

ROYAL PRINCE EDWARD YACHT CLUB

UNAUDITED BALANCE SHEET

AS AT 30 SEPTEMBER 2021

AND

INCOME & EXPENSE STATEMENT

FOR THE 3 MONTHS ENDING 30 SEPTEMBER 2021

ROYAL PRINCE EDWARD YACHT CLUB
Unaudited Income & Expense account for the 3 months to 30 September 2021

	Total 3 Mths Sept 2021 \$	Total 3 Mths Sept 2020 \$	Variance \$
Net Surplus	<u>32,186</u>	<u>85,927</u>	<u>(53,741)</u>

General Commentary

YTD September 2021 Club closed due to Covid. YTD September 2020 Club closed due to renovations (and Covid)

The Club achieved a small surplus in the quarter ended 30 September 2021, due to the Club closure, as Members subscriptions normally are used to support the Club's operating activities. The result included a \$15,000 Gov't (Covid) grant received during the quarter.

Losses in the food and beverage operations of the Club are substantially higher than the prior year, due to the Club continuing to reimburse TWG for its full time staff allocated to the Club (Venue Manager and Head Chef) during the Club (Covid driven) closure. This year no Gov't wage support was given to the Club or TWG.

Expenditures are above those of the prior corresponding period, due to the Club bearing all insurance costs (previously borne by builder during renovation works) and additional building repair costs undertaken after completion of the renovation works.

ROYAL PRINCE EDWARD YACHT CLUB

Unaudited Balance sheet as at 30 September 2021

	Notes	Sept 2021 \$	June 2021 \$	June to Sept mvt \$	Sept 2020 \$
ASSETS					
Cash (incl cheque account)		784,319	246,939	537,380	1,499,643
Term Deposits	1	0	0	0	0
Trade Debtors	2	76,704	53,399	23,305	136,923
Stock on Hand	3	43,759	44,691	(932)	10,137
Other incl. prepayments		67,785	75,322	(7,537)	40,753
<i>Total Current Assets</i>		972,567	420,351	552,216	1,687,456
Land & Buildings - at Directors valuation	4	29,400,000	29,400,000	0	20,081,112
Building Additions (net of depreciation)	4	0	0	0	1,068,638
		29,400,000	29,400,000	0	21,149,750
Furniture & Fittings (net of depreciation)	4	225,548	233,899	(8,351)	190,749
Plant & Equipment (net of depreciation)	4	308,851	308,581	270	166,481
		534,399	542,480	(8,081)	357,230
<i>Total Fixed Assets</i>		29,934,399	29,942,480	(8,081)	21,506,980
<i>Total Assets</i>		30,906,966	30,362,831	544,135	23,194,436
LIABILITIES					
Trade Creditors & Accruals		218,297	197,856	20,441	205,807
Members Subscriptions not taken to income	5	401,927	0	401,927	383,966
Development Fund not taken to income	6	85,925	0	0	83,685
Employee Entitlements		26,288	24,700	1,588	22,946
<i>Total Current Liabilities</i>		732,437	222,556	423,956	696,404
Total Net Assets		30,174,529	30,140,275	120,179	22,498,032
EQUITY					
Retained Earnings		2,840,243	3,460,205	(619,962)	1,833,522
Current Year Earnings	7	32,186	(619,962)	652,148	85,927
Future Development Fund Donations	8	4,158	2,090	2,068	1,388,069
Asset Revaluation Reserve		27,212,922	27,212,922	0	18,928,214
Development Fund	9	85,020	85,020	0	262,300
Total Equity		30,174,529	30,140,275	34,254	22,498,032

Notes

For Members information the balance sheet as at September 2020 has been inserted, this 'like for like' comparison removes the 'seasonality' of numbers.

Comments on September 2021 balances

- 1 Monies placed on deposit from receipt of annual Members subscriptions & donations.
- 2 Includes outstanding monies owing on Subscriptions, Boatshed/mooring & storage fees.
- 3 Includes beverage stocks on hand during Club closure.
- 4 Balances include depreciation for September quarter 2021 (calc on a monthly basis). Property was revalued as at 30 June 2021.
- 5 Balance reflects Members annual subscriptions that have not been taken to income at 30/9/2021. Subscription income is taken to the income account on an equal monthly basis.
- 6 Includes FY2021 Development subscription levy received from Members not taken to income at 30 September 2021.
- 7 September balance equates to the year to date income & expense account and reflects a surplus for the quarter of \$32,186 and excludes Members donations received.
- 8 Represents Future Development Fund donations received from Members, together with interest earned on those donations.
- 9 Represents prior year Development levy received from Members (shown separately from Retained Earnings)

The FY2022 subscriptions received of \$85,925 sits within current liabilities.

