

# CALLALA RSL COUNTRY CLUB LIMITED



## Quarterly Board Report For The Period Ended 30th September 2024



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

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>BAR TRADING</b>			
				<b>Sales</b>			
43,428		45,962		43,428		45,962	
161,160		172,394		161,160		172,394	
32,714		31,087		32,714		31,087	
13,882		17,215		13,882		17,215	
972		2,356		972		2,356	
<u>252,156</u>		<u>269,014</u>		<u>252,156</u>		<u>269,014</u>	
				<b>Less: Cost of Goods Sold</b>			
115,540		119,307		115,540		119,307	
2,546		2,516		2,546		2,516	
<u>118,086</u>		<u>121,823</u>		<u>118,086</u>		<u>121,823</u>	
<u>134,070</u>	<b>56.5%</b>	<u>147,190</u>	<b>58.0%</b>	<u>134,070</u>	<b>56.5%</b>	<u>147,190</u>	<b>58.0%</b>
				<b>Gross Profit</b>			
				<b>Gross Profit Percentage</b>			
				<b>Add: Other Income</b>			
8,494		8,910		8,494		8,910	
				<b>Less: Expenditure</b>			
106		385		106		385	
635		635		635		635	
1,185		888		1,185		888	
10,693		7,848		10,693		7,848	
84,089	32.3%	71,456	25.7%	84,089	32.3%	71,456	25.7%
<u>96,708</u>		<u>81,212</u>		<u>96,708</u>		<u>81,212</u>	
<u>45,856</u>	<b>17.6%</b>	<u>74,889</u>	<b>26.9%</b>	<u>45,856</u>	<b>17.6%</b>	<u>74,889</u>	<b>26.9%</b>
				<b>Net Profit Transferred to Profit &amp; Loss Statement</b>			

**Callala RSL Country Club Ltd**  
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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>BISTRO ACCOUNT</b>							
210,853		235,722		210,853		235,722	
<u>210,853</u>		<u>235,722</u>		<u>210,853</u>		<u>235,722</u>	
<b>Less</b>							
91,601		129,724		91,601		129,724	
119,252	57%	105,999	45%	119,252	57%	105,999	45%
<b>Add: Other Income</b>							
-		-		-		-	
-		-		-		-	
<b>Less: Expenditure</b>							
962		2,545		962		2,545	
5,025		11,343		5,025		11,343	
7,466		8,910		7,466		8,910	
-		20		-		20	
991		778		991		778	
16,365		10,085		16,365		10,085	
-		-		-		-	
124,758	59.17%	96,046	40.75%	124,758	59.17%	96,046	40.75%
-		-		-		-	
<u>155,568</u>		<u>129,727</u>		<u>155,568</u>		<u>129,727</u>	
(36,315)	-17.22%	(23,729)	-10.07%	(36,315)	-17.22%	(23,729)	-10.07%

**Callala RSL Country Club Ltd**  
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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

		<b>POKER MACHINE TRADING</b>			
1,283,691	1,148,868	Gross Clearances	1,283,691	1,148,868	
(937,506)	(817,561)	Less: Payouts	(937,506)	(817,561)	
346,185	331,307		346,185	331,307	
4,295	4,295	GST Rebate Received	4,295	4,295	
-	-	Lease Relief Income (TGS)	-	-	
350,480	335,602		350,480	335,602	
		<b>Less: Expenditure</b>			
5,675	5,259	Central Monitoring	5,675	5,259	
16,920	15,532	Depreciation	16,920	15,532	
-	-	Lease Amortisation	-	-	
-	-	Licence Fees	-	-	
-	-	Interest Lease Expense	-	-	
6,033	3,793	Member Points/ Voucher Expense	6,033	3,793	
3,982	6,060	Community Surcharge Donations	3,982	6,060	
6,069	5,633	Repairs & Maintenance	6,069	5,633	
37,007	28,530	Supplementary Tax	37,007	28,530	
452	346	Superannuation	452	346	
-	-	TGS payments	-	-	
3,933	3,294	Wages	3,933	3,294	
80,071	68,446		80,071	68,446	
270,409	267,156	<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	270,409	267,156	23.25%
21.06%	23.25%		21.06%	23.25%	

**Callala RSL Country Club Ltd**  
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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
<b>GOLF COURSE ACCOUNT</b>							
<b>Sales</b>							
1,711		3,294		1,711		3,294	
1,711		3,294		1,711		3,294	
<b>Less: Cost of Goods Sold</b>							
1,507		1,892		1,507		1,892	
1,507		1,892		1,507		1,892	
204	11.9%	1,402	42.6%	204	11.9%	1,402	42.6%
<b>Gross Profit</b>							
<b>Gross Profit Percentage</b>							
<b>Income</b>							
-		-		-		-	
237		919		237		919	
500		-		500		-	
-		-		-		-	
23,313		25,060		23,313		25,060	
13,079		10,739		13,079		10,739	
909		455		909		455	
-		187		-		187	
-		-		-		-	
563		-		563		-	
14,064		14,977		14,064		14,977	
52,665		52,338		52,665		52,338	

**Callala RSL Country Club Ltd**  
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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

