

SHOALHAVEN EX-SERVICEMEN'S CLUB LIMITED
A.B.N. 81 000 845 358

SUPPLEMENTARY INFORMATION
DEPARTMENTAL PROFIT AND LOSS STATEMENT
For the Year Ended 31 March 2020

	2020	2019
	\$	\$
<hr/>		
Bar Trading		
Bar Sales	2,405,891	2,529,935
Less: Cost of Goods Sold	<u>1,084,269</u>	<u>1,159,395</u>
Gross Profit	1,321,622	1,370,540
Add: Other Income		
Beverage Rebates	81,790	69,488
Points Income	<u>93,780</u>	<u>72,797</u>
	175,570	142,285
Less Expenses		
Bar PayByPoints	-	-
Repairs & Maintenance	38,821	43,337
Stocktake	18,900	18,500
Wastage	7,577	8,054
Wages	556,590	501,618
Depreciation	<u>36,417</u>	<u>35,593</u>
	<u>658,305</u>	<u>607,102</u>
NET PROFIT	<u><u>838,887</u></u>	<u><u>905,723</u></u>

	2020	2019
	\$	\$
<hr/>		
Cafe Trading		
Sales	216,593	211,075
Less: Cost of Goods Sold	<u>105,108</u>	<u>103,807</u>
Gross Profit	111,485	107,267
Less Expenses		
Bonus Points	-	-
Repairs & Requisites	5,447	6,926
Wastage	1,888	2,797
Wages	<u>131,878</u>	<u>132,965</u>
	<u>139,213</u>	<u>142,689</u>
NET PROFIT	<u><u>(27,728)</u></u>	<u><u>(35,422)</u></u>

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The Bunker Trading	2020	2019
	\$	\$
Sales	20,537	10,611
Less: Cost of Goods Sold	4,661	4,440
Gross Profit	<u>15,876</u>	<u>6,171</u>
Less Expenses		
Repairs & Requisites	249	153
Wages	19,758	13,211
	<u>20,007</u>	<u>13,364</u>
NET PROFIT	<u><u>(4,131)</u></u>	<u><u>(7,193)</u></u>

	2020	2019
	\$	\$
Gaming Trading		
Net Clearances	<u>10,626,093</u>	<u>10,086,939</u>
	10,626,093	10,086,939
Less Expenses		
AEMP	313,293	47,901
Central Monitoring	105,589	99,805
Club Grants	182,461	245,809
Depreciation	852,025	840,127
Internet Authorisation	5,262	6,036
Loss on Sale	(150,050)	(23,053)
Promotions	-	31,145
Repairs & Maintenance	156,312	149,351
Statewide Jackpot Fees	55,150	57,228
Turnover Tax	1,973,706	1,789,156
Wages	<u>563,599</u>	<u>491,574</u>
	<u>4,057,347</u>	<u>3,735,079</u>
NET PROFIT	<u><u>6,568,746</u></u>	<u><u>6,351,860</u></u>

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Bistro Trading	2020	2019
	\$	\$
Bistro Sales	1,086,750	-
Function Sales	113,579	-
Less: Cost of Goods Sold	514,018	-
Gross Profit	<u>686,311</u>	<u>-</u>
Add: Other Income		
Bistro Points Income	42,361	-
Less Expenses		
Bistro PayByPoint	-	4,760
Bistro Wages	570,624	-
Function Wages	-	-
Bistro Stocktake	-	-
Bistro R&M	50,894	-
Function R&M	3,139	-
Bistro Depreciation	5,577	-
Bistro Sundry	20,875	-
	<u>651,109</u>	<u>4,760</u>
Net Profit To P& L Statement	<u><u>77,563</u></u>	<u><u>(4,760)</u></u>

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Course Trading	2020	2019
	\$	\$
Pro Shop Takings		
Golf/Access. Sales	79,360	91,574
Food and Bev. Sales	45,989	48,375
	125,349	139,948
Less: Cost of Goods Sold		
Food and Bev. Purch	25,681	21,347
Golf Access. Purch.	36,765	58,627
	62,446	79,974
Gross Profit	62,904	59,974
Other Income		
Course Annual Subs	137,861	137,731
Course Comp Fees	96,339	89,131
Course Green Fees	176,468	170,748
Course Cart Hire	135,312	145,347
Cart Storage	6,841	10,295
Course Advertising Revenue	18,273	16,166
Fuel Tax Credits	376	2,549
Voucher Sales	3,213	1,650
Goods Hire /Lessons	7,749	8,753
	645,335	642,345

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Course Trading Cont.	2020	2019
	\$	\$
Less Expenses		
Course Affiliation	13,701	14,031
Cart & GPS Hire	45,697	51,222
Course Electricity	13,996	12,595
Course Fertilizers & Chem.	48,480	45,844
Course Fuel & Oil	14,989	15,373
Course Wages	229,803	191,763
Course Advertising	200	3,896
Course Depreciation	402	402
Course Repairs & Maintenance	43,958	42,240
Course Repairs & Maintenance - Machinery	21,115	19,468
Course Printing & Stationary	10,786	4,784
Pro Shop Trophy Expenses	6,417	5,149
Pro Shop - Wastage	274	-
Pro Shop Wages	130,008	149,027
Pro Shop Stocktaking	-	5,950
Pro Shop Vouchers	2,594	5,195
Pro Shop Discounts & Promotions	1,607	3,645
Sub Group Sponsorship	14,752	10,835
Promotional Golf Day	-	5,231
Sundry Golf Expenses	1,234	1,007
	<u>600,013</u>	<u>587,656</u>
NET PROFIT	<u>45,323</u>	<u>54,689</u>

