



Royal Brighton Yacht Club

The Sailors' Club

GENERAL COMMITTEE MINUTES

Meeting held Monday 28th April, 6.00 PM

Online via Zoom

PRESENT – Peter GEBHARDT, Brett HEATH, Cath HURLEY, Marnie IRVING, Andrew HOLMES, Greg CLINNICK, Murray COWDELL, Mark WOODLAND, Grant DOW, Phil HALL

APOLOGIES - Peter DEMURA, Debbie JONKER

PREVIOUS MINUTES

- True and accurate record:

MOVED:, Greg CLINNICK **SECONDED:** Andrew HOLMES **CARRIED**

BUSINESS ARISING

Further to the email from treasurer Brett Heath meetings with dredging contractor have progressed. The Parks work permit has been applied for. A contract with the dredging company is being formulated with a per hour rate the preferred method currently. A communication regarding possible dredging is being sent tomorrow.

GENERAL MANAGERS REPORT

PH spoke to the written report.

The Insurance brokers have received all the reports and have reported back to the GM & Treasurer. A meeting to finalise is being held tomorrow morning.

The Committee indicated that the 30 -60 year function was important to the club.

Update: Date booked - lunch on Friday 12th September in the Bayview Room.

Price & menu TBC.

Paul Jackson will be MC on the day to welcome members.

Don Warner happy to be our guest speaker.

We will send invitations at end of July and take bookings/payments.

TREASURERS REPORT

BH presented a written report

Operating surplus \$22k for the month. Budget was \$31k surplus.

- Total Income was up \$24k on budget - catering revenue \$26k up



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- Gross profit was up \$34k on budget
- Cost of sales was 33.2% - well below our target of 39%
- Employment Expenses \$3k over budget
- Other Expenses \$40k over budget – new members bar aircon \$23k

BH to check with On Tap regarding capitalising the new air conditioners.

Finance sub committee to meet and make recommendations via circular email as to price rises on Membership, Marina Fees and Monthly Payments Service Fee (currently 2%).

MEMBERSHIP

Accept new members as listed.

MOVED: Murray Cowdell

SECONDED: Peter Gebhardt

CARRIED

New Members to be ratified Apr 25		
Avanti	Oberoi	Senior
Fred	Wu	Senior
Pierre	Kouvelis	Senior
Joseph	Kanizay	Senior
Jens	Glynne	Senior
Charmaine	Oberoi	Senior
Carla & Adam	Risborg	Senior Family
Carla & Adam	Risborg	Senior Family
Matthew	Botterill	Crew Plus
Stephen	Connolly	Crew Plus
Christopher	Wellman	Crew
Charlotte	Young	Intermediate
Robert	Bakker	Intermediate
Lyndon	Byrnes	Intermediate
Lachlan	Semple	Intermediate
Adam	Love	Intermediate
Joel	Melnjak	Intermediate
Gigi	Harris	Intermediate
Siena	Pryor	Intermediate
Robert	McLellan	Aquatic
Deborah	Giles	Social
Anne	Hammon	Social
Deborah	Giles	Social
Arvind	Oberoi	Social Spouse
Fang	Li	Social Spouse
Leo	Bambrook	Youth
Leo	Bambrook	Youth
Spencer	Mason-Jeffries	Youth
Paige	Tadich	Junior Family
Rory	Lawson	Youth



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SAILING SUB COMMITTEE

Minutes tabled

Storm Recommendations and Actions from the sailing Committee were tabled at the meeting. The recommendations were accepted by the General Committee.

It was accepted by the committee that this is a work in progress and will constantly be reviewed. It will be further developed over time.

A monthly report of the implementation of the action plan will be provided.

MC asked that the practice of having a safety boat crewed by only one person be reviewed by the Sailing Committee.

CRUISING GROUP

- Minutes tabled

IDAG REPORT

- No report

ASSET REPORT

- Dredging contract to be finalised.

CSC REPORT

- The can/bottle recycling bins have been put into place by the Sea Scouts. Some initial issues with rubbish being placed in these bins is being experienced.

SOCIAL SUB COMMITTEE

- Minutes tabled

150TH CELEBRATION

Approx 200 people will be attending the ball. Wendy Luck is looking after the table allocations.

It was agreed that the draw on Friday will be for 2 ball tickets. Members present will be allocated a raffle ticket to ensure that the prize is won in a timely manner.

The photo taken on Saturday morning to re-enact the 1912 photo was well received.

YOUTH SAILING CENTRE

AH & GD updated the committee on the progress of this initiative. AH requested contact details of experts in high performance sailing.

GENERAL BUSINESS

- CH updated the committee on the recent Commodores dinner that she had attended.
- GC was congratulated on the success of the wine dinner.



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- PG congratulated Another Chapter for the Cerberus win and a discussion was held regarding RBYC being more competitive in the Association Cup.

MEETING CLOSED 7:31PM

NEXT MEETING MONDAY 26 MAY 2025



COMMITTEE PACK

APRIL 2025

Membership count July 24 - June 25

	Jun-24	Jul-24	-/+	Aug-24	-/+	Sep-24	-/+	Oct-24	-/+	Nov-24	-/+	Dec-24	-/+	Jan-25	-/+	Feb-25	-/+	Mar-25	-/+
Senior	394	362	-8.12%	363	0.28%	368	1.38%	370	0.54%	366	-1.08%	365	-0.27%	369	1.10%	375	1.63%	380	1.33%
Senior Family	132	119	-9.85%	119	0.00%	119	0.00%	119	0.00%	119	0.00%	119	0.00%	121	1.68%	121	0.00%	124	2.48%
Senior Special	10	10	0.00%	10	0.00%	10	0.00%	10	0.00%	9	-10.00%	9	0.00%	8	-11.11%	8	0.00%	8	0.00%
40 Year	19	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%	19	0.00%
50 Year	36	31	-13.89%	31	0.00%	28	-9.68%	28	0.00%	28	0.00%	28	0.00%	28	0.00%	28	0.00%	28	0.00%
60 Year +	33	39	18.18%	39	0.00%	39	0.00%	39	0.00%	38	-2.56%	38	0.00%	38	0.00%	38	0.00%	38	0.00%
Honorary Life	8	8	0.00%	7	-12.50%	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%	7	0.00%
Senior Country	11	9	-18.18%	10	11.11%	10	0.00%	10	0.00%	10	0.00%	10	0.00%	11	10.00%	10	-9.09%	10	0.00%
Senior Absentee	29	27	-6.90%	27	0.00%	27	0.00%	27	0.00%	25	-7.41%	25	0.00%	25	0.00%	25	0.00%	25	0.00%
Crew	109	107	-1.83%	105	-1.87%	105	0.00%	105	0.00%	103	-1.90%	105	1.94%	107	1.90%	108	0.93%	107	-0.93%
Crew Plus	43	37	-13.95%	39	5.41%	41	5.13%	41	0.00%	43	4.88%	43	0.00%	43	0.00%	44	2.33%	47	6.82%
Youth U18	90	82	-8.89%	82	0.00%	99	20.73%	98	-1.01%	82	-16.33%	84	2.44%	91	8.33%	91	0.00%	93	2.20%
Intermediate 18-29	131	123	-6.11%	128	4.07%	130	1.56%	132	1.54%	127	-3.79%	129	1.57%	140	8.53%	149	6.43%	151	1.34%
Gym	70	62	-11.43%	64	3.23%	64	0.00%	65	1.56%	69	6.15%	69	0.00%	72	4.35%	73	1.39%	77	5.48%
Social	356	355	-0.28%	357	0.56%	358	0.28%	364	1.68%	354	-2.75%	355	0.28%	354	-0.28%	356	0.56%	359	0.84%
Social Extra	90	89	-1.11%	89	0.00%	91	2.25%	92	1.10%	94	2.17%	94	0.00%	94	0.00%	98	4.26%	101	3.06%
Junior Family	47	33	-29.79%	33	0.00%	32	-3.03%	29	-9.38%	29	0.00%	29	0.00%	29	0.00%	29	0.00%	30	3.45%
Aquatic	146	142	-2.74%	143	0.70%	143	0.00%	141	-1.40%	135	-4.26%	137	1.48%	137	0.00%	140	2.19%	139	-0.71%
TPI	2	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%	2	0.00%
TOTAL	1756	1656	-5.69%	1667	0.66%	1692	1.50%	1698	0.35%	1659	-2.30%	1667	0.48%	1695	1.68%	1721	1.53%	1745	1.39%

POS SPEND BY MEMBERSHIP TYPE - March 2025

	Total Spend per month per member ty	Average spend per member ty	Number of members in category	Number of members spent
40 Year	\$3,487.50	\$183.55	19	15
Senior	\$36,771.34	\$96.77	380	215
Gym	\$6,166.66	\$80.09	77	45
Aquatic	\$10,211.34	\$73.46	139	105
Crew Plus	\$3,373.36	\$71.77	47	26
Senior Family	\$7,460.92	\$60.17	124	71
Crew	\$6,399.70	\$59.81	107	54
Social	\$20,355.51	\$56.70	359	151
60 Year +	\$1,708.36	\$44.96	38	14
50 Year	\$1,236.18	\$44.15	28	10
Senior Special	\$306.50	\$38.31	8	5
Honorary Life	\$208.10	\$29.73	7	5
Intermediate 18-29	\$1,300.04	\$8.61	151	24
Social extra	\$502.85	\$4.98	101	8
Senior Country	\$38.65	\$3.87	10	1
Youth	\$78.60	\$0.85	93	2
Senior Absentee	\$0.00	\$0.00	25	0
Junior family	\$0.00	\$0.00	30	0
TPI	\$0.00	\$0.00	2	0
	\$99,605.61		1745	751

Membership - March 2025

			TOTALS	TOTAL %			June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	June 2022	June 2023	June 2024	End March 2025
Senior	380				Senior	368	347	324	336	335	356	368	391	394	380	
Senior Family	124				Senior Family	96	93	89	92	92	103	127	132	132	124	
Senior Special	8				Senior Special	17	17	16	16	13	15	12	10	10	8	
40 Year	19				40 Year	18	14	12	12	12	12	12	14	19	19	
50 Year	28				50 Year	45	45	44	44	43	39	38	36	36	28	
60 Year +	38				60 Year +	39	42	42	38	32	34	33	34	33	38	
Honorary Life	7				Honorary Life	7	7	6	6	6	6	7	7	8	7	
Senior Country	10				Senior Country	12	16	16	15	13	13	14	14	11	10	
Senior Absentee	25	Total Senior	639	37%	Senior Absentee	55	49	40	38	36	37	31	33	29	25	
Crew	107				Crew	184	149	143	155	156	140	123	121	109	107	
Crew Plus	47	Total Crew	154	9%	Crew Plus	31	27	22	21	26	28	24	35	43	47	
Intermediate 18-29	151		151	9%	Intermediate 18-29	67	66	77	99	75	97	81	119	131	151	
Youth	93		93	5%	Youth U18	106	141	136	148	150	119	102	115	90	93	
Gym	77		77	4%	Gym	75	75	65	78	74	78	74	70	70	77	
Social	359		359	21%	Social	242	233	212	207	207	255	288	319	356	359	
Social extra	101		101	6%	Social Extra	79	77	64	64	63	73	78	87	90	101	
Junior family	30		30	2%	Junior Family	14	19	22	28	25	31	40	48	47	30	
Aquatic	139		139	8%	Aquatic	75	79	78	73	81	114	132	139	146	139	
TPI	2		2	0%	TPI	0	1	1	3	3	2	2	2	2	2	
sponsors	0		0	0%	Sponsors	11	2	4	4	4	4	0	0	0	0	
TOTAL	1745		1745	100%	TOTAL	1541	1499	1413	1477	1446	1556	1586	1726	1756	1745	

Member Age Breakdown Report

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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	2		2	1	32	6	66	5	119	21	78	8	32	1
Senior Family	1	3			1	1	7	5	17	15	21	17	16	11	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		4		10		7		1	
Crew	1				9	3	6		12	4	31	6	23	4	7	1
Crew Plus		1			4	1	4	2	11	4	6	1	10	3	3	
Intermediate 18-29			85	26	34	10										
YouthU18			73	22												
Gym	2				4		8	2	9	1	12	1	17	5	16	1
Social	7	8	2		5	1	10	7	30	20	49	33	63	49	53	23
Social Extra	1	4				1		4	1	18	4	34	2	24		8
Junior Family U21			19	11												
Aquatic	5	4					7	1	11	21	31	15	29	5	8	2
TPI															2	
Totals	23	21	181	59	60	18	77	27	164	88	296	128	282	111	179	42

GENERAL MANAGER'S REPORT APRIL 2025

OH & S – Incidents reported

No incidents have been reported

Marina Dredging

Peter Gebhardt, Phil Hall and Niesje Hees met with Geoff Nicols and Rob French from Victoria Marine Services as well as Michael Miloshs from Water Technology.

It was a productive meeting but reinforced the need to move quickly if we are to meet the dredging window. The main actions were for VMS to complete the Construction Environment Management Plan (CEMP) which is a pre-requisite to applying for the Parks Vic Works Permit, and for Michael to complete the standard AS4000 contract.

We have received the draft of the CEMP, which will have some amendments made after discussion with Parks Victoria. The permit application will be lodged asap.

There is also a schedule of rates, with two options – volume based and hourly rate. There is quite a compelling case for going with hourly rate (as other clients have done) for the following reasons;

Determining the amount of material to be removed without emptying the marina of vessels is not precise. Using multibeam scanning for each area as we go would be more expensive. It is estimated that using a volume based approach would require approximately \$50k of additional scans. (Using cubic foot measurements requires double-checking the amount of material via before and after scans for each invoice). We would also need to wait for scans to be completed, which could delay the project, which is already under time constraints.

Hourly rate is a straightforward way of calculating costs and can be verified and managed easily using more rudimentary methods of determining progress (eg. a pole to determine depth at several points over the area).

VMS has offered references, and we can check with other customers to ensure they have been happy working with VMS on an hourly rate basis.

Other preliminary tasks are already in train eg. Colin is in touch with Diver Dan and the Thursday Working group to remove the shopping trolleys and wheelbarrows in the marina, and is planning communication to boat owners.

Insurance Renewal

Policy expiry 30.04.2025

The broker has received the assessment reports and has made recommendations moving forward. Brett Heath & I are meeting with the broker on Tuesday morning to finalise our insurance for next year.

Board Pro

I have had some preliminary training online with Board Pro, this should be implemented by next meeting.

Cyber Threat training

All staff that access club computers are undergoing cyber threat training, this is being conducted monthly. Lucid IT are also conducting 'secret shopper' testing to see if staff are following threatening links – to date none have been accepted.

30,40,50 Members Lunch

It has been noted that volunteers no longer want to manage this function. Does the Committee believe that this is worthwhile and should we find a new volunteer to proceed with this?

Social Committee Minutes

It was noted that the Social Committee minutes state that the clubhouse will be closed on the evening of 9th May. This is not correct; the club will be operating on this evening as normal.

Philip Hall

General Manager

Treasurers Report for April 2025

March solid result shows the club well ahead of budget for the year to date. YTD operating surplus is \$58k ahead of budget. YTD net surplus is \$275k ahead of budget. March saw great catering revenue with this division continuing its stellar performance. Costs increased for the month, mainly due to some of the members air conditioners being replaced. Employment costs steady.