-	200	<b>Less: Expenditure</b>	-	200
2,161	2,169	Advertising	2,161	2,169
4,628	4,628	Affiliation Fees	4,628	4,628
-	-	Amortisation of Development Costs	-	-
41	201	Bank Charges	41	201
2,145	1,853	Depreciation	2,145	1,853
30,811	35,677	General Expenses	30,811	35,677
-	-	Golf Course Maintenance	-	-
-	1,287	Golf Cart Lease	-	1,287
-	-	Golf Cart Insurance	-	-
-	-	Interest Lease Expense	-	-
951	388	Link Fees	951	388
291	14	Postage, Printing & Stationery	291	14
-	-	Presentation & Catering	-	-
4,177	4,206	Sponsorships	4,177	4,206
28	28	Superannuation	28	28
-	-	Telephone	-	-
36,320	40,060	Uniforms & Clothing	36,320	40,060
-	-	Wages	-	-
81,552	90,710	Wastage	81,552	90,710
<u>(28,683)</u>	<u>(36,970)</u>	<b>Net Profit</b> Transferred to Profit & Loss Statement	<u>(28,684)</u>	<u>(36,970)</u>

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

Current Period		Last Year		Year To Date		Last Year	
This Year	%		%	This Year	%		%
				<b>KENO TRADING ACCOUNT</b>			
				<b>Income</b>			
11,937		13,571		11,937		13,571	
-		-		-		-	
<u>11,937</u>		<u>13,571</u>		<u>11,937</u>		<u>13,571</u>	
				<b>Less Expenditure</b>			
1,524		786		1,524		786	
150		150		150		150	
17		16		17		16	
<u>1,692</u>		<u>952</u>		<u>1,692</u>		<u>952</u>	
<u>10,246</u>		<u>12,619</u>		<u>10,246</u>		<u>12,619</u>	
				<b>TAB TRADING ACCOUNT</b>			
				<b>Income</b>			
-		-		-		-	
6,391		4,793		6,391		4,793	
<u>6,391</u>		<u>4,793</u>		<u>6,391</u>		<u>4,793</u>	
				<b>Less: Expenditure</b>			
-		-		-		-	
150		150		150		150	
17		16		17		16	
<u>167</u>		<u>166</u>		<u>167</u>		<u>166</u>	
<u>6,223</u>		<u>4,628</u>		<u>6,223</u>		<u>4,628</u>	

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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

Current Period This Year	%	Last Year	%	Year To Date This Year	%	Last Year	%
<b>MOTEL TRADING ACCOUNT</b>							
<b>Income</b>							
32,002		50,825		32,002		50,825	
-		-		-		-	
401		214		401		214	
<u>32,404</u>		<u>51,039</u>		<u>32,404</u>		<u>51,039</u>	
<b>Less Expenditure</b>							
656		2,297		656		2,297	
1,216		1,032		1,216		1,032	
1,192		1,203		1,192		1,203	
-		7		-		7	
3,244		2,459		3,244		2,459	
13,518		15,049		13,518		15,049	
9,468		9,327		9,468		9,327	
-		81		-		81	
5,491		3,725		5,491		3,725	
30,737		31,731		30,737		31,731	
5,990		4,751		5,990		4,751	
18,717	58%	31,467		18,717	58%	31,467	
2,629		3,568		2,629		3,568	
-		-		-		-	
271		263		271		263	
30		-		30		-	
843		(319)		843		(319)	
767		732		767		732	
380		-		380		-	
3,272		3,304		3,272		3,304	
-		-		-		-	
<u>98,422</u>		<u>110,676</u>		<u>98,422</u>		<u>110,676</u>	
<u>(66,018)</u>		<u>(59,637)</u>		<u>(66,018)</u>		<u>(59,637)</u>	
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>							





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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

(517)	4,593	Long Service Leave Provision	(517)	4,593
27,971	50,239	Insurance	27,971	50,239
2,845	3,715	Interest Paid	2,845	3,715
2,768	-	Payroll Tax	2,768	-
2,690	1,079	Printing, Postage & Stationery	2,690	1,079
999	949	Rates & Taxes	999	949
-	-	Rent	-	-
15,205	10,665	Repairs & Maintenance	15,205	10,665
335	596	Security	335	596
4,110	6,176	Superannuation	4,110	6,176
1,648	1,472	Telephone	1,648	1,472
6,355	5,639	Trade Waste	6,355	5,639
362	253	Transport & Travel	362	253
(554)	(1,269)	Under/ Over Banking	(554)	(1,269)
44,942	36,762	Wages - Other	44,942	36,762
-	-	Wages - Job Keeper	-	-
36,353	3,285	Wages - Work Cover	36,353	3,285
10,899	13,215	Workers Compensation	10,899	13,215
2,746	2,208	Water Rates	2,746	2,208
<u>405,410</u>	<u>395,584</u>		<u>405,410</u>	<u>395,584</u>
		<b>Net Profit</b>		
<u>(143,305)</u>	<u>(128,277)</u>	<b>Before Income Tax</b>	<u>(143,306)</u>	<u>(128,277)</u>

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

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Sundry Income</b>			
4,378		4,783		4,378		4,783	
1,705		870		1,705		870	
6,808		5,241		6,808		5,241	
-		182		-		182	
-		-		-		-	
-		-		-		-	
-		23		-		23	
-		-		-		-	
2,585		2,851		2,585		2,851	
-		-		-		-	
455		-		455		-	
2,571		1,399		2,571		1,399	
-		-		-		-	
36,775		3,781		36,775		3,781	
-		-		-		-	
(246)		-		(246)		-	
-		-		-		-	
-		-		-		-	
-		-		-		-	
-		-		-		-	
-		-		-		-	
55,031		19,131		55,031		19,131	
				<b>Courtesy Bus Expenses</b>			
20,352		19,936		20,352		19,936	
8,618		5,452		8,618		5,452	
28,970		25,388		28,970		25,388	