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	2020	2019
	\$	\$
Pro Am Trading		
Pro Am Sponsorship	8,627	-
Catering & Entertainment	3,652	-
	12,280	-
Less Expenses		
Catering & Entertainment	3,071	-
Prizes	16,283	-
	19,354	-
Net Profit To P& L Statement	(7,075)	-

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Greens Trading

Greens Income	11,419	-
Less Expenses		
Greens Electricity	334	1,216
Greens Fertiliser & Chemicals	8,359	5,825
Greens Wages	76,520	123,455
Greens Repairs & Maintenance	25,561	3,417
Greens Repairs & Maintenance - Machinery	4,041	1,366
Sundry Expenses	18	1,600
	114,833	136,879
NET PROFIT	(103,415)	(136,879)

2020
\$

2019
\$

Commission Trading

KENO Commission	118,800	121,430
KENO Bonus Commission	10,736	11,828
TAB Commision	66,889	67,558
TAB Partnership Rebate	12,000	11,727
TAB Digital Commission	3,871	2,946
Sundry Commission	13,051	15,616
ATM Commission	85,462	76,364
	310,809	307,470
Less Expenses		
TAB Service Fees	18,059	17,280
TAB Stationery	563	1,035
TAB Wages	98,080	96,818
TAB Promotions	-	1,560
TAB Repairs & Maintenance	-	1,434
TAB TV Subscriptions	58,613	59,244
KENO Service Fees	5,783	5,707
KENO Stationery	1,478	4,036
KENO Wages	114,606	110,069
	297,182	297,182
NET PROFIT	13,627	10,287

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PROFIT AND LOSS STATEMENT	2020	2019
	\$	\$
INCOME		
Net Profit Bar Trading	838,887	905,723
Net Profit Cafe Trading	(27,728)	(35,422)
Net Profit The Bunker Trading	(4,131)	(7,193)
Net Profit Gaming Trading	6,568,746	6,351,860
Net Profit Bistro Trading	77,563	-
Net Profit Course Trading	45,323	54,689
Pro Am Trading	(7,075)	-
Net Profit Greens Trading	(103,415)	(136,879)
Net Profit Commission	13,627	10,287
	<u>7,401,797</u>	<u>7,143,065</u>
Sundry Income		
Function Room Hire	54,288	50,817
Show Ticket Sales	6,050	7,568
Rent - Restaurant/Resort	113,202	148,123
Rent - Testra Tower	36,722	33,195
Rent - Properties	38,135	11,226
Rent - Advertising	9	-
Wage Recoveries	9,855	-
Raffle Income	355,495	329,664
Members Subscriptions	95,431	111,251
Interest Received	1,778	6,010
Ancillary Clubs	(416)	7,617
Profit/(Loss) on Sale of Non Current Asset	28,037	-
Miscellaneous	11,451	673
Total Sundry Income	<u>750,037</u>	<u>706,145</u>
TOTAL INCOME	<u>8,151,834</u>	<u>7,849,211</u>

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Profit and Loss Statement (cont'd)	2020	2019
	\$	\$
	<hr/>	<hr/>
LESS: EXPENDITURE		
Administration Expense		
Total Consultancy Fees	84,558	76,452
Total Finance Expense	263,596	242,781
Total Administration Expenses	462,783	449,411
Total HR Admin Expense	1,359,488	1,365,468
Total Administration Expense	<hr/> <u>2,171,925</u>	<hr/> <u>2,134,112</u>
Member Expenses		
Total Member Promo Exp	77,847	119,704
Total Direct Mem Benefits	32,376	131,055
Total Gen Mem Benefits	242,612	275,235
Total Member Expenses	<hr/> <u>352,836</u>	<hr/> <u>525,994</u>
Property Expenses		
Total HR Property Expenses	-	203,305
Total Depreciation	903,062	849,799
Total Rates & Electricity	429,648	450,755
Total Gen Property Exp	784,261	685,170
Total Property Expenses	<hr/> <u>2,116,972</u>	<hr/> <u>2,189,029</u>
Entertainment Expenses		
Total Ent/Music	39,620	75,567
Total Special Events	9,756	12,933
Total Entertainment Exp	<hr/> <u>49,376</u>	<hr/> <u>88,500</u>
Promotion Expenses		
Total Promotion R&D Exp	160,517	254,819
Total Venue Wide Promotions	583,360	617,047
Total Promotion Expenses	<hr/> <u>743,877</u>	<hr/> <u>871,866</u>
Employee Expenses		
Total HR Expense Other	1,296,702	1,154,255
Total Employee Entitle	161,861	154,209
Total Motor Vehicle Exp	20,349	19,833
Total Employee Expenses	<hr/> <u>1,478,912</u>	<hr/> <u>1,328,297</u>
TOTAL EXPENSES	<hr/> <u>6,913,897</u>	<hr/> <u>7,137,798</u>
NET PROFIT	<hr/> <u>1,237,937</u>	<hr/> <u>711,413</u>