

## **GENERAL COMMITTEE MINUTES**

February 2025 Meeting held Monday 3rd March, 6.00 PM  
Committee Room

**PRESENT** Peter DEMURA, Peter GEBHARDT, Debbie JONKER, Brett HEATH, Andrew HOLMES, Mark WOODLAND.

**ONLINE** Greg CLINNICK, Cath HURLEY,

**APOLOGIES** Marnie IRVING, Murray COWDELL, Phil HALL

### **PREVIOUS MINUTES**

True and accurate record:

**MOVED:** Mark WOODLAND **SECONDED:** Peter GEBHARDT **CARRIED**

### **BUSINESS ARISING**

Nil

### **GENERAL MANAGERS REPORT**

PH is an apology; PD asked if there were any questions from the written report.

PG provided an update from the meeting with Rob French and Geoff Nicol of VMS, the successful tenderer and appointed contractor, along with the Marina and Attenuator Subcommittee regarding the dredging of the marina. Niesje Hees, Peter Strain, John Mooney, Peter Gebhardt, and Phil Hall represented RBYC at the meeting.

A letter of Intent (LOI) will be issued between both parties confirming that dredging will occur between May and September 2026.

The Marina and Attenuator Subcommittee will present a report and recommendations on contract terms later.

DJ queried the closure of the restaurant on Easter Monday. Confirmed that PH and Caroline make the operational decisions.

### **MEMBERSHIP REPORT**

GC observed a decline in Crew Members' membership. BH mentioned that some had moved to another subcategory, such as Intermediate.

Discussion on Sail Pass enforcement: GC suggested a membership drive to convert regular sailors into the Crew Member membership category.

## **HALF YEARLY AGM**

PG noted as an apology for the AGM.

Briefing on the electronic voting option for annual elections. A special resolution will be presented to allow electronic voting.

## **FINANCE REPORT**

Taken as read.

January saw great revenue numbers primarily due to Etchell Worlds and strong public patronage. February is shaping up to be a strong month. Advertising has helped draw people into the club.

Focus on function advertising in Spring and Winter.

The business loan has been approved and issued to the club. It is structured as a line of credit rather than a direct loan. The annual fee for the line of credit facility is 1% of undrawn funds. BH and PH will discuss the terms of extending the loan with the Bank of Melbourne.

Forecourt redevelopment came in on budget, including the variation.

Discussion regarding the collection of receivables.

PD noted that our trade creditors have increased significantly since November. BH will look into this matter and report back to the committee.

PD requested that the Finance Committee minutes be written and distributed.

## **SAILING COMMITTEE**

PD has asked for the recommendations for the Storm Report to be finalised.

Reports and recommendations must be distributed to GC as soon as possible.

PG to follow up with MI.

Discussion on the KISS program and whether RBYC can take on the program.

Marnie and Colin to contact the KISS organisers and have a conversation about the program.

## **SOCIAL COMMITTEE**

Review of new events coming up.

The previous Friday Social Committee promoted the 150<sup>th</sup> Ball in the Members Lounge at Friday Drinks.

## **150<sup>TH</sup> CELEBRATION**

The decision was to increase the promotion of the May 150<sup>th</sup> Ball.

At the next GC Meeting in March, we will review the 150<sup>th</sup> Ball.

## **GENERAL BUSINESS**

AH provided an update on the Youth Sailing Centre Capital Fund.

PD to update By Laws that Country & Absentee members will not receive carparking privileges.

JD distributed a format for listing maintenance items around the club that require attention. JD will maintain the list and liaise with Club Operations.

GD suggested an online platform to manage all reports and minutes in one platform, such as Board Pro or Diligent. BH to investigate the cost and report back.

The purchase of Highfield 500 RHIB was approved for \$29,285 by the General Committee.

MW raised a point regarding the potential increase in 40-year and 50-year membership. BH conducted a review several years ago and will rework the numbers.

Staff training was conducted on coffee making, table service, wine, and cocktails.

**The meeting closed at 2100.**



# COMMITTEE PACK

FEBRUARY 2025

POS SPEND BY MEMBERSHIP TYPE - January 2025				
	Total Spend per month per membership	Average spend per membership	Number of members in category	Number of members spent
Honorary Life	\$994.90	\$142.13	7	6
40 Year	\$2,661.25	\$140.07	19	13
Gym	\$6,763.41	\$93.94	72	41
Senior	\$32,931.03	\$89.24	369	212
Crew Plus	\$3,621.88	\$84.23	43	23
60 Year +	\$2,610.31	\$68.69	38	15
Senior Special	\$544.41	\$68.05	8	6
Social	\$22,278.35	\$62.93	354	145
Senior Family	\$6,831.09	\$56.46	121	67
Senior Absentee	\$1,378.40	\$55.14	25	3
50 Year	\$1,480.73	\$52.88	28	12
Aquatic	\$7,125.40	\$52.01	137	91
Senior Country	\$519.30	\$47.21	11	5
Crew	\$4,358.66	\$40.74	107	44
Intermediate 18-29	\$1,901.41	\$13.58	140	24
Social extra	\$998.75	\$10.63	94	14
Youth	\$9.00	\$0.10	91	1
Junior family	\$0.00	\$0.00	29	0
TPI	\$0.00	\$0.00	2	0
	\$97,008.28		1695	722

New Members to be ratified at February meeting		
Simon	Younger	Senior
Mark	Quinlan	Senior
Marty	Meldon	Senior
Andrew	Mursell	Gym
Dale	Perkin	Aquatic
Ronan	Devlyn	Intermediate
James	Hill	Intermediate
James	Sherborne	Intermediate
Hunter	Absalom	Intermediate
Elliot	Perkins	Intermediate
Ana	Lucia Calderon de la Guardia	Intermediate
Remy	Abraham	Social
Sarah	Younger	Social Extra
Toni	Morris	Social Extra
Kathryn	Quinlan	Social Extra
Macgregor	Foote	Youth

Membership - January 2025

			TOTALS	TOTAL %		June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	June 2022	June 2023	June 2024	End January 2025
Senior	369					368	347	324	336	335	356	368	391	394	369
Senior Family	121					96	93	89	92	92	103	127	132	132	121
Senior Special	8					17	17	16	16	13	15	12	10	10	8
40 Year	19					18	14	12	12	12	12	12	14	19	19
50 Year	28					45	45	44	44	43	39	38	36	36	28
60 Year +	38					39	42	42	38	32	34	33	34	33	38
Honorary Life	7					7	7	6	6	6	6	7	7	8	7
Senior Country	11					12	16	16	15	13	13	14	14	11	11
Senior Absentee	25					55	49	40	38	36	37	31	33	29	25
Crew	107					184	149	143	155	156	140	123	121	109	107
Crew Plus	43					31	27	22	21	26	28	24	35	43	43
Intermediate 18-29	140					67	66	77	99	75	97	81	119	131	140
Youth	91					106	141	136	148	150	119	102	115	90	91
Gym	72					75	75	65	78	74	78	74	70	70	72
Social	354					242	233	212	207	207	255	288	319	356	354
Social Extra	94					79	77	64	64	63	73	78	87	90	94
Junior family	29					14	19	22	28	25	31	40	48	47	29
Aquatic	137					75	79	78	73	81	114	132	139	146	137
TPI	2					0	1	1	3	3	2	2	2	2	2
sponsors	0					11	2	4	4	4	4	0	0	0	0
TOTAL	1695		1695	100%		1541	1489	1413	1477	1446	1556	1586	1726	1756	1695

# Member Age Breakdown Report

Royal Brighton Yacht Club

Excluding non-member types

Membership Type	Age Group															
	Unknown DOB		Upto 25		26 - 35		36 - 45		46 - 55		56 - 65		66 - 75		75 Up	
	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female	Male	Female
Senior	6	1	1		2	1	32	6	68	5	115	21	76	8	31	1
Senior Family	1	3			1	1	6	4	18	15	20	17	16	10	5	4
Senior Special													2		6	
40 Year											4		6	2	7	
50 Year											6		13		9	
60 Year +													12		26	
Honorary Life									1				1		3	2
Senior Country					1				2		3		3		1	
Senior Absentee							3		5		9		7		1	
Crew	1				9	3	6		16	4	28	6	23	4	7	1
Crew Plus		1			3	1	4	1	10	3	5	2	8	2	3	
Intermediate 18-29			87	23	25	10										
YouthU18			70	22												
Gym	2				3		7	1	9	1	11	1	18	5	14	1
Social	7	8	2		5	1	9	6	31	20	50	33	61	47	52	22
Social Extra	1	3				1		4	1	18	3	32	2	24		8
Junior Family U21			19	10												
Aquatic	5	4			1		9	1	10	22	32	14	28	5	7	2
TPI															2	
Totals	23	20	179	55	50	18	76	23	171	88	286	126	276	107	174	41

## **GENERAL MANAGER'S REPORT FEBRUARY 2025**

### **OH & S – Incidents reported**

No incidents to report

### **Marina Dredging & Attenuator Damage**

Meeting with dredging contractor held Wednesday 26<sup>th</sup> Feb 2025. Victoria marine Service & RBYC to exchange letter of commitment to undertake works. Contract to be prepared with CPI adjustment in their pricing.

### **Sail Melbourne 2025**

MoU for 17.11.25-30.11.25 with commitment for 2026 & 2027 has been received, signed & returned.

### **Cleanup of hardstand after strong winds.**

'Joelaw' was written off by the insurance company. It will be removed by the insurance company.  
'Flying Fox' no further developments re cradle.

### **Parks Victoria Old Low Landing**

Parks have issued a Notice to Mariners and had a contractor remove some of the loose debris.

### **Club By-Laws**

Carried Forward: parking in the club's premises

### **Marina Industries Association**

RBYC hosted a regional meeting of Marina Managers on Tuesday 25.02.25.

I had the opportunity of speaking with David Ritman (Parks Victoria) who suggested we follow up again re Seabed lease. He also suggested some provision eg licence made for our services that run along the Middle Brighton Pier.

### **LABOUR DAY OPENING HOURS 15% surcharge**

Monday 10<sup>th</sup> March

Olympic Restaurant & Bar - 7am - 3pm (no dinner service)

RBYC Members Bar - 3pm - 7pm (no dinner service)

### **EASTER OPENING HOURS 15% surcharge**

#### **Olympic Restaurant & Deck**

Good Friday 18<sup>th</sup> April – CLOSED

Sat 19<sup>th</sup> April - 7.30am - 9pm

Sun 20<sup>th</sup> April - 7.30am - 5pm

Mon 21st April – CLOSED

#### **Members Bar**

Good Friday 18<sup>th</sup> April – CLOSED (No Members Draw)

Sat 19<sup>th</sup> April - 3pm - 9 pm

Sun 20<sup>th</sup> April - 12 pm - 8 pm

(No food after 5 pm)

Mon 21st April – CLOSED

### **ANZAC DAY OPENING HOURS 15% surcharge**

Friday 25th April

Olympic Restaurant & Bar - 7am - 3pm (no dinner service)

RBYC Members Bar - 12pm - 7pm (no dinner service & no Members Draw)

## Treasurers Report for February 2025

The Etchells Worlds held in January, combined with a great summer junior & youth training program made the club a busy place. This helped lift the club to a great operating surplus. Catering returned a great profit, helped by all the all the visitors. The marketing campaign also lifted the amount of public making use of our restaurant. January was a record month for catering at the club.

	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25		YTD
Catering Revenue	177	217	228	241	351	371	367		1,951
Other Revenue	262	247	250	263	247	307	326		1,902
<b>Total Income</b>	<b>439</b>	<b>464</b>	<b>479</b>	<b>503</b>	<b>598</b>	<b>677</b>	<b>693</b>		<b>3,853</b>
Cost of sales	73	100	89	91	140	128	135		756
<b>Gross Profit</b>	<b>366</b>	<b>364</b>	<b>389</b>	<b>412</b>	<b>458</b>	<b>549</b>	<b>558</b>		<b>3,097</b>
Employment Expenses	217	223	239	251	276	296	290		1,794
Other Expenses	116	158	134	133	211	127	142		1,021
<b>Total Expenses</b>	<b>333</b>	<b>381</b>	<b>373</b>	<b>384</b>	<b>488</b>	<b>423</b>	<b>433</b>		<b>2,815</b>
<b>Operating Profit</b>	<b>33</b>	<b>(17)</b>	<b>16</b>	<b>28</b>	<b>(30)</b>	<b>126</b>	<b>125</b>		<b>282</b>
<b>Net Profit</b>	<b>(7)</b>	<b>(81)</b>	<b>(38)</b>	<b>(26)</b>	<b>(64)</b>	<b>72</b>	<b>74</b>		<b>(71)</b>
Cost of sales	41.2%	46.0%	39.1%	38.0%	39.8%	34.5%	36.8%		38.8%
Profit Margin	7.5%	-3.6%	3.4%	5.5%	-5.0%	18.6%	18.0%		7.3%
Employment Cost	49.5%	48.1%	49.9%	49.9%	46.2%	43.7%	41.9%		46.6%
Other Costs	26.3%	34.1%	28.0%	26.4%	35.4%	18.8%	20.6%		26.5%

(in 000's)

Cash closing balance was \$407,625.33 up \$12,406.00 from previous month.

The \$500k loan from the Bank of Melbourne has been processed.

Operating surplus \$125k for the month. Budget was \$62k surplus.

- Improved cost controls in catering. The lift in revenue, contained cost of sales and wages has seen the catering section continue to be profitable. The marketing campaign is now in full swing and has seen improved patronage.

4 point plan to turn the performance around

- COS – menu redesign & focus on wastage. ✓
- Rostering – focus on better planning month to month – reports detailing employment targets based on monthly data. ✓
- Marketing – campaign of localised marketing to Brighton and surrounding suburbs to increase patrons using both the restaurant & function area. ✓
- Functions - improve number and profitability of functions.

