Cart Lease	2,382	992	-	1,191	-
Golf Cart Insurance	1,259	1,273	1,287	(528)	992
Interest Lease Expense	55	-	-	-	-
Link Fees	-	-	-	-	-
Postage, Printing & Stationery	370	492	388	1,024	1,435
Presentation & Catering	-	-	14	209	-
Sponsorships	1,229	-	-	-	-
Superannuation	4,511	4,447	4,206	4,987	4,717
Telephone	251	54	28	28	28
Uniforms & Clothing	462	-	-	-	-
Wages	42,963	42,349	40,060	45,340	42,885
Wastage	-	-	-	-	-
	94,956	98,433	90,710	90,047	120,637
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	(12,205)	(53,194)	(36,970)	(9,348)	(23,119)

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	Jan 23 - Mar 23	Apr 23 - Jun 23	Jul 23 - Sep 23	Oct 23 - Dec 23	Jan 24 - Mar 24
<b>KENO TRADING ACCOUNT</b>					
<b>Income</b>					
Commissions Received	13,284	11,645	13,571	13,492	11,695
Bonus Commission	-	-	-	5,611	-
	13,284	11,645	13,571	19,103	11,695
<b>Less Expenditure</b>					
Keno Stationery					
Repairs & Maintenance	1,355	798	786	902	730
Wages	150	150	150	150	150
Superannuation	16	16	16	16	16
	1,521	964	952	1,068	895
<b>Net Profit</b> Transferred to Profit & Loss Statement	11,763	10,682	12,619	18,035	10,800
<b>TAB TRADING ACCOUNT</b>					
<b>Income</b>					
Mug Punter	-	-	-	-	-
Tab Commissions	2,539	2,975	4,793	3,717	3,916
	2,539	2,975	4,793	3,717	3,916
<b>Less: Expenditure</b>					
TAB Expenses	-	-	-	-	-
Wages	150	150	150	150	150
Superannuation	16	16	16	16	16
	166	166	166	166	166
<b>Net Profit (Loss)</b> Transferred to Profit & Loss Statement	2,373	2,809	4,628	3,551	3,750

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<b>MOTEL TRADING ACCOUNT</b>					
<b>Income</b>					
Accommodation Income	151,958	108,870	50,825	109,429	173,673
Food & Drink Income	36	3	-	-	9
Interest Income	-	624	214	405	400
	151,994	109,497	51,039	109,834	174,082
<b>Less: Expenditure</b>					
Advertising	3,616	2,244	2,297	3,631	943
Computer Expenses	3,389	616	1,032	1,333	1,738
Electricity & Gas	1,883	1,505	1,203	3,582	1,469
Minor Equipment	427	229	7	60	187
Insurance	2,230	2,853	2,459	2,782	2,752
Repairs & Maintenance	14,825	15,204	15,049	17,895	21,114
Depreciation	7,469	8,591	9,327	9,326	9,227
Postage, Printing and Stationery	130	74	81	-	61
Motel Booking Site Commission	20,323	5,672	3,725	8,804	18,219
Lease Amortisation Expense	31,678	32,116	32,477	31,731	26,922
Interest Lease Expense	6,529	6,280	4,751	6,410	(9,540)
Motel Wages	39,035	30,424	31,467	34,859	35,816
Motel Supplies	101	113	3,568	1,897	1,393
Staff Uniforms	-	-	-	165	-
Telephone	254	253	263	267	277
Vouchers	48	50	-	15	76
Water Rates	2,489	1,361	(319)	2,510	893
Land Rates	-	675	732	730	730
Land Tax	-	1,294	-	-	371
Superannuation	-	3,195	3,304	3,834	3,940
Wastage	-	-	-	-	89
	134,426	112,747	111,422	129,831	116,677
<b>Net Profit (Loss) Transferred to</b>					
Profit & Loss Statement	17,568	(3,250)	(60,383)	(19,997)	57,405