**Callala RSL Country Club Ltd**  
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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

Current Period		Last Year		Year To Date		Last Year	
This Year	%		%	This Year	%		%
<b>SUB GROUP INCOME</b>							
<b>Income</b>							
17,532		18,738		17,532		18,738	
5,256		5,549		5,256		5,549	
-		-		-		-	
2,720		4,930		2,720		4,930	
1,056		1,163		1,056		1,163	
<u>26,565</u>		<u>30,380</u>		<u>26,565</u>		<u>30,380</u>	
<b>Less Expenditure</b>							
15,398		13,320		15,398		13,320	
2,292		3,394		2,292		3,394	
240		447		240		447	
1,705		3,141		1,705		3,141	
1,573		856		1,573		856	
<u>21,207</u>		<u>21,159</u>		<u>21,207</u>		<u>21,159</u>	
<u>5,358</u>		<u>9,221</u>		<u>5,358</u>		<u>9,221</u>	
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>							

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

Current Period				Year To Date			
This Year	%	Last Year	%	This Year	%	Last Year	%
				<b>Entertainment &amp; Promotion Expenses</b>			
-		160		-		160	
13,960		14,707		13,960		14,707	
(5,990)		(7,553)		(5,990)		(7,553)	
158		(752)		158		(752)	
-		-		-		-	
1,500		750		1,500		750	
2,613		2,538		2,613		2,538	
-		6,012		-		6,012	
745		-		745		-	
-		-		-		-	
-		-		-		-	
14,297		13,607		14,297		13,607	
<u>27,283</u>		<u>29,469</u>		<u>27,283</u>		<u>29,469</u>	



**CALLALA RSL COUNTRY CLUB LTD**

A.B.N. 36 001 816 799

**BALANCE SHEET AS AT**

**September 2024**

	September 2024		September 2023	
<b>Current Assets</b>				
Cash on Hand	99,900			126,000
Other Debtors	21,856			17,032
Cash at Bank	359,960			568,436
Prepayments	127,471			188,622
Stock on Hand	116,218	725,405	115,833	1,015,923
<b>Non Current Assets</b>				
Golf Course Clearing & Construction	1,101,643		1,101,643	
Less: Amortisation	-931,614	170,028	-913,260	188,382
Golf Course Pump	87,320	87,320	87,320	87,320
Bowling Green Construction	452,970		452,970	
Less: Amortisation	-307,814	145,156	-301,710	151,260
Bar Renovations & Improvements	285,869		285,869	
Less: Accumulated Depreciation	-250,622	35,247	-248,102	37,767
Bistro Extensions	202,449		202,449	
Less: Accumulated Depreciation	-198,072	4,377	-197,952	4,497
Furniture & Fittings	1,389,272		1,196,495	
Less: Accumulated Depreciation	-485,289	903,983	-481,914	714,580
Motel Furnishings	190,935		187,460	
Less: Accumulated Depreciation	-89,854	101,081	-52,710	134,750
Plant & Equipment	651,056		651,056	
Less: Accumulated Depreciation	-1,090,210	-439,153	-981,353	-330,296
Plant & Equipment - Kitchen	12,381		12,381	
Less: Accumulated Depreciation	-118,841	-106,460	-106,312	-93,931
Poker Machines	311,096		257,102	
Less: Accumulated Depreciation	-199,791	111,305	-136,790	120,312
Leasehold Improvements	2,864,274		2,758,479	
Less: Amortisation	-1,689,690	1,174,584	-1,631,976	1,126,503
Motor Vehicles at Cost	183,300		183,300	
Less: Accumulated Depreciation	-126,085	57,215	-107,429	75,871
Right of Use Assets	1,500,417		1,870,435	
Less: Accumulated Depreciation	-431,320	1,069,097	-418,054	1,452,381
Poker Machine Entitlements	72,896	72,896	72,896	72,896
		3,386,675		3,742,292
<b>Total Assets</b>		<u>4,112,080</u>		<u>4,758,215</u>
<b>Current Liabilities</b>				
Trade & Other Creditors & Accrued Charges	323,342		298,079	
Sub Club Loans	0		0	
Toro Finance	0		12,660	
Yamaha Finance	0		0	
Lease Liabilities	264,622		192,612	
Debenture	0		0	
Other Income in Advance	28,629		24,539	
Poker Machine Tax Rebate	12,885		12,885	
Subscriptions In Advance	40,656		38,212	
Provision for PM Jackpot	13,813		0	
Provision for Annual Leave	105,983		83,298	
Provision for Long Service Leave	56,304	846,235	53,302	715,586
<b>Non-Current Liabilities</b>				
Toro Finance	0		-17	
Yamaha Finance	0		0	
Lease Liabilities	894,723		1,335,875	
Debenture	0		0	
		894,723		1,335,858
<b>Total Liabilities</b>		<u>1,740,958</u>		<u>2,051,444</u>
<b>Net Assets</b>		<u>2,371,122</u>		<u>2,706,771</u>
<b>Represented By</b>				
Accumulated Funds at start of year	2,514,428		2,835,048	
Capital Asset Revaluation Reserve	0		0	
Add Year to date Profit	(143,306)		(128,277)	
Historical Balancing Account	0		0	
		<u>2,371,122</u>		<u>2,706,771</u>

