

The Town of Port Hedland Leisure Facilities Monthly Report – December 2014



Table of Contents

Town of Port Hedland Leisure Facilities

Executive Summary	3
Financial Summary	4
Attendance and Participation	5
Business Development	6
OH&S	8
Maintenance	9
KPI Dashboard	10
Summary	11
Membership	12
Stadium	13
Aquatic Education	14
Adult Swim	15
Surf Machine	16
Café	17

Port Hedland Leisure Executive Summary

The Port Hedland Leisure facilities experienced a quiet month throughout December with each site recording lower numbers of participation than previous months due to seasonal holiday activity. Despite this both the Gratwick and South Hedland aquatic facilities attracted several large end of year Christmas bookings such as the radio Christmas function held at South Hedland that attracted 512 patrons and the Qube Christmas party at Gratwick that hosted 250 participants.

Financially the facilities continue to track behind the anticipated budget with the following areas of operation identified as the major areas of focus heading into the final six months of the year:

Wanangkura Stadium

- Health club memberships – membership levels and associated revenue across the facilities are currently behind the anticipated target. The general slowdown being experienced throughout the mining industry and Port Hedland in general appears to be having a flow on effect to facility memberships. To combat this, a range of business development activities such as open day celebrations and targeted marketing activities has been planned for the new year.

South Hedland Aquatic Centre

- Surf machine operation – the surf machine continues to struggle to attract a regular and increasing number of patrons. The extended period of defects and operational issues that this machine experienced has affected community interest and willingness to book this attraction. Fees and charges to access the attraction were altered at the start of 2014/15 financial year however continued closures have hampered the ability to achieve high levels of interest and patronage.
- Aquatic education memberships – membership numbers for the aquatic education program have been fair for the year to date however the profitability of this program has caused ongoing concern. A detailed review of the staffing structure and forecast for the remainder of the financial year will be conducted throughout January with a view to ensuring this program area achieves not only its anticipated membership numbers, but also the desired profit levels.

The new senior staffing structure that saw the appointment of two new permanent aquatic Duty Managers in October 2014 has started to benefit operations with attention of these new roles being the training and development of the aquatic team and focus on program development. Importantly, as these individuals grow into their roles and become accustomed to each facility's operations it is anticipated that key performance areas such as customer service, ease of information handling and program development will thrive throughout the tail end of the financial year.

Due to the Christmas period a number of senior staff took their leave which included the Area Manager and the South Hedland aquatic centre manager. This provided opportunity Tara Jones to step into the Centre Managers role at Wanangkura Stadium. Tara has managed this transition and additional responsibility extremely well and has demonstrated significant aptitude for this role should she consider taking on the role on a permanent basis.

Financial Summary

PHL Summary Budget Report	Last Year YTD	Actual YTD	Budget YTD	Variance
INCOME	\$1,453,645	\$1,343,089	\$1,793,893	-\$450,804
EXPENDITURE	\$2,530,477	\$2,540,170	\$2,709,150	\$168,980
TOTAL	-\$1,076,832	-\$1,197,081	-\$915,257	-\$281,824

Gratwick Aquatic Centre	Last Year YTD	Actual YTD	Budget YTD	Variance
INCOME	\$77,943	\$133,084	\$159,569	-\$26,485
EXPENDITURE	\$478,465	\$460,949	\$433,632	-\$27,318
TOTAL	-\$400,522	-\$327,865	-\$274,063	-\$53,803
South Hedland Aquatic Centre	Last Year YTD	Actual YTD	Budget YTD	Variance
INCOME	\$237,631	\$220,184	\$352,168	-\$131,985
EXPENDITURE	\$723,912	\$934,568	\$907,389	-\$27,179
TOTAL	-\$486,281	-\$714,385	-\$555,221	-\$159,164
Wanangkura Stadium	Last Year YTD	Actual YTD	Budget YTD	Variance
INCOME	\$1,138,070	\$989,822	\$1,282,156	-\$292,334
EXPENDITURE	\$1,328,100	\$1,144,652	\$1,368,129	\$223,477
TOTAL	-\$190,030	-\$154,830	-\$85,973	-\$68,857

COMMENTS:

- Revenue generation across the three sites continues to be the main challenge with total income behind budget by \$450K. The key areas of concern and future focus include:
 - Facility memberships – currently \$171K behind the anticipated targets for the year to date.
 - Surf machine – currently \$51K behind budget. Ongoing closures of this attraction have again resulted in reduced revenue.
 - Aquatic education – currently \$21K behind the budgeted target for the year.
 Corrective actions for each of the above are noted within the business development section of this report.
- Total expenditure is under budget by \$168,980 with significant efficiencies being made across a majority of the Wanangkura Stadium salaries and wages expenses.
- Electricity expenditure is under budget at Wanangkura Stadium and Gratwick aquatic centre by \$25K and \$5K respectively. However this expense is over budget at the South Hedland aquatic centre by \$11K.
- Additional operating hours across the first several months of the financial year have contributed to aquatic facility duty management hours being over budget by close to \$100K.

