



Royal Brighton Yacht Club

The Sailors' Club

GENERAL COMMITTEE MINUTES

Meeting held Monday 31st March, 6.00 PM

Committee Room

PRESENT –Peter DEMURA, Brett HEATH, Andrew HOLMES, Greg CLINNICK, Murray COWDELL, Mark WOODLAND, Grant DOW, Phil HALL

APOLOGIES - Cath HURLEY, Marnie IRVING, Peter GEBHARDT, Debbie JONKER

PREVIOUS MINUTES

- Amendments to minutes, By Laws to be changed. Country members and Absentee Members will not receive parking rights.
- BH reported that trade creditors were a combination of BAS/IAS/Superannuation which have now been cleared, and the figure is now around \$99K.
- GD & BH proposed that Board Pro Premium priced at \$3080 be implemented. PH to follow up.
- True and accurate record:

MOVED: Grant DOW **SECONDED:** Mark WOODLAND **CARRIED**

BUSINESS ARISING

Nil

GENERAL MANAGERS REPORT

PH spoke to the written report.

It was agreed that RBYC change Insurance brokers to Steadfast IBG.

The Committee gave specific permission to accept a new power boat to the marina and membership application from Brenda Simmons.

PH to ascertain location of wheelbarrows and shopping trolleys on marina seabed and have them removed.

New Autumn / Winter menu is being worked on.

TREASURERS REPORT

BH presented a written report

Food COGS is under control, turnover is good for March.

Finance Committee to discuss terms of loan facility this Thursday



Royal Brighton Yacht Club

The Sailors' Club

MEMBERSHIP

Accept new members as listed.

MOVED: Mark Woodlar

CARRIED

New Members to be ratified - March Meeting		
Simon	Younger	Senior
Harry	Pearce	Senior
Mark	Gray	Senior
Mark	Quinlan	Senior
Marty	Meldon	Senior
Ian	Tudball	Crew Plus
Suzi	Garevski	Crew Plus
Andrew	Mursell	Gym
Marcus	Bailey	Gym
Dale	Perkin	Aquatic
Ronan	Devlyn	Intermediate
James	Hill	Intermediate
James	Sherborne	Intermediate
Hunter	Absalom	Intermediate
Adam	Goodhue	Intermediate
Remy	Abraham	Social
Aviel	Tamir	Social
Kathryn	Quinlan	Social
Yan (Sally)	Sheng	Social
Anna	Chung	Social Extra
Sarah	Younger	Social Extra
Toni	Morris	Social Extra
Macgregor	Foote	Youth
Anderson	Cheung	Youth

SAILING SUB COMMITTEE

Storm recommendations were tabled at the meeting. The recommendations were accepted by the General Committee. PD to follow up with MI that the GC would like an action plan and a monthly report of the implementation of the action plan.

PH to review the Emergency Documentation to ensure it is consistent with the new recommendations.

CRUISING GROUP

- Minutes tabled

IDAG REPORT

- No report

ASSET REPORT

- MoU with VMS to be signed.

CSC REPORT

SOCIAL SUB COMMITTEE



Royal Brighton Yacht Club

The Sailors' Club

- Minutes tabled

150TH CELEBRATION

150 minutes distributed

The feedback from the 150 regatta was good. The Commodore thanked the volunteers, staff and members who all contributed to the success.

Wine tasting next Thursday now has good numbers.

150 ball still needs more ticket sales – Friday night draw to have 2 ball tickets as the prize for the next 2 draws. Then' draw until won' on 2nd May. BH to arrange program. Draw to resume at \$750 on 16/05/2025

GENERAL BUSINESS

- Nil

MEETING CLOSED 8:15PM

NEXT MEETING MONDAY 28 APRIL 2025



COMMITTEE PACK

MARCH 2025

POS SPEND BY MEMBERSHIP TYPE - February 2025

	Total Spend per month per member ty	Average spend per member ty	Number of members in category	Number of members spent
40 Year	\$3,191.85	\$167.99	19	13
Gym	\$7,542.36	\$103.32	73	47
Senior	\$28,358.28	\$75.62	375	201
Senior Family	\$7,024.71	\$58.06	121	68
Senior Special	\$459.10	\$57.39	8	7
Aquatic	\$7,769.78	\$55.50	140	95
60 Year +	\$1,776.05	\$46.74	38	15
Social	\$16,492.56	\$46.33	356	132
Crew Plus	\$2,001.87	\$45.50	44	19
Honorary Life	\$306.70	\$43.81	7	5
Senior Country	\$417.89	\$41.79	10	3
50 Year	\$1,148.85	\$41.03	28	10
Crew	\$4,358.70	\$40.36	108	39
Social extra	\$1,546.84	\$15.78	98	20
Intermediate 18-29	\$1,214.70	\$8.15	149	22
Youth	\$7.20	\$0.08	91	1
Senior Absentee	\$0.00	\$0.00	25	0
Junior family	\$0.00	\$0.00	29	0
TPI	\$130.00	\$0.00	2	1
	\$83,747.44		1721	698

Membership - February 2025

			TOTALS	TOTAL %		June 2016	June 2017	June 2018	June 2019	June 2020	June 2021	June 2022	June 2023	June 2024	End February 2025
Senior	375				Senior	368	347	324	336	335	356	368	391	394	375
Senior Family	121				Senior Family	96	93	89	92	92	103	127	132	132	121
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	631	37%	Senior Absentee	55	49	40	38	36	37	31	33	29	25
Crew	108				Crew	184	149	143	155	156	140	123	121	109	108
Crew Plus	44	Total Crew	152	9%	Crew Plus	31	27	22	21	26	28	24	35	43	44
Intermediate 18-29	149		149	9%	Intermediate 18-29	67	66	77	99	75	97	81	119	131	149
Youth	91		91	5%	Youth U18	106	141	136	148	150	119	102	115	90	91
Gym	73		73	4%	Gym	75	75	65	78	74	78	74	70	70	73
Social	356		356	21%	Social	242	233	212	207	207	255	288	319	356	356
Social extra	98		98	6%	Social Extra	79	77	64	64	63	73	78	87	90	98
Junior family	29		29	2%	Junior Family	14	19	22	28	25	31	40	48	47	29
Aquatic	140		140	8%	Aquatic	75	79	78	73	81	114	132	139	146	140
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	1721		1721	100%	TOTAL	1541	1499	1413	1477	1446	1556	1586	1726	1756	1721

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	117	21	78	8	31	1
Senior Family	1	3			1	1	7	5	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		4		10		7		1	
Crew	1				9	3	6		13	4	30	6	23	4	7	1
Crew Plus		1			3	1	4	2	10	3	5	1	10	3	3	
Intermediate 18-29			87	24	31	10										
YouthU18			70	22												
Gym	2				4		8	1	9	1	12	1	16	5	16	1
Social	7	8	2		5	1	10	7	30	20	50	33	62	48	52	23
Social Extra	1	4				1		4	1	18	3	33	2	24		8
Junior Family U21			19	10												
Aquatic	5	4					8	1	10	22	31	14	29	5	8	2
TPI															2	
Totals	23	21	179	56	56	18	78	26	166	88	291	126	280	109	177	42

GENERAL MANAGER'S REPORT MARCH 2025

OH & S – Incidents reported

Chef Atturo hit his head on the air conditioning unit as he was leaving the kitchen. He suffered laceration to his forehead, was transported to hospital where he received stitches. He returned to work as scheduled 2 days later.

Marina Dredging

MoU received from dredging contractor.

Insurance Renewal

Policy expiry 30.04.2025

I have been conducting some background assessment of the insurance cover that we hold and commissioned various reports.

EASTER OPENING HOURS 15% surcharge

Olympic Restaurant & Deck

Good Friday 18th April – CLOSED

Sat 19th April - 7.30am - 9pm

Sun 20th April - 7.30am - 5pm

Mon 21st April – CLOSED

Members Bar

Good Friday 18th April – CLOSED (No Members Draw)

Sat 19th April - 3pm - 9 pm

Sun 20th 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)

Philip Hall

General Manager



**ROYAL BRIGHTON YACHT CLUB INCORPORATED A0018674M
253 ESPLANADE, MIDDLE BRIGHTON. VIC. 3186
HALF YEARLY GENERAL MEETING OF MEMBERS
TUESDAY 25th MARCH 2025 at 7:00PM**

MINUTES

The Commodore opened the meeting by acknowledging the Bunurong People of the Kulin Nation, the Traditional Custodians of the land on which live, work and play. We pay our respects to their Elders past and present, and acknowledge their continuing relationship to the rivers, lakes, waterways and oceans on which we sail.

In accordance with Club Rules the Half Yearly General Meeting of Royal Brighton Yacht Club incorporated is now convened this 25th day of March 2025

ATTENDEES

Peter Demura, Murray Cowdell, Peter Austin, Grant Dow, Debbie Jonker, Marnie Irving, Brett Heath, Peter Strain, Greg Clinnick, Andy Holmes, Niesje Hees, Peter Langhorne, Susan Cassidy, Helen White, Lindsay Cormie, Alexey Rudakov, Jim Leckey, Pam Merritt, David Bingham, Ron Davies, Robina Smith, Brenton Smith, Keith Badger, Martha Garkel, Rod McKenna, David McKenna, Andrew Poulton, Simon Tedstone, Mary-Alice Tedstone, Vanessa Twigg, Karen Johns, Margaret Neeson, Wendy Luck, Kim Luck, James Heywood, Joyce Cosgrave, Chris Sand.

APOLOGIES

Peter Gebhardt, Cath Hurley, Mark Woodland, Lyn Bingham, Philip Sloane, Peter Johns, Margaret Rowe, Paul Pascoe, Patrick Purcell, Bronwyn McIlveen, Bruce Smethurst, Ralph O'Shaughnessy, Sue Leaper, Lou Irving, Susie Strain.

OBITUARIES

Norman Baker
Will Merritt
John Scott
David Sedgwick

A minutes silence was observed.

MINUTES

MOTION That the minutes of the AGM held 24th September 2024 held 19th September 2023 be accepted.

MOVED: Murray Cowdell **SECONDED:** Peter Strain **CARRIED**

Business arising from the Annual General Meeting held 24th September 2024, Nil

COMMODORE'S REPORT

The Commodore's report was taken as read. Peter Demura thanked all the volunteers for their contribution to the club.

The Commodore highlighted what success looked like for the club. This included:
Increased Membership

Increase in Sailing
Good Communication
Financial Viable trading
Peer Club recognition.

He further outlined the growth in Intermediate & Youth membership and the improving financial position.

MOTION That the report be accepted.

MOVED: Niesje Hees **SECONDED:** Peter Strain **CARRIED**

FINANCE REPORT

Treasurer Brett Heath spoke to the Finance Report.

- Net Deficit : 145k vs 280k
- Operating Surplus : 157k vs 200k
- Total Revenue : up 2.7%
- Total Expenses : up 4.4%

Bar & Catering

The 4 point plan to turn the bar & catering performance around was working.

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

Simon Tedstone asked if the Membership report could be made available. BH responded that the monthly committee reports on the web include the membership report.

MOTION That the report be accepted.

MOVED: Kim Luck **SECONDED:** Keith Badger **CARRIED**

SUB-COMMITTEE REPORTS – All reports taken as read.

Sailing

Marnie Irving spoke to the written report. She highlighted the diversity of sailing that members engage in. Andrew Poulton asked what stage was the report and actions at?

The storm report has been considered by the Sailing Committee and recommendations will be put to the General Committee at the next meeting.

Some of these recommendations include Sign Off Protocols, further Training for rescue crews, establishing VHF radio training & qualifications.

Jim Leckey asked if the report would be made available to the membership. It was agreed that this report be made available.

Assets

Niesje Hees spoke to the current activities with the club assets. This included detailing the dredging which will now occur in 2026.

Chris Sands asked if the survey report was available. NH undertook to send him a copy.

Chris Sands asked if the repairs to the attenuator were within budget. NH responded that repairs were within operating budget longer term solutions were dependant on the renewal of the seabed lease.

Cruising Group

Brenton Smith spoke to the report and highlighted the rotating char was working well and they intend to re-invigorate the on water activity.

Aquatic

Ralph O'Shaughnessy was unfortunately an apology, report was accepted.

Cleaner Sailing

Peter Demura spoke to the Container Deposit Scheme and the collaboration that we are establishing with 1st 14th Brighton Sea Scouts to collect the containers for recycling.

Vanessa Twigg spoke regarding recent diesel spills and that we all have a responsibility to the sea.

IDAG

Niesja Hees reiterated that the whole club is involved in our diverse club, this is evident in each report and that sailing is a sport for everyone.

Social

Karen Johns highlighted the social year in review and the new Paint the Sails campaign.

150th Anniversary

Peter Demura outlined the 150year program and encouraged members to purchase tickets to the ball. There is also the winemaker event on 3rd April and the regatta this coming weekend.

MOTION That the Sub Committee reports be accepted.

Moved: Niesje Hees **SECONDED:** James Heywood **CARRIED**

8. Business on Notice

Niesje Hees – spoken to the motion and indicated that it was cleaning up the rules from an unintended consequence when the rules were adopted.

Kim Luck expressed his opinion that if Federal & State Governments did not allow electronic voting why do we have to do it.

Vanessa Twigg responded that the motion was about accessibility and trying to get all as many people to vote who are eligible to vote. We are able to make our own rules and we should give as many options as we can.

Peter Demura commented that during covid the club operated with electronic voting and there were no adverse impact with using these systems.

The motion to make changes to rule 53 (1) (c) as follows.

Current Rule

53. Ballot

- (1) Votes for the election of Officers and Members of Committee may be given by Members duly entitled to vote, either:
 - a) by attending or depositing their ballot papers with the Returning Officer (to be appointed by the Committee) between the hours of 10.00 am. and 4.00 pm on the day of the Annual Ballot; or
 - b) by postal ballot paper which must reach the Secretary not later than midday on the day of the Annual Ballot, such ballot paper to be in the form prescribed from time to time by the Committee and obtainable from the Secretary by application in writing signed by the Member desiring such ballot paper, or
 - c) by electronic voting, in accordance with the requirements of section 100 and Part 6A of the Electoral Act 2002 (Vic), and Part 5 of the Electoral Regulations 2012.

