

**Profit & Loss [Last Year Analysis]**

July 2025 To September 2025

ABN: 68 001 050 586

Email: sailos@midcoast.com.au

	This Year	Last Year	\$ Difference	% Difference
Income				
Bar Sales				
Bulk Beer - Sales	\$72,719.30	\$98,420.23	-\$25,700.93	(26.1)%
Packaged Beer - Sales	\$3,709.42	\$5,351.63	-\$1,642.21	(30.7)%
Wine & Spirits - Sales	\$47,126.19	\$60,046.71	-\$12,920.52	(21.5)%
Other Drinks - Sales	\$19,424.30	\$22,400.96	-\$2,976.66	(13.3)%
Members Rebate - Bar	\$22,105.32	\$16,801.06	\$5,304.26	31.6%
Total Bar Sales	\$165,084.53	\$203,020.59	-\$37,936.06	(18.7)%
Poker Machine Income				
Poker Machine Receipts	\$76,803.69	\$224,605.71	-\$147,802.02	(65.8)%
Poker Machine subsidy	\$3,315.13	\$4,295.00	-\$979.87	(22.8)%
Total Poker Machine Income	\$80,118.82	\$228,900.71	-\$148,781.89	(65.0)%
Club Keno Income				
Club Keno Commission	\$8,126.95	\$10,444.18	-\$2,317.23	(22.2)%
Total Club Keno Income	\$8,126.95	\$10,444.18	-\$2,317.23	(22.2)%
TAB Income				
Digital TAB Commission	\$2,319.96	\$2,928.78	-\$608.82	(20.8)%
Total TAB Income	\$2,319.96	\$2,928.78	-\$608.82	(20.8)%
Catering Sales				
Catering Service Fee	\$0.00	\$3,000.00	-\$3,000.00	(100.0)%
Total Catering Sales	\$0.00	\$3,000.00	-\$3,000.00	(100.0)%
Other Income				
ATM,Cigs,Sweets, Nuts, etc	\$1,304.71	\$3,454.81	-\$2,150.10	(62.2)%
Flood Support - Clubs	\$35,000.00	\$0.00	\$35,000.00	NA
Competitions Income				
Competitions - Raffles Income	\$14,643.63	\$15,713.63	-\$1,070.00	(6.8)%
Total Competitions Income	\$14,643.63	\$15,713.63	-\$1,070.00	(6.8)%
Subscriptions Income				
Subscriptions - New	\$845.48	\$2,331.82	-\$1,486.34	(63.7)%
Subscriptions - Renewals	\$2,813.43	\$4,082.34	-\$1,268.91	(31.1)%
Total Subscriptions Income	\$3,658.91	\$6,414.16	-\$2,755.25	(43.0)%
Workplace Subsidies	\$0.00	\$3,150.00	-\$3,150.00	(100.0)%
Sundry Income	\$13.63	\$141.82	-\$128.19	(90.4)%
Interest Income	\$12.33	\$18.15	-\$5.82	(32.1)%
Total Other Income	\$54,633.21	\$28,892.57	\$25,740.64	89.1%
Total Income	\$310,283.47	\$477,186.83	-\$166,903.36	(35.0)%
Cost of Goods Sold				
Bulk Beer - Purchases	\$41,063.30	\$52,843.62	-\$11,780.32	(22.3)%
Bulk Beer Rebate	-\$3,207.60	-\$7,047.81	\$3,840.21	54.5%
Packaged Beer - Purchases	\$2,118.64	\$2,094.13	\$24.51	1.2%
Wine & Spirits - Purchases	\$16,471.08	\$20,576.76	-\$4,105.68	(20.0)%
Other Drinks - Purchases	\$6,066.95	\$6,737.95	-\$671.00	(10.0)%
Sweets, etc - Purchases	\$383.37	\$410.88	-\$27.51	(6.7)%
Total Cost of Goods Sold	\$62,895.74	\$75,615.53	-\$12,719.79	(16.8)%
Gross Profit	\$247,387.73	\$401,571.30	-\$154,183.57	(38.4)%
Expenses				
Bar Expenses				
Bonus & Promotions - Bar	\$0.00	\$6.00	-\$6.00	(100.0)%

This report includes Year-End Adjustments.

