



## Hillarys Yacht Club Budget 2023/24

DETAILS	2023/24 BUDGET
	\$
<b>FOOD AND BEVERAGE</b>	
<b>Members Bar</b>	
Bar Sales	681,656
Less Bar Cost of Goods Sold	(284,648)
<b>Total Members Bar Gross Profit</b>	<b>397,008</b>
Bar Wages	(317,914)
<b>Net Profit Members Bar</b>	<b>79,095</b>
<b>Members Kitchen</b>	
Kitchen Sales	715,497
less Kitchen Cost of Goods Sold	(207,494)
<b>Total Members Kitchen Gross Profit</b>	<b>508,003</b>
Kitchen Wages	(333,696)
Kitchen Expenses Other	(43,465)
<b>Net Profit Members Kitchen</b>	<b>130,841</b>
<b>Functions</b>	
<b>Function Sales</b>	1,278,364
Functions Cost of Goods Sold	(462,788)
<b>Gross Profit- Functions</b>	<b>815,576</b>
Functions Wages	(567,992)
Function Expenses Other	(91,013)
<b>Net Profit- Functions</b>	<b>156,572</b>
Other Income	70,000
Other Expenses	(3,000)
<b>TOTAL FOOD &amp; BEVERAGE NET PROFIT / (LOSS)</b>	<b>433,508</b>
<b>CLUB ADMINISTRATION</b>	
<b>Club Income</b>	
Total Membership Related Fees	691,290
Total Pen Related Income	2,027,998
Total Special Purpose Software Levy	141,920
Total Training Income	171,525
Total Other Income	116,532
<b>Total Club Income</b>	<b>3,149,265</b>
<b>Club Expenses</b>	
Total Premises and Equipment	(633,521)
Total Wages & Salaries Club Admin.	(1,088,398)
Total Administration Expenses	(291,627)
Total Services Expenses	(201,442)
Total Training Expenses	(207,543)
Total Repairs and Maintenance	(252,009)
Total Financing Expenses	(249,536)
Total Depreciation	(542,927)
<b>Total Club Expenses</b>	<b>(3,467,004)</b>
<b>TOTAL CLUB ADMINISTRATION NET PROFIT / (LOSS)</b>	<b>(317,739)</b>

<b>BOAT LIFTERS</b>	
<b>Rack Storage</b>	
<b>Rack Income</b>	
Rack Income	198,574
<b>Rack Expenses</b>	
Rack Storage Rent	(41,886)
Forklift R&M	(15,500)
Rack Storage Wages	(66,591)
Total Expenses	(123,977)
<b>RACK STORAGE Net Profit</b>	<b>74,597</b>
<b>Sublet Rentals (Tenants) Income</b>	
Sublet Rental Income	300,621
Sublet Rental Expense	(13,999)
<b>SUBLET RENTALS Net Profit</b>	<b>286,622</b>
<b>Other Income</b>	
Other Income	12,240
<b>Total Other Income</b>	<b>12,240</b>
<b>Services Income</b>	
Antifoul Income	464,994
Hardstand Income	306,214
Lift Vessel Income	265,273
Pressure Clean Income	79,384
Propspeed Vessels Income	157,819
<b>Total Service Income</b>	<b>1,273,686</b>
<b>Services Expenses</b>	
Antifoul Expenses	(282,373)
Hardstand Expenses	(19,873)
Lifting Vessels Expenses	(194,890)
Propspeed Vessels Expense	(51,837)
<b>Total Service Expenses</b>	<b>(548,973)</b>
<b>Services Net Profit</b>	<b>724,712</b>
<b>Overhead Expenses</b>	
Other Expenses	(56,480)
Rental Expenses	(377,959)
Administration Expense	(67,320)
Financing Expenses	(114,920)
Repairs & Maintenance	(39,700)
Service Expenses	(7,060)
Utilities Expenses	(120,114)
Wages Expenses (non recoverable)	(304,620)
Depreciation	(112,208)
<b>Total Overhead Expenses</b>	<b>(1,200,382)</b>
<b>TOTAL BOAT LIFTERS NET PROFIT / (LOSS)</b>	<b>(102,211)</b>
<b>CONSOLIDATED HYC ACCOUNTING NET PROFIT / (LOSS)</b>	<b>13,558</b>

<b>CASH RECONCILIATION:</b>	
<b>CONSOLIDATED HYC ACCOUNTING NET PROFIT / (LOSS)</b>	<b>13,558</b>
<b>Non Cash Items</b>	
Add Back HYC Depreciation	542,927
Add Back HMLS Depreciation	112,208
Deduct Long Term Leases Income (paid in advance)	(101,749)
<b>TOTAL CONSOLIDATED CASH SURPLUS / (DEFICIT)</b>	<b>566,945</b>
<b>Less LOAN REPAYMENTS</b>	
Bankwest Loan repayment - HMLS	(120,000)
Bankwest Loan repayment - Clubhouse	(152,750)
Bankwest Loan repayment - Q Jetty	(114,900)
<b>TOTAL LOAN REPAYMENTS</b>	<b>(387,650)</b>
<b>TOTAL CONSOLIDATED CASH SURPLUS / (DEFICIT) EXCLUDING CAPEX</b>	<b>179,295</b>
<b>Less CAPITAL EXPENDITURE*</b>	
HYC	(207,128)
Software	(121,440)
Boat Lifters	(144,042)
<b>TOTAL CAPITAL EXPENDITURE</b>	<b>(472,610)</b>
<b>TOTAL CONSOLIDATED CASH SURPLUS / (DEFICIT) INCLUDING CAPEX</b>	<b>(293,315)</b>

\* No Capital Expenditure is being committed too unless Management approval is provided.  
All Capital Expenditure is being assessed on a case by case basis and must be deemed critical to proceed. Club overdraft facilities available for any cash deficit.