Proposed Replacement - Note only point c) has changed

53. Ballot

- (1) Votes for the election of Officers and Members of Committee may be given by Members duly entitled to vote, either:
 - a) by attending or depositing their ballot papers with the Returning Officer (to be appointed by the Committee) between the hours of 10.00 am. and 4.00 pm on the day of the Annual Ballot; or
 - b) by postal ballot paper which must reach the Secretary not later than midday on the day of the Annual Ballot, such ballot paper to be in the form prescribed from time to time by the Committee and obtainable from the Secretary by application in writing signed by the Member desiring such ballot paper, or
 - c) by electronic voting, while remaining consistent with the process set out in the RBYC by-laws and in accordance with the relevant principles outlined by the Electoral Council of Australia and New Zealand (ECANZ) for internet voting services.

SPECIAL RESOLUTION That the motion be accepted.

Moved: Chris Sands **SECONDED:** James Heywood

CARRIED BY A MAJORITY OF MORE THAN 75% AS REQUIRED BY THE RULES OF THE CLUB

Honorary Treasurer Brett Heath –

That the Club appoints Auditors, Ashfords Pty Ltd, for the 2024-25 financial year.

MOTION That the motion be accepted.

MOVED: Murray Cowdell

SECONDED: Kim Luck

CARRIED

9. RECEIVE ANY NOTICE OF MOTION

No motion received

10. GENERAL BUSINESS

Presentation of 150 Year Trophy – Rod McKenna.

It is with great honour and immense pride that I stand before you today on behalf of the McKenna Family to present 'The Celebration Cup' and the 'Deed of Gift' to the Royal Brighton Yacht Club in commemoration of its 150th Year.

From its humble beginnings in 1875, the Royal Brighton Yacht Club has been a beacon of excellence in the yachting community. Over the past century and a half, it has grown not only in size and stature but also in the hearts and minds of countless individuals who have shared in the passion and spirit of sailing.

The McKenna Family with over 232 years of total membership between them, have been involved in the Royal Brighton Yacht Club community since 1941 when our father Keith McKenna was first elected to the club membership and appointed Honorary Treasurer in 1950 for 10 Years. Our mother, Judith, was elected to the club membership in 1981 and acted as Treasurer for the Ladies Auxiliary for 35 + Years, both contributing to its growth and success through their unwavering support and dedication.

Each of our grandfathers were also members while David and I still support the club in Race Management duties. It is fitting, therefore, that we have chosen to honour this milestone with the donation of 'The Celebration Cup'.

The Celebration Cup, as its name suggests, shall represent the rich history, the triumphs, and the shared experiences that have shaped Royal Brighton Yacht Club and any subsequent celebratory events.

The Deed of Gift accompanying this trophy allows for future celebratory events to preserve the legacy of our club for future generations. It is a gesture that speaks volumes about our love and dedication for the sport to fostering a sense of community and sportsmanship at Royal Brighton Yacht Club.

As we celebrate this remarkable 150-year journey, let us also look forward to the future with hope and enthusiasm. Let us continue to uphold the values that have made the Royal Brighton Yacht Club a place of prestige and distinction.

In closing, I would like to express my deepest gratitude to the Royal Brighton Yacht Club for accepting the donation of 'The Celebration Cup' by the McKenna Family and for their enduring support. It is an honour for us all to witness this momentous occasion and to celebrate the rich history and promising future of the Royal Brighton Yacht Club.

Thank you.

Jim Leckey asked if the Deed of Gift could be made public, Niesje Hees offered to post it in the online Trophy Catalogue

Chris Sands asked if the Committee minutes could be made available sooner.

Jim Leckey asked if other non-voting members could be invited to Annual Meetings. All members are currently invited to meetings.

Karen Johns asked if the gym could be painted. This will be carried out in the near future.

Rod McKenna asked if the weather station which was damaged in the storm could be replaced asap.

March 2025

Treasurers Report for March 2025

February saw the club generate a great operating surplus. Since the forecourt has been completed, catering has returned 4 months of strong profitable results – thanks to the whole team @ RBYC for your great work.

Shout out to the sailing committee & sailing office for a great summer of sailing, training and regatta's - generating fantastic revenue and making the club a great place to be.

The club is currently in a net surplus of \$26k – not a common sight.

	Jul-24	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	YTD
Catering Revenue	177	217	228	241	351	371	367	309	2,260
Other Revenue	262	247	250	263	247	307	326	308	2,210
Total Income	439	464	479	503	598	677	693	617	4,470
Cost of sales	73	100	89	91	140	128	135	97	853
Gross Profit	366	364	389	412	458	549	558	520	3,617
Employment Expenses	217	223	239	251	276	296	290	270	2,064
Other Expenses	116	158	134	133	211	127	142	104	1,125
Total Expenses	333	381	373	384	488	423	433	373	3,189
Operating Profit	33	(17)	16	28	(30)	126	125	146	428
Net Profit	(7)	(81)	(38)	(26)	(64)	72	74	97	26
Cost of sales	41.2%	46.0%	39.1%	38.0%	39.8%	34.5%	36.8%	31.4%	37.8%
Profit Margin	7.5%	-3.6%	3.4%	5.5%	-5.0%	18.6%	18.0%	23.7%	9.6%
Employment Cost	49.5%	48.1%	49.9%	49.9%	46.2%	43.7%	41.9%	43.7%	46.2%
Other Costs	26.3%	34.1%	28.0%	26.4%	35.4%	18.8%	20.6%	16.8%	25.2%

(in 000's)

Cash closing balance was \$221,271.88 down \$186,353.45 from previous month.

Operating surplus \$146k for the month. Budget was \$44k surplus.

- Total Income was up \$34k on budget - Regatta income up \$36k, 150th Celebration up \$10k
- Cost of sales was 31.4% - well below our target of 39%
- Employment Expenses \$17k less than budget
- Other Expenses \$18k less than budget
- 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.

Profit & Loss – Summary (000's)

	Monthly			Year to Date		
	December	January	February	FY25	FY24	Variance
	\$	\$	\$	\$	\$	\$
Income						
Catering Revenue	371	367	309	2,260	2,292	(32)
Membership Income	87	87	87	695	672	23
Marina, Hstand & OTB Storage	138	141	135	1,112	968	144
Sailing Income	55	41	41	170	102	68
DSC Income	15	25	16	100	101	(1)
Other Revenue	13	32	29	134	79	54
Total Income	677	693	617	4,470	4,215	255
Catering Cost Of Sales						
Cost Of Sales	128	135	97	853	944	(91)
Total Catering Cost Of Sales	128	135	97	853	944	(91)
Gross Profit	549	558	520	3,617	3,270	346
Expenses						
General Operating Expenses	29	30	29	281	224	58
Professional Fees	8	7	9	64	59	5
Equipment Expenses	6	3	2	17	23	(6)
Insurances, Licenses & Rego	16	17	13	132	107	24
Advertising & Promotions	1	5	0	29	52	(23)
Occupancy Costs	28	36	33	297	268	29
Debt Recovery Costs	0	0	0	0	0	(0)
Repairs, Servicing & Maintenan	15	19	14	205	137	68
Internal Club Expenses	0	0	0	2	2	1
Sailing Expenses	25	26	3	98	71	27
Employment Expenses	296	290	270	2,064	2,009	55
Total Expenses	423	433	373	3,189	2,951	238
Operating Profit	126	125	146	428	319	109
Other Income	0	0	0	0	0	0
Interest Income	0	0	0	6	34	(28)
Total Other Income	0	0	0	6	34	(28)
Other Expenses						
Depreciation	48	45	41	354	574	(220)
Amortisation	4	4	4	30	64	(34)
Loss/Gain on Asset Disposal	0	0	3	3	(36)	39
Interest Expense	1	1	1	8	22	(13)
Lease Interest Expense	2	2	2	13	13	(0)
Total Other Expenses	54	51	50	408	636	(228)
Net Profit/(Loss)	72	74	97	26	(283)	309

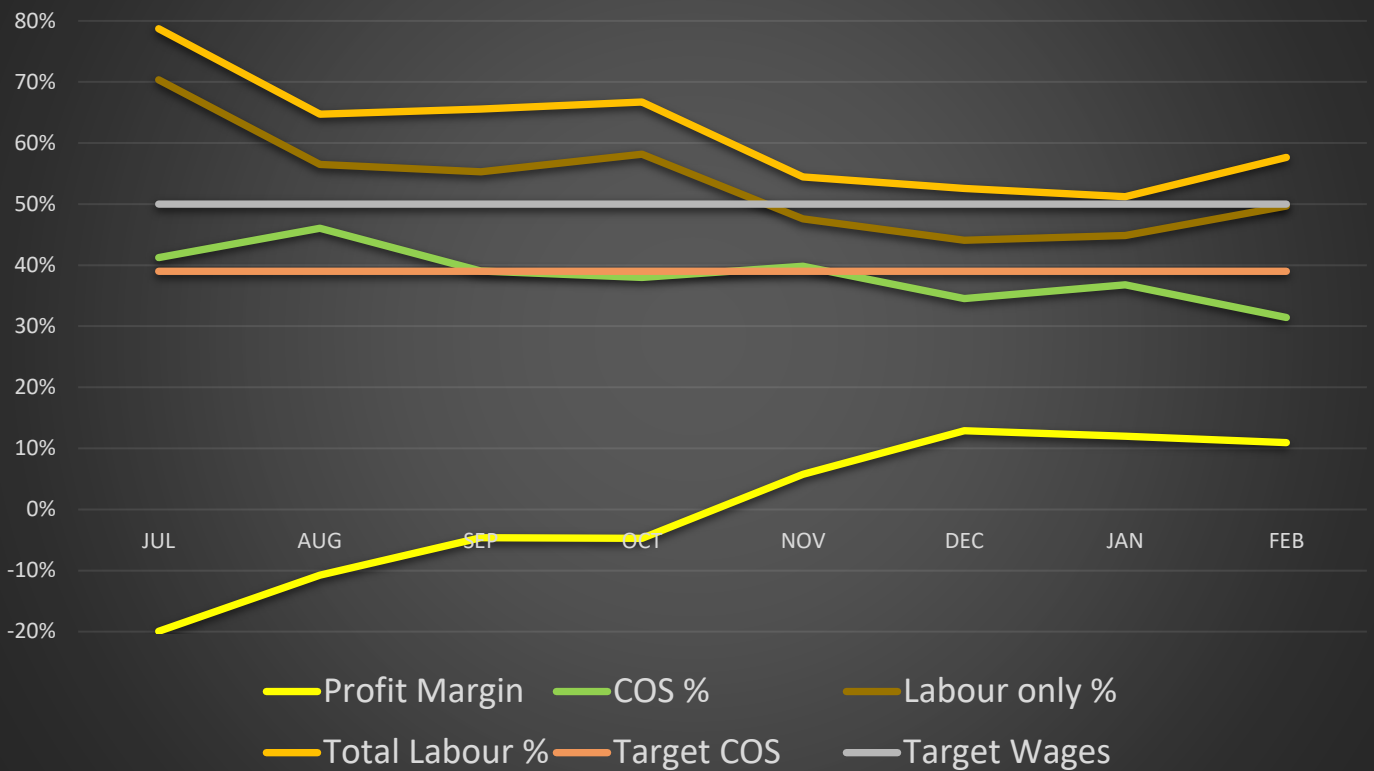
Cash Flow

FY24-25				
	Nov-24	Dec-24	Jan-25	Feb-25
Operating Profit	-\$ 29,644.65	\$ 125,997.83	\$ 124,964.81	\$ 146,229.63
(Increase)/Decrease in Debtors	\$ 57,188.56	-\$ 6,323.22	\$ 17,414.44	-\$ 10,421.51
(Increase)/Decrease in Prepayments	\$ 22,646.67	\$ 19,695.57	-\$ 14,295.90	\$ 17,723.16
(Increase)/Decrease in Inventory	-\$ 11,406.28	\$ 7,864.70	-\$ 369.74	-\$ 6,686.01
Increase/(Decrease) in Creditors	-\$ 315,575.64	\$ 88,997.30	\$ 67,496.35	-\$ 224,606.86
Increase/(Decrease) in GST	-\$ 158,528.77	\$ 47,718.33	-\$ 20,043.07	\$ 32,580.96
Increase/(Decrease) in Other Liabilities	-\$ 112,282.79	-\$ 158,502.21	-\$ 103,754.72	-\$ 132,449.07
Net Operating Cash flow	-\$ 547,602.90	\$ 125,448.30	\$ 71,412.17	-\$ 177,629.70
(Increase)/Decrease in fixed Assets	\$ 58,489.50	-\$ 24,169.35	-\$ 39,849.35	-\$ 3,000.00
Net Cash flow from Investing	\$ 58,489.50	-\$ 24,169.35	-\$ 39,849.35	-\$ 3,000.00
Interest Income	\$ 474.19	\$ 176.90	\$ 73.80	\$ 35.62
Interest Paid	-\$ 2,296.56	-\$ 2,198.78	-\$ 2,188.39	-\$ 2,177.97
Increase/(Decrease) in Other finance	-\$ 56,706.52	-\$ 17,031.87	-\$ 17,042.23	-\$ 3,581.40
Net Cash flow from financing	-\$ 58,528.89	-\$ 19,053.75	-\$ 19,156.82	-\$ 5,723.75
Opening balance	\$ 860,636.42	\$ 312,994.13	\$ 395,219.33	\$ 407,625.33
Net change in cash flow	-\$ 547,642.29	\$ 82,225.20	\$ 12,406.00	-\$ 186,353.45
Closing balance	\$ 312,994.13	\$ 395,219.33	\$ 407,625.33	\$ 221,271.88

Balance Sheet – Summary (000's)

