

Dragonboat SA Inc

Balance Sheet

As of April 2017

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| | |
|--------------------------------|---------------------|
| Assets | |
| Current Assets | |
| Cash On Hand | |
| ACCOUNT 1 | \$8,271.42 |
| ACCOUNT 3 | \$17,078.02 |
| Petty Cash | -\$191.78 |
| Accounts Receivable | \$11,949.31 |
| Inventory | \$597.25 |
| Total Cash On Hand | <u>\$37,704.22</u> |
| The Sailing Club - DBSA & PAAF | <u>\$2,689.72</u> |
| Total Current Assets | <u>\$40,393.94</u> |
| Property & Equipment | |
| Buildings | |
| Shed items at Cost | \$398.00 |
| Sailing Club initial cost | \$27,492.20 |
| Total Buildings | <u>\$27,890.20</u> |
| Furniture & Fixtures | |
| Trailers at Cost | \$26,090.80 |
| Dragonboats & assoc equipment | \$91,070.06 |
| Racer equipment at cost | \$14,204.39 |
| db training equipment | \$2,352.15 |
| Racing FL equipment at cost | \$40,503.00 |
| Tents at cost | \$3,573.49 |
| Banners and flags at cost | \$676.50 |
| Sundry items at cost | \$12,756.56 |
| Asset with no WDV | \$6,944.11 |
| Accumulated depreciation | -\$143,001.96 |
| Total Furniture & Fixtures | <u>\$55,169.10</u> |
| Total Property & Equipment | <u>\$83,059.30</u> |
| Total Assets | <u>\$123,453.24</u> |
| Liabilities | |
| Current Liabilities | |
| GST Liabilities | |
| GST Collected | \$1,240.01 |
| GST Paid | \$1,014.14 |
| Total GST Liabilities | <u>\$2,254.15</u> |
| Total Current Liabilities | <u>\$2,254.15</u> |
| Total Liabilities | <u>\$2,254.15</u> |
| Net Assets | <u>\$121,199.09</u> |
| Equity | |
| Members' Funds | \$174,856.68 |
| Retained Earnings | -\$40,987.65 |
| Current Year Surplus/Deficit | -\$12,669.94 |
| Total Equity | <u>\$121,199.09</u> |

Dragonboat SA Inc

Profit & Loss [Last Year Analysis]

July 2016 through April 2017

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| | This Year | Last Year | \$ Difference | % Difference |
|--------------------------------|---------------------|---------------------|---------------------|----------------|
| Income | | | | |
| MEMBERSHIP FEES | | | | |
| Full M'ship - metro | \$59,334.30 | \$64,892.00 | -\$5,557.70 | (8.6%) |
| Tertiary/67+ metro | \$5,955.16 | \$5,450.00 | \$505.16 | 9.3% |
| Junior M'ship - metro | \$758.64 | \$682.00 | \$76.64 | 11.2% |
| Junior M'ship - country | \$177.00 | \$242.00 | -\$65.00 | (26.9%) |
| Full - Country M'ship | \$24,383.82 | \$18,497.00 | \$5,886.82 | 31.8% |
| Tertiary/67+ country | \$5,464.35 | \$2,563.00 | \$2,901.35 | 113.2% |
| Club Affiliate member | \$40.00 | \$60.00 | -\$20.00 | (33.3%) |
| Total MEMBERSHIP FEES | \$96,113.27 | \$92,386.00 | \$3,727.27 | 4.0% |
| GRANTS | | | | |
| StEP - State Org Support | \$17,500.00 | \$17,500.00 | \$0.00 | 0.0% |
| Local grants | \$0.00 | \$5,000.00 | -\$5,000.00 | (100.0%) |
| Sponsorship | \$1,000.00 | \$0.00 | \$1,000.00 | NA |
| Total GRANTS | \$18,500.00 | \$22,500.00 | -\$4,000.00 | (17.8%) |
| EVENTS | | | | |
| Corporate Events | \$9,202.91 | \$7,525.00 | \$1,677.91 | 22.3% |
| Course - Coaching/Sweeps | \$3,584.15 | \$1,082.65 | \$2,501.50 | 231.1% |
| DBSA Dinner | \$55.00 | \$0.00 | \$55.00 | NA |
| Master Games | \$0.00 | \$25,700.00 | -\$25,700.00 | (100.0%) |
| Total EVENTS | \$12,842.06 | \$34,307.65 | -\$21,465.59 | (62.6%) |
| MISC | | | | |
| Dragons Down Under | \$0.00 | \$2,000.00 | -\$2,000.00 | (100.0%) |
| BankInterest Received | \$311.34 | \$1,127.92 | -\$816.58 | (72.4%) |
| Coffee Stand | \$95.45 | \$350.00 | -\$254.55 | (72.7%) |
| Vendor stand site fee | \$50.00 | \$0.00 | \$50.00 | NA |
| Donations to DBSA | \$775.00 | \$1,100.00 | -\$325.00 | (29.5%) |
| Dragonboat/equipment sale | \$9,555.13 | \$1,680.00 | \$7,875.13 | 468.8% |
| Insurance | \$3,294.53 | \$3,775.60 | -\$481.07 | (12.7%) |
| Money share 2016 Championships | \$43,796.00 | \$0.00 | \$43,796.00 | NA |
| hire of Lynx equipment | \$4,000.00 | \$0.00 | \$4,000.00 | NA |
| Hire of 2 way radios | \$30.00 | \$20.00 | \$10.00 | 50.0% |
| Total MISC | \$61,907.45 | \$10,053.52 | \$51,853.93 | 515.8% |
| FEES | | | | |
| race fees | \$13,055.00 | \$16,410.00 | -\$3,355.00 | (20.4%) |
| season state titles | \$4,965.00 | \$5,860.00 | -\$895.00 | (15.3%) |
| late id card fees | \$27.28 | \$0.00 | \$27.28 | NA |
| ID replacement card fee | \$20.00 | \$180.00 | -\$160.00 | (88.9%) |
| state team fees | \$77.28 | \$310.00 | -\$232.72 | (75.1%) |
| Total FEES | \$18,144.56 | \$22,760.00 | -\$4,615.44 | (20.3%) |
| Total Income | \$207,507.34 | \$182,007.17 | \$25,500.17 | 14.0% |
| Cost of Sales | | | | |
| Equipment for Resale | \$9,708.67 | \$0.00 | \$9,708.67 | NA |
| Total Cost of Sales | \$9,708.67 | \$0.00 | \$9,708.67 | NA |
| Gross Profit | \$197,798.67 | \$182,007.17 | \$15,791.50 | 8.7% |
| Expenses | | | | |
| ADMINISTRATION | | | | |
| Accountants Fees - auditor | \$450.00 | \$396.00 | \$54.00 | 13.6% |
| Bank Fees | \$104.00 | \$16.00 | \$88.00 | 550.0% |
| Boat Lease, fees inpections | \$140.00 | \$0.00 | \$140.00 | NA |
| Coaching - courses | \$723.54 | \$305.21 | \$418.33 | 137.1% |
| GPO Box | \$258.18 | \$277.00 | -\$18.82 | (6.8%) |
| Insurance | \$15,110.20 | \$19,305.09 | -\$4,194.89 | (21.7%) |
| Legal fees/ OCBA fee | \$0.00 | \$62.50 | -\$62.50 | (100.0%) |
| Meeting Expenses | \$4,709.39 | \$3,178.32 | \$1,531.07 | 48.2% |
| Phone and internet | \$1,303.68 | \$1,534.53 | -\$230.85 | (15.0%) |
| Freight & Postage | \$20.99 | \$136.60 | -\$115.61 | (84.6%) |
| Stationery/ office supplies | \$1,526.19 | \$1,625.93 | -\$99.74 | (6.1%) |
| Travel & Accomodation | \$4,564.78 | \$399.10 | \$4,165.68 | 1,043.8% |

