

APPENDIX F

Kempsey Regional Saleyards

	2004/05	2005/06	2006/07	2007/08	2008/09	2009/10	2010/11	2011/12	2012/13	2013/14	2014/15	2015/16	2016/17	2017/18	2017/18
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Forecast
OPERATING REVENUES															
Agents Fees	10,100	100	100	100	100	136	-	273	13,636	409	714	236	177	320	320
Yard Dues - Owners	90,961	99,999	104,487	127,617	130,571	204,476	210,640	172,783	160,174	148,539	219,626	200,737	233,807	231,977	201,977
Weighing Fees - Owners	41,912	41,246	49,360	59,486	63,278	-	-	-	-	-	-	-	-	-	-
Selling Fees - Agents	27,694	31,328	31,063	35,516	37,327	37,094	30,146	34,841	28,222	23,919	42,994	36,545	41,417	40,000	40,000
Agents Fees - Complex Hire	4,800	10,358	11,618	12,290	10,000	17,500	21,069	13,636	-	19,346	26,885	24,444	31,889	28,000	28,000
Rental - Kiosk	2,400	2,409	3,460	4,635	3,922	3,028	4,292	4,602	2,654	2,716	2,005	2,500	-	2,500	4,100
- Holding Paddocks	1,500	1,500	1,500	1,500	1,500	1,500	-	3,055	-	4,623	(2,285)	-	-	1,210	1,210
Sponsorship Signage		1,954	2,227	2,955	1,773	3,455	1,091	2,273	591	(2,955)	2,773	1,136	1,136	2,100	2,100
Truck Wash Income		1,685	4,056	7,982	8,606	10,449	9,307	7,442	8,436	7,134	7,924	8,761	9,182	8,104	8,104
Sundries	5,727	1,480	1,441	2,057	906	1,295	62	(118)	2,228	4,551	160	63	2,436	100	100
Grants	5,400		11,680												
Total Operating Revenue	190,494	192,059	220,992	254,138	257,983	278,933	276,606	238,787	215,943	208,283	300,795	274,422	320,044	314,311	285,911
OPERATING EXPENSES															
Management Expenses	23,232	69,828	91,380	22,452	60,444	67,784	-	-	-	-	-	-	14,244	14,456	14,456
Operating Expenses	84,856	81,067	63,954	91,240	72,764	90,108	90,632	92,680	85,070	99,975	119,360	119,504	196,224	159,226	241,381
Depreciation	19,672	40,738	48,820	56,123	92,954	98,126	97,982	98,073	90,939	117,505	115,900	110,531	70,519	119,855	105,855
Interest	43,064	48,970	63,681	70,594	80,374	83,532	71,600	59,194	46,619	34,989	23,035	13,439	8,065	3,185	3,185
Total Operating Expenditure	170,824	240,603	267,835	240,409	306,536	339,550	260,214	249,947	222,627	252,469	258,295	243,474	289,052	296,722	364,877
OPERATING PROFIT	19,670	(48,544)	(46,843)	13,729	(48,553)	(60,617)	16,392	(11,159)	(6,685)	(44,187)	42,500	30,948	30,992	17,589	(78,966)
Existing Loan Repayments	70,943	78,820	105,909	126,492	156,331	183,521	193,355	204,557	182,207	174,271	138,557	122,118	93,626	64,379	64,379
OPERATING SURPLUS/(DEFICIT)	(51,273)	(127,364)	(152,752)	(112,763)	(204,884)	(244,138)	(176,963)	(215,716)	(188,892)	(218,458)	(96,057)	(91,170)	(62,634)	(46,790)	(143,345)