

Roebourne Visitor Centre - Income & Expenditure Statement and Budget for 2015/16

Final 17 Nov 2015

	13/14	14/15	15/16 Jul-Sep	15/16 Budget	Comments/Queries
INCOME					
Visitor Centre					
Stock Sales	\$ 108,027.98	\$ 100,617.06	\$ 49,041.72	\$ 85,000	Anticipating drop in visitor numbers/sales 2016 winter compared to previous years.
Port to Port Tour	\$ 16,314.54	\$ 19,778.63	\$ 13,340.50	\$ 22,000	Tour fee increased from \$20 to \$35 during 2014/15 - budget figure is based on fewer bookings at higher fee
Consignment Sales	\$ 2,844.54	\$ 3,759.81	\$ 412.72	\$ 800	Locally made products that add to the variety of souvenirs/gifts available.
Washing Machines	\$ 3,016.22	\$ 1,989.86	\$ 1,283.46	\$ 1,600	Income affected by drop in visitors/Cleaverville restrictions - potential to promote this service more
Secondhand Book/DVD	\$ 1,105.78	-\$ 100.80	\$ 803.53	\$ 1,200	New initiative with DVD sales doing well.
Membership Fees	\$ 610.90	\$ 520.91	\$ 1,210.00	\$ 1,800	Increase during 2014/15 due to change in fee structure. Aim to increase m'ship next year, but may be at limit
Integrity Coach Lines	\$ 761.91	\$ 1,372.52	\$ 692.00	\$ 1,200	Provision of bus bookings is a low-income-producing community service
Greyhound Bus	\$ -	-\$ 120.04	\$ 24.54	\$ 100	As above
Tea Coffee Donation	\$ -		\$ 282.10	\$ 400	Donation requested for beverages during 14/15, previously free
Water Donation	\$ 2,392.80	\$ 1,608.55	\$ 916.75	\$ 1,400	Income affected by drop in visitor numbers/ Cleaverville restrictions, however still covers RVC water bill.
Commissions/Acomm Vouchers	\$ 4,310.60	\$ 72.73	\$ 320.00	\$ 500	Rick Fenny accommodation, and Ngurranga tours commissions. Not much growth expected in this area.
Venue Hire	\$ 621.00			\$ 500	Will look at promoting this service more next year
Bus charter				\$ 2,000	Aim to promote bus charter to various organisations/groups next year - eg Whim Creek trips
School and special tours				\$ 2,500	Will be promoting school tours and testing out special interest tours eg wildflower/birdwatching
Bank Interest	\$ 806.22	\$ 4,398.23	\$ 23.66	\$ 800	
Total Visitor Centre Income	\$ 140,812.49	\$ 133,897.46	\$ 68,350.98	\$ 121,800.00	
Old Gaol Museum	\$ -				
Museum Entrance Fee	\$ 13,291.75	\$ 13,024.77	\$ 11,507.16	\$ 22,000	\$3 entry fee introduced 2014/15, has increased per person income from 0.90c to \$2.22. Will consider \$4 entry.
Cossack Café					
Café Takings	\$ -	\$ -	\$ 5,028.83	\$ 42,000	Aug-Oct 2015 & May-Jun 2016 only - will improve next year with better menu/promotion/events and NYFL collaboration
TOTAL INCOME	\$ 154,104.24	\$ 146,922.23	\$ 84,886.97	\$ 185,800	

COST OF SALES

Stock Purchases	\$ 98,707.60	\$ 77,653.68	\$ 24,744.44	\$ 50,000	Stock purchases to be reduced and monitored during 15/16 to reduce stock-on-hand and increase profit margins.
Consignment Purchases	\$ 2,542.73	\$ 3,171.36	\$ 209.09	\$ 1,200	Consignment purchases to be limited to unique local items and returned if sales too low
Freight	\$ 2,829.04	\$ 2,658.33	\$ 496.23	\$ 2,000	
TOTAL COST OF SALES	\$ 104,079.37	\$ 83,483.37	\$ 25,449.76	\$ 53,200	
GROSS PROFIT	\$ 50,024.87	\$ 63,438.86	\$ 59,437.21	\$ 132,600	

EXPENSES

Visitor Centre					
Advertising and Promotions	\$ 14,982.68	\$ 18,812.80	\$ 1,745.45	\$ 15,000	Aust's Northwest, Amazing North, % of printing costs Pilbara Coast brochure, tour promotions
Accounting and Bookkeeping	\$ 3,245.45	\$ 4,065.00	\$ 398.00	\$ 7,500	Increased to cover fees for Bookkeeper, starting October 2015
Bank Fees & Charges	\$ 1,641.62	\$ 1,720.91	\$ 771.44	\$ 1,800	
Office Supplies	\$ 6,173.48	\$ 5,826.75	\$ 605.96	\$ 1,200	Reduction in this expenditure area will be achieved
Visitor Centre Amenities & Cleaning	\$ 3,916.36	\$ 5,135.43	\$ 586.15	\$ 2,000	This account is for visitor tea/coffee supplies, toilet bathroom supplies and cleaning products only
IT Support	\$ 1,912.38	\$ 1,289.62	\$ 344.65	\$ 1,200	
Postage		\$ 290.80	\$ 177.09	\$ 300	
Printer and Copier expenses	4814.95	\$ 11,288.82	3909.05	\$ 6,500	Purchase of new printer in Oct 2015 will significantly reduce this expenditure area (to around \$100 per month)
Security		\$ 362.73	\$ 620.00	\$ 640	Security alarm service
Computer software & peripherals	\$ 1,912.38	\$ 5,635.82	\$ 244.64	\$ 600	Reduction in this expenditure area will be achieved
Memberships/Subscriptions	4554.32	1986.36	1180	\$ 1,800	Tourism Council of WA, KDCCI, VCAWA