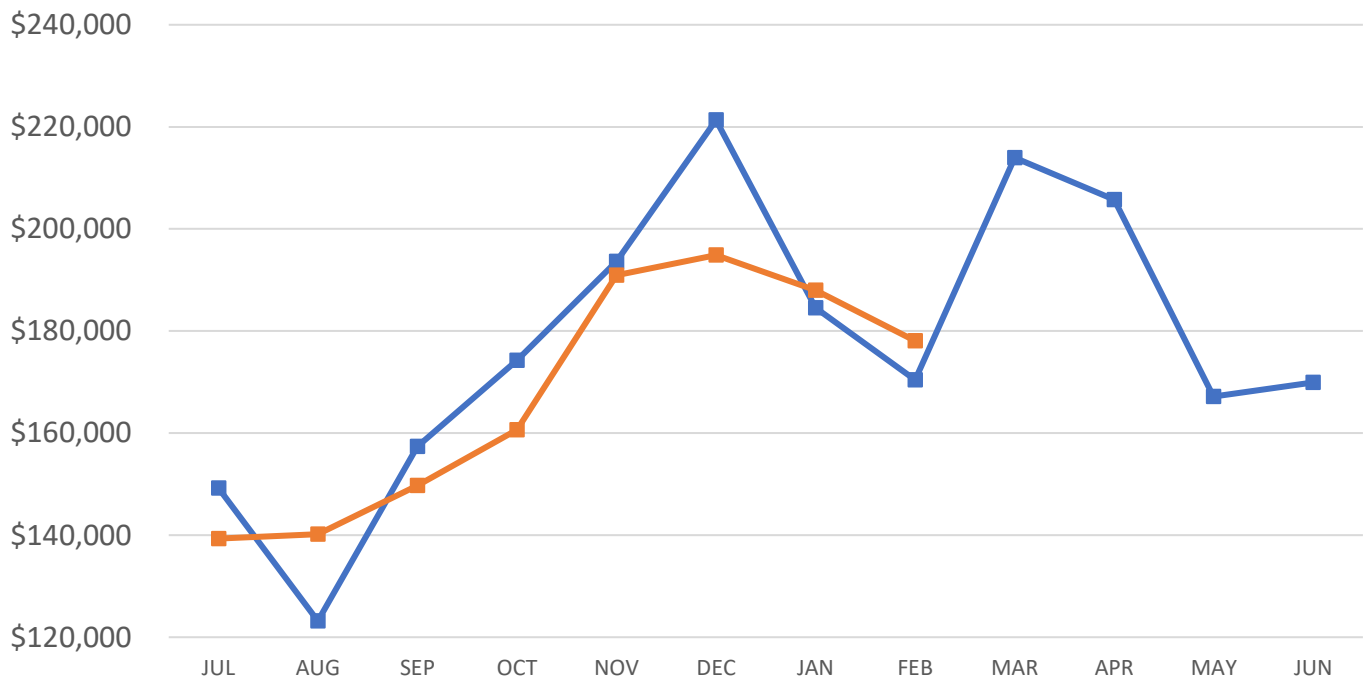
Account Name	December	January	February
Assets			
Trading Bank Accounts	356	370	186
Floats	4	4	4
Clearing Accounts	26	36	25
Debtors	910	889	894
Receivables	(593)	(590)	(584)
Prepayments	109	123	106
Stock	93	94	100
Property	3,710	3,675	3,643
Marina & Hardstand	11	10	10
Plant & Equipment	235	235	231
Boats	472	462	453
Intangible Assets	1,176	1,213	1,213
Total Assets	6,510	6,522	6,282
Liabilities			
Trade Creditors	256	324	99
Accruals	81	111	116
GST and Statutory Liabilities	118	98	131
Employee Provisions	329	326	338
Bonds & Other Liabilities	41	41	41
Deferred Income- Members	455	395	336
Deferred Income- Marina	473	402	341
Bank Loans	0	0	(31)
Other Finance	518	513	500
Total Liabilities	2,271	2,209	1,873
Net Assets	4,238	4,312	4,409

Catering Percentages 2024/25



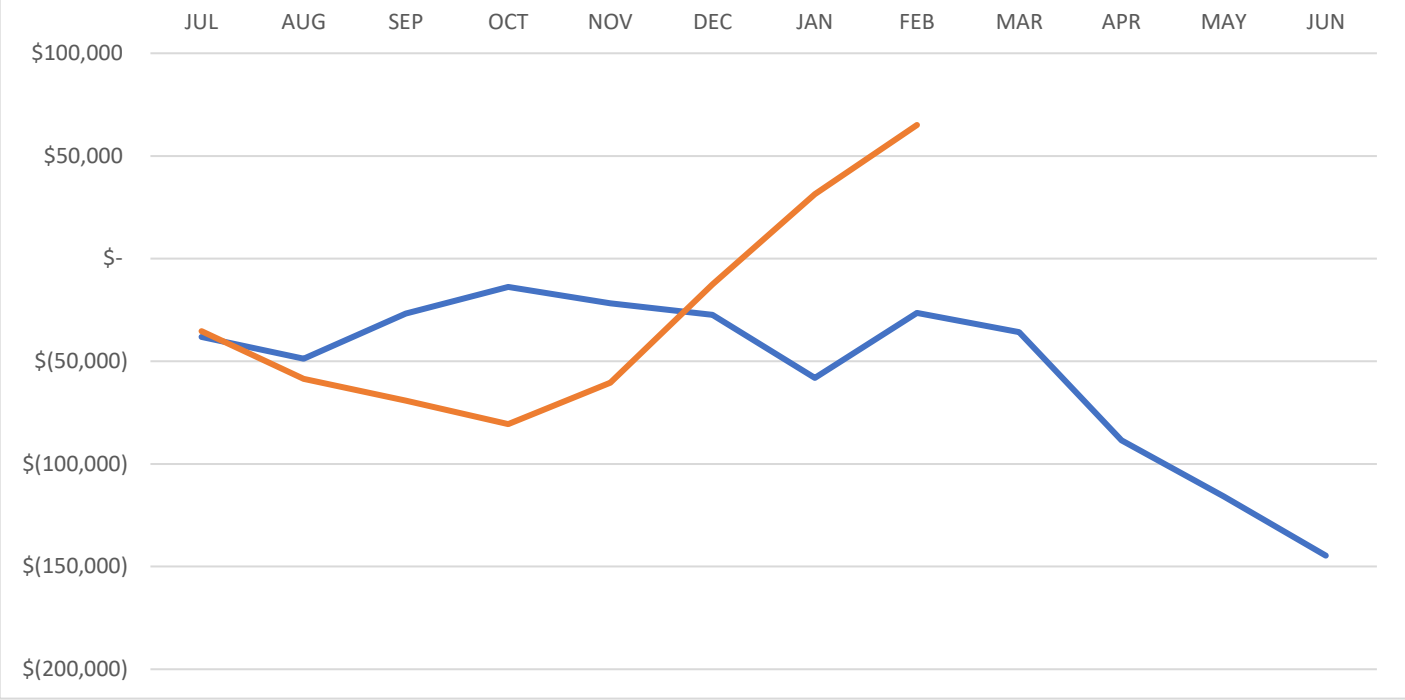
Catering- Wages

■ 2023-24 ■ 2024-25



Catering - P/L comparison

23-24 24-25



Profit & Loss [Budget Analysis]

February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Income				
Catering Revenue				
Restaurant Beverage Revenue	\$73,315.77	\$90,000.00	-\$16,684.23	(18.5)%
Restaurant Food Revenue	\$103,717.89	\$120,000.00	-\$16,282.11	(13.6)%
Members Beverage Revenue	\$25,249.73	\$30,000.00	-\$4,750.27	(15.8)%
Members Food Revenue	\$15,539.25	\$18,000.00	-\$2,460.75	(13.7)%
Members F&B Discounts - Revenue	\$5,490.30	\$6,000.00	-\$509.70	(8.5)%
Club Function Food	\$7,363.63	\$0.00	\$7,363.63	NA
Function Food	\$47,049.25	\$50,000.00	-\$2,950.75	(5.9)%
Function Beverage	\$21,550.83	\$15,000.00	\$6,550.83	43.7%
Private Function Revenue	\$1,222.73	\$0.00	\$1,222.73	NA
Room Hire	\$8,454.57	\$5,500.00	\$2,954.57	53.7%
Total Catering Revenue	\$308,953.95	\$334,500.00	-\$25,546.05	(7.6)%
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	\$1,772.93	\$1,400.00	\$372.93	26.6%
Total Membership Income	\$86,783.93	\$86,178.00	\$605.93	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	\$10,952.78	\$10,000.00	\$952.78	9.5%
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	\$134,952.78	\$139,545.00	-\$4,592.22	(3.3)%
Sailing Income				
Sailing Safety Fees	\$3,986.28	\$1,700.00	\$2,286.28	134.5%
Regattas Income	\$35,821.48	\$0.00	\$35,821.48	NA
Volunteer Training Revenue	\$0.00	\$2,000.00	-\$2,000.00	(100.0)%
Boat Hire Income	\$1,490.91	\$0.00	\$1,490.91	NA
Total Sailing Income	\$41,298.67	\$3,700.00	\$37,598.67	1,016.2%
DSC Income				
DSC Canteen	-\$181.82	\$0.00	-\$181.82	NA
School Holiday Program	\$11,645.82	\$5,000.00	\$6,645.82	132.9%
Term 1 Training	\$363.63	\$1,000.00	-\$636.37	(63.6)%
Adult Learn to Sail	\$2,815.28	\$2,000.00	\$815.28	40.8%
Keel Boat Learn to Sail	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
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	\$1,200.00	-\$1,200.00	(100.0)%
Private Coaching Fees	\$1,581.82	\$600.00	\$981.82	163.6%
Total DSC Income	\$16,224.73	\$10,875.00	\$5,349.73	49.2%
Other Revenue				
Clothing & Merchandise Sales	\$2,910.91	\$3,000.00	-\$89.09	(3.0)%
Sub-tenant Rental Income	\$4,581.40	\$3,401.54	\$1,179.86	34.7%
Gifts & Donations Received	\$10,000.00	\$0.00	\$10,000.00	NA
Credit Card Surcharge	\$141.06	\$800.00	-\$658.94	(82.4)%
Keys Income	\$1,062.91	\$800.00	\$262.91	32.9%
Lockers Income	\$92.94	\$0.00	\$92.94	NA
Ice Income	\$45.46	\$0.00	\$45.46	NA
Sundry Income	\$60.18	\$100.00	-\$39.82	(39.8)%

Profit & Loss [Budget Analysis]

February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
150th Celebrations Income	\$9,613.64	\$0.00	\$9,613.64	NA
Total Other Revenue	\$28,508.50	\$8,101.54	\$20,406.96	251.9%
Total Income	\$616,722.56	\$582,899.54	\$33,823.02	5.8%
Catering Cost Of Sales				
Cost Of Sales				
Costs of Sales- Beverage	\$41,685.80	\$48,600.00	-\$6,914.20	(14.2)%
Costs of Sales- Food	\$55,439.74	\$81,480.00	-\$26,040.26	(32.0)%
Direct Staff Costs	\$0.00	\$300.00	-\$300.00	(100.0)%
Total Catering Cost Of Sales	\$97,125.54	\$130,380.00	-\$33,254.46	(25.5)%
Gross Profit	\$519,597.02	\$452,519.54	\$67,077.48	14.8%
Expenses				
General Operating Expenses				
Bank Charges	\$922.21	\$580.00	\$342.21	59.0%
Merchant Fees	\$3,392.65	\$3,000.00	\$392.65	13.1%
Commission Paid	\$90.39	\$400.00	-\$309.61	(77.4)%
Cash Discrepancies	-\$135.70	\$50.00	-\$185.70	(371.4)%
Walk Outs	\$198.00	\$100.00	\$98.00	98.0%
Software & Support	\$2,597.28	\$2,000.00	\$597.28	29.9%
Printing	\$1,178.40	\$1,500.00	-\$321.60	(21.4)%
Postage	\$20.32	\$50.00	-\$29.68	(59.4)%
Stationery	\$564.65	\$580.00	-\$15.35	(2.6)%
Telephone & Internet	\$1,026.57	\$1,200.00	-\$173.43	(14.5)%
Office & Admin Expenses	\$0.00	\$500.00	-\$500.00	(100.0)%
Kitchen Consumables	\$43.05	\$500.00	-\$456.95	(91.4)%
Subscription - IT	\$5,214.03	\$4,500.00	\$714.03	15.9%
Tea Towels	\$0.00	\$2,200.00	-\$2,200.00	(100.0)%
Other Consumables	\$9.08	\$0.00	\$9.08	NA
Keys Expense	\$0.00	\$575.00	-\$575.00	(100.0)%
Staff Discounts	\$1,019.85	\$1,800.00	-\$780.15	(43.3)%
Clothing & Merchandise Costs	\$2,405.99	\$2,000.00	\$405.99	20.3%
General Expenses	\$144.37	\$1,000.00	-\$855.63	(85.6)%
Member Expenses	\$0.00	\$500.00	-\$500.00	(100.0)%
Members F&B Discounts	\$5,490.30	\$6,000.00	-\$509.70	(8.5)%
150th Celebrations Expenses	\$4,931.82	\$0.00	\$4,931.82	NA
Total General Operating Expenses	\$29,113.26	\$29,035.00	\$78.26	0.3%
Professional Fees				
Accounting & Audit Fees	\$8,960.08	\$7,500.00	\$1,460.08	19.5%
Consulting Fees	\$35.00	\$0.00	\$35.00	NA
Total Professional Fees	\$8,995.08	\$7,500.00	\$1,495.08	19.9%
Equipment Expenses				
Equipment Expenses	\$1,482.90	\$1,500.00	-\$17.10	(1.1)%
Replacement - Glassware etc	\$0.00	\$300.00	-\$300.00	(100.0)%
Equipment Hire	\$209.76	\$400.00	-\$190.24	(47.6)%
Tools & Equip - Consumables	\$0.00	\$40.00	-\$40.00	(100.0)%
Fuel & Oil	\$0.00	\$800.00	-\$800.00	(100.0)%
Freight & Courier	\$31.14	\$150.00	-\$118.86	(79.2)%
Total Equipment Expenses	\$1,723.80	\$3,190.00	-\$1,466.20	(46.0)%
Insurances, Licenses & Rego				
Australian Sailing Association Fees	\$2,277.90	\$4,800.00	-\$2,522.10	(52.5)%
Insurances	\$10,701.60	\$11,226.00	-\$524.40	(4.7)%

Profit & Loss [Budget Analysis]