	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	YTD
Catering Revenue	177	217	228	241	351	371	367	309	359	2,619
Other Revenue	262	247	250	263	247	307	326	308	248	2,457
Total Income	439	464	479	503	598	677	693	617	607	5,076
Cost of sales	73	100	89	91	140	128	135	97	119	972
Gross Profit	366	364	389	412	458	549	558	520	487	4,104
Employment Expenses	217	223	239	251	276	296	290	270	297	2,361
Other Expenses	116	158	134	133	211	127	142	104	168	1,293
Total Expenses	333	381	373	384	488	423	433	373	465	3,654
Operating Surplus	33	(17)	16	28	(30)	126	125	146	22	450
Net Surplus	(7)	(81)	(38)	(26)	(64)	72	74	97	(29)	(3)
Cost of sales	41.2%	46.0%	39.1%	38.0%	39.8%	34.5%	36.8%	31.4%	33.2%	37.1%
Profit Margin	7.5%	-3.6%	3.4%	5.5%	-5.0%	18.6%	18.0%	23.7%	3.6%	8.9%
Employment Cost	49.5%	48.1%	49.9%	49.9%	46.2%	43.7%	41.9%	43.7%	49.0%	46.5%
Other Costs	26.3%	34.1%	28.0%	26.4%	35.4%	18.8%	20.6%	16.8%	27.7%	25.5%

(in 000's)

Cash closing balance was \$126,824.59 down \$94,447.29 from previous month.

Operating surplus \$22k for the month. Budget was \$31k surplus.

- Total Income was up \$24k on budget - catering revenue \$26k up
- Gross profit was up \$34k on budget
- Cost of sales was 33.2% - well below our target of 39%
- Employment Expenses \$3k over budget
- Other Expenses \$40k over budget – new members bar aircon \$23k

The other expenses totalling \$168k caused the March operating surplus to be \$9k less than expected. The extra \$40k over budget came from:

- replacement air-conditioners in the members bar costing \$23k,
- invoices for marketing & promotions being billed for 3 previous months \$12k,
- Phil's credit card from February being reconciled in March (he was away on holiday) approx. \$5k

Profit & Loss – Summary (000's)

	Monthly			Year to Date		
	January	February	March	FY25	FY24	Variance
	\$	\$	\$	\$	\$	\$
Income						
Catering Revenue	367	309	359	2,619	2,618	1
Membership Income	87	87	87	782	759	23
Marina, Hstand & OTB Storage Inc	141	135	136	1,247	1,116	131
Sailing Income	41	41	6	177	105	72
DSC Income	25	16	12	112	115	(3)
Other Revenue	32	29	7	140	98	42
Total Income	693	617	607	5,076	4,811	265
Catering Cost Of Sales						
Cost Of Sales	135	97	119	972	1,066	(94)
Total Catering Cost Of Sales	135	97	119	972	1,066	(94)
Gross Profit	558	520	487	4,104	3,745	359
Expenses						
General Operating Expenses	30	29	30	311	253	58
Professional Fees	7	9	8	72	68	4
Equipment Expenses	3	2	7	24	24	0
Insurances, Licenses & Rego	17	13	19	151	121	30
Advertising & Promotions	5	0	12	41	55	(14)
Occupancy Costs	36	33	38	335	302	33
Debt Recovery Costs	0	0	0	0	0	(0)
Repairs, Servicing & Maintenance	19	14	46	251	158	93
Internal Club Expenses	0	0	2	4	2	2
Sailing Expenses	26	3	6	104	75	28
Employment Expenses	290	270	297	2,361	2,325	36
Total Expenses	433	373	465	3,654	3,383	271
Operating Profit	125	146	22	450	362	88
Other Income	0	0	0	0	0	0
Interest Income	0	0	0	6	37	(31)
Total Other Income	0	0	0	6	37	(31)
Other Expenses						
Depreciation	45	41	45	399	643	(244)
Amortisation	4	4	4	33	72	(39)
Loss/Gain on Asset Disposal	0	3	0	3	(36)	39
Interest Expense	1	1	1	9	24	(15)
Lease Interest Expense	2	2	2	14	14	0
Total Other Expenses	51	50	51	459	717	(258)
Net Profit/(Loss)	74	97	(29)	(3)	(319)	316

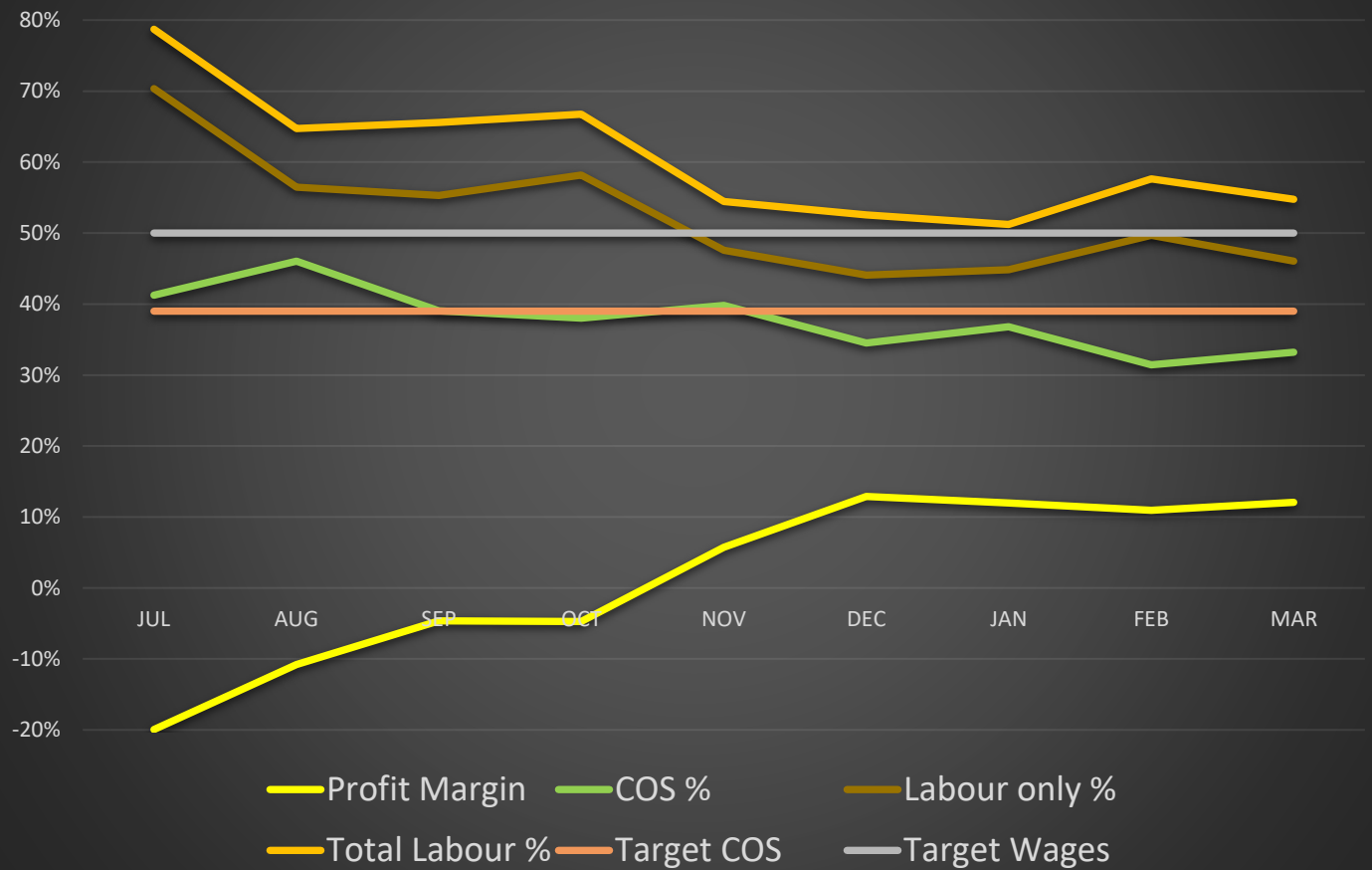
Cash Flow

FY24-25				
	Dec-24	Jan-25	Feb-25	Mar-25
Operating Profit	\$ 125,997.83	\$ 124,964.81	\$ 146,229.63	\$ 21,995.45
(Increase)/Decrease in Debtors	-\$ 6,323.22	\$ 17,414.44	-\$ 10,421.51	-\$ 9,899.59
(Increase)/Decrease in Prepayments	\$ 19,695.57	-\$ 14,295.90	\$ 17,723.16	\$ 22,532.39
(Increase)/Decrease in Inventory	\$ 7,864.70	-\$ 369.74	-\$ 6,686.01	\$ 1,325.75
Increase/(Decrease) in Creditors	\$ 88,997.30	\$ 67,496.35	-\$ 224,606.86	\$ 45,544.88
Increase/(Decrease) in GST	\$ 47,718.33	-\$ 20,043.07	\$ 32,580.96	\$ 42,152.56
Increase/(Decrease) in Other Liabilities	-\$ 158,502.21	-\$ 103,754.72	-\$ 132,449.07	-\$ 183,490.29
Net Operating Cash flow	\$ 125,448.30	\$ 71,412.17	-\$ 177,629.70	-\$ 59,838.85
(Increase)/Decrease in fixed Assets	-\$ 24,169.35	-\$ 39,849.35	-\$ 3,000.00	-\$ 28,904.55
Net Cash flow from Investing	-\$ 24,169.35	-\$ 39,849.35	-\$ 3,000.00	-\$ 28,904.55
Interest Income	\$ 176.90	\$ 73.80	\$ 35.62	\$ 55.48
Interest Paid	-\$ 2,198.78	-\$ 2,188.39	-\$ 2,177.97	-\$ 2,167.53
Increase/(Decrease) in Other finance	-\$ 17,031.87	-\$ 17,042.23	-\$ 3,581.40	-\$ 3,591.84
Net Cash flow from financing	-\$ 19,053.75	-\$ 19,156.82	-\$ 5,723.75	-\$ 5,703.89
Opening balance	\$ 312,994.13	\$ 395,219.33	\$ 407,625.33	\$ 221,271.88
Net change in cash flow	\$ 82,225.20	\$ 12,406.00	-\$ 186,353.45	-\$ 94,447.29
Closing balance	\$ 395,219.33	\$ 407,625.33	\$ 221,271.88	\$ 126,824.59

Balance Sheet – Summary (000's)

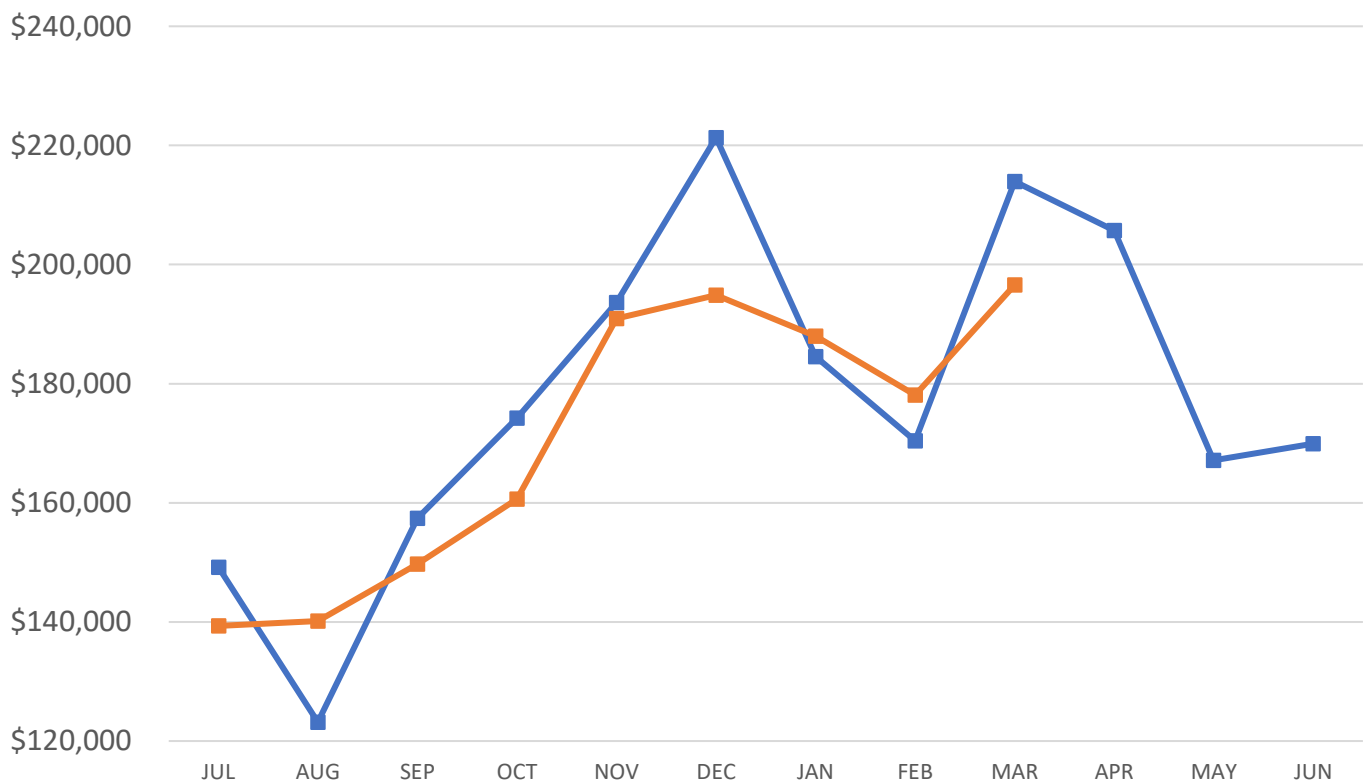
Account Name	January	February	March
Assets			
Trading Bank Accounts	370	186	110
Floats	4	4	4
Clearing Accounts	36	25	21
Debtors	889	894	910
Receivables	(590)	(584)	(590)
Prepayments	123	106	83
Stock	94	100	99
Property	3,675	3,643	3,609
Marina & Hardstand	10	10	10
Plant & Equipment	235	231	228
Boats	462	453	471
Intangible Assets	1,213	1,213	1,213
Total Assets	6,522	6,282	6,168
Liabilities			
Trade Creditors	324	99	145
Accruals	111	116	92
GST and Statutory Liabilities	98	131	173
Employee Provisions	326	338	342
Bonds & Other Liabilities	41	41	41
Deferred Income- Members	395	336	275
Deferred Income- Marina	402	341	272
Bank Loans	0	(31)	(63)
Other Finance	513	500	512
Total Liabilities	2,209	1,873	1,788
Net Assets	4,312	4,409	4,380

