

isca consulting.

COMPANY PROFILE



**Chartered
Accountant**

Liability limited by a scheme approved under Professional Standards Legislation.

isca
consulting.

WHO WE ARE

Isca Consulting is the only accounting firm that works exclusively for businesses operating within the thoroughbred related industries in helping them improve their accounting systems.

By specialising in only thoroughbred related businesses, we are able to dedicate our time to understanding the complexity of issues associated with only these industries. As such, we are the forefront of industry developments and able to provide our clients with an unparalleled, in-depth understanding.

We work predominately with the Ardex Premier software package, which we believe to be currently the leading solution on the market. Working intimately with Ardex enables us to develop an intimate understanding of this complex system. As such we are the leading accounting consultants of this package and the preferred accounting consultant for the Ardex team.

At Isca, it's our desire and intention to build long-term relationships with a select group of clients. We pride ourselves on being like-minded and our team is intentionally small in order to deliver on these core objectives.

With the ability to access our client's files remotely, we are able to work without physical constraints. These technological advances have enabled us to have clients throughout Australia.

Directors Lyndon Galvin and Daniel Moylan are both qualified accountants with a passion for the thoroughbred industry. They have honed their skills by working with the leading industry participants and are now the leaders in this complex and specialised field.

WHAT WE DO

1. Develop an understanding of your business and the various issues specific to it, allowing us to customise your accounting systems to your particular needs
2. Develop and implement consistent accounting procedures for your staff to adopt
3. Document simple procedures and train your staff to ensure they implement them effectively, ensuring that aspects such as your owner's statements are accurate
4. Implement suitable internal controls that prevent your business from 'leaking' profits as often occurs to many of the businesses operating within this industry
5. Develop specific and meaningful reporting information that helps you understand the key issues within your business, such as;
 - How many horses are needed in work to break even?
 - What does it cost to operate the business each week?
 - How much is being spent on horses owned by the business?
 - What is your payroll costs compared to industry average?
6. Develop customised and unique reports specific to the needs of your business. These are very basic in nature and address only the critical issues, allowing you the ability to get a snap shot of your business' performance – refer the examples later in the document as an indication
7. Assist with your day-to-day issues such assisting with managing slow paying debtors as well as general technical queries

We work in a number of different ways depending upon the circumstances of each client. This can vary from being under the direction of the client's current accountant who may not be familiar with the industry or software package – or directly for the client. We can also operate on a short project based contract or on an on-going basis. As registered Tax Agents, we also have the capacity to complete the client's compliance tasks if required.

5 REASONS TO CHOOSE US

1. Ensure your accounting system is working consistently and reliably
2. Certainty in recovering all of your client's expenses
3. Categorically know how your business is actually performing
4. Enhance ways to manage your cash flows and outstanding client debts
5. Comfort knowing we are the leaders in this specialised area

WHO WE WORK WITH

Isca Consulting is proud to work with some of the major names in horse racing in Australia including:

Anthony Cummings Racing
Ballymore Stables Australia
Bjorn Baker Racing
David Hayes Racing
Makybe Racing & Breeding
Malua Racing
O'Donnell Thoroughbreds
OTI Management
Patrick Carey Racing
Redgum Racing



'Lyndon's expertise has helped ensure that a very complex process has been implemented effectively. His industry knowledge and attention to detail have been critical to the success of the new system'

David Saegenschnitter, General Manager – David Hayes Racing

'Dan was fundamental to the success of the switch to Ardex. It is a very detailed process and having somebody who had been through the process before was vital. The changes have made a significantly positive impact upon our business and we feel well positioned moving into the future'

Lauren Corstens, Accountant – Malua Racing

'Having Lyndon available at any time to address the numerous issues we face from an accounting perspective is invaluable. He understands the issues we face and is a key part of our team'

Ronda Hoysted, Administrative Manager – Ballymore Stables

'Setting up a new business in a different country is a daunting process. Having Isca available to oversee the accounting related issues has allowed me to focus my attention on training rather than accounting - whilst having the comfort that I have the best in the business overseeing this important function'

Bjorn Baker, Trainer – Bjorn Baker Racing

'Lyndon is an integral part of our business. His insight, professionalism and accessibility give us full confidence that our accounting and financial systems are operating effectively. His input and advice into our operations are a key part of our business structure'

Terry Henderson, Director – OTI Management



REPORT EXAMPLES

Here are examples of the kinds of reporting we can do for you:

	A	B	C	D	G
1	ABC Training Stables Pty Ltd				
2	2011/2012 Profit & Loss Summary				
3					
4			SEPTEMBER	DECEMBER	YTD
5	INCOME				
6					
7	TRAINING INCOME				
8		Training Fees	350,000	350,000	700,000
9		Veterinary General Income	30,000	30,000	60,000
10		Strapper Income	10,000	10,000	20,000
11		Trainers' Percentages	30,000	30,000	60,000
12		Apprentice Percentages	10,000	10,000	20,000
13			430,000	430,000	860,000
14					
15	MARGINS RECEIVED				
16		Agistment	10,000	10,000	20,000
17		Pre-training	10,000	10,000	20,000
18		Track Fees	10,000	10,000	20,000
19		Other	10,000	10,000	20,000
20			40,000	40,000	80,000
21					
22	HORSE TRADING/RACING				
23		Horse Trading Profits	30,000	30,000	60,000
24		Commissions Received	10,000	10,000	20,000
25		Prizemoney - Company Owned	30,000	30,000	60,000
26		Horse Holding Costs - Company Owned	- 50,000	- 50,000	- 100,000
27		Interest - Horse Purchases	- 20,000	- 20,000	- 40,000
28			-	-	-
29					
30		TOTAL INCOME	470,000	470,000	940,000
31					
32	EXPENSES				
33					
34	DIRECT HORSE EXPENSES				
35		Feed	30,000	30,000	60,000
36		Saddlery	2,000	2,000	4,000
37		Sawdust	2,000	2,000	4,000
38		Supplies	10,000	10,000	20,000
39		Waste Removal	20,000	20,000	40,000
40			64,000	64,000	128,000
41					
42	EMPLOYMENT COSTS				
43		Administrative Related	40,000	40,000	80,000
44		Horse Related	260,000	260,000	520,000
45			300,000	300,000	600,000
46					
47	OVERHEAD EXPENSES				
48		Bad Debts & Debt Collection	2,000	2,000	4,000
49		Rent & Utilities	30,000	30,000	60,000
50		Telephone	2,000	2,000	4,000
51		Travel	5,000	5,000	10,000
52		Other	30,000	30,000	60,000
53			69,000	69,000	138,000
54					
55		TOTAL EXPENSES	433,000	433,000	866,000
56					
57	OTHER INCOME				
58		Sundry Income	1,000	1,000	2,000
59					
60		PROFIT/(LOSS) - AS PER ARDEX	38,000	38,000	76,000
61					

REPORT EXAMPLES

Here are examples of the kinds of reporting we can do for you:

	A	B	C	D	E	F	G	Z	AA	AB	AC	
1	ABC Training Stables Pty Ltd											
2	Horse Holding Costs - September 2011											
3												
4		July			August			September			Total	
5	Horse	Stakes	Cost	Stakes	Cost	Stakes	Cost	Stakes	Cost	Stakes	P&L	
6												
7	ABC	-	100.00	-	200.00	1,000.00	100.00	1,000.00	400.00	600.00		
8	DEF	-	200.00	-	100.00	-	200.00	-	500.00	500.00		
9	GEH	200.00	100.00	-	200.00	-	100.00	200.00	400.00	200.00		
10	IJK	-	200.00	-	100.00	-	200.00	-	400.00	100.00		
11	LMN	-	100.00	500.00	200.00	-	100.00	500.00	400.00	100.00		
12	OPQ	-	200.00	-	100.00	-	200.00	-	400.00	600.00		
13	RST	-	100.00	1,000.00	200.00	-	100.00	1,000.00	500.00	600.00		
14	UVW	-	200.00	-	100.00	500.00	200.00	500.00	500.00	-		
15	XYZ	-	100.00	-	200.00	-	100.00	-	400.00	400.00		
16												
17												
18	Net Total	200.00	1,300.00	1,500.00	1,400.00	1,500.00	1,300.00	3,200.00	3,000.00	200.00		
19												
20												
21												
22												
23												

REPORT EXAMPLES

Here are examples of the kinds of reporting we can do for you:

	R	S	T	U	V	W
1	ABC Training Stables Pty Ltd					
2	KPI's - September 2011					
3						
4						
5	STABLE OCCUPANCY - EXTERNAL CLIENTS	SEPTEMBER 11	SEPTEMBER 10	LAST YEAR AVG	GOAL	VARIANCE
6	HORSES IN WORK - EXTERNAL CLIENTS	38.04	39.00	40.00	40.00	-1.96
7	OCCUPANCY % - EXTERNAL CLIENTS	91%	93%	95%	95%	-4.66%
8						
9						
10	MARGINS RECEIVED	SEPTEMBER 11	SEPTEMBER 10	GOAL	VARIANCE	
11	AGISTMENT	\$10,000	\$8,000	\$9,000	\$1,000	
12	PRE-TRAINING	\$10,000	\$8,000	\$9,000	\$1,000	
13	TRACK FEES	\$10,000	\$8,000	\$9,000	\$1,000	
14	OTHER	\$10,000	\$8,000	\$9,000	\$1,000	
15	TOTAL	\$40,000	\$32,000	\$36,000	\$4,000	
16	AVERAGE AMOUNT - PER HORSE PER DAY	\$11	\$9	\$10	\$2	
17						
18						
19	OTHER TRAINING INCOME	SEPTEMBER 11	SEPTEMBER 10	GOAL	VARIANCE	
20	VETERINARY GENERAL INCOME	\$30,000	\$25,000	\$27,000	\$3,000	
21	STRAPPER INCOME	\$10,000	\$8,000	\$9,000	\$1,000	
22	TOTAL	\$40,000	\$33,000	\$36,000	\$4,000	
23	AVERAGE AMOUNT - PER HORSE PER DAY	\$11	\$9	\$10	\$2	
24						
25						
26	RACETRACK PERFORMANCE	SEPTEMBER 11	SEPTEMBER 10	GOAL	VARIANCE	
27	TRAINERS' PERCENTAGES	\$30,000	\$25,000	\$30,000	\$0	
28	APPRENTICE PERCENTAGES	\$10,000	\$12,000	\$12,000	\$2,000	
29	TOTAL	\$40,000	\$37,000	\$42,000	\$2,000	
30						
31						
32	HORSE TRADING / RACING COSTS	SEPTEMBER 11	SEPTEMBER 10	GOAL	VARIANCE	
33	HORSE TRADING PROFITS	\$30,000	\$50,000	\$30,000	\$0	
34	COMMISSIONS RECEIVED	\$10,000	\$5,000	\$5,000	\$5,000	
35	PRIZEMONEY	\$30,000	\$15,000	\$20,000	\$10,000	
36	HORSE HOLDING COSTS	\$50,000	\$30,000	\$40,000	\$10,000	
37	INTEREST	\$20,000	\$20,000	\$15,000	\$5,000	
38	TOTAL	\$0	\$20,000	\$0	\$0	
39						
40						
41	PAYROLL ANALYSIS - THIS QUARTER	SEPTEMBER 11	SEPTEMBER 10	GOAL	VARIANCE	
42	ADMINISTRATIVE COSTS - PER HORSE PER DAY	\$11	\$10	\$10	\$1	
43	DIRECT HORSE COSTS - PER HORSE PER DAY	\$74	\$70	\$72	\$2	
44	TOTAL	\$86	\$80	\$82	\$4	
45						
46						
47	PAYROLL ANALYSIS - YTD v LAST YEAR	YTD	LY	GOAL	VARIANCE	
48	ADMINISTRATIVE COSTS - PER HORSE PER DAY	\$23	\$11	\$10	\$13	
49	DIRECT HORSE COSTS - PER HORSE PER DAY	\$74	\$74	\$72	\$2	
50	TOTAL	\$97	\$85	\$82	\$15	
51						
52						
53	EXPENSE SUMMARY	SEPTEMBER 11	SEPTEMBER 10	GOAL	VARIANCE	
54	DIRECT COSTS - PER HORSE PER DAY	\$18	\$17	\$15	\$3	
55	OVERHEAD EXPENSES - PER HORSE PER DAY	\$20	\$20	\$24	\$4	

REPORT EXAMPLES

Here are examples of the kinds of reporting we can do for you:

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1	ABC Training Stables Pty Ltd														
2	Horse Trading Schedule - September 2011														
3															
4															
5	Stock Schedule	Purchase Date	Percentage	Start of Period	Cost	Purchased	Purchased During Period	Sold	Sold During Period	Sale Price	End of Period	Profit on Sale	Gross Mkt Val	Market Value	
6											Cost of Holding				
7	ABC	01-Jul-10	22.50%		13,125.00						13,125.00	-	170,000.00	38,250.00	
8	DEF	01-Jul-10	15.00%		2,225.00						2,225.00	-	30,000.00	4,500.00	
9	GEH	01-Jul-10	83.50%		88,700.00						88,700.00	-	-	-	
10	IJK	01-Jul-10	100.00%		4,000.00						4,000.00	-	10,000.00	10,000.00	
11	LMM	01-Jul-10	15.00%		6,630.00						6,630.00	-	60,000.00	9,000.00	
12	OPQ	01-Jul-10	5.00%		45,000.00						45,000.00	-	200,000.00	10,000.00	
13	RST	01-Jul-10	10.00%		30,000.00						30,000.00	-	450,000.00	45,000.00	
14	UVW	01-Jul-11				100.00%	50,000.00	80.00%	45,000.00		10,000.00	5,000.00	50,000.00	10,000.00	
15	XYZ	01-Jul-11				100.00%	10,000.00	100.00%	12,000.00		-	2,000.00	10,000.00	-	
16															
17															
18															
19															
20															
21															
22															
23					189,680.00		60,000.00		57,000.00		199,680.00	7,000.00	980,000.00	128,750.00	
24											2.71				
25															
26															
27															
28	Summary														
29															
30		Sales			57,000.00										
31															
32															
33	Less: COGS														
34		Opening Stock			189,680.00										
35															
36		Purchases			60,000.00										
37															
38		Closing Stock			-										
39					199,680.00										
40					50,000.00										
41	Gross Profit				7,000.00										