

Beacon Hill Football Club

9 Lagoon View Road
Cromer NSW 2099

Profit & Loss [Cash]
October 2017 To September 2018

Profit & Loss [Cash]
October 2016 To September 2017

| INCOME | | | | | |
|--------------------------------|--------------|--------------|---------------------|--------------|---------------------|
| Income | | | | | |
| Youth Club Levy | | \$6,394.51 | | \$6,847.69 | |
| Total Registrations | | | | | |
| Registration | \$195,754.06 | | \$235,108.08 | | |
| Deregistrations | (\$5,316.28) | | (\$3,991.48) | | |
| Family Discount | (\$338.00) | | (\$137.19) | | |
| ActiveKids Voucher | \$51,300.00 | | | | |
| Merchandise Sales | | \$5,676.07 | | \$7,428.92 | |
| Club Sponsorship | | \$2,300.00 | | \$2,000.00 | |
| AL1 Fundraising | | \$9,890.00 | | \$5,990.00 | |
| U18 Sponsorship | | \$2,014.50 | | \$3,727.27 | |
| Womens PL Sponsorship | | \$3,227.27 | | \$1,808.40 | |
| Junior Sponsorship | | \$600.00 | | \$1,154.55 | |
| FR - Soccer Camp 1 Rego | | \$623.64 | | \$898.26 | |
| Fundraising | | \$3,370.89 | | \$458.18 | |
| Junior Presentation BBQ Sales | | \$447.40 | | \$1,384.01 | |
| Team Kit (no sponsorship) | | \$1,824.91 | | \$725.45 | |
| Credit Card Levy | | \$142.72 | | \$40.96 | |
| Total Income | | | \$277,911.69 | | \$263,443.10 |
| Cost of Sales | | | | | |
| COS - Youth Club Levy | | \$0.00 | | \$7,518.00 | |
| COS - MWFA Registration | | \$174,582.12 | | \$174,712.49 | |
| COS - Merchandise | | \$16,217.10 | | \$9,291.20 | |
| COS - AL1 Sponsorship | | \$13,554.55 | | \$4,758.17 | |
| COS - U18 Sponsorship | | \$1,881.82 | | \$0.00 | |
| COS - Women's PL Sponsorship | | \$0.00 | | \$2,176.43 | |
| COS - Team Kit- no sponsorship | | \$1,218.00 | | \$105.00 | |
| COS - Team Kit Sponsored | | \$134.30 | | \$208.95 | |
| COS - Fundraising | | \$1,331.44 | | \$0.00 | |
| COS - Women's Sponsorship | | \$0.00 | | \$658.00 | |
| COS - Credit Card Fees | | \$83.50 | | \$25.85 | |
| Total Cost of Sales | | | \$209,002.83 | | \$199,454.09 |
| Gross Profit | | | \$68,908.86 | | \$63,989.01 |
| EXPENSES | | | | | |
| Bank Fees | | \$249.39 | | \$227.11 | |
| Clubhouse Supplies | | \$540.64 | | \$366.13 | |
| Line Marking Expenses | | \$591.54 | | \$630.00 | |
| Committee Costs | | \$2,687.45 | | \$1,280.00 | |
| State Cup Expenses | | \$194.00 | | \$148.50 | |
| Dues & Subscriptions | | \$4.55 | | \$0.00 | |
| Discounts Given | | \$0.00 | | \$616.37 | |
| Fines | | \$0.00 | | \$136.36 | |
| Hall Hire and Storage | | \$2,819.09 | | \$2,097.95 | |
| Internet Costs | | \$0.00 | | \$2,533.00 | |
| Junior Presentation Costs | | \$7,614.15 | | \$13,709.06 | |
| Youth Presentation Costs | | \$767.82 | | \$473.23 | |
| License Fees | | | | \$4.55 | |
| Lighting Costs | | \$3,167.87 | | \$4,805.05 | |
| Maintenance | | \$125.00 | | \$0.00 | |
| Field Expenses | | \$12,247.33 | | \$4,373.70 | |
| Merchant Exp for Credit Cards | | \$512.33 | | \$651.02 | |
| Mobile Telephones | | \$229.10 | | \$360.01 | |
| Office Expenses | | \$244.06 | | \$739.48 | |
| WPL Expenses | | \$200.00 | | \$122.73 | |
| Mens AL Expenses | | \$6,136.36 | | \$6,500.00 | |
| Referee Fees | | \$1,020.00 | | \$785.00 | |
| Senior Presentation Expenses | | \$1,218.27 | | \$1,500.00 | |
| Miscellaneous | | \$2,213.63 | | \$150.00 | |
| Training | | | | | |
| Junior Training | \$3,750.00 | | \$6,000.00 | | |
| Team Kit | | \$24,129.50 | | \$21,901.01 | |
| Website | | \$2,904.27 | | | \$70,110.26 |
| Total Expenses | | | \$73,566.35 | | \$70,110.26 |
| Operating Profit | | | (\$4,657.49) | | (\$6,121.25) |
| Other Income | | | | | |
| Interest Income | | \$1,059.64 | | \$1,571.08 | |
| Total Other Income | | | \$1,059.64 | | \$1,571.08 |
| Total Other Expenses | | | \$0.00 | | \$0.00 |
| NET PROFIT/LOSS | | | (\$3,597.85) | | (\$4,550.17) |