Dragonboat SA Inc

Profit & Loss [Last Year Analysis]

July 2016 through April 2017

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| | This Year | Last Year | \$ Difference | % Difference |
|----------------------------------|--------------------|--------------------|--------------------|-----------------|
| Web Site* | \$688.00 | \$1,350.80 | -\$662.80 | (49.1%) |
| Administration - SSA & AF* | | | | |
| Admin Fee - Minute Secretary* | \$11,302.50 | \$11,476.15 | -\$173.65 | (1.5%) |
| Admin Fee - Sport SA* | \$909.09 | \$1,000.00 | -\$90.91 | (9.1%) |
| Admin Database* | \$7,947.52 | \$8,801.40 | -\$853.88 | (9.7%) |
| Admin Communication costs* | \$500.00 | \$540.00 | -\$40.00 | (7.4%) |
| M'ship Cards & Database* | \$3,620.75 | \$3,777.40 | -\$156.65 | (4.1%) |
| Total Administration - SSA & AF* | <u>\$24,279.86</u> | <u>\$25,594.95</u> | <u>-\$1,315.09</u> | <u>(5.1%)</u> |
| Dues & Subscriptions | | | | |
| AusDBF paddler fee | \$12,905.46 | \$13,810.85 | -\$905.39 | (6.6%) |
| Subs - AusDBF | \$500.00 | \$550.00 | -\$50.00 | (9.1%) |
| Memberships* | \$268.18 | \$295.00 | -\$26.82 | (9.1%) |
| Shed Rent | | | | |
| Rent - West Lakes | \$11,761.35 | \$11,187.50 | \$573.85 | 5.1% |
| Rent - Torrens | \$3,600.00 | \$3,600.00 | \$0.00 | 0.0% |
| Total ADMINISTRATION | <u>\$82,913.80</u> | <u>\$83,625.38</u> | <u>-\$711.58</u> | <u>(0.9%)</u> |
| HIGH PERFORMANCE | | | | |
| Coaching Expenses* | \$1,520.41 | \$0.00 | \$1,520.41 | NA |
| National Registrations | \$4,218.18 | \$1,400.00 | \$2,818.18 | 201.3% |
| State team expenses | \$208.15 | \$7,036.11 | -\$6,827.96 | (97.0%) |
| State Uniforms | \$2,293.82 | \$716.00 | \$1,577.82 | 220.4% |
| High Performance Management* | \$0.00 | \$85.90 | -\$85.90 | (100.0%) |
| Officials Development* | \$600.00 | \$810.00 | -\$210.00 | (25.9%) |
| First Aid Courses* | \$2,113.94 | \$1,837.50 | \$276.44 | 15.0% |
| Total HIGH PERFORMANCE | <u>\$10,954.50</u> | <u>\$11,885.51</u> | <u>-\$931.01</u> | <u>(7.8%)</u> |
| DEVELOPMENT | | | | |
| Advertising | \$2,003.55 | \$990.00 | \$1,013.55 | 102.4% |
| Corporate Paddle Payments | \$1,420.00 | \$0.00 | \$1,420.00 | NA |
| Corporate events expenses | \$129.10 | \$249.04 | -\$119.94 | (48.2%) |
| Junior development expenses | \$113.37 | \$0.00 | \$113.37 | NA |
| Total DEVELOPMENT | <u>\$3,666.02</u> | <u>\$1,239.04</u> | <u>\$2,426.98</u> | <u>195.9%</u> |
| RACING | | | | |
| Racing expenses - Wallaroo | \$433.89 | \$0.00 | \$433.89 | NA |
| Racing Expenses | \$1,844.85 | \$2,234.66 | -\$389.81 | (17.4%) |
| Racing expenses - Announcer | \$1,900.00 | \$50.00 | \$1,850.00 | 3,700.0% |
| Cultural portfolio* | \$22.15 | \$0.00 | \$22.15 | NA |
| Venue/Reserve Hire* | \$6,429.82 | \$5,716.50 | \$713.32 | 12.5% |
| Season Medals & Trophies | \$7,585.53 | \$6,379.52 | \$1,206.01 | 18.9% |
| Power Boat Maintenance & Fuel | \$1,637.85 | \$868.40 | \$769.45 | 88.6% |
| Security Services | \$456.00 | \$1,821.60 | -\$1,365.60 | (75.0%) |
| Starting Equipt & Course Maint | \$458.62 | \$331.30 | \$127.32 | 38.4% |
| Vehicle hire, rego, & fuel | \$1,695.36 | \$1,296.01 | \$399.35 | 30.8% |
| Toilet hire | \$2,570.00 | \$3,115.50 | -\$545.50 | (17.5%) |
| Total RACING | <u>\$25,034.07</u> | <u>\$21,813.49</u> | <u>\$3,220.58</u> | <u>14.8%</u> |
| MAINTENANCE & REPLACEMNT* | | | | |
| Maintenance - Boats* | \$375.79 | \$709.34 | -\$333.55 | (47.0%) |
| Maintenance - other equipment | \$299.25 | \$48.95 | \$250.30 | 511.3% |
| dragonboat purchase* | \$70,920.00 | \$0.00 | \$70,920.00 | NA |
| Maintenance - DBSA SailingClub | \$298.50 | \$0.00 | \$298.50 | NA |
| Maintenanc - Shed | \$645.72 | \$569.02 | \$76.70 | 13.5% |
| Maintenance - Shed Torrens | \$31.40 | \$0.00 | \$31.40 | NA |
| Maintenance - Trailer | \$295.76 | \$1,387.64 | -\$1,091.88 | (78.7%) |
| Paddles | \$9,100.00 | \$0.00 | \$9,100.00 | NA |
| Other Equipment Purchased* | \$0.00 | \$2,764.50 | -\$2,764.50 | (100.0%) |
| Hire of AED equipment | \$0.00 | \$187.00 | -\$187.00 | (100.0%) |
| Total MAINTENANCE & REPLACEMNT* | <u>\$81,966.42</u> | <u>\$5,666.45</u> | <u>\$76,299.97</u> | <u>1,346.5%</u> |
| Volunteers | | | | |
| Volunteer amentities | \$616.37 | \$246.48 | \$369.89 | 150.1% |
| Volunteer Function* | \$179.58 | \$88.00 | \$91.58 | 104.1% |
| warehouse | \$0.00 | \$63.63 | -\$63.63 | (100.0%) |
| EVENTS | | | | |
| Events - WCCC 2016 | \$0.00 | \$4,955.83 | -\$4,955.83 | (100.0%) |
| Dragons Down Under | \$0.00 | \$552.75 | -\$552.75 | (100.0%) |
| Masters games | \$368.62 | \$14,603.81 | -\$14,235.19 | (97.5%) |