February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
License Fees	\$364.87	\$365.00	-\$0.13	0.0%
Licence Fees - Regos	\$0.00	\$200.00	-\$200.00	(100.0)%
Total Insurances, Licenses & Rego	\$13,344.37	\$16,591.00	-\$3,246.63	(19.6)%
Advertising & Promotions				
Promotions	\$0.00	\$300.00	-\$300.00	(100.0)%
Advertising & Marketing	\$0.00	\$3,500.00	-\$3,500.00	(100.0)%
Digital Expenses	\$0.00	\$100.00	-\$100.00	(100.0)%
Vouchers Expense	\$90.91	\$100.00	-\$9.09	(9.1)%
Total Advertising & Promotions	\$90.91	\$4,000.00	-\$3,909.09	(97.7)%
Occupancy Costs				
Electricity	\$9,867.50	\$7,500.00	\$2,367.50	31.6%
Gas	\$3,041.81	\$3,100.00	-\$58.19	(1.9)%
Rental Expense	\$5,896.60	\$1,400.00	\$4,496.60	321.2%
Council Rates	\$0.00	\$900.00	-\$900.00	(100.0)%
Cleaning	\$9,349.97	\$9,500.00	-\$150.03	(1.6)%
Cleaning Products	\$3,339.09	\$3,750.00	-\$410.91	(11.0)%
Security	\$707.95	\$1,100.00	-\$392.05	(35.6)%
Water Rates	-\$2,548.26	\$2,900.00	-\$5,448.26	(187.9)%
Waste Removal	\$2,953.79	\$3,300.00	-\$346.21	(10.5)%
Gardening Expenses	\$0.00	\$400.00	-\$400.00	(100.0)%
Total Occupancy Costs	\$32,608.45	\$33,850.00	-\$1,241.55	(3.7)%
Repairs, Servicing & Maintenan				
R,M&S Clubhouse	\$8,220.80	\$10,000.00	-\$1,779.20	(17.8)%
R,M&S Sailing	\$283.25	\$400.00	-\$116.75	(29.2)%
R,M&S Marina	\$3,209.87	\$10,000.00	-\$6,790.13	(67.9)%
R,M&S Keel Boats	\$410.09	\$500.00	-\$89.91	(18.0)%
R,M&S Quests	\$544.80	\$2,000.00	-\$1,455.20	(72.8)%
R,M&S Pacers	\$573.90	\$0.00	\$573.90	NA
R,M&S OziOptis	\$0.00	\$1,100.00	-\$1,100.00	(100.0)%
R,M&S Rescue Boats - Rhibs	\$280.90	\$1,400.00	-\$1,119.10	(79.9)%
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	\$552.73	\$0.00	\$552.73	NA
Total Repairs, Servicing & Maintenan	\$14,076.34	\$25,500.00	-\$11,423.66	(44.8)%
Internal Club Expenses				
Committee Expenses	\$142.72	\$0.00	\$142.72	NA
Total Internal Club Expenses	\$142.72	\$0.00	\$142.72	NA
Sailing Expenses				
Volunteer Expenses	\$2,614.65	\$800.00	\$1,814.65	226.8%
Discovery Sailing Fees AS	\$727.27	\$1,000.00	-\$272.73	(27.3)%
Trophies & Prizes	\$0.00	\$300.00	-\$300.00	(100.0)%
Regatta Expenses	\$154.55	\$0.00	\$154.55	NA
Total Sailing Expenses	\$3,496.47	\$2,100.00	\$1,396.47	66.5%
Employment Expenses				
Wages- Management	\$12,995.92	\$13,181.87	-\$185.95	(1.4)%
Wages - Administration	\$11,727.59	\$11,108.03	\$619.56	5.6%
Wages - Restaurant	\$4,307.68	\$8,697.00	-\$4,389.32	(50.5)%
Wages - Restaurant Casual	\$55,008.21	\$60,544.50	-\$5,536.29	(9.1)%
Wages - Clubhouse	\$4,903.35	\$4,910.70	-\$7.35	(0.1)%
Wages - Kitchen	\$22,992.29	\$50,175.00	-\$27,182.71	(54.2)%
Wages - Kitchen Casual	\$23,326.36	\$17,394.00	\$5,932.36	34.1%

Profit & Loss [Budget Analysis]

February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Wages - Sailing	\$10,038.44	\$5,805.20	\$4,233.24	72.9%
Wages - Sailing Casual	\$11,729.72	\$20,000.00	-\$8,270.28	(41.4)%
Wages - Marina	\$9,315.80	\$9,519.43	-\$203.63	(2.1)%
Wages - Members Casual	\$7,727.71	\$7,024.50	\$703.21	10.0%
Wages - Function	\$14,315.79	\$22,746.00	-\$8,430.21	(37.1)%
Wages - Function Casual	\$14,703.07	\$13,380.00	\$1,323.07	9.9%
Wages - Kitchen Chef Casual	\$16,810.06	\$0.00	\$16,810.06	NA
Staff Leave Expense	\$11,413.71	\$0.00	\$11,413.71	NA
Provision for Annual Leave	\$1,227.99	\$0.00	\$1,227.99	NA
Superannuation	\$24,707.18	\$28,115.92	-\$3,408.74	(12.1)%
Payroll Tax Expense	\$8,096.34	\$11,857.58	-\$3,761.24	(31.7)%
Workcover Expense	\$2,484.55	\$2,600.00	-\$115.45	(4.4)%
Recruitment Expenses	\$405.00	\$0.00	\$405.00	NA
Staff Uniforms - Restaurant & Functions	\$973.78	\$0.00	\$973.78	NA
Staff Uniforms - Sailing	\$565.45	\$0.00	\$565.45	NA
Total Employment Expenses	\$269,775.99	\$287,059.73	-\$17,283.74	(6.0)%
Total Expenses	\$373,367.39	\$408,825.73	-\$35,458.34	(8.7)%
Operating Profit	\$146,229.63	\$43,693.81	\$102,535.82	234.7%
Other Income				
Interest Income	\$35.62	\$0.00	\$35.62	NA
Total Other Income	\$35.62	\$0.00	\$35.62	NA
Other Expenses				
Depreciation	\$40,633.43	\$65,000.00	-\$24,366.57	(37.5)%
Amortisation	\$3,832.04	\$8,450.00	-\$4,617.96	(54.7)%
Loss/Gain on Asset Disposal	\$3,000.00	\$0.00	\$3,000.00	NA
Interest Expense	\$529.48	\$2,000.00	-\$1,470.52	(73.5)%
Lease Interest Expense	\$1,648.49	\$1,850.00	-\$201.51	(10.9)%
Total Other Expenses	\$49,643.44	\$77,300.00	-\$27,656.56	(35.8)%
Net Profit/(Loss)	\$96,621.81	-\$33,606.19	\$130,228.00	387.5%

Profit & Loss [Budget Analysis]

July 2024 To February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Income				
Catering Revenue				
Restaurant Beverage Revenue	\$551,540.57	\$606,000.00	-\$54,459.43	(9.0)%
Restaurant Food Revenue	\$695,150.59	\$800,000.00	-\$104,849.41	(13.1)%
Members Beverage Revenue	\$247,328.19	\$213,000.00	\$34,328.19	16.1%
Members Food Revenue	\$147,668.38	\$112,000.00	\$35,668.38	31.8%
Members F&B Discounts - Revenue	\$47,098.26	\$45,800.00	\$1,298.26	2.8%
Club Function Food	\$8,119.99	\$0.00	\$8,119.99	NA
Club Function Beverage	\$1,352.73	\$0.00	\$1,352.73	NA
Function Food	\$358,070.62	\$335,000.00	\$23,070.62	6.9%
Function Beverage	\$149,632.02	\$125,000.00	\$24,632.02	19.7%
Private Function Revenue	\$3,286.34	\$0.00	\$3,286.34	NA
Room Hire	\$50,818.35	\$39,500.00	\$11,318.35	28.7%
Total Catering Revenue	\$2,260,066.04	\$2,276,300.00	-\$16,233.96	(0.7)%
Membership Income				
Member's Annual Subscription	\$640,000.00	\$640,000.00	\$0.00	0.0%
Association Fees	\$40,088.00	\$38,224.00	\$1,864.00	4.9%
Instalment Surcharge	\$14,889.05	\$11,200.00	\$3,689.05	32.9%
Total Membership Income	\$694,977.05	\$689,424.00	\$5,553.05	0.8%
Marina, Hstand & OTB Storage Inc				
Hardstand Annual Rental Income	\$72,000.00	\$78,760.00	-\$6,760.00	(8.6)%
Marina Annual Rental Income	\$800,000.00	\$832,000.00	-\$32,000.00	(3.8)%
Marina & Hstand Casual Rental	\$119,534.08	\$85,000.00	\$34,534.08	40.6%
DSC Storage	\$12,000.00	\$13,600.00	-\$1,600.00	(11.8)%
Maintenance Fee Income	\$108,000.00	\$112,000.00	-\$4,000.00	(3.6)%
Total Marina, Hstand & OTB Storage Inc	\$1,111,534.08	\$1,121,360.00	-\$9,825.92	(0.9)%
Sailing Income				
Sailing Safety Fees	\$31,890.24	\$15,900.00	\$15,990.24	100.6%
Regattas Income	\$123,602.33	\$70,000.00	\$53,602.33	76.6%
Volunteer Training Revenue	\$0.00	\$6,000.00	-\$6,000.00	(100.0)%
Boat Hire Income	\$14,609.08	\$0.00	\$14,609.08	NA
Total Sailing Income	\$170,101.65	\$91,900.00	\$78,201.65	85.1%
DSC Income				
DSC Canteen	-\$181.82	\$0.00	-\$181.82	NA
DSC After School Sailing	\$1,533.46	\$0.00	\$1,533.46	NA
School Holiday Program	\$66,953.82	\$67,000.00	-\$46.18	(0.1)%
Term 1 Training	\$363.63	\$2,000.00	-\$1,636.37	(81.8)%
Term 4 Training	\$13,390.91	\$2,000.00	\$11,390.91	569.5%
Adult Learn to Sail	\$3,741.09	\$8,000.00	-\$4,258.91	(53.2)%
Keel Boat Learn to Sail	\$889.44	\$6,600.00	-\$5,710.56	(86.5)%
Power Boat Handling	\$0.00	\$400.00	-\$400.00	(100.0)%
Safety Boat Handling	\$0.00	\$200.00	-\$200.00	(100.0)%
School Training Fees	\$5,940.92	\$11,760.00	-\$5,819.08	(49.5)%
Private Coaching Fees	\$7,100.00	\$3,000.00	\$4,100.00	136.7%
Total DSC Income	\$99,731.45	\$100,960.00	-\$1,228.55	(1.2)%
Other Revenue				
Clothing & Merchandise Sales	\$35,757.12	\$20,700.00	\$15,057.12	72.7%
Sub-tenant Rental Income	\$29,751.90	\$27,212.32	\$2,539.58	9.3%
Gifts & Donations Received	\$10,579.27	\$0.00	\$10,579.27	NA
Credit Card Surcharge	\$6,629.37	\$6,400.00	\$229.37	3.6%
Keys Income	\$6,957.45	\$6,400.00	\$557.45	8.7%

Profit & Loss [Budget Analysis]

July 2024 To February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Lockers Income	\$5,398.68	\$5,000.00	\$398.68	8.0%
Ice Income	\$638.28	\$0.00	\$638.28	NA
Sundry Income	\$6,322.18	\$3,460.00	\$2,862.18	82.7%
Interest Received	\$79.57	\$0.00	\$79.57	NA
150th Celebrations Income	\$31,389.55	\$0.00	\$31,389.55	NA
Total Other Revenue	\$133,503.37	\$69,172.32	\$64,331.05	93.0%
Total Income	\$4,469,913.64	\$4,349,116.32	\$120,797.32	2.8%
Catering Cost Of Sales				
Cost Of Sales				
Costs of Sales- Beverage	\$360,981.96	\$339,840.00	\$21,141.96	6.2%
Costs of Sales- Food	\$492,253.71	\$542,976.00	-\$50,722.29	(9.3)%
Direct Staff Costs	\$0.00	\$2,400.00	-\$2,400.00	(100.0)%
Total Catering Cost Of Sales	\$853,235.67	\$885,216.00	-\$31,980.33	(3.6)%
Gross Profit	\$3,616,677.97	\$3,463,900.32	\$152,777.65	4.4%
Expenses				
General Operating Expenses				
Bank Charges	\$4,642.16	\$4,640.00	\$2.16	0.0%
Merchant Fees	\$25,288.60	\$25,000.00	\$288.60	1.2%
Commission Paid	\$951.48	\$3,250.00	-\$2,298.52	(70.7)%
Cash Discrepancies	-\$807.08	\$400.00	-\$1,207.08	(301.8)%
Walk Outs	\$911.84	\$800.00	\$111.84	14.0%
Computer Maintenance	\$1,131.89	\$0.00	\$1,131.89	NA
Software & Support	\$12,918.53	\$16,000.00	-\$3,081.47	(19.3)%
Printing	\$12,558.41	\$17,000.00	-\$4,441.59	(26.1)%
Postage	\$196.40	\$400.00	-\$203.60	(50.9)%
Stationery	\$3,064.24	\$4,640.00	-\$1,575.76	(34.0)%
Telephone & Internet	\$7,360.57	\$9,600.00	-\$2,239.43	(23.3)%
Office & Admin Expenses	\$1,426.82	\$2,000.00	-\$573.18	(28.7)%
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	\$1,558.34	\$4,000.00	-\$2,441.66	(61.0)%
Subscription - IT	\$58,748.21	\$36,000.00	\$22,748.21	63.2%
Tea Towels	\$17,146.92	\$17,600.00	-\$453.08	(2.6)%
Other Consumables	\$801.42	\$0.00	\$801.42	NA
Keys Expense	\$0.00	\$4,600.00	-\$4,600.00	(100.0)%
Staff Amenities	\$1,304.21	\$0.00	\$1,304.21	NA
Staff Discounts	\$9,554.22	\$11,800.00	-\$2,245.78	(19.0)%
Clothing & Merchandise Costs	\$28,562.88	\$16,000.00	\$12,562.88	78.5%
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	\$4,145.43	\$1,000.00	\$3,145.43	314.5%
Member Expenses	\$3,288.41	\$4,000.00	-\$711.59	(17.8)%
Members F&B Discounts	\$47,098.26	\$45,800.00	\$1,298.26	2.8%
150th Celebrations Expenses	\$34,436.82	\$0.00	\$34,436.82	NA
Total General Operating Expenses	\$281,323.89	\$231,580.00	\$49,743.89	21.5%
Professional Fees				
Accounting & Audit Fees	\$61,534.06	\$60,000.00	\$1,534.06	2.6%
Consulting Fees	\$2,346.00	\$0.00	\$2,346.00	NA
Total Professional Fees	\$63,880.06	\$60,000.00	\$3,880.06	6.5%