## Profit & Loss – Summary (000's)

	Monthly			Year to Date		
	November	December	January	FY25	FY24	Variance
	\$	\$	\$	\$	\$	\$
<b>Income</b>						
Catering Revenue	351	371	367	1,951	1,959	(8)
Membership Income	87	87	87	608	586	22
Marina, Hstand & OTB Storage	134	138	141	977	832	145
Sailing Income	4	55	41	129	89	40
DSC Income	14	15	25	84	87	(3)
Other Revenue	8	13	32	105	71	34
<b>Total Income</b>	<b>598</b>	<b>677</b>	<b>693</b>	<b>3,853</b>	<b>3,624</b>	<b>229</b>
Catering Cost Of Sales						
Cost Of Sales	140	128	135	756	814	(58)
Total Catering Cost Of Sales	140	128	135	756	814	(58)
<b>Gross Profit</b>	<b>458</b>	<b>549</b>	<b>558</b>	<b>3,097</b>	<b>2,811</b>	<b>286</b>
<b>Expenses</b>						
General Operating Expenses	61	29	30	252	195	57
Professional Fees	7	8	7	55	52	3
Equipment Expenses	0	6	3	15	21	(5)
Insurances, Licenses & Rego	17	16	17	118	94	25
Advertising & Promotions	13	1	5	29	48	(19)
Occupancy Costs	60	28	36	264	228	36
Debt Recovery Costs	0	0	0	0	0	(0)
Repairs, Servicing & Maintenance	39	15	19	191	116	75
Internal Club Expenses	0	0	0	2	2	1
Sailing Expenses	13	25	26	94	68	27
Employment Expenses	276	296	290	1,794	1,746	48
<b>Total Expenses</b>	<b>488</b>	<b>423</b>	<b>433</b>	<b>2,815</b>	<b>2,569</b>	<b>246</b>
<b>Operating Profit</b>	<b>(30)</b>	<b>126</b>	<b>125</b>	<b>282</b>	<b>242</b>	<b>40</b>
Other Income						
Interest Income	0	0	0	6	32	(26)
Total Other Income	0	0	0	6	32	(26)
Other Expenses						
Depreciation	44	48	45	313	509	(196)
Amortisation	(11)	4	4	26	55	(29)
Loss/Gain on Asset Disposal	0	0	0	0	(5)	5
Interest Expense	1	1	1	8	18	(11)
Lease Interest Expense	2	2	2	11	11	(0)
Total Other Expenses	35	54	51	358	589	(231)
<b>Net Profit/(Loss)</b>	<b>(64)</b>	<b>72</b>	<b>74</b>	<b>(71)</b>	<b>(316)</b>	<b>245</b>

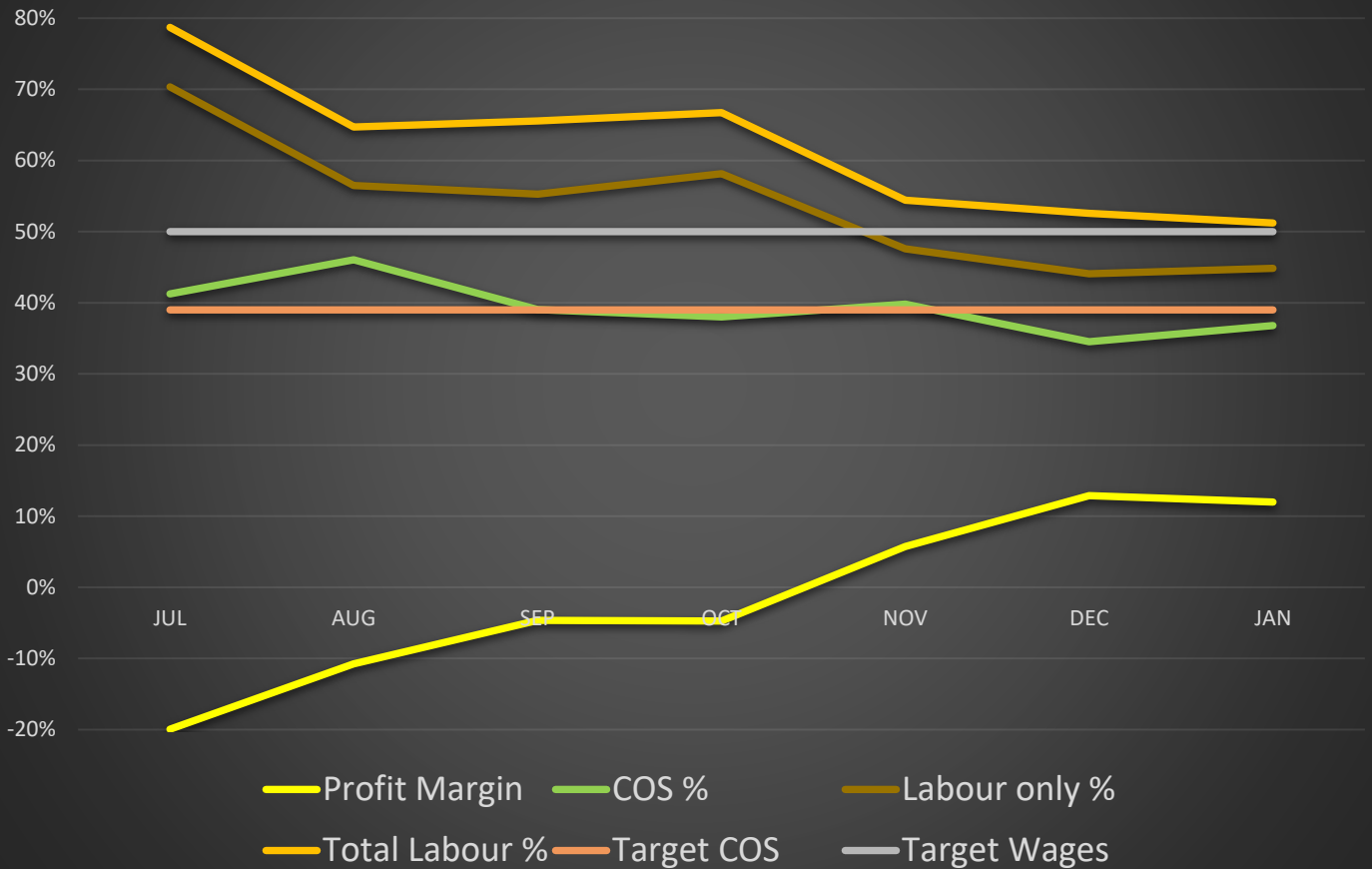
## Cash Flow

FY24-25				
	Oct-24	Nov-24	Dec-24	Jan-25
<b>Operating Profit</b>	\$ 27,814.18	-\$ 29,644.65	\$ 125,997.83	\$ 124,964.81
(Increase)/Decrease in Debtors	\$ 102,373.30	\$ 57,188.56	-\$ 6,323.22	\$ 17,414.44
(Increase)/Decrease in Prepayments	\$ 23,555.88	\$ 22,646.67	\$ 19,695.57	-\$ 14,295.90
(Increase)/Decrease in Inventory	-\$ 2,234.02	-\$ 11,406.28	\$ 7,864.70	-\$ 369.74
Increase/(Decrease) in Creditors	\$ 227,496.64	-\$ 315,575.64	\$ 88,997.30	\$ 67,496.35
Increase/(Decrease) in GST	-\$ 7,412.09	-\$ 158,528.77	\$ 47,718.33	-\$ 20,043.07
Increase/(Decrease) in Other Liabilities	-\$ 123,973.71	-\$ 112,282.79	-\$ 158,502.21	-\$ 103,754.72
<b>Net Operating Cash flow</b>	\$ 247,620.18	-\$ 547,602.90	\$ 125,448.30	\$ 71,412.17
(Increase)/Decrease in fixed Assets	-\$ 354,201.82	\$ 58,489.50	-\$ 24,169.35	-\$ 39,849.35
<b>Net Cash flow from Investing</b>	-\$ 354,201.82	\$ 58,489.50	-\$ 24,169.35	-\$ 39,849.35
Interest Income	\$ 957.62	\$ 474.19	\$ 176.90	\$ 73.80
Interest Paid	-\$ 2,325.56	-\$ 2,296.56	-\$ 2,198.78	-\$ 2,188.39
Increase/(Decrease) in Other finance	-\$ 22,141.53	-\$ 56,706.52	-\$ 17,031.87	-\$ 17,042.23
<b>Net Cash flow from financing</b>	-\$ 23,509.47	-\$ 58,528.89	-\$ 19,053.75	-\$ 19,156.82
Opening balance	\$ 990,727.53	\$ 860,636.42	\$ 312,994.13	\$ 395,219.33
Net change in cash flow	-\$ 130,091.11	-\$ 547,642.29	\$ 82,225.20	\$ 12,406.00
<b>Closing balance</b>	\$ 860,636.42	\$ 312,994.13	\$ 395,219.33	\$ 407,625.33

## Balance Sheet – Summary (000's)

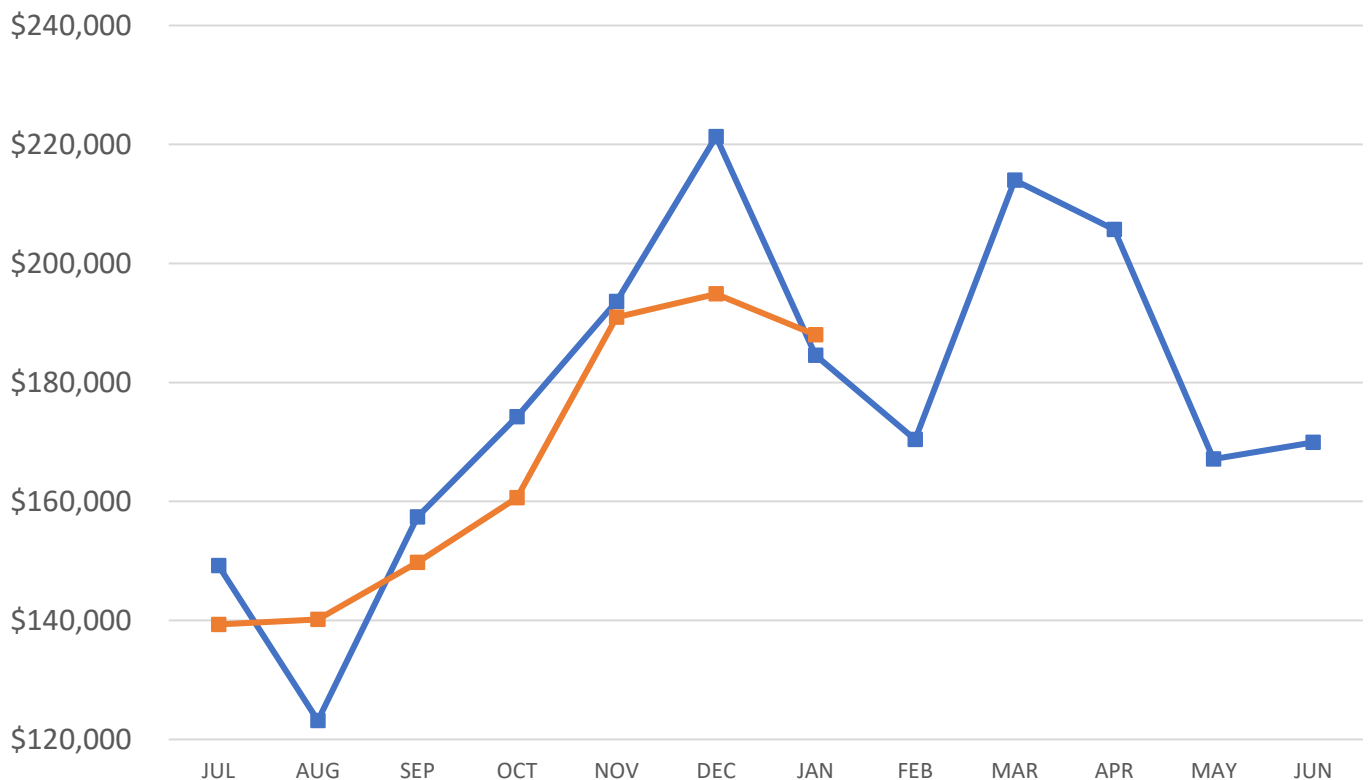
Account Name	November	December	January
<b>Assets</b>			
Trading Bank Accounts	311	356	370
Floats	4	4	4
Clearing Accounts	(3)	26	36
Debtors	898	910	889
Receivables	(588)	(593)	(590)
Prepayments	129	109	123
Stock	101	93	94
Property	3,747	3,710	3,675
Marina & Hardstand	11	11	10
Plant & Equipment	241	235	235
Boats	481	472	462
Intangible Assets	1,151	1,176	1,213
<b>Total Assets</b>	<b>6,484</b>	<b>6,510</b>	<b>6,522</b>
<b>Liabilities</b>			
Trade Creditors	167	256	324
Accruals	124	81	111
GST and Statutory Liabilities	70	118	98
Employee Provisions	321	329	326
Bonds & Other Liabilities	41	41	41
Deferred Income- Members	492	455	395
Deferred Income- Marina	559	473	402
Other Finance	543	518	513
<b>Total Liabilities</b>	<b>2,318</b>	<b>2,271</b>	<b>2,209</b>
<b>Net Assets</b>	<b>4,167</b>	<b>4,238</b>	<b>4,312</b>