Attendance and Participation

Facility Attendance	Month				Year			
	Target	Actual	Variance	Month 13/14	Target	Actual	Variance	YTD 13/14
Wanangkura Stadium	17,277	10,273	-7,004	12,565	111,626	71,644	-39,982	76,851
Gratwick Aquatic Centre	4,712	4,604	-108	7,609	17,700	17,580	-120	18,998
South Hedland Aquatic Centre	8,383	5,856	-2,527	5,562	59,966	36,444	-23,522	51,957
Port Hedland Leisure Total	30,372	20,733	-9,639	25,736	189,292	125,668	63,624	147,806

Member / Casual Participation	Actual
Health Club Member	7,911
Health Club Casual	151
Group Fitness Members	2,001
Group Fitness Casual	309
Personal Training	31
Aquatic Visits GAC	4,604
Aquatic Visits SHAC	5,856
Total	20,863

COMMENTS:

- Wanangkura Stadium's month and year to date participation numbers are considerably lower than the budgeted targets however actual attendances in comparison to the same time last year are similar, albeit approximately 7% lower. Lower than anticipated memberships are the main reason behind this result.
- The Gratwick aquatic centre has performed steadily over the last two months, failing to attract the anticipated number of participants by just 102 in November and 108 in December. General admission, particularly adult swimming attendance and the centre's aquatic education program performed in line with the budgeted targets for the month.
- There are currently 288 and 210 aquatic education members across the South Hedland and Gratwick aquatic centre's respectively. This is 62 members short of the target of 560 members.

Business Development

The following table articulates the business development activities undertaken for each facility during December 2014.

Wanangkura Stadium – Business Development Actions

MONTH	<i>Business Development - To ensure we are promoting our programs and monitoring trends in programming and always looking to further develop the health and fitness programs across all of our facilities</i>					
	Internal			External		
	Priority	Action	KPI	Priority	Action	KPI
December	Membership sales process Development of new member pathway	Finalise member pathway process Develop resources Trial process Revise and implement throughout stadium	Pathway developed and implemented. Sales targets met Retention levels met	Development and promotion of Christmas timetables	Plan, develop and promote external group fitness and centre operating hours timetables for the community	Distribution and awareness of Christmas operating hours.
	Revise business development calendar of events Revise and further develop the stadiums business development activities for the remaining six months of the financial year	Review current business and marketing plans and calendar of events Update with new concepts Provide overview of such to team	Implementation of the new calendar of events KPI's achieved	End of sports season activities	Create new season marketing material Host end of season event/finals series	Re-nominations Participation rates in finals series Customer feedback regarding finals and season wrap up

SHAC & GAC – Business Development Actions

MONTH	<i>Business Development - To ensure we are promoting our programs and monitoring trends in programming and always looking to further develop the health and fitness programs across all of our facilities</i>		
	Priority	Action	KPI
December	<p>Aqua Run The Aqua Run to be regularly out for patrons</p> <p>Schools Promote the attraction through the schools.</p> <p>Merchandise contract Develop a sales strategy for aquatic merchandise at SHAC and GAC</p> <p>Aquatics calendar of events Revise and further develop the aquatics calendar of business development events for the remainder of the financial year</p> <p>Aquatic Education Develop direct debit procedures and options for members</p>	<p>Ensure the Aqua Run times are advertised prominently.</p> <p>Investigate incorporating a Wave Rider session to the end of each schools in-term session to familiarise local kids</p> <p>Construct a brief for prospective aquatic merchandise suppliers respond to for the Gratwick Aquatic Centre and the South Hedland Aquatic Centre.</p> <p>Revise the existing calendar of events, populate calendar with revised actions, distribute to staff.</p> <p>Investigate requirements for implementation, consult with LMS regarding process, develop process, trial debit and sales systems, implement debits as option.</p>	<p>Adult Child Swim</p> <p>Wave Rider participation</p> <p>Café/Merchandise sales</p> <p>Achievement of aquatics KPI's</p> <p>Debit option implemented by term 2, 2015</p>

Occupational Health & Safety

Following is an overview of the number of incident and hazard reports that have been processed at each of the facilities throughout the month of December.