Profit & Loss [Budget Analysis]

July 2024 To February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Equipment Expenses				
Equipment Expenses	\$5,326.06	\$10,000.00	-\$4,673.94	(46.7)%
Replacement - Glassware etc	\$10.28	\$2,400.00	-\$2,389.72	(99.6)%
Equipment Hire	\$1,966.24	\$3,200.00	-\$1,233.76	(38.6)%
Tools & Equip - Consumables	\$140.59	\$320.00	-\$179.41	(56.1)%
Fuel & Oil	\$7,288.88	\$6,400.00	\$888.88	13.9%
Freight & Courier	\$2,437.17	\$1,200.00	\$1,237.17	103.1%
Total Equipment Expenses	\$17,169.22	\$23,520.00	-\$6,350.78	(27.0)%
Insurances, Licenses & Rego				
Australian Sailing Association Fees	\$39,006.62	\$41,400.00	-\$2,393.38	(5.8)%
Insurances	\$88,890.44	\$89,808.00	-\$917.56	(1.0)%
License Fees	\$3,565.89	\$2,920.00	\$645.89	22.1%
Licence Fees - Regos	\$132.35	\$275.00	-\$142.65	(51.9)%
Total Insurances, Licenses & Rego	\$131,595.30	\$134,403.00	-\$2,807.70	(2.1)%
Advertising & Promotions				
Promotions	\$1,028.18	\$5,600.00	-\$4,571.82	(81.6)%
Advertising & Marketing	\$21,947.07	\$28,000.00	-\$6,052.93	(21.6)%
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	\$800.00	-\$800.00	(100.0)%
Vouchers Expense	\$1,414.10	\$800.00	\$614.10	76.8%
Total Advertising & Promotions	\$29,128.56	\$45,200.00	-\$16,071.44	(35.6)%
Occupancy Costs				
Electricity	\$53,299.22	\$60,000.00	-\$6,700.78	(11.2)%
Gas	\$29,879.44	\$24,800.00	\$5,079.44	20.5%
Rental Expense	\$47,791.25	\$11,200.00	\$36,591.25	326.7%
Council Rates	\$9,773.36	\$7,200.00	\$2,573.36	35.7%
Cleaning	\$76,551.76	\$76,000.00	\$551.76	0.7%
Cleaning Products	\$30,557.62	\$30,000.00	\$557.62	1.9%
Security	\$6,749.95	\$8,800.00	-\$2,050.05	(23.3)%
Water Rates	\$8,727.46	\$23,200.00	-\$14,472.54	(62.4)%
Pest Control	\$2,224.05	\$2,800.00	-\$575.95	(20.6)%
Waste Removal	\$27,637.59	\$26,400.00	\$1,237.59	4.7%
Gardening Expenses	\$3,517.95	\$3,200.00	\$317.95	9.9%
Total Occupancy Costs	\$296,709.65	\$273,600.00	\$23,109.65	8.4%
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)%
Total Debt Recovery Costs	\$64.95	\$20,000.00	-\$19,935.05	(99.7)%
Repairs, Servicing & Maintenance				
R,M&S Clubhouse	\$101,947.91	\$80,000.00	\$21,947.91	27.4%
R,M&S Sailing	\$5,541.72	\$3,200.00	\$2,341.72	73.2%
R,M&S Marina	\$44,446.92	\$80,000.00	-\$35,553.08	(44.4)%
R,M&S Keel Boats	\$13,493.56	\$4,000.00	\$9,493.56	237.3%
R,M&S Quests	\$8,646.43	\$7,000.00	\$1,646.43	23.5%
R,M&S Pacers	\$573.90	\$0.00	\$573.90	NA
R,M&S OziOptis	\$245.00	\$1,100.00	-\$855.00	(77.7)%
R,M&S Rescue Boats - Rhibs	\$11,551.08	\$11,200.00	\$351.08	3.1%
R,M&S Rescue Boats - Harry T	\$5,433.18	\$400.00	\$5,033.18	1,258.3%
R,M&S Rescue Boats - Redeemer	\$3,916.94	\$400.00	\$3,516.94	879.2%
R,M&S Other Plant & Equipment	\$7,418.89	\$0.00	\$7,418.89	NA

Profit & Loss [Budget Analysis]

July 2024 To February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
R,M&S 29ers	\$1,686.27	\$0.00	\$1,686.27	NA
Total Repairs, Servicing & Maintenance	\$204,901.80	\$187,300.00	\$17,601.80	9.4%
Internal Club Expenses				
Committee Expenses	\$2,485.21	\$3,000.00	-\$514.79	(17.2)%
General Manager Expense	\$0.00	\$500.00	-\$500.00	(100.0)%
Total Internal Club Expenses	\$2,485.21	\$3,500.00	-\$1,014.79	(29.0)%
Sailing Expenses				
Race Entry Expenses	\$272.73	\$0.00	\$272.73	NA
Volunteer Expenses	\$34,191.66	\$9,500.00	\$24,691.66	259.9%
Discovery Sailing Fees AS	\$727.27	\$3,800.00	-\$3,072.73	(80.9)%
Training Expenses	\$0.00	\$3,950.00	-\$3,950.00	(100.0)%
Trophies & Prizes	\$8,054.95	\$10,200.00	-\$2,145.05	(21.0)%
Sailing Expenses	\$12,512.98	\$0.00	\$12,512.98	NA
DSC Expenses	\$1,404.05	\$0.00	\$1,404.05	NA
Regatta Expenses	\$38,657.33	\$40,000.00	-\$1,342.67	(3.4)%
First Aid Equipment	\$2,001.97	\$3,500.00	-\$1,498.03	(42.8)%
Total Sailing Expenses	\$97,822.94	\$70,950.00	\$26,872.94	37.9%
Employment Expenses				
Wages- Management	\$113,950.82	\$115,341.34	-\$1,390.52	(1.2)%
Wages - Administration	\$100,601.45	\$97,195.24	\$3,406.21	3.5%
Wages - Restaurant	\$46,918.50	\$59,183.80	-\$12,265.30	(20.7)%
Wages - Restaurant Casual	\$412,642.96	\$412,010.30	\$632.66	0.2%
Wages - Clubhouse	\$44,890.53	\$42,968.64	\$1,921.89	4.5%
Wages - Kitchen	\$168,334.88	\$341,445.00	-\$173,110.12	(50.7)%
Wages - Kitchen Casual	\$166,258.07	\$118,367.60	\$47,890.47	40.5%
Wages - Sailing	\$65,088.44	\$50,795.50	\$14,292.94	28.1%
Wages - Sailing Casual	\$115,216.96	\$121,000.00	-\$5,783.04	(4.8)%
Wages - Marina	\$82,144.89	\$83,295.02	-\$1,150.13	(1.4)%
Wages - Members	-\$142.69	\$0.00	-\$142.69	NA
Wages - Members Casual	\$56,666.20	\$47,802.30	\$8,863.90	18.5%
Wages - Function	\$95,678.24	\$154,788.40	-\$59,110.16	(38.2)%
Wages - Function Casual	\$118,207.27	\$91,052.00	\$27,155.27	29.8%
Wages - Kitchen Chef Casual	\$135,121.52	\$0.00	\$135,121.52	NA
Staff Leave Expense	\$54,441.64	\$0.00	\$54,441.64	NA
Provision for Annual Leave	\$6,402.71	\$0.00	\$6,402.71	NA
Superannuation	\$190,996.86	\$199,553.19	-\$8,556.33	(4.3)%
Payroll Tax Expense	\$61,627.94	\$84,159.39	-\$22,531.45	(26.8)%
Workcover Expense	\$14,849.45	\$20,800.00	-\$5,950.55	(28.6)%
Recruitment Expenses	\$9,180.11	\$4,000.00	\$5,180.11	129.5%
Staff Training Expenses	\$77.51	\$2,000.00	-\$1,922.49	(96.1)%
Staff Uniforms - Restaurant & Functions	\$1,040.74	\$4,000.00	-\$2,959.26	(74.0)%
Staff Uniforms - Sailing	\$1,075.30	\$2,500.00	-\$1,424.70	(57.0)%
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	\$2,063,687.30	\$2,053,257.72	\$10,429.58	0.5%
Total Expenses	\$3,188,768.88	\$3,103,310.72	\$85,458.16	2.8%
Operating Profit	\$427,909.09	\$360,589.60	\$67,319.49	18.7%
Other Income				
Interest Income	\$5,863.83	\$26,000.00	-\$20,136.17	(77.4)%
Total Other Income	\$5,863.83	\$26,000.00	-\$20,136.17	(77.4)%

Profit & Loss [Budget Analysis]

July 2024 To February 2025

	Selected Period	Budgeted	\$ Difference	% Difference
Other Expenses				
Depreciation	\$353,969.52	\$520,000.00	-\$166,030.48	(31.9)%
Amortisation	\$29,646.15	\$67,600.00	-\$37,953.85	(56.1)%
Loss/Gain on Asset Disposal	\$3,000.00	\$0.00	\$3,000.00	NA
Interest Expense	\$8,391.84	\$16,000.00	-\$7,608.16	(47.6)%
Lease Interest Expense	\$12,768.42	\$14,800.00	-\$2,031.58	(13.7)%
Total Other Expenses	\$407,775.93	\$618,400.00	-\$210,624.07	(34.1)%
Net Profit/(Loss)	\$25,996.99	-\$231,810.40	\$257,807.39	111.2%



Balance Sheet Report

Accrual mode

Dec 2024 - Feb 2025

	Dec-24	Jan-25	Feb-25
1-0000 Assets			
1-1000 Trading Bank Accounts			
1-1010 BOM- Business Chq Acc**157544	17,631.56	88,175.47	18,000.29
1-1015 BOM- MbrShp Marina Acc**098419	174,300.69	238,842.51	124,986.13
1-1025 BOM- Yachting Foundation x141	2,411.96	2,411.96	2,411.96
1-1031 BOM-Business Access Saver x391	161,440.05	40,513.85	40,549.47
Total Trading Bank Accounts	355,784.26	369,943.79	185,947.85
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	780.89	309.60	233.55
Total Floats	4,380.89	3,909.60	3,833.55
1-1200 Clearing Accounts			
1-1210 Cash Clearing	(11,685.50)	(8,847.83)	(12,036.30)
1-1220 Account Clearing	496.70	425.00	0.00
1-1250 Eftpos Clearing	(6,120.70)	1,169.46	(1,907.46)
1-1260 Ecollect Clearing	43,636.36	43,636.36	39,363.63
Total Clearing Accounts	26,326.86	36,382.99	25,419.87
1-1300 Debtors			
1-1310 Trade Debtors	57,139.77	33,553.67	49,145.97
1-1330 Other Debtors	872,191.72	875,175.92	863,754.52
1-1340 Provision for Doubtful Debts	(19,237.23)	(19,237.23)	(19,237.23)
Total Debtors	910,094.26	889,492.36	893,663.26
1-1350 Receivables			
1-1355 Members Control Account	(593,141.19)	(589,985.54)	(583,734.93)
1-1370 Cruising Group Account	53,043.86	53,043.86	53,043.86
1-1375 Cruising Group Clearing Acc	(53,043.86)	(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	(593,141.19)	(589,953.73)	(583,703.12)
1-1400 Prepayments			
1-1410 Prepayments - General	34,173.86	59,700.84	53,208.76
1-1420 Prepaid Insurance	42,806.28	32,104.68	21,403.08
1-1425 Prepaid Workcover	29,884.80	29,884.80	29,884.80
1-1430 Prepaid Interest	2,117.93	1,588.45	1,058.97
Total Prepayments	108,982.87	123,278.77	105,555.61
1-1600 Stock			
1-1610 Inventory- Beverage	43,944.19	44,131.75	46,160.64
1-1611 Inventory-Beverage non-alcohol	11,294.37	13,168.70	13,293.12

	Dec-24	Jan-25	Feb-25
1-1630 Inventory- Food	10,873.10	9,169.73	13,807.10
1-1650 Inventory- Clothing & Merch	27,311.13	27,322.35	27,217.68
Total Stock	93,422.79	93,792.53	100,478.54
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	(6,013,524.83)	(6,044,283.12)	(6,072,051.47)
1-1715 Yard Leasehold Imp at Cost	39,830.75	39,830.75	39,830.75
1-1716 Amortisation Leasehold Yard	(38,033.70)	(38,133.62)	(38,223.88)
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	(236,705.01)	(240,537.05)	(244,369.09)
Total Property	3,709,849.52	3,675,159.27	3,643,468.62
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	(7,935,399.56)	(7,935,543.19)	(7,935,672.90)
1-1725 Hardstand Leasehold at Cost	764,292.96	764,292.96	764,292.96
1-1726 Amortisation Hardstand Imp	(756,885.10)	(757,154.91)	(757,398.60)
Total Marina & Hardstand	10,852.62	10,439.18	10,065.78
1-1740 Plant & Equipment			
1-1742 Furniture, Plant & Equipment	1,106,443.42	1,109,112.42	1,109,112.42
1-1744 Accum Depreciation Plant etc	(980,691.60)	(982,993.94)	(985,079.12)
1-1750 Marina & HStand Equip at Cost	503,295.41	503,295.41	503,295.41
1-1755 Marina & HStand Equip Acc Depn	(393,587.97)	(394,889.11)	(396,064.32)
Total Plant & Equipment	235,459.26	234,524.78	231,264.39
1-1800 Boats			
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	(636,826.89)	(645,553.12)	(653,622.30)
1-1825 DSC Sailing Boats at Cost	221,173.20	221,173.20	221,173.20
1-1830 Accum Depreciation OTB Boats	(190,941.97)	(192,128.67)	(193,200.52)
Total Boats	471,560.06	461,647.13	452,506.10
1-1900 Intangible Assets			
1-1910 Designs at Cost	16,057.23	16,057.23	16,057.23
1-1915 Work In Progress	1,176,093.57	1,213,273.92	1,213,273.92
1-1920 Amortisation Designs	(16,057.23)	(16,057.23)	(16,057.23)
Total Intangible Assets	1,176,093.57	1,213,273.92	1,213,273.92
Total Assets	6,509,665.77	6,521,890.59	6,281,774.37
2-0000 Liabilities			
2-1000 Trade Creditors			
2-1100 Trade Creditors	256,307.65	323,804.00	99,197.14
Total Trade Creditors	256,307.65	323,804.00	99,197.14
2-2000 Accruals			
2-2005 Deposits Received in Advance	25,039.00	27,789.00	26,914.00
2-2110 Accruals- General	30,094.35	58,304.16	62,260.10
2-2130 Accrual- Workcover	14,141.71	16,715.71	19,200.26
2-2140 Accrual- Payroll Tax	11,570.16	8,519.55	8,096.34
Total Accruals	80,845.22	111,328.42	116,470.70
2-3000 GST and Statutory Liabilities			
2-3110 GST Collected	128,774.21	54,475.27	101,383.83