Catering Percentages 2024/25



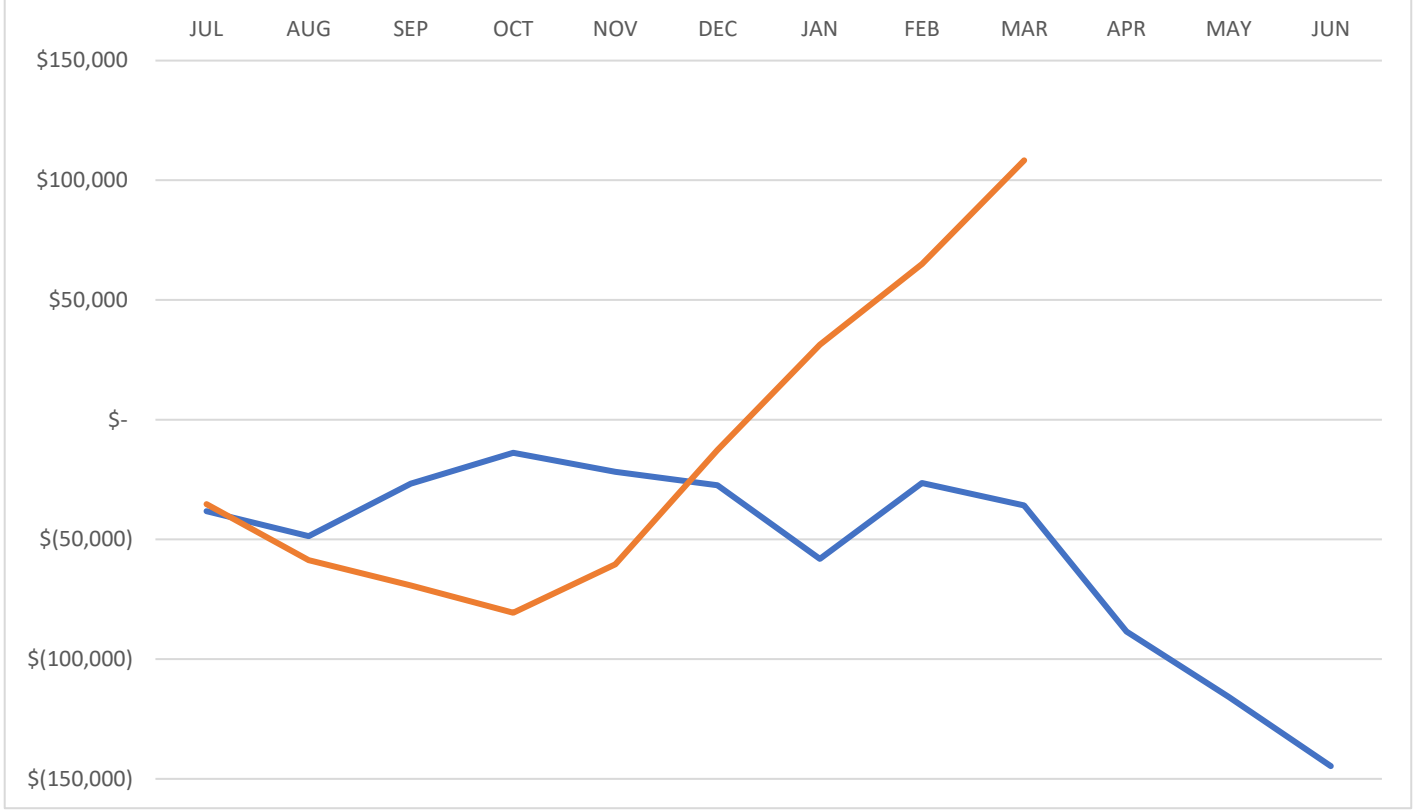
Catering- Wages

2023-24 2024-25



Catering - P/L comparison

— 23-24 — 24-25



17/04/2025

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

Dear Board Members,

RE: Royal Brighton Financial Results – March 2025

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

Financial Results March 2025:

The financial reports for the period have been prepared on a calendar month basis from 1st March to 31st March 2025.

Actual VS Last Year Same Period (LYSP):

The Club's financial performance for March has been analysed and compared to the previous year's figures. The Club achieved a total income of \$606k which is 1.7% higher than LYSP. This increase in revenue is primarily due to an increase across the Sailing Income and Catering Income for the month. Gross profit totalled \$487k during the period, representing a 3% increase compared to LYSP.

Expenditure for March amounted to \$465k which is 7.7% higher compared to LYSP. Noteworthy is the \$24.8k increase in Repairs, Servicing & Maintenance and \$9.1k increase in Advertising & Promotion Expense.

Actual VS Budget:

Total Income was 4.2% above budget, primarily due to Catering Revenue being \$26k above budget. This increase comes from the \$9.1k recognised in Function Food. Gross profit was 7.5% higher than budgeted. Total expenses were 10.3% higher than budget, the main contributor was from Repairs, Servicing & Maintenance Expense mentioned above at \$23.6k higher than budget. Net Loss exceeded the budget by \$16.8k.

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

Margin	January	February	March
Beverage	65%	65%	71%
Food	59%	67%	60%

Noteworthy items to point out in the Profit & Loss include

- 150th Celebration Income
 - In the month of February, revenue relating to wine sales made through Member Magic was recognised although it had been recognised in prior periods. At the time we believed these sales occurred in February based on the information provided to us. We have rectified this error & reversed in March which has caused an expense to this revenue line item.
- Subscriptions - IT
 - Phil was able to provide the credit cards statements for both February and March in March which has resulted in increased subscription expenses for the month.
- Advertising and Marketing
 - The expense in March relates to Passionfolk for the January – March invoices received.

- R, M&S Clubhouse
 - During the month of March there was a \$23k invoice relating to Aircon repairs.
- Provisions for Annual Leave Expense
 - The annual leave expense are negative as employees took more annual leave then what was accrued for the month.

Catering Wages as a percentage of Catering Revenue:

January	February	March	IBISWorld Data Vic 2024*
24.51%	25.81%	28.32%	27.6%

* IBIS world 2024 data for SME restaurants

In summary, the Club reported an Operating Loss of \$28.9k for March.

Balance Sheet

Over the course of March, the venue has purchased the following capital item that has been added to the Club's Fixed Asset Register:

- **Rescue & Work Boats:** Purchase of \$28.9k Highfield Patrol 500.

The Balance Sheet of the Club reflects the most recent financial position as of the end of March 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



Balance Sheet Report

Accrual mode

Jan 2025 - Mar 2025

	Jan-25	Feb-25	Mar-25
1-0000 Assets			
1-1000 Trading Bank Accounts			
1-1010 BOM- Business Chq Acc**157544	88,175.47	18,000.29	13,859.90
1-1015 BOM- MbrShp Marina Acc**098419	238,842.51	124,986.13	53,142.24
1-1025 BOM- Yachting Foundation x141	2,411.96	2,411.96	2,431.28
1-1031 BOM-Business Access Saver x391	40,513.85	40,549.47	40,585.63
Total Trading Bank Accounts	369,943.79	185,947.85	110,019.05
1-1100 Floats			
1-1105 Cash on Hand	1,500.00	1,500.00	1,500.00
1-1110 Till Floats	2,100.00	2,100.00	2,100.00
1-1125 Petty Cash	309.60	233.55	537.01
Total Floats	3,909.60	3,833.55	4,137.01
1-1200 Clearing Accounts			
1-1210 Cash Clearing	(8,847.83)	(12,036.30)	(11,330.17)
1-1220 Account Clearing	425.00	0.00	185.00
1-1250 Eftpos Clearing	1,169.46	(1,907.46)	(6,037.74)
1-1260 Ecollect Clearing	43,636.36	39,363.63	38,545.45
Total Clearing Accounts	36,382.99	25,419.87	21,362.54
1-1300 Debtors			
1-1310 Trade Debtors	33,553.67	49,145.97	52,834.87
1-1330 Other Debtors	875,175.92	863,754.52	876,077.21
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
Total Debtors	889,492.36	893,663.26	909,674.85
1-1350 Receivables			
1-1355 Members Control Account	(589,985.54)	(583,734.93)	(589,846.93)
1-1370 Cruising Group Account	53,043.86	53,043.86	53,043.86
1-1375 Cruising Group Clearing Acc	(53,012.05)	(53,012.05)	(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
Total Receivables	(589,953.73)	(583,703.12)	(589,815.12)
1-1400 Prepayments			
1-1410 Prepayments - General	59,700.84	53,208.76	41,907.45
1-1420 Prepaid Insurance	32,104.68	21,403.08	10,701.48
1-1425 Prepaid Workcover	29,884.80	29,884.80	29,884.80
1-1430 Prepaid Interest	1,588.45	1,058.97	529.49
Total Prepayments	123,278.77	105,555.61	83,023.22
1-1600 Stock			
1-1610 Inventory- Beverage	44,131.75	46,160.64	49,747.19
1-1611 Inventory-Beverage non-alcohol	13,168.70	13,293.12	13,609.04

	Jan-25	Feb-25	Mar-25
1-1630 Inventory- Food	9,169.73	13,807.10	8,682.88
1-1650 Inventory- Clothing & Merch	27,322.35	27,217.68	27,113.68
Total Stock	93,792.53	100,478.54	99,152.79
1-1710 Property			
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	(6,044,283.12)	(6,072,051.47)	(6,102,769.08)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(38,133.62)	(38,223.88)	(38,323.81)
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	(240,537.05)	(244,369.09)	(248,201.13)
Total Property	3,675,159.27	3,643,468.62	3,608,819.04
1-1721 Marina & Hardstand			
1-1723 Marina Leasehold Imp at Cost	7,938,844.32	7,938,844.32	7,938,844.32
1-1724 Amortisation Leasehold Marina	(7,935,543.19)	(7,935,672.90)	(7,935,796.76)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(757,154.91)	(757,398.60)	(757,668.40)
Total Marina & Hardstand	10,439.18	10,065.78	9,672.12
1-1740 Plant & Equipment			
1-1742 Furniture, Plant & Equipment	1,109,112.42	1,109,112.42	1,109,112.42
1-1744 Accum Depreciation Plant etc	(982,993.94)	(985,079.12)	(987,382.44)
1-1750 Marina & HStand Equip at Cost	503,295.41	503,295.41	503,295.41
1-1755 Marina & HStand Equip Acc Depn	(394,889.11)	(396,064.32)	(397,365.46)
Total Plant & Equipment	234,524.78	231,264.39	227,659.93
1-1800 Boats			
1-1810 Rescue & Work Boats at Cost	1,078,155.72	1,078,155.72	1,107,060.27
1-1815 Accum Depreciation Rescue Boat	(645,553.12)	(653,622.30)	(662,644.17)
1-1825 DSC Sailing Boats at Cost	221,173.20	221,173.20	221,173.20
1-1830 Accum Depreciation OTB Boats	(192,128.67)	(193,200.52)	(194,387.23)
Total Boats	461,647.13	452,506.10	471,202.07
1-1900 Intangible Assets			
1-1910 Designs at Cost	16,057.23	16,057.23	16,057.23
1-1915 Work In Progress	1,213,273.92	1,213,273.92	1,213,273.92
1-1920 Amortisation Designs	(16,057.23)	(16,057.23)	(16,057.23)
Total Intangible Assets	1,213,273.92	1,213,273.92	1,213,273.92
Total Assets	6,521,890.59	6,281,774.37	6,168,181.42
2-0000 Liabilities			
2-1000 Trade Creditors			
2-1100 Trade Creditors	323,804.00	99,197.14	144,742.02
Total Trade Creditors	323,804.00	99,197.14	144,742.02
2-2000 Accruals			
2-2005 Deposits Received in Advance	27,789.00	26,914.00	27,164.00
2-2110 Accruals- General	58,304.16	62,260.10	31,048.23
2-2130 Accrual- Workcover	16,715.71	19,200.26	22,402.33
2-2140 Accrual- Payroll Tax	8,519.55	8,096.34	11,485.81
Total Accruals	111,328.42	116,470.70	92,100.37
2-3000 GST and Statutory Liabilities			
2-3110 GST Collected	54,475.27	101,383.83	147,360.85

	Jan-25	Feb-25	Mar-25
2-3120 GST Paid	(22,171.37)	(33,772.45)	(54,264.22)
2-3130 PAYG Withholding Payable	39,823.00	37,748.93	47,001.93
2-3150 Superannuation Payable	25,819.63	25,167.18	32,581.49
Total GST and Statutory Liabilities	97,946.53	130,527.49	172,680.05
2-4000 Employee Provisions			
2-4010 Annual Leave Payable	144,345.97	150,659.58	150,903.58
2-4015 Leave Loading Payable	18,363.73	19,129.83	18,854.85
2-4020 Long Service Leave - Current	79,144.00	79,919.00	80,742.00
2-4021 Long Service Leave Non-current	55,767.00	59,326.00	62,035.00
2-4022 On-Cost for A/L & L>Loading	28,222.49	29,450.48	29,445.11
Total Employee Provisions	325,843.19	338,484.89	341,980.54
2-5000 Bonds & Other Liabilities			
2-5010 29er's Bond Account	1,000.00	1,000.00	1,000.00
2-5020 RBYC Auxiliary	30,536.94	30,536.94	30,536.94
2-5030 Aust. Sports Foundation C.Acc	9,794.76	9,794.76	9,794.76
Total Bonds & Other Liabilities	41,331.70	41,331.70	41,331.70
2-6000 Deferred Income- Members			
2-6010 Subscription Income Deferred	296,265.55	248,581.20	199,460.51
2-6060 Other Income in Advance	98,279.01	87,419.40	75,079.64
Total Deferred Income- Members	394,544.56	336,000.60	274,540.15
2-7000 Deferred Income- Marina			
2-7010 Marina 1 Year Licence	316,387.79	268,438.06	211,879.58
2-7030 Hardstand - Rental	40,658.53	34,926.43	29,194.32
2-7050 DSC Maintenance Income	44,831.34	38,074.08	30,459.51
Total Deferred Income- Marina	401,877.66	341,438.57	271,533.41
2-8000 Bank Loans			
2-8032 Commercial Bill S33 1301 084 500	0.00	(31,250.00)	(62,500.00)
Total Bank Loans	0.00	(31,250.00)	(62,500.00)
2-9000 Other Finance			
2-9022 Currernt Liability - Bayside City Council	51,043.59	47,462.19	43,870.35
2-9024 Non-Current Liability-Bayside City Council	459,061.41	459,061.41	459,061.41
2-9036 Credit Card P Hall x271	177.35	(5,114.70)	4,748.56
2-9037 Credit Card - Sammy Duddy	1,136.73	168.49	689.54
2-9038 Credit Card - Colin Burgess	1,296.97	(1,124.40)	3,255.91
Total Other Finance	512,716.05	500,452.99	511,625.77
Total Liabilities	2,209,392.11	1,872,654.08	1,788,034.01
Net Assets	4,312,498.48	4,409,120.29	4,380,147.41
3-0000 Equity			
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	(70,624.82)	25,996.99	(2,975.89)
Total Equity	4,312,498.48	4,409,120.29	4,380,147.41