ROYAL PRINCE EDWARD YACHT CLUB
Unaudited Income & Expense account for the 3 months to 30 September 2021

	Comment Note	3 mths Sept 2021 \$	3 mths Sept 2020 \$	Variance \$
Bar Trading				
Bar sales	1	880	0	880
Bar purchases		471	(1,663)	2,134
Net stock movement (mvt in open/close balance)		0	0	0
Net bar purchases after allowing for stock mvts)		<u>471</u>	<u>(1,663)</u>	<u>2,134</u>
Gross Profit		1,351	(1,663)	3,014
<i>Gross margin</i>	e	154%	#DIV/0!	
Employee costs	f, 2	(10,984)	(1,690)	(9,294)
Other bar associated costs	g, 3	<u>(3,564)</u>	<u>0</u>	<u>(3,564)</u>
		<u>(13,197)</u>	<u>(3,353)</u>	<u>(9,844)</u>
Catering				
Income from Catering	i, 4	4,299	0	4,299
Catering costs	j, 5	<u>(58,221)</u>	<u>(30,640)</u>	<u>(27,581)</u>
		<u>(53,922)</u>	<u>(30,640)</u>	<u>(23,282)</u>
Total Bar & Catering	6	<u>(67,119)</u>	<u>(33,993)</u>	<u>(33,126)</u>
Subscriptions				
Annual subscriptions - membership	a	131,491	128,139	3,352
Annual subscriptions - Sailing Australia affiliat	b	0	0	0
Entrance fees	c, 7	34,886	29,780	5,106
Development Fund Levy	d	<u>0</u>	<u>0</u>	<u>0</u>
		<u>166,377</u>	<u>157,919</u>	<u>8,458</u>
Boat Racing				
Income	8	1,691	6,318	(4,627)
Expenses		<u>(955)</u>	<u>(588)</u>	<u>(367)</u>
		<u>736</u>	<u>5,730</u>	<u>(4,994)</u>
Boat Maintenance, Boatshed, Moorings & Jetty				
Income	9	14,406	12,303	2,103
Maritime jetty rent		(1,435)	(1,009)	(426)
Club moorings & boats	h	<u>(12,820)</u>	<u>(14,399)</u>	<u>1,579</u>
		<u>151</u>	<u>(3,105)</u>	<u>3,256</u>
Sundry Income				
Club Functions	k, 11	0	0	0
Interest	l, 10	0	929	(929)
Other	m, 12	<u>17,249</u>	<u>20,032</u>	<u>(2,783)</u>
		<u>17,249</u>	<u>20,961</u>	<u>(3,712)</u>
Expenses				
Club functions & Committee costs	n, 11	0	0	0
Other repairs & maintenance	17	(10,060)	(1,982)	(8,078)
Employee costs	o, 13	(18,990)	(20,341)	1,351
Sailing Australia affiliation fee	p, 14	(3,885)	(11,105)	7,220
Other	q, 15	<u>(40,270)</u>	<u>(22,187)</u>	<u>(18,083)</u>
		<u>(73,205)</u>	<u>(55,615)</u>	<u>(17,590)</u>
Operating Surplus		<u>44,189</u>	<u>91,897</u>	<u>(47,708)</u>
Depreciation	16	(12,003)	(5,970)	(6,033)
Net operating Income		<u>32,186</u>	<u>85,927</u>	<u>(53,741)</u>
Future Development Fund Donations		<u>2,068</u>	<u>243,240</u>	<u>(241,172)</u>

General comments on presentation:

- a FY2022 subscriptions are taken to income on an equal monthly basis, currently approx. \$43,830 pm. FY2022 income forecast to be approx. \$535k.
- b Subscriptions include Sailing Australia affiliation fees.
- c Entrance fees are taken to income when the new Member is charged.
- d Represents monies collected specifically for development projects, FY2022 monies of \$86K yet to be allocated from the balance sheet.
- e Targeted gross profit margin on bar sales targeted at greater than 54% for FY2022. Bar currently closed.
- f Represents an allocation of total salaries to run the bar.
- g Includes stocktaking fee; gas bottles; bar sundries; and an allocation from administration of power, gas & waste, telephone & internet costs.
- h Includes Club boat maintenance, jetty maintenance and mooring repairs.
- i Represents income generated from Club catering and functions managed by the Trippas White Group (TWG), excludes Sunday Series, WOW & Younger Member functions.
- j Costs includes the costs of running the catering and function services provided to Members.
- k Income received from Members and their invited guests attending special Club functions, not included in the catering function. Includes Younger Member functions, Bridge, WOW and Sunday series.
- l Represents income received from funds on deposit, at differing interest rates and differing term periods depending on Club forecast requirements, excludes interest on Future Development Fund monies
- m Includes merchant fees recovered, merchandise sales and other income plus Covid Gov't assistance.
- n Costs of running club functions (incl Sunday series costs) and other Club Committee costs, not included in the catering function.
- o Represents Club staff costs after the allocation to bar trading.
- p Annual affiliation fee payable to Sailing Australia.
- q Other costs include rates & taxes, internal cleaning costs, insurance, accounting & audit costs and other operating costs required to run the Club, details attached.

Notes

- 1 Club closed for the entire September 2021 quarter, income included liquor stock sales
- 2 Includes additional component of Assistant Manager's salary net of Gov't assistance, prior period only included Venue manager's salary.
- 3 Club closed for the entire September 2021 quarter
- 4 Club closed for the entire September 2021 quarter
- 5 Fixed costs incurred during Club closure, incl 2 Trippas White full time employees.
- 6 The Beverage and catering functions should be viewed as the one income stream as both functions compliment each other. The loss is reflective of fixed Club costs during the Covid (FY2022) and R&R (FY2021) closure.
- 7 Income from new members joining the Club. The Club now has a membership waiting list.
- 8 Timing difference as fees expected to be received later in the year. Income impacted by Covid restrictions.
- 9 Income for moorings, storage and lockers fees for is billed annually and taken to income on a monthly basis.
- 10 Reduced income reflective of reduced interest rates available for funds on deposit together with decreasing surplus funds due to R&R payments.
Currently no funds on deposit, as cash held for operating activities and wharf investigative costs.
- 11 Club closed for the entire September 2021 quarter, monthly Committee meeting held remotely via Zoom meetings.
- 12 Other income largely represented by Gov't grant (associated with Covid) of \$15k.
- 13 Employee costs include remote office costs whilst Club closed, as administration function continued remotely during Club closure
- 14 Reflects reduction in fees paid due to change of Sailing Australia financial year and Covid reduction (Partial timing difference).
- 15 Increased costs due to Club bearing full insurance costs (prior year shared with builder), together with one off electricity refund.
- 16 Increased depreciation charge due to review of Club assets after completion of the renovation project.

	3 mths Sept 2021 \$	3 mths Sept 2020 \$
Other Expenses		
5-6100 Club clothing & sundry expenses	0	0
6-1000 Accounting costs & temporary administration staff.	(4,481)	(3,045)
6-1005 Auditors remuneration	(2,937)	(2,500)
6-1200 Bank charges	(142)	(205)
6-1202 Merchant fees	(1,015)	(1,122)
6-1300 Cleaning services & supplies	(700)	0
6-1309 Computer expenses	(2,351)	(1,181)
6-1311 Consulting Fees	0	0
6-1600 Filing fees	0	0
6-1605 Garbage	(355)	(213)
6-1630 General expenses	(490)	0
6-1700 Insurance	(12,551)	(5,152)
6-1800 Interest expense	0	0
6-2000 Legal fees	0	0
6-2100 Licensing Fees	(168)	(178)
6-2110 Utilities - Power, water & gas	(2,976)	2,302
6-2300 Printing, postage & stationary	(786)	(838)
6-2360 Rates & taxes	(7,603)	(7,456)
6-2450 Security & Fire protection	(1,606)	(1,696)
6-2468 Subscriptions	(891)	0
6-2470 Telephone, internet & Foxtel	(1,218)	(903)
6-2475 Training	0	0
Allocation to bar/ catering (Utilities, telephone etc.)	0	0
	<u>(40,270)</u>	<u>(22,187)</u>