

Geographe Bay Yacht Club Inc

PO Box 243
Busselton WA 6280

Profit & Loss [Last Year Analysis]

May 2016 through December 2016

6/01/2017
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	This Year	Last Year	\$ Difference	% Difference
Income				
Sales	\$70,630.44	\$88,773.50	-\$18,143.06	(20.4%)
Membership Subscriptions	\$44,075.58	\$51,122.23	-\$7,046.65	(13.8%)
Sponsorship	\$21,354.67	\$10,118.21	\$11,236.46	111.1%
Tackers	\$3,781.84	\$0.00	\$3,781.84	NA
Pelican Sailing	\$635.65	\$869.97	-\$234.32	(26.9%)
Easter Pelicans	\$0.00	\$970.86	-\$970.86	(100.0%)
2016 WA State Laser Champions	\$82.55	\$2,500.00	-\$2,417.45	(96.7%)
Boat Rally	\$954.55	\$6,553.31	-\$5,598.76	(85.4%)
Club Events	\$13,403.64	\$14,905.53	-\$1,501.89	(10.1%)
Functions - Facility Hire	\$12,973.22	\$15,209.12	-\$2,235.90	(14.7%)
Galley Income	\$0.00	\$10,050.45	-\$10,050.45	(100.0%)
Other income	\$1,005.22	\$1,991.02	-\$985.80	(49.5%)
Total Income	\$168,897.36	\$203,064.20	-\$34,166.84	(16.8%)
Cost Of Sales				
Bar Cost of Sales	\$26,341.24	\$40,818.65	-\$14,477.41	(35.5%)
Promotion Expenses	\$134.50	\$634.82	-\$500.32	(78.8%)
Bar Snacks/Gen Purchases	\$657.57	\$914.24	-\$256.67	(28.1%)
Bar Employment Expenses	\$17,562.70	\$36,581.38	-\$19,018.68	(52.0%)
Club Events	\$2,310.00	\$5,193.93	-\$2,883.93	(55.5%)
Other Cost of Goods Sold	\$931.72	-\$160.54	\$1,092.26	680.4%
Galley Expenses	\$0.00	\$14,883.51	-\$14,883.51	(100.0%)
Total Cost Of Sales	\$47,937.73	\$98,865.99	-\$50,928.26	(51.5%)
Gross Profit	\$120,959.63	\$104,198.21	\$16,761.42	16.1%
Expenses				
Advertising & Expenses	\$2,530.14	\$656.64	\$1,873.50	285.3%
Bank Fees	\$1,427.24	\$1,229.99	\$197.25	16.0%
Cleaning	\$5,808.58	\$4,863.42	\$945.16	19.4%
Dues & Subscriptions	\$8,366.86	\$8,224.83	\$142.03	1.7%
Club Functions Expenses	\$14,086.44	\$5,729.16	\$8,357.28	145.9%
Sailing Expenses	\$2,022.72	\$1,041.46	\$981.26	94.2%
Insurance & Registrations	\$18,108.05	\$16,876.01	\$1,232.04	7.3%
Junior Sailing	\$1,490.25	\$215.19	\$1,275.06	592.5%
Lease Expenses	\$565.51	\$1,169.78	-\$604.27	(51.7%)
Office Expenses	\$2,146.82	\$1,866.09	\$280.73	15.0%
Employment Expenses	\$13,961.01	\$12,705.39	\$1,255.62	9.9%
Repairs & Maintenance	\$25,170.65	\$10,368.27	\$14,802.38	142.8%
Telephones	\$989.18	\$1,155.70	-\$166.52	(14.4%)
Services	\$9,580.88	\$8,949.91	\$630.97	7.1%
Galley	\$196.50	\$208.14	-\$11.64	(5.6%)
Tackers Expenses	\$1,082.63	\$0.00	\$1,082.63	NA
Rounding Adjustment	\$0.56	\$0.00	\$0.56	NA
Sundry Expenses	\$61.10	\$0.00	\$61.10	NA
Pelican Regatta Expenses	\$0.00	\$639.09	-\$639.09	(100.0%)
Total Expenses	\$107,595.12	\$75,899.07	\$31,696.05	41.8%
Operating Profit	\$13,364.51	\$28,299.14	-\$14,934.63	(52.8%)
Other Income				
Interest Income	\$487.96	\$891.50	-\$403.54	(45.3%)
Insurance Claim	\$622.73	\$0.00	\$622.73	NA
Sale of Assets	\$0.00	\$21,818.18	-\$21,818.18	(100.0%)
Total Other Income	\$1,110.69	\$22,709.68	-\$21,598.99	(95.1%)
Other Expenses				
Minor Capital Purchases <\$20K	\$1,878.18	\$411.36	\$1,466.82	356.6%
Total Other Expenses	\$1,878.18	\$411.36	\$1,466.82	356.6%

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	This Year	Last Year	\$ Difference	% Difference
Net Profit/(Loss)	<u>\$12,597.02</u>	<u>\$50,597.46</u>	<u>-\$38,000.44</u>	<u>(75.1%)</u>