First Aid/Incident Reports		
Facility	Total	Comments/Actions (only if deemed serious)
Gratwick Aquatic Centre	5	All incidents were minor in nature
South Hedland Aquatic Centre	6	<p>1 High Level Incident – Staff assault Following the eviction of five patrons from the centre a staff member was assaulted by the same group when she was outside the compound of the facility at the end of the day's operations. The staff member was taking bins out to be collected when she was attacked by the group. There were several witnesses to the incident with centre staff and other bystanders eventually coming to the staff members' aid and breaking up the fight that ensued.</p> <p>This incident was reported to local police and the staff member taken to hospital where it was established that she had suffered from minor cuts and bruises and was shaken up. The YMCA's employee assistance program was offered to the staff member.</p>
Wanangkura Stadium	4	All incidents were minor in nature
Hazard Identification - Gratwick Aquatic Centre	0	
Hazard Identification – Wanangkura Stadium	0	
Hazard Identification – South Hedland Aquatic Centre	0	

Maintenance

The following table summarises monthly maintenance activities, both preventative and reactive, at each of the Town's leisure facilities. Where required, this information also includes comment on items with outstanding maintenance requirements carried over from previous reports.

Facility	Maintenance type (Preventative/Reactive)	Comment
Wanangkura Stadium	Reactive	<ul style="list-style-type: none"> ➤ Reset of electrical circuit breaker after fan found to be tripping out ➤ Redirection of phone lines to accommodate new EFTPOS terminal ➤ Installation of new fluorescent globes throughout the stadium ➤ Pest treatment ➤ Repairs to rear auto doors. ➤ Ongoing repairs to the alarm on the water tanks
Gratwick Aquatic Centre	Reactive	<ul style="list-style-type: none"> ➤ Tap outside office replaced ➤ New opening time sliders installed ➤ Replacement of fluorescent globes in the gym ➤ Replace cabling to air pump ➤ Broken pipe fixed
South Hedland Aquatic Centre	Reactive	<ul style="list-style-type: none"> ➤ Leaking tap in office wouldn't close off ➤ Install new hinges on cleaners store room door ➤ New opening time display signs installed ➤ Fluorescent globes and fittings replaced in change rooms ➤ Leaking heating units were repaired ➤ 2 x 15 amp GPOs external installed ➤ Broken lane rope reel repaired ➤ New parts ordered for high pressure cleaner ➤ Water feature pump replaced

KPI Dashboard

KPI Reference	Port Hedland Leisure		YTD 2014-2015	Budget Target	
1. Memberships					
	Port Hedland Leisure Memberships (includes Aquatics memberships)	Income	\$759,981	\$931,637	
		Current Members	1,564	1,564	
		Member attendances	9,912	58,073	
		Casual Attendances	460	43,058	
	Wanangkura Stadium	Income	\$670,825	\$827,535	
		Current Members	1,426	1,505	
		Member attendances	71,644 (inc casuals)	55,563	
		Casual Attendances	-	3,000	
	Gratwick Aquatic Centre	Income	\$66,400	\$81,754	
		Current Members	69	28	
		Member attendances	17,580 (inc casuals)	1,200	
		Casual Attendances	-	7,307	
	South Hedland Aquatic Centre	Income	\$22,757	\$22,348	
		Current Members	69	31	
		Member attendances	36,444 (inc casuals)	1,310	
		Casual Attendances		32,751	
2. Stadium Sports					
	Stadium	Stadium Rental Income	\$11,460	\$23,971	
		Competitions Income	\$33,373	\$54,055	
		Competitions	7	7	
		Teams	50	60	
3. Aquatic Education					
	Aquatic Education	Gratwick Aquatic Centre	Income	\$22,569	\$23,400
			Enrolments	210	180
		South Hedland Aquatic Centre	Income	\$73,139	\$93,600
			Enrolments	288	380
4. Adult Swim/Casual Swim					
	Adult Swim Casuals and Multi Pass	Gratwick Aquatic Centre	Income	\$19,239	\$14,570
			Attendance	6,145	2,968
		South Hedland Aquatic Centre	Income	\$50,252	\$67,969
			Attendance	13,328	13,845
5. Surf Machine					
	Surf Machine	Income	\$1,869	\$59,364	
		Attendance	Not available	Not available	
6. Café/Kiosk					
	Café / Kiosk	Wanangkura Stadium	Income	\$34,758	\$30,600
			Expenditure	\$18,563	\$18,000
			Profit / Loss	\$16,195	\$12,600
		Gratwick Aquatic Centre	Income	\$10,927	\$13,800
			Expenditure	\$7,563	\$6,900
			Profit / Loss	\$3,364	\$6,900
		South Hedland Aquatic Centre	Income	\$35,392	\$58,800
			Expenditure	\$22,449	\$29,400
			Profit / Loss	\$12,944	\$29,400

1. Membership

Member Category	New Members Current Month				Total Members YTD			
	Target	Actual	Variance	MTD 13/14	Target	Actual	Variance	YTD 13/14
Platinum Members	80	21	21	28	1,505	562	0	716
Gym Members		20		28				
Group Fitness Members		2		3				
BHP Platinum		8		2		232		189
Kid Fit		0		0		12		0
Teen Fit		1		0		27		15
ToPH		7		1		152		74
Aquatic Members SHAC		1		1		0		7
Aquatic Members GAC	0	1	1	6	28	69	41	13
Total	81	61	20	75	1,564	1,564		1,576
Total Membership Income	\$177,758	\$173,222	\$4,536		\$1,095,919	\$759,982	-\$335,937	