# Catering Percentages 2024/25



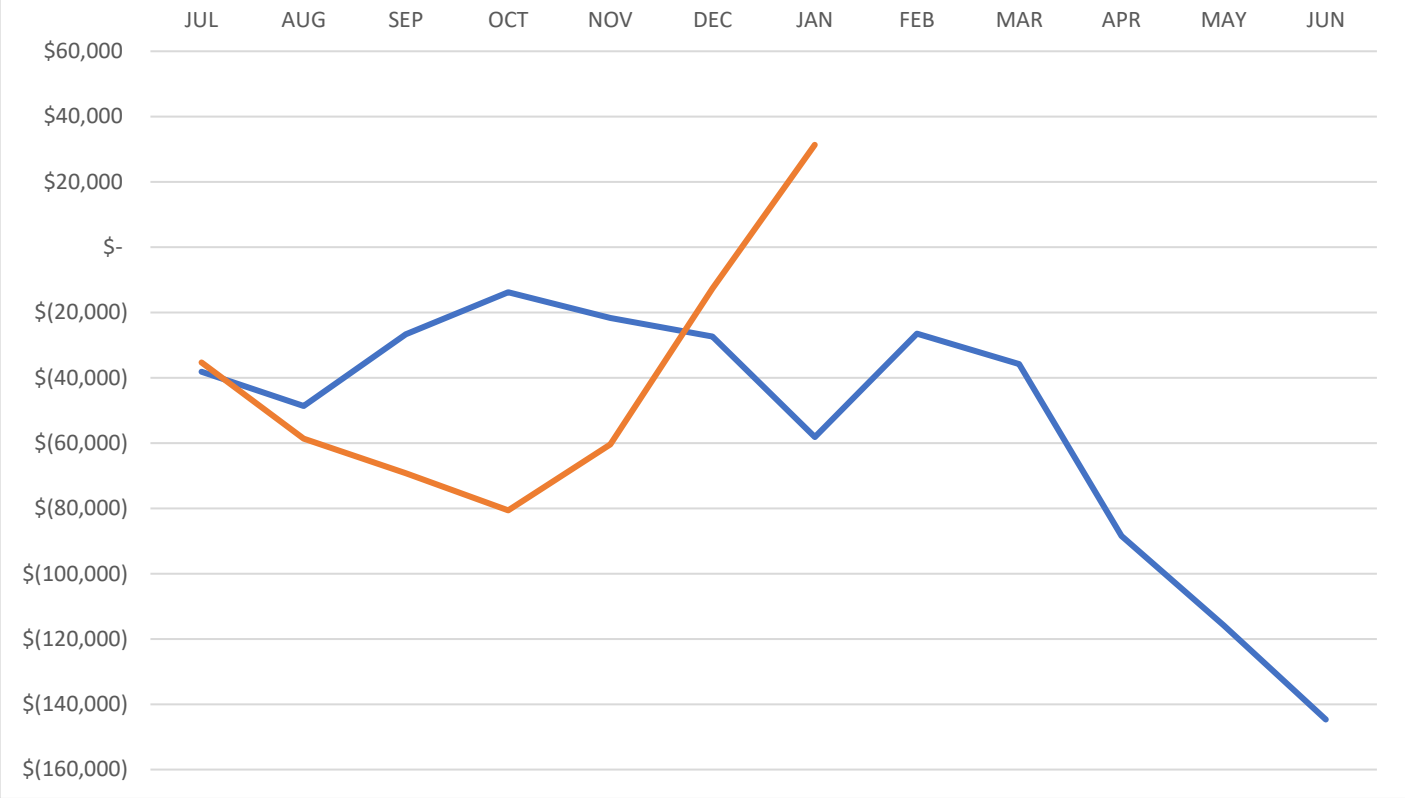
## Catering- Wages

■ 2023-24 ■ 2024-25



# Catering - P/L comparison

23-24 24-25



## Profit & Loss [Budget Analysis]

January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Income				
Catering Revenue				
Restaurant Beverage Revenue	\$84,428.56	\$90,000.00	-\$5,571.44	(6.2)%
Restaurant Food Revenue	\$110,604.75	\$120,000.00	-\$9,395.25	(7.8)%
Members Beverage Revenue	\$51,454.17	\$25,000.00	\$26,454.17	105.8%
Members Food Revenue	\$34,435.38	\$12,000.00	\$22,435.38	187.0%
Members F&B Discounts - Revenue	\$6,788.89	\$6,000.00	\$788.89	13.1%
Club Function Food	\$756.36	\$0.00	\$756.36	NA
Function Food	\$57,161.39	\$10,000.00	\$47,161.39	471.6%
Function Beverage	\$14,561.34	\$5,000.00	\$9,561.34	191.2%
Private Function Revenue	\$13.64	\$0.00	\$13.64	NA
Room Hire	\$6,886.36	\$2,000.00	\$4,886.36	244.3%
Total Catering Revenue	\$367,090.84	\$270,000.00	\$97,090.84	36.0%
Membership Income				
Member's Annual Subscription	\$80,000.00	\$80,000.00	\$0.00	0.0%
Association Fees	\$5,011.00	\$4,778.00	\$233.00	4.9%
Instalment Surcharge	\$1,760.99	\$1,400.00	\$360.99	25.8%
Total Membership Income	\$86,771.99	\$86,178.00	\$593.99	0.7%
Marina, Hstand & OTB Storage Inc				
Hardstand Annual Rental Income	\$9,000.00	\$9,845.00	-\$845.00	(8.6)%
Marina Annual Rental Income	\$100,000.00	\$104,000.00	-\$4,000.00	(3.8)%
Marina & Hstand Casual Rental	\$17,472.66	\$10,000.00	\$7,472.66	74.7%
DSC Storage	\$1,500.00	\$1,700.00	-\$200.00	(11.8)%
Maintenance Fee Income	\$13,500.00	\$14,000.00	-\$500.00	(3.6)%
Total Marina, Hstand & OTB Storage Inc	\$141,472.66	\$139,545.00	\$1,927.66	1.4%
Sailing Income				
Sailing Safety Fees	\$3,986.28	\$1,700.00	\$2,286.28	134.5%
Regattas Income	\$35,255.46	\$20,000.00	\$15,255.46	76.3%
Volunteer Training Revenue	\$0.00	\$2,000.00	-\$2,000.00	(100.0)%
Boat Hire Income	\$1,545.45	\$0.00	\$1,545.45	NA
Total Sailing Income	\$40,787.19	\$23,700.00	\$17,087.19	72.1%
DSC Income				
School Holiday Program	\$25,346.55	\$25,000.00	\$346.55	1.4%
Term 1 Training	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Keel Boat Learn to Sail	-\$345.46	\$800.00	-\$1,145.46	(143.2)%
Power Boat Handling	\$0.00	\$50.00	-\$50.00	(100.0)%
Safety Boat Handling	\$0.00	\$25.00	-\$25.00	(100.0)%
School Training Fees	\$0.00	\$5,760.00	-\$5,760.00	(100.0)%
Private Coaching Fees	\$254.55	\$600.00	-\$345.45	(57.6)%
Total DSC Income	\$25,255.64	\$33,235.00	-\$7,979.36	(24.0)%
Other Revenue				
Clothing & Merchandise Sales	\$3,871.89	\$3,000.00	\$871.89	29.1%
Sub-tenant Rental Income	\$4,581.40	\$3,401.54	\$1,179.86	34.7%
Credit Card Surcharge	\$1,178.42	\$800.00	\$378.42	47.3%
Keys Income	\$1,017.27	\$800.00	\$217.27	27.2%
Lockers Income	\$92.95	\$0.00	\$92.95	NA
Ice Income	\$472.82	\$0.00	\$472.82	NA
Sundry Income	\$177.27	\$100.00	\$77.27	77.3%
150th Celebrations Income	\$20,155.91	\$0.00	\$20,155.91	NA
Total Other Revenue	\$31,547.93	\$8,101.54	\$23,446.39	289.4%
Total Income	\$692,926.25	\$560,759.54	\$132,166.71	23.6%

## Profit & Loss [Budget Analysis]

January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Catering Cost Of Sales				
Cost Of Sales				
Costs of Sales- Beverage	\$53,141.73	\$43,200.00	\$9,941.73	23.0%
Costs of Sales- Food	\$81,961.72	\$62,160.00	\$19,801.72	31.9%
Direct Staff Costs	\$0.00	\$300.00	-\$300.00	(100.0)%
<b>Total Catering Cost Of Sales</b>	<b>\$135,103.45</b>	<b>\$105,660.00</b>	<b>\$29,443.45</b>	<b>27.9%</b>
<b>Gross Profit</b>	<b>\$557,822.80</b>	<b>\$455,099.54</b>	<b>\$102,723.26</b>	<b>22.6%</b>
Expenses				
General Operating Expenses				
Bank Charges	\$489.18	\$580.00	-\$90.82	(15.7)%
Merchant Fees	\$3,318.72	\$3,000.00	\$318.72	10.6%
Commission Paid	\$94.56	\$600.00	-\$505.44	(84.2)%
Cash Discrepancies	-\$666.35	\$50.00	-\$716.35	(1,432.7)%
Walk Outs	\$89.86	\$100.00	-\$10.14	(10.1)%
Software & Support	\$1,325.50	\$2,000.00	-\$674.50	(33.7)%
Printing	\$1,642.75	\$4,500.00	-\$2,857.25	(63.5)%
Postage	\$21.67	\$50.00	-\$28.33	(56.7)%
Stationery	\$705.73	\$580.00	\$125.73	21.7%
Telephone & Internet	\$1,125.12	\$1,200.00	-\$74.88	(6.2)%
Office & Admin Expenses	\$0.00	\$500.00	-\$500.00	(100.0)%
Kitchen Consumables	\$76.34	\$500.00	-\$423.66	(84.7)%
Subscription - IT	\$5,320.48	\$4,500.00	\$820.48	18.2%
Tea Towels	\$4,722.90	\$2,200.00	\$2,522.90	114.7%
Other Consumables	\$9.08	\$0.00	\$9.08	NA
Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
Staff Amenities	\$1,291.81	\$0.00	\$1,291.81	NA
Staff Discounts	\$1,802.38	\$1,500.00	\$302.38	20.2%
Clothing & Merchandise Costs	\$3,256.88	\$2,000.00	\$1,256.88	62.8%
Entertainment Expenses	\$12.72	\$0.00	\$12.72	NA
Decorations	\$232.92	\$0.00	\$232.92	NA
General Expenses	\$9.26	\$0.00	\$9.26	NA
Member Expenses	\$425.64	\$500.00	-\$74.36	(14.9)%
Members F&B Discounts	\$6,788.89	\$6,000.00	\$788.89	13.1%
150th Celebrations Expenses	-\$1,620.00	\$0.00	-\$1,620.00	NA
<b>Total General Operating Expenses</b>	<b>\$30,476.04</b>	<b>\$30,935.00</b>	<b>-\$458.96</b>	<b>(1.5)%</b>
Professional Fees				
Accounting & Audit Fees	\$6,860.08	\$7,500.00	-\$639.92	(8.5)%
Consulting Fees	\$220.00	\$0.00	\$220.00	NA
<b>Total Professional Fees</b>	<b>\$7,080.08</b>	<b>\$7,500.00</b>	<b>-\$419.92</b>	<b>(5.6)%</b>
Equipment Expenses				
Equipment Expenses	\$1,380.30	\$1,500.00	-\$119.70	(8.0)%
Replacement - Glassware etc	\$0.00	\$300.00	-\$300.00	(100.0)%
Equipment Hire	\$209.76	\$400.00	-\$190.24	(47.6)%
Tools & Equip - Consumables	\$119.00	\$40.00	\$79.00	197.5%
Fuel & Oil	\$1,681.85	\$800.00	\$881.85	110.2%
Freight & Courier	\$27.00	\$150.00	-\$123.00	(82.0)%
<b>Total Equipment Expenses</b>	<b>\$3,417.91</b>	<b>\$3,190.00</b>	<b>\$227.91</b>	<b>7.1%</b>
Insurances, Licenses & Rego				
Australian Sailing Association Fees	\$6,370.57	\$4,800.00	\$1,570.57	32.7%
Insurances	\$10,701.60	\$11,226.00	-\$524.40	(4.7)%
License Fees	-\$519.13	\$365.00	-\$884.13	(242.2)%

**Profit & Loss [Budget Analysis]**

January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Total Insurances, Licenses & Rego	\$16,553.04	\$16,391.00	\$162.04	1.0%
Advertising & Promotions				
Promotions	\$180.00	\$4,000.00	-\$3,820.00	(95.5)%
Advertising & Marketing	\$1,743.16	\$3,500.00	-\$1,756.84	(50.2)%
Gifts	\$2,187.27	\$0.00	\$2,187.27	NA
Digital Expenses	\$0.00	\$100.00	-\$100.00	(100.0)%
Vouchers Expense	\$408.64	\$100.00	\$308.64	308.6%
Total Advertising & Promotions	\$4,519.07	\$7,700.00	-\$3,180.93	(41.3)%
Occupancy Costs				
Electricity	\$3,979.27	\$7,500.00	-\$3,520.73	(46.9)%
Gas	\$1,664.41	\$3,100.00	-\$1,435.59	(46.3)%
Rental Expense	\$5,896.60	\$1,400.00	\$4,496.60	321.2%
Council Rates	\$0.00	\$900.00	-\$900.00	(100.0)%
Cleaning	\$10,245.72	\$9,500.00	\$745.72	7.8%
Cleaning Products	\$4,007.68	\$3,750.00	\$257.68	6.9%
Security	\$707.95	\$1,100.00	-\$392.05	(35.6)%
Water Rates	\$3,608.06	\$2,900.00	\$708.06	24.4%
Pest Control	\$763.75	\$700.00	\$63.75	9.1%
Waste Removal	\$3,907.98	\$3,300.00	\$607.98	18.4%
Gardening Expenses	\$855.45	\$400.00	\$455.45	113.9%
Total Occupancy Costs	\$35,636.87	\$34,550.00	\$1,086.87	3.1%
Repairs, Servicing & Maintenance				
R,M&S Clubhouse	\$7,417.57	\$10,000.00	-\$2,582.43	(25.8)%
R,M&S Sailing	\$427.65	\$400.00	\$27.65	6.9%
R,M&S Marina	\$10,495.10	\$10,000.00	\$495.10	5.0%
R,M&S Keel Boats	\$0.00	\$500.00	-\$500.00	(100.0)%
R,M&S Rescue Boats - Rhibs	\$1,342.05	\$1,400.00	-\$57.95	(4.1)%
R,M&S Rescue Boats - Harry T	\$0.00	\$50.00	-\$50.00	(100.0)%
R,M&S Rescue Boats - Redeemer	\$0.00	\$50.00	-\$50.00	(100.0)%
R,M&S 29ers	-\$545.46	\$0.00	-\$545.46	NA
Total Repairs, Servicing & Maintenance	\$19,136.91	\$22,400.00	-\$3,263.09	(14.6)%
Sailing Expenses				
Volunteer Expenses	\$6,329.92	\$800.00	\$5,529.92	691.2%
Discovery Sailing Fees AS	\$0.00	\$800.00	-\$800.00	(100.0)%
Training Expenses	\$0.00	\$150.00	-\$150.00	(100.0)%
Trophies & Prizes	\$0.00	\$300.00	-\$300.00	(100.0)%
Sailing Expenses	\$5,087.10	\$0.00	\$5,087.10	NA
DSC Expenses	\$626.73	\$0.00	\$626.73	NA
Regatta Expenses	\$13,118.76	\$10,000.00	\$3,118.76	31.2%
First Aid Equipment	\$500.00	\$0.00	\$500.00	NA
Total Sailing Expenses	\$25,662.51	\$12,050.00	\$13,612.51	113.0%
Employment Expenses				
Wages- Management	\$16,259.37	\$13,181.87	\$3,077.50	23.3%
Wages - Administration	\$14,808.47	\$11,108.03	\$3,700.44	33.3%
Wages - Restaurant	\$4,846.14	\$7,020.00	-\$2,173.86	(31.0)%
Wages - Restaurant Casual	\$67,172.32	\$48,870.00	\$18,302.32	37.5%
Wages - Clubhouse	\$6,389.54	\$4,910.70	\$1,478.84	30.1%
Wages - Kitchen	\$22,000.00	\$40,500.00	-\$18,500.00	(45.7)%
Wages - Kitchen Casual	\$29,598.13	\$14,040.00	\$15,558.13	110.8%
Wages - Sailing	\$11,410.46	\$5,805.20	\$5,605.26	96.6%
Wages - Sailing Casual	\$25,779.59	\$30,000.00	-\$4,220.41	(14.1)%

**Profit & Loss [Budget Analysis]**

January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Wages - Marina	\$12,165.81	\$9,519.43	\$2,646.38	27.8%
Wages - Members Casual	\$9,692.37	\$5,670.00	\$4,022.37	70.9%
Wages - Function	\$12,988.88	\$18,360.00	-\$5,371.12	(29.3)%
Wages - Function Casual	\$8,550.60	\$10,800.00	-\$2,249.40	(20.8)%
Wages - Kitchen Chef Casual	\$14,969.63	\$0.00	\$14,969.63	NA
Staff Leave Expense	-\$2,924.93	\$0.00	-\$2,924.93	NA
Provision for Annual Leave	\$188.73	\$0.00	\$188.73	NA
Superannuation	\$25,359.63	\$25,275.30	\$84.33	0.3%
Payroll Tax Expense	\$8,519.55	\$10,659.58	-\$2,140.03	(20.1)%
Workcover Expense	\$2,574.00	\$2,600.00	-\$26.00	(1.0)%
Staff Training Expenses	\$0.00	\$200.00	-\$200.00	(100.0)%
Staff Uniforms - Sailing	\$27.27	\$0.00	\$27.27	NA
<b>Total Employment Expenses</b>	<b>\$290,375.56</b>	<b>\$258,520.11</b>	<b>\$31,855.45</b>	<b>12.3%</b>
<b>Total Expenses</b>	<b>\$432,857.99</b>	<b>\$393,236.11</b>	<b>\$39,621.88</b>	<b>10.1%</b>
<b>Operating Profit</b>	<b>\$124,964.81</b>	<b>\$61,863.43</b>	<b>\$63,101.38</b>	<b>102.0%</b>
Other Income				
Interest Income	\$73.80	\$0.00	\$73.80	NA
<b>Total Other Income</b>	<b>\$73.80</b>	<b>\$0.00</b>	<b>\$73.80</b>	<b>NA</b>
Other Expenses				
Depreciation	\$44,788.06	\$65,000.00	-\$20,211.94	(31.1)%
Amortisation	\$3,832.04	\$8,450.00	-\$4,617.96	(54.7)%
Interest Expense	\$529.48	\$2,000.00	-\$1,470.52	(73.5)%
Lease Interest Expense	\$1,658.91	\$1,850.00	-\$191.09	(10.3)%
<b>Total Other Expenses</b>	<b>\$50,808.49</b>	<b>\$77,300.00</b>	<b>-\$26,491.51</b>	<b>(34.3)%</b>
<b>Net Profit/(Loss)</b>	<b>\$74,230.12</b>	<b>-\$15,436.57</b>	<b>\$89,666.69</b>	<b>580.9%</b>