Dragonboat SA Inc

Profit & Loss [Last Year Analysis]

July 2016 through April 2017

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| | This Year | Last Year | \$ Difference | % Difference |
|-------------------------------|---------------------|---------------------|---------------------|-----------------|
| Nationals expenses | \$1,462.73 | \$75.99 | \$1,386.74 | 1,824.9% |
| Events - DBSA dinner | \$3,225.00 | \$0.00 | \$3,225.00 | NA |
| PA Sailing Club joint venture | | | | |
| Sailing Club ongoing expenses | \$72.41 | \$633.75 | -\$561.34 | (88.6%) |
| Coffee machine | \$9.09 | \$430.44 | -\$421.35 | (97.9%) |
| Total Expenses | <u>\$210,468.61</u> | <u>\$145,880.55</u> | <u>\$64,588.06</u> | <u>44.3%</u> |
| Operating Profit | <u>-\$12,669.94</u> | <u>\$36,126.62</u> | <u>-\$48,796.56</u> | <u>(135.1%)</u> |
| Other Expenses | | | | |
| Net Surplus / (Deficit) | <u>-\$12,669.94</u> | <u>\$36,126.62</u> | <u>-\$48,796.56</u> | <u>(135.1%)</u> |

Dragonboat SA Inc

Profit & Loss Statement

July 2016 through April 2017

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| | July | August | September | October | November | December | January | February | March | April | Total |
|--------------------------------|--------------------|--------------------|-------------------|--------------------|--------------------|--------------------|-------------------|--------------------|-------------------|--------------------|---------------------|
| Income | | | | | | | | | | | |
| MEMBERSHIP FEES | | | | | | | | | | | |
| Full M'ship - metro | \$42,276.80 | \$4,451.09 | \$2,102.84 | \$2,609.08 | \$2,698.17 | \$372.72 | \$781.81 | \$2,255.44 | \$1,786.35 | \$0.00 | \$59,334.30 |
| Tertiary/67+ metro | \$5,347.81 | \$342.72 | \$0.00 | \$7.36 | \$156.36 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$100.91 | \$5,955.16 |
| Junior M'ship - metro | \$544.00 | \$89.09 | \$0.00 | \$0.00 | \$0.00 | \$214.55 | -\$89.00 | \$0.00 | \$0.00 | \$0.00 | \$758.64 |
| Junior M'ship - country | \$177.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$177.00 |
| Full - Country M'ship | \$17,190.19 | \$1,360.90 | \$376.35 | \$878.18 | \$376.35 | \$250.91 | \$84.55 | \$3,135.47 | \$477.28 | \$253.64 | \$24,383.82 |
| Tertiary/67+ country | \$5,247.99 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$108.18 | \$108.18 | \$0.00 | \$0.00 | \$0.00 | \$5,464.35 |
| Club Affiliate member | \$40.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$40.00 |
| Total MEMBERSHIP FEES | \$70,823.79 | \$6,243.80 | \$2,479.19 | \$3,494.62 | \$3,230.88 | \$946.36 | \$885.54 | \$5,390.91 | \$2,263.63 | \$354.55 | \$96,113.27 |
| GRANTS | | | | | | | | | | | |
| StEP - State Org Support | \$0.00 | \$17,500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$17,500.00 |
| Sponsorship | \$0.00 | \$0.00 | \$3,000.00 | -\$2,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,000.00 |
| Total GRANTS | \$0.00 | \$17,500.00 | \$3,000.00 | -\$2,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$18,500.00 |
| EVENTS | | | | | | | | | | | |
| Corporate Events | \$0.00 | \$3,600.00 | \$0.00 | \$200.00 | \$4,970.91 | \$432.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,202.91 |
| Course - Coaching/Sweeps | \$0.00 | \$0.00 | \$650.01 | \$790.95 | \$2,018.19 | \$0.00 | \$0.00 | \$0.00 | \$125.00 | \$0.00 | \$3,584.15 |
| DBSA Dinner | \$55.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$55.00 |
| Total EVENTS | \$55.00 | \$3,600.00 | \$650.01 | \$990.95 | \$6,989.10 | \$432.00 | \$0.00 | \$0.00 | \$125.00 | \$0.00 | \$12,842.06 |
| MISC | | | | | | | | | | | |
| BankInterest Received | \$46.21 | \$55.44 | \$43.42 | \$44.90 | \$43.48 | \$33.86 | \$15.19 | \$9.62 | \$10.22 | \$9.00 | \$311.34 |
| Coffee Stand | \$0.00 | \$0.00 | \$95.45 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$95.45 |
| Vendor stand site fee | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$50.00 | \$0.00 | \$50.00 |
| Donations to DBSA | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$200.00 | \$575.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$775.00 |
| Dragonboat/equipment sale | \$0.00 | \$3,581.00 | \$100.00 | \$159.25 | \$454.55 | \$0.00 | \$0.00 | \$2,234.00 | \$130.00 | \$2,896.33 | \$9,555.13 |
| Insurance | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,294.53 | \$0.00 | \$0.00 | \$3,294.53 |
| Money share 2016 Championships | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$43,796.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$43,796.00 |
| hire of Lynx equipment | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,000.00 | \$4,000.00 |
| Hire of 2 way radios | \$0.00 | \$0.00 | \$0.00 | \$30.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$30.00 |
| Total MISC | \$46.21 | \$3,636.44 | \$238.87 | \$234.15 | \$698.03 | \$44,404.86 | \$15.19 | \$5,538.15 | \$190.22 | \$6,905.33 | \$61,907.45 |
| FEES | | | | | | | | | | | |
| race fees | \$0.00 | \$0.00 | \$2,749.55 | \$1,312.50 | \$1,275.00 | \$1,785.00 | \$3,097.50 | \$1,957.50 | \$1,020.00 | -\$142.05 | \$13,055.00 |
| season state titles | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$680.00 | \$4,285.00 | \$4,965.00 |
| late id card fees | \$0.00 | \$0.00 | \$0.00 | \$27.28 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$27.28 |
| ID replacement card fee | \$0.00 | \$0.00 | \$0.00 | \$20.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$20.00 |
| state team fees | \$3.64 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$40.00 | \$33.64 | \$77.28 |
| Total FEES | \$3.64 | \$0.00 | \$2,749.55 | \$1,359.78 | \$1,275.00 | \$1,785.00 | \$3,097.50 | \$1,957.50 | \$1,740.00 | \$4,176.59 | \$18,144.56 |
| Total Income | \$70,928.64 | \$30,980.24 | \$9,117.62 | \$4,079.50 | \$12,193.01 | \$47,568.22 | \$3,998.23 | \$12,886.56 | \$4,318.85 | \$11,436.47 | \$207,507.34 |
| Cost of Sales | | | | | | | | | | | |
| Equipment for Resale | \$0.00 | \$0.00 | \$0.00 | \$5,043.50 | \$879.55 | \$1,950.00 | -\$373.10 | \$2,208.72 | \$0.00 | \$0.00 | \$9,708.67 |
| Total Cost of Sales | \$0.00 | \$0.00 | \$0.00 | \$5,043.50 | \$879.55 | \$1,950.00 | -\$373.10 | \$2,208.72 | \$0.00 | \$0.00 | \$9,708.67 |
| Gross Profit | \$70,928.64 | \$30,980.24 | \$9,117.62 | -\$964.00 | \$11,313.46 | \$45,618.22 | \$4,371.33 | \$10,677.84 | \$4,318.85 | \$11,436.47 | \$197,798.67 |