Profit & Loss Report

Accrual mode

01 Jan 2025 - 31 Mar 2025

	Jan-25	Feb-25	Mar-25	Total
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	84,428.56	73,315.77	92,844.27	250,588.60
4-1010 Restaurant Food Revenue	110,604.75	103,717.89	114,748.86	329,071.50
4-1015 Members Beverage Revenue	51,454.17	25,249.73	35,997.38	112,701.28
4-1020 Members Food Revenue	34,435.38	15,539.25	16,424.74	66,399.37
4-1021 Members F&B Discounts - Revenue	6,788.89	5,490.30	6,291.07	18,570.26
4-1051 Club Function Food	756.36	7,363.63	0.00	8,119.99
4-1052 Club Function Beverage	0.00	0.00	1,293.45	1,293.45
4-1053 Function Food	57,161.39	47,049.25	59,178.21	163,388.85
4-1054 Function Beverage	14,561.34	21,550.83	21,216.61	57,328.78
4-1055 Private Function Revenue	13.64	1,222.73	2,852.27	4,088.64
4-1060 Room Hire	6,886.36	8,454.57	8,181.81	23,522.74
Total Catering Revenue	367,090.84	308,953.95	359,028.67	1,035,073.46
4-2000 Membership Income				
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	1,760.99	1,772.93	1,780.03	5,313.95
Total Membership Income	86,771.99	86,783.93	86,791.03	260,346.95
4-2500 Marina, Hstand & OTB Storage Inc				
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	17,472.66	10,952.78	11,729.54	40,154.98
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
Total Marina, Hstand & OTB Storage Inc	141,472.66	134,952.78	135,729.54	412,154.98
4-3000 Sailing Income				
4-3105 Sailing Safety Fees	3,986.28	3,986.28	3,986.28	11,958.84
4-3120 Regattas Income	35,255.46	35,821.48	1,909.09	72,986.03
4-3130 Boat Hire Income	1,545.45	1,490.91	539.08	3,575.44
Total Sailing Income	40,787.19	41,298.67	6,434.45	88,520.31
4-4000 DSC Income				
4-4100 DSC Canteen	0.00	(181.82)	0.00	(181.82)
4-4121 DSC After School Sailing	0.00	0.00	272.73	272.73
4-4125 School Holiday Program	25,346.55	11,645.82	245.46	37,237.83
4-4130 Term 1 Training	0.00	363.63	10,545.45	10,909.08
4-4140 Adult Learn to Sail	0.00	2,815.28	0.00	2,815.28
4-4145 Keel Boat Learn to Sail	(345.46)	0.00	0.00	(345.46)
4-4165 Private Coaching Fees	254.55	1,581.82	954.55	2,790.92

	Jan-25	Feb-25	Mar-25	Total
Total DSC Income	25,255.64	16,224.73	12,018.19	53,498.56
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	3,871.89	2,910.91	3,601.36	10,384.16
4-5120 Sub-tenant Rental Income	4,581.40	4,581.40	4,581.40	13,744.20
4-5140 Gifts & Donations Received	0.00	10,000.00	0.00	10,000.00
4-5155 Credit Card Surcharge	1,178.42	141.06	1,355.44	2,674.92
4-5160 Keys Income	1,017.27	1,062.91	914.18	2,994.36
4-5161 Lockers Income	92.95	92.94	92.95	278.84
4-5165 Ice Income	472.82	45.46	193.73	712.01
4-5170 Sundry Income	177.27	60.18	60.00	297.45
4-5190 150th Celebrations Income	20,155.91	9,613.64	(4,262.72)	25,506.83
Total Other Revenue	31,547.93	28,508.50	6,536.34	66,592.77
Total Income	692,926.25	616,722.56	606,538.22	1,916,187.03
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	53,141.73	41,685.80	43,248.25	138,075.78
5-2000 Costs of Sales- Food	81,961.72	55,439.74	75,969.19	213,370.65
Total Cost Of Sales	135,103.45	97,125.54	119,217.44	351,446.43
Total Catering Cost Of Sales	135,103.45	97,125.54	119,217.44	351,446.43
Gross Profit	557,822.80	519,597.02	487,320.78	1,564,740.60
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	489.18	922.21	904.29	2,315.68
6-1010 Merchant Fees	3,318.72	3,392.65	2,880.13	9,591.50
6-1011 Commission Paid	94.56	90.39	61.57	246.52
6-1015 Cash Discrepancies	(666.35)	(135.70)	(560.04)	(1,362.09)
6-1016 Walk Outs	89.86	198.00	0.00	287.86
6-1025 Software & Support	1,325.50	2,597.28	729.09	4,651.87
6-1030 Printing	1,642.75	1,178.40	1,336.40	4,157.55
6-1031 Postage	21.67	20.32	182.16	224.15
6-1032 Stationery	705.73	564.65	315.73	1,586.11
6-1035 Telephone & Internet	1,125.12	1,026.57	1,034.58	3,186.27
6-1040 Office & Admin Expenses	0.00	0.00	137.94	137.94
6-1044 Kitchen Consumables	76.34	43.05	82.00	201.39
6-1046 Subscription - IT	5,320.48	5,214.03	7,466.88	18,001.39
6-1047 Tea Towels	4,722.90	0.00	1,826.10	6,549.00
6-1048 Other Consumables	9.08	9.08	0.00	18.16
6-1055 Staff Amenities	1,291.81	0.00	0.00	1,291.81
6-1056 Staff Discounts	1,802.38	1,019.85	954.64	3,776.87
6-1060 Clothing & Merchandise Costs	3,256.88	2,405.99	2,099.40	7,762.27
6-1065 Entertainment Expenses	12.72	0.00	212.71	225.43
6-1070 Decorations	232.92	0.00	60.00	292.92
6-1075 General Expenses	9.26	144.37	1,224.99	1,378.62
6-1080 Member Expenses	425.64	0.00	645.60	1,071.24
6-1081 Members F&B Discounts	6,788.89	5,490.30	6,291.07	18,570.26
6-1090 150th Celebrations Expenses	(1,620.00)	4,931.82	1,691.36	5,003.18
Total General Operating Expenses	30,476.04	29,113.26	29,576.60	89,165.90
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	6,860.08	8,960.08	8,137.60	23,957.76

	Jan-25	Feb-25	Mar-25	Total
6-1230 Consulting Fees	220.00	35.00	110.00	365.00
Total Professional Fees	7,080.08	8,995.08	8,247.60	24,322.76
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	1,380.30	1,482.90	1,698.90	4,562.10
6-1410 Equipment Hire	209.76	209.76	209.76	629.28
6-1420 Tools & Equip - Consumables	119.00	0.00	0.00	119.00
6-1440 Fuel & Oil	1,681.85	0.00	5,006.95	6,688.80
6-1441 Freight & Courier	27.00	31.14	149.70	207.84
Total Equipment Expenses	3,417.91	1,723.80	7,065.31	12,207.02
6-1600 Insurances, Licenses & Rego				
6-1610 Australian Sailing Association Fees	6,370.57	2,277.90	5,011.36	13,659.83
6-1620 Insurances	10,701.60	10,701.60	13,785.34	35,188.54
6-1630 License Fees	(519.13)	364.87	543.05	388.79
Total Insurances, Licenses & Rego	16,553.04	13,344.37	19,339.75	49,237.16
6-2000 Advertising & Promotions				
6-2005 Promotions	180.00	0.00	370.52	550.52
6-2010 Advertising & Marketing	1,743.16	0.00	11,455.18	13,198.34
6-2014 Gifts	2,187.27	0.00	341.50	2,528.77
6-2020 Vouchers Expense	408.64	90.91	0.00	499.55
Total Advertising & Promotions	4,519.07	90.91	12,167.20	16,777.18
6-4000 Occupancy Costs				
6-4010 Electricity	3,979.27	9,867.50	6,981.23	20,828.00
6-4020 Gas	1,664.41	3,041.81	3,587.46	8,293.68
6-4025 Rental Expense	5,896.60	5,896.60	5,896.60	17,689.80
6-4040 Cleaning	10,245.72	9,349.97	10,117.70	29,713.39
6-4041 Cleaning Products	4,007.68	3,339.09	3,522.62	10,869.39
6-4045 Security	707.95	707.95	707.95	2,123.85
6-4050 Water Rates	3,608.06	(2,548.26)	3,026.83	4,086.63
6-4055 Pest Control	763.75	0.00	763.00	1,526.75
6-4060 Waste Removal	3,907.98	2,953.79	3,604.88	10,466.65
6-4070 Gardening Expenses	855.45	0.00	0.00	855.45
Total Occupancy Costs	35,636.87	32,608.45	38,208.27	106,453.59
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	7,417.57	8,220.80	37,247.92	52,886.29
6-6010 R,M&S Sailing	427.65	283.25	0.00	710.90
6-6020 R,M&S Marina	10,495.10	3,209.87	3,219.66	16,924.63
6-6030 R,M&S Keel Boats	0.00	410.09	1,852.52	2,262.61
6-6031 R,M&S Quests	0.00	544.80	25.48	570.28
6-6032 R,M&S Pacers	0.00	573.90	469.09	1,042.99
6-6040 R,M&S Rescue Boats - Rhibs	1,342.05	280.90	3,125.37	4,748.32
6-6042 R,M&S Rescue Boats – Redeemer	0.00	0.00	95.40	95.40
6-6060 R,M&S 29ers	(545.46)	552.73	0.00	7.27
Total Repairs, Servicing & Maintenan	19,136.91	14,076.34	46,035.44	79,248.69
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	0.00	142.72	0.00	142.72
6-7010 General Manager Expense	0.00	0.00	1,561.68	1,561.68
Total Internal Club Expenses	0.00	142.72	1,561.68	1,704.40
6-8000 Sailing Expenses				
6-8015 Volunteer Expenses	6,329.92	2,614.65	4,665.11	13,609.68

	Jan-25	Feb-25	Mar-25	Total
6-8021 Discovery Sailing Fees AS	0.00	727.27	0.00	727.27
6-8030 Trophies & Prizes	0.00	0.00	422.73	422.73
6-8040 Sailing Expenses	5,087.10	0.00	0.00	5,087.10
6-8050 DSC Expenses	626.73	0.00	36.36	663.09
6-8060 Regatta Expenses	13,118.76	154.55	574.51	13,847.82
6-8080 First Aid Equipment	500.00	0.00	0.00	500.00
Total Sailing Expenses	25,662.51	3,496.47	5,698.71	34,857.69
6-9000 Employment Expenses				
6-9005 Wages- Management	16,259.37	12,995.92	14,979.20	44,234.49
6-9010 Wages - Administration	14,808.47	11,727.59	12,356.29	38,892.35
6-9015 Wages - Restaurant	4,846.14	4,307.68	4,576.91	13,730.73
6-9016 Wages - Restaurant Casual	67,172.32	55,008.21	61,308.81	183,489.34
6-9017 Wages - Clubhouse	6,389.54	4,903.35	5,084.27	16,377.16
6-9018 Wages - Kitchen	22,000.00	22,992.29	28,192.29	73,184.58
6-9019 Wages - Kitchen Casual	29,598.13	23,326.36	21,883.26	74,807.75
6-9020 Wages - Sailing	11,410.46	10,038.44	11,980.72	33,429.62
6-9021 Wages - Sailing Casual	25,779.59	11,729.72	20,653.02	58,162.33
6-9022 Wages - Marina	12,165.81	9,315.80	10,171.11	31,652.72
6-9024 Wages - Members Casual	9,692.37	7,727.71	7,379.04	24,799.12
6-9025 Wages - Function	12,988.88	14,315.79	15,950.42	43,255.09
6-9026 Wages - Function Casual	8,550.60	14,703.07	14,041.17	37,294.84
6-9027 Wages - Kitchen Chef Casual	14,969.63	16,810.06	18,352.05	50,131.74
6-9050 Staff Leave Expense	(2,924.93)	11,413.71	3,501.02	11,989.80
6-9051 Provision for Annual Leave	188.73	1,227.99	(5.37)	1,411.35
6-9055 Superannuation	25,359.63	24,707.18	32,006.49	82,073.30
6-9060 Payroll Tax Expense	8,519.55	8,096.34	11,485.81	28,101.70
6-9065 Workcover Expense	2,574.00	2,484.55	3,202.07	8,260.62
6-9070 Recruitment Expenses	0.00	405.00	0.00	405.00
6-9080 Travel Expenses	0.00	0.00	41.05	41.05
6-9085 Staff Uniforms - Restaurant & Functions	0.00	973.78	0.00	973.78
6-9086 Staff Uniforms - Sailing	27.27	565.45	50.00	642.72
6-9087 Staff Uniforms - Administration	0.00	0.00	235.14	235.14
Total Employment Expenses	290,375.56	269,775.99	297,424.77	857,576.32
Total Expenses	432,857.99	373,367.39	465,325.33	1,271,550.71
Operating Profit	124,964.81	146,229.63	21,995.45	293,189.89
8-0000 Other Income				
8-0500 Interest Income	73.80	35.62	55.48	164.90
Total Other Income	73.80	35.62	55.48	164.90
9-0000 Other Expenses				
9-0200 Depreciation	44,788.06	40,633.43	45,024.24	130,445.73
9-0400 Amortisation	3,832.04	3,832.04	3,832.04	11,496.12
9-0500 Loss/Gain on Asset Disposal	0.00	3,000.00	0.00	3,000.00
9-0600 Interest Expense	529.48	529.48	529.48	1,588.44
9-0601 Lease Interest Expense	1,658.91	1,648.49	1,638.05	4,945.45
Total Other Expenses	50,808.49	49,643.44	51,023.81	151,475.74
Net Profit	74,230.12	96,621.81	(28,972.88)	141,879.05



Profit & Loss Report (Last Year Comparison)

Accrual mode

01 Mar 2025 - 31 Mar 2025

	Total			
	Actual	Last Year	Variance \$	Variance %
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	92,844.27	89,864.83	2,979.44	3
4-1010 Restaurant Food Revenue	114,748.86	115,401.82	(652.96)	-1
4-1015 Members Beverage Revenue	35,997.38	29,237.24	6,760.14	23
4-1020 Members Food Revenue	16,424.74	17,448.59	(1,023.85)	-6
4-1021 Members F&B Discounts - Revenue	6,291.07	6,334.94	(43.87)	-1
4-1052 Club Function Beverage	1,293.45	0.00	1,293.45	-
4-1053 Function Food	59,178.21	49,375.72	9,802.49	20
4-1054 Function Beverage	21,216.61	10,653.20	10,563.41	99
4-1055 Private Function Revenue	2,852.27	0.00	2,852.27	-
4-1060 Room Hire	8,181.81	7,986.38	195.43	2
Total Catering Revenue	359,028.67	326,302.72	32,725.95	10.00%
4-2000 Membership Income				
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	1,780.03	1,357.66	422.37	31
Total Membership Income	86,791.03	86,130.39	660.64	0.80%
4-2500 Marina, Hstand & OTB Storage Inc				
4-2510 Hardstand Annual Rental Income	9,000.00	10,805.97	(1,805.97)	-17
4-2520 Marina Annual Rental Income	100,000.00	111,692.30	(11,692.30)	-10
4-2540 Marina & Hstand Casual Rental	11,729.54	10,468.64	1,260.90	12
4-2545 DSC Storage	1,500.00	2,078.56	(578.56)	-28
4-2550 Maintenance Fee Income	13,500.00	13,826.61	(326.61)	-2
Total Marina, Hstand & OTB Storage Inc	135,729.54	148,872.08	(13,142.54)	-8.80%
4-3000 Sailing Income				
4-3105 Sailing Safety Fees	3,986.28	1,729.92	2,256.36	130
4-3120 Regattas Income	1,909.09	0.00	1,909.09	-
4-3130 Boat Hire Income	539.08	818.18	(279.10)	-34
Total Sailing Income	6,434.45	2,548.10	3,886.35	152.50%
4-4000 DSC Income				
4-4121 DSC After School Sailing	272.73	0.00	272.73	-
4-4125 School Holiday Program	245.46	572.72	(327.26)	-57
4-4130 Term 1 Training	10,545.45	9,818.19	727.26	7
4-4140 Adult Learn to Sail	0.00	2,033.45	(2,033.45)	-100
4-4145 Keel Boat Learn to Sail	0.00	924.36	(924.36)	-100
4-4165 Private Coaching Fees	954.55	122.73	831.82	678
Total DSC Income	12,018.19	13,471.45	(1,453.26)	-10.80%

