

Avoca Beach SLSC
For the year ended 30 April 2020
Sunsets Financial Report - Comparison 2020 v 2019

Account	2020		2019		Comments
Trading Income					
Bar Sales - Functions	70,219.63		68,254.28		Covid Closure Impact March - April Income 2019 \$159,016 March - April Income 2020 \$67,154 Assumption if remained open same trading Therefore \$91,862 missed Income
Bar Sales - Sunsets	354,416.48		358,316.65		
Club Events	1,227.22		722.75		
Food sales - Sunsets	469,629.71		492,144.46		
Functions - Miscellaneous income	2,477.28		777.28		
Kitchen hire	681.82		684.10		
Presentation Night	6,159.40		4,513.87		
Room hire	30,540.00		42,885.00		
Sunsets Catering	91,439.96		56,850.89		
Total Trading Income	1,026,791.50		1,025,149.28		
Cost of Sales					
		% of Income		% of Income	Covid Closure Impact Assumption using Gross Profit % pre March 61.33%
COGS - Bar Purchases	176,907.51	41.66%	160,822.17	37.70%	
COGS - Bistro purchases	221,027.11	39.39%	217,477.41	39.61%	
COGS - Fundraising	0.00		75.00		
Total Cost of Sales	397,934.62	38.76%	378,374.58	36.91%	2) Gross Profit if remained open - \$686,069
Gross Profit	628,856.88	61.24%	646,774.70	63.09%	
Other Income					
Merchant charges	(669.48)		30.65		
Total Other Income	(669.48)		30.65		
Operating Expenses					
		% of Income		% of Income	
Administration	534.09	0.05%	0.00	0.00%	
Advertising & Promotion	10,000.00	0.97%	10,460.00	1.02%	
Bank deposit service	2,400.00	0.23%	2,600.00	0.25%	
Cleaning	31,037.99	3.02%	27,390.57	2.67%	
Depreciation	340.28	0.03%	0.00	0.00%	
Food & beverage discount given - members	25,405.62	2.47%	20,995.64	2.05%	
Donations Paid	0.00	0.00%	440.00	0.04%	
Electricity, Gas, Water	24,737.88	2.41%	28,493.45	2.78%	
Entertainment & Social Expenses	545.45	0.05%	1,260.00	0.12%	
Entertainment / Performers	1,254.54	0.12%	4,524.54	0.44%	
Equipment - Sunsets	5,804.81	0.57%	2,785.89	0.27%	
Freight, Courier, Transport	96.28	0.01%	395.00	0.04%	
Legal / Licensing Fees	0.00	0.00%	1,246.53	0.12%	
Loss on sale of non current asset	(818.19)	-0.08%	0.00	0.00%	
Presentations	0.00	0.00%	13.64	0.00%	
Printing & Stationery	436.91	0.04%	365.94	0.04%	
Repairs & Maintenance - Kitchen & Bar	10,514.85	1.02%	9,313.29	0.91%	
Security	312.00	0.03%	101.64	0.01%	
Subscriptions	1,373.59	0.13%	1,109.10	0.11%	
Telephone & Internet	564.77	0.06%	286.38	0.03%	
Uniforms	738.34	0.07%	502.00	0.05%	
Variances	(1,093.76)	-0.11%	355.62	0.03%	
Waste Removal	7,308.61	0.71%	5,684.87	0.55%	
Sunsets Employee Expenses					
Workers Comp Insurance	2,527.83	0.25%	0.00	0.00%	Covid Closure Impact 3) Employee Expense % pre March 37.5%
Wages & Salaries - Kitchen	207,513.32	20.21%	242,622.95	23.67%	
Wages & Salaries - Bar	137,333.50	13.38%	163,826.06	15.98%	
Wages & Salaries - Administration	17,270.00	1.68%	18,550.00	1.81%	
Staff Meals	5,639.74	0.55%	3,648.17	0.36%	
Superannuation	33,944.81	3.31%	36,591.33	3.57%	
Total Sunsets Employee Expenses	404,229.20	39.37%	465,238.51	45.38%	
Wages & Salaries - Bonuses	10,875.00		0.00		Assumption using Net Profit % pre March 11.17%
Total Operating Expenses	536,598.26	52.26%	583,562.61	56.92%	
Net Profit	91,589.14	8.92%	63,242.74	6.17%	4) Net Profit if remained open - \$124,953

Assumptions - If Sunsets remained open:

Comment note 1 - Income increases by \$93,504 **9% increase**
Comment note 4 - Net Profit increases by \$61,711 **97% increase**