

6 Financials

6.1 Value For Money (VFM) & Trend Analysis

Refer to **Attachment** - Create NSW Budget Individuals & Groups – Halo Arms Ticketing annual Budget.

Expenses and ongoing business operations has been calculated in estimation. The estimated value itemised have been quantified and validated, however is only as estimation based on forecasted amount. The majority of the budget will be towards setting up our business system that is in par to our partner website and system interface. The other ongoing cost would be for resourcing of staff in two projected business locations in the heart of Sydney.

The co-funding will be sought from a business loan to support ongoing cost when the grant is successful to ensure that after three months the full capital is available for business budget and expenses.

6.2 Resourcing Staff

Halo Arms Ticketing will be committed to developing and training our staff with support for each employee's career. We have conduct a search of the minimum wage requirements to levels of classifications in accordance to the laws and regulations stipulated with Fair Work Australia and Ombudsman for salary payments within our industry. The relevant award is found in the following table.

B.1.2 Full-time and part-time adult shift workers—shift work and penalty rates

[B.1.2 varied by [PR718821](#);corrected by [PR725977](#);varied by [PR729257](#) ppc 01Sep21]

	Other than baking production employees (OBPE)	Baking production employees (BPE) Early morning shifts	All shift workers		
	Monday to Friday		Saturday	Sunday	Public holiday

	Starting at or after 6.00 pm and before 5.00 am	Starting at or after 2.00 am and before 6.00 am	Starting before 2.00 am	OBPE ¹ BPE ²	All hours within shift	
	% of minimum hourly rate					
	130%	112.5%	130%	150%	175%	225%
	\$	\$	\$	\$	\$	\$
Retail Employee Level 1	29.03	25.12	29.03	33.50	39.08	50.24
Retail Employee Level 2	29.72	25.72	29.72	34.29	40.01	51.44
Retail Employee Level 3	30.19	26.12	30.19	34.83	40.64	52.25
Retail Employee Level 4	30.77	26.63	30.77	35.51	41.42	53.26
Retail Employee Level 5	32.03	27.72	32.03	36.96	43.12	55.44
Retail Employee Level 6	32.50	28.13	32.50	37.50	43.75	56.25
Retail Employee Level 7	34.14	29.54	34.14	39.39	45.96	59.09
Retail Employee Level 8	35.52	30.74	35.52	40.98	47.81	61.47

Refer to **Attachment** – Minimum Wage Fair work

6.3 Forecast Budget Vs Spending

We have consulted our future financial advisor for the business and have worked out how much it will cost the business operations to run with forecasted budget and overhead spending. To break even it will estimated cost to total \$5000 weekly. This consist of the following expenses:

- Location with \$2500 in expense for prominent commercial space
- Staff employed full time \$1500
- Utilities Overhead and business operations include \$1200

Analysis was made based on a Girl from the North Country, shown in the Royal Theatre of the average price of tickets at a discounted rate of 25% or 50%. The following conclusions were made to break even on the ongoing business operations:

- At a Discount rate of 50% Halo Arms tickets will have to resell approx. 50 to 60 tickets on weekly basis for the partner venues.
- At a Discount rate of 25% Halo Arms tickets will have to resell approx. 90 to 100 tickets on weekly basis for the partner venues.

7 Conclusion

This document for proposed funding for grant from Capitol Works for Minor Project and Equipment demonstrates what is required from our business to make sure we will be sustainable operating entity within NSW. As a business we are focused to achieve in the areas of:

- Effectively managing our productivity
- Enhance our public reputation by being results driven
- Identify training gap opportunities for increase in staff morale and developments
- Providing better servicing of our customers by being customer centric and customer focused in driving excellence
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Halo Arms Ticketing will thrive and not just survive and become viable for any solution for economic instability that we have experience pre-pandemic times. Now this is slowly and surely changing to progressively move towards better economic times and sustainable future. We will continue to be the solution and not a problem to any challenges to make sure the Arts industry will be solvency and the culture and celebrating our differences will be upheld in our communities.



Australian Business Register

Date of issue: 26/06/2022

Australian Business Number (ABN)

77425627901

Entity name

Camille Ydel

ABN status

Active

ABN registration date

26/06/2022

Postal address

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Wentworth Point NSW

2127

Business address

U 403 10 Burroway Rd

Wentworth Point NSW

2127

Email address

camilleydel@gmail.com

Type of entity

IND

Business activity

16110 - Printing (including art print, job, map, cheque book, plan, postage stamp, postal note, tickets, bank note, sheet music)

The information in this statement is correct at the time of your registration, 26/06/2022 . If your registration details change, you are legally required to notify the Australian Taxation Office within 28 days of the change. You can do this online at www.ato.gov.au or by calling the ATO on 13 28 66.

To get an updated statement of your ABN details, contact the Australian Business Register on 13 92 26 or www.abr.gov.au.

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LOGOS

