

Budget Variance

The Sports Hub Incorporated For the month ended 30 September 2020

	Actual	Budget	Var AUD	Var %	YTD Actual	YTD Budget	Var AUD	Var %
Income								
1 Month Membership	136	577	(441)▼	-76.4%▼	1,094	3,313	(2,219)▼	-67.0%▼
10 Visit Pass	-	-	-	0.0%	667	-	667▲	0.0%
12 Month Membership	6,541	8,938	(2,397)▼	-26.8%▼	107,383	141,991	(34,608)▼	-24.4%▼
3 Month Membership	7,582	6,372	1,210▲	19.0%▲	49,960	82,259	(32,299)▼	-39.3%▼
6 Month Membership	2,008	7,939	(5,931)▼	-74.7%▼	58,337	126,741	(68,404)▼	-54.0%▼
Access Passes [41050]	1,822	1,174	648▲	55.2%▲	15,738	19,556	(3,818)▼	-19.5%▼
Casual Visits	395	350	45▲	12.8%▲	2,547	3,104	(557)▼	-17.9%▼
Classes	311	433	(122)▼	-28.1%▼	3,790	4,489	(699)▼	-15.6%▼
Direct Debit Membership Fees	6,480	2,300	4,180▲	181.7%▲	36,399	36,633	(235)▼	-0.6%▼
Drinks [41040]	268	581	(313)▼	-53.8%▼	1,495	2,939	(1,444)▼	-49.1%▼
Merchandise [41045]	366	320	46▲	14.2%▲	1,815	1,329	486▲	36.6%▲
Miscellaneous [41048]	-	48	(48)▼	-100.0%▼	312	10,301	(9,989)▼	-97.0%▼
Other	25,285	-	25,285▲	0.0%	132,999	-	132,999▲	0.0%
Personal Training [41018]	4,500	2,665	1,835▲	68.9%▲	30,700	21,033	9,667▲	46.0%▲
Replacement Cards	-	-	-	0.0%	45	-	45▲	0.0%
Supplements [41043]	375	500	(125)▼	-24.9%▼	3,122	4,193	(1,072)▼	-25.6%▼
Towel Hire	-	-	-	0.0%	9	-	9▲	0.0%
Workshops/Bootcamps	341	1,000	(659)▼	-65.9%▼	2,287	6,419	(4,132)▼	-64.4%▼
Total Income	56,411	33,197	23,214	69.9%	448,699	464,300	(15,601)	-3.4%

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Less Cost of Sales								
Access Passes [53200]	1,000	500	500▲	100.0%▲	8,060	5,500	2,560▲	46.5%▲
Drinks [50005]	133	250	(117)▼	-46.9%▼	801	1,250	(449)▼	-35.9%▼
Merchandise [52015]	-	85	(85)▼	-100.0%▼	-	354	(354)▼	-100.0%▼
Supplements [52010]	246	500	(254)▼	-50.8%▼	2,725	3,015	(290)▼	-9.6%▼
Total Cost of Sales	1,379	1,335	44	3.3%	11,586	10,119	1,467	14.5%
Gross Profit	55,032	31,862	23,170	73.0%	437,113	454,181	(17,068)	-4.0%
Plus Other Income								
Interest Income	3	10,000	(9,997)▼	-100.0%▼	43	10,179	(10,136)▼	-99.6%▼
Total Other Income	3	10,000	(9,997)	-100.0%	43	10,179	(10,136)	-99.6%
Less Operating Expenses								
Accounting Fees	-	275	(275)▼	-100.0%▼	2,200	2,475	(275)▼	-11.1%▼
Accounts Processing	-	825	(825)▼	-100.0%▼	7,016	7,919	(903)▼	-11.4%▼
Advertising and Promotions [61007]	-	812	(812)▼	-100.0%▼	3,360	5,012	(1,652)▼	-33.0%▼
Advertising and Promotions [64002]	-	-	-	0.0%	260	-	260▲	0.0%
Audit Fees	-	-	-	0.0%	5,177	5,022	155▲	3.1%▲
Bank Charges	200	400	(200)▼	-49.9%▼	2,220	3,405	(1,185)▼	-34.8%▼
Cleaning	1,261	1,231	30▲	2.4%▲	8,393	9,320	(927)▼	-9.9%▼
Computer Charges	183	150	33▲	21.7%▲	973	847	126▲	14.9%▲
Consumables	849	300	549▲	183.0%▲	6,150	2,760	3,390▲	122.8%▲
Course Expenses	682	-	682▲	0.0%	682	-	682▲	0.0%
Depreciation [93000]	4,667	4,666	1▲	0.0%▲	42,000	41,994	6▲	0.0%▲
Electricity & Water	-	1,000	(1,000)▼	-100.0%▼	-	9,887	(9,887)▼	-100.0%▼
Equipment & Furniture	1,674	4,130	(2,456)▼	-59.5%▼	29,205	24,477	4,728▲	19.3%▲