**Callala RSL Country Club Ltd**  
**Summary of Trading Results for the - QUARTER ENDING SEPTEMBER 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	45,856	74,889	(29,033)	45,856	74,889	(29,033)
Bistro Net Profit	(36,315)	(23,729)	(12,587)	(36,315)	(23,729)	(12,587)
Poker Machines Net Profit	270,409	267,156	3,253	270,409	267,156	3,253
Golf Course Net Profit	(28,683)	(36,970)	8,287	(28,684)	(36,970)	8,286
Keno Net Profit	10,246	12,619	(2,374)	10,246	12,619	(2,374)
TAB Net Profit	6,223	4,628	1,596	6,223	4,628	1,596
Motel Net Profit	(66,018)	(59,637)	(6,381)	(66,018)	(59,637)	(6,381)
Other Net Income	60,388	28,352	32,036	60,388	28,352	32,036
Total Net Income	262,104	267,308	(5,203)	262,104	267,308	(5,204)
<u>Less General Expenses</u>						
Courtesy Bus Expenses	28,970	25,388	3,582	28,970	25,388	3,582
Depreciation	69,199	65,213	3,986	69,199	65,213	3,986
Entertainment & Promotion Expenses	27,283	29,469	(2,185)	27,283	29,469	(2,185)
Interest	2,845	3,715	(870)	2,845	3,715	(870)
Other Wages & Super	96,305	41,922	54,384	48,861	41,922	6,939
Other Expenses	180,807	229,878	(49,071)	228,252	229,878	(1,626)
	405,410	395,584	9,825	405,410	395,584	9,825
<b>Net Profit/(Loss)</b>	<b>(143,305)</b>	<b>(128,277)</b>	<b>(15,029)</b>	<b>(143,306)</b>	<b>(128,277)</b>	<b>(15,029)</b>
Add Back:						
Depreciation	69,199	65,213	3,986	69,199	65,213	3,986
Interest	2,845	3,715	(870)	2,845	3,715	(870)
<b>Net Profit before Depreciation and Interest (EBITDA)</b>	<b>(71,262)</b>	<b>(59,349)</b>	<b>(11,913)</b>	<b>(71,262)</b>	<b>(59,349)</b>	<b>(11,913)</b>
Less:						
Loan Repayments	116,063	122,317	(6,254)	116,063	122,317	(6,254)
Capital Expenditure	111,003	26,322	84,681	111,003	26,322	84,681
Profit on Sale of Poker Machines	-	-	-	-	-	-
<b>Net Cash Surplus / (Deficiency)</b>	<b>(298,327)</b>	<b>(207,988)</b>	<b>(90,339)</b>	<b>(298,328)</b>	<b>(207,988)</b>	<b>(90,340)</b>



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

**CAPITAL EXPENDITURE**

Details

	Quarter	YTD
Replace Hydrant Landing Valve	1,620	
Supply & Install Acclimate Detectors x 13	5,570	
40 x Pagers	3,053	
Supply & Fit New Trojan T875 Batteries to Cart # 7	2,000	
2 x New Poker Machines	52,994	
Motel Signage	3,475	
Renovations to Outdoor Poker Machine Area	41,291	
Poker Machine Conversion	1,000	
	111,003	111,003

**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)**

	<b>This Year</b>	<b>Last Year</b>	<b>Variance</b>
Bar	84,089	71,456	12,633
Course	36,320	40,060	(3,740)
Poker Machines	3,933	3,294	638
Bistro	124,758	96,046	28,712
Bus	20,352	19,936	417
Motel	18,717	31,467	(12,750)
Other Wages	44,942	36,762	8,181
Jobkeeper Wages	-	-	-
Superannuation	35,833	28,692	7,140
Workers Compensation Insurance	10,899	13,215	(2,316)
<b>Total</b>	<b><u>379,843</u></b>	<b><u>340,928</u></b>	<b><u>38,915</u></b>

Note: wages and associated costs for year-to-date are up on last year by: \$38,915 11.4%

**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	26%	252,156	269,014	(16,858)	-6%
Bistro	22%	210,853	235,722	(24,869)	-11%
Course	6%	54,376	52,338	2,038	4%
Poker Machines	36%	350,480	335,602	14,878	4%
Keno	1%	11,937	13,571	(1,633)	-12%
TAB	1%	6,391	4,793	1,597	33%
Motel	3%	32,404	51,039	(18,635)	-37%
Other Income	6%	55,031	19,131	35,900	188%
<b>Total</b>		<b>973,627</b>	<b>981,210</b>	<b>(7,583)</b>	

Note: total gross revenue for the year is down on last year by : -0.77%

Clubs with an Earnings Before Interest, Tax, Depreciation, Amortisation, Rent and Donations of 15% or less are considered to be "at risk".  
 Current year EBTDAR for Callala this year is: **(\$71,262)** -7% **(\$59,349)** -6% Last year

**Callala RSL Country Club Ltd**  
**BALANCE SHEET SUMMARY**  
**AS AT 30 SEPTEMBER 2024**

**BANK ACCOUNT BALANCES**

	This quarter	Last quarter	Variance
- Commonwealth Account	2,036	12,372	(10,336)
- CBA Savings Account	-	-	-
- Bendigo Accounts	78,892	39,068	39,824
- Bendigo Savings Account	10,971	55,199	(44,228)
- Other bank accounts (including sub groups)	-	-	-
- Term Deposits	268,061	268,061	-
- Cash on hand	99,900	100,000	(100)
	<u>459,860</u>	<u>474,700</u>	<u>(14,840)</u>