	Dec-24	Jan-25	Feb-25
2-3120 GST Paid	(91,762.75)	(22,171.37)	(33,772.45)
2-3130 PAYG Withholding Payable	48,495.00	39,823.00	37,748.93
2-3150 Superannuation Payable	32,483.14	25,819.63	25,167.18
Total GST and Statutory Liabilities	117,989.60	97,946.53	130,527.49
2-4000 Employee Provisions			
2-4010 Annual Leave Payable	143,196.42	144,345.97	150,659.58
2-4015 Leave Loading Payable	18,425.21	18,363.73	19,129.83
2-4020 Long Service Leave - Current	69,763.00	79,144.00	79,919.00
2-4021 Long Service Leave Non-current	69,161.00	55,767.00	59,326.00
2-4022 On-Cost for A/L & L>Loading	28,033.76	28,222.49	29,450.48
Total Employee Provisions	328,579.39	325,843.19	338,484.89
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	345,166.03	296,265.55	248,581.20
2-6060 Other Income in Advance	110,194.12	98,279.01	87,419.40
Total Deferred Income- Members	455,360.15	394,544.56	336,000.60
2-7000 Deferred Income- Marina			
2-7010 Marina 1 Year Licence	373,700.44	316,387.79	268,438.06
2-7030 Hardstand - Rental	46,390.64	40,658.53	34,926.43
2-7050 DSC Maintenance Income	52,472.71	44,831.34	38,074.08
Total Deferred Income- Marina	472,563.79	401,877.66	341,438.57
2-8000 Bank Loans			
2-8032 Commercial Bill S33 1301 084 500	0.00	0.00	(31,250.00)
Total Bank Loans	0.00	0.00	(31,250.00)
2-9000 Other Finance			
2-9020 Insurance Premium Funding	13,471.25	0.00	0.00
2-9022 Currernt Liability - Bayside City Council	54,614.57	51,043.59	47,462.19
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)	177.35	(5,114.70)
2-9037 Credit Card - Sammy Doddy	330.90	1,136.73	168.49
2-9038 Credit Card - Colin Burgess	(5,209.78)	1,296.97	(1,124.40)
Total Other Finance	518,419.91	512,716.05	500,452.99
Total Liabilities	2,271,397.41	2,209,392.11	1,872,654.08
Net Assets	4,238,268.36	4,312,498.48	4,409,120.29
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	(144,854.94)	(70,624.82)	25,996.99
Total Equity	4,238,268.36	4,312,498.48	4,409,120.29



Profit & Loss Report

Accrual mode

01 Dec 2024 - 28 Feb 2025

	Dec-24	Jan-25	Feb-25	Total
4-0000 Income				
4-1000 Catering Revenue				
4-1005 Restaurant Beverage Revenue	101,858.60	84,428.56	73,315.77	259,602.93
4-1010 Restaurant Food Revenue	138,307.92	110,604.75	103,717.89	352,630.56
4-1015 Members Beverage Revenue	33,813.52	51,454.17	25,249.73	110,517.42
4-1020 Members Food Revenue	16,410.54	34,435.38	15,539.25	66,385.17
4-1021 Members F&B Discounts - Revenue	7,319.01	6,788.89	5,490.30	19,598.20
4-1051 Club Function Food	0.00	756.36	7,363.63	8,119.99
4-1052 Club Function Beverage	712.73	0.00	0.00	712.73
4-1053 Function Food	48,708.39	57,161.39	47,049.25	152,919.03
4-1054 Function Beverage	16,653.99	14,561.34	21,550.83	52,766.16
4-1055 Private Function Revenue	227.28	13.64	1,222.73	1,463.65
4-1060 Room Hire	6,590.95	6,886.36	8,454.57	21,931.88
Total Catering Revenue	370,602.93	367,090.84	308,953.95	1,046,647.72
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	1,539.49	1,760.99	1,772.93	5,073.41
Total Membership Income	86,550.49	86,771.99	86,783.93	260,106.41
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	13,563.63	17,472.66	10,952.78	41,989.07
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	137,563.63	141,472.66	134,952.78	413,989.07
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	49,961.75	35,255.46	35,821.48	121,038.69
4-3130 Boat Hire Income	636.36	1,545.45	1,490.91	3,672.72
Total Sailing Income	54,584.39	40,787.19	41,298.67	136,670.25
4-4000 DSC Income				
4-4100 DSC Canteen	0.00	0.00	(181.82)	(181.82)
4-4125 School Holiday Program	10,427.64	25,346.55	11,645.82	47,420.01
4-4130 Term 1 Training	0.00	0.00	363.63	363.63
4-4140 Adult Learn to Sail	0.00	0.00	2,815.28	2,815.28
4-4145 Keel Boat Learn to Sail	0.00	(345.46)	0.00	(345.46)
4-4160 School Training Fees	3,818.18	0.00	0.00	3,818.18
4-4165 Private Coaching Fees	890.91	254.55	1,581.82	2,727.28

	Dec-24	Jan-25	Feb-25	Total
Total DSC Income	15,136.73	25,255.64	16,224.73	56,617.10
4-5000 Other Revenue				
4-5105 Clothing & Merchandise Sales	5,098.63	3,871.89	2,910.91	11,881.43
4-5120 Sub-tenant Rental Income	4,581.40	4,581.40	4,581.40	13,744.20
4-5140 Gifts & Donations Received	190.00	0.00	10,000.00	10,190.00
4-5155 Credit Card Surcharge	948.76	1,178.42	141.06	2,268.24
4-5160 Keys Income	407.27	1,017.27	1,062.91	2,487.45
4-5161 Lockers Income	138.40	92.95	92.94	324.29
4-5165 Ice Income	0.00	472.82	45.46	518.28
4-5170 Sundry Income	0.00	177.27	60.18	237.45
4-5190 150th Celebrations Income	1,620.00	20,155.91	9,613.64	31,389.55
Total Other Revenue	12,984.46	31,547.93	28,508.50	73,040.89
Total Income	677,422.63	692,926.25	616,722.56	1,987,071.44
5-0000 Catering Cost Of Sales				
5-0005 Cost Of Sales				
5-1000 Costs of Sales- Beverage	52,206.62	53,141.73	41,685.80	147,034.15
5-2000 Costs of Sales- Food	75,751.46	81,961.72	55,439.74	213,152.92
Total Cost Of Sales	127,958.08	135,103.45	97,125.54	360,187.07
Total Catering Cost Of Sales	127,958.08	135,103.45	97,125.54	360,187.07
Gross Profit	549,464.55	557,822.80	519,597.02	1,626,884.37
6-0000 Expenses				
6-1000 General Operating Expenses				
6-1005 Bank Charges	454.51	489.18	922.21	1,865.90
6-1010 Merchant Fees	4,118.80	3,318.72	3,392.65	10,830.17
6-1011 Commission Paid	68.39	94.56	90.39	253.34
6-1015 Cash Discrepancies	1,607.71	(666.35)	(135.70)	805.66
6-1016 Walk Outs	117.70	89.86	198.00	405.56
6-1025 Software & Support	720.91	1,325.50	2,597.28	4,643.69
6-1030 Printing	1,128.00	1,642.75	1,178.40	3,949.15
6-1031 Postage	23.02	21.67	20.32	65.01
6-1032 Stationery	136.36	705.73	564.65	1,406.74
6-1035 Telephone & Internet	1,030.21	1,125.12	1,026.57	3,181.90
6-1040 Office & Admin Expenses	33.00	0.00	0.00	33.00
6-1042 Ice	544.00	0.00	0.00	544.00
6-1044 Kitchen Consumables	350.54	76.34	43.05	469.93
6-1046 Subscription - IT	4,103.30	5,320.48	5,214.03	14,637.81
6-1047 Tea Towels	0.00	4,722.90	0.00	4,722.90
6-1048 Other Consumables	0.00	9.08	9.08	18.16
6-1055 Staff Amenities	0.00	1,291.81	0.00	1,291.81
6-1056 Staff Discounts	1,502.74	1,802.38	1,019.85	4,324.97
6-1060 Clothing & Merchandise Costs	5,023.13	3,256.88	2,405.99	10,686.00
6-1065 Entertainment Expenses	0.00	12.72	0.00	12.72
6-1070 Decorations	0.00	232.92	0.00	232.92
6-1075 General Expenses	269.05	9.26	144.37	422.68
6-1080 Member Expenses	0.00	425.64	0.00	425.64
6-1081 Members F&B Discounts	7,319.01	6,788.89	5,490.30	19,598.20
6-1090 150th Celebrations Expenses	0.00	(1,620.00)	4,931.82	3,311.82
Total General Operating Expenses	28,550.38	30,476.04	29,113.26	88,139.68
6-1200 Professional Fees				

	Dec-24	Jan-25	Feb-25	Total
6-1210 Accounting & Audit Fees	8,137.60	6,860.08	8,960.08	23,957.76
6-1230 Consulting Fees	0.00	220.00	35.00	255.00
Total Professional Fees	8,137.60	7,080.08	8,995.08	24,212.76
6-1400 Equipment Expenses				
6-1401 Equipment Expenses	1,468.36	1,380.30	1,482.90	4,331.56
6-1410 Equipment Hire	209.76	209.76	209.76	629.28
6-1420 Tools & Equip - Consumables	0.00	119.00	0.00	119.00
6-1440 Fuel & Oil	4,412.78	1,681.85	0.00	6,094.63
6-1441 Freight & Courier	51.96	27.00	31.14	110.10
Total Equipment Expenses	6,142.86	3,417.91	1,723.80	11,284.57
6-1600 Insurances, Licenses & Rego				
6-1610 Australian Sailing Association Fees	4,969.95	6,370.57	2,277.90	13,618.42
6-1620 Insurances	10,701.60	10,701.60	10,701.60	32,104.80
6-1630 License Fees	283.51	(519.13)	364.87	129.25
Total Insurances, Licenses & Rego	15,955.06	16,553.04	13,344.37	45,852.47
6-2000 Advertising & Promotions				
6-2005 Promotions	200.00	180.00	0.00	380.00
6-2010 Advertising & Marketing	0.00	1,743.16	0.00	1,743.16
6-2014 Gifts	129.82	2,187.27	0.00	2,317.09
6-2020 Vouchers Expense	500.00	408.64	90.91	999.55
Total Advertising & Promotions	829.82	4,519.07	90.91	5,439.80
6-4000 Occupancy Costs				
6-4010 Electricity	5,705.19	3,979.27	9,867.50	19,551.96
6-4020 Gas	4,566.81	1,664.41	3,041.81	9,273.03
6-4025 Rental Expense	5,896.60	5,896.60	5,896.60	17,689.80
6-4040 Cleaning	9,349.97	10,245.72	9,349.97	28,945.66
6-4041 Cleaning Products	6,861.22	4,007.68	3,339.09	14,207.99
6-4045 Security	707.95	707.95	707.95	2,123.85
6-4050 Water Rates	(10,042.39)	3,608.06	(2,548.26)	(8,982.59)
6-4055 Pest Control	0.00	763.75	0.00	763.75
6-4060 Waste Removal	4,469.30	3,907.98	2,953.79	11,331.07
6-4070 Gardening Expenses	0.00	855.45	0.00	855.45
Total Occupancy Costs	27,514.65	35,636.87	32,608.45	95,759.97
6-6000 Repairs, Servicing & Maintenan				
6-6005 R,M&S Clubhouse	3,734.48	7,417.57	8,220.80	19,372.85
6-6010 R,M&S Sailing	0.00	427.65	283.25	710.90
6-6020 R,M&S Marina	187.94	10,495.10	3,209.87	13,892.91
6-6030 R,M&S Keel Boats	0.00	0.00	410.09	410.09
6-6031 R,M&S Quests	3,576.00	0.00	544.80	4,120.80
6-6032 R,M&S Pacers	0.00	0.00	573.90	573.90
6-6040 R,M&S Rescue Boats - Rhibs	2,789.07	1,342.05	280.90	4,412.02
6-6042 R,M&S Rescue Boats - Redeemer	2,579.79	0.00	0.00	2,579.79
6-6050 R,M&S Other Plant & Equipment	1,776.03	0.00	0.00	1,776.03
6-6060 R,M&S 29ers	0.00	(545.46)	552.73	7.27
Total Repairs, Servicing & Maintenan	14,643.31	19,136.91	14,076.34	47,856.56
6-7000 Internal Club Expenses				
6-7005 Committee Expenses	0.00	0.00	142.72	142.72
Total Internal Club Expenses	0.00	0.00	142.72	142.72
6-8000 Sailing Expenses				

