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From: **Adrian Thompson** <adrian.thompson@altusfinancial.com.au>
Date: Tue, 11 Aug 2026 at 15:52
Subject: FW: Questions for AGM - Form Response from Committee & to be included in AGM Mins & made available to members
To: lfbbooks50@gmail.com <lfbbooks50@gmail.com>
Cc: Mark Mackaness <commercials@avocabeachslsc.asn.au>, Accounts AvocaBeachSLSC <accounts@avocabeachslsc.asn.au>

Afternoon Robert,

As discussed during the AGM, with the image of the one-page document you provided to me at the conclusion of the meeting, and with the commentary in the attached word document, I have provided the following for your information as requested.

- Summary Financial Information for Members at the AGM 2026 (with a basic response to your points included in the word document).
- Other Income Break Down – GL split per 2026 mapping file.
- Sundry Income Break Down – GL split per 2026 mapping file.
- Wages Break Down – GL split per 2026 mapping file.
- Officer Expenses Break Down – GL split per 2026 mapping file.
- Payroll Liability Break Down – GL split per 2026 mapping file.

I understand your desire to discuss each of these points during the course of the AGM, however, under the general convention of running an AGM, where a written response is tabled to the members, this would be the most appropriate approach to addressing your questions during the AGM, rather than bring up points for discussion individually.

I hope you understand that financial information is detailed by nature as it is taken directly from the general ledger (aka Xero) which has vast numbers of transactions and account balance which need to be considered and reported. Furthermore, I am sure you understand that detailed analysis at times is difficult to complete on the spot during an AGM for a Club with a turnover that exceeds $3.5m. The financial performance and position of any organisation is impacted and driven by multiple factors which are at times difficult to isolate and may need research and consideration.

Lastly, I will note that all of the Club's Committee members are volunteers and therefore deserve the respect and courtesy from all members. I reference the attached SLSA Member Protection Policy, which I hope will give you insight into the appropriate behaviour that should observed by all members, including during an AGM.

Regards Adrian

ADRIAN THOMPSON
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COMMENTS & QUESTIONS FOR THE ABSLC AGM ON SUNDAY 9th August 2026

Management – All Sections in blue highlights taken as commentary & response to be provided Committee

Given the annual report as tabled advises that the Director of Finance Andrew Manser left his position in February 2026 then please advice

1) Why no person was appointed to take over this position
2) Who on the committee actually took on the role and has done so since Feb 2026?
3) Who prepared the accounts for presentation to the auditors?
4) What plans are in place to ensure the appointment of a suitably qualified person to this position?

The Financial report refers to "strong revenue performance and controlled expenditure resulting in a healthy surplus ". Given the surplus is only some $ 6k where is the healthy surplus?

The Financial report also refers to "a detailed auditors report ". However I trust that the financial reports attached to the annual report are not the detailed audited report. If this is the detailed auditor's it is comprehensively lacking in substance.

So where is the detailed auditor's report and if it exists what does it say?

There are no accompanying notes explaining the sharp rise in some costs nor an adequate breakup of our income stream

Draft Financials

In my view there are some 5 income streams

1) Lease income from the Point Café, The Kiosk and Physio's office.
2) The restaurant/ bar and functions
3) Sponsorship & Fund Raising Grants & Donations
4) Membership Revenue
5) Competitions & Carnivals
6) Interest Received

Assuming that (1) above is what is referred to as Sundry revenue then what is "other income "as noted in the report. In the past the club has been asked to show separately the income /expenses from (2) above. I fail to see why this cannot be done given I understand that the club uses software that allows categorisation of income & expenses at the data entry level. Please clarify – See excel sheets attached for break down.

There is an alarming increase in employee benefits expense (some $ 250k). There is no explanation for this in the accounts. – Driven by the higher sales in the restaurant & bar with increases hours worked to server patron, while the Club has incurred increases in award rates in accordance with the minimum pay awards. Furthermore, there was also additional administration wages which was a decision made by the Committee as part of its plan to manage the operations of the Club appropriately. We note payroll was tested to hours work and relevant pay rate, with no exceptions noted for any of the staff sampled - Refer to excel for break down.