Dragonboat SA Inc

Profit & Loss Statement

July 2016 through April 2017

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| | July | August | September | October | November | December | January | February | March | April | Total |
|---|--------------------|--------------------|-------------------|--------------------|--------------------|-------------------|-------------------|--------------------|-------------------|-------------------|--------------------|
| Expenses | | | | | | | | | | | |
| ADMINISTRATION | | | | | | | | | | | |
| Accountants Fees - auditor | \$0.00 | \$0.00 | \$0.00 | \$450.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$450.00 |
| Bank Fees | \$0.00 | \$0.00 | \$0.00 | \$32.00 | \$0.00 | \$0.00 | \$0.00 | \$64.00 | \$0.00 | \$8.00 | \$104.00 |
| Boat Lease, fees inpections | \$0.00 | \$0.00 | \$140.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$140.00 |
| Coaching - courses | \$0.00 | \$0.00 | \$219.19 | \$0.00 | \$504.35 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$723.54 |
| GPO Box | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$258.18 | \$258.18 |
| Insurance | \$7,639.66 | \$7,637.15 | \$0.00 | \$0.00 | \$665.85 | \$0.00 | -\$832.46 | \$0.00 | \$0.00 | \$0.00 | \$15,110.20 |
| Meeting Expenses | \$0.00 | \$420.00 | \$369.29 | \$137.89 | \$1,445.24 | \$855.20 | \$637.28 | \$286.39 | \$449.95 | \$108.15 | \$4,709.39 |
| Phone and internet | \$140.82 | \$59.09 | \$120.91 | \$59.09 | \$59.09 | \$124.00 | \$59.09 | \$519.39 | \$103.11 | \$59.09 | \$1,303.68 |
| Freight & Postage | \$0.00 | \$0.00 | \$0.00 | \$10.91 | \$4.54 | \$5.54 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$20.99 |
| Stationery/ office supplies | \$0.00 | \$0.00 | \$330.18 | \$0.00 | \$336.55 | \$308.86 | \$67.28 | \$140.36 | \$270.23 | \$72.73 | \$1,526.19 |
| Travel & Accomodation | \$741.80 | \$0.00 | \$1,520.34 | \$289.28 | \$0.00 | \$1,486.71 | \$526.65 | \$0.00 | \$0.00 | \$0.00 | \$4,564.78 |
| Web Site* | \$0.00 | \$0.00 | \$88.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$600.00 | \$0.00 | \$0.00 | \$688.00 |
| Administration - SSA & AF* | | | | | | | | | | | |
| Admin Fee - Minute Secretary* | \$1,375.00 | \$1,361.25 | \$1,388.75 | \$1,567.50 | \$797.50 | \$1,182.50 | \$632.50 | \$976.25 | \$1,237.50 | \$783.75 | \$11,302.50 |
| Admin Fee - Sport SA* | \$0.00 | \$0.00 | \$0.00 | \$909.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$909.09 |
| Admin Database* | \$1,567.50 | \$1,801.26 | \$1,375.00 | \$0.00 | \$550.00 | \$728.75 | \$357.50 | \$701.26 | \$481.25 | \$385.00 | \$7,947.52 |
| Admin Communication costs* | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$500.00 |
| M'ship Cards & Database* | \$402.00 | \$0.00 | \$0.00 | \$893.75 | \$1,924.00 | \$0.00 | \$401.00 | \$0.00 | \$0.00 | \$0.00 | \$3,620.75 |
| Total Administration - SSA & AF* | \$3,394.50 | \$3,212.51 | \$2,813.75 | \$3,420.34 | \$3,321.50 | \$1,961.25 | \$1,441.00 | \$1,727.51 | \$1,768.75 | \$1,218.75 | \$24,279.86 |
| Dues & Subscriptions | | | | | | | | | | | |
| AusDBF paddler fee | \$0.00 | \$0.00 | \$0.00 | \$11,410.91 | \$0.00 | \$0.00 | \$0.00 | \$1,494.55 | \$0.00 | \$0.00 | \$12,905.46 |
| Subs - AusDBF | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$500.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$500.00 |
| Memberships* | \$68.18 | \$200.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$268.18 |
| Shed Rent | | | | | | | | | | | |
| Rent - West Lakes | \$0.00 | \$3,920.45 | \$0.00 | \$0.00 | \$3,920.45 | \$0.00 | \$0.00 | \$3,920.45 | \$0.00 | \$0.00 | \$11,761.35 |
| Rent - Torrens | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,600.00 | \$0.00 | \$0.00 | \$3,600.00 |
| Total ADMINISTRATION | \$11,984.96 | \$15,449.20 | \$5,601.66 | \$15,810.42 | \$10,257.57 | \$5,241.56 | \$1,898.84 | \$12,352.65 | \$2,592.04 | \$1,724.90 | \$82,913.80 |
| HIGH PERFORMANCE | | | | | | | | | | | |
| Coaching Expenses* | \$0.00 | \$0.00 | \$125.41 | \$0.00 | \$0.00 | \$1,375.00 | \$20.00 | \$0.00 | \$0.00 | \$0.00 | \$1,520.41 |
| National Registrations | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$4,218.18 | \$0.00 | \$4,218.18 |
| State team expenses | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$208.15 | \$208.15 |
| State Uniforms | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$645.00 | \$0.00 | \$0.00 | \$1,648.82 | \$2,293.82 |
| Officials Development* | \$0.00 | \$600.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$600.00 |
| First Aid Courses* | \$0.00 | \$0.00 | \$0.00 | \$2,113.94 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$2,113.94 |
| Total HIGH PERFORMANCE | \$0.00 | \$600.00 | \$125.41 | \$2,113.94 | \$0.00 | \$1,375.00 | \$665.00 | \$0.00 | \$4,218.18 | \$1,856.97 | \$10,954.50 |
| DEVELOPMENT | | | | | | | | | | | |
| Advertising | \$490.00 | \$500.00 | \$0.00 | \$0.00 | \$0.00 | \$223.55 | \$790.00 | \$0.00 | \$0.00 | \$0.00 | \$2,003.55 |
| Corporate Paddle Payments | \$0.00 | \$580.00 | \$0.00 | \$0.00 | \$0.00 | \$860.00 | \$0.00 | \$0.00 | \$0.00 | -\$20.00 | \$1,420.00 |
| Corporate events expenses | \$0.00 | \$38.19 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$90.91 | \$0.00 | \$0.00 | \$129.10 |
| Junior development expenses | \$0.00 | \$0.00 | \$0.00 | \$81.81 | \$31.56 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$113.37 |
| Total DEVELOPMENT | \$490.00 | \$1,118.19 | \$0.00 | \$81.81 | \$31.56 | \$1,083.55 | \$790.00 | \$90.91 | \$0.00 | -\$20.00 | \$3,666.02 |
| RACING | | | | | | | | | | | |
| Racing expenses - Wallaroo | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$219.45 | \$214.44 | \$0.00 | \$433.89 |
| Racing Expenses | \$200.00 | \$0.00 | \$67.21 | \$313.64 | \$320.03 | \$191.82 | \$182.70 | \$0.00 | \$0.00 | \$569.45 | \$1,844.85 |

