

**Profit & Loss**  
**Club Taree**  
For the Month and Year to Date ended 30 September 2020

	Sep-20 Actual	Sep-20 Budget	Sep-20 Variance from Budget	Year to date Actual	Year to date Budget	Year to date Variance	Sep-19 Actual	Sep-20 Variance from Sep-19
<b>Consolidated Departments - Profit &amp; Loss</b>								
<b>Income</b>								
Other Revenue	11,194	8,521	2,673	761,612	61,342	700,270	9,388	1,805
Revenue	778,903	835,683	-56,780	5,280,024	4,608,920	671,104	806,980	-28,077
<b>Total Income</b>	<b>790,097</b>	<b>844,204</b>	<b>-54,107</b>	<b>6,041,637</b>	<b>4,670,262</b>	<b>1,371,375</b>	<b>816,369</b>	<b>-26,272</b>
<b>Less Cost of Sales</b>								
Cost of Goods Sold	64,529	99,608	35,079	545,855	552,853	6,998	100,475	35,946
<b>Total Cost of Sales</b>	<b>64,529</b>	<b>99,608</b>	<b>35,079</b>	<b>545,855</b>	<b>552,853</b>	<b>6,998</b>	<b>100,475</b>	<b>35,946</b>
<b>Gross Profit</b>	<b>725,568</b>	<b>744,596</b>	<b>-19,028</b>	<b>5,495,782</b>	<b>4,117,409</b>	<b>1,378,373</b>	<b>715,894</b>	<b>9,674</b>
<b>Plus Other Income</b>								
Government rebates	0	0	0	12,500	0	12,500	0	0
<b>Total Other Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>12,500</b>	<b>0</b>	<b>12,500</b>	<b>0</b>	<b>0</b>
<b>Less Operating Expenses</b>								
Advertising, Donations & Promotions	-7,205	41,078	48,283	213,269	289,475	76,206	31,376	38,581
Depreciation & Amortisation	138,620	107,800	-30,820	955,099	980,390	25,291	107,788	-30,832
Employment Expenses	120,775	173,021	52,246	1,661,655	1,865,719	204,064	293,345	172,569
General & Administration	23,653	40,507	16,854	265,521	275,942	10,421	38,305	14,652
Indirect Costs	184,753	171,151	-13,602	1,349,641	1,223,906	-125,735	157,036	-27,718
Interest	703	1,981	1,278	13,854	17,837	3,983	1,848	1,145
Occupancy Costs	34,283	35,593	1,310	299,649	326,622	26,974	43,656	9,372
<b>Total Operating Expenses</b>	<b>495,583</b>	<b>571,131</b>	<b>75,548</b>	<b>4,758,687</b>	<b>4,979,891</b>	<b>221,204</b>	<b>673,352</b>	<b>177,769</b>
<b>Net Profit</b>	<b>229,984</b>	<b>173,465</b>	<b>56,519</b>	<b>749,595</b>	<b>-862,482</b>	<b>1,612,077</b>	<b>42,542</b>	<b>187,443</b>
<b>EBITDA</b>	369,307	283,246	86,061	1,718,547	135,745	1,582,802	152,177	217,130
<b>EBITDA %</b>	47%	34%	13%	28%	3%	26%	19%	28%
<b>Gross Profit Margin</b>	92%	88%	4%	91%	88%	3%	88%	4%
<b>Net Profit Margin</b>	29%	21%	9%	12%	-18%	31%	5%	24%
<b>Employment Expenses to Turnover</b>	15%	20%	5%	28%	40%	12%	36%	-21%