



Members Finance Report Pambula Merimbula Golf Club Ltd Quarter ending 30th September 2016

September Quarter 2016 results (in 000's):

	YEAR TO DATE	SAME TIME LAST YEAR
Operating Profit (before depreciation)	-\$86	-\$21

Trading Profit Breakdown:

Gaming	\$165	\$205
Bar	-\$ 1	\$ 12
Golf	-\$73	-\$67
Kitchen	-\$ 6	-\$8
Other Inc	\$36	\$30

Balance Sheet

	YTD	JUNE 16
Assets	\$5.295m	\$5.425m
Liabilities	\$1.206m	\$1.134m
Equity	\$4.089m	\$4.290m

Actuals to Budget year to-date 2016/17 (in 000's)-3 key areas

	Actual	Budget
Gaming Sales	\$268	\$313
Gaming Profit	\$165	\$192
Bar Sales	\$148	\$165
Bar Profit	-\$1	\$ 38
Course/Golf Sales	\$120	\$129k
Course/Golf Profit	-\$73	-\$71
General Expenses	\$333	\$322

Comments:

So being the quietest quarter of the year our expectations to grow revenue coupled with a large period of wet weather we are \$83k short in profit of where we wanted to be based on our budget.

Mitigating these results are: -

Gaming-Large gaming group same time last year which saw gaming spike by \$40k in this period. They did not return this year.

Bar- Club have re-structured our ordering of wine with a large order of stock in September over \$22k has and completely changed their wine list which has seen a spike in purchases. Sales were up \$15k on same time last year. Our pricing is continually being reviewed to ensure we are maximising our return on non-members.

Kitchen- early one off expenses \$5k for cool room expenses not anticipated.

September Monthly Trading Expenses Commentary:

General Expenses consistent to budget in Sept, with general expenses within \$200 higher than budget. Some variances in trading include: -

Bar Purchases up almost \$13k on same time last year. We are looking to clarify why this is with Bar Manager. Stock value \$51.9k in Sept 2015 this year \$49.5k.

Clubhouse expenses R&M up \$3.9k on budget due to necessary electrical changes to electrical system to allow new air-con system to be configured. One off expense, still comparable expense to last year in R &M Clubhouse expense line.

September saw stronger month in Poker machines sales which up \$10k in sales on same time last year. With recent purchases trading profit came out the same due to allowance of depreciation.

Bar sales up \$5k on same time last year but \$13k in higher purchases due to large stock order of wine.

But we still saw trading profit of \$3.2k still up \$2.1k on last year.

Golf competition fees were almost \$3k down on same time last year and \$6k on budget. GM has prepared a monthly report giving us real data on each day of the month that includes weather for the day and it shows the month was greatly impacted by wet weather and cool temperatures 2 of the Saturdays and 1 Wednesday wet and rainy conditions.

Expenses in golf saw course superintendent take advantage of low PT calcium carbonate purchase which saw cost exceed budget by \$7.5k. Coupled with one off capital cost to finalise 6th tee which was within minor projects budget of \$20k, saw year to date trading loss up \$6k on same time last year. But this will even out over the year.

Treasurers Comments for Quarter Ahead:

Our capital expenditure in the last 12 months is all around encouragement of patrons and members back into our clubhouse.

The board together with GM Ryan Clarke will continue to focus on rebuilding our function income holding different events of any varying kinds at least twice monthly. Be it in the form of weddings, formal functions, music events and club sponsored nights, it is imperative we improve our profile which benefits our core revenue income streams. With a poker machine upgrade in place starting to show signs of sales lift, particularly in September, our kids area to be completed by December and new caterers on board over the holiday season we are working hard to claw back our early cashflow deficiencies.

We are also looking to implement a new information system in monitoring our cashflow of the club. Good systems are the key to profitability of any business and is well overdue for PMGC. This new Senpos system will impact all areas of the club- bar, course and restaurant capturing our income and providing same day clearance, transparency and balancing.

Happy golfing members and looking forward to seeing you all in the club.

Malcolm Hughes
Treasurer PMGC