Dragonboat SA Inc

Profit & Loss Statement

July 2016 through April 2017

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| | July | August | September | October | November | December | January | February | March | April | Total |
|--|--------------------|--------------------|-------------------|---------------------|--------------------|---------------------|-------------------|---------------------|--------------------|-------------------|---------------------|
| Racing expenses - Announcer | \$0.00 | \$0.00 | \$250.00 | \$0.00 | \$0.00 | \$0.00 | \$1,000.00 | \$0.00 | \$100.00 | \$550.00 | \$1,900.00 |
| Cultural portfolio* | \$0.00 | \$0.00 | \$0.00 | \$22.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$22.15 |
| Venue/Reserve Hire* | \$0.00 | \$0.00 | \$0.00 | \$559.82 | \$1,260.00 | \$0.00 | \$0.00 | \$0.00 | \$4,610.00 | \$0.00 | \$6,429.82 |
| Season Medals & Trophies | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$250.73 | \$0.00 | \$0.00 | \$6,936.53 | \$0.00 | \$398.27 | \$7,585.53 |
| Power Boat Maintenance & Fuel | \$0.00 | \$0.00 | \$42.25 | \$67.18 | \$46.35 | \$0.00 | \$0.00 | \$0.00 | \$1,482.07 | \$0.00 | \$1,637.85 |
| Security Services | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$456.00 | \$456.00 |
| Starting Equipt & Course Maint | \$0.00 | \$0.00 | \$0.00 | \$372.42 | \$0.00 | \$86.20 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$458.62 |
| Vehicle hire, rego, & fuel | \$127.52 | \$70.91 | \$59.05 | \$246.46 | \$434.55 | \$544.14 | \$70.91 | \$70.91 | \$0.00 | \$70.91 | \$1,695.36 |
| Toilet hire | \$0.00 | \$0.00 | \$810.00 | \$0.00 | \$0.00 | \$440.00 | \$440.00 | \$440.00 | \$440.00 | \$0.00 | \$2,570.00 |
| Total RACING | \$327.52 | \$70.91 | \$1,228.51 | \$1,581.67 | \$2,311.66 | \$1,262.16 | \$1,693.61 | \$7,666.89 | \$6,846.51 | \$2,044.63 | \$25,034.07 |
| MAINTENANCE & REPLACEMNT* | | | | | | | | | | | |
| Maintenance - Boats* | \$0.00 | \$0.00 | \$0.00 | \$9.09 | \$0.00 | \$41.32 | \$0.00 | \$300.83 | \$0.00 | \$24.55 | \$375.79 |
| Maintenance - other equipment | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$45.45 | \$100.00 | \$92.39 | \$0.00 | \$36.89 | \$24.52 | \$299.25 |
| dragonboat purchase* | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$70,920.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$70,920.00 |
| Maintenance - DBSA SailingClub | \$0.00 | \$106.35 | \$0.00 | \$0.00 | \$0.00 | \$192.15 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$298.50 |
| Maintenanc - Shed | \$0.00 | \$0.00 | \$308.03 | \$97.51 | \$0.00 | \$0.00 | \$0.00 | \$240.18 | \$0.00 | \$0.00 | \$645.72 |
| Maintenance - Shed Torrens | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$31.40 | \$0.00 | \$0.00 | \$31.40 |
| Maintenance - Trailer | \$85.45 | \$0.00 | \$0.00 | \$6.36 | \$0.00 | \$185.77 | \$0.00 | \$0.00 | \$0.00 | \$18.18 | \$295.76 |
| Paddles | \$100.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9,100.00 |
| Total MAINTENANCE & REPLACEMNT* | \$185.45 | \$106.35 | \$308.03 | \$112.96 | \$45.45 | \$80,439.24 | \$92.39 | \$572.41 | \$36.89 | \$67.25 | \$81,966.42 |
| Volunteers | | | | | | | | | | | |
| Volunteer amentities | -\$337.90 | \$0.00 | \$108.18 | \$0.00 | \$0.00 | \$100.00 | \$100.91 | \$222.83 | \$134.36 | \$287.99 | \$616.37 |
| Volunteer Function* | \$179.58 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$179.58 |
| EVENTS | | | | | | | | | | | |
| Masters games | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$368.62 | \$368.62 |
| Nationals expenses | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,462.73 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$1,462.73 |
| Events - DBSA dinner | \$3,225.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$3,225.00 |
| PA Sailing Club joint venture | | | | | | | | | | | |
| Sailing Club ongoing expenses | \$72.41 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$72.41 |
| Coffee machine | \$0.00 | \$0.00 | \$0.00 | \$9.09 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$9.09 |
| Total Expenses | \$16,127.02 | \$17,344.65 | \$7,371.79 | \$19,709.89 | \$12,646.24 | \$90,964.24 | \$5,240.75 | \$20,905.69 | \$13,827.98 | \$6,330.36 | \$210,468.61 |
| Operating Profit | \$54,801.62 | \$13,635.59 | \$1,745.83 | -\$20,673.89 | -\$1,332.78 | -\$45,346.02 | -\$869.42 | -\$10,227.85 | -\$9,509.13 | \$5,106.11 | -\$12,669.94 |
| Other Expenses | | | | | | | | | | | |
| Net Surplus / (Deficit) | \$54,801.62 | \$13,635.59 | \$1,745.83 | -\$20,673.89 | -\$1,332.78 | -\$45,346.02 | -\$869.42 | -\$10,227.85 | -\$9,509.13 | \$5,106.11 | -\$12,669.94 |