**Stock on Hand**

- Stock on Hand	116,218	105,529	10,689
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**LOAN ACCOUNT BALANCES**

- Toro Finance	-	3,198	(3,198)
- Yamaha Finance	-	-	-
- Debentures	-	-	-
- Lease Liabilities	1,088,786	1,138,463	(49,677)
	<u>1,088,786</u>	<u>1,141,661</u>	<u>(52,875)</u>

**CREDITORS & ACCRUED EXPENSES**

	<u>323,342</u>	<u>255,060</u>	<u>68,282</u>
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**PROVISION FOR EMPLOYEE ENTITLEMENTS**

- Annual Leave	105,983	98,387	7,596
- Long Service Leave	56,304	56,821	(517)
	<u>162,287</u>	<u>155,208</u>	<u>7,079</u>

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

Jul 23 - Sep 23   Oct 23 - Dec 23   Jan 24 - Mar 24   Mar 24 - Jun 24   Jul 24 - Sep 24

<b>BAR TRADING</b>					
<b>Sales</b>					
Spirits	45,074	61,823	59,801	43,937	43,428
Bulk Beer	172,394	219,125	229,816	160,867	161,160
Wine	31,087	35,108	41,056	31,610	32,714
Soft Drinks	17,215	20,416	23,846	13,435	13,882
Sundries	2,356	2,160	981	877	972
Bar Sales Points Income	888	695	1,490	-	-
	269,014	339,327	356,989	250,726	252,156
<b>Less: Cost of Goods Sold</b>					
Purchases	119,307	135,711	165,528	110,038	115,540
Freight	2,516	2,655	2,360	1,845	2,546
	121,823	138,365	167,888	111,883	118,086
<b>Gross Profit</b>	147,190	200,961	189,102	138,843	134,070
<b>Gross Profit Percentage</b>	53.0%	57.4%	51.4%	53.8%	51.4%
<b>Add: Other Income</b>					
Rebates	8,910	10,573	10,633	7,128	8,494
<b>Less: Expenditure</b>					
Repairs & Maintenance	385	94	277	1,848	106
Depreciation	635	635	629	621	635
Member Points/ Voucher Expense	888	695	1,490	2,543	1,185
Superannuation	7,848	10,198	11,796	11,089	10,693
Wages	74,741	92,713	107,238	91,029	84,089
	84,497	104,337	121,430	107,130	96,708
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	71,604	107,198	78,305	38,841	45,856
<b>Wages Percentage</b>	27.8%	27.3%	30.0%	36.3%	33.3%
<b>Net Profit Percentage</b>	26.6%	31.6%	21.9%	15.5%	18.2%

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

Jul 23 - Sep 23   Oct 23 - Dec 23   Jan 24 - Mar 24   Mar 24 - Jun 24   Jul 24 - Sep 24

<b>BISTRO ACCOUNT</b>					
Sales	234,944	264,701	327,701	194,985	210,853
Bistro Sales Points Income	778	544	1,373	-	-
	235,722	265,245	329,074	194,985	210,853
Less					
Cost of Sales	129,724	124,699	144,501	84,795	91,601
Gross Profit	105,999	140,545	184,573	110,190	119,252
	45%	53%	56%	57%	57%
<b>Add: Other Income</b>					
Bistro Rent	-	-	-	-	-
	-	-	-	-	-
<b>Less: Expenditure</b>					
Repairs & Maintenance	2,545	2,392	2,792	3,598	962
Requisites	11,343	8,431	5,416	4,765	5,025
Electricity & Gas	8,910	7,302	6,450	8,439	7,466
Interest Lease Expense	20	-	-	-	-
Member Points/ Voucher Expense	778	544	1,373	1,978	991
Superannuation	10,085	13,808	15,314	15,453	16,365
Uniforms	-	-	-	-	-
Wages	96,046	125,523	139,110	121,688	124,758
Wastage	-	433	-	-	-
	129,727	158,432	170,455	155,921	155,568
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	(23,729)	(17,886)	14,118	(45,731)	(36,315)
<b>Wages Percentage</b>	40.7%	47.3%	42.3%	62.4%	59.2%
<b>Net Profit Percentage</b>	-10.1%	-6.7%	4.3%	-23.5%	-17.2%

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

**Jul 23 - Sep 23    Oct 23 - Dec 23    Jan 24 - Mar 24    Mar 24 - Jun 24    Jul 24 - Sep 24**

<b>POKER MACHINE TRADING</b>					
Gross Clearances	1,145,075	1,334,527	1,144,160	1,039,825	1,283,691
Poker Machine Sales Points Income	3,793	2,741	4,795	-	-
Less: Payouts	(817,561)	(977,614)	(905,576)	(771,896)	(937,506)
	331,307	359,654	243,379	267,929	346,185
GST Rebate Received	4,295	4,295	4,295	4,295	4,295
	-	-	-	-	-
	335,602	363,949	247,674	272,224	350,480
<b>Less: Expenditure</b>					
Central Monitoring	5,259	5,382	5,382	5,382	5,675
Depreciation	15,532	15,525	15,363	15,193	16,920
Lease Amortisation	-	-	-	-	-
Licence Fees	-	-	-	-	-
Interest Lease Expense	-	-	-	-	-
Member Points/ Voucher Expense	3,793	2,741	4,795	10,488	6,033
Community Surcharge Donations	6,060	2,780	(2,191)	1,104	3,982
Repairs & Maintenance	5,633	5,706	5,633	5,633	6,069
Supplementary Tax	28,530	42,151	5,224	16,745	37,007
Superannuation	346	448	512	475	452
TGS payments	-	-	-	-	-
Wages	3,294	4,068	4,652	4,318	3,933
	68,446	78,801	39,369	59,337	80,071
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	267,156	285,148	208,305	212,887	270,409
<b>Net Profit Percentage</b>	79.6%	78.3%	84.1%	78.2%	77.2%