The matter of paying coaches has also been mentioned. Is this cost in these figures and are contracts in place for these coaches that measure performance etc ?

Similarly there is a huge increase in Materials & consumables some $ 234k. I assume that that this cost is associated with item (2) of the income streams above. But how would one know that without any notes or comment? – Refer to Summary Financial Information – While revenue has increase, it is noted that the gross profit for the Restaurant & Bar is down. This is driven by combination of higher costs of goods sold (food costs due to inflation), and higher wages for staff, which is a combination of additional staff to service patrons & award wages increase. Overall Gross Profit % is down 4% and wages are up 3%, with total reduction in profit from 2025 of $121,891 or 21% drop.

There is also a $ 20k increase in office/administration expenses. Please detail what constitutes these expenses – See excel attached for break down

INTERIM ACCOUNTS, FINANCIAL ADMIN & FUTURE WORKS

Given that the financials show the year ended 30/4/2026 what is our current position in regard to income/expenditure? – See Year To Date

We are undertaking some substantial renovations in the gym and restaurant/ bar areas. Please advise

1) What is the budget for these works

2) Were multiple competitive tenders submitted for all works and if so on what basis were the tenders awarded?

Can you confirm the process for submission of BAS statements. Are they done monthly or quarterly? – Completed quarterly and increase in GST payable is due to higher trading activity in April. This was driven by good weather over April and Easter / ANZAC in 2026 being very close together which drove high trade.

The difference between last year and this year in GST is some $ 28k which could be a timing issue but clarification of the above could assist. – Tested during audit and no concerns noted with BAS's lodged and GST reported and paid to the ATO

In addition the Payroll Liabilities item shows an increase of some $ 26k which may well also be a timing issue related to more staff but this should also be explained. Is this figure inclusive of PAYE & SGC liabilities? – Driven by more staff required to service the patrons in the Restaurant & Bar during the April 2026 period. – See excel attached

Please note I will take the opportunity to raise each of the above questions at the AGM. – Understood, however given how you framed you information requests and that the auditor was given just 3 days to prepared, it is difficult to complete these requests in timeframe provided.

Furthermore, under general convention in an AGM, a written response tabled to the members would be the most appropriate approach rather than bring this up as a discussion point by point. The financial information is detailed and providing analysis is difficult to complete on the spot during an AGM.

In fairness I have submitted this in advance for consideration by the existing committee of the matters raised with a view to be prepared with appropriate responses – Without a Director of Finance in place, the auditor was given 3 days to prepared, it is difficult to complete these requests in timeframe this short.

Robert Burns

ABSLC MEMBER.

Avoca Beach SLSC - Summary Financial Information for Members at the AGM 2026

	2026	2025		
Revenue - Restaurant	$	$	$ Movement	% Movement
Bar Restaurant Sales	1,212,693	1,134,832	77,860	7%
Catering Sales + Functions Sales	1,584,053	1,364,176	219,878	16%
Total Revenue - Restaurant & Bar	2,796,746	2,499,008	297,738	12%
Expenses - Restaurant				
Bar Cost of Goods Sold	430,737	381,316	49,420	13%
Catering Sales + Functions Sales Cost of Goods Sales	706,787	542,411	164,376	30%
Wages, Superannuation & On-costs	1,147,343	948,683	198,661	21%
Square Fees	38,796	33,700	5,096	15%
Repairs & Maintenance - Kitchen & Bar	22,082	20,006	2,076	10%
Total Expenses - Restaurant	2,345,744	1,926,115	419,629	22%
Total Surplus from Restaurant	451,002	572,893	- 121,891	-21%
Gross Profit %	57%	61%		
Wages, Superannuation & On-costs % of total Revenue	41%	38%		
Other Club Revenue - Key Items				
Membership Revenue	103,020	86,936	16,085	19%
Sponsorship Revenue	100,455	139,758	- 39,303	-28%
Fundraising Revenue	42,529	56,777	- 14,248	-25%
Grants Revenue Received	27,170	53,747	- 26,577	-49%
Rent Revenue & Utilities Recovered	215,603	198,924	16,679	8%
Other Club Expenditure - Key Items				
Cleaning	106,299	96,263	10,036	10%
Utilities, Phone and Internet	109,063	86,982	22,081	25%
Depreciation	139,262	124,153	15,109	12%
Wages & Salaries - Admin	245,146	190,150	54,996	29%
Competitors Support - Key Items				
Club Carnival Entry Fees and Hosting Expenses	63,542	82,559	- 19,017	-23%
Coaching and Athlete Support	4,545	7,250	- 2,705	-37%
Travel & Athelet Support	27,723	50,527	- 22,804	-45%
Total Revenue	3,501,984	3,278,448	223,536	7%
Total Expenditure	3,495,812	3,010,515	485,297	16%
Surplus for the Year	6,172	267,933	- 261,761	-98%