	Dec-24	Jan-25	Feb-25	Total
6-8015 Volunteer Expenses	6,525.84	6,329.92	2,614.65	15,470.41
6-8021 Discovery Sailing Fees AS	0.00	0.00	727.27	727.27
6-8030 Trophies & Prizes	1,010.00	0.00	0.00	1,010.00
6-8040 Sailing Expenses	984.52	5,087.10	0.00	6,071.62
6-8050 DSC Expenses	27.27	626.73	0.00	654.00
6-8060 Regatta Expenses	16,252.45	13,118.76	154.55	29,525.76
6-8080 First Aid Equipment	560.77	500.00	0.00	1,060.77
Total Sailing Expenses	25,360.85	25,662.51	3,496.47	54,519.83
6-9000 Employment Expenses				
6-9005 Wages- Management	12,738.48	16,259.37	12,995.92	41,993.77
6-9010 Wages - Administration	12,043.89	14,808.47	11,727.59	38,579.95
6-9015 Wages - Restaurant	4,846.14	4,846.14	4,307.68	13,999.96
6-9016 Wages - Restaurant Casual	61,898.10	67,172.32	55,008.21	184,078.63
6-9017 Wages - Clubhouse	5,457.93	6,389.54	4,903.35	16,750.82
6-9018 Wages - Kitchen	20,384.62	22,000.00	22,992.29	65,376.91
6-9019 Wages - Kitchen Casual	27,735.40	29,598.13	23,326.36	80,659.89
6-9020 Wages - Sailing	10,505.71	11,410.46	10,038.44	31,954.61
6-9021 Wages - Sailing Casual	22,687.69	25,779.59	11,729.72	60,197.00
6-9022 Wages - Marina	9,553.88	12,165.81	9,315.80	31,035.49
6-9024 Wages - Members Casual	8,678.43	9,692.37	7,727.71	26,098.51
6-9025 Wages - Function	14,488.88	12,988.88	14,315.79	41,793.55
6-9026 Wages - Function Casual	16,524.54	8,550.60	14,703.07	39,778.21
6-9027 Wages - Kitchen Chef Casual	14,600.04	14,969.63	16,810.06	46,379.73
6-9050 Staff Leave Expense	7,198.89	(2,924.93)	11,413.71	15,687.67
6-9051 Provision for Annual Leave	291.38	188.73	1,227.99	1,708.10
6-9055 Superannuation	31,908.14	25,359.63	24,707.18	81,974.95
6-9060 Payroll Tax Expense	11,570.16	8,519.55	8,096.34	28,186.05
6-9065 Workcover Expense	3,219.89	2,574.00	2,484.55	8,278.44
6-9070 Recruitment Expenses	0.00	0.00	405.00	405.00
6-9085 Staff Uniforms - Restaurant & Functions	0.00	0.00	973.78	973.78
6-9086 Staff Uniforms - Sailing	0.00	27.27	565.45	592.72
Total Employment Expenses	296,332.19	290,375.56	269,775.99	856,483.74
Total Expenses	423,466.72	432,857.99	373,367.39	1,229,692.10
Operating Profit	125,997.83	124,964.81	146,229.63	397,192.27
8-0000 Other Income				
8-0500 Interest Income	176.90	73.80	35.62	286.32
Total Other Income	176.90	73.80	35.62	286.32
9-0000 Other Expenses				
9-0200 Depreciation	48,401.63	44,788.06	40,633.43	133,823.12
9-0400 Amortisation	3,832.04	3,832.04	3,832.04	11,496.12
9-0500 Loss/Gain on Asset Disposal	0.00	0.00	3,000.00	3,000.00
9-0600 Interest Expense	529.48	529.48	529.48	1,588.44
9-0601 Lease Interest Expense	1,669.30	1,658.91	1,648.49	4,976.70
Total Other Expenses	54,432.45	50,808.49	49,643.44	154,884.38
Net Profit	71,742.28	74,230.12	96,621.81	242,594.21

Royal Brighton Yacht Club
253 Esplanade, Middle Brighton VIC 3186

Profit & Loss [With Last Year]

February 2025

Account No.		This Year	Last Year	Comparison (\$)	Comparison (%)
4-0000	Income				
4-1000	Catering Revenue				
4-1005	Restaurant Beverage Revenue	\$73,315.77	\$87,412.82	(\$14,097.05)	-16.13%
4-1010	Restaurant Food Revenue	\$103,717.89	\$121,701.48	(\$17,983.59)	-14.78%
4-1015	Members Beverage Revenue	\$25,249.73	\$30,014.84	(\$4,765.11)	-15.88%
4-1020	Members Food Revenue	\$15,539.25	\$17,541.82	(\$2,002.57)	-11.42%
4-1021	Members F&B Discounts - Revenue	\$5,490.30	\$6,993.22	(\$1,502.92)	-21.49%
4-1051	Club Function Food	\$7,363.63	\$0.00	\$7,363.63	
4-1053	Function Food	\$47,049.25	\$45,902.17	\$1,147.08	2.50%
4-1054	Function Beverage	\$21,550.83	\$11,731.62	\$9,819.21	83.70%
4-1055	Private Function Revenue	\$1,222.73	\$5,959.08	(\$4,736.35)	-79.48%
4-1060	Room Hire	\$8,454.57	\$5,363.66	\$3,090.91	57.63%
	Total Catering Revenue	\$308,953.95	\$332,620.71	(\$23,666.76)	-7.12%
4-2000	Membership Income				
4-2105	Member's Annual Subscription	\$80,000.00	\$80,000.00	\$0.00	0.00%
4-2110	Association Fees	\$5,011.00	\$4,772.73	\$238.27	4.99%
4-2115	Instalment Surcharge	\$1,772.93	\$1,364.59	\$408.34	29.92%
	Total Membership Income	\$86,783.93	\$86,137.32	\$646.61	0.75%
4-2500	Marina, Hstand & OTB Storage Inc				
4-2510	Hardstand Annual Rental Income	\$9,000.00	\$8,600.00	\$400.00	4.65%
4-2520	Marina Annual Rental Income	\$100,000.00	\$100,261.60	(\$261.60)	-0.26%
4-2540	Marina & Hstand Casual Rental	\$10,952.78	\$11,913.64	(\$960.86)	-8.07%
4-2545	DSC Storage	\$1,500.00	\$1,960.90	(\$460.90)	-23.50%
4-2550	Maintenance Fee Income	\$13,500.00	\$13,000.00	\$500.00	3.85%
	Total Marina, Hstand & OTB Storage Inc	\$134,952.78	\$135,736.14	(\$783.36)	-0.58%
4-3000	Sailing Income				
4-3105	Sailing Safety Fees	\$3,986.28	\$1,729.92	\$2,256.36	130.43%
4-3120	Regattas Income	\$35,821.48	\$10,016.73	\$25,804.75	257.62%
4-3130	Boat Hire Income	\$1,490.91	\$1,509.09	(\$18.18)	-1.20%
	Total Sailing Income	\$41,298.67	\$13,255.74	\$28,042.93	211.55%
4-4000	DSC Income				
4-4125	School Holiday Program	\$11,645.82	\$5,053.09	\$6,592.73	130.47%
4-4130	Term 1 Training	\$363.63	\$709.09	(\$345.46)	-48.72%
4-4140	Adult Learn to Sail	\$2,815.28	\$4,048.73	(\$1,233.45)	-30.47%
4-4145	Keel Boat Learn to Sail	\$0.00	\$3,106.18	(\$3,106.18)	-100.00%
4-4160	School Training Fees	\$0.00	\$1,281.89	(\$1,281.89)	-100.00%
4-4165	Private Coaching Fees	\$1,581.82	\$122.73	\$1,459.09	1188.86%
	Total DSC Income	\$16,224.73	\$14,503.53	\$1,721.20	11.87%
4-5000	Other Revenue				
4-5105	Clothing & Merchandise Sales	\$2,910.91	\$2,166.36	\$744.55	34.37%
4-5120	Sub-tenant Rental Income	\$4,581.40	\$3,401.54	\$1,179.86	34.69%
4-5140	Gifts & Donations Received	\$10,000.00	\$522.50	\$9,477.50	1813.88%
4-5155	Credit Card Surcharge	\$141.06	\$52.25	\$88.81	169.97%
4-5160	Keys Income	\$1,062.91	\$1,017.51	\$45.40	4.46%
4-5161	Lockers Income	\$92.94	\$69.68	\$23.26	33.38%
4-5165	Ice Income	\$45.46	\$0.00	\$45.46	
4-5170	Sundry Income	\$60.18	\$716.14	(\$655.96)	-91.60%
4-5190	150th Celebrations Income	\$9,613.64	\$0.00	\$9,613.64	

	Total Other Revenue	\$28,508.50	\$7,945.98	\$20,562.52	258.78%
	Total Income	\$616,722.56	\$590,199.42	\$26,523.14	4.49%
5-0000	Catering Cost Of Sales				
5-0005	Cost Of Sales				
5-1000	Costs of Sales- Beverage	\$41,685.80	\$41,339.48	\$346.32	0.84%
5-2000	Costs of Sales- Food	\$55,439.74	\$89,214.48	(\$33,774.74)	-37.86%
	Total Catering Cost Of Sales	\$97,125.54	\$130,553.96	(\$33,428.42)	-25.61%
Gross Profit		\$519,597.02	\$459,645.46	\$59,951.56	13.04%
6-0000	Expenses				
6-1000	General Operating Expenses				
6-1005	Bank Charges	\$922.21	\$465.46	\$456.75	98.13%
6-1010	Merchant Fees	\$3,392.65	\$3,341.05	\$51.60	1.54%
6-1011	Commission Paid	\$90.39	\$83.78	\$6.61	7.89%
6-1015	Cash Discrepancies	(\$135.70)	(\$32.65)	(\$103.05)	315.62%
6-1016	Walk Outs	\$198.00	\$0.00	\$198.00	
6-1025	Software & Support	\$2,597.28	\$2,480.75	\$116.53	4.70%
6-1030	Printing	\$1,178.40	\$390.65	\$787.75	201.65%
6-1031	Postage	\$20.32	\$22.72	(\$2.40)	-10.56%
6-1032	Stationery	\$564.65	\$494.29	\$70.36	14.23%
6-1035	Telephone & Internet	\$1,026.57	\$908.21	\$118.36	13.03%
6-1042	Ice	\$0.00	(\$313.23)	\$313.23	-100.00%
6-1044	Kitchen Consumables	\$43.05	\$2,007.56	(\$1,964.51)	-97.86%
6-1046	Subscription - IT	\$5,214.03	\$4,635.05	\$578.98	12.49%
6-1047	Tea Towels	\$0.00	\$1,562.90	(\$1,562.90)	-100.00%
6-1048	Other Consumables	\$9.08	\$347.50	(\$338.42)	-97.39%
6-1055	Staff Amenities	\$0.00	\$186.58	(\$186.58)	-100.00%
6-1056	Staff Discounts	\$1,019.85	\$1,804.03	(\$784.18)	-43.47%
6-1060	Clothing & Merchandise Costs	\$2,405.99	\$2,230.31	\$175.68	7.88%
6-1065	Entertainment Expenses	\$0.00	\$11.81	(\$11.81)	-100.00%
6-1070	Decorations	\$0.00	\$104.00	(\$104.00)	-100.00%
6-1075	General Expenses	\$144.37	\$277.31	(\$132.94)	-47.94%
6-1080	Member Expenses	\$0.00	\$466.70	(\$466.70)	-100.00%
6-1081	Members F&B Discounts	\$5,490.30	\$6,993.22	(\$1,502.92)	-21.49%
6-1090	150th Celebrations Expenses	\$4,931.82	\$0.00	\$4,931.82	
	Total General Operating Expenses	\$29,113.26	\$28,468.00	\$645.26	2.27%
6-1200	Professional Fees			\$0.00	
6-1210	Accounting & Audit Fees	\$8,960.08	\$6,593.52	\$2,366.56	35.89%
6-1230	Consulting Fees	\$35.00	\$0.00	\$35.00	
	Total Professional Fees	\$8,995.08	\$6,593.52	\$2,401.56	36.42%
6-1400	Equipment Expenses				
6-1401	Equipment Expenses	\$1,482.90	\$1,341.02	\$141.88	10.58%
6-1410	Equipment Hire	\$209.76	\$0.00	\$209.76	
6-1440	Fuel & Oil	\$0.00	\$617.87	(\$617.87)	-100.00%
6-1441	Freight & Courier	\$31.14	\$97.20	(\$66.06)	-67.96%
	Total Equipment Expenses	\$1,723.80	\$2,056.09	(\$332.29)	-16.16%
6-1600	Insurances, Licenses & Rego				
6-1610	Australian Sailing Association Fees	\$2,277.90	\$4,772.73	(\$2,494.83)	-52.27%
6-1620	Insurances	\$10,701.60	\$8,325.71	\$2,375.89	28.54%
6-1630	License Fees	\$364.87	\$731.26	(\$366.39)	-50.10%
	Total Insurances, Licenses & Rego	\$13,344.37	\$13,829.70	(\$485.33)	-3.51%
6-2000	Advertising & Promotions			\$0.00	#DIV/0!
6-2005	Promotions	\$0.00	\$174.54	(\$174.54)	-100.00%
6-2010	Advertising & Marketing	\$0.00	\$4,003.80	(\$4,003.80)	-100.00%
6-2014	Gifts	\$0.00	\$101.80	(\$101.80)	-100.00%
6-2020	Vouchers Expense	\$90.91	\$90.91	\$0.00	0.00%
	Total Advertising & Promotions	\$90.91	\$4,371.05	(\$4,280.14)	-97.92%
6-4000	Occupancy Costs				
6-4010	Electricity	\$9,867.50	\$6,602.35	\$3,265.15	49.45%
6-4020	Gas	\$3,041.81	\$3,154.56	(\$112.75)	-3.57%