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

**Jul 23 - Sep 23    Oct 23 - Dec 23    Jan 24 - Mar 24    Mar 24 - Jun 24    Jul 24 - Sep 24**

<b>GOLF COURSE ACCOUNT</b>					
<b>Income</b>					
Shop Sales	3,294	5,854	6,939	2,152	1,711
	3,294	5,854	6,939	2,152	1,711
<b>Less: Expenditure</b>					
Purchases	1,892	3,532	3,860	1,697	1,507
	1,892	3,532	3,860	1,697	1,507
<b>Gross Profit</b>	1,402	2,322	3,079	455	204
<b>Gross Profit Percentage</b>	43%	40%	44%	21%	12%
<b>Other Income</b>					
Advertising	-	-	-	1,600	-
Competition Fees	919	577	753	212	237
Donations	-	150	150	4,839	500
Fundraising	-	259	-	-	-
Green Fees	25,060	40,260	50,777	14,393	23,313
Memberships	10,739	12,416	9,344	12,028	13,079
Sponsorships	455	1,500	-	-	909
Sundry Income	187	2,055	-	-	-
Interest Income	-	-	-	-	-
Apprenticeship Rebates	-	-	2,442	706	563
Golf Cart Hire	14,977	21,159	30,973	9,559	14,064
	52,338	78,376	94,439	43,337	52,665
<b>Other Expenses</b>					
Advertising	200	1,220	294	-	-
Affiliation Fees	2,169	2,285	2,694	2,451	2,161
Amortisation of Development Costs	4,628	4,625	4,578	4,523	4,628
Bank Charges	-	-	-	-	-
Depreciation	201	202	150	51	41
General Expenses	1,853	2,329	1,112	1,609	2,145
Golf Course Maintenance	35,677	27,135	61,750	24,455	30,811
Golf Cart Lease	-	1,191	-	2,976	-
Golf Cart Insurance	1,287	(528)	992	654	-
Interest Lease Expense	-	-	-	-	-
Link Fees	-	-	-	-	-
Postage, Printing & Stationery	388	1,024	1,435	745	951
Presentation & Catering	14	209	-	-	291
Sponsorships	-	-	-	-	-
Superannuation	4,206	4,987	4,717	3,136	4,177
Telephone	28	28	28	28	28
Uniforms & Clothing	-	-	-	-	-
Wages	40,060	45,340	42,885	28,506	36,320
Wastage	-	-	-	-	-
	90,710	90,047	120,637	69,133	81,552
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	(36,970)	(9,348)	(23,119)	(25,341)	(28,684)



**CALLALA RSL COUNTRY CLUB LTD**  
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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

**Jul 23 - Sep 23    Oct 23 - Dec 23    Jan 24 - Mar 24    Mar 24 - Jun 24    Jul 24 - Sep 24**

	Jul 23 - Sep 23	Oct 23 - Dec 23	Jan 24 - Mar 24	Mar 24 - Jun 24	Jul 24 - Sep 24
<b>KENO TRADING ACCOUNT</b>					
<b>Income</b>					
Commissions Received	13,571	13,492	11,695	10,575	11,937
Bonus Commission	-	5,611	-	-	-
	13,571	19,103	11,695	10,575	11,937
<b>Less Expenditure</b>					
Keno Stationery					
Repairs & Maintenance	786	902	730	769	1,524
Wages	150	150	150	150	150
Superannuation	16	16	16	16	17
	952	1,068	895	935	1,692
<b>Net Profit</b> Transferred to Profit & Loss Statement	12,619	18,035	10,800	9,641	10,246
<b>TAB TRADING ACCOUNT</b>					
<b>Income</b>					
Mug Punter	-	-	-	-	-
Tab Commissions	4,793	3,717	3,916	3,414	6,391
	4,793	3,717	3,916	3,414	6,391
<b>Less: Expenditure</b>					
TAB Expenses	-	-	-	-	-
Wages	150	150	150	150	150
Superannuation	16	16	16	16	17
	166	166	166	166	167
<b>Net Profit (Loss)</b> Transferred to Profit & Loss Statement	4,628	3,551	3,750	3,248	6,223

**CALLALA RSL COUNTRY CLUB LTD**  
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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