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Equipment Hire - towels	-	-	-	0.0%	75	-	75▲	0.0%
Equipment Lease Charges	2,155	-	2,155▲	0.0%	2,155	-	2,155▲	0.0%
Equipment Maintenance	-	-	-	0.0%	645	-	645▲	0.0%
Event Expenses	-	-	-	0.0%	840	1,814	(974)▼	-53.7%▼
Fees_Clubware	35	673	(638)▼	-94.8%▼	1,829	3,431	(1,602)▼	-46.7%▼
Group Fitness Instructors	2,765	4,000	(1,235)▼	-30.9%▼	22,137	25,097	(2,960)▼	-11.8%▼
Insurance	-	-	-	0.0%	3,100	2,781	319▲	11.5%▲
Miscellaneous [64100]	-	19	(19)▼	-100.0%▼	428	78	350▲	448.9%▲
Music Fees	-	17	(17)▼	-100.0%▼	3,664	2,164	1,500▲	69.3%▲
Outgoings	-	425	(425)▼	-100.0%▼	-	4,410	(4,410)▼	-100.0%▼
Payroll processing Fee	174	211	(37)▼	-17.4%▼	1,616	1,128	488▲	43.2%▲
Postage / Freight	-	10	(10)▼	-100.0%▼	22	41	(19)▼	-46.7%▼
Printing and Photocopying	309	449	(140)▼	-31.2%▼	3,593	4,215	(622)▼	-14.8%▼
Repairs and Maintenance	-	650	(650)▼	-100.0%▼	6,727	2,502	4,225▲	168.9%▲
Staff Amenities	-	50	(50)▼	-100.0%▼	1,056	540	516▲	95.6%▲
Staff Training	-	-	-	0.0%	-	271	(271)▼	-100.0%▼
Stationery	-	53	(53)▼	-100.0%▼	767	477	290▲	60.7%▲
Subscriptions	-	-	-	0.0%	617	-	617▲	0.0%
Superannuation	-	2,013	(2,013)▼	-100.0%▼	20,847	17,697	3,150▲	17.8%▲
Telephone	10	140	(130)▼	-92.6%▼	168	1,195	(1,027)▼	-86.0%▼
Travel Costs	-	-	-	0.0%	38	183	(145)▼	-79.1%▼
Uniforms	-	150	(150)▼	-100.0%▼	1,346	859	487▲	56.6%▲
Wages - PT	3,400	2,000	1,400▲	70.0%▲	19,055	15,980	3,075▲	19.2%▲
Wages - WRKSHPS/BTCMP	-	700	(700)▼	-100.0%▼	400	3,500	(3,100)▼	-88.6%▼
Wages & On Costs	25,596	20,000	5,596▲	28.0%▲	211,719	177,333	34,386▲	19.4%▲

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	Actual	Budget	Var AUD	Var %	YTD Actual	YTD Budget	Var AUD	Var %
Workers' Compensation	-	322	(322)▼	-100.0%▼	2,001	2,551	(550)▼	-21.6%▼
Total Operating Expenses	43,961	45,671	(1,710)	-3.7%	412,481	381,365	31,116	8.2%
Net Profit	11,074	(3,809)	14,883	391.0%	24,675	82,995	(58,320)	-70.0%