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<b>Income</b>					
Profit (Loss) from Bar Trading	83,330	76,694	71,604	107,198	78,305
Profit (Loss) from Bistro Account	2,206	(23,792)	(23,729)	(17,886)	14,118
Profit (Loss) from Poker Machine Trading	260,964	217,464	267,156	285,148	208,305
Profit (Loss) from Golf Course Trading	(12,205)	(53,194)	(36,970)	(9,348)	(23,119)
Profit (Loss) from Keno Trading	11,763	10,682	12,619	18,035	10,800
Profit (Loss) from TAB Trading	2,373	2,809	4,628	3,551	3,750
Profit (Loss) from Motel Trading	17,568	(3,250)	(60,383)	(19,997)	57,405
Sundry Income	17,877	24,001	19,131	22,605	39,316
Sub Group Income	2,730	1,247	9,221	1,222	11,146
Profit (Loss) on sale of Non Current Assets	-	-	-	-	-
	386,607	252,660	263,277	390,527	400,025
<b>Less Expenditure</b>					
Accounting Services	9,270	9,415	10,539	10,469	9,816
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	4,292	4,280	2,641	4,181	4,623
Affiliation Fees	1,335	1,350	1,455	1,471	1,455
Amortisation	14,241	15,312	15,569	15,738	15,973
Bank Charges	5,682	6,874	8,788	9,852	13,455
Bad Debts Expense	-	-	-	-	-
Bowling Green Maintenance	19,159	19,159	19,159	19,159	19,159
Cleaning Materials & Laundry	24,429	24,700	24,971	24,971	24,700
Courtesy Bus Expenses	7,220	14,456	25,388	19,890	25,713
Depreciation	23,912	29,158	33,276	36,458	36,472
Directors Expenses	197	189	1,638	83	1,138
Donations	300	323	190	365	-
Entertainment & Promotion Expenses	24,082	29,425	29,469	24,646	20,984
Electricity & Gas	17,621	15,620	15,603	16,831	18,703
General Expenses	16,077	11,734	18,282	27,372	31,258
Honorarium Expense	-	-	-	-	-
Leasing Charges	920	920	920	920	920
Lease Amortisation	36,219	36,646	37,039	33,539	17,224
Lease Interest Expense	11,916	11,697	10,334	10,099	(40,924)
Long Service and Annual Leave Provision	4,233	1,574	4,593	2,659	1,280
Insurance	20,938	28,730	50,239	50,913	52,691
Interest Paid	266	1,452	3,715	3,784	6,427
Payroll Tax	-	-	-	-	2,936
Printing, Postage & Stationery	2,083	1,405	1,079	4,320	1,926
Rates & Taxes	709	716	949	960	949
Rent	-	-	-	-	-

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Repairs & Maintenance	5,713	18,872	10,665	15,118	16,755
Security	140	161	596	1,130	335
Superannuation	5,568	2,636	6,176	3,744	3,713
Telephone	1,468	1,466	1,472	1,471	1,465
Trade Waste	5,511	5,357	5,639	5,740	6,234
Transport & Travel	-	-	253	273	174
Under/ Over Banking	(109)	924	(1,269)	(2,848)	12,921
Wages - Other	45,629	42,525	36,762	44,072	40,877
Wages - Job Keeper	-	-	-	-	-
Workers Compensation	4,456	12,643	13,215	4,555	23,255
Water Rates	3,830	1,939	2,208	3,516	2,158
	317,305	351,656	391,553	395,454	374,764
<b>Net Profit</b>					
<b>Before Income Tax</b>	69,302	(98,996)	(128,277)	(4,927)	25,261

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<b>Sundry Income - (Note 1)</b>					
Members Subscriptions	4,251	4,249	4,783	6,229	3,684
Other Commissions	875	1,172	870	898	2,124
ATM Commissions	5,144	5,153	5,241	5,936	5,290
Auditorium Hire	282	727	182	-	-
Kids Activity Packs	-	-	-	-	-
Bowling Club Greens Contribution	-	-	-	-	-
Callala Club Shirts	-	-	23	-	-
Cash Flow Boost Income	-	-	-	-	-
Interest Income	1,157	6,557	2,851	2,926	2,969
Insurance Recoveries	-	-	-	-	-
Advertising Income	164	55	-	55	55
Donations	28	1,416	1,399	1,409	198
Entertainment	68	-	-	-	-
Sundry Income	408	1,443	3,781	5,152	24,997
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	5,500	3,228	-	-	-
Sub Group Income	-	-	-	-	-
Wages Subsidy - Job Keeper	-	-	-	-	-
Wages Subsidy - Other	-	-	-	-	-
Financial Support Grant	-	-	-	-	-
Flood Recovery Grant	-	-	-	-	-
TGS Capital Reimbursments	-	-	-	-	-
	17,877	24,001	19,131	22,605	39,316
<b>Courtesy Bus Expenses - (Note 2)</b>					
Wages	-	10,453	19,936	13,811	19,889
Other Expenses	7,220	4,003	5,452	6,079	5,824
	7,220	14,456	25,388	19,890	25,713