Avoca Beach Surf Life Saving Club Inc.
Year End: 30 April 2026
Trial balance - by account number

Account	Opening	Adj's	2026	2025	2026 Rounded	2025 Rounded	FS Mapping	Note Mapping
276 Utilities Recovered	- 6,256.51	-	- 6,256.51	- 10,298.88	-6,257.00	-10,299.00	Sales Revenue	Other income
280 Other Revenue	- 4,270.96	-	- 4,270.96	- 42,872.00	-4,271.00	-42,872.00	Sales Revenue	Other income
284 Apprentice Wage Subsidy	- 11,566.37	-	- 11,566.37	-	-11,566.00	0.00	Sales Revenue	Other income
			- 22,093.84	- 53,170.88				

Avoca Beach Surf Life Saving Club Inc.
Year End: 30 April 2026
Trial balance - by account number

Account		Opening	Adj's	2026	2025	2026 Rounded	2025 Rounded	FS Mapping	Note Mapping
220	Rental - Surf Sports Equipment	- 5,318.17	-	- 5,318.17	- 6,000.05	-5,318.00	-6,000.00	Sales Revenue	Sundry revenue
225	Sales - Surf Sports Equipment	- 1,000.00	-	- 1,000.00	-	-1,000.00	0.00	Sales Revenue	Sundry revenue
208	Recycling income received	- 968.65	-	- 968.65	- 1,229.06	-969.00	-1,229.00	Sales Revenue	Sundry revenue
209	Lion Nathan Loyalty Credits	- 38,580.30	-	- 38,580.30	-	-38,580.00	0.00	Sales Revenue	Sundry revenue
211	Accommodation Payments Received	- 6,454.60	-	- 6,454.60	- 34,738.64	-6,455.00	-34,739.00	Sales Revenue	Sundry revenue
257	Course fees & materials received	-	-	-	-	0.00	0.00	Sales Revenue	Sundry revenue
274	Waste Charges Recovered	- 23,783.66	-	- 23,783.66	- 11,448.68	-23,784.00	-11,449.00	Sales Revenue	Sundry revenue
279	Rent - Physiotherapy	- 26,980.89	-	- 26,980.89	- 26,195.04	-26,981.00	-26,195.00	Sales Revenue	Sundry revenue
				- 103,086.27	- 79,611.47				

Avoca Beach Surf Life Saving Club Inc.

Year End: 30 April 2026

Trial balance - by account number

Account		Opening	Adj's	2026	2025	2026 Rounded	2025 Rounded	FS Mapping	Note Mapping
418	Employee b	-	- 2,558.93	- 2,558.93	6,254.71	-2,559.00	6,255.00	Employee ber	Employee benefits expenses
475	Wages & Sa	245,146.31	-	245,146.31	190,150.07	245,146.00	190,150.00	Employee ber	Employee benefit expense
476	Wages & Sa	359,142.43	1,938.42	361,080.85	328,328.33	361,081.00	328,328.00	Employee ber	Employee benefit expense
477	Wages & Sa	476,111.57	-	476,111.57	425,162.49	476,112.00	425,162.00	Employee ber	Employee benefit expense
478	Wages & Sa	125,232.72	-	125,232.72	74,132.38	125,233.00	74,132.00	Employee ber	Employee benefit expense
479	Wages & Sa	43,200.00	-	43,200.00	-	43,200.00	0.00	Employee ber	Employee benefit expense
480	Wages & Sa	-	-	-	-	0.00	0.00	Employee ber	Employee benefit expense
482	Wages - ABI	5,047.50	-	5,047.50	-	5,048.00	0.00	Employee ber	Employee benefit expense
483	Superannu	131,296.72	692.97	131,989.69	109,977.53	131,990.00	109,978.00	Employee ber	Employee benefit expense
				1,385,249.71	1,134,005.51				

Avoca Beach Surf Life Saving Club Inc.