COMMENTS:

- Whilst membership revenue is ahead of budget for the month, the consolidated membership income is currently behind the budgeted target by \$335K. Of major concern in relation to this is the negative variance in Platinum members. New membership sales and the retention of members will be the core focus of the remaining six months of the financial year.
- Aquatic memberships across the two aquatic facilities are currently well ahead (79 members) of the budgeted targets.
- It is anticipated that new membership sales will improve throughout the coming months following the introduction of a new member pathway program that provides a more individualised service to all new members. This service includes dedicated tours of the facility at the time of enquiry, fitness consultations and ongoing support.

2. STADIUM SPORTS

Competitions		Month				Year			
		Target	Actual	Variance	MTD 13/14	Target	Actual	Variance	YTD 13/14
Volleyball	Teams	10	12	2	N/A	40	48	8	N/A
Futsal	Teams	18	18	0	N/A	72	72	0	N/A
Netball	Teams	18	12	-6	N/A	72	48	-24	N/A
Basketball	Teams	14	8	-6	N/A	56	32	-24	N/A
Total Teams		60	50	10	N/A	240	200	40	N/A
Total Income		\$2,331	\$882	\$1,449	\$	\$54,055	\$33,373	\$20,682	N/A

COMMENTS:

- Stadium sports activity was relatively quiet throughout December with all seasons drawing to a close due to the Christmas period and the end of season finals campaigns.
- The adult sports competitions ended the season slightly behind the anticipated number of teams with a total of 50 teams participating across all sports in comparison to the target of 60 teams.
- Junior sports competitions continue to be a challenge to schedule within the stadium with limited interest in ongoing structured competitions proving to be the main issue. A variety of sports coaching clinics have been trialled in the past to encourage use and transition juniors into ongoing sports however this has not had the desired levels of success.

3. Aquatic Education

Education Type		Month				Year			
		Target	Actual	Variance	MTD 13/14	Target	Actual	Variance	YTD 13/14
Gratwick Aquatic Centre	Total Income	\$4,680	\$8,516	\$3,836	\$	\$23,400	\$22,569	-\$831	\$
	Enrolments	180	210	30	182	-	-	-	-
South Hedland Aquatic Centre	Total Income	\$14,820	\$11,121	-\$3,699	\$	\$93,600	\$73,139	-\$20,461	\$
	Enrolments	380	288	-92	267	-	-	-	-
Total Income		\$19,500	\$19,637	\$137	\$	\$117,000	\$95,708	-\$21,292	\$
Total Enrolments		560	498	62	449	-	-	-	-

COMMENTS:

- Despite the Gratwick aquatic centre recording a positive variance of 30 aquatic education members in comparison to the budgeted target revenue for both the month and year to date is behind budget. Year to date this program area is \$3,836 behind budget.
- The positive variation in member numbers provides a sound platform for promotion of the program as the centre leads into the final six months of the year. The key priority of the management team overseeing this program will be to ensure that membership numbers at Gratwick are maintained, memberships at South Hedland are increased and the overall occupancy rates of each class continue to be above 85%.
- The aquatic education program at South Hedland is currently under budget for the year to date by \$20,461 whilst membership numbers are behind target by 92.

4. Adult Swim

Education Type		Month				Year			
		Target	Actual	Variance	MTD 13/14	Target	Actual	Variance	YTD 13/14
Gratwick Aquatic Centre	Total Income	\$4,276	\$5,436	\$1,160	-	\$14,570	\$19,239	\$4,669	-
	Attendance	871	1,341	470	-	2,968	6,145	3,177	-
South Hedland Aquatic Centre	Total Income	\$8,893	\$10,942	\$2,049	-	\$67,969	\$50,252	-\$17,717	-
	Attendance	1,812	2,679	867	-	13,845	13,328	-517	-
Total Income		\$13,169	\$16,378	\$3,209	-	\$82,539	\$69,491	-\$13,048	-
Total Attendance		2,683	4,020	1,337	-	16,813	19,473	2,660	-

COMMENTS:

- Year to date attendances and revenue at the Gratwick aquatic centre are both ahead of the anticipated targets which provides a solid platform for further development and attendance throughout the summer months.
- The South Hedland aquatic centre is currently \$17K behind its anticipated revenue target however attendances are only 3.7% behind. Further business development activity and the distribution of an aquatics calendar of events is anticipated to help generate increasing attendances.
- Total attendances across both aquatic facilities were 1,337 ahead of the target for December.
- Total attendances across both aquatic facilities was 2,660 ahead of the year to date target at the end of the month

5. Surf Machine

Measure	Month				Year			
	Target	Actual	Variance	MTD 13/14	Target	Actual	Variance	YTD 13/14
Total Income	\$11,378	\$1,388	-\$9,990	-	\$59,363	\$7,905	-\$51,458	-
Adult	-	\$1,148	-	-	-	\$7,095	-	-
Child	-	\$240	-	-	-	\$810	-	-
Group Bookings	-	\$0	-	-	-	-	-	-

COMMENTS:

- Year to date surf machine revenue is currently \$51,458 under budget due to the attractions intermittent reliability. Despite this, patronage appears to be slowly improving following a range of online and corporate marketing activities for the attraction.