Total				
	Actual	Last Year	Variance \$	Variance %
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	3,601.36	1,921.54	1,679.82	87
4-5120 Sub-tenant Rental Income	4,581.40	3,401.54	1,179.86	35
4-5140 Gifts & Donations Received	0.00	8,909.50	(8,909.50)	-100
4-5155 Credit Card Surcharge	1,355.44	4,050.42	(2,694.98)	-66
4-5160 Keys Income	914.18	730.24	183.94	25
4-5161 Lockers Income	92.95	0.00	92.95	-
4-5165 Ice Income	193.73	69.68	124.05	178
4-5170 Sundry Income	60.00	(17.75)	77.75	438
4-5190 150th Celebrations Income	(4,262.72)	0.00	(4,262.72)	-
Total Other Revenue	6,536.34	19,065.17	(12,528.83)	-65.70%
Total Income	606,538.22	596,389.91	10,148.31	1.70%
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	43,248.25	36,855.81	6,392.44	17
5-2000 Costs of Sales- Food	75,969.19	84,853.18	(8,883.99)	-10
Total Cost Of Sales	119,217.44	121,708.99	(2,491.55)	-2.00%
Total Catering Cost Of Sales	119,217.44	121,708.99	(2,491.55)	-2.00%
Gross Profit	487,320.78	474,680.92	12,639.86	3
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	904.29	475.22	429.07	90
6-1010 Merchant Fees	2,880.13	3,262.12	(381.99)	-12
6-1011 Commission Paid	61.57	71.79	(10.22)	-14
6-1015 Cash Discrepancies	(560.04)	(1.83)	(558.21)	-30503
6-1016 Walk Outs	0.00	159.43	(159.43)	-100
6-1025 Software & Support	729.09	2,747.17	(2,018.08)	-74
6-1030 Printing	1,336.40	1,128.00	208.40	18
6-1031 Postage	182.16	184.15	(1.99)	-1
6-1032 Stationery	315.73	188.17	127.56	68
6-1035 Telephone & Internet	1,034.58	920.21	114.37	12
6-1040 Office & Admin Expenses	137.94	0.00	137.94	-
6-1042 Ice	0.00	428.20	(428.20)	-100
6-1044 Kitchen Consumables	82.00	476.91	(394.91)	-83
6-1046 Subscription - IT	7,466.88	6,177.21	1,289.67	21
6-1047 Tea Towels	1,826.10	2,558.90	(732.80)	-29
6-1056 Staff Discounts	954.64	1,410.61	(455.97)	-32
6-1060 Clothing & Merchandise Costs	2,099.40	2,402.29	(302.89)	-13
6-1065 Entertainment Expenses	212.71	11.81	200.90	1701
6-1070 Decorations	60.00	0.00	60.00	-
6-1075 General Expenses	1,224.99	0.00	1,224.99	-
6-1080 Member Expenses	645.60	478.91	166.69	35
6-1081 Members F&B Discounts	6,291.07	6,334.94	(43.87)	-1
6-1090 150th Celebrations Expenses	1,691.36	0.00	1,691.36	-
Total General Operating Expenses	29,576.60	29,414.21	162.39	0.60%
6-1200 Professional Fees				
6-1210 Accounting & Audit Fees	8,137.60	9,621.90	(1,484.30)	-15
6-1230 Consulting Fees	110.00	0.00	110.00	-

Total				
	Actual	Last Year	Variance \$	Variance %
Total Professional Fees	8,247.60	9,621.90	(1,374.30)	-14.30%
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	1,698.90	653.73	1,045.17	160
6-1405 Replacement - Glassware etc	0.00	48.40	(48.40)	-100
6-1410 Equipment Hire	209.76	209.76	0.00	0
6-1440 Fuel & Oil	5,006.95	19.91	4,987.04	25048
6-1441 Freight & Courier	149.70	209.10	(59.40)	-28
Total Equipment Expenses	7,065.31	1,140.90	5,924.41	519.30%
6-1600 Insurances, Licenses & Rego				
6-1610 Australian Sailing Association Fees	5,011.36	4,772.73	238.63	5
6-1620 Insurances	13,785.34	8,325.71	5,459.63	66
6-1630 License Fees	543.05	541.31	1.74	0
Total Insurances, Licenses & Rego	19,339.75	13,639.75	5,700.00	41.80%
6-2000 Advertising & Promotions				
6-2005 Promotions	370.52	542.90	(172.38)	-32
6-2010 Advertising & Marketing	11,455.18	2,184.53	9,270.65	424
6-2014 Gifts	341.50	0.00	341.50	-
6-2020 Vouchers Expense	0.00	300.00	(300.00)	-100
Total Advertising & Promotions	12,167.20	3,027.43	9,139.77	301.90%
6-4000 Occupancy Costs				
6-4010 Electricity	6,981.23	6,815.45	165.78	2
6-4020 Gas	3,587.46	2,398.41	1,189.05	50
6-4025 Rental Expense	5,896.60	729.76	5,166.84	708
6-4030 Council Rates	0.00	884.33	(884.33)	-100
6-4040 Cleaning	10,117.70	9,244.08	873.62	10
6-4041 Cleaning Products	3,522.62	4,817.40	(1,294.78)	-27
6-4045 Security	707.95	1,757.95	(1,050.00)	-60
6-4050 Water Rates	3,026.83	3,608.88	(582.05)	-16
6-4055 Pest Control	763.00	692.75	70.25	10
6-4060 Waste Removal	3,604.88	3,022.02	582.86	19
Total Occupancy Costs	38,208.27	33,971.03	4,237.24	12.50%
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	37,247.92	7,966.58	29,281.34	368
6-6020 R,M&S Marina	3,219.66	7,204.53	(3,984.87)	-55
6-6030 R,M&S Keel Boats	1,852.52	3,465.38	(1,612.86)	-46
6-6031 R,M&S Quests	25.48	0.00	25.48	-
6-6032 R,M&S Pacers	469.09	0.00	469.09	-
6-6040 R,M&S Rescue Boats - Rhibs	3,125.37	1,698.73	1,426.64	84
6-6041 R,M&S Rescue Boats - Harry T	0.00	891.13	(891.13)	-100
6-6042 R,M&S Rescue Boats - Redeemer	95.40	0.00	95.40	-
Total Repairs, Servicing & Maintenan	46,035.44	21,226.35	24,809.09	116.90%
6-7000 Internal Club Expenses				
6-7010 General Manager Expense	1,561.68	44.36	1,517.32	3420
Total Internal Club Expenses	1,561.68	44.36	1,517.32	3420.50%
6-8000 Sailing Expenses				
6-8015 Volunteer Expenses	4,665.11	1,685.44	2,979.67	177
6-8030 Trophies & Prizes	422.73	20.00	402.73	2014
6-8050 DSC Expenses	36.36	40.91	(4.55)	-11

Total				
	Actual	Last Year	Variance \$	Variance %
6-8060 Regatta Expenses	574.51	1,906.79	(1,332.28)	-70
6-8080 First Aid Equipment	0.00	202.78	(202.78)	-100
Total Sailing Expenses	5,698.71	3,855.92	1,842.79	47.80%
6-9000 Employment Expenses				
6-9005 Wages- Management	14,979.20	15,695.59	(716.39)	-5
6-9010 Wages - Administration	12,356.29	8,833.92	3,522.37	40
6-9015 Wages - Restaurant	4,576.91	4,857.15	(280.24)	-6
6-9016 Wages - Restaurant Casual	61,308.81	70,735.81	(9,427.00)	-13
6-9017 Wages - Clubhouse	5,084.27	6,421.58	(1,337.31)	-21
6-9018 Wages - Kitchen	28,192.29	26,236.23	1,956.06	8
6-9019 Wages - Kitchen Casual	21,883.26	21,901.60	(18.34)	-0
6-9020 Wages - Sailing	11,980.72	0.00	11,980.72	-
6-9021 Wages - Sailing Casual	20,653.02	17,751.90	2,901.12	16
6-9022 Wages - Marina	10,171.11	10,238.88	(67.77)	-1
6-9024 Wages - Members Casual	7,379.04	7,160.80	218.24	3
6-9025 Wages - Function	15,950.42	21,148.71	(5,198.29)	-25
6-9026 Wages - Function Casual	14,041.17	11,675.44	2,365.73	20
6-9027 Wages - Kitchen Chef Casual	18,352.05	25,875.22	(7,523.17)	-29
6-9030 External Wages- Contractors	0.00	1,598.74	(1,598.74)	-100
6-9050 Staff Leave Expense	3,501.02	6,530.47	(3,029.45)	-46
6-9051 Provision for Annual Leave	(5.37)	1,054.04	(1,059.41)	-100
6-9055 Superannuation	32,006.49	27,976.21	4,030.28	14
6-9060 Payroll Tax Expense	11,485.81	11,734.43	(248.62)	-2
6-9065 Workcover Expense	3,202.07	3,048.75	153.32	5
6-9070 Recruitment Expenses	0.00	15,003.90	(15,003.90)	-100
6-9075 Staff Training Expenses	0.00	122.08	(122.08)	-100
6-9080 Travel Expenses	41.05	0.00	41.05	-
6-9086 Staff Uniforms - Sailing	50.00	545.46	(495.46)	-91
6-9087 Staff Uniforms - Administration	235.14	0.00	235.14	-
Total Employment Expenses	297,424.77	316,146.91	(18,722.14)	-5.90%
Total Expenses	465,325.33	432,088.76	33,236.57	7.70%
Operating Profit	21,995.45	42,592.16	(20,596.71)	-48
8-0000 Other Income				
8-0500 Interest Income	55.48	2,495.58	(2,440.10)	-98
Total Other Income	55.48	2,495.58	(2,440.10)	-97.80%
9-0000 Other Expenses				
9-0200 Depreciation	45,024.24	68,296.47	(23,272.23)	-34
9-0400 Amortisation	3,832.04	8,523.86	(4,691.82)	-55
9-0600 Interest Expense	529.48	2,671.50	(2,142.02)	-80
9-0601 Lease Interest Expense	1,638.05	1,584.92	53.13	3
Total Other Expenses	51,023.81	81,076.75	(30,052.94)	-37.10%
Net Profit	(28,972.88)	(35,989.01)	7,016.13	20

Profit & Loss [Budget Analysis]

July 2024 To March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$644,384.84	\$696,000.00	-\$51,615.16	(7.4)%
4-1010	Restaurant Food Revenue	\$809,899.45	\$915,000.00	-\$105,100.55	(11.5)%
4-1015	Members Beverage Revenue	\$283,325.57	\$243,000.00	\$40,325.57	16.6%
4-1020	Members Food Revenue	\$164,093.12	\$130,000.00	\$34,093.12	26.2%
4-1021	Members F&B Discounts - Revenue	\$53,389.33	\$52,800.00	\$589.33	1.1%
4-1051	Club Function Food	\$8,119.99	\$0.00	\$8,119.99	NA
4-1052	Club Function Beverage	\$2,646.18	\$0.00	\$2,646.18	NA
4-1053	Function Food	\$417,248.83	\$385,000.00	\$32,248.83	8.4%
4-1054	Function Beverage	\$170,848.63	\$140,000.00	\$30,848.63	22.0%
4-1055	Private Function Revenue	\$6,138.61	\$0.00	\$6,138.61	NA
4-1060	Room Hire	\$59,000.16	\$47,500.00	\$11,500.16	24.2%
	Total Catering Revenue	\$2,619,094.71	\$2,609,300.00	\$9,794.71	0.4%
4-2000	Membership Income				
4-2105	Member's Annual Subscription	\$720,000.00	\$720,000.00	\$0.00	0.0%
4-2110	Association Fees	\$45,099.00	\$43,002.00	\$2,097.00	4.9%
4-2115	Instalment Surcharge	\$16,669.08	\$12,600.00	\$4,069.08	32.3%
	Total Membership Income	\$781,768.08	\$775,602.00	\$6,166.08	0.8%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$81,000.00	\$88,605.00	-\$7,605.00	(8.6)%
4-2520	Marina Annual Rental Income	\$900,000.00	\$936,000.00	-\$36,000.00	(3.8)%
4-2540	Marina & Hstand Casual Rental	\$131,263.62	\$95,000.00	\$36,263.62	38.2%
4-2545	DSC Storage	\$13,500.00	\$15,300.00	-\$1,800.00	(11.8)%
4-2550	Maintenance Fee Income	\$121,500.00	\$126,000.00	-\$4,500.00	(3.6)%
	Total Marina, Hstand & OTB Storage Inc	\$1,247,263.62	\$1,260,905.00	-\$13,641.38	(1.1)%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$35,876.52	\$17,600.00	\$18,276.52	103.8%
4-3120	Regattas Income	\$125,511.42	\$70,000.00	\$55,511.42	79.3%
4-3121	Volunteer Training Revenue	\$0.00	\$8,000.00	-\$8,000.00	(100.0)%
4-3130	Boat Hire Income	\$15,148.16	\$0.00	\$15,148.16	NA
	Total Sailing Income	\$176,536.10	\$95,600.00	\$80,936.10	84.7%
4-4000	DSC Income				
4-4100	DSC Canteen	-\$181.82	\$0.00	-\$181.82	NA
4-4121	DSC After School Sailing	\$1,806.19	\$0.00	\$1,806.19	NA
4-4125	School Holiday Program	\$67,199.28	\$67,000.00	\$199.28	0.3%
4-4130	Term 1 Training	\$10,909.08	\$11,000.00	-\$90.92	(0.8)%
4-4135	Term 4 Training	\$13,390.91	\$2,000.00	\$11,390.91	569.5%
4-4140	Adult Learn to Sail	\$3,741.09	\$10,000.00	-\$6,258.91	(62.6)%
4-4145	Keel Boat Learn to Sail	\$889.44	\$7,600.00	-\$6,710.56	(88.3)%
4-4150	Power Boat Handling	\$0.00	\$450.00	-\$450.00	(100.0)%
4-4155	Safety Boat Handling	\$0.00	\$225.00	-\$225.00	(100.0)%
4-4160	School Training Fees	\$5,940.92	\$11,760.00	-\$5,819.08	(49.5)%
4-4165	Private Coaching Fees	\$8,054.55	\$3,600.00	\$4,454.55	123.7%
	Total DSC Income	\$111,749.64	\$113,635.00	-\$1,885.36	(1.7)%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$39,358.48	\$22,700.00	\$16,658.48	73.4%
4-5120	Sub-tenant Rental Income	\$34,333.30	\$30,613.86	\$3,719.44	12.1%
4-5140	Gifts & Donations Received	\$10,579.27	\$0.00	\$10,579.27	NA
4-5155	Credit Card Surcharge	\$7,984.81	\$7,200.00	\$784.81	10.9%
4-5160	Keys Income	\$7,871.63	\$7,200.00	\$671.63	9.3%

Profit & Loss [Budget Analysis]