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<b>Sub Group Income</b>					
<b>Income</b>					
Callala RSL Bowling Club Income	14,414	12,623	18,738	18,800	19,711
Mens Golf Income	4,365	2,217	5,549	4,620	6,033
Womens Golf Income	-	-	455	-	-
Vets Golf Income	3,208	3,843	4,475	3,260	3,473
Fishing Club Income	1,528	1,060	1,163	2,347	1,330
	<b>23,516</b>	<b>19,743</b>	<b>30,380</b>	<b>29,027</b>	<b>30,547</b>
<b>Less Expenditure</b>					
Callala RSL Bowling Club Expenses	12,685	12,861	13,320	15,815	11,920
Mens Golf Expenses	3,181	2,121	3,394	4,292	3,076
Womens Golf Expenses	247	-	447	439	200
Vets Golf Expenses	2,569	2,288	3,141	4,239	2,470
Fishing Club Expenses	2,104	1,226	856	3,021	1,735
	<b>20,786</b>	<b>18,496</b>	<b>21,159</b>	<b>27,806</b>	<b>19,401</b>
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	<b>2,730</b>	<b>1,247</b>	<b>9,221</b>	<b>1,222</b>	<b>11,146</b>
<b>Entertainment &amp; Promotion Expenses (Note 3)</b>					
Net Special Events	0	0	160	-1741	-945
Entertainment	10681	11429	14707	12033	12553
Raffle	(8,694)	(6,148)	(7,553)	(8,736)	(7,944)
Bingo	259	(673)	(752)	(574)	352
Kids Club	0	0	0	0	0
Major Draw	3,525	1,332	750	4,127	1,125
Members Birthday	1,920	1,890	2,538	2,230	2,072
National Poker League	5,376	6,788	6,012	3,712	-
Pool Competition	-	-	-	(13)	(66)
Promotions	-	-	-	-	-
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	11,015	14,807	13,607	13,607	13,837
	<b>24,082</b>	<b>29,425</b>	<b>29,469</b>	<b>24,646</b>	<b>20,984</b>

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<b>General Expenses - (Note 4)</b>					
AGM Election Expenses	-	-	-	-	-
Computer Expenses	1,483	1,347	495	403	372
Consultancy	-	-	-	3,480	-
Filing Fees	-	-	-	-	-
Fines	-	-	-	-	820
Flowers	-	-	227	-	-
Hire of Plant & Equipment	830	871	871	870	870
Hygiene	1,918	2,722	1,978	1,603	4,862
Legal Fees	-	-	-	-	-
Licence Fees	1,346	1,120	1,132	1,208	1,400
Lucky Badge	2,636	1,182	1,182	11,591	7,818
Safety	3,163	1,769	4,427	1,920	7,902
Staff Meals & Drinks	200	-	-	2,605	-
Staff Training & Welfare	1,782	-	3,131	1,364	4,101
Subscriptions	2,394	2,551	2,421	2,183	2,258
Sundry Expenses	325	171	2,419	145	855
	<b>16,077</b>	<b>11,734</b>	<b>18,282</b>	<b>27,372</b>	<b>31,258</b>

**Callala RSL Country Club Ltd**  
**Summary of Trading Results for the - QUARTER ENDING MARCH 2024**

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	78,305	83,330	(5,025)	257,106	209,955	47,151
Bistro Net Profit	14,118	2,206	11,912	(27,496)	1,893	(29,389)
Poker Machines Net Profit	208,305	260,964	(52,660)	760,609	818,486	(57,877)
Golf Course Net Profit	(23,119)	(12,205)	(10,914)	(69,437)	(110,746)	41,309
Keno Net Profit	10,800	11,763	(964)	41,453	43,933	(2,479)
TAB Net Profit	3,750	2,373	1,377	11,929	7,873	4,056
Motel Net Profit	57,405	17,568	39,837	(22,229)	(115,929)	93,700
Other Net Income	50,461	20,607	29,854	102,640	74,722	27,918
Total Net Income	400,025	386,607	13,418	1,054,575	930,187	124,388
<u>Less General Expenses</u>						
Courtesy Bus Expenses	25,713	7,220	18,493	70,991	21,751	49,240
Depreciation	68,587	49,933	18,654	202,358	154,412	47,946
Entertainment & Promotion Expenses	20,984	24,082	(3,098)	75,098	68,811	6,287
Interest	6,427	266	6,162	13,927	3,501	10,426
Other Wages & Super	67,845	51,088	16,757	144,848	145,536	(688)
Other Expenses	185,208	184,716	492	655,296	542,584	112,711
	374,764	317,305	57,459	1,162,517	936,595	225,922
<b>Net Profit/(Loss)</b>	<b>25,261</b>	<b>69,302</b>	<b>(44,041)</b>	<b>(107,943)</b>	<b>(6,408)</b>	<b>(101,534)</b>
Add Back:						
Depreciation	68,587	49,933	18,654	202,358	154,412	47,946
Interest	6,427	266	6,162	13,927	3,501	10,426
<b>Net Profit before Depreciation and Interest (EBITDA)</b>	<b>100,276</b>	<b>119,501</b>	<b>(19,225)</b>	<b>108,342</b>	<b>151,504</b>	<b>(43,162)</b>
Less:						
Loan Repayments	150,766	73,973	76,793	410,632	188,439	222,193
Capital Expenditure	26,843	64,450	(37,607)	232,364	140,861	91,503
Profit on Sale of Poker Machines	-	-	-	-	-	-
<b>Net Cash Surplus / (Deficiency)</b>	<b>(77,334)</b>	<b>(18,922)</b>	<b>(58,411)</b>	<b>(534,654)</b>	<b>(177,796)</b>	<b>(356,858)</b>