6. Café

WANA	Month				Year			
	Target	Actual	Variance	MTD 13/14	Target	Actual	Variance	YTD 13/14
Income and Expense								
Income	\$5,100	\$3,724	-\$1,376	\$5,447	\$30,600	\$34,758	\$4,158	\$41,909
Expenditure	\$3,000	-\$1,291	\$4,291	\$1,463	\$18,000	\$18,563	-\$563	\$22,581
Profit / Loss	\$2,100	\$5,015	\$2,915	\$3,984	\$12,600	\$16,195	\$3,595	\$19,328

GAC	Month				Year			
	Target	Actual	Variance	MTD 13/14	Target	Actual	Variance	YTD 13/14
Income and Expense								
Income	\$4,000	\$2,885	-\$1,116	\$2,754	\$13,800	\$10,927	-\$2,873	\$11,413
Expenditure	\$2,000	\$2,121	-\$121	\$4,110	\$6,900	\$7,563	-\$663	\$9,072
Profit / Loss	\$2,000	\$764	-\$1,236	-\$1,356	\$6,900	\$3,364	-\$3,536	\$2,341

SHAC	Month				Year			
	Target	Actual	Variance	MTD 13/14	Target	Actual	Variance	YTD 13/14
Income and Expense								
Income	\$9,800	\$7,201	-\$2,599	\$7,889	\$58,800	\$35,392	-\$23,408	\$61,276
Expenditure	\$4,900	\$6,735	-\$1,835	\$4,639	\$29,400	\$22,449	\$6,951	\$39,198
Profit / Loss	\$4,900	\$466	\$4,434	\$3,250	\$29,400	\$12,943	\$16,457	\$22,078

COMMENTS:

- The Wanangkura and South Hedland café operations are both travelling well in terms of their year to date profit. Wanangkura's café is currently \$3,595 ahead of its profit target whilst the South Hedland café is \$16,457 ahead of its targets.
- The year to date profit from the Gratwick café operations is currently \$3,536 lower than the anticipated result. Product mark-up percentages at this site will be reviewed throughout January.