## Profit & Loss [Budget Analysis]

July 2024 To January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Income				
Catering Revenue				
Restaurant Beverage Revenue	\$478,224.80	\$516,000.00	-\$37,775.20	(7.3)%
Restaurant Food Revenue	\$591,432.70	\$680,000.00	-\$88,567.30	(13.0)%
Members Beverage Revenue	\$222,078.46	\$183,000.00	\$39,078.46	21.4%
Members Food Revenue	\$132,129.13	\$94,000.00	\$38,129.13	40.6%
Members F&B Discounts - Revenue	\$41,607.96	\$39,800.00	\$1,807.96	4.5%
Club Function Food	\$756.36	\$0.00	\$756.36	NA
Club Function Beverage	\$1,352.73	\$0.00	\$1,352.73	NA
Function Food	\$311,021.37	\$285,000.00	\$26,021.37	9.1%
Function Beverage	\$128,081.19	\$110,000.00	\$18,081.19	16.4%
Private Function Revenue	\$2,063.61	\$0.00	\$2,063.61	NA
Room Hire	\$42,363.78	\$34,000.00	\$8,363.78	24.6%
<b>Total Catering Revenue</b>	<b>\$1,951,112.09</b>	<b>\$1,941,800.00</b>	<b>\$9,312.09</b>	<b>0.5%</b>
Membership Income				
Member's Annual Subscription	\$560,000.00	\$560,000.00	\$0.00	0.0%
Association Fees	\$35,077.00	\$33,446.00	\$1,631.00	4.9%
Instalment Surcharge	\$13,116.12	\$9,800.00	\$3,316.12	33.8%
<b>Total Membership Income</b>	<b>\$608,193.12</b>	<b>\$603,246.00</b>	<b>\$4,947.12</b>	<b>0.8%</b>
Marina, Hstand & OTB Storage Inc				
Hardstand Annual Rental Income	\$63,000.00	\$68,915.00	-\$5,915.00	(8.6)%
Marina Annual Rental Income	\$700,000.00	\$728,000.00	-\$28,000.00	(3.8)%
Marina & Hstand Casual Rental	\$108,581.30	\$75,000.00	\$33,581.30	44.8%
DSC Storage	\$10,500.00	\$11,900.00	-\$1,400.00	(11.8)%
Maintenance Fee Income	\$94,500.00	\$98,000.00	-\$3,500.00	(3.6)%
<b>Total Marina, Hstand &amp; OTB Storage Inc</b>	<b>\$976,581.30</b>	<b>\$981,815.00</b>	<b>-\$5,233.70</b>	<b>(0.5)%</b>
Sailing Income				
Sailing Safety Fees	\$27,903.96	\$14,200.00	\$13,703.96	96.5%
Regattas Income	\$87,780.85	\$70,000.00	\$17,780.85	25.4%
Volunteer Training Revenue	\$0.00	\$4,000.00	-\$4,000.00	(100.0)%
Boat Hire Income	\$13,118.17	\$0.00	\$13,118.17	NA
<b>Total Sailing Income</b>	<b>\$128,802.98</b>	<b>\$88,200.00</b>	<b>\$40,602.98</b>	<b>46.0%</b>
DSC Income				
DSC After School Sailing	\$1,533.46	\$0.00	\$1,533.46	NA
School Holiday Program	\$55,308.00	\$62,000.00	-\$6,692.00	(10.8)%
Term 1 Training	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Term 4 Training	\$13,390.91	\$2,000.00	\$11,390.91	569.5%
Adult Learn to Sail	\$925.81	\$6,000.00	-\$5,074.19	(84.6)%
Keel Boat Learn to Sail	\$889.44	\$5,600.00	-\$4,710.56	(84.1)%
Power Boat Handling	\$0.00	\$350.00	-\$350.00	(100.0)%
Safety Boat Handling	\$0.00	\$175.00	-\$175.00	(100.0)%
School Training Fees	\$5,940.92	\$10,560.00	-\$4,619.08	(43.7)%
Private Coaching Fees	\$5,518.18	\$2,400.00	\$3,118.18	129.9%
<b>Total DSC Income</b>	<b>\$83,506.72</b>	<b>\$90,085.00</b>	<b>-\$6,578.28</b>	<b>(7.3)%</b>
Other Revenue				
Clothing & Merchandise Sales	\$32,846.21	\$17,700.00	\$15,146.21	85.6%
Sub-tenant Rental Income	\$25,170.50	\$23,810.78	\$1,359.72	5.7%
Gifts & Donations Received	\$579.27	\$0.00	\$579.27	NA
Credit Card Surcharge	\$6,488.31	\$5,600.00	\$888.31	15.9%
Keys Income	\$5,894.54	\$5,600.00	\$294.54	5.3%
Lockers Income	\$5,305.74	\$5,000.00	\$305.74	6.1%

**Profit & Loss [Budget Analysis]**

July 2024 To January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Ice Income	\$592.82	\$0.00	\$592.82	NA
Sundry Income	\$6,262.00	\$3,360.00	\$2,902.00	86.4%
Interest Received	\$79.57	\$0.00	\$79.57	NA
150th Celebrations Income	\$21,775.91	\$0.00	\$21,775.91	NA
<b>Total Other Revenue</b>	<b>\$104,994.87</b>	<b>\$61,070.78</b>	<b>\$43,924.09</b>	<b>71.9%</b>
<b>Total Income</b>	<b>\$3,853,191.08</b>	<b>\$3,766,216.78</b>	<b>\$86,974.30</b>	<b>2.3%</b>
Catering Cost Of Sales				
Cost Of Sales				
Costs of Sales- Beverage	\$319,296.16	\$291,240.00	\$28,056.16	9.6%
Costs of Sales- Food	\$436,813.97	\$461,496.00	-\$24,682.03	(5.3)%
Direct Staff Costs	\$0.00	\$2,100.00	-\$2,100.00	(100.0)%
<b>Total Catering Cost Of Sales</b>	<b>\$756,110.13</b>	<b>\$754,836.00</b>	<b>\$1,274.13</b>	<b>0.2%</b>
<b>Gross Profit</b>	<b>\$3,097,080.95</b>	<b>\$3,011,380.78</b>	<b>\$85,700.17</b>	<b>2.8%</b>
Expenses				
General Operating Expenses				
Bank Charges	\$3,719.95	\$4,060.00	-\$340.05	(8.4)%
Merchant Fees	\$21,895.95	\$22,000.00	-\$104.05	(0.5)%
Commission Paid	\$861.09	\$2,850.00	-\$1,988.91	(69.8)%
Cash Discrepancies	-\$671.38	\$350.00	-\$1,021.38	(291.8)%
Walk Outs	\$713.84	\$700.00	\$13.84	2.0%
Computer Maintenance	\$1,131.89	\$0.00	\$1,131.89	NA
Software & Support	\$10,321.25	\$14,000.00	-\$3,678.75	(26.3)%
Printing	\$11,380.01	\$15,500.00	-\$4,119.99	(26.6)%
Postage	\$176.08	\$350.00	-\$173.92	(49.7)%
Stationery	\$2,499.59	\$4,060.00	-\$1,560.41	(38.4)%
Telephone & Internet	\$6,334.00	\$8,400.00	-\$2,066.00	(24.6)%
Office & Admin Expenses	\$1,426.82	\$1,500.00	-\$73.18	(4.9)%
Linen	\$104.00	\$0.00	\$104.00	NA
Ice	\$518.54	\$600.00	-\$81.46	(13.6)%
Restaurant Consumables	\$35.27	\$0.00	\$35.27	NA
Kitchen Consumables	\$1,515.29	\$3,500.00	-\$1,984.71	(56.7)%
Subscription - IT	\$53,534.18	\$31,500.00	\$22,034.18	69.9%
Tea Towels	\$17,146.92	\$15,400.00	\$1,746.92	11.3%
Other Consumables	\$792.34	\$0.00	\$792.34	NA
Keys Expense	\$0.00	\$4,025.00	-\$4,025.00	(100.0)%
Staff Amenities	\$1,304.21	\$0.00	\$1,304.21	NA
Staff Discounts	\$8,534.37	\$10,000.00	-\$1,465.63	(14.7)%
Clothing & Merchandise Costs	\$26,156.89	\$14,000.00	\$12,156.89	86.8%
Entertainment Expenses	\$3,328.49	\$6,450.00	-\$3,121.51	(48.4)%
Decorations	\$1,048.61	\$0.00	\$1,048.61	NA
General Expenses	\$4,001.06	\$0.00	\$4,001.06	NA
Member Expenses	\$3,288.41	\$3,500.00	-\$211.59	(6.0)%
Members F&B Discounts	\$41,607.96	\$39,800.00	\$1,807.96	4.5%
150th Celebrations Expenses	\$29,505.00	\$0.00	\$29,505.00	NA
<b>Total General Operating Expenses</b>	<b>\$252,210.63</b>	<b>\$202,545.00</b>	<b>\$49,665.63</b>	<b>24.5%</b>
Professional Fees				
Accounting & Audit Fees	\$52,573.98	\$52,500.00	\$73.98	0.1%
Consulting Fees	\$2,311.00	\$0.00	\$2,311.00	NA
<b>Total Professional Fees</b>	<b>\$54,884.98</b>	<b>\$52,500.00</b>	<b>\$2,384.98</b>	<b>4.5%</b>
Equipment Expenses				

**Profit & Loss [Budget Analysis]**

July 2024 To January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Equipment Expenses	\$3,843.16	\$8,500.00	-\$4,656.84	(54.8)%
Replacement - Glassware etc	\$10.28	\$2,100.00	-\$2,089.72	(99.5)%
Equipment Hire	\$1,756.48	\$2,800.00	-\$1,043.52	(37.3)%
Tools & Equip - Consumables	\$140.59	\$280.00	-\$139.41	(49.8)%
Fuel & Oil	\$7,288.88	\$5,600.00	\$1,688.88	30.2%
Freight & Courier	\$2,406.03	\$1,050.00	\$1,356.03	129.1%
<b>Total Equipment Expenses</b>	<b>\$15,445.42</b>	<b>\$20,330.00</b>	<b>-\$4,884.58</b>	<b>(24.0)%</b>
Insurances, Licenses & Rego				
Australian Sailing Association Fees	\$36,728.72	\$36,600.00	\$128.72	0.4%
Insurances	\$78,188.84	\$78,582.00	-\$393.16	(0.5)%
License Fees	\$3,201.02	\$2,555.00	\$646.02	25.3%
Licence Fees - Regos	\$132.35	\$75.00	\$57.35	76.5%
<b>Total Insurances, Licenses &amp; Rego</b>	<b>\$118,250.93</b>	<b>\$117,812.00</b>	<b>\$438.93</b>	<b>0.4%</b>
Advertising & Promotions				
Promotions	\$1,028.18	\$5,300.00	-\$4,271.82	(80.6)%
Advertising & Marketing	\$21,947.07	\$24,500.00	-\$2,552.93	(10.4)%
Gifts	\$3,079.21	\$0.00	\$3,079.21	NA
Sponsorships & Donations	\$1,660.00	\$10,000.00	-\$8,340.00	(83.4)%
Digital Expenses	\$0.00	\$700.00	-\$700.00	(100.0)%
Vouchers Expense	\$1,323.19	\$700.00	\$623.19	89.0%
<b>Total Advertising &amp; Promotions</b>	<b>\$29,037.65</b>	<b>\$41,200.00</b>	<b>-\$12,162.35</b>	<b>(29.5)%</b>
Occupancy Costs				
Electricity	\$43,431.72	\$52,500.00	-\$9,068.28	(17.3)%
Gas	\$26,837.63	\$21,700.00	\$5,137.63	23.7%
Rental Expense	\$41,894.65	\$9,800.00	\$32,094.65	327.5%
Council Rates	\$9,773.36	\$6,300.00	\$3,473.36	55.1%
Cleaning	\$67,201.79	\$66,500.00	\$701.79	1.1%
Cleaning Products	\$27,218.53	\$26,250.00	\$968.53	3.7%
Security	\$6,042.00	\$7,700.00	-\$1,658.00	(21.5)%
Water Rates	\$11,275.72	\$20,300.00	-\$9,024.28	(44.5)%
Pest Control	\$2,224.05	\$2,800.00	-\$575.95	(20.6)%
Waste Removal	\$24,683.80	\$23,100.00	\$1,583.80	6.9%
Gardening Expenses	\$3,517.95	\$2,800.00	\$717.95	25.6%
<b>Total Occupancy Costs</b>	<b>\$264,101.20</b>	<b>\$239,750.00</b>	<b>\$24,351.20</b>	<b>10.2%</b>
Debt Recovery Costs				
Bad Debts - Written Off	\$64.95	\$10,000.00	-\$9,935.05	(99.4)%
Debt Collection Costs	\$0.00	\$10,000.00	-\$10,000.00	(100.0)%
<b>Total Debt Recovery Costs</b>	<b>\$64.95</b>	<b>\$20,000.00</b>	<b>-\$19,935.05</b>	<b>(99.7)%</b>
Repairs, Servicing & Maintenance				
R,M&S Clubhouse	\$93,727.11	\$70,000.00	\$23,727.11	33.9%
R,M&S Sailing	\$5,258.47	\$2,800.00	\$2,458.47	87.8%
R,M&S Marina	\$41,237.05	\$70,000.00	-\$28,762.95	(41.1)%
R,M&S Keel Boats	\$13,083.47	\$3,500.00	\$9,583.47	273.8%
R,M&S Quests	\$8,101.63	\$5,000.00	\$3,101.63	62.0%
R,M&S OziOptis	\$245.00	\$0.00	\$245.00	NA
R,M&S Rescue Boats - Rhibs	\$11,270.18	\$9,800.00	\$1,470.18	15.0%
R,M&S Rescue Boats - Harry T	\$5,433.18	\$350.00	\$5,083.18	1,452.3%
R,M&S Rescue Boats - Redeemer	\$3,916.94	\$350.00	\$3,566.94	1,019.1%
R,M&S Other Plant & Equipment	\$7,418.89	\$0.00	\$7,418.89	NA
R,M&S 29ers	\$1,133.54	\$0.00	\$1,133.54	NA
<b>Total Repairs, Servicing &amp; Maintenance</b>	<b>\$190,825.46</b>	<b>\$161,800.00</b>	<b>\$29,025.46</b>	<b>17.9%</b>

## Profit & Loss [Budget Analysis]

July 2024 To January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Internal Club Expenses				
Committee Expenses	\$2,342.49	\$3,000.00	-\$657.51	(21.9)%
General Manager Expense	\$0.00	\$500.00	-\$500.00	(100.0)%
Total Internal Club Expenses	\$2,342.49	\$3,500.00	-\$1,157.51	(33.1)%
Sailing Expenses				
Race Entry Expenses	\$272.73	\$0.00	\$272.73	NA
Volunteer Expenses	\$31,577.01	\$8,700.00	\$22,877.01	263.0%
Discovery Sailing Fees AS	\$0.00	\$2,800.00	-\$2,800.00	(100.0)%
Training Expenses	\$0.00	\$3,950.00	-\$3,950.00	(100.0)%
Trophies & Prizes	\$8,054.95	\$9,900.00	-\$1,845.05	(18.6)%
Sailing Expenses	\$12,512.98	\$0.00	\$12,512.98	NA
DSC Expenses	\$1,404.05	\$0.00	\$1,404.05	NA
Regatta Expenses	\$38,502.78	\$40,000.00	-\$1,497.22	(3.7)%
First Aid Equipment	\$2,001.97	\$3,500.00	-\$1,498.03	(42.8)%
Total Sailing Expenses	\$94,326.47	\$68,850.00	\$25,476.47	37.0%
Employment Expenses				
Wages- Management	\$100,954.90	\$102,159.47	-\$1,204.57	(1.2)%
Wages - Administration	\$88,873.86	\$86,087.21	\$2,786.65	3.2%
Wages - Restaurant	\$42,610.82	\$50,486.80	-\$7,875.98	(15.6)%
Wages - Restaurant Casual	\$357,634.75	\$351,465.80	\$6,168.95	1.8%
Wages - Clubhouse	\$39,987.18	\$38,057.94	\$1,929.24	5.1%
Wages - Kitchen	\$145,342.59	\$291,270.00	-\$145,927.41	(50.1)%
Wages - Kitchen Casual	\$142,931.71	\$100,973.60	\$41,958.11	41.6%
Wages - Sailing	\$55,050.00	\$44,990.30	\$10,059.70	22.4%
Wages - Sailing Casual	\$103,487.24	\$101,000.00	\$2,487.24	2.5%
Wages - Marina	\$72,829.09	\$73,775.59	-\$946.50	(1.3)%
Wages - Members	-\$142.69	\$0.00	-\$142.69	NA
Wages - Members Casual	\$48,938.49	\$40,777.80	\$8,160.69	20.0%
Wages - Function	\$81,362.45	\$132,042.40	-\$50,679.95	(38.4)%
Wages - Function Casual	\$103,504.20	\$77,672.00	\$25,832.20	33.3%
Wages - Kitchen Chef Casual	\$118,311.46	\$0.00	\$118,311.46	NA
Staff Leave Expense	\$43,027.93	\$0.00	\$43,027.93	NA
Provision for Annual Leave	\$5,174.72	\$0.00	\$5,174.72	NA
Superannuation	\$166,289.68	\$171,437.27	-\$5,147.59	(3.0)%
Payroll Tax Expense	\$53,531.60	\$72,301.81	-\$18,770.21	(26.0)%
Workcover Expense	\$12,364.90	\$18,200.00	-\$5,835.10	(32.1)%
Recruitment Expenses	\$8,775.11	\$4,000.00	\$4,775.11	119.4%
Staff Training Expenses	\$77.51	\$2,000.00	-\$1,922.49	(96.1)%
Staff Uniforms - Restaurant & Functions	\$66.96	\$4,000.00	-\$3,933.04	(98.3)%
Staff Uniforms - Sailing	\$509.85	\$2,500.00	-\$1,990.15	(79.6)%
Staff Uniforms - Administration	\$902.00	\$1,000.00	-\$98.00	(9.8)%
Other Employer Expenses	\$1,515.00	\$0.00	\$1,515.00	NA
Total Employment Expenses	\$1,793,911.31	\$1,766,197.99	\$27,713.32	1.6%
Total Expenses	\$2,815,401.49	\$2,694,484.99	\$120,916.50	4.5%
Operating Profit	\$281,679.46	\$316,895.79	-\$35,216.33	(11.1)%
Other Income				
Interest Income	\$5,828.21	\$26,000.00	-\$20,171.79	(77.6)%
Total Other Income	\$5,828.21	\$26,000.00	-\$20,171.79	(77.6)%
Other Expenses				
Depreciation	\$313,336.09	\$455,000.00	-\$141,663.91	(31.1)%