	Electricity	\$ 4,338.81	\$ 3,584.59	\$ 728.75	\$ 4,550	70% of power bills (30% to Old Gaol Museum)
	Insurance/Business & Management	\$ 9,941.82	\$ 6,822.73		\$ 7,000	Need details from Ruth
	Website expenses		\$ 220.00		\$ 2,500	Upgrades to website to enable on-line bookings and purchases
	Telephone	\$ 4,361.04	\$ 3,014.96	\$ 506.46	\$ 3,000	Includes internet/WIFI service for visitors
	Water Usage	\$ 1,499.31	\$ 1,162.45	\$ 241.04	\$ 960	80% of water bill - covered by water donations (20% to Old Gaol Museum)
	Employment					
	Emp - Superannuation	\$ 10,822.66	\$ 15,137.53	\$ 3,863.34	\$ 14,250	
	Emp - Wages and Salary	\$ 163,013.43	\$ 163,399.80	\$ 43,727.38	\$ 150,000	Reducing permanent hrs over summer (4day/wk Dec-Feb), winter casual hours only to fill in when bus tours run
	Emp - Workcover	\$ 1,597.11	\$ 3,017.23	\$ -	\$ 3,000	
	Emp - Uniforms	\$ 2,725.22	\$ 1,207.36	\$ -	\$ 500	
	Emp - Travel/Training/Meeting	5047.13	\$ 5,698.31	293.36	\$ 2,000	
	Vehicles					
	Hyundi - fuel & oil	\$ 701.75	\$ 1,118.56	\$ 351.10	\$ 1,200	
	Hyundi - repairs and maintenance	\$ 1,097.09	\$ 656.93	\$ 35.45	\$ 800	
	Hyundi - rego and insurance	\$ 557.74	\$ 575.63	\$ 564.32	\$ 580	
	Coaster bus - fuel & oil			\$ 1,507.27	\$ 2,500	
	Coaster bus - repairs and maintenance			\$ 2,560.00	\$ 1,500	
	Coaster bus - rego and insurance			\$ 1,092.18	\$ 3,600	
	Total Visitor Centre Expenses	\$ 248,856.73	\$ 262,031.12	\$ 66,053.08	\$ 236,480	
	Old Gaol Museum					
	Sewage Products	\$ 3,916.36	\$ 6,407.65	\$ -	\$ 3,500	NYFL Maintenace will investigate cause of septic problems - aim to reduce this expenditure
	Electricity	\$ 1,859.49	\$ 1,536.25	\$ 312.31	\$ 1,950	30% of power bill for fans and lighting to four gaol sections
	Water Usage - grounds reticulation	\$ 374.83	\$ 290.61	\$ 60.26	\$ 240	20% of water bill - covered by water donations
	Repairs & Maint Gaol building/grounds	\$ 21,102.25	\$ 14,860.26	\$ 663.90	\$ 2,500	No planned expenditures on building
	Wages/Super - Handyman			\$ 120.17	\$ 1,200	15% of handyman's wages
	Total Old Gaol Expenses	\$ 27,252.93	\$ 23,094.77	\$ 1,156.64	\$ 9,390	
	Cossack Café					Aug-Oct 2015 & May-Jun 2016 only
	Café foodstuffs			\$ 1,783.49	\$ 14,000	NYFL Café will assist with improved budgetting, purchasing, menu and running of café in 2016 May-Oct
	Café equipment	\$ -				
	Café wages and super	\$ -		\$ 5,494.89	\$ 28,000	Potential to reduce wages by engaging Woodside-funded NYFL WY employment program staff
	Total Café Expenses	\$ -	\$ -	\$ 7,278.38	\$ 42,000	
	TOTAL EXPENSES	\$ 276,109.66	\$ 285,125.89	\$ 74,488.10	\$ 287,870	
	OPERATING PROFIT/LOSS	-\$ 226,084.79	-\$ 221,687.03	-\$ 15,050.89	-\$ 155,270	

OTHER INCOME

	Rio Tinto sponsorship		\$ 165,638.54		\$ 6,560	Towards running costs of Coaster Bus (carried over from 2014/15 RioTinto funds)
	City of Karratha funding	\$ 292,571.79	\$ 109,081.82		\$ 150,000	Requested support for 2015/16 equaling gross wages for year
	FINAL PROFIT/LOSS	\$ 66,487.00	\$ 53,033.33	-\$ 15,050.89	\$ 1,290	

ASSET PURCHASES

	Coaster bus			\$ 39,500.00	\$ 39,500	Covered by RioTinto funds from 2014/15
	Printer/copier/scanner			\$ 5,839.50	\$ 5,840	\$5,000 Covered by Chevron Community Spirit grant

UNCONFIRMED (Grant-dependant) INCOME/EXPENSES

	Tourism WA grant - Cossack Café				\$ 39,275	Upgrade to Cossack Café facilities
	RVC contribution to above grant				-\$ 2,140	RVC contribution \$2140 cash, \$30,240 wages, \$6,896 in-kind
	Tourism WA grant - heritage trail				\$ 17,317	Roebourne Heritage Walking Trail project
	RVC contribution to above grant				-\$ 9,536	RVC contribution \$9,536 cash, \$7,981 in-kind