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FET Promotions - Bar	\$65.04	\$1,530.51	-\$1,465.47	(95.8)%
Freight	\$1,104.29	\$1,450.63	-\$346.34	(23.9)%
Sundry Supplies - Bar	\$662.37	\$1,636.81	-\$974.44	(59.5)%
Misc. Bar Stock Purchases	\$9.82	\$0.00	\$9.82	NA
Bar Gas	\$922.15	\$1,456.48	-\$534.33	(36.7)%
<b>Total Bar Expenses</b>	<b>\$2,763.67</b>	<b>\$6,080.43</b>	<b>-\$3,316.76</b>	<b>(54.5)%</b>
Poker Machine Expenses				
Bonus & Promotions- P/M's	\$15,643.44	\$24,872.12	-\$9,228.68	(37.1)%
Pay for Points	-\$15,522.90	-\$19,201.35	\$3,678.45	19.2%
Repairs & Expenses- P/M's	\$2,402.00	\$17,461.03	-\$15,059.03	(86.2)%
<b>Total Poker Machine Expenses</b>	<b>\$2,522.54</b>	<b>\$23,131.80</b>	<b>-\$20,609.26</b>	<b>(89.1)%</b>
Keno Expenses				
FET Promotions - KENO	\$40.73	\$0.00	\$40.73	NA
Repairs & Expenses - Keno	\$462.74	\$552.89	-\$90.15	(16.3)%
<b>Total Keno Expenses</b>	<b>\$503.47</b>	<b>\$552.89</b>	<b>-\$49.42</b>	<b>(8.9)%</b>
TAB Expenses				
Sky Channel	\$2,287.35	\$2,287.35	\$0.00	0.0%
<b>Total TAB Expenses</b>	<b>\$2,287.35</b>	<b>\$2,287.35</b>	<b>\$0.00</b>	<b>0.0%</b>
Catering Expenses				
Catering Cleaning Supplies	\$948.69	\$0.00	\$948.69	NA
Catering Replacements	\$57.73	\$0.00	\$57.73	NA
Catering Repairs & Expenses	\$130.00	\$0.00	\$130.00	NA
<b>Total Catering Expenses</b>	<b>\$1,136.42</b>	<b>\$0.00</b>	<b>\$1,136.42</b>	<b>NA</b>
Slipway Expenses				
Electricity - Rates- Slipway	\$774.48	\$752.49	\$21.99	2.9%
<b>Total Slipway Expenses</b>	<b>\$774.48</b>	<b>\$752.49</b>	<b>\$21.99</b>	<b>2.9%</b>
Other Expenditure				
Advertising	\$4,049.58	\$2,632.39	\$1,417.19	53.8%
Administration	\$121.80	\$83.40	\$38.40	46.0%
Auditors - Remuneration	\$4,995.00	\$4,995.00	\$0.00	0.0%
Bad Debts & Cash Shortages	\$266.95	-\$101.25	\$368.20	363.7%
Bank, Eftpos & Gov't Levies	\$194.62	\$1,328.61	-\$1,133.99	(85.4)%
Cleaning & House Supplies	\$8,506.32	\$9,538.19	-\$1,031.87	(10.8)%
Competition Expenses				
Competition - Bingo Expenses	\$619.55	\$0.00	\$619.55	NA
Competition - Raffle Expenses	\$13,418.16	\$16,352.88	-\$2,934.72	(17.9)%
<b>Total Competition Expenses</b>	<b>\$14,037.71</b>	<b>\$16,352.88</b>	<b>-\$2,315.17</b>	<b>(14.2)%</b>
Computer Software Support Fees	\$2,392.00	\$1,830.54	\$561.46	30.7%
Contract Cleaning	\$11,128.57	\$12,350.00	-\$1,221.43	(9.9)%
Directors out of Pocket Exp.	\$2,625.00	\$2,625.00	\$0.00	0.0%
Electricity	\$9,763.65	\$13,515.91	-\$3,752.26	(27.8)%
FET Promotions - General	\$0.00	-\$45.45	\$45.45	100.0%
Members' Badge Draw Account	\$0.00	\$650.00	-\$650.00	(100.0)%
Entertainment & Amenities	\$3,358.74	\$8,660.00	-\$5,301.26	(61.2)%
Insurance & Excesses	\$17,846.76	\$17,082.27	\$764.49	4.5%
Licenses & Fees	\$881.61	\$121.13	\$760.48	627.8%
Members Only Expenses	\$792.15	\$1,300.00	-\$507.85	(39.1)%
Members Discounts	\$24,315.80	\$18,065.20	\$6,250.60	34.6%
Printing & Stationery	\$2,420.40	\$2,443.73	-\$23.33	(1.0)%
Postage	\$0.00	\$272.72	-\$272.72	(100.0)%
Rates & Excess Water	\$8,757.92	\$4,912.51	\$3,845.41	78.3%