**Jul 23 - Sep 23    Oct 23 - Dec 23    Jan 24 - Mar 24    Mar 24 - Jun 24    Jul 24 - Sep 24**

<b>MOTEL TRADING ACCOUNT</b>					
<b>Income</b>					
Accommodation Income	50,825	109,429	173,673	53,151	32,002
Food & Drink Income	-	-	9	-	-
Interest Income	214	405	400	401	401
	51,039	109,834	174,082	53,552	32,404
<b>Less: Expenditure</b>					
Advertising	2,297	3,631	943	649	656
Computer Expenses	1,032	1,333	1,738	1,029	1,216
Electricity & Gas	1,203	3,582	1,469	4,632	1,192
Minor Equipment	7	60	187	59	-
Insurance	2,459	2,782	2,752	2,785	3,244
Repairs & Maintenance	15,049	17,895	21,114	12,066	13,518
Depreciation	9,327	9,326	9,227	9,123	9,468
Postage, Printing and Stationery	81	-	61	171	-
Motel Booking Site Commission	3,725	8,804	18,219	4,756	5,491
Lease Amortisation Expense	32,477	31,731	26,922	31,560	30,737
Interest Lease Expense	4,751	6,410	(9,540)	6,313	5,990
Motel Wages	31,467	34,859	35,816	29,330	18,717
Motel Supplies	3,568	1,897	1,393	(663)	2,629
Staff Uniforms	-	165	-	128	-
Telephone	263	267	277	273	271
Vouchers	-	15	76	31	30
Water Rates	(319)	2,510	893	1,055	843
Land Rates	732	730	730	664	767
Land Tax	-	-	371	375	380
Superannuation	3,304	3,834	3,940	3,226	3,272
Wastage	-	-	89	-	-
	111,422	129,831	116,677	107,563	98,422
<b>Net Profit (Loss) Transferred to</b>					
Profit & Loss Statement	(60,383)	(19,997)	57,405	(54,011)	(66,018)

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

	<b>Jul 23 - Sep 23</b>	<b>Oct 23 - Dec 23</b>	<b>Jan 24 - Mar 24</b>	<b>Mar 24 - Jun 24</b>	<b>Jul 24 - Sep 24</b>
<b>Income</b>					
Profit (Loss) from Bar Trading	71,604	107,198	78,305	38,841	45,856
Profit (Loss) from Bistro Account	(23,729)	(17,886)	14,118	(45,731)	(36,315)
Profit (Loss) from Poker Machine Trading	267,156	285,148	208,305	212,887	270,409
Profit (Loss) from Golf Course Trading	(36,970)	(9,348)	(23,119)	(25,341)	(28,684)
Profit (Loss) from Keno Trading	12,619	18,035	10,800	9,641	10,246
Profit (Loss) from TAB Trading	4,628	3,551	3,750	3,248	6,223
Profit (Loss) from Motel Trading	(60,383)	(19,997)	57,405	(54,011)	(66,018)
Sundry Income	19,131	22,605	39,316	44,401	55,031
Sub Group Income	9,221	1,222	11,146	6,297	5,358
Profit (Loss) on sale of Non Current Assets	-	-	-	-	-
	<b>263,277</b>	<b>390,527</b>	<b>400,025</b>	<b>190,232</b>	<b>262,104</b>
<b>Less Expenditure</b>					
Accounting Services	10,539	10,469	9,816	9,612	9,000
Auditors Remuneration	-	-	-	-	-
Advertising & Sponsorships	2,641	4,181	4,623	3,288	2,383
Affiliation Fees	1,455	1,471	1,455	1,455	1,633
Amortisation	15,569	15,738	15,973	15,870	16,240
Bank Charges	8,788	9,852	13,455	9,178	3,862
Bad Debts Expense	-	-	-	-	-
Bowling Green Maintenance	19,159	19,159	19,159	19,419	19,253
Cleaning Materials & Laundry	24,971	24,971	24,700	24,700	24,971
Courtesy Bus Expenses	25,388	19,890	25,713	26,714	28,970
Depreciation	33,276	36,458	36,472	35,044	35,363
Directors Expenses	1,638	83	1,138	248	212
Donations	190	365	-	663	1,100
Entertainment & Promotion Expenses	29,469	24,646	20,984	27,115	27,283
Electricity & Gas	15,603	16,831	18,703	15,749	17,150
General Expenses	18,282	27,372	31,258	12,191	24,398
Honorarium Expense	-	-	-	-	-
Leasing Charges	920	920	920	920	920
Lease Amortisation	37,039	33,539	17,224	22,992	25,028
Lease Interest Expense	10,334	10,099	(40,924)	8,778	8,484
Long Service and Annual Leave Provision	4,593	2,659	1,280	(419)	(517)
Insurance	50,239	50,913	52,691	43,293	27,971
Interest Paid	3,715	3,784	6,427	4,109	2,845
Payroll Tax	-	-	2,936	16,408	2,768
Printing, Postage & Stationery	1,079	4,320	1,926	1,060	2,690
Rates & Taxes	949	960	949	949	999
Rent	-	-	-	-	-

**CALLALA RSL COUNTRY CLUB LTD**  
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**Departmental Trading Statements For the Quarter**  
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	<b>Jul 23 - Sep 23</b>	<b>Oct 23 - Dec 23</b>	<b>Jan 24 - Mar 24</b>	<b>Mar 24 - Jun 24</b>	<b>Jul 24 - Sep 24</b>
Repairs & Maintenance	10,665	15,118	16,755	13,205	15,205
Security	596	1,130	335	294	335
Superannuation	6,176	3,744	3,713	4,103	4,110
Telephone	1,472	1,471	1,465	6,133	1,648
Trade Waste	5,639	5,740	6,234	5,352	6,355
Transport & Travel	253	273	174	193	362
Under/ Over Banking	(1,269)	(2,848)	12,921	(13,754)	(554)
Wages - Other	36,762	44,072	40,877	46,524	44,942
Wages - Job Keeper	-	-	-	-	-
Wages - Work Cover	-	-	-	28,574	36,353
Workers Compensation	13,215	4,555	23,255	10,899	10,899
Water Rates	2,208	3,516	2,158	2,048	2,746
	391,553	395,454	374,764	402,910	405,410
<b>Net Profit</b>					
<b>Before Income Tax</b>	(128,277)	(4,927)	25,261	(212,678)	(143,306)