Reconciliation Report

4/05/2017
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| ID# | Date | Memo/Payee | Deposit | Withdrawal |
|--------------------------------|------------|---------------------------------|------------------|-------------------|
| Cheque Account: | | 1-1110 | ACCOUNT 1 | |
| Date of Bank Statement: | | 30/04/2017 | | |
| | | | | |
| Reconciled Cheques | | | | |
| 142456 | 29/08/2016 | Victor Dragons DB Club | | \$20.00 |
| 142471 | 28/01/2017 | Alpha State - DBS2636 | | \$709.50 |
| 142480 | 3/04/2017 | Australia Post - GPO box rent | | \$284.00 |
| eft | 5/04/2017 | Optus - internet | | \$65.00 |
| 142481 | 7/04/2017 | DPTI - rego S504TAW | | \$78.00 |
| eft | 9/04/2017 | Express Virtual Meetings Pty L | | \$118.97 |
| eft | 9/04/2017 | Admin Focus - inv 1269 | | \$1,340.63 |
| eft | 9/04/2017 | Prime Sports & Apparel - inv 1 | | \$541.20 |
| eft | 9/04/2017 | Bank SA - stop cheque 14247 | | \$8.00 |
| eft | 9/04/2017 | Alpha State | | \$709.50 |
| eft | 9/04/2017 | Robert Popplestone - Announc | | \$550.00 |
| eft | 9/04/2017 | In Tuto Security - state champ | | \$501.60 |
| eft | 10/04/2017 | Marino Uniforms inv 317576 | | \$1,272.50 |
| 142482 | 11/04/2017 | BMS Technology Pty Ltd | | \$80.00 |
| eft | 13/04/2017 | Mario Ferrari - MGames petrol | | \$50.00 |
| eft | 13/04/2017 | John Holland - reimbures exp | | \$1,782.75 |
| eft | 14/04/2017 | Julie Lister - B&C social evdnt | | \$228.97 |
| Total: | | | \$0.00 | \$8,340.62 |

Reconciled Deposits

| | | | | |
|---------------|------------|---------------------------------|-------------------|---------------|
| CD000007 | 1/04/2017 | reversal 142456 29/8 | \$20.00 | |
| 3721 | 3/04/2017 | SADA - state champs 2/4 | \$429.00 | |
| 3722 | 3/04/2017 | ASA - state champs ref 74452 | \$264.00 | |
| 3723 | 3/04/2017 | ACDC - state champs fees | \$242.00 | |
| 3724 | 5/04/2017 | Subsonix DB Club | \$148.50 | |
| 3725 | 6/04/2017 | ACDC = rfees | \$22.00 | |
| 3726 | 6/04/2017 | Adelaide Sea Dragons - state | \$484.00 | |
| 3727 | 6/04/2017 | Coorong DB Club - state cham | \$198.00 | |
| CD000008 | 9/04/2017 | Reversal; 142471; 28/01/2017 | \$709.50 | |
| 3728 | 10/04/2017 | Powerblades DB Club | \$111.00 | |
| 3728 | 10/04/2017 | Payment; Powerblades DB Clu | \$25.00 | |
| TR000097 | 13/04/2017 | Money Transfer | \$3,000.00 | |
| 3729 | 18/04/2017 | Kangaroo Island Dragons - Fc | \$93.00 | |
| 3730 | 18/04/2017 | ASA - Mannum Paddle Steam | \$186.00 | |
| 3731 | 27/04/2017 | Australian Tax Office - 3rd qua | \$1,949.00 | |
| Total: | | | \$7,881.00 | \$0.00 |

Reconciliation

| | |
|---------------------------------------|-------------------|
| MYOB Balance on 30/04/2017: | \$8,271.42 |
| Add: Outstanding Cheques: | \$0.00 |
| Subtotal: | \$8,271.42 |
| Deduct: Outstanding Deposits: | \$0.00 |
| Expected Balance on Statement: | \$8,271.42 |

Dragonboat SA Inc

Reconciliation Report

4/05/2017
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| ID# | Date | Memo/Payee | Deposit | Withdrawal |
|---|------|------------------|---------|------------|
| Cheque Account: 1-1130 | | ACCOUNT 3 | | |
| Date of Bank Statement: 30/04/2017 | | | | |

Reconciled Cheques

| | | | | |
|----------|------------|----------------|--------|------------|
| TR000097 | 13/04/2017 | Money Transfer | | \$3,000.00 |
| Total: | | | \$0.00 | \$3,000.00 |

Reconciled Deposits

| | | | | |
|--------|------------|---------|--------|--------|
| int | 29/04/2017 | Bank SA | \$9.00 | |
| Total: | | | \$9.00 | \$0.00 |

Reconciliation

| | |
|--------------------------------|-------------|
| MYOB Balance on 30/04/2017: | \$17,078.02 |
| Add: Outstanding Cheques: | \$0.00 |
| Subtotal: | \$17,078.02 |
| Deduct: Outstanding Deposits: | \$0.00 |
| Expected Balance on Statement: | \$17,078.02 |

Cheque Account: 1-1800 The Sailing Club - DBSA & PAAF
Date of Bank Statement: 30/04/2017

Reconciled Deposits

| | | | | |
|--------|------------|---------------------------------|------------|--------|
| eft | 18/03/2017 | The Sailing Club - contribution | \$1,000.00 | |
| Total: | | | \$1,000.00 | \$0.00 |

Reconciliation

| | |
|--------------------------------|------------|
| MYOB Balance on 30/04/2017: | \$2,689.72 |
| Add: Outstanding Cheques: | \$0.00 |
| Subtotal: | \$2,689.72 |
| Deduct: Outstanding Deposits: | \$0.00 |
| Expected Balance on Statement: | \$2,689.72 |

Dragonboat SA Inc

Aged Receivables [Summary]