**Callala RSL Country Club Ltd**  
**Cashflow Budget Comparison for the - QUARTER ENDING MARCH 2024**

**CAPITAL EXPENDITURE**

Details

	Quarter	YTD
Construction of Wall for Pool Room	1,711	
Painting new Pokies Room	500	
Progress Payment 2 for partitions in Poker Machine Room	8,625	
Engineering Design and Documentation for Sign Footing	1,875	
Blaupunkt 43" Full HD LED Android TV	317	
Card Printer	3,621	
Bar Glass Washer	1,727	
Industrial Fans, Power Points etc	1,478	
Replacement parts for Dishwasher	1,183	
Stainless Steel Bench for Kitchen	407	
Replace Condensor Fans in Kitchen Freezer	779	
Bistro Oven	1,273	
Install Light Fittings around Club	2,773	
Stop Children Warning Sign	575	
	26,843	232,364

**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	274,692	270,013	4,679
Course	128,285	126,949	1,336
Poker Machines	12,015	12,920	(905)
Bistro	360,680	295,355	65,324
Bus	53,636	-	53,636
Motel	102,142	63,132	39,011
Other Wages	121,711	133,584	(11,873)
Jobkeeper Wages	-	-	-
Superannuation	97,993	86,552	11,440
Workers Compensation Insurance	41,025	13,339	27,686
<b>Total</b>	<b><u>1,192,178</u></b>	<b><u>1,001,844</u></b>	<b><u>190,334</u></b>

Note: wages and associated costs for year-to-date are up on last year by: \$190,334 19.0%

**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	28%	965,330	869,254	96,076	11%
Bistro	24%	827,346	750,829	76,517	10%
Course	7%	241,240	155,533	85,707	55%
Poker Machines	27%	947,225	984,408	(37,183)	-4%
Keno	1%	44,368	47,371	(3,002)	-6%
TAB	0%	12,427	8,370	4,056	48%
Motel	10%	334,955	154,522	180,433	117%
Other Income	2%	81,051	58,053	22,998	40%
<b>Total</b>		<b><u>3,453,943</u></b>	<b><u>3,028,341</u></b>	<b><u>425,602</u></b>	

Note: total gross revenue for the year is up on last year by : 14.05%

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: **\$108,342** 3% \$151,504 5% Last year

**Callala RSL Country Club Ltd**  
**BALANCE SHEET SUMMARY**  
**AS AT 31 MARCH 2024**

**BANK ACCOUNT BALANCES**

	This quarter	Last quarter	Variance
- Commonwealth Account	6,249	8,549	(2,300)
- CBA Savings Account	-	-	-
- Bendigo Accounts	108,535	140,577	(32,042)
- Bendigo Savings Account	202,407	101,804	100,603
- Other bank accounts (including sub groups)	-	-	-
- Term Deposits	264,680	264,680	(0)
- Cash on hand	104,640	126,000	(21,360)
	<u>686,512</u>	<u>641,610</u>	<u>44,902</u>

**Stock on Hand**

- Stock on Hand	123,939	127,988	(4,049)
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**LOAN ACCOUNT BALANCES**

- Toro Finance	6,379	9,528	(3,149)
- Yamaha Finance	-	-	-
- Debentures	-	-	-
- Lease Liabilities	1,188,043	1,465,740	(277,697)
	<u>1,194,422</u>	<u>1,475,268</u>	<u>(280,846)</u>

**CREDITORS & ACCRUED EXPENSES**

	283,772	291,700	(7,928)
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**PROVISION FOR EMPLOYEE ENTITLEMENTS**

- Annual Leave	87,717	85,578	2,139
- Long Service Leave	57,240	55,960	1,280
	<u>144,957</u>	<u>141,538</u>	<u>3,419</u>