GRATWICK AQUATIC CENTRE - Profit & Loss report December 2014

Acct Description	YEAR TO DATE			CURRENT MONTH			LAST YEAR	
	Actual	Budget	Difference	Actual	Budget	Difference	This month LY	LYTD
Aqua Aerobics	706	909	(202)	70	281	(211)	199	668
Aquatic Education	22,569	23,400	(831)	8,516	4,680	3,836	7,797	19,987
Aquatic Programs	686	3,395	(4,080)	-	1,247	(1,247)	-	-
Birthday Parties	105	1,036	(931)	-	345	(345)	524	838
Cafe	10,927	13,800	(2,873)	2,885	4,000	(1,116)	2,754	11,413
Facility Rental	3,546	8,128	(4,582)	1,612	4,064	(2,452)	809	7,755
General Admission - Adult	19,239	14,570	4,669	5,436	4,276	1,160	5,076	13,536
General Admission - Child	5,073	3,238	1,835	2,374	840	1,534	5,385	10,602
General Admission - Family	239	-	239	57	-	57	153	910
General Admission - Memberships	6,771	7,752	(981)	1,618	1,809	(191)	936	5,049
General Admission - Spectator	350	976	(626)	127	185	(58)	115	380
Health club	59,629	74,002	(14,373)	8,558	12,367	(3,809)	-	-
Merchandise	4,509	7,400	(2,891)	1,312	1,800	(488)	908	5,624
School Aquatics	107	964	(856)	87	236	(149)	40	1,208
	133,084	159,569	(26,485)	32,652	36,131	(3,478)	24,665	77,943
Amenities	790	600	(190)	133	150	17	309	2,009
Aqua Aerobics	3,275	5,801	2,525	2,103	1,795	(308)	807	2,050
Aquatic Education	25,600	17,707	(7,893)	5,460	3,194	(2,266)	5,041	16,261
Aquatic Programs	31	1,760	1,729	5	530	525	176	201
Area Manager	30,889	24,133	(6,756)	5,961	4,022	(1,939)	-	-
Bank Charges	2,400	1,114	(1,286)	753	228	(525)	267	847
Birthday Parties	11	409	399	2	136	135	2	7
Business Support Officer	3,974	5,593	1,618	784	932	149	720	3,535
Cafe	7,563	6,900	(663)	2,121	2,000	(121)	4,110	9,072
Cash Security	-	1,224	1,224	-	306	306	376	1,908
Centre Manager	82,695	119,463	36,768	11,913	19,911	7,998	-	-
Cleaning	2,551	8,842	6,291	499	2,751	2,251	3,122	9,182
Consumables	226	49	(177)	-	12	12	-	39
Duty Management	96,129	52,259	(43,870)	11,182	14,511	3,329	7,062	63,122
Electricity	11,743	17,274	5,532	74	3,319	3,392	2,597	15,042
Equipment Lease	1,050	1,049	(1)	175	175	(0)	-	-
Equipment	6,999	3,014	(3,985)	2,286	502	(1,784)	1,553	12,816
First Aid	732	1,194	462	101	298	197	34	2,505
Gardening	20,347	15,528	(4,819)	3,172	3,744	572	-	2,211
Group Fitness	1,068	-	(1,068)	737	-	(737)	-	10
Insurance	627	2,315	1,688	105	386	281	159	953
Licence & Subscriptions	759	2,835	2,075	47	472	519	117	2,761
Maintenance	35,206	39,747	4,541	1,572	3,423	1,851	897	60,341
Marketing	201	3,000	2,799	44	500	456	2,749	4,218
Merchandise	2,216	3,700	1,484	300	900	600	1,492	5,275
Pool Chemicals	25,668	10,576	(15,092)	5,920	2,244	(3,676)	3,769	15,655
Postage & Courier	-	382	382	-	96	96	-	737
Printing & Stationery	2,508	5,027	2,519	402	1,007	605	891	7,088
Recruitment	-	456	456	-	76	76	-	509
Recreation Swimming	66,764	52,678	(14,086)	12,519	14,954	2,435	20,308	77,247
Security	2,087	2,525	438	501	421	(81)	-	2,169
Telephone	3,473	2,608	(865)	647	435	(213)	649	2,621
Training	864	2,000	1,136	-	500	500	568	7,344
Travel	1,651	1,673	22	219	279	60	719	1,247
Uniforms	5,000	2,528	(2,472)	5,000	421	(4,579)	-	3,288
Vehicle	926	2,748	1,822	57	458	401	-	-
Waste	479	72	(407)	-	18	18	-	-
Water	14,447	14,850	403	2,803	2,475	(328)	1,413	10,596
	460,949	433,632	(27,318)	77,354	87,581	10,227	78,118	478,465
	(327,865)	(274,063)	(53,803)	(44,702)	(51,450)	6,749	(53,453)	(400,522)
			(246.4)%			(136.9)%		
						0.0%		