30/04/2017

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| Name | Total Due | Apr | Mar | Feb | Pre-Feb |
|---------------------------|-------------|-------------|--------|----------|----------|
| Adelaide Phoenix | \$60.00 | \$0.00 | \$0.00 | \$0.00 | \$60.00 |
| Adelaide Sea Dragons | \$1,230.00 | \$495.00 | \$0.00 | \$735.00 | \$0.00 |
| ASA - Mannum Paddle Ste | \$50.00 | \$0.00 | \$0.00 | \$0.00 | \$50.00 |
| Auschamps - DBV | \$5,925.00 | \$5,925.00 | \$0.00 | \$0.00 | \$0.00 |
| Black Dragons DBC | \$341.00 | \$341.00 | \$0.00 | \$0.00 | \$0.00 |
| Darren Kirkland | \$40.00 | \$0.00 | \$0.00 | \$0.00 | \$40.00 |
| Glenda Singleton | \$429.99 | \$429.99 | \$0.00 | \$0.00 | \$0.00 |
| High Five Sports Pyscholo | \$429.99 | \$429.99 | \$0.00 | \$0.00 | \$0.00 |
| J Bice | \$143.00 | \$143.00 | \$0.00 | \$0.00 | \$0.00 |
| Peisheng boat Co.Ltd | \$399.59 | \$0.00 | \$0.00 | \$0.00 | \$399.59 |
| Powerblades DB Club | \$363.00 | \$363.00 | \$0.00 | \$0.00 | \$0.00 |
| SADA | \$407.00 | \$407.00 | \$0.00 | \$0.00 | \$0.00 |
| Sharon Knights | \$22.00 | \$22.00 | \$0.00 | \$0.00 | \$0.00 |
| Subsonix DB Club | \$319.00 | \$319.00 | \$0.00 | \$0.00 | \$0.00 |
| Trish Dennis | \$15.00 | \$15.00 | \$0.00 | \$0.00 | \$0.00 |
| Vicki's Pride | \$300.00 | \$0.00 | \$0.00 | \$0.00 | \$300.00 |
| Victor Dragons DB Club | \$143.00 | \$143.00 | \$0.00 | \$0.00 | \$0.00 |
| Warriors Abreast Dragons | \$132.00 | \$132.00 | \$0.00 | \$0.00 | \$0.00 |
| Water Warriors DB Club | \$748.00 | \$748.00 | \$0.00 | \$0.00 | \$0.00 |
| Yarra River Dragons | \$657.99 | \$657.99 | \$0.00 | \$0.00 | \$0.00 |
| Total: | \$12,155.56 | \$10,570.97 | \$0.00 | \$735.00 | \$849.59 |
| Ageing Percent: | | 87.0% | 0.0% | 6.0% | 7.0% |

Dragonboat SA Inc

Profit & Loss [Budget Analysis]

July 2016 through April 2017

4/05/2017
2:36:21 PM

| | Selected Period | Budgeted | \$ Difference | % Difference |
|---------------------------------------|---------------------|---------------------|---------------------|-----------------|
| Income | | | | |
| MEMBERSHIP FEES | | | | |
| Full M'ship - metro | \$59,334.30 | \$66,010.00 | -\$6,675.70 | (10.1%) |
| Tertiary/67+ metro | \$5,955.16 | \$5,848.00 | \$107.16 | 1.8% |
| Junior M'ship - metro | \$758.64 | \$784.00 | -\$25.36 | (3.2%) |
| Junior M'ship - country | \$177.00 | \$276.00 | -\$99.00 | (35.9%) |
| Full - Country M'ship | \$24,383.82 | \$19,972.00 | \$4,411.82 | 22.1% |
| Tertiary/67+ country | \$5,464.35 | \$3,570.00 | \$1,894.35 | 53.1% |
| Club Affiliate member | \$40.00 | \$80.00 | -\$40.00 | (50.0%) |
| Total MEMBERSHIP FEES | \$96,113.27 | \$96,540.00 | -\$426.73 | (0.4%) |
| GRANTS | | | | |
| StEP - State Org Support | \$17,500.00 | \$17,500.00 | \$0.00 | 0.0% |
| Sponsorship | \$1,000.00 | \$8,300.00 | -\$7,300.00 | (88.0%) |
| Total GRANTS | \$18,500.00 | \$25,800.00 | -\$7,300.00 | (28.3%) |
| EVENTS | | | | |
| Corporate Events | \$9,202.91 | \$21,250.00 | -\$12,047.09 | (56.7%) |
| Course - Coaching/Sweeps | \$3,584.15 | \$2,000.00 | \$1,584.15 | 79.2% |
| DBSA Dinner | \$55.00 | \$55.00 | \$0.00 | 0.0% |
| Total EVENTS | \$12,842.06 | \$23,305.00 | -\$10,462.94 | (44.9%) |
| MISC | | | | |
| BankInterest Received | \$311.34 | \$480.00 | -\$168.66 | (35.1%) |
| Coffee Stand | \$95.45 | \$300.00 | -\$204.55 | (68.2%) |
| Vendor stand site fee | \$50.00 | \$0.00 | \$50.00 | NA |
| Donations to DBSA | \$775.00 | \$0.00 | \$775.00 | NA |
| Dragonboat/equipment sale | \$9,555.13 | \$0.00 | \$9,555.13 | NA |
| Insurance | \$3,294.53 | \$3,775.60 | -\$481.07 | (12.7%) |
| Money share 2016 Championships | \$43,796.00 | \$0.00 | \$43,796.00 | NA |
| hire of Lynx equipment | \$4,000.00 | \$0.00 | \$4,000.00 | NA |
| Hire of 2 way radios | \$30.00 | \$20.00 | \$10.00 | 50.0% |
| Total MISC | \$61,907.45 | \$4,575.60 | \$57,331.85 | 1,253.0% |
| FEES | | | | |
| race fees | \$13,055.00 | \$15,525.00 | -\$2,470.00 | (15.9%) |
| season state titles | \$4,965.00 | \$6,300.00 | -\$1,335.00 | (21.2%) |
| late id card fees | \$27.28 | \$90.00 | -\$62.72 | (69.7%) |
| ID replacement card fee | \$20.00 | \$200.00 | -\$180.00 | (90.0%) |
| state team fees | \$77.28 | \$2,600.00 | -\$2,522.72 | (97.0%) |
| Total FEES | \$18,144.56 | \$24,715.00 | -\$6,570.44 | (26.6%) |
| Total Income | \$207,507.34 | \$174,935.60 | \$32,571.74 | 18.6% |
| Cost of Sales | | | | |
| Equipment for Resale | \$9,708.67 | \$0.00 | \$9,708.67 | NA |
| Total Cost of Sales | \$9,708.67 | \$0.00 | \$9,708.67 | NA |
| Gross Profit | \$197,798.67 | \$174,935.60 | \$22,863.07 | 13.1% |
| Expenses | | | | |
| ADMINISTRATION | | | | |
| Accountants Fees - auditor | \$450.00 | \$480.00 | -\$30.00 | (6.3%) |
| Bank Fees | \$104.00 | \$27.00 | \$77.00 | 285.2% |
| Boat Lease, fees inspections | \$140.00 | \$135.00 | \$5.00 | 3.7% |
| Coaching - courses | \$723.54 | \$345.00 | \$378.54 | 109.7% |
| GPO Box | \$258.18 | \$300.00 | -\$41.82 | (13.9%) |
| Insurance | \$15,110.20 | \$16,010.00 | -\$899.80 | (5.6%) |
| Meeting Expenses | \$4,709.39 | \$3,380.00 | \$1,329.39 | 39.3% |
| Phone and internet | \$1,303.68 | \$1,000.00 | \$303.68 | 30.4% |
| Freight & Postage | \$20.99 | \$210.00 | -\$189.01 | (90.0%) |
| Stationery/ office supplies | \$1,526.19 | \$450.00 | \$1,076.19 | 239.2% |
| Travel & Accomodation | \$4,564.78 | \$2,628.00 | \$1,936.78 | 73.7% |
| Web Site* | \$688.00 | \$1,525.00 | -\$837.00 | (54.9%) |
| Administration - SSA & AF* | | | | |
| Admin Fee - Minute Secretary* | \$11,302.50 | \$14,459.00 | -\$3,156.50 | (21.8%) |
| Admin Fee - Sport SA* | \$909.09 | \$1,000.00 | -\$90.91 | (9.1%) |