Year End: 30 April 2026

Trial balance - by account number

Account		Opening	Adj's	2026	2025	2026 Rounded	2025 Rounded	FS Mapping	Note Mapping
275	Merchant Charges (do not use)	-	-	-	9.26	0.00	9.00	Office/administration expense	Office/administration expenses
404	Bank deposit service	-	-	-	-	0.00	0.00	Office/administration expense	Office/administration expenses
401	Administration	5,523.35	-	5,523.35	5,192.88	5,523.00	5,193.00	Office/administration expense	Office/administration expenses
403	Bank Fees	1,478.37	-	1,478.37	1,191.52	1,478.00	1,192.00	Office/administration expense	Office/administration expenses
411	Bad Debts Expense	-	-	-	136.36	0.00	136.00	Office/administration expense	Office/administration expenses
427	General Expenses	866.73	117.60	984.33	760.10	984.00	760.00	Office/administration expense	Office/administration expenses
448	Legal / Licensing Fees	2,111.63	246.23	2,357.86	10,432.30	2,358.00	10,432.00	Office/administration expense	Office/administration expenses
453	Office & IT Expenses	2,015.78	-	2,015.78	244.46	2,016.00	244.00	Office/administration expense	Office/administration expenses
461	Printing & Stationery	17,556.03	-	17,556.03	22,271.48	17,556.00	22,271.00	Office/administration expense	Office/administration expenses
466	Rent Paid - GCC	12,428.79	-	12,428.79	-	12,429.00	0.00	Office/administration expense	Office/administration expenses
487	Workers Comp Insurance	23,724.22	- 2,681.17	21,043.05	21,744.66	21,043.00	21,745.00	Office/administration expense	Office/administration expenses
489	Subscriptions	20,095.57	-	20,095.57	13,396.59	20,096.00	13,397.00	Office/administration expense	Office/administration expenses
490	Telephone & Internet	6,192.98	-	6,192.98	5,632.68	6,193.00	5,633.00	Office/administration expense	Office/administration expenses
403A	Bank deposit service	2,800.00	-	2,800.00	1,223.44	2,800.00	1,223.00	Office/administration expense	Office/administration expenses
403B	Merchant Fees Paid	432.37	-	432.37	713.95	432.00	714.00	Office/administration expense	Office/administration expenses
407.1	DA & Refurbishment Fees	9,681.36	-	9,681.36	-	9,681.00	0.00	Office/administration expense	Office/administration expenses
				102,589.84	82,949.68				

Avoca Beach Surf Life Saving Club Inc.
Year End: 30 April 2026
Trial balance - by account number

Account	Opening	Adj's	2026	2025	2026 Rounded	2025 Rounded	FS Mapping	Note Mapping
804 Wages Payable - Payroll	-	-	-	-	0.00	0.00	Trade & Other Payables	Payroll Liabilities Payable
821 PAYG Withholdings Payable	- 50,239.00	-	- 50,239.00	-	-50,239.00	0.00	Trade & Other Payables	Payroll Liabilities Payable
822 Superannuation Payable	- 9,497.66	-	- 9,497.66	-	-9,498.00	0.00	Trade & Other Payables	Payroll Liabilities Payable
823 Staff Tips	- 2,281.20	-	- 2,281.20	-	-2,281.00	0.00	Trade & Other Payables	Payroll Liabilities Payable
825 PAYG Withholdings Payable	-	-	-	- 25,025.00	0.00	-25,025.00	Trade & Other Payables	Payroll Liabilities Payable
826 Superannuation Payable	-	-	-	- 11,517.45	0.00	-11,517.00	Trade & Other Payables	Payroll Liabilities Payable
			-	-				