SOUTH HEDLAND AQUATIC CENTRE - Profit & Loss report December 2014

Acct Description	YEAR TO DATE			CURRENT MONTH			LAST YEAR	
	Actual	Budget	Difference	Actual	Budget	Difference	This month LY	LYTD
Aquatic Program - Adult	55	-	55	-	-	0	-	-
Aqua Aerobics	1,724	4,997	(3,273)	109	309	(200)	290	2,657
Aquatic Education	73,139	93,600	(20,461)	11,121	14,820	(3,699)	10,517	59,898
Aquatic Programs	1,420	6,607	(5,188)	-	731	(731)	-	635
Birthday Parties	844	2,710	(1,866)	346	602	(257)	750	3,158
Cafe	35,392	58,800	(23,408)	7,201	9,800	(2,599)	7,889	61,276
Facility Rental	6,691	4,341	2,351	2,244	2,109	136	1,187	1,932
General Admission - Adult	47,619	67,969	(20,350)	8,309	8,893	(584)	11,824	64,737
General Admission - Child	13,617	15,168	(1,551)	644	1,962	(1,318)	2,283	16,647
General Admission - Family	896	-	896	146	-	146	61	1,330
General Admission - Memberships	7,850	3,847	4,003	793	910	(118)	465	4,158
Gas	-	9	(9)	-	-	0	-	-
General Admission - Spectator	1,024	2,619	(1,595)	93	96	(4)	128	2,389
Health Club Casual	529	-	529	-	-	0	-	-
Health club	14,907	18,501	(3,594)	2,139	3,092	(953)	-	-
Merchandise	7,936	12,600	(4,664)	1,679	2,100	(421)	1,539	11,570
Recreation Swimming	1,657	-	1,657	-	18	(18)	1,635	1,635
School Aquatics	2,597	1,045	1,552	-	-	0	418	1,323
Surf Machine	1,869	59,364	(57,495)	4	11,378	(11,374)	980	4,079
	219,757	352,168	(132,411)	34,809	56,802	(21,993)	39,966	237,422
Amenities	2,330	2,100	(230)	531	350	(181)	526	3,546
Aqua Aerobics	9,672	11,308	1,636	2,136	699	(1,437)	777	8,261
Aquatic Education	70,920	52,781	(18,139)	5,275	8,531	3,256	7,312	50,770
Aquatic Programs	71	3,586	3,515	12	425	414	12	71
Area Manager	32,987	24,133	(8,854)	6,494	4,022	(2,472)	-	-
Bank Charges	1,521	2,080	559	177	347	170	477	1,935
Birthday Parties	18	1,389	1,371	3	309	306	3	15
Business Support Officer	6,530	5,603	(927)	371	934	563	720	3,513
Cafe	22,449	60,410	37,962	6,735	13,858	7,122	4,639	39,198
Cash Security	783	2,034	1,251	-	339	339	282	2,094
Centre Manager	123,753	119,463	(4,290)	14,812	19,911	5,098	-	-
Cleaning	11,349	14,003	2,654	1,703	2,751	1,047	2,247	11,954
Consumables	183	101	(82)	183	17	(166)	40	131
Duty Management	141,548	85,054	(56,494)	20,814	15,653	(5,161)	18,250	87,429
Electricity	147,288	135,652	(11,636)	9,021	22,609	13,588	13,083	72,998
Equipment Lease	1,050	1,049	(1)	175	175	(0)	-	-
Equipment	9,607	4,526	(5,082)	2,283	754	(1,528)	330	5,667
Facility Rental	24	-	(24)	24	-	(24)	-	-
First Aid	2,293	1,841	(452)	41	307	265	-	292
Gardening	26,938	20,183	(6,755)	3,434	3,426	(8)	2,933	20,029
Insurance	1,416	3,644	2,227	236	607	371	159	953
Licence & Subscriptions	1,659	3,201	1,542	203	534	330	-	133
Maintenance	61,404	71,130	9,726	10,619	7,032	(3,587)	3,927	30,997
Marketing	594	8,450	7,856	-	320	1,408	2,283	3,785
Merchandise	3,149	6,300	3,151	1,251	1,050	(201)	-	252
Pool Chemicals	38,244	29,352	(8,892)	9,873	4,892	(4,981)	10,053	40,574
Postage & Courier	150	266	116	-	44	44	-	346
Printing & Stationery	3,007	6,000	2,993	297	1,000	703	447	7,913
Recruitment	-	397	397	-	66	66	-	227
Recreation Swimming	164,708	194,588	29,880	21,928	34,395	12,466	23,131	158,995
Security	2,925	1,711	(1,214)	1,200	285	(915)	-	2,061
Telephone	5,812	4,031	(1,781)	319	672	353	758	4,822
Training	5,637	6,227	590	2,082	1,038	(1,044)	420	8,030
Travel	3,843	2,438	(1,405)	219	406	187	820	3,218
Uniforms	5,500	2,748	(2,752)	5,500	458	(5,042)	265	3,463
Vehicle	2,362	2,748	386	145	458	313	-	-
Waste	496	111	(385)	111	18	(92)	-	144
Water	22,347	16,752	(5,595)	4,712	2,792	(1,920)	2,030	9,567
	934,568	907,389	(27,179)	132,600	152,571	19,970	116,834	723,912
	(714,812)	(555,221)	(159,590)	(97,792)	(95,769)	(2,023)	(76,868)	(486,490)

