

November 2005

Sample Club

Dear Sample Name

The benchmarks for September Financials have been published. This month, we give you a brief overview of some key performance indicators via some links below. We have added to the KPI Comparisons Summary some chart representations of the **differences in the key performance indicators** across the 3 states/territories from last month and last year.

Three new clubs have published their financials for the first time and the total number of Club Data Online subscribers now reaches **144**, **enhancing the value of your subscription yet again!**

New Gross Profit trend data

All Gross Profit data is now shown as trend data in chart and table format across various business units, including Whole of Business, Food and Bar. This will assist you to review trends in Gross Profit for setting budgets.

This Gross Profit trend information has been provided with growing feedback from subscribers. If you have feedback regarding the Club Data Online product, please email feedback@clubdataonline.com

Current Month	Last Month	Your Club	Top Club
121K		23.45	26.70
98K		28.24	29.02

September Financial Statistics

Access information quickly via the below EBITDARD trend graphs

TIP: Press F11 after opening the link

Remember that %Revenue is the percent of total club revenue while %Net Revenue Contribution is the percent of the cost centre revenue.

[NSW EBITDARD TREND](#)

[QLD EBITDARD TREND](#)

[ACT EBITDARD TREND](#)

[KPI COMPARISONS SUMMARY - All States](#)

[KPI COMPARISONS CHART - NSW Gaming Food Bar](#)

[KPI COMPARISONS CHART - QLD Gaming Food Bar](#)

[KPI COMPARISONS CHART - ACT Gaming Bar](#)

[KPI COMPARISONS CHART - Differences on Last Month](#)

[KPI COMPARISONS CHART - Differences on Last Year](#)

Key Findings

Who's on CDOL?

[View the CDOL Subscriber List](#)

NEW SUBSCRIBERS!

We welcome the following clubs who have joined the Financial benchmarks:

- Coffs Harbour Catholic Club (NSW)
- Rosehill Bowling Club (NSW)
- Southport Leagues Club (QLD)

Receive FREE Quarterly Reports with Ranking Module subscription:

Subscribe here to the **Ranking Module** at \$75 (+ GST) per month and receive **FREE** Quarterly Reports valued at \$187.50 (+GST) each*

Becoming a **PREMIUM PLUS** subscriber (Gaming, Financial & Ranking Modules), enables you to receive complimentary Quarterly Industry Reports delivered to your club electronically **FREE of CHARGE** each quarter. The quarterly reports include charts, tables & analytical commentary of current, previous quarter and previous year comparisons.

*Offer valid for Premium subscribers only (Financial & Gaming Modules).

Key Findings

Australian Capital Territory

- There is a 6.5% fall in the contribution that Gaming has to the overall Club Revenue compared with Sep-04 while the Gaming Net Contribution is consistent.
- The Gaming Net Contribution has remained consistent with the previous year but has fallen by 1.6% on last month.
- The Bar Net Contribution has increased by 3.8% on last year, with no significant changes on last month.
- The overall business Gross Profit has fallen 2% on last year on and 2% on last month.

New South Wales

- On last month, the contribution of Gaming Revenue to overall Club Revenue has fallen 2.4% while the Gaming Net Contribution has fallen 1.7%.
- The Bar Net Contribution has fallen 2% on last year but risen 1.7% on last month.
- The Food business unit shows a fall of 1.5% on last year but a rise of 2.5% in Food Net Contribution on last month.
- The overall business Gross Profit has fallen 2% on last year and fallen 1.5% on last month.

Queensland

- The contribution of Gaming Revenue to overall Club Revenue has fallen 2.7% on last month and has fallen 1.4% on last year.
- The Gaming Net Contribution remains consistent with last month and last year.
- The contribution of Bar Revenue to overall Club Revenue has risen 1.3% on last month and 1% on last year.
- The Bar Net Contribution is consistent with last year but has fallen 1.2% on last month.
- Food Revenue data is consistent however the Food Net Contribution has fallen 2.3% on last month and fallen 1.6% on last year.
- The overall Gross Profit is consistent with last year but has fallen 1.5% on last month.

CDOL Fast Facts - September Financial Publish

Sep-05	Total No. of Subscribers*	Total Club Revenue (\$)**
NSW	86	94,795,605
QLD	41	32,919,557
ACT	17	11,951,553
*Represents current number of CDOL subscribers plus new clubs pending first publish.		
**Represents Total Club Revenue of CDOL published clubs for the month indicated.		

[Login to see the benchmarks](#)

WHEN IS DATA DUE?

[Click here for your 2005 Data Schedule](#)

HAVING PROBLEMS VIEWING CDOL REPORTS or CHARTS?

[Click here for a CDOL TROUBLE SHOOTING GUIDE](#)

If you would like to forward your feedback to Club Data Online, please email feedback@clubdataonline.com or you can speak directly to a CDOL representative:

Greg Hurley

QLD Representative
Club Data Online
Phone (07) 3870 0777
Fax (07) 3870 4800
gregh@clubdataonline.com
<http://www.clubdataonline.com/>

Michael Alexander

NSW/ACT Representative
Club Data Online
Mobile 0421 212 551
Fax (02) 9953 3976
michaela@clubdataonline.com
<http://www.clubdataonline.com/>