**CALLALA RSL COUNTRY CLUB LTD**  
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**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

Jul 23 - Sep 23   Oct 23 - Dec 23   Jan 24 - Mar 24   Mar 24 - Jun 24   Jul 24 - Sep 24

<b>Sundry Income - (Note 1)</b>					
Members Subscriptions	4,783	6,229	3,684	3,534	4,378
Other Commissions	870	898	2,124	2,483	1,705
ATM Commissions	5,241	5,936	5,290	5,992	6,808
Auditorium Hire	182	-	-	227	-
Kids Activity Packs	-	-	-	-	-
Bowling Club Greens Contribution	-	-	-	-	-
Callala Club Shirts	23	-	-	-	-
Cash Flow Boost Income	-	-	-	-	-
Interest Income	2,851	2,926	2,969	3,103	2,585
Insurance Recoveries	-	-	-	-	-
Advertising Income	-	55	55	-	455
Donations	1,399	1,409	198	50	2,571
Entertainment	-	-	-	-	-
Sundry Income	3,781	5,152	24,997	29,013	36,775
Telephone	-	-	-	-	-
Profit on Sale of NC Asset	-	-	-	-	(246)
Sub Group Income	-	-	-	-	-
Wages Subsidy - Job Keeper	-	-	-	-	-
Wages Subsidy - Other	-	-	-	-	-
Financial Support Grant	-	-	-	-	-
Flood Recovery Grant	-	-	-	-	-
TGS Capital Reimbursements	-	-	-	-	-
	19,131	22,605	39,316	44,401	55,031
<b>Courtesy Bus Expenses - (Note 2)</b>					
Wages	19,936	13,811	19,889	18,293	20,352
Other Expenses	5,452	6,079	5,824	8,421	8,618
	25,388	19,890	25,713	26,714	28,970

**CALLALA RSL COUNTRY CLUB LTD**  
**A.B.N. 36 001 816 799**  
**Departmental Trading Statements For the Quarter**  
**July 2024 To September 2024**

Jul 23 - Sep 23   Oct 23 - Dec 23   Jan 24 - Mar 24   Mar 24 - Jun 24   Jul 24 - Sep 24

<b>Sub Group Income</b>					
<b>Income</b>					
Callala RSL Bowling Club Income	18,738	18,800	19,711	12,141	17,532
Mens Golf Income	5,549	4,620	6,033	2,609	5,256
Womens Golf Income	455	-	-	50	225
Vets Golf Income	4,475	3,260	3,473	2,215	2,495
Fishing Club Income	1,163	2,347	1,330	1,049	1,056
	<b>30,380</b>	<b>29,027</b>	<b>30,547</b>	<b>18,064</b>	<b>26,565</b>
<b>Less Expenditure</b>					
Callala RSL Bowling Club Expenses	13,320	15,815	11,920	6,639	15,398
Mens Golf Expenses	3,394	4,292	3,076	1,816	2,292
Womens Golf Expenses	447	439	200	175	240
Vets Golf Expenses	3,141	4,239	2,470	2,164	1,705
Fishing Club Expenses	856	3,021	1,735	973	1,573
	<b>21,159</b>	<b>27,806</b>	<b>19,401</b>	<b>11,767</b>	<b>21,207</b>
<b>Net Profit Transferred to Profit &amp; Loss Statement</b>	<b>9,221</b>	<b>1,222</b>	<b>11,146</b>	<b>6,297</b>	<b>5,358</b>
<b>Entertainment &amp; Promotion Expenses (Note 3)</b>					
Net Special Events	160	-1741	623	-245	0
Entertainment	14707	12033	12553	12945	13960
Raffle	(7,553)	(8,736)	(9,513)	(3,437)	(5,990)
Bingo	(752)	(574)	352	(460)	158
Kids Club	0	0	0	0	0
Major Draw	750	4,127	1,125	1,125	1,500
Members Birthday	2,538	2,230	2,072	2,331	2,613
National Poker League	6,012	3,712	-	-	-
Pool Competition	-	(13)	(66)	458	745
Promotions	-	-	-	100	-
Childrens Christmas Party	-	-	-	-	-
Sky Channel & Austar	13,607	13,607	13,837	14,297	14,297
	<b>29,469</b>	<b>24,646</b>	<b>20,984</b>	<b>27,115</b>	<b>27,283</b>

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<b>General Expenses - (Note 4)</b>					
AGM Election Expenses	-	-	-	-	-
Computer Expenses	495	403	372	389	508
Consultancy	-	3,480	-	-	280
Filing Fees	-	-	-	-	-
Fines	-	-	820	-	-
Flowers	227	-	-	-	-
Hire of Plant & Equipment	871	870	870	145	-
Hygiene	1,978	1,603	4,862	1,019	1,624
Legal Fees	-	-	-	-	-
Licence Fees	1,132	1,208	1,400	1,529	1,547
Lucky Badge	1,182	11,591	7,818	1,136	5,591
Safety	4,427	1,920	7,902	4,139	8,197
Staff Meals & Drinks	-	2,605	-	-	-
Staff Training & Welfare	3,131	1,364	4,101	380	49
Subscriptions	2,421	2,183	2,258	3,323	6,596
Sundry Expenses	2,419	145	855	130	6
	<b>18,282</b>	<b>27,372</b>	<b>31,258</b>	<b>12,191</b>	<b>24,398</b>