WANANGKURA STADIUM - Profit & Loss report December 2014

Acct Description	YEAR TO DATE			CURRENT MONTH			LAST YEAR	
	Actual	Budget	Difference	Actual	Budget	Difference	This month LY	LYTD
Adult term programs	5,064	20,976	(15,912)	792	2,208	(1,416)	454	23,139
Birthday	-	2,618	(2,618)	-	436	(436)	-	91
Cafe	34,758	30,600	4,158	3,724	5,100	(1,376)	5,447	41,909
Childcare	18,434	26,255	(7,821)	1,093	-	1,093	1,075	39,203
Childrens Term Programs	6,194	20,613	(14,418)	659	2,170	(1,511)	31	19,326
Creche	15,149	18,286	(3,137)	2,387	2,209	178	1,294	13,607
Facility Rental	3,372	-	3,372	-	-	0	-	-
Function Room Rental	12,961	32,953	(19,992)	4,344	5,492	(1,148)	4,529	21,187
General Admission - Adult	447	-	447	-	-	0	-	-
Group Fitness	49,656	56,707	(7,051)	6,905	9,451	(2,546)	5,411	48,820
Health Club Casual	77,153	84,545	(7,392)	3,752	14,091	(10,339)	18,208	81,866
Health club	670,825	827,535	(156,711)	96,275	138,290	(42,015)	103,147	733,963
Meeting Room Rental	4,465	16,031	(11,566)	148	2,672	(2,524)	18	5,293
Personal Training	24,279	36,777	(12,498)	3,287	6,130	(2,842)	3,868	28,824
School Aquatics	-	20	(20)	-	-	0	-	-
Sponsorship	-	6,000	(6,000)	-	1,000	(1,000)	-	-
Sports Hall Rental	11,460	23,971	(12,511)	310	3,995	(3,685)	1,470	26,220
Sports Comp Adult	33,373	38,024	(4,651)	882	-	882	440	39,296
Sports Competitions	-	16,031	(16,031)	-	2,331	(2,331)	-	-
Squash Court Rental	22,677	24,232	(1,555)	1,250	4,039	(2,788)	1,239	15,144
	990,248	1,282,156	(291,907)	125,809	199,614	(73,804)	146,632	1,138,070
Adult term programs	7,841	15,777	7,937	294	1,661	1,366	1,504	20,077
Amenities	-	510	510	-	85	85	27	386
Area Manager	42,413	24,421	(17,991)	6,860	4,070	(2,789)	16,204	95,010
Bank Charges	8,554	10,128	1,574	2,101	1,688	(413)	978	4,380
Birthday Parties	54	1,834	1,780	18	306	287	3	103
Business Support Officer	40,623	44,824	4,200	14,293	7,471	(6,823)	6,131	31,667
Cafe	18,563	18,000	(563)	-	1,291	3,000	1,463	22,581
Cash Security	876	5,088	4,212	-	856	848	757	3,567
Centre Manager	43,554	119,463	75,909	6,861	19,911	13,050	12,374	73,234
Childcare	15,434	13,194	(2,241)	1,634	-	(1,634)	396	18,556
Childrens Term Programs	9,276	15,824	6,548	720	1,661	941	2,291	25,792
Cleaning	67,724	72,000	4,276	12,339	12,000	(339)	10,994	89,650
Consumables	200	1,020	820	200	170	(30)	-	344
Creche	35,294	37,523	2,229	6,074	6,254	179	4,699	36,422
Creche Team Leader	11,711	31,581	19,870	2,250	5,264	3,014	2,830	19,063
Customer Service Functions Manager	43,630	52,176	8,547	10,623	8,696	(1,927)	7,717	45,150
Customer Service	111,868	118,285	6,418	17,510	19,714	2,204	10,895	91,463
Sporting Donations	-	6,000	6,000	-	1,000	1,000	-	-
Duty Management	78,263	62,490	(15,774)	12,369	10,415	(1,954)	9,618	73,768
Electricity	120,871	145,998	25,127	29,126	24,333	(4,793)	20,833	207,189
Equipment Lease	35,046	31,182	(3,864)	5,197	5,197	0	-	-
Equipment	4,974	5,790	816	-	965	965	1,678	9,094
First Aid	1,659	649	(1,010)	27	108	81	-	2,228
Gardening	4,000	4,800	800	800	800	0	800	7,003
Gas	6,884	6,102	(782)	3,256	1,017	(2,239)	505	6,742
Group Fitness	89,911	93,959	4,048	12,305	15,660	3,355	8,901	89,990
Health club	72,525	76,490	3,965	19,310	12,153	(7,158)	8,009	45,763
Health Club Manager	44,200	56,030	11,830	4,821	9,338	4,517	10,845	53,277
Insurance	5,366	6,866	1,500	894	1,144	250	398	2,389
Licence & Subscriptions	20,865	13,482	(7,382)	2,130	2,235	105	1,302	11,774
Maintenance	43,289	66,238	22,948	2,136	6,530	4,395	3,628	42,886
Marketing	10,578	20,050	9,472	1,106	3,342	2,235	1,404	22,975
Personal Training	24,166	32,376	8,210	3,456	5,396	1,940	4,758	31,454
Postage & Courier	1,536	342	(1,194)	116	57	(59)	39	435
Printing & Stationery	9,608	18,072	8,464	1,423	3,012	1,589	975	20,647
Recruitment	340	1,300	960	-	217	217	-	282
Security	3,244	1,623	(1,621)	501	270	(231)	-	3,305
Sports Comp Adult	243	-	(243)	-	-	0	-	-
Sports Competitions	24,260	29,183	4,923	1,890	1,835	(55)	1,025	26,000
Team Sports Manager	39,003	52,176	13,173	5,396	8,696	3,300	7,771	48,257
Telephone	23,199	13,770	(9,429)	4,221	2,295	(1,926)	3,997	12,754
Training	7,348	19,000	11,652	-	3,167	3,167	77	8,111
Travel	3,783	5,688	1,905	-	948	948	3,484	6,459
Uniforms	14,400	7,200	(7,200)	14,400	1,200	(13,200)	-	4,344
Vehicle	908	2,748	1,840	39	458	419	414	7,915
Waste	1,610	2,208	598	-	368	368	-	1,096
Water	-	5,040	4,669	291	778	487	758	3,790
	1,144,652	1,368,129	223,477	204,842	215,731	10,890	170,485	1,328,100
	(154,404)	(85,973)	(68,431)	(79,032)	(16,117)	(62,915)	(23,853)	(190,030)