July 2024 To March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
4-5161	Lockers Income	\$5,491.63	\$5,000.00	\$491.63	9.8%
4-5165	Ice Income	\$832.01	\$0.00	\$832.01	NA
4-5170	Sundry Income	\$6,382.18	\$3,560.00	\$2,822.18	79.3%
4-5180	Interest Received	\$79.57	\$0.00	\$79.57	NA
4-5190	150th Celebrations Income	\$27,126.83	\$0.00	\$27,126.83	NA
Total Other Revenue		\$140,039.71	\$76,273.86	\$63,765.85	83.6%
Total Income		\$5,076,451.86	\$4,931,315.86	\$145,136.00	2.9%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$404,230.21	\$388,440.00	\$15,790.21	4.1%
5-2000	Costs of Sales- Food	\$568,222.90	\$622,776.00	-\$54,553.10	(8.8)%
5-5000	Direct Staff Costs	\$0.00	\$2,700.00	-\$2,700.00	(100.0)%
Total Catering Cost Of Sales		\$972,453.11	\$1,013,916.00	-\$41,462.89	(4.1)%
Gross Profit		\$4,103,998.75	\$3,917,399.86	\$186,598.89	4.8%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$5,546.45	\$5,220.00	\$326.45	6.3%
6-1010	Merchant Fees	\$28,168.73	\$28,000.00	\$168.73	0.6%
6-1011	Commission Paid	\$1,013.05	\$3,450.00	-\$2,436.95	(70.6)%
6-1015	Cash Discrepancies	-\$1,367.12	\$450.00	-\$1,817.12	(403.8)%
6-1016	Walk Outs	\$911.84	\$900.00	\$11.84	1.3%
6-1020	Computer Maintenance	\$1,131.89	\$0.00	\$1,131.89	NA
6-1025	Software & Support	\$13,647.62	\$18,000.00	-\$4,352.38	(24.2)%
6-1030	Printing	\$13,894.81	\$18,500.00	-\$4,605.19	(24.9)%
6-1031	Postage	\$378.56	\$450.00	-\$71.44	(15.9)%
6-1032	Stationery	\$3,379.97	\$5,220.00	-\$1,840.03	(35.2)%
6-1035	Telephone & Internet	\$8,395.15	\$10,800.00	-\$2,404.85	(22.3)%
6-1040	Office & Admin Expenses	\$1,564.76	\$2,000.00	-\$435.24	(21.8)%
6-1041	Linen	\$104.00	\$0.00	\$104.00	NA
6-1042	Ice	\$518.54	\$900.00	-\$381.46	(42.4)%
6-1043	Restaurant Consumables	\$35.27	\$0.00	\$35.27	NA
6-1044	Kitchen Consumables	\$1,640.34	\$4,500.00	-\$2,859.66	(63.5)%
6-1046	Subscription - IT	\$66,215.09	\$40,500.00	\$25,715.09	63.5%
6-1047	Tea Towels	\$18,973.02	\$19,800.00	-\$826.98	(4.2)%
6-1048	Other Consumables	\$801.42	\$0.00	\$801.42	NA
6-1051	Keys Expense	\$0.00	\$5,175.00	-\$5,175.00	(100.0)%
6-1055	Staff Amenities	\$1,304.21	\$0.00	\$1,304.21	NA
6-1056	Staff Discounts	\$10,508.86	\$13,600.00	-\$3,091.14	(22.7)%
6-1060	Clothing & Merchandise Costs	\$30,662.28	\$18,000.00	\$12,662.28	70.3%
6-1065	Entertainment Expenses	\$3,541.20	\$6,450.00	-\$2,908.80	(45.1)%
6-1070	Decorations	\$1,108.61	\$0.00	\$1,108.61	NA
6-1075	General Expenses	\$5,370.42	\$2,000.00	\$3,370.42	168.5%
6-1080	Member Expenses	\$3,934.01	\$4,500.00	-\$565.99	(12.6)%
6-1081	Members F&B Discounts	\$53,389.33	\$52,800.00	\$589.33	1.1%
6-1090	150th Celebrations Expenses	\$36,128.18	\$0.00	\$36,128.18	NA
Total General Operating Expenses		\$310,900.49	\$261,215.00	\$49,685.49	19.0%
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$69,671.66	\$67,500.00	\$2,171.66	3.2%
6-1230	Consulting Fees	\$2,456.00	\$0.00	\$2,456.00	NA
Total Professional Fees		\$72,127.66	\$67,500.00	\$4,627.66	6.9%

Profit & Loss [Budget Analysis]

July 2024 To March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$7,024.96	\$11,500.00	-\$4,475.04	(38.9)%
6-1405	Replacement - Glassware etc	\$10.28	\$2,700.00	-\$2,689.72	(99.6)%
6-1410	Equipment Hire	\$2,176.00	\$3,600.00	-\$1,424.00	(39.6)%
6-1420	Tools & Equip - Consumables	\$140.59	\$360.00	-\$219.41	(60.9)%
6-1440	Fuel & Oil	\$12,295.83	\$7,200.00	\$5,095.83	70.8%
6-1441	Freight & Courier	\$2,586.87	\$1,350.00	\$1,236.87	91.6%
	Total Equipment Expenses	\$24,234.53	\$26,710.00	-\$2,475.47	(9.3)%
6-1600	Insurances, Licenses & Rego				
6-1610	Australian Sailing Association Fees	\$44,017.98	\$46,200.00	-\$2,182.02	(4.7)%
6-1620	Insurances	\$102,675.78	\$101,034.00	\$1,641.78	1.6%
6-1630	License Fees	\$4,108.94	\$3,285.00	\$823.94	25.1%
6-1631	Licence Fees - Regos	\$132.35	\$275.00	-\$142.65	(51.9)%
	Total Insurances, Licenses & Rego	\$150,935.05	\$150,794.00	\$141.05	0.1%
6-2000	Advertising & Promotions				
6-2005	Promotions	\$1,398.70	\$6,100.00	-\$4,701.30	(77.1)%
6-2010	Advertising & Marketing	\$33,402.25	\$31,500.00	\$1,902.25	6.0%
6-2014	Gifts	\$3,420.71	\$0.00	\$3,420.71	NA
6-2015	Sponsorships & Donations	\$1,660.00	\$10,000.00	-\$8,340.00	(83.4)%
6-2016	Digital Expenses	\$0.00	\$900.00	-\$900.00	(100.0)%
6-2020	Vouchers Expense	\$1,414.10	\$900.00	\$514.10	57.1%
	Total Advertising & Promotions	\$41,295.76	\$49,400.00	-\$8,104.24	(16.4)%
6-4000	Occupancy Costs				
6-4010	Electricity	\$60,280.45	\$67,500.00	-\$7,219.55	(10.7)%
6-4020	Gas	\$33,466.90	\$27,900.00	\$5,566.90	20.0%
6-4025	Rental Expense	\$53,687.85	\$12,600.00	\$41,087.85	326.1%
6-4030	Council Rates	\$9,773.36	\$8,100.00	\$1,673.36	20.7%
6-4040	Cleaning	\$86,669.46	\$85,500.00	\$1,169.46	1.4%
6-4041	Cleaning Products	\$34,080.24	\$33,750.00	\$330.24	1.0%
6-4045	Security	\$7,457.90	\$9,900.00	-\$2,442.10	(24.7)%
6-4050	Water Rates	\$11,754.29	\$26,100.00	-\$14,345.71	(55.0)%
6-4055	Pest Control	\$2,987.05	\$3,500.00	-\$512.95	(14.7)%
6-4060	Waste Removal	\$31,242.47	\$29,700.00	\$1,542.47	5.2%
6-4070	Gardening Expenses	\$3,517.95	\$3,600.00	-\$82.05	(2.3)%
	Total Occupancy Costs	\$334,917.92	\$308,150.00	\$26,767.92	8.7%
6-5000	Debt Recovery Costs				
6-5010	Bad Debts - Written Off	\$64.95	\$10,000.00	-\$9,935.05	(99.4)%
6-5015	Debt Collection Costs	\$0.00	\$10,000.00	-\$10,000.00	(100.0)%
	Total Debt Recovery Costs	\$64.95	\$20,000.00	-\$19,935.05	(99.7)%
6-6000	Repairs, Servicing & Maintenance				
6-6005	R,M&S Clubhouse	\$139,195.83	\$90,000.00	\$49,195.83	54.7%
6-6010	R,M&S Sailing	\$5,541.72	\$3,600.00	\$1,941.72	53.9%
6-6020	R,M&S Marina	\$47,666.58	\$90,000.00	-\$42,333.42	(47.0)%
6-6030	R,M&S Keel Boats	\$15,346.08	\$4,500.00	\$10,846.08	241.0%
6-6031	R,M&S Quests	\$8,671.91	\$7,000.00	\$1,671.91	23.9%
6-6032	R,M&S Pacers	\$1,042.99	\$0.00	\$1,042.99	NA
6-6033	R,M&S OziOptis	\$245.00	\$1,100.00	-\$855.00	(77.7)%
6-6040	R,M&S Rescue Boats - Rhibs	\$14,676.45	\$12,600.00	\$2,076.45	16.5%
6-6041	R,M&S Rescue Boats - Harry T	\$5,433.18	\$450.00	\$4,983.18	1,107.4%
6-6042	R,M&S Rescue Boats - Redeemer	\$4,012.34	\$450.00	\$3,562.34	791.6%
6-6050	R,M&S Other Plant & Equipment	\$7,418.89	\$0.00	\$7,418.89	NA

Profit & Loss [Budget Analysis]

July 2024 To March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
6-6060	R,M&S 29ers	\$1,686.27	\$0.00	\$1,686.27	NA
	Total Repairs, Servicing & Maintenance	\$250,937.24	\$209,700.00	\$41,237.24	19.7%
6-7000	Internal Club Expenses				
6-7005	Committee Expenses	\$2,485.21	\$3,000.00	-\$514.79	(17.2)%
6-7010	General Manager Expense	\$1,561.68	\$500.00	\$1,061.68	212.3%
	Total Internal Club Expenses	\$4,046.89	\$3,500.00	\$546.89	15.6%
6-8000	Sailing Expenses				
6-8005	Race Entry Expenses	\$272.73	\$0.00	\$272.73	NA
6-8015	Volunteer Expenses	\$38,856.77	\$12,500.00	\$26,356.77	210.9%
6-8021	Discovery Sailing Fees AS	\$727.27	\$3,800.00	-\$3,072.73	(80.9)%
6-8025	Training Expenses	\$0.00	\$4,550.00	-\$4,550.00	(100.0)%
6-8030	Trophies & Prizes	\$8,477.68	\$10,300.00	-\$1,822.32	(17.7)%
6-8040	Sailing Expenses	\$12,512.98	\$0.00	\$12,512.98	NA
6-8050	DSC Expenses	\$1,440.41	\$0.00	\$1,440.41	NA
6-8060	Regatta Expenses	\$39,231.84	\$40,000.00	-\$768.16	(1.9)%
6-8080	First Aid Equipment	\$2,001.97	\$3,500.00	-\$1,498.03	(42.8)%
	Total Sailing Expenses	\$103,521.65	\$74,650.00	\$28,871.65	38.7%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$128,930.02	\$131,818.67	-\$2,888.65	(2.2)%
6-9010	Wages - Administration	\$112,957.74	\$111,080.27	\$1,877.47	1.7%
6-9015	Wages - Restaurant	\$51,495.41	\$67,841.80	-\$16,346.39	(24.1)%
6-9016	Wages - Restaurant Casual	\$473,951.77	\$472,283.30	\$1,668.47	0.4%
6-9017	Wages - Clubhouse	\$49,974.80	\$49,107.02	\$867.78	1.8%
6-9018	Wages - Kitchen	\$196,527.17	\$391,395.00	-\$194,867.83	(49.8)%
6-9019	Wages - Kitchen Casual	\$188,141.33	\$135,683.60	\$52,457.73	38.7%
6-9020	Wages - Sailing	\$77,069.16	\$58,052.00	\$19,017.16	32.8%
6-9021	Wages - Sailing Casual	\$135,869.98	\$139,000.00	-\$3,130.02	(2.3)%
6-9022	Wages - Marina	\$92,316.00	\$95,194.31	-\$2,878.31	(3.0)%
6-9023	Wages - Members	-\$142.69	\$0.00	-\$142.69	NA
6-9024	Wages - Members Casual	\$64,045.24	\$54,795.30	\$9,249.94	16.9%
6-9025	Wages - Function	\$111,628.66	\$177,432.40	-\$65,803.74	(37.1)%
6-9026	Wages - Function Casual	\$132,248.44	\$104,372.00	\$27,876.44	26.7%
6-9027	Wages - Kitchen Chef Casual	\$153,473.57	\$0.00	\$153,473.57	NA
6-9050	Staff Leave Expense	\$57,942.66	\$0.00	\$57,942.66	NA
6-9051	Provision for Annual Leave	\$6,397.34	\$0.00	\$6,397.34	NA
6-9055	Superannuation	\$223,003.35	\$228,626.40	-\$5,623.05	(2.5)%
6-9060	Payroll Tax Expense	\$73,113.75	\$96,420.70	-\$23,306.95	(24.2)%
6-9065	Workcover Expense	\$18,051.52	\$23,400.00	-\$5,348.48	(22.9)%
6-9070	Recruitment Expenses	\$9,180.11	\$4,000.00	\$5,180.11	129.5%
6-9075	Staff Training Expenses	\$77.51	\$2,700.00	-\$2,622.49	(97.1)%
6-9080	Travel Expenses	\$41.05	\$1,000.00	-\$958.95	(95.9)%
6-9085	Staff Uniforms - Restaurant & Functions	\$1,040.74	\$5,000.00	-\$3,959.26	(79.2)%
6-9086	Staff Uniforms - Sailing	\$1,125.30	\$2,500.00	-\$1,374.70	(55.0)%
6-9087	Staff Uniforms - Administration	\$1,137.14	\$2,000.00	-\$862.86	(43.1)%
6-9090	Other Employer Expenses	\$1,515.00	\$0.00	\$1,515.00	NA
	Total Employment Expenses	\$2,361,112.07	\$2,353,702.77	\$7,409.30	0.3%
	Total Expenses	\$3,654,094.21	\$3,525,321.77	\$128,772.44	3.7%
	Operating Profit	\$449,904.54	\$392,078.09	\$57,826.45	14.7%
8-0000	Other Income				
8-0500	Interest Income	\$5,919.31	\$26,000.00	-\$20,080.69	(77.2)%

Profit & Loss [Budget Analysis]

July 2024 To March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
Total Other Income		\$5,919.31	\$26,000.00	-\$20,080.69	(77.2)%
9-0000	Other Expenses				
9-0200	Depreciation	\$398,993.76	\$585,000.00	-\$186,006.24	(31.8)%
9-0400	Amortisation	\$33,478.19	\$76,050.00	-\$42,571.81	(56.0)%
9-0500	Loss/Gain on Asset Disposal	\$3,000.00	\$0.00	\$3,000.00	NA
9-0600	Interest Expense	\$8,921.32	\$18,000.00	-\$9,078.68	(50.4)%
9-0601	Lease Interest Expense	\$14,406.47	\$16,650.00	-\$2,243.53	(13.5)%
Total Other Expenses		\$458,799.74	\$695,700.00	-\$236,900.26	(34.1)%
Net Profit/(Loss)		-\$2,975.89	-\$277,621.91	\$274,646.02	98.9%

Profit & Loss [Budget Analysis]