Profit & Loss [Budget Analysis]

July 2024 To January 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Amortisation	\$25,814.11	\$59,150.00	-\$33,335.89	(56.4)%
Interest Expense	\$7,862.36	\$14,000.00	-\$6,137.64	(43.8)%
Lease Interest Expense	\$11,119.93	\$12,950.00	-\$1,830.07	(14.1)%
Total Other Expenses	\$358,132.49	\$541,100.00	-\$182,967.51	(33.8)%
Net Profit/(Loss)	-\$70,624.82	-\$198,204.21	\$127,579.39	64.4%



## Balance Sheet Report

Accrual mode

Nov 2024 - Jan 2025

	Nov-24	Dec-24	Jan-25
<b>1-0000 Assets</b>			
<b>1-1000 Trading Bank Accounts</b>			
1-1010 BOM- Business Chq Acc**157544	28,297.93	17,631.56	88,175.47
1-1015 BOM- MbrShp Marina Acc**098419	118,661.88	174,300.69	238,842.51
1-1025 BOM- Yachting Foundation x141	2,392.58	2,411.96	2,411.96
1-1031 BOM-Business Access Saver x391	161,282.53	161,440.05	40,513.85
<b>Total Trading Bank Accounts</b>	<b>310,634.92</b>	<b>355,784.26</b>	<b>369,943.79</b>
<b>1-1100 Floats</b>			
1-1105 Cash on Hand	1,500.00	1,500.00	1,500.00
1-1110 Till Floats	1,400.00	2,100.00	2,100.00
1-1125 Petty Cash	988.69	780.89	309.60
<b>Total Floats</b>	<b>3,888.69</b>	<b>4,380.89</b>	<b>3,909.60</b>
<b>1-1200 Clearing Accounts</b>			
1-1210 Cash Clearing	(17,321.70)	(11,685.50)	(8,847.83)
1-1220 Account Clearing	1,169.16	496.70	425.00
1-1250 Eftpos Clearing	13,590.51	(6,120.70)	1,169.46
1-1260 Ecollect Clearing	0.00	43,636.36	43,636.36
<b>Total Clearing Accounts</b>	<b>(2,562.03)</b>	<b>26,326.86</b>	<b>36,382.99</b>
<b>1-1300 Debtors</b>			
1-1310 Trade Debtors	36,314.34	57,139.77	33,553.67
1-1330 Other Debtors	881,295.71	872,191.72	875,175.92
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
<b>Total Debtors</b>	<b>898,372.82</b>	<b>910,094.26</b>	<b>889,492.36</b>
<b>1-1350 Receivables</b>			
1-1355 Members Control Account	(587,742.97)	(593,141.19)	(589,985.54)
1-1370 Cruising Group Account	53,043.86	53,043.86	53,043.86
1-1375 Cruising Group Clearing Acc	(53,043.86)	(53,043.86)	(53,012.05)
1-1380 Icebergers Clearing Account	(5,366.20)	(5,366.20)	(5,366.20)
1-1390 Icebergers Group Account	5,366.20	5,366.20	5,366.20
<b>Total Receivables</b>	<b>(587,742.97)</b>	<b>(593,141.19)</b>	<b>(589,953.73)</b>
<b>1-1400 Prepayments</b>			
1-1410 Prepayments - General	42,638.35	34,173.86	59,700.84
1-1420 Prepaid Insurance	53,507.88	42,806.28	32,104.68
1-1425 Prepaid Workcover	29,884.80	29,884.80	29,884.80
1-1430 Prepaid Interest	2,647.41	2,117.93	1,588.45
<b>Total Prepayments</b>	<b>128,678.44</b>	<b>108,982.87</b>	<b>123,278.77</b>
<b>1-1600 Stock</b>			
1-1610 Inventory- Beverage	43,086.41	43,944.19	44,131.75
1-1611 Inventory-Beverage non-alcohol	12,788.27	11,294.37	13,168.70

	Nov-24	Dec-24	Jan-25
1-1630 Inventory- Food	16,044.11	10,873.10	9,169.73
1-1650 Inventory- Clothing & Merch	29,368.70	27,311.13	27,322.35
<b>Total Stock</b>	<b>101,287.49</b>	<b>93,422.79</b>	<b>93,792.53</b>
<b>1-1710 Property</b>			
1-1713 Club House Leasehold at Cost	9,249,639.22	9,249,639.22	9,249,639.22
1-1714 Amortisation Club House Imp	(5,979,918.65)	(6,013,524.83)	(6,044,283.12)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(37,922.72)	(38,033.70)	(38,133.62)
1-1717 ROU Assets - Parks Victoria	213,298.92	213,298.92	213,298.92
1-1718 Amortisation Parks Victoria	(213,298.92)	(213,298.92)	(213,298.92)
1-1719 ROU Assets - Bayside City Council	708,643.09	708,643.09	708,643.09
1-1720 Amortisation Bayside City Council	(232,872.97)	(236,705.01)	(240,537.05)
<b>Total Property</b>	<b>3,747,398.72</b>	<b>3,709,849.52</b>	<b>3,675,159.27</b>
<b>1-1721 Marina &amp; Hardstand</b>			
1-1723 Marina Leasehold Imp at Cost	7,938,844.32	7,938,844.32	7,938,844.32
1-1724 Amortisation Leasehold Marina	(7,935,761.42)	(7,935,399.56)	(7,935,543.19)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(756,589.16)	(756,885.10)	(757,154.91)
<b>Total Marina &amp; Hardstand</b>	<b>10,786.70</b>	<b>10,852.62</b>	<b>10,439.18</b>
<b>1-1740 Plant &amp; Equipment</b>			
1-1742 Furniture, Plant & Equipment	1,106,443.42	1,106,443.42	1,109,112.42
1-1744 Accum Depreciation Plant etc	(976,288.12)	(980,691.60)	(982,993.94)
1-1750 Marina & HStand Equip at Cost	503,295.41	503,295.41	503,295.41
1-1755 Marina & HStand Equip Acc Depn	(392,534.53)	(393,587.97)	(394,889.11)
<b>Total Plant &amp; Equipment</b>	<b>240,916.18</b>	<b>235,459.26</b>	<b>234,524.78</b>
<b>1-1800 Boats</b>			
1-1810 Rescue & Work Boats at Cost	1,078,155.72	1,078,155.72	1,078,155.72
1-1815 Accum Depreciation Rescue Boat	(627,976.96)	(636,826.89)	(645,553.12)
1-1825 DSC Sailing Boats at Cost	221,173.20	221,173.20	221,173.20
1-1830 Accum Depreciation OTB Boats	(189,955.43)	(190,941.97)	(192,128.67)
<b>Total Boats</b>	<b>481,396.53</b>	<b>471,560.06</b>	<b>461,647.13</b>
<b>1-1900 Intangible Assets</b>			
1-1910 Designs at Cost	16,057.23	16,057.23	16,057.23
1-1915 Work In Progress	1,151,924.22	1,176,093.57	1,213,273.92
1-1920 Amortisation Designs	(16,600.23)	(16,057.23)	(16,057.23)
<b>Total Intangible Assets</b>	<b>1,151,381.22</b>	<b>1,176,093.57</b>	<b>1,213,273.92</b>
<b>Total Assets</b>	<b>6,484,436.71</b>	<b>6,509,665.77</b>	<b>6,521,890.59</b>
<b>2-0000 Liabilities</b>			
<b>2-1000 Trade Creditors</b>			
2-1100 Trade Creditors	167,310.35	256,307.65	323,804.00
<b>Total Trade Creditors</b>	<b>167,310.35</b>	<b>256,307.65</b>	<b>323,804.00</b>
<b>2-2000 Accruals</b>			
2-2005 Deposits Received in Advance	28,539.00	25,039.00	27,789.00
2-2110 Accruals- General	76,320.62	30,094.35	58,304.16
2-2130 Accrual- Workcover	10,921.82	14,141.71	16,715.71
2-2140 Accrual- Payroll Tax	7,990.08	11,570.16	8,519.55
<b>Total Accruals</b>	<b>123,771.52</b>	<b>80,845.22</b>	<b>111,328.42</b>
<b>2-3000 GST and Statutory Liabilities</b>			
2-3110 GST Collected	78,221.68	128,774.21	54,475.27

	Nov-24	Dec-24	Jan-25
2-3120 GST Paid	(70,227.53)	(91,762.75)	(22,171.37)
2-3130 PAYG Withholding Payable	37,589.00	48,495.00	39,823.00
2-3150 Superannuation Payable	24,688.12	32,483.14	25,819.63
<b>Total GST and Statutory Liabilities</b>	<b>70,271.27</b>	<b>117,989.60</b>	<b>97,946.53</b>
<b>2-4000 Employee Provisions</b>			
2-4010 Annual Leave Payable	141,595.81	143,196.42	144,345.97
2-4015 Leave Loading Payable	18,345.93	18,425.21	18,363.73
2-4020 Long Service Leave - Current	69,019.00	69,763.00	79,144.00
2-4021 Long Service Leave Non-current	64,386.00	69,161.00	55,767.00
2-4022 On-Cost for A/L & L>Loading	27,742.38	28,033.76	28,222.49
<b>Total Employee Provisions</b>	<b>321,089.12</b>	<b>328,579.39</b>	<b>325,843.19</b>
<b>2-5000 Bonds &amp; Other Liabilities</b>			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	30,417.85	30,536.94	30,536.94
2-5030 Aust. Sports Foundation C.Acc	9,794.76	9,794.76	9,794.76
<b>Total Bonds &amp; Other Liabilities</b>	<b>41,212.61</b>	<b>41,331.70</b>	<b>41,331.70</b>
<b>2-6000 Deferred Income- Members</b>			
2-6010 Subscription Income Deferred	394,978.07	345,166.03	296,265.55
2-6060 Other Income in Advance	96,791.84	110,194.12	98,279.01
<b>Total Deferred Income- Members</b>	<b>491,769.91</b>	<b>455,360.15</b>	<b>394,544.56</b>
<b>2-7000 Deferred Income- Marina</b>			
2-7010 Marina 1 Year Licence	445,371.97	373,700.44	316,387.79
2-7030 Hardstand - Rental	51,865.02	46,390.64	40,658.53
2-7050 DSC Maintenance Income	62,102.31	52,472.71	44,831.34
<b>Total Deferred Income- Marina</b>	<b>559,339.30</b>	<b>472,563.79</b>	<b>401,877.66</b>
<b>2-9000 Other Finance</b>			
2-9020 Insurance Premium Funding	26,942.53	13,471.25	0.00
2-9022 Currernt Liability - Bayside City Council	58,175.16	54,614.57	51,043.59
2-9024 Non-Current Liability-Bayside City Council	459,061.41	459,061.41	459,061.41
2-9036 Credit Card P Hall x271	(3,848.44)	(3,848.44)	177.35
2-9037 Credit Card - Sammy Duddy	330.90	330.90	1,136.73
2-9038 Credit Card - Colin Burgess	2,484.99	(5,209.78)	1,296.97
<b>Total Other Finance</b>	<b>543,146.55</b>	<b>518,419.91</b>	<b>512,716.05</b>
<b>Total Liabilities</b>	<b>2,317,910.63</b>	<b>2,271,397.41</b>	<b>2,209,392.11</b>
<b>Net Assets</b>	<b>4,166,526.08</b>	<b>4,238,268.36</b>	<b>4,312,498.48</b>
<b>3-0000 Equity</b>			
3-1000 Accumulated Funds	5,239,895.19	5,239,895.19	5,239,895.19
3-2000 Yachting Foundation No2 Reserv	17,785.74	17,785.74	17,785.74
3-2010 Members Reserve	202,265.49	202,265.49	202,265.49
3-3000 Retained Earnings	(1,076,823.12)	(1,076,823.12)	(1,076,823.12)
3-9000 Current Earnings	(216,597.22)	(144,854.94)	(70,624.82)
<b>Total Equity</b>	<b>4,166,526.08</b>	<b>4,238,268.36</b>	<b>4,312,498.48</b>

24/02/2025

Royal Brighton Yacht Club  
253 Esplanade, Middle Brighton  
VIC, 3186

Dear Board Members,

**RE: Royal Brighton Financial Results – January 2025**

Below is a summary of the Club's financial results for January 2025, as well as accompanying commentary.

**Financial Results January 2025:**

The financial reports for the period have been prepared on a calendar month basis from 1<sup>st</sup> January to 31<sup>st</sup> January 2025.

**Actual VS Last Year Same Period (LYSP):**

The Club's financial performance for January has been analysed and compared to the previous year's figures. The Club achieved a total income of \$692k which is 24% higher compared to LYSP. This increase in revenue is primarily due to an increase across the Catering and Sailing Income for the month. Gross profit totalled \$557k during the period, which is 30% higher compared to LYSP.

Expenditure for January totalled \$432k which is 13.8% higher compared to LYSP. Noteworthy is the significant \$25.6k increase in Sailing Expense and \$20.7k increase in Repairs, Servicing & Maintenance (R,M&S). The large increase comes from R,M&S Marina with works in demolition and disposal of vessel and purchase of coverboards.

**Actual VS Budget:**

Total income was 23.6% greater than budgeted, which was mainly due to other revenue being \$23.4k higher than budgeted. This increase comes from the \$20.1k recognised in 150<sup>th</sup> celebration income. Gross profit however was 22.6% higher than budgeted. Total expenses were 10.1% higher than budgeted, which was mainly due to Sailing Expense at \$13.6k higher than budgeted. Net Profit was \$89.6k higher than budgeted.

The Gross Profit Margin for food and beverage for the past three months are as follows:

Margin	November	December	January
Beverage	54%	66%	65%
Food	62%	63%	59%

The decrease in the food gross profit margin for January is due to discounts for food sales in functions. Many of these functions were relating to Regatta in which discounts were applied, causing the decrease in the food gross profit margin.

**Catering Wages as a percentage of Catering Revenue:**

November	December	January	IBISWorld Data Vic 2024*
28.9%	24.2%	24.51%	27.6%

\* IBIS world 2024 data for SME restaurants

Purchases as a percentage of revenue:

November	December	January	IBISWorld Data Vic 2024
41.5%	35.9%	38.3%	45.6%

In summary, the Club reported an Operating Profit of \$74k for January.

Over the course of January, the venue has acquired the following capital items that have been added to the Balance Sheet:

- **Furniture, Plant & Equipment:** \$2.9k Installation of new QuickFuel POS system.
- **Works in Progress:** \$145 for Signage & \$37k for Forecourt works.

Please note that during the month of January the credit card accounts were reconciled as close as possible as the December statements were not provided. The balance for Sammy and Colin is based on the transaction listed in the bank rather than the transaction listed in the statement.

Employees' transition from non-current to current long service leave liability have now been reflected in the balance sheet, hence the changes in how these provisions are reflected in January compared to December.

During the month of January OTH also completed the Half Year Statements in readiness for the upcoming general meeting which have now been finalised and sent.

Please also note the upcoming statutory liabilities listed below:

Upcoming Liabilities	Amount	Due Date
December Quarter BAS Payment	\$85,507.00	28/02/2025
<b>Total</b>	<b>\$85,507.00</b>	

The Balance Sheet of the Club reflects the most recent financial position as of the end of January 2025, and it is confirmed that the Club is current with all statutory payments and lodgements.

As always, any queries or discussions regarding the financial accounts are welcome. If you have any questions or would like to discuss the matter further, please feel free to contact me.