6-4025	Rental Expense	\$5,896.60	\$729.76	\$5,166.84	708.02%
6-4030	Council Rates	\$0.00	\$1,040.72	(\$1,040.72)	-100.00%
6-4040	Cleaning	\$9,349.97	\$9,442.44	(\$92.47)	-0.98%
6-4041	Cleaning Products	\$3,339.09	\$3,361.47	(\$22.38)	-0.67%
6-4045	Security	\$707.95	\$2,110.21	(\$1,402.26)	-66.45%
6-4050	Water Rates	(\$2,548.26)	\$8,400.42	(\$10,948.68)	-130.33%
6-4055	Pest Control	\$0.00	\$692.75	(\$692.75)	-100.00%
6-4060	Waste Removal	\$2,953.79	\$2,977.52	(\$23.73)	-0.80%
6-4070	Gardening Expenses	\$0.00	\$1,325.95	(\$1,325.95)	-100.00%
	Total Occupancy Costs	\$32,608.45	\$39,838.15	(\$7,229.70)	-18.15%
6-5000	Debt Recovery Costs				
6-5010	Bad Debts - Written Off	\$0.00	\$13.50	(\$13.50)	-100.00%
	Total Debt Recovery Costs	\$0.00	\$13.50	(\$13.50)	-100.00%
6-6000	Repairs, Servicing & Maintenan				
6-6005	R,M&S Clubhouse	\$8,220.80	\$11,052.35	(\$2,831.55)	-25.62%
6-6010	R,M&S Sailing	\$283.25	\$681.82	(\$398.57)	-58.46%
6-6020	R,M&S Marina	\$3,209.87	\$2,551.44	\$658.43	25.81%
6-6030	R,M&S Keel Boats	\$410.09	\$2,993.86	(\$2,583.77)	-86.30%
6-6031	R,M&S Quests	\$544.80	\$0.00	\$544.80	
6-6032	R,M&S Pacers	\$573.90	\$15.45	\$558.45	3614.56%
6-6033	R,M&S OziOptis	\$0.00	\$86.36	(\$86.36)	-100.00%
6-6040	R,M&S Rescue Boats - Rhibs	\$280.90	\$2,795.72	(\$2,514.82)	-89.95%
6-6050	R,M&S Other Plant & Equipment	\$0.00	\$827.09	(\$827.09)	-100.00%
6-6060	R,M&S 29ers	\$552.73	\$0.00	\$552.73	
	Total Repairs, Servicing & Maintenan	\$14,076.34	\$21,004.09	(\$6,927.75)	-32.98%
6-7000	Internal Club Expenses				
6-7005	Committee Expenses	\$142.72	\$63.64	\$79.08	124.26%
	Total Internal Club Expenses	\$142.72	\$63.64	\$79.08	124.26%
6-8000	Sailing Expenses				
6-8015	Volunteer Expenses	\$2,614.65	\$1,546.26	\$1,068.39	69.10%
6-8021	Discovery Sailing Fees AS	\$727.27	\$18.18	\$709.09	3900.39%
6-8030	Trophies & Prizes	\$0.00	\$300.00	(\$300.00)	-100.00%
6-8040	Sailing Expenses	\$0.00	\$51.82	(\$51.82)	-100.00%
6-8060	Regatta Expenses	\$154.55	\$1,741.92	(\$1,587.37)	-91.13%
	Total Sailing Expenses	\$3,496.47	\$3,658.18	(\$161.71)	-4.42%
6-9000	Employment Expenses				
6-9005	Wages- Management	\$12,995.92	\$12,556.44	\$439.48	3.50%
6-9010	Wages - Administration	\$11,727.59	\$12,297.09	(\$569.50)	-4.63%
6-9015	Wages - Restaurant	\$4,307.68	\$4,889.95	(\$582.27)	-11.91%
6-9016	Wages - Restaurant Casual	\$55,008.21	\$63,041.41	(\$8,033.20)	-12.74%
6-9017	Wages - Clubhouse	\$4,903.35	\$4,746.96	\$156.39	3.29%
6-9018	Wages - Kitchen	\$22,992.29	\$18,473.48	\$4,518.81	24.46%
6-9019	Wages - Kitchen Casual	\$23,326.36	\$21,005.91	\$2,320.45	11.05%
6-9020	Wages - Sailing	\$10,038.44	\$0.00	\$10,038.44	
6-9021	Wages - Sailing Casual	\$11,729.72	\$19,938.67	(\$8,208.95)	-41.17%
6-9022	Wages - Marina	\$9,315.80	\$9,877.34	(\$561.54)	-5.69%
6-9024	Wages - Members Casual	\$7,727.71	\$5,761.89	\$1,965.82	34.12%
6-9025	Wages - Function	\$14,315.79	\$24,679.49	(\$10,363.70)	-41.99%
6-9026	Wages - Function Casual	\$14,703.07	\$255.92	\$14,447.15	5645.18%
6-9027	Wages - Kitchen Chef Casual	\$16,810.06	\$17,866.98	(\$1,056.92)	-5.92%
6-9030	External Wages- Contractors	\$0.00	\$2,201.54	(\$2,201.54)	-100.00%
6-9050	Staff Leave Expense	\$11,413.71	\$11,045.17	\$368.54	3.34%
6-9051	Provision for Annual Leave	\$1,227.99	\$1,070.00	\$157.99	14.77%
6-9055	Superannuation	\$24,707.18	\$21,783.35	\$2,923.83	13.42%
6-9060	Payroll Tax Expense	\$8,096.34	\$8,316.34	(\$220.00)	-2.65%
6-9065	Workcover Expense	\$2,484.55	\$2,333.21	\$151.34	6.49%
6-9070	Recruitment Expenses	\$405.00	\$35.81	\$369.19	1030.97%
6-9085	Staff Uniforms - Restaurant & Functions	\$973.78	\$125.55	\$848.23	675.61%
6-9086	Staff Uniforms - Sailing	\$565.45	\$0.00	\$565.45	

6-9090	Other Employer Expenses	\$0.00	\$24.82	(\$24.82)	-100.00%
	Total Employment Expenses	\$269,775.99	\$262,327.32	\$7,448.67	2.84%
	Total Expenses	\$373,367.39	\$382,223.24	(\$8,855.85)	-2.32%
Operating Profit		\$146,229.63	\$77,422.22	\$68,807.41	88.87%
8-0000	Other Income				
8-0500	Interest Income	\$35.62	\$2,478.28	(\$2,442.66)	-98.56%
	Total Other Income	\$35.62	\$2,478.28	(\$2,442.66)	-98.56%
9-0000	Other Expenses				
9-0200	Depreciation	\$40,633.43	\$65,027.45	(\$24,394.02)	-37.51%
9-0400	Amortisation	\$3,832.04	\$8,540.00	(\$4,707.96)	-55.13%
9-0500	Loss/Gain on Asset Disposal	\$3,000.00	(\$31,424.85)	\$34,424.85	-109.55%
9-0600	Interest Expense	\$529.48	\$3,346.43	(\$2,816.95)	-84.18%
9-0601	Lease Interest Expense	\$1,648.49	\$1,622.38	\$26.11	1.61%
	Total Other Expenses	\$49,643.44	\$47,111.41	\$2,532.03	5.37%
Net Profit/(Loss)		\$96,621.81	\$32,789.09	\$63,832.72	194.68%

25/03/2025

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

Dear Board Members,

RE: Royal Brighton Financial Results – February 2025

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

Financial Results February 2025:

The financial reports for the period have been prepared on a calendar month basis from 1st February to 28th February 2025.

Actual VS Last Year Same Period (LYSP):

The Club's financial performance for February has been analysed and compared to the previous year's figures. The Club achieved a total income of \$616k which is \$26.5k higher than LYSP. This increase in revenue is primarily due to an increase across the Sailing Income and Other Revenue for the month. Gross profit totalled \$519k during the period, representing a \$59.9k increase compared to LYSP.

Expenditure for February amounted to \$373k which is 2.3% lower compared to LYSP. Noteworthy is the \$7.2k decrease in Occupancy Costs and \$4.2k decrease in Advertising & Promotion Expense.

Actual VS Budget:

Total Income was 5.8% above budget, primarily due to Sailing Income being \$37.5k above budget. This increase comes from the \$35.8k recognised in Regattas Income. Gross profit was 14.8% higher than budgeted. Total expenses were 8.7% below budget, the main contributor was from Repairs, Servicing & Maintenance Expense at \$11.4k below budget. Net Profit has exceeded budget by \$130k.

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

Margin	December	January	February
Beverage	66%	65%	65%
Food	63%	59%	67%

Catering Wages as a percentage of Catering Revenue:

December	January	February	IBISWorld Data Vic 2024*
24.2%	24.51%	25.81%	27.6%

* IBIS world 2024 data for SME restaurants

Purchases as a percentage of revenue:

December	January	February	IBISWorld Data Vic 2024
35.9%	38.3%	33.9%	45.6%

In summary, the Club reported an Operating Profit of \$96.6k for February.

Please note that during the month of February the credit card accounts were reconciled besides from Phil's account as he was on holiday and unable to provide the statement, this will be reconciled in the March month

During the month of February, the venue had acquired a new \$500k loan from the bank and although the loan has not been drawdown yet, the repayments \$31.2k a month has started.

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

Ha Le

Manager – On Tap Hospitality

Agenda - RBYC Sailing Committee

Meeting Date		Tuesday 18th March 2025		
Meeting Venue		Sailing Office		
Attendance		Marnie Irving (Chair), Rod McKenna, Peter Gebhardt, Colin Burgess, Geoff Adams, Michael O'Brien, Peter Robson		
Apologies		Glenn Ferguson, Paul Pascoe,		
<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. -</i>			
2.0	MATTERS ARISING			
2.1	Review of Sailing to date 150th anniversary regatta; Commodore will attend to participate in discussion Response is underwhelming. Lack of crew. One day race keelboat. change NOR. ETH, KB, DRAG, 2.4 sat only. OTB and Youth Sunday. VX and Jubilees Sat and Sun. DIV C 2 handed use auto helm with 2 up agreed and excepted. STORM REPORT Ran through list and agreed to implement as follows 1: Define role of Regatta Director and rename to race director 2: Already in place 3: Get formal numbers from each class and document as a guide for RO 4: Already in place 5: Yes, needs planning 6: Each class to provided document and run a talk 7: On going 8: Yes, but needs planning 9: Sailing Office already started this 10: Keep tape as it's a worldwide system. Training toi be supplied on how to attach 11: Ongoing and started for 25-26 season. 12: complie a list of what is needed and which boats to have what Club Captains Meeting Nothing to report			
2.2	CALENDARs.		CB	

	UP COMING SAILING/EVENTS Big Boat Exp TBC 150 regatta 29-30 March, Jubilee Nationals, VXOne States; Discussed above BLISS 4 th May: All in hand final NOR and SI's to be sent to RO			
2.3	Handicapping – RBYC Change on how we HC pursuits. Now done on setting a start time not PHS: Discussed	PP	PP	
3.0	SAFETY INITIATIVES			
	Fleet sign off and sign on, Make it a requirement from now with scoring penalties to apply in the 25-26 season 3pts			
4.0	Keelboat Report: Association Cup: AMS: Flying fox, True Colours , Wild Child, Helter Skelter ORC: JAMHU, REV, Just Chlling Geoff will get back to SC with final team ASAP Processing of results on 15 March: Discussed and explained			
5.0	ONE DESIGN Racing: * VX, 2.4, ETCH, DRA Up coming events: See below in A.O.B Look at Using Vakaros for club racing in OD fleets. it makes things better for all. Licence cost, Tablets and units for marks 3-4.for RM Can it work for multiply fleet and use only for OD classes.PR to talk to Etchells about funding the race management units. Boats Sold/ Bought gone: Nothing to report		PR	
6.0	Sailing Office/OTB/Training REPORT. * New Sailing Coordinator – Julian Smith: Discussed April School Holidays: discussed number are good Kings Birthday weekend: See notes in AOB New Sails for quest to align with SHC rules (Jibs): Plan for purchasing before SHC 2026 BLISS experience: Explained what it is and that take up is light. Doing another push Selling RB9 – After 150 yr: Agreed Selling Old Redeemer – After 150yr: Agreed		CB	

	Wind instruments on tower: Waiting on insurance, discuss location on hard stand for easier access. Behind western container (Pickles) is one possible location. New RHIB : Coming late next week hopefully in time for the 150 regatta. Bliss no has a non spinnaker passage fleet.: All agreed this is a good addition, Colin had contacted RO and she agreed and happy to add it. This year special Polo shirts have been ordered to celebrate 150 yr. Free to all sailors			
7.0	CRUISING REPORT:* Bass Strait cruise. 4 RBYC went this year and all went well		PG	
8.0	RESCUE BOAT WORKING GROUP REPORT: Works done NOTHING TO REPORT		GF	
9.0	RACE MANAGEMENT TEAM INITIATIVES			
9.1	Volunteers – training – recruitment: Start times when KB start early: Change to tower race when low numbers, boats must sign on no later than the night before (9pm). Make the call at 9am in the morning and inform volunteers Buy 2 new tablets.: Colin to investigate Window rollers on tower. Need fixing Sailing Office to arrange New Recruits – 3-4 in last month but need a lot more: Good to see new members joining up but need more. Do we set an age limit like other clubs eg: 85. To be discussed again Equipment – Updates or New needed: New tablets When KB have small number convert to a combined start for passage races: All agreed that this is a good idea and we should implement. Call to be made on the day and announced on VHF.	RM		
10	REGATTAS		CB	
	RBYC 150-year celebration regattas 29 & 30 March (Plus VXOne Vic States and Jubilee Nationals) See above			
	BLiSS Regatta 4 th May BLiSS Experience – 13 & 27 April			
	Sail Melbourne 2025 27 – 30 Nov MOU with AS has been signed and dates locked in			
	Stonehaven Cup 2026 5-10 Jan: Noting 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 Aus Long Weekend 4 day. Need to confirm 2027: NEEDS TO BE REVISTED			
11	AOB			

[illegible]

Royal Brighton Yacht Club

150th Celebrations Sub-Committee Meeting

Minutes of Meeting of 150th Celebration Sub-Committee held Tuesday 4th March 2025 at Royal Brighton Yacht Club

Sub Committee Members Present: Peter Demura, Wendy Luck, Karen Johns(arrived at 6.55pm), Brenton Smith. Apologies. Julie McKay, Shirley Qian and Tony Hennessy and Wayne Seward

Meeting opened at 6.00pm.

1. 150th Celebration Ball.

- 96 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 e.g new posters
- Wendy Luck noted replies invited dignitaries and Commodores.
- Wendy and peter to meet with Emily from Food and Desire on 6th March to sort out a long list of logistical actions for the celebration. Final numbers are required by 24th April.
- Photo montage for the ball – PD to check with Social Club
- Need to finalise boat display
- Need to finalise printed programs
- Agreed on table placement
- Agree on 10 questions for Dee Mason and plan to meet with Dee – PD
- Member's draw – two \$500 draws
- Design a Media Wall.
- Photographer - \$1500 - further consideration
- Sponsorship from Doyle Sails – PD to follow up
- Wendy to follow up food tasting
- Draft timetable for the evening developed.
-

2. Regatta

- Notice of Race to be issued shortly and need to have extensive promotion Club Whatsapp groups and Commodore to write to all keelboat owners. New Poster
- Social Club to organise DJ and BBQ for Friday night – try and keep cost of latter to \$20 - PD to follow up. Face painting, RHIB rides, Try Sailing and beach games Saturday and Flag Pole to be decorated with Flags and PD to follow up.
- Concern was raised about the Ella Music night to be held on Saturday 29th and the potential clash – PD to discuss with the Club.
- Organise Bar Snacks on Saturday and Sunday similar the Etchells Regatta.
- Follow up with Water Police and Fire Rescue Victoria.
- Paint an Etchells jib – PR to follow up with Athenie Lecky re design

3. Volunteers Lunch and 150th Gift.

- Inscription to read: In recognition to your contribution to RBYC.

4. Next event

- Need t plan for Frostbrite Regatta - late June

Meeting Concluded at 7.30 pm.