March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$92,844.27	\$90,000.00	\$2,844.27	3.2%
4-1010	Restaurant Food Revenue	\$114,748.86	\$115,000.00	-\$251.14	(0.2)%
4-1015	Members Beverage Revenue	\$35,997.38	\$30,000.00	\$5,997.38	20.0%
4-1020	Members Food Revenue	\$16,424.74	\$18,000.00	-\$1,575.26	(8.8)%
4-1021	Members F&B Discounts - Revenue	\$6,291.07	\$7,000.00	-\$708.93	(10.1)%
4-1052	Club Function Beverage	\$1,293.45	\$0.00	\$1,293.45	NA
4-1053	Function Food	\$59,178.21	\$50,000.00	\$9,178.21	18.4%
4-1054	Function Beverage	\$21,216.61	\$15,000.00	\$6,216.61	41.4%
4-1055	Private Function Revenue	\$2,852.27	\$0.00	\$2,852.27	NA
4-1060	Room Hire	\$8,181.81	\$8,000.00	\$181.81	2.3%
	Total Catering Revenue	\$359,028.67	\$333,000.00	\$26,028.67	7.8%
4-2000	Membership Income				
4-2105	Member's Annual Subscription	\$80,000.00	\$80,000.00	\$0.00	0.0%
4-2110	Association Fees	\$5,011.00	\$4,778.00	\$233.00	4.9%
4-2115	Instalment Surcharge	\$1,780.03	\$1,400.00	\$380.03	27.1%
	Total Membership Income	\$86,791.03	\$86,178.00	\$613.03	0.7%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$9,000.00	\$9,845.00	-\$845.00	(8.6)%
4-2520	Marina Annual Rental Income	\$100,000.00	\$104,000.00	-\$4,000.00	(3.8)%
4-2540	Marina & Hstand Casual Rental	\$11,729.54	\$10,000.00	\$1,729.54	17.3%
4-2545	DSC Storage	\$1,500.00	\$1,700.00	-\$200.00	(11.8)%
4-2550	Maintenance Fee Income	\$13,500.00	\$14,000.00	-\$500.00	(3.6)%
	Total Marina, Hstand & OTB Storage Inc	\$135,729.54	\$139,545.00	-\$3,815.46	(2.7)%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$3,986.28	\$1,700.00	\$2,286.28	134.5%
4-3120	Regattas Income	\$1,909.09	\$0.00	\$1,909.09	NA
4-3121	Volunteer Training Revenue	\$0.00	\$2,000.00	-\$2,000.00	(100.0)%
4-3130	Boat Hire Income	\$539.08	\$0.00	\$539.08	NA
	Total Sailing Income	\$6,434.45	\$3,700.00	\$2,734.45	73.9%
4-4000	DSC Income				
4-4121	DSC After School Sailing	\$272.73	\$0.00	\$272.73	NA
4-4125	School Holiday Program	\$245.46	\$0.00	\$245.46	NA
4-4130	Term 1 Training	\$10,545.45	\$9,000.00	\$1,545.45	17.2%
4-4140	Adult Learn to Sail	\$0.00	\$2,000.00	-\$2,000.00	(100.0)%
4-4145	Keel Boat Learn to Sail	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
4-4150	Power Boat Handling	\$0.00	\$50.00	-\$50.00	(100.0)%
4-4155	Safety Boat Handling	\$0.00	\$25.00	-\$25.00	(100.0)%
4-4165	Private Coaching Fees	\$954.55	\$600.00	\$354.55	59.1%
	Total DSC Income	\$12,018.19	\$12,675.00	-\$656.81	(5.2)%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$3,601.36	\$2,000.00	\$1,601.36	80.1%
4-5120	Sub-tenant Rental Income	\$4,581.40	\$3,401.54	\$1,179.86	34.7%
4-5155	Credit Card Surcharge	\$1,355.44	\$800.00	\$555.44	69.4%
4-5160	Keys Income	\$914.18	\$800.00	\$114.18	14.3%
4-5161	Lockers Income	\$92.95	\$0.00	\$92.95	NA
4-5165	Ice Income	\$193.73	\$0.00	\$193.73	NA
4-5170	Sundry Income	\$60.00	\$100.00	-\$40.00	(40.0)%
4-5190	150th Celebrations Income	-\$4,262.72	\$0.00	-\$4,262.72	NA
	Total Other Revenue	\$6,536.34	\$7,101.54	-\$565.20	(8.0)%

Profit & Loss [Budget Analysis]

March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
Total Income		\$606,538.22	\$582,199.54	\$24,338.68	4.2%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$43,248.25	\$48,600.00	-\$5,351.75	(11.0)%
5-2000	Costs of Sales- Food	\$75,969.19	\$79,800.00	-\$3,830.81	(4.8)%
5-5000	Direct Staff Costs	\$0.00	\$300.00	-\$300.00	(100.0)%
Total Catering Cost Of Sales		\$119,217.44	\$128,700.00	-\$9,482.56	(7.4)%
Gross Profit		\$487,320.78	\$453,499.54	\$33,821.24	7.5%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$904.29	\$580.00	\$324.29	55.9%
6-1010	Merchant Fees	\$2,880.13	\$3,000.00	-\$119.87	(4.0)%
6-1011	Commission Paid	\$61.57	\$200.00	-\$138.43	(69.2)%
6-1015	Cash Discrepancies	-\$560.04	\$50.00	-\$610.04	(1,220.1)%
6-1016	Walk Outs	\$0.00	\$100.00	-\$100.00	(100.0)%
6-1025	Software & Support	\$729.09	\$2,000.00	-\$1,270.91	(63.5)%
6-1030	Printing	\$1,336.40	\$1,500.00	-\$163.60	(10.9)%
6-1031	Postage	\$182.16	\$50.00	\$132.16	264.3%
6-1032	Stationery	\$315.73	\$580.00	-\$264.27	(45.6)%
6-1035	Telephone & Internet	\$1,034.58	\$1,200.00	-\$165.42	(13.8)%
6-1040	Office & Admin Expenses	\$137.94	\$0.00	\$137.94	NA
6-1042	Ice	\$0.00	\$300.00	-\$300.00	(100.0)%
6-1044	Kitchen Consumables	\$82.00	\$500.00	-\$418.00	(83.6)%
6-1046	Subscription - IT	\$7,466.88	\$4,500.00	\$2,966.88	65.9%
6-1047	Tea Towels	\$1,826.10	\$2,200.00	-\$373.90	(17.0)%
6-1051	Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
6-1056	Staff Discounts	\$954.64	\$1,800.00	-\$845.36	(47.0)%
6-1060	Clothing & Merchandise Costs	\$2,099.40	\$2,000.00	\$99.40	5.0%
6-1065	Entertainment Expenses	\$212.71	\$0.00	\$212.71	NA
6-1070	Decorations	\$60.00	\$0.00	\$60.00	NA
6-1075	General Expenses	\$1,224.99	\$1,000.00	\$224.99	22.5%
6-1080	Member Expenses	\$645.60	\$500.00	\$145.60	29.1%
6-1081	Members F&B Discounts	\$6,291.07	\$7,000.00	-\$708.93	(10.1)%
6-1090	150th Celebrations Expenses	\$1,691.36	\$0.00	\$1,691.36	NA
Total General Operating Expenses		\$29,576.60	\$29,635.00	-\$58.40	(0.2)%
6-1200	Professional Fees				
6-1210	Accounting & Audit Fees	\$8,137.60	\$7,500.00	\$637.60	8.5%
6-1230	Consulting Fees	\$110.00	\$0.00	\$110.00	NA
Total Professional Fees		\$8,247.60	\$7,500.00	\$747.60	10.0%
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$1,698.90	\$1,500.00	\$198.90	13.3%
6-1405	Replacement - Glassware etc	\$0.00	\$300.00	-\$300.00	(100.0)%
6-1410	Equipment Hire	\$209.76	\$400.00	-\$190.24	(47.6)%
6-1420	Tools & Equip - Consumables	\$0.00	\$40.00	-\$40.00	(100.0)%
6-1440	Fuel & Oil	\$5,006.95	\$800.00	\$4,206.95	525.9%
6-1441	Freight & Courier	\$149.70	\$150.00	-\$0.30	(0.2)%
Total Equipment Expenses		\$7,065.31	\$3,190.00	\$3,875.31	121.5%
6-1600	Insurances, Licenses & Rego				
6-1610	Australian Sailing Association Fees	\$5,011.36	\$4,800.00	\$211.36	4.4%
6-1620	Insurances	\$13,785.34	\$11,226.00	\$2,559.34	22.8%

Profit & Loss [Budget Analysis]

March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
6-1630	License Fees	\$543.05	\$365.00	\$178.05	48.8%
	Total Insurances, Licenses & Rego	\$19,339.75	\$16,391.00	\$2,948.75	18.0%
6-2000	Advertising & Promotions				
6-2005	Promotions	\$370.52	\$500.00	-\$129.48	(25.9)%
6-2010	Advertising & Marketing	\$11,455.18	\$3,500.00	\$7,955.18	227.3%
6-2014	Gifts	\$341.50	\$0.00	\$341.50	NA
6-2016	Digital Expenses	\$0.00	\$100.00	-\$100.00	(100.0)%
6-2020	Vouchers Expense	\$0.00	\$100.00	-\$100.00	(100.0)%
	Total Advertising & Promotions	\$12,167.20	\$4,200.00	\$7,967.20	189.7%
6-4000	Occupancy Costs				
6-4010	Electricity	\$6,981.23	\$7,500.00	-\$518.77	(6.9)%
6-4020	Gas	\$3,587.46	\$3,100.00	\$487.46	15.7%
6-4025	Rental Expense	\$5,896.60	\$1,400.00	\$4,496.60	321.2%
6-4030	Council Rates	\$0.00	\$900.00	-\$900.00	(100.0)%
6-4040	Cleaning	\$10,117.70	\$9,500.00	\$617.70	6.5%
6-4041	Cleaning Products	\$3,522.62	\$3,750.00	-\$227.38	(6.1)%
6-4045	Security	\$707.95	\$1,100.00	-\$392.05	(35.6)%
6-4050	Water Rates	\$3,026.83	\$2,900.00	\$126.83	4.4%
6-4055	Pest Control	\$763.00	\$700.00	\$63.00	9.0%
6-4060	Waste Removal	\$3,604.88	\$3,300.00	\$304.88	9.2%
6-4070	Gardening Expenses	\$0.00	\$400.00	-\$400.00	(100.0)%
	Total Occupancy Costs	\$38,208.27	\$34,550.00	\$3,658.27	10.6%
6-6000	Repairs, Servicing & Maintenan				
6-6005	R,M&S Clubhouse	\$37,247.92	\$10,000.00	\$27,247.92	272.5%
6-6010	R,M&S Sailing	\$0.00	\$400.00	-\$400.00	(100.0)%
6-6020	R,M&S Marina	\$3,219.66	\$10,000.00	-\$6,780.34	(67.8)%
6-6030	R,M&S Keel Boats	\$1,852.52	\$500.00	\$1,352.52	270.5%
6-6031	R,M&S Quests	\$25.48	\$0.00	\$25.48	NA
6-6032	R,M&S Pacers	\$469.09	\$0.00	\$469.09	NA
6-6040	R,M&S Rescue Boats - Rhibs	\$3,125.37	\$1,400.00	\$1,725.37	123.2%
6-6041	R,M&S Rescue Boats – Harry T	\$0.00	\$50.00	-\$50.00	(100.0)%
6-6042	R,M&S Rescue Boats – Redeemer	\$95.40	\$50.00	\$45.40	90.8%
	Total Repairs, Servicing & Maintenan	\$46,035.44	\$22,400.00	\$23,635.44	105.5%
6-7000	Internal Club Expenses				
6-7010	General Manager Expense	\$1,561.68	\$0.00	\$1,561.68	NA
	Total Internal Club Expenses	\$1,561.68	\$0.00	\$1,561.68	NA
6-8000	Sailing Expenses				
6-8015	Volunteer Expenses	\$4,665.11	\$3,000.00	\$1,665.11	55.5%
6-8025	Training Expenses	\$0.00	\$600.00	-\$600.00	(100.0)%
6-8030	Trophies & Prizes	\$422.73	\$100.00	\$322.73	322.7%
6-8050	DSC Expenses	\$36.36	\$0.00	\$36.36	NA
6-8060	Regatta Expenses	\$574.51	\$0.00	\$574.51	NA
	Total Sailing Expenses	\$5,698.71	\$3,700.00	\$1,998.71	54.0%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$14,979.20	\$16,477.33	-\$1,498.13	(9.1)%
6-9010	Wages - Administration	\$12,356.29	\$13,885.03	-\$1,528.74	(11.0)%
6-9015	Wages - Restaurant	\$4,576.91	\$8,658.00	-\$4,081.09	(47.1)%
6-9016	Wages - Restaurant Casual	\$61,308.81	\$60,273.00	\$1,035.81	1.7%
6-9017	Wages - Clubhouse	\$5,084.27	\$6,138.38	-\$1,054.11	(17.2)%
6-9018	Wages - Kitchen	\$28,192.29	\$49,950.00	-\$21,757.71	(43.6)%
6-9019	Wages - Kitchen Casual	\$21,883.26	\$17,316.00	\$4,567.26	26.4%

Profit & Loss [Budget Analysis]

March 2025

		Selected Period	Budgeted	\$ Difference	% Difference
6-9020	Wages - Sailing	\$11,980.72	\$7,256.50	\$4,724.22	65.1%
6-9021	Wages - Sailing Casual	\$20,653.02	\$18,000.00	\$2,653.02	14.7%
6-9022	Wages - Marina	\$10,171.11	\$11,899.29	-\$1,728.18	(14.5)%
6-9024	Wages - Members Casual	\$7,379.04	\$6,993.00	\$386.04	5.5%
6-9025	Wages - Function	\$15,950.42	\$22,644.00	-\$6,693.58	(29.6)%
6-9026	Wages - Function Casual	\$14,041.17	\$13,320.00	\$721.17	5.4%
6-9027	Wages - Kitchen Chef Casual	\$18,352.05	\$0.00	\$18,352.05	NA
6-9050	Staff Leave Expense	\$3,501.02	\$0.00	\$3,501.02	NA
6-9051	Provision for Annual Leave	-\$5.37	\$0.00	-\$5.37	NA
6-9055	Superannuation	\$32,006.49	\$29,073.21	\$2,933.28	10.1%
6-9060	Payroll Tax Expense	\$11,485.81	\$12,261.31	-\$775.50	(6.3)%
6-9065	Workcover Expense	\$3,202.07	\$2,600.00	\$602.07	23.2%
6-9075	Staff Training Expenses	\$0.00	\$700.00	-\$700.00	(100.0)%
6-9080	Travel Expenses	\$41.05	\$1,000.00	-\$958.95	(95.9)%
6-9085	Staff Uniforms - Restaurant & Functions	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
6-9086	Staff Uniforms - Sailing	\$50.00	\$0.00	\$50.00	NA
6-9087	Staff Uniforms - Administration	\$235.14	\$1,000.00	-\$764.86	(76.5)%
Total Employment Expenses		\$297,424.77	\$300,445.05	-\$3,020.28	(1.0)%
Total Expenses		\$465,325.33	\$422,011.05	\$43,314.28	10.3%
Operating Profit		\$21,995.45	\$31,488.49	-\$9,493.04	(30.1)%
8-0000	Other Income				
8-0500	Interest Income	\$55.48	\$0.00	\$55.48	NA
Total Other Income		\$55.48	\$0.00	\$55.48	NA
9-0000	Other Expenses				
9-0200	Depreciation	\$45,024.24	\$65,000.00	-\$19,975.76	(30.7)%
9-0400	Amortisation	\$3,832.04	\$8,450.00	-\$4,617.96	(54.7)%
9-0600	Interest Expense	\$529.48	\$2,000.00	-\$1,470.52	(73.5)%
9-0601	Lease Interest Expense	\$1,638.05	\$1,850.00	-\$211.95	(11.5)%
Total Other Expenses		\$51,023.81	\$77,300.00	-\$26,276.19	(34.0)%
Net Profit/(Loss)		-\$28,972.88	-\$45,811.51	\$16,838.63	36.8%