Kind Regards,



**Freddie Deegan**

*Director – On Tap Hospitality*



## Profit & Loss Report

Accrual mode

01 Nov 2024 - 31 Jan 2025

	Nov-24	Dec-24	Jan-25	Total
<b>4-0000 Income</b>				
<b>4-1000 Catering Revenue</b>				
4-1005 Restaurant Beverage Revenue	91,900.16	101,858.60	84,428.56	278,187.32
4-1010 Restaurant Food Revenue	106,288.75	138,307.92	110,604.75	355,201.42
4-1015 Members Beverage Revenue	32,006.83	33,813.52	51,454.17	117,274.52
4-1020 Members Food Revenue	17,840.52	16,410.54	34,435.38	68,686.44
4-1021 Members F&B Discounts - Revenue	6,583.28	7,319.01	6,788.89	20,691.18
4-1051 Club Function Food	0.00	0.00	756.36	756.36
4-1052 Club Function Beverage	0.00	712.73	0.00	712.73
4-1053 Function Food	54,394.90	48,708.39	57,161.39	160,264.68
4-1054 Function Beverage	34,124.40	16,653.99	14,561.34	65,339.73
4-1055 Private Function Revenue	1,245.45	227.28	13.64	1,486.37
4-1060 Room Hire	6,477.28	6,590.95	6,886.36	19,954.59
<b>Total Catering Revenue</b>	<b>350,861.57</b>	<b>370,602.93</b>	<b>367,090.84</b>	<b>1,088,555.34</b>
<b>4-2000 Membership Income</b>				
4-2105 Member's Annual Subscription	80,000.00	80,000.00	80,000.00	240,000.00
4-2110 Association Fees	5,011.00	5,011.00	5,011.00	15,033.00
4-2115 Instalment Surcharge	1,780.85	1,539.49	1,760.99	5,081.33
<b>Total Membership Income</b>	<b>86,791.85</b>	<b>86,550.49</b>	<b>86,771.99</b>	<b>260,114.33</b>
<b>4-2500 Marina, Hstand &amp; OTB Storage Inc</b>				
4-2510 Hardstand Annual Rental Income	9,000.00	9,000.00	9,000.00	27,000.00
4-2520 Marina Annual Rental Income	100,000.00	100,000.00	100,000.00	300,000.00
4-2540 Marina & Hstand Casual Rental	9,943.19	13,563.63	17,472.66	40,979.48
4-2545 DSC Storage	1,500.00	1,500.00	1,500.00	4,500.00
4-2550 Maintenance Fee Income	13,500.00	13,500.00	13,500.00	40,500.00
<b>Total Marina, Hstand &amp; OTB Storage Inc</b>	<b>133,943.19</b>	<b>137,563.63</b>	<b>141,472.66</b>	<b>412,979.48</b>
<b>4-3000 Sailing Income</b>				
4-3105 Sailing Safety Fees	3,986.28	3,986.28	3,986.28	11,958.84
4-3120 Regattas Income	0.00	49,961.75	35,255.46	85,217.21
4-3130 Boat Hire Income	436.36	636.36	1,545.45	2,618.17
<b>Total Sailing Income</b>	<b>4,422.64</b>	<b>54,584.39</b>	<b>40,787.19</b>	<b>99,794.22</b>
<b>4-4000 DSC Income</b>				
4-4121 DSC After School Sailing	916.73	0.00	0.00	916.73
4-4125 School Holiday Program	45.45	10,427.64	25,346.55	35,819.64
4-4135 Term 4 Training	12,000.00	0.00	0.00	12,000.00
4-4145 Keel Boat Learn to Sail	0.00	0.00	(345.46)	(345.46)
4-4160 School Training Fees	0.00	3,818.18	0.00	3,818.18
4-4165 Private Coaching Fees	763.64	890.91	254.55	1,909.10
<b>Total DSC Income</b>	<b>13,725.82</b>	<b>15,136.73</b>	<b>25,255.64</b>	<b>54,118.19</b>

	Nov-24	Dec-24	Jan-25	Total
<b>4-5000 Other Revenue</b>				
4-5105 Clothing & Merchandise Sales	2,655.06	5,098.63	3,871.89	11,625.58
4-5120 Sub-tenant Rental Income	3,401.54	4,581.40	4,581.40	12,564.34
4-5140 Gifts & Donations Received	0.00	190.00	0.00	190.00
4-5155 Credit Card Surcharge	1,176.99	948.76	1,178.42	3,304.17
4-5160 Keys Income	591.82	407.27	1,017.27	2,016.36
4-5161 Lockers Income	92.95	138.40	92.95	324.30
4-5165 Ice Income	120.00	0.00	472.82	592.82
4-5170 Sundry Income	12.00	0.00	177.27	189.27
4-5190 150th Celebrations Income	0.00	1,620.00	20,155.91	21,775.91
<b>Total Other Revenue</b>	<b>8,050.36</b>	<b>12,984.46</b>	<b>31,547.93</b>	<b>52,582.75</b>
<b>Total Income</b>	<b>597,795.43</b>	<b>677,422.63</b>	<b>692,926.25</b>	<b>1,968,144.31</b>
<b>5-0000 Catering Cost Of Sales</b>				
<b>5-0005 Cost Of Sales</b>				
5-1000 Costs of Sales- Beverage	72,022.68	52,206.62	53,141.73	177,371.03
5-2000 Costs of Sales- Food	67,684.33	75,751.46	81,961.72	225,397.51
<b>Total Cost Of Sales</b>	<b>139,707.01</b>	<b>127,958.08</b>	<b>135,103.45</b>	<b>402,768.54</b>
<b>Total Catering Cost Of Sales</b>	<b>139,707.01</b>	<b>127,958.08</b>	<b>135,103.45</b>	<b>402,768.54</b>
<b>Gross Profit</b>	<b>458,088.42</b>	<b>549,464.55</b>	<b>557,822.80</b>	<b>1,565,375.77</b>
<b>6-0000 Expenses</b>				
<b>6-1000 General Operating Expenses</b>				
6-1005 Bank Charges	449.36	454.51	489.18	1,393.05
6-1010 Merchant Fees	2,827.58	4,118.80	3,318.72	10,265.10
6-1011 Commission Paid	64.90	68.39	94.56	227.85
6-1015 Cash Discrepancies	(8.49)	1,607.71	(666.35)	932.87
6-1016 Walk Outs	0.00	117.70	89.86	207.56
6-1025 Software & Support	2,535.25	720.91	1,325.50	4,581.66
6-1030 Printing	1,688.61	1,128.00	1,642.75	4,459.36
6-1031 Postage	31.15	23.02	21.67	75.84
6-1032 Stationery	768.82	136.36	705.73	1,610.91
6-1035 Telephone & Internet	1,025.48	1,030.21	1,125.12	3,180.81
6-1040 Office & Admin Expenses	8.14	33.00	0.00	41.14
6-1041 Linen	104.00	0.00	0.00	104.00
6-1042 Ice	0.00	544.00	0.00	544.00
6-1044 Kitchen Consumables	125.65	350.54	76.34	552.53
6-1046 Subscription - IT	4,662.56	4,103.30	5,320.48	14,086.34
6-1047 Tea Towels	2,002.90	0.00	4,722.90	6,725.80
6-1048 Other Consumables	59.09	0.00	9.08	68.17
6-1055 Staff Amenities	12.40	0.00	1,291.81	1,304.21
6-1056 Staff Discounts	1,668.73	1,502.74	1,802.38	4,973.85
6-1060 Clothing & Merchandise Costs	2,736.75	5,023.13	3,256.88	11,016.76
6-1065 Entertainment Expenses	673.95	0.00	12.72	686.67
6-1070 Decorations	65.35	0.00	232.92	298.27
6-1075 General Expenses	403.24	269.05	9.26	681.55
6-1080 Member Expenses	2,054.53	0.00	425.64	2,480.17
6-1081 Members F&B Discounts	6,583.28	7,319.01	6,788.89	20,691.18
6-1090 150th Celebrations Expenses	30,000.00	0.00	(1,620.00)	28,380.00
<b>Total General Operating Expenses</b>	<b>60,543.23</b>	<b>28,550.38</b>	<b>30,476.04</b>	<b>119,569.65</b>
<b>6-1200 Professional Fees</b>				

	Nov-24	Dec-24	Jan-25	Total
6-1210 Accounting & Audit Fees	6,860.08	8,137.60	6,860.08	21,857.76
6-1230 Consulting Fees	240.00	0.00	220.00	460.00
<b>Total Professional Fees</b>	<b>7,100.08</b>	<b>8,137.60</b>	<b>7,080.08</b>	<b>22,317.76</b>
<b>6-1400 Equipment Expenses</b>				
6-1401 Equipment Expenses	190.00	1,468.36	1,380.30	3,038.66
6-1405 Replacement - Glassware etc	10.28	0.00	0.00	10.28
6-1410 Equipment Hire	209.76	209.76	209.76	629.28
6-1420 Tools & Equip - Consumables	0.00	0.00	119.00	119.00
6-1440 Fuel & Oil	0.00	4,412.78	1,681.85	6,094.63
6-1441 Freight & Courier	51.96	51.96	27.00	130.92
<b>Total Equipment Expenses</b>	<b>462.00</b>	<b>6,142.86</b>	<b>3,417.91</b>	<b>10,022.77</b>
<b>6-1600 Insurances, Licenses &amp; Rego</b>				
6-1610 Australian Sailing Association Fees	4,969.96	4,969.95	6,370.57	16,310.48
6-1620 Insurances	10,701.60	10,701.60	10,701.60	32,104.80
6-1630 License Fees	1,237.21	283.51	(519.13)	1,001.59
<b>Total Insurances, Licenses &amp; Rego</b>	<b>16,908.77</b>	<b>15,955.06</b>	<b>16,553.04</b>	<b>49,416.87</b>
<b>6-2000 Advertising &amp; Promotions</b>				
6-2005 Promotions	0.00	200.00	180.00	380.00
6-2010 Advertising & Marketing	11,409.19	0.00	1,743.16	13,152.35
6-2014 Gifts	0.00	129.82	2,187.27	2,317.09
6-2015 Sponsorships & Donations	1,660.00	0.00	0.00	1,660.00
6-2020 Vouchers Expense	96.37	500.00	408.64	1,005.01
<b>Total Advertising &amp; Promotions</b>	<b>13,165.56</b>	<b>829.82</b>	<b>4,519.07</b>	<b>18,514.45</b>
<b>6-4000 Occupancy Costs</b>				
6-4010 Electricity	5,524.31	5,705.19	3,979.27	15,208.77
6-4020 Gas	6,014.35	4,566.81	1,664.41	12,245.57
6-4025 Rental Expense	25,740.60	5,896.60	5,896.60	37,533.80
6-4040 Cleaning	9,169.38	9,349.97	10,245.72	28,765.07
6-4041 Cleaning Products	2,901.54	6,861.22	4,007.68	13,770.44
6-4045 Security	1,054.54	707.95	707.95	2,470.44
6-4050 Water Rates	6,593.45	(10,042.39)	3,608.06	159.12
6-4055 Pest Control	0.00	0.00	763.75	763.75
6-4060 Waste Removal	3,213.44	4,469.30	3,907.98	11,590.72
6-4070 Gardening Expenses	0.00	0.00	855.45	855.45
<b>Total Occupancy Costs</b>	<b>60,211.61</b>	<b>27,514.65</b>	<b>35,636.87</b>	<b>123,363.13</b>
<b>6-6000 Repairs, Servicing &amp; Maintenan</b>				
6-6005 R,M&S Clubhouse	11,762.44	3,734.48	7,417.57	22,914.49
6-6010 R,M&S Sailing	4,103.55	0.00	427.65	4,531.20
6-6020 R,M&S Marina	17,027.83	187.94	10,495.10	27,710.87
6-6031 R,M&S Quests	3,215.63	3,576.00	0.00	6,791.63
6-6033 R,M&S OziOptis	245.00	0.00	0.00	245.00
6-6040 R,M&S Rescue Boats - Rhibs	234.24	2,789.07	1,342.05	4,365.36
6-6041 R,M&S Rescue Boats – Harry T	1,970.00	0.00	0.00	1,970.00
6-6042 R,M&S Rescue Boats – Redeemer	0.00	2,579.79	0.00	2,579.79
6-6050 R,M&S Other Plant & Equipment	938.86	1,776.03	0.00	2,714.89
6-6060 R,M&S 29ers	0.00	0.00	(545.46)	(545.46)
<b>Total Repairs, Servicing &amp; Maintenan</b>	<b>39,497.55</b>	<b>14,643.31</b>	<b>19,136.91</b>	<b>73,277.77</b>
<b>6-7000 Internal Club Expenses</b>				
6-7005 Committee Expenses	266.59	0.00	0.00	266.59

	Nov-24	Dec-24	Jan-25	Total
<b>Total Internal Club Expenses</b>	<b>266.59</b>	<b>0.00</b>	<b>0.00</b>	<b>266.59</b>
<b>6-8000 Sailing Expenses</b>				
6-8015 Volunteer Expenses	10,503.94	6,525.84	6,329.92	23,359.70
6-8030 Trophies & Prizes	600.00	1,010.00	0.00	1,610.00
6-8040 Sailing Expenses	0.00	984.52	5,087.10	6,071.62
6-8050 DSC Expenses	750.05	27.27	626.73	1,404.05
6-8060 Regatta Expenses	1,361.13	16,252.45	13,118.76	30,732.34
6-8080 First Aid Equipment	0.00	560.77	500.00	1,060.77
<b>Total Sailing Expenses</b>	<b>13,215.12</b>	<b>25,360.85</b>	<b>25,662.51</b>	<b>64,238.48</b>
<b>6-9000 Employment Expenses</b>				
6-9005 Wages- Management	14,171.83	12,738.48	16,259.37	43,169.68
6-9010 Wages - Administration	12,324.28	12,043.89	14,808.47	39,176.64
6-9015 Wages - Restaurant	11,361.01	4,846.14	4,846.14	21,053.29
6-9016 Wages - Restaurant Casual	54,286.06	61,898.10	67,172.32	183,356.48
6-9017 Wages - Clubhouse	4,968.63	5,457.93	6,389.54	16,816.10
6-9018 Wages - Kitchen	17,256.71	20,384.62	22,000.00	59,641.33
6-9019 Wages - Kitchen Casual	24,886.58	27,735.40	29,598.13	82,220.11
6-9020 Wages - Sailing	8,820.70	10,505.71	11,410.46	30,736.87
6-9021 Wages - Sailing Casual	17,649.04	22,687.69	25,779.59	66,116.32
6-9022 Wages - Marina	10,493.88	9,553.88	12,165.81	32,213.57
6-9023 Wages - Members	(538.43)	0.00	0.00	(538.43)
6-9024 Wages - Members Casual	6,984.50	8,678.43	9,692.37	25,355.30
6-9025 Wages - Function	13,730.72	14,488.88	12,988.88	41,208.48
6-9026 Wages - Function Casual	22,640.60	16,524.54	8,550.60	47,715.74
6-9027 Wages - Kitchen Chef Casual	21,802.88	14,600.04	14,969.63	51,372.55
6-9050 Staff Leave Expense	1,147.57	7,198.89	(2,924.93)	5,421.53
6-9051 Provision for Annual Leave	(410.46)	291.38	188.73	69.65
6-9055 Superannuation	24,228.12	31,908.14	25,359.63	81,495.89
6-9060 Payroll Tax Expense	7,990.08	11,570.16	8,519.55	28,079.79
6-9065 Workcover Expense	2,468.26	3,219.89	2,574.00	8,262.15
6-9086 Staff Uniforms - Sailing	100.00	0.00	27.27	127.27
<b>Total Employment Expenses</b>	<b>276,362.56</b>	<b>296,332.19</b>	<b>290,375.56</b>	<b>863,070.31</b>
<b>Total Expenses</b>	<b>487,733.07</b>	<b>423,466.72</b>	<b>432,857.99</b>	<b>1,344,057.78</b>
<b>Operating Profit</b>	<b>(29,644.65)</b>	<b>125,997.83</b>	<b>124,964.81</b>	<b>221,317.99</b>
<b>8-0000 Other Income</b>				
8-0500 Interest Income	474.19	176.90	73.80	724.89
<b>Total Other Income</b>	<b>474.19</b>	<b>176.90</b>	<b>73.80</b>	<b>724.89</b>
<b>9-0000 Other Expenses</b>				
9-0200 Depreciation	44,029.28	48,401.63	44,788.06	137,218.97
9-0400 Amortisation	(11,049.45)	3,832.04	3,832.04	(3,385.37)
9-0600 Interest Expense	616.91	529.48	529.48	1,675.87
9-0601 Lease Interest Expense	1,679.65	1,669.30	1,658.91	5,007.86
<b>Total Other Expenses</b>	<b>35,276.39</b>	<b>54,432.45</b>	<b>50,808.49</b>	<b>140,517.33</b>
<b>Net Profit</b>	<b>(64,446.85)</b>	<b>71,742.28</b>	<b>74,230.12</b>	<b>81,525.55</b>