Dragonboat SA Inc

Profit & Loss [Budget Analysis]

July 2016 through April 2017

4/05/2017
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| | Selected Period | Budgeted | \$ Difference | % Difference |
|----------------------------------|---------------------|---------------------|---------------------|-----------------|
| Admin Database* | \$7,947.52 | \$9,792.00 | -\$1,844.48 | (18.8%) |
| Admin Communication costs* | \$500.00 | \$540.00 | -\$40.00 | (7.4%) |
| M'ship Cards & Database* | \$3,620.75 | \$3,304.20 | \$316.55 | 9.6% |
| Total Administration - SSA & AF* | <u>\$24,279.86</u> | <u>\$29,095.20</u> | <u>-\$4,815.34</u> | <u>(16.6%)</u> |
| Dues & Subscriptions | | | | |
| AusDBF paddler fee | \$12,905.46 | \$16,000.00 | -\$3,094.54 | (19.3%) |
| Subs - AusDBF | \$500.00 | \$550.00 | -\$50.00 | (9.1%) |
| Memberships* | \$268.18 | \$295.00 | -\$26.82 | (9.1%) |
| Shed Rent | | | | |
| Rent - West Lakes | \$11,761.35 | \$11,761.35 | \$0.00 | 0.0% |
| Rent - Torrens | \$3,600.00 | \$3,600.00 | \$0.00 | 0.0% |
| Total ADMINISTRATION | <u>\$82,913.80</u> | <u>\$87,791.55</u> | <u>-\$4,877.75</u> | <u>(5.6%)</u> |
| HIGH PERFORMANCE | | | | |
| Coaching Expenses* | \$1,520.41 | \$0.00 | \$1,520.41 | NA |
| National Registrations | \$4,218.18 | \$7,248.50 | -\$3,030.32 | (41.8%) |
| State team expenses | \$208.15 | \$3,000.00 | -\$2,791.85 | (93.1%) |
| State Uniforms | \$2,293.82 | \$800.00 | \$1,493.82 | 186.7% |
| Officials Development* | \$600.00 | \$0.00 | \$600.00 | NA |
| First Aid Courses* | \$2,113.94 | \$2,200.00 | -\$86.06 | (3.9%) |
| Total HIGH PERFORMANCE | <u>\$10,954.50</u> | <u>\$13,248.50</u> | <u>-\$2,294.00</u> | <u>(17.3%)</u> |
| DEVELOPMENT | | | | |
| Advertising | \$2,003.55 | \$856.00 | \$1,147.55 | 134.1% |
| Corporate Paddle Payments | \$1,420.00 | \$4,220.00 | -\$2,800.00 | (66.4%) |
| Corporate events expenses | \$129.10 | \$400.00 | -\$270.90 | (67.7%) |
| Junior development expenses | \$113.37 | \$128.00 | -\$14.63 | (11.4%) |
| Signage | \$0.00 | \$70.00 | -\$70.00 | (100.0%) |
| Total DEVELOPMENT | <u>\$3,666.02</u> | <u>\$5,674.00</u> | <u>-\$2,007.98</u> | <u>(35.4%)</u> |
| RACING | | | | |
| Racing expenses - Wallaroo | \$433.89 | \$0.00 | \$433.89 | NA |
| Racing Expenses | \$1,844.85 | \$850.00 | \$994.85 | 117.0% |
| Racing expenses - Announcer | \$1,900.00 | \$2,500.00 | -\$600.00 | (24.0%) |
| Cultural portfolio* | \$22.15 | \$30.00 | -\$7.85 | (26.2%) |
| Venue/Reserve Hire* | \$6,429.82 | \$2,600.00 | \$3,829.82 | 147.3% |
| SARA course levy | \$0.00 | \$3,383.00 | -\$3,383.00 | (100.0%) |
| Season Medals & Trophies | \$7,585.53 | \$5,005.00 | \$2,580.53 | 51.6% |
| Power Boat Maintenance & Fuel | \$1,637.85 | \$710.00 | \$927.85 | 130.7% |
| Security Services | \$456.00 | \$1,875.00 | -\$1,419.00 | (75.7%) |
| Starting Equipt & Course Maint | \$458.62 | \$350.00 | \$108.62 | 31.0% |
| Vehicle hire, rego, & fuel | \$1,695.36 | \$1,399.00 | \$296.36 | 21.2% |
| Toilet hire | \$2,570.00 | \$5,346.00 | -\$2,776.00 | (51.9%) |
| Total RACING | <u>\$25,034.07</u> | <u>\$24,048.00</u> | <u>\$986.07</u> | <u>4.1%</u> |
| MAINTENANCE & REPLACEMNT* | | | | |
| Maintenance - Boats* | \$375.79 | \$780.00 | -\$404.21 | (51.8%) |
| Maintenance - other equipment | \$299.25 | \$42.50 | \$256.75 | 604.1% |
| dragonboat purchase* | \$70,920.00 | \$33,333.30 | \$37,586.70 | 112.8% |
| Maintenance - DBSA SailingClub | \$298.50 | \$0.00 | \$298.50 | NA |
| Maintenanc - Shed | \$645.72 | \$657.00 | -\$11.28 | (1.7%) |
| Maintenance - Shed Torrens | \$31.40 | \$0.00 | \$31.40 | NA |
| Maintenance - Trailer | \$295.76 | \$675.00 | -\$379.24 | (56.2%) |
| Paddles | \$9,100.00 | \$0.00 | \$9,100.00 | NA |
| Total MAINTENANCE & REPLACEMNT* | <u>\$81,966.42</u> | <u>\$35,487.80</u> | <u>\$46,478.62</u> | <u>131.0%</u> |
| Volunteers | | | | |
| Volunteer amentities | \$616.37 | \$240.00 | \$376.37 | 156.8% |
| Volunteer Function* | \$179.58 | \$0.00 | \$179.58 | NA |
| EVENTS | | | | |
| Masters games | \$368.62 | \$0.00 | \$368.62 | NA |
| Nationals expenses | \$1,462.73 | \$0.00 | \$1,462.73 | NA |
| Events - DBSA dinner | \$3,225.00 | \$0.00 | \$3,225.00 | NA |
| PA Sailing Club joint venture | | | | |
| Sailing Club ongoing expenses | \$72.41 | \$0.00 | \$72.41 | NA |
| Coffee machine | \$9.09 | \$0.00 | \$9.09 | NA |
| Total Expenses | <u>\$210,468.61</u> | <u>\$166,489.85</u> | <u>\$43,978.76</u> | <u>26.4%</u> |
| Operating Profit | <u>-\$12,669.94</u> | <u>\$8,445.75</u> | <u>-\$21,115.69</u> | <u>(250.0%)</u> |

Other Expenses

Net Surplus / (Deficit) -\$12,669.94 \$8,445.75 -\$21,115.69 (250.0%)