MINUTES - RBYC Sailing Committee

Meeting Date		Tuesday 15th April 2025			
Meeting Venue		Sailing Office			
Attendance		Marnie Irving (Chair), Paul Pascoe, Colin Burgess, Rod McKenna, Peter Gebhardt, Geoff Adams, Glenn Ferguson, Brett Bowden, Damon Cook,			
Apologies		Mike O'Brien, Peter Robson			
<i>Item</i>	<i>Topic</i>	<i>Support Paper</i>	<i>Action By</i>	<i>Complete Date</i>	
1.0	OPENING – Marnie Irving				
1.1	<i>Minutes of the previous meeting be adopted. - YES</i>				
2.0	MATTERS ARISING				
2.1	Review of Sailing to date Association Cup: Thanks to Geoff for putting together a team. Needs review for 2026 re suitable HC, and looking for boats as of this September Congratulations to SYC for a decisive win. Last twilight April 2nd - 23 boats Club Captains Meeting cancelled Meaghan Densley resigned as General Manager (Vic) of AS.				
2.2	CALENDARS. UP COMING SAILING/EVENTS Cerberus 26th April BBQ and chairs will be set up on hardstand by sailing office & volunteers. Sailors to provide their own food & drinks. BLISS 4th May: All in hand, final NOR and SI's sent to RO. Non-Spinnaker division passage race added to programme, in addition to Windward/Leeward This is designed for new or short-handed entrants. Aim is that more experienced racers will compete in W/L division. Bliss Experience 13th & 27th April fully booked.		CB		
2.3	Handicapping – Relook for 2026 season. Difficulties with PHS in Div 1 last season due to low numbers have been resolved Paul looking into another issue with PHC set up, looking to have this fixed by end of the week	PP	PP		

3.0	SAFETY INITIATIVES			
	Fleet sign off and sign on requirement for all boats in place Will have penalty of extra 3pt added for the 25/26 season			
4.0	Keelboat Report: Do we want to look at TopYacht for results due to the issues we have had.? Discussed and plan is to fix the issue.		GF	
5.0	ONE DESIGN Racing: * VX, 2.4, ETCH, DRA Upcoming events: VXOnes 2 day 28 – 29 th March 2026 – Approved VXone fleet have events in Brisbane/and Airlie Beach, 3-4 boats expected to compete		PR	
6.0	Sailing Office/OTB/Training REPORT. * Wind instruments: Location & manner of fixing discussed – for corner of shipping container roof. OTB: Fleet have enjoyed the sailing this year, Numbers are growing. Enjoyed the 150 regatta. Looking at how to get more females into the fleet. Rep from fleet to say something at Bliss. TRY Sailing day at beginning of season Leg extension machine requested for the Gym		CB	
7.0	CRUISING REPORT: Docklands Dinner went well with 6 boats. More promotion for up coming events		PG	
8.0	RESCUE BOAT WORKING GROUP REPORT: Works done : Usual upkeep of boats Installation of weather station. Location looking like SW corner of container		GF	
9.0	RACE MANAGEMENT TEAM INITIATIVES			
9.1	VHF Course. Need dates to be booked Mentor program discussed and agreed it a great initiative. CB/RM and JS to discuss the details	RM		
10	REGATTAS		CB	
	BLiSS Regatta 4 th May BLiSS Experience – 27 April BOOKED OUT			

	Sail Melbourne 2025 27 – 30 Nov MOU with AS has been signed and dates locked in First meeting held all under control at this stage			
	Stonehaven Cup 2026 5-10 Jan: Nothing to report			
	Optimist STATES March 2026. +/- NATIONALS Jan 2027?: Agreed to hold Sates in March 2026. CB to contact VIODA to discuss and set cost			
	2.4mR 30 th Anniversary 4 day event Australia Day Long Weekend 2027. Need to be confirmed NEEDS TO BE REVISTED			
11	AOB 150 year Photo. SC members expected to be involved. Request put out in newsletter. Race Management & Thursday group volunteers BBQ: date 1 st Jun: Approved Etchells VIC State 13 – 15 th March 2026 approved Kings Birthday Opti Regatta 2025 in place. Sufficient interest from volunteers. Paul Pascoe arranging this event Skipper Debrief dates: 28 th May subsequently changed to 14 th May Skippers Briefings 10 & 17 th Sept (in Calander) SMART session ideas to be discussed next meeting, Cruising group doing this on Friday nights over a few weeks. Bell and Road regatta requested for Sept/Oct 2025, not approved by SC.. Maybe 2026, but, due to no appropriate boats, not likely to be agreed upon. Dredging: This winter, date to be confirmed. This will affect tower start line so will need to do boat starts over this period. One design regatta Set a date for 2027 of Melb Cup Week. CB to get a list of OD fleets and contacts ,SC members to help contact them and see interest (J70, J24, S80, 2.4, Etchells, VXones) Meeting closed			

	Next Meeting Tuesday 20 th May at 6pm in sailing office			

Recommended Actions following weather incident November 2024

Num	Recommendation	Comments & Action	Responsible	Date
1	At each regatta there should be a designated "Regatta Director".	The Regatta Director could be a staff member or a volunteer. For Club Racing this is the Sailing Office Boating Manager or Sailing Coordinator. Regattas already have a Regatta Director, or PRO can act in this role	BM	In place as of Dec 2024
2	List of locations for wind observations should be extended.	Standard set of weather observation locations for each wind direction to be made available in SOPs. At present being done by SO & Ros.	BM All ROs	SOPs Due Oct 25
3	Recommendations for racing in different weather conditions should be documented. 2.4s & VxOnes should be treated the same as OTB boats regarding conditions suitable for racing. In particular, upper wind limits which are less than those applied for Etchells, Dragons and keelboats should be used. There should be a compulsory requirement to sign-off as well as sign-on for all boats regardless of class. Penalties to be enforced.	Ensure wind limits are documented in SOPs for ROs. All RO's to apply more conservative wind limits for VxOnes and 2.4's, dragons & Etchells, as recommended by their fleet captains. Add requirement to sign-off to SIs for next season 25/26. Notification via Newsletter, and verbally, in place since late 2024.	BM All ROs BM	Oct '25 VXOnes provided April 25 2,4, dragons Etchells due May Due Oct 25

4	Change the club sign-on/off system to be more in line with the Regatta sign-on/off system Sailors should be aware of this option.	Change the software to allow a user to sign-off other boats. Notify via newsletter, and fleet captains.	Paul Pascoe	Completed March 25
5	The club to run a safety boat course for volunteers	Create, adapt, or copy a syllabus for a course on managing rhibs. Find an appropriate time to run this.	Paul Pascoe, Murray Cowdell, BM	Sept 2025
6	Document a towing technique that is specific to each class. Include in safety boat course and Emergency Procedures documentation.	Contact head of each fleet for their recommendations. Consolidate into RO Policy document or Club Safety document	BM	VXOnes provided April 25 2,4, dragons Etchells due May
7	Consider ways to improve communication in difficult weather conditions.	Investigate wind noise suppressions for radios and effectiveness of current equipment. Ensure plastic bags available for all handheld radios.	SC	Oct 25
8	Run a practice emergency scenario annually.	Adapt a scenario and response from a different emergency event.	BM	Nov '25
9	Audit crew records to ensure compliance with contact and emergency contact details.	Extract existing data, ask for racers to update their details. Re-run the check a few months later		March 2025
10	Consider methods of tagging boats where crews have been removed safely from boats in difficulty.	Suggestions to be discussed by Sailing Committee. Agreed to stick with tape, as it Internationally & locally recognised	SC	March '25

11	Review RBYC Emergency Documentation	Ensure recommendations are accurate & up to date.	BM, RO	Oct 2025
12	Assess rescue boat safety equipment	Thursday crew to audit Ensure education in its use. Include in rhib training course	BM	

Paul Pascoe, Glenn Ferguson, Andrew Poulson, Colin Burgess & Marnie Irving

Initially written December 2024.

This update April 2025

/2024-2025/Events/2024-11 Keelboat One Design Regatta/Storm Review/Actions from Storm Review.docx



Minutes of RBYC Cruising Group Committee Meeting

Held in RBYC Committee Room

Tuesday, April 1st, 2025, at 7:00 pm

PRESENT:

Terry Frankham, Tony Garvey, Brenton Smith, Peter Strain.

Current (rotating) Chairperson: Brenton Smith

Brenton agreed to remain in chair until end May, when he goes overseas.

Rob Hurrell on extended absence

APOLOGIES:

Peter Gebhardt, Jo Walker.

MINUTES: Of last meeting, held on 11th March, 2025, were confirmed.

MATTERS ARISING from MINUTES

– Nil

CORRESPONDENCE:

Out:

- 12 March 2025: – Email to John Rundell, asking if it would be OK to defer his talk from May to June in light of the proximity of the Ball
- 23 March 2025: - Email to Greg Clinnick seeking promotional material for his upcoming talk
- 24 March 2025: - Email to Dan Lyon thanking him on behalf of CG for his presentation at the March Guest Speaker Dinner

In:

- 13 March 2025: – Email from John Rundell stating that he would be happy to defer his talk to June.
- 24 March 2025: - Email from Greg Clinnick, with blurb and photos to promote his April 11th talk.

MATTERS ARISING from CORRESPONDENCE:

- Nil

FINANCES:

– Nil

GENERAL BUSINESS:

1. Report From General Committee (Peter Gebhardt)

- Nothing to Report – PG an apology for this meeting.

2. Sailing Committee Rep (Peter Gebhardt)

- Nothing to Report – PG an apology for this meeting.

3. 150 Year Celebrations:

- Ball confirmed to take place (~ 125 bookings to date).
 - o TF to put in next Newsletter that Cruisers should note "Cruising" with their booking if they wish to be placed on a table with other cruisers

4. On Water Events:

Future events:

❖ **Weekend cruise to Docklands, 12th/13th April.**

- Tony Garvey coordinating
- 6 berths set aside for RBYC
- Need to phone MCM to get one of the RBYC reserved berths (website booking system shows no berths available)
- To date, 4 boats have indicated interest in going
- Potluck Dinner in Marina Lounge on Saturday evening.

❖ Discussion around end-of-May weekend cruise.

- 24th/25th May
- Brenton agreed to coordinate.
- Yarra's Edge destination.

❖ Discussion re Easter Cruising

- Decided to leave this informal, with people to publicise via WhatsApp if they planned to sail over Easter.

❖ **Frostbite Cruise**

- Confirmed for 28th-29th June 2025
- Look to pre-book MCM early

5. Guest Speaker Dinners / Social Events:

Review:

- ❖ Friday March 21st, 2025 Guest Speaker Dinner. - Dan Lyons (Diver Dan). *Brighton below the Sea*.
 - Excellent attendance
 - Very well received talk
 - Issues with projector connectivity – no USB-C to HDMI adaptor available. Reinforces need to test well ahead of time.
 - TV Screen worked well – perhaps default to using this in future.

+ Future events:

❖ Friday April 11th, 2025 - Guest Speaker Dinner.

- Greg Clinnick. *The 79th Sydney to Hobart: Another Chapter*

❖ Friday May 16th 2025 - No dinner to be held in May owing to proximity of Club's 150th Year Ball .

- ❖ Friday June 20th, 2025 - Guest Speaker Dinner.
 - John Rundell. *2025 Wooden Boat Festival*.
- ❖ Future talks / events?
 - Jo Walker contact – Flight Paramedic who is involved in marine rescues (as well as other locations)
 - John and Jo Walker – *The Abrohlos Islands*
 - Peter Johns: *European Canal Cruise* (Part 3)?
 - Roger Lloyd – *2016 Bay of Biscay Crossing* (Peter Strain contact)? – revisit in 2025 when he returns
 - Cruising topics - – e.g. entering and leaving the Cut at Queenscliff, navigating the Rip. Diesel engine maintenance etc

6. Other Business

a) Cruising Awards:

Committee discussed candidates for the 2025 Cruising Awards.

Decided:

- To award **Cruiser of the Year** to **Craig Walton** for extensive cruising in Tasmanian waters, including a circumnavigation this past season, following up on previous seasons when he cruised *Y-Knot* around Tasmania
- To not award a “Most Improved Cruiser” this year (lack of new participants)

b) Peter Strain advised that a colleagues of his was Commodore at Flinders YC, and had mentioned that RMYS did an annual cruise to Flinders – Should RBYC CG consider doing something similar? Discussed by committee for future consideration.

c) Brenton Smith advised that *Chakana* would be cruising to South Australia for 3 months from Feb 2026 – others may join that cruise

Meeting Closed at 7:45 pm.

~

NEXT MEETING: 7:00pm, Tuesday 6th 2025 at RBYC Clubrooms

Committee Chair: _____ Secretary: _____

Date: _____ Date: _____

Social Committee meeting 14th April 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: Sue Cassidy, Karen McCloskey, Joyce Cosgrove, Tony Hennessey, Claire Pritchard, Jacqui, Cath Hurley, Karen Johns (video)

Apologies: Margaret Rowe, Kenn.

NEW YACHT OF THE MONTH - work in progress. A welcome to the club for new boats. Joyce will liaise directly boat owner.

Recognitions Fridays

23rd May- QCYC - Colin and Michelle Anderson to speak.

20th June - Icebergers to speak about their Winter Solstice swim, as it is the next day. Yet to confirm

Christmas in July HAS BEEN MOVED TO 25th July , due to Presentation Night.

Catering - Christmas theme food.

Chrissy tree (small) , carols sung by Vincent or Bayside Singers, 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. Catering to organise menu Themed Cocktail. Advertising needs to start 4 weeks prior.

Halloween Quiz, Palm reading, Best dressed prize.

150 years Ball - 9th May.

Numbers still not as expected. Club will be closed on the night.

Social Committee asked to encourage other members to attend.

150 commemorative book authors have created a 12 minute rolling presentation of photos for the ball, to run in the background. Kenn has helped with this exciting historical reel.

Claire family have digitised archives of 50's, 60's 70's & 80's if needed.

Empty the marina regatta - was on the weekend of Friday 28th March & Saturday 29th March.

Saturday afternoon after racing - was under windy and cold conditions, which effected the activities on the beach.

Fire Rescue Boat in the Marina - was a big hit.

Face painting will be from 3.30pm, was too late in the day to be effective.

Due to poor weather.

Sausage sizzle - supported by Social Committee and family members.

DJ - was good.

Paint the Sails for Open Day - Local schools are enthusiastic of the idea. 12 Jibs have been delivered. It was suggested Junior Sailing might like to be involved, on those less than perfect sailing days.

It was suggested some boats might like to take some students out on the water to water the sail passed.

Time to get the sailing office and sailing captain involved.

Re-purposing old sails for an art work instead of landfill.

BLISS regatta - Social Committee has to encourage entrants - pink shirt give away to crews.

Next Social club meeting – Thursday 22nd May, 2025 6pm.