## Profit & Loss Report (Last Year Comparison)

Accrual mode

01 Jan 2025 - 31 Jan 2025

	Total			
	Actual	Last Year	Variance \$	Variance %
<b>4-0000 Income</b>				
<b>4-1000 Catering Revenue</b>				
4-1005 Restaurant Beverage Revenue	84,428.56	96,987.87	(12,559.31)	-13
4-1010 Restaurant Food Revenue	110,604.75	119,424.53	(8,819.78)	-7
4-1015 Members Beverage Revenue	51,454.17	27,495.75	23,958.42	87
4-1020 Members Food Revenue	34,435.38	12,197.21	22,238.17	182
4-1021 Members F&B Discounts - Revenue	6,788.89	6,531.56	257.33	4
4-1051 Club Function Food	756.36	0.00	756.36	-
4-1053 Function Food	57,161.39	9,855.46	47,305.93	480
4-1054 Function Beverage	14,561.34	11,240.36	3,320.98	30
4-1055 Private Function Revenue	13.64	0.00	13.64	-
4-1060 Room Hire	6,886.36	1,363.65	5,522.71	405
<b>Total Catering Revenue</b>	<b>367,090.84</b>	<b>285,096.39</b>	<b>81,994.45</b>	<b>28.80%</b>
<b>4-2000 Membership Income</b>				
4-2105 Member's Annual Subscription	80,000.00	80,000.00	0.00	0
4-2110 Association Fees	5,011.00	4,772.73	238.27	5
4-2115 Instalment Surcharge	1,760.99	1,364.59	396.40	29
<b>Total Membership Income</b>	<b>86,771.99</b>	<b>86,137.32</b>	<b>634.67</b>	<b>0.70%</b>
<b>4-2500 Marina, Hstand &amp; OTB Storage Inc</b>				
4-2510 Hardstand Annual Rental Income	9,000.00	8,600.00	400.00	5
4-2520 Marina Annual Rental Income	100,000.00	92,470.47	7,529.53	8
4-2540 Marina & Hstand Casual Rental	17,472.66	9,504.55	7,968.11	84
4-2545 DSC Storage	1,500.00	1,400.00	100.00	7
4-2550 Maintenance Fee Income	13,500.00	13,000.00	500.00	4
<b>Total Marina, Hstand &amp; OTB Storage Inc</b>	<b>141,472.66</b>	<b>124,975.02</b>	<b>16,497.64</b>	<b>13.20%</b>
<b>4-3000 Sailing Income</b>				
4-3105 Sailing Safety Fees	3,986.28	1,729.92	2,256.36	130
4-3120 Regattas Income	35,255.46	18,034.52	17,220.94	96
4-3130 Boat Hire Income	1,545.45	1,545.45	0.00	0
<b>Total Sailing Income</b>	<b>40,787.19</b>	<b>21,309.89</b>	<b>19,477.30</b>	<b>91.40%</b>
<b>4-4000 DSC Income</b>				
4-4125 School Holiday Program	25,346.55	23,374.40	1,972.15	8
4-4130 Term 1 Training	0.00	1,090.91	(1,090.91)	-100
4-4135 Term 4 Training	0.00	(172.73)	172.73	100
4-4140 Adult Learn to Sail	0.00	300.00	(300.00)	-100
4-4145 Keel Boat Learn to Sail	(345.46)	1,851.64	(2,197.10)	-119
4-4160 School Training Fees	0.00	5,527.27	(5,527.27)	-100
4-4165 Private Coaching Fees	254.55	790.91	(536.36)	-68

Total				
	Actual	Last Year	Variance \$	Variance %
<b>Total DSC Income</b>	<b>25,255.64</b>	<b>32,762.40</b>	<b>(7,506.76)</b>	<b>-22.90%</b>
<b>4-5000 Other Revenue</b>				
4-5105 Clothing & Merchandise Sales	3,871.89	2,376.37	1,495.52	63
4-5120 Sub-tenant Rental Income	4,581.40	3,401.54	1,179.86	35
4-5155 Credit Card Surcharge	1,178.42	1,748.67	(570.25)	-33
4-5160 Keys Income	1,017.27	813.87	203.40	25
4-5161 Lockers Income	92.95	0.00	92.95	-
4-5165 Ice Income	472.82	0.00	472.82	-
4-5170 Sundry Income	177.27	64.77	112.50	174
4-5190 150th Celebrations Income	20,155.91	0.00	20,155.91	-
<b>Total Other Revenue</b>	<b>31,547.93</b>	<b>8,405.22</b>	<b>23,142.71</b>	<b>275.30%</b>
<b>Total Income</b>	<b>692,926.25</b>	<b>558,686.24</b>	<b>134,240.01</b>	<b>24.00%</b>
<b>5-0000 Catering Cost Of Sales</b>				
<b>5-0005 Cost Of Sales</b>				
5-1000 Costs of Sales- Beverage	53,141.73	55,138.10	(1,996.37)	-4
5-2000 Costs of Sales- Food	81,961.72	76,213.93	5,747.79	8
<b>Total Cost Of Sales</b>	<b>135,103.45</b>	<b>131,352.03</b>	<b>3,751.42</b>	<b>2.90%</b>
<b>Total Catering Cost Of Sales</b>	<b>135,103.45</b>	<b>131,352.03</b>	<b>3,751.42</b>	<b>2.90%</b>
<b>Gross Profit</b>	<b>557,822.80</b>	<b>427,334.21</b>	<b>130,488.59</b>	<b>30</b>
<b>6-0000 Expenses</b>				
<b>6-1000 General Operating Expenses</b>				
6-1005 Bank Charges	489.18	455.34	33.84	7
6-1010 Merchant Fees	3,318.72	3,091.22	227.50	7
6-1011 Commission Paid	94.56	45.38	49.18	108
6-1015 Cash Discrepancies	(666.35)	(6.24)	(660.11)	-10579
6-1016 Walk Outs	89.86	0.00	89.86	-
6-1025 Software & Support	1,325.50	1,199.21	126.29	10
6-1030 Printing	1,642.75	1,937.75	(295.00)	-15
6-1031 Postage	21.67	35.51	(13.84)	-39
6-1032 Stationery	705.73	692.16	13.57	2
6-1035 Telephone & Internet	1,125.12	911.85	213.27	23
6-1040 Office & Admin Expenses	0.00	28.18	(28.18)	-100
6-1042 Ice	0.00	(69.68)	69.68	100
6-1044 Kitchen Consumables	76.34	775.01	(698.67)	-90
6-1046 Subscription - IT	5,320.48	3,926.74	1,393.74	36
6-1047 Tea Towels	4,722.90	1,402.10	3,320.80	237
6-1048 Other Consumables	9.08	0.00	9.08	-
6-1055 Staff Amenities	1,291.81	0.00	1,291.81	-
6-1056 Staff Discounts	1,802.38	1,773.74	28.64	2
6-1060 Clothing & Merchandise Costs	3,256.88	1,582.79	1,674.09	106
6-1065 Entertainment Expenses	12.72	11.81	0.91	8
6-1070 Decorations	232.92	0.00	232.92	-
6-1075 General Expenses	9.26	0.00	9.26	-
6-1080 Member Expenses	425.64	718.63	(292.99)	-41
6-1081 Members F&B Discounts	6,788.89	6,531.56	257.33	4
6-1090 150th Celebrations Expenses	(1,620.00)	0.00	(1,620.00)	-
<b>Total General Operating Expenses</b>	<b>30,476.04</b>	<b>25,043.06</b>	<b>5,432.98</b>	<b>21.70%</b>
<b>6-1200 Professional Fees</b>				

Total				
	Actual	Last Year	Variance \$	Variance %
6-1210 Accounting & Audit Fees	6,860.08	6,593.52	266.56	4
6-1230 Consulting Fees	220.00	0.00	220.00	-
<b>Total Professional Fees</b>	<b>7,080.08</b>	<b>6,593.52</b>	<b>486.56</b>	<b>7.40%</b>
<b>6-1400 Equipment Expenses</b>				
6-1401 Equipment Expenses	1,380.30	1,383.53	(3.23)	-0
6-1405 Replacement - Glassware etc	0.00	119.41	(119.41)	-100
6-1410 Equipment Hire	209.76	0.00	209.76	-
6-1420 Tools & Equip - Consumables	119.00	0.00	119.00	-
6-1440 Fuel & Oil	1,681.85	3,070.10	(1,388.25)	-45
6-1441 Freight & Courier	27.00	96.50	(69.50)	-72
<b>Total Equipment Expenses</b>	<b>3,417.91</b>	<b>4,669.54</b>	<b>(1,251.63)</b>	<b>-26.80%</b>
<b>6-1600 Insurances, Licenses &amp; Rego</b>				
6-1610 Australian Sailing Association Fees	6,370.57	4,772.73	1,597.84	34
6-1620 Insurances	10,701.60	8,325.71	2,375.89	28
6-1630 License Fees	(519.13)	540.46	(1,059.59)	-196
<b>Total Insurances, Licenses &amp; Rego</b>	<b>16,553.04</b>	<b>13,638.90</b>	<b>2,914.14</b>	<b>21.40%</b>
<b>6-2000 Advertising &amp; Promotions</b>				
6-2005 Promotions	180.00	586.98	(406.98)	-69
6-2010 Advertising & Marketing	1,743.16	2,971.75	(1,228.59)	-41
6-2014 Gifts	2,187.27	0.00	2,187.27	-
6-2020 Vouchers Expense	408.64	285.45	123.19	43
<b>Total Advertising &amp; Promotions</b>	<b>4,519.07</b>	<b>3,844.18</b>	<b>674.89</b>	<b>17.60%</b>
<b>6-4000 Occupancy Costs</b>				
6-4010 Electricity	3,979.27	6,715.83	(2,736.56)	-41
6-4020 Gas	1,664.41	(678.19)	2,342.60	345
6-4025 Rental Expense	5,896.60	3,874.11	2,022.49	52
6-4030 Council Rates	0.00	861.99	(861.99)	-100
6-4040 Cleaning	10,245.72	9,442.44	803.28	8
6-4041 Cleaning Products	4,007.68	1,715.94	2,291.74	134
6-4045 Security	707.95	0.00	707.95	-
6-4050 Water Rates	3,608.06	2,112.02	1,496.04	71
6-4055 Pest Control	763.75	692.75	71.00	10
6-4060 Waste Removal	3,907.98	3,075.35	832.63	27
6-4070 Gardening Expenses	855.45	0.00	855.45	-
<b>Total Occupancy Costs</b>	<b>35,636.87</b>	<b>27,812.24</b>	<b>7,824.63</b>	<b>28.10%</b>
<b>6-6000 Repairs, Servicing &amp; Maintenanc</b>				
6-6005 R,M&S Clubhouse	7,417.57	7,110.86	306.71	4
6-6010 R,M&S Sailing	427.65	0.00	427.65	-
6-6020 R,M&S Marina	10,495.10	(15,427.30)	25,922.40	168
6-6030 R,M&S Keel Boats	0.00	177.19	(177.19)	-100
6-6031 R,M&S Quests	0.00	1,544.40	(1,544.40)	-100
6-6040 R,M&S Rescue Boats - Rhibs	1,342.05	4,876.15	(3,534.10)	-72
6-6050 R,M&S Other Plant & Equipment	0.00	71.81	(71.81)	-100
6-6060 R,M&S 29ers	(545.46)	0.00	(545.46)	-
<b>Total Repairs, Servicing &amp; Maintenanc</b>	<b>19,136.91</b>	<b>(1,646.89)</b>	<b>20,783.80</b>	<b>1262.00%</b>
<b>6-8000 Sailing Expenses</b>				
6-8015 Volunteer Expenses	6,329.92	2,092.53	4,237.39	202
6-8030 Trophies & Prizes	0.00	134.05	(134.05)	-100

Total				
	Actual	Last Year	Variance \$	Variance %
6-8040 Sailing Expenses	5,087.10	0.00	5,087.10	-
6-8050 DSC Expenses	626.73	67.97	558.76	822
6-8060 Regatta Expenses	13,118.76	4,690.60	8,428.16	180
6-8080 First Aid Equipment	500.00	596.57	(96.57)	-16
<b>Total Sailing Expenses</b>	<b>25,662.51</b>	<b>7,581.72</b>	<b>18,080.79</b>	<b>238.50%</b>
<b>6-9000 Employment Expenses</b>				
6-9005 Wages- Management	16,259.37	12,556.46	3,702.91	30
6-9010 Wages - Administration	14,808.47	14,705.45	103.02	1
6-9015 Wages - Restaurant	4,846.14	5,107.24	(261.10)	-5
6-9016 Wages - Restaurant Casual	67,172.32	64,796.38	2,375.94	4
6-9017 Wages - Clubhouse	6,389.54	6,065.56	323.98	5
6-9018 Wages - Kitchen	22,000.00	27,362.86	(5,362.86)	-20
6-9019 Wages - Kitchen Casual	29,598.13	21,808.17	7,789.96	36
6-9020 Wages - Sailing	11,410.46	0.00	11,410.46	-
6-9021 Wages - Sailing Casual	25,779.59	33,806.74	(8,027.15)	-24
6-9022 Wages - Marina	12,165.81	10,238.87	1,926.94	19
6-9024 Wages - Members Casual	9,692.37	5,682.76	4,009.61	71
6-9025 Wages - Function	12,988.88	21,840.68	(8,851.80)	-40
6-9026 Wages - Function Casual	8,550.60	816.89	7,733.71	947
6-9027 Wages - Kitchen Chef Casual	14,969.63	18,652.54	(3,682.91)	-20
6-9030 External Wages- Contractors	0.00	4,587.22	(4,587.22)	-100
6-9050 Staff Leave Expense	(2,924.93)	9,273.00	(12,197.93)	-132
6-9051 Provision for Annual Leave	188.73	311.37	(122.64)	-39
6-9055 Superannuation	25,359.63	22,858.18	2,501.45	11
6-9060 Payroll Tax Expense	8,519.55	9,261.22	(741.67)	-8
6-9065 Workcover Expense	2,574.00	2,530.40	43.60	2
6-9070 Recruitment Expenses	0.00	360.00	(360.00)	-100
6-9085 Staff Uniforms - Restaurant & Functions	0.00	226.45	(226.45)	-100
6-9086 Staff Uniforms - Sailing	27.27	0.00	27.27	-
<b>Total Employment Expenses</b>	<b>290,375.56</b>	<b>292,848.44</b>	<b>(2,472.88)</b>	<b>-0.80%</b>
<b>Total Expenses</b>	<b>432,857.99</b>	<b>380,384.71</b>	<b>52,473.28</b>	<b>13.80%</b>
<b>Operating Profit</b>	<b>124,964.81</b>	<b>46,949.50</b>	<b>78,015.31</b>	<b>166</b>
<b>8-0000 Other Income</b>				
8-0500 Interest Income	73.80	3,885.52	(3,811.72)	-98
<b>Total Other Income</b>	<b>73.80</b>	<b>3,885.52</b>	<b>(3,811.72)</b>	<b>-98.10%</b>
<b>9-0000 Other Expenses</b>				
9-0200 Depreciation	44,788.06	72,072.36	(27,284.30)	-38
9-0400 Amortisation	3,832.04	8,540.00	(4,707.96)	-55
9-0600 Interest Expense	529.48	4,039.11	(3,509.63)	-87
9-0601 Lease Interest Expense	1,658.91	1,602.96	55.95	4
<b>Total Other Expenses</b>	<b>50,808.49</b>	<b>86,254.43</b>	<b>(35,445.94)</b>	<b>-41.10%</b>
<b>Net Profit</b>	<b>74,230.12</b>	<b>(35,419.41)</b>	<b>109,649.53</b>	<b>310</b>

