



sky
accountants - hospitality specialists

your business - no limits

Australia Wide



By way of introduction Sky Accountants are in the top 57 firms worldwide recognised in the book "The World's Most Inspiring Accountants", by UK journalist Steve Pipe. We specialise in working with clients in the Hospitality & Tourism industries. We work with Gaming Venues, Clubs (including not-for-profit), Pubs, Bars, Cafes, Lounges, Resorts, Hotels, Motels, Restaurants, including hospitality franchisors, franchisees and all types of tourism operators.

Our clients have won the following industry awards:

2015 Community Clubs Association of Victoria
Winner - Best Regional Family Club

2014 Community Clubs Association of Victoria
Winner - Best Club Function Room

2013 Community Clubs Association of Victoria
Winner - Club of the Year

2012 Community Clubs Association of Victoria
Winner - Best Club Website

2012 Community Clubs Association of Victoria
Winner - Best Family Club

2011 Clubs Victoria
Winner - Best Redeveloped Club

2011 Club Manager Association Australia
Winner - Assistant Manager of the Year

2008 Clubs Managers Association
Finalist - Club Manager of the Year

2007 Clubs Managers Association
Winner - Club Manager of the Year

2006 Clubs Managers Association
Finalist - Club Manager of the Year

2015 Community Clubs Association of Victoria
Winner - Best Keno Club

2014 Community Clubs Association of Victoria
Winner - Best Large Club

2013 Community Clubs Association of Victoria
Winner - Best Club Website

2012 Community Clubs Association of Victoria
Winner - Best Regional Club Bistro

2011 CMA Australia Awards

2011 Club Manager Association Australia
Winner - Community Manager of the Year

2009 Entertainment Book
Finalist - Best Family Dining

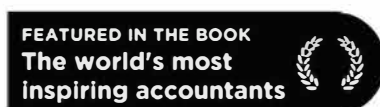
2007 TABCORP
Winner - Regional Clubs Category A

2007 Clubs Victoria
Winner - Best Presented Beer

2005 Clubs Victoria
Winner - Best Gaming Venue

Hospitality Specialists, Innovative, and Award-winning.

In 2016, Sky Accountants was awarded Firm of the Year (VIC) by the Institute of Public Accountants (IPA), they won the most innovative accounting firm in 2015 from the industry group Panalitix and in 2015 and 2016, were a national finalist for accountantsdaily in the category of the Most Innovative Accounting Firm in Australia. We are truly award winning accountants - technology and hospitality focused. We are Xero Accounting gold partners and allied with cloud technology partners in Xero add-ons such as Receipt Bank, POS systems, Payroll and HR systems for Clubs and Pubs.



**MOST INNOVATIVE
ACCOUNTING
BUSINESS
2015**



services we offer

Sky Services

We offer clients various levels of service. Broken into Bronze, Silver and Gold.

Bronze - Operational Review

BRONZE



Objectives:

Provide a specialised hospitality management report identifying Operational deficiencies as well as strengths to build on.

Strategically review the 6 key hospitality pillars and outline the strengths and weaknesses of each.

- Bistro;
- Bar;
- Gaming;
- Kitchen;
- Human Resources;
- Metrics

The Review:

The review process begins by collecting data and background information from the major areas of your hospitality business including:

- Financial Performance
- Current Trading Levels
- Income and Expenses
- Margin Analysis & Trend Analysis including:
 - o Food and Beverage
 - o Other
- Marketing Strategies
- Management and HR
- Systems and Procedures
- Administration & Record keeping and measurement

An on-site operational review inspecting your physical premises, Kitchen, Gaming Room, etc. We outline identifiable issues, but also offer solutions and answers to improve the business's efficiencies, equally for the short term, but also strategically for the long term.

Assist you to gather the key performance indicators (KPIs) of your operations. We analyse the KPI's in relation to the business as a whole and to industry benchmarks and in doing so review all areas of profitability, revenue and expenses. From this we make solid recommendations based around an ideal profit goal. These matters are critical to identify in order to adjust, manage and move the business forward.

Delivery:

As a result of the operational appraisal and strategic review, a list of issues and corresponding recommendations will be prepared. We produce a report on our findings.

services we offer

Silver - Presentation Q & A Session

Half Day Session Presenting the Hospitality Operational and Strategic Review

(Must purchase the Bronze Package)

SILVER



Objectives:

To allow the club CEO or General Manager and Board or Committee Members to have a Q & A session with our consultants to get a better understanding of our findings and recommendations.

The Review:

- As per bronze package.

Delivery:

Present findings to the CEO or General Manager and Board or Committee members in person via a power point presentation. This allows for questions and/or feedback on the report as part of the delivery process and overall consultation. Half day session, either morning from 9:30 AM – 12:30 PM or from 1:30 pm TO 4:30 PM.

Gold - Mentoring You to Success

6 to 12 Months of Mentoring, Implementation, and Execution

(Must purchase the Bronze and Silver Packages)

GOLD



Objectives:

To work closely with the CEO or General Manager to help implement and execute the findings of the Hospitality Operational and Strategic Review.

The Review:

Review of the monthly Financial Reports prepared for the Board or Committee to monitor the actual results against the budgets and Key Performance Indicators (KPI). Recommend actions to help the business reach its financial and business objectives.

Delivery:

Unlimited phone calls and emails. Attend the Board or Committee meetings via Skype or in person where necessary.

who we work for?



BUCKLEYS



**MARYBOROUGH
HIGHLAND SOCIETY**

MID CITY MOTEL
W A R R N A M B O O L



and many other clubs, pubs, and hospitality venues.

Contacting Us

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