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Rent	\$570.99	\$549.99	\$21.00	3.8%
Repairs&Exp's-2 Macq.St.	\$2,346.96	\$1,182.89	\$1,164.07	98.4%
Repairs & Maint- Building	\$5,760.55	\$3,087.46	\$2,673.09	86.6%
Rep & Maint.- Furn,Plant,Equip	\$4,533.47	\$9,836.42	-\$5,302.95	(53.9)%
Security Services	\$4,248.71	\$4,470.05	-\$221.34	(5.0)%
Flood 2025 Costs & Replacements	\$100,487.13	\$0.00	\$100,487.13	NA
Community Support				
Sponsorships	\$2,500.00	\$0.00	\$2,500.00	NA
Donations	\$54.54	\$0.00	\$54.54	NA
Total Community Support	\$2,554.54	\$0.00	\$2,554.54	NA
Subscriptions	\$3,266.31	\$4,107.36	-\$841.05	(20.5)%
Sundry Supplies General Club	\$9.10	\$526.06	-\$516.96	(98.3)%
Telephone	\$563.14	\$767.40	-\$204.26	(26.6)%
Travel & Accommodation	\$275.36	\$1,453.16	-\$1,177.80	(81.1)%
Total Other Expenditure	\$241,070.84	\$144,593.57	\$96,477.27	66.7%
Employment Expenses				
Annual Leave	\$11,100.00	\$11,100.00	\$0.00	0.0%
Long Service Leave	\$3,300.00	\$3,300.00	\$0.00	0.0%
Staff Amenities & Training	\$190.72	\$1,668.50	-\$1,477.78	(88.6)%
Staff Uniforms	\$555.30	\$86.64	\$468.66	540.9%
Staff Recruitment Expenses	\$455.00	\$0.00	\$455.00	NA
Superannuation	\$15,657.23	\$13,582.33	\$2,074.90	15.3%
Wages				
Wages Expense - Flood Cleanup	\$14,485.75	\$0.00	\$14,485.75	NA
Operations & Finance Wages	\$38,995.11	\$41,875.03	-\$2,879.92	(6.9)%
Members' Services Wages	\$0.00	\$5,417.09	-\$5,417.09	(100.0)%
Bar Wages	\$79,266.09	\$81,576.07	-\$2,309.98	(2.8)%
Courtesy Bus Wages	\$5,298.73	\$8,078.11	-\$2,779.38	(34.4)%
Maintenance Wages	\$0.00	\$1,328.52	-\$1,328.52	(100.0)%
Marketing & Promotion Wages	\$3,577.28	\$2,238.89	\$1,338.39	59.8%
Total Wages	\$141,622.96	\$140,513.71	\$1,109.25	0.8%
Worker's Comp. Insur.&Claims	\$4,370.79	\$9,980.81	-\$5,610.02	(56.2)%
Manager & Director Expenses	\$4,149.11	\$306.36	\$3,842.75	1,254.3%
Total Employment Expenses	\$181,401.11	\$180,538.35	\$862.76	0.5%
Motor Vehicle Expenses				
Bus Exp. - Cost Recoveries	-\$160.13	-\$5.46	-\$154.67	(2,832.8)%
Bus Exp. - Fuel & Maintenance	\$402.70	\$663.86	-\$261.16	(39.3)%
Total Motor Vehicle Expenses	\$242.57	\$658.40	-\$415.83	(63.2)%
Total Expenses	\$432,702.45	\$358,595.28	\$74,107.17	20.7%
Operating Profit	-\$185,314.72	\$42,976.02	-\$228,290.74	(531.2)%
Total Other Income	\$0.00	\$0.00	\$0.00	NA
Other Expenses				
Depreciation				
Depreciation - Bar	\$645.00	\$645.00	\$0.00	0.0%
Depreciation - Poker Machines	\$19,515.00	\$19,515.00	\$0.00	0.0%
Depreciation - Keno	\$3.00	\$3.00	\$0.00	0.0%
Depreciation - Catering	\$5,100.00	\$5,100.00	\$0.00	0.0%
Depreciation - Sailing	\$135.00	\$135.00	\$0.00	0.0%
Depreciation - Buildings	\$18,435.00	\$18,435.00	\$0.00	0.0%

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Depreciation - Build. 2 Maq St	\$240.00	\$240.00	\$0.00	0.0%
Depreciation - Other Plant & E	\$3,840.00	\$3,840.00	\$0.00	0.0%
Depreciation - Road Works	\$90.00	\$90.00	\$0.00	0.0%
Depreciation - Marine Facility	\$225.00	\$225.00	\$0.00	0.0%
Depreciation - Motor Vehicles	\$240.00	\$240.00	\$0.00	0.0%
Total Depreciation	\$48,468.00	\$48,468.00	\$0.00	0.0%
Total Other Expenses	\$48,468.00	\$48,468.00	\$0.00	0.0%
Net Profit/(Loss)	-\$233,782.72	-\$5,491.98	-\$228,290.74	(4,156.8)%

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