## Minutes - RBYC Sailing Committee

<b>Meeting Date</b>		<b>Tuesday 11<sup>th</sup> Feb 2025 at 6pm</b>		
<b>Meeting Venue</b>		<b>Sailing Office &amp; Zoom</b>		
<b>Attendance</b>		Marnie Irving (Chair), Rod McKenna, Paul Pascoe, Peter Gebhardt, Colin Burgess, Glenn Ferguson, Damon Cook Geoff Adams,		
<b>Apologies</b>		Brett Bowden, Peter Robson, Michael O'Brien,		
<i>Item</i>	<i>Topic</i>	<i>Support Paper</i>	<i>Action By</i>	<i>Complete Date</i>
<b>1.0</b>	<b>OPENING – Marnie Irving</b>			
1.1	<i>Minutes of the previous meeting be adopted. -</i>			
<b>2.0</b>	<b>MATTERS ARISING</b>			
2.1	Review of Sailing to date: Lots of sailing since our last meeting, Etchells Worlds, Stonehaven Cup, Sail Melbourne Club Captains Meeting - Postponed Dredging – Will not be happening 2025 but definitely in 2026			
2.2	<p><b>CALENDARS.</b> UP COMING SAILING/EVENTS Junior Big Boat Experience 23 March – Junior members sailing on keelboats. Colin organising. Last year we had 8 boats with about 6 kids per boat. Aim for 3 hours on the water.</p> <p>150 regatta 29-30 March – NOR and online entry now is available. Significant discussion regarding the format. Decision for Peter Gebhardt to discuss with the Commodore on 12/2 and email the Sailing Committee with comments.</p> <p>OPTI VIC states – Sorrento. A number of RBYC Optimists sailing at the event and RBYC providing coaching support.</p> <p>Association Cup 13/4 Reverie, Another Chapter, Helter Skelter, True Colours, JAMHU, Wild Child, Schuss, Flying Fox as possibilities. Geoff to contact skippers and confirm. 12/4 non-agg Saturday</p> <p>Vic Youth Coaching &amp; Youth Championships – need to encourage all youth to attend. Sorrento April 10/11 for coaching and 12/13 is the Youth Regatta. PP to send information to Colin to circulate</p>		<p><b>PG</b></p> <p><b>GA</b></p> <p><b>PP CB</b></p>	
2.3	Handicapping – RBYC There was a problem with the Pursuits'			

<b>3.0</b>	<b>SAFETY INITIATIVES</b>			
	<p>Tower access – Looking at alternatives such as a floating platform at the bottom of the ladder.</p> <p>VXone rescue and wind limits – RO's to monitor.</p> <p><b>Fleet sign off</b> - Decision – from the start of next season, ALL boats are required to sign off. The system has been changed to allow people to sign off other boats. Colin to publicise in multiple newsletters advising of this change.</p> <p>Storm Report – thanks to authors Includes a summary of recommendations, primarily related to sign on / sign off procedures and to weather forecasting. Extra point from Commodore &amp; CC re following up on all persons adversely affected by events Colin to redistribute the report to all Sailing Committee members.</p> <p>Emergency Action Procedures – Need to add a section on the procedures for conditions such as the storm last year.</p>		<p><b>CB</b></p> <p><b>CB</b></p> <p><b>CB</b></p>	
<b>4.0</b>	<p><b>Keelboat Report:</b> Skippers Briefings/ Sailpass Sign On – RevSport changing their systems and need to update the Sign on system to match their changes.</p> <p>How to get more boats on the racing course - Perhaps split the Wednesday afternoon and evening racing. Hardstand BBQs either need more detailed preparation or to be held at Clubhouse</p>		<b>PP</b>	
<b>5.0</b>	<p><b>ONE DESIGN Racing: * VX, 2.4,ETC, DRA</b> Pre-Worlds and Worlds for Etchells went well. 2.4's active VxOnes in Pittwater were unlucky with the wind and only one race. Dragons had their States last Saturday and got all their races. Six boats went to NSW States and did extremely well, including win in the Grand Masters. Masters Nationals in Westernport in a week's time.</p> <p>Discussion about the pathways of Opti sailors into ILCA 4.7's or Quests. How to get a parent to buy their first boat after using a club boat.</p>			
<b>6.0</b>	<p><b>Sailing Office/OTB/Training REPORT. *</b> Big Boat Exp – see above</p>		<b>CB</b>	

	<p>OPTI States – see above</p> <p>New Sails for quest to align with SHC rules (Jibs)</p> <p>Numbers for Dec/Jan Training – A number of new junior sailors joined in the last couple of months. Not in a position to buy new ILCAs, nor do we have the yard space. Perhaps purchase 4.7 rigs. Have had four boats bought and sold within the club.</p> <p>BLISS experience in May. A number of boats have registered. Using Pacemaker for training. Last year was a sellout. Still waiting on insurance for a new mast for our keelboat.</p> <p>RHIBS / ageing out – Red rhibs are struggling to stay inflated. Instructors are not happy about rhibs that are deflating etc. Discussion regarding options for replacement.</p> <p>Selling RB9 &amp; Old Redeemer – Has an offer for \$4k, basically the cost of the motor.</p> <p>All fixed marks have been checked and are OK. Mark R3 is now back in place.</p>			
7.0	<p><b>CRUISING REPORT:</b></p> <p>Bass Strait Cruise going ahead. Three boats participating from RBYC and from SYC</p>			
8.0	<p><b>RESCUE BOAT WORKING GROUP REPORT:</b></p> <p>Working group going well. Wind Instruments are in and working. Performed well during the Etchells Worlds.</p>			
9.0	<p><b>RACE MANAGEMENT TEAM INITIATIVES</b></p> <p>Dragon State Titles. There were no flag officers for presentation due to miscommunication</p> <p>Suggest that we need an induction for new volunteers – tailored to the role. Make them familiar with the Safety Plan. Should record against each volunteer that they have done the induction. Colin and Paul to discuss</p> <p>Need to formalise getting the 2.4's, VxOnes, Etchells etc to provide 2 volunteers, one Sunday per month to assist on Sundays. Colin &amp; Paul to discuss running a rhib course.</p>		<p><b>DB</b> <b>PP</b></p> <p><b>CB</b></p>	

	Equipment – Looking at adding a windsock to the Tower.		<b>CB</b>	
<b>10</b>	<b>REGATTAS</b>			
	RBYC 150-year celebration regattas 29 & 30 March (Plus VXOne Vic States and Jubilee Nationals)			
	BLISS Regatta 4 <sup>th</sup> May			
	Sail Melbourne 2025 27 – 30 Nov. Discussion regarding George Mac OR Sail Melbourne.			
	Stonehaven Cup 2025, 5-10 Jan			
	National Optimist Class Association – early January 2027			
	2.4mR 30 <sup>th</sup> Anniversary Aus Long Weekend 4 day. Need to confirm 2027. By running a four-day regatta, we may get overseas competitors.			
	KISS not running 2025. Role of RBYC to be discussed further			
<b>11</b>	<b>AOB</b> Race cancellation – Discussion regarding where do we draw the line on cancelling races when there are minimal entries  After sailing - encouraging people to come back to the bar.			

<b>FUTURE MEETINGS</b> <b>3<sup>rd</sup> Tuesday of the month</b>	<b>FOCUS AREAS</b>
March 18 <sup>th</sup>	
April 15 <sup>th</sup>	
May 20 <sup>th</sup>	
June 17 <sup>th</sup>	
July 15 <sup>th</sup>	
August 19 <sup>th</sup>	
September 16 <sup>th</sup>	

<b>2024 – 25 MEMBERS</b>			
Chair: Marnie Irving	<a href="mailto:m.irving@bigpond.net.au">m.irving@bigpond.net.au</a> 0433 464 004	Peter Robson	<a href="mailto:peter@amorini.co.uk">peter@amorini.co.uk</a>
Glenn Ferguson	<a href="mailto:gferg57@icloud.com">gferg57@icloud.com</a>	Brett Bowden	<a href="mailto:brett@sailingtowin.com">brett@sailingtowin.com</a>
Colin Burgess	<a href="mailto:boatingmanager@rbyc.org.au">boatingmanager@rbyc.org.au</a>	Peter Gebhardt	<a href="mailto:peter.gebhardt70@gmail.com">peter.gebhardt70@gmail.com</a>
Damon Cook	<a href="mailto:dcookprivate@gmail.com">dcookprivate@gmail.com</a>	Paul Pascoe	<a href="mailto:paulpascoe55@gmail.com">paulpascoe55@gmail.com</a>

## **Social Committee Meeting 11th February 2025.**

**Proposals** - Please send all proposals to Cath , Commodore, Phil Hall and

Karen Johns

**Action list** produced at each meeting. Committee members are allocated a job / task.

**Attendance:** Karen Johns, Sue Cassidy, Cath Hurley, Claire Pritchard, Tony

Hennessey, Karen McCloskey, Margaret Rowe

**Apologies:** Joyce Cosgrove, Jacqui , Kenn, Minutes from last meeting. Accepted Liz Seaward has sadly resigned from the social committee. Karen Johns

has thanked her for the thoughtful contributions to the Social Committee.

### **Return to sailing event - wrap up.**

It was a very hot day. Not everyone enjoyed themselves and were critical of the event. Yes, it could have been better. There is always room for improvement. It was a BYO event, that did include own picnic set. Members attended in waves, this is usual. I do know the evening attendants enjoyed themselves and were still enjoying themselves at 11pm .

It was decided not to theme the event as has been the case in past years, this did add an element of fun. Next years will be deeply considered if theming. Tables & Chairs could not be set up as boats were using the crane during the afternoon.

Improvements – Shade, Full gas bottles, Cancel if over 35 degrees like the schools do or rain or strong wind., Music

**NEW YACHT OF THE MONTH** - work in progress. A welcome to the club for new boats.

### **Recognitions Fridays**

21st February- Jacqui kindly offered to arrange a friend who is sailing in the Melb to Osaka race to speak. However, there will be a ticketed ORCV event / talk on 11th March at RBYC ( \$25) Annette and Sophie Melbourne to Osaka adventure incorporating International Women's Day.

Jackie's idea was a good one, but not necessary. good attendance for a first time event. Same again next year!

**St Patricks Day 2025 - Sunday 16th March** - a lunchtime event. Singer has been booked. Catering will assist with Irish food theme. SC to decorate room. Poster by Karen Mc.

**Christmas in July 11th July** - Catering will assist with Christmas theme food.

Chrissy tree (small) , carols sung by Vincent , Lucky door prize, Mr Santa and Mrs Santa's suit to be supplied by club ( in stock ) Christmas Cocktail

**Halloween 31st October** - A Friday night event in the members. Pumpkin carving competition maybe. Catering to organise menu Themed Cocktail

**St Andrew's Day** - Scrapped the idea.

## Mens Shed idea at RBYC- idea in discussion

## Victory Cup - golf day - Cath keen to beat Blairgowrie in September.

**150 years Ball - 9th May.** Ticket sales have been slow. Approx. 80 sold. In a quest to boost sales & inspire some enthusiasm for the event, SC are willing to do a practice run at 'frocking up' on 28th Feb and again on 21st March.

Also it was wondered if the back of the table numbers in the double sided perspex holder the poster could be cut down and inserted. Members can read it while waiting for friends & or meals.

**Empty the marina regatta** - Friday 28th March BBQ on the deck  
afternoon after racing - a cheap and cheerful menu for tired sailors.

Sunday - closing event /presentation - food on the bar; similar to the Etchells Worlds post racing as it was gratefully received. Social Committee as looking into Face painting cost and DJ cost.

**150 year book-** a massive project by Don Warner. He has asked for SC inclusion of events e.g. St Patricks Day, Open Day, Golf Day.

Next Social club meeting – Tuesday 11 March 2025 6pm.

# Royal Brighton Yacht Club

## 150<sup>th</sup> Celebrations Sub-Committee Meeting

Minutes of Meeting of 150<sup>th</sup> Celebration Sub-Committee held Thursday 30<sup>th</sup> January 2025 at  
Royal Brighton Yacht Club

**Sub Committee Members Present:** Peter Demura, Wendy Luck, Julie McKay, Shirley Qian and Tony Hennessy. Apologies Wayne Seward

Meeting opened at 6.00pm.

### 1. 150<sup>th</sup> Celebration Ball.

- 80 Tickets Sold to date and although about 25% of target, there was some concern that people were coming and not booking tickets.
- Need to strengthen the marketing of the ball including:
  - with posters and notices around the Club and all available “real estate” including the gym
  - promotion at every opportunity including Friday night draw and after race presentations
  - Commodore to write to each member and invite them to the ball
  - Need to work with fleet captains and other groups including Icebergers, gym and social members. This event is for all RBYC members and not just sailors.
  - Utilise digital platforms including Tony Cuschieri’s Facebook page
  - Commodore to oversee a regular newsletter promoting 150<sup>th</sup> Celebrations and activities.
- Wendy Luck provided a draft letter to invited dignitaries and Commodores. The invited guest and partners are:

Patron	Commanding Officer Captain Ben Favelle CSC RAN, HMAS Cerberus
Royal Yacht Club of Victoria	Commodore Professor Damian Purcell
Hobsons Bay Yacht Club	Commodore Jonathan Fryer
Royal Victorian Motor Yacht Club	Commodore Ben Koutoukidis
Royal Melbourne Yacht Squadron	Commodore Cherry Birch
Sandringham Yacht Club	Commodore Mark Welsh
Black Rock Yacht Club	Commodore Randal Garnham
Beaumaris Motor Yacht Squadron	Commodore Michael Busuttil
Royal Geelong Yacht Club	Commodore Paul Buchholz
Ocean Racing Yacht Club	Commodore Cyrus Allen
President - Australian Sailing	Shevaun Bruland
President - Yachting Victoria	Sean Hogan
Victorian Governor General	Her Excellency Professor the Honorable Margaret Gardner AC
Bayside Council Mayor	Councillor Hanna El Moullem
MP	James Newbury MP
MP	Zoe Daniel MP

- Wendy and peter to meet with Emily from Food and Desire to sort out a long list of logistical actions for the celebration. Final numbers are required by 30<sup>th</sup> April.
- The 150<sup>th</sup> Committee felt that it was appropriate that we invite King Charles III
- Outstanding items:
  - Need to design a 150<sup>th</sup> Brochure that will be placed at each seat at the ball.
  - Following a proposal from Dee Mason, the Sub-Committee agreed to her role as MC for the 150<sup>th</sup> Celebration Ball. For a fee of \$880 – PD to follow up.

## 2. Regatta

- Notice of Race to be issued shortly and need to have extensive promotion.
  - Beaumaris Motor Yacht Squadron have kindly offered to run the motor boat rally for us.
  - Social Committee to be asked to develop a Social Program and include a Friday night function for registration, dinner and regatta briefing. The social activities will be limited to Saturday and begin at 2.00pm. PD to speak with sailing office regarding organising some beach games for the kids.
  - Concern was raised about the Ella Music night to be held on Saturday 29<sup>th</sup> and the potential clash – PD to discuss with the Club.
  - Following the General Committee's decision to accept McKenna family's offer of the trophy design provided by Rod McKenna was discussed and it was decided that it should be a special event trophy with a layer of timber added for each event. For the 150<sup>th</sup> the layer would have the 150<sup>th</sup> logo and together with a shield for each class winner including motorboat and Iceberger event winners.
3. Shirley provided more information for an official portrait of the Club to be painted in oil. She will follow up with artists although the cost would be an issue.
  4. The 150<sup>th</sup> wine had sold 210 bottles to date. The 150<sup>th</sup> Sub-Committee would like to organise a wine evening on 3 April to promote the wine. The idea was that the wine maker could come along and discuss the Club wines and promote some of his own. A charcuterie buffet similar to the Pommery night would be a suitable accompaniment.

Meeting Concluded at 7.15pm.