

Profit & Loss [Budget Analysis]

September 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$112,329.37	\$90,000.00	\$22,329.37	24.8%
Total Bar Sales	\$112,329.37	\$90,000.00	\$22,329.37	24.8%
Food Sales				
Food Sales	\$138,913.06	\$100,000.00	\$38,913.06	38.9%
Food Sales - Subsidised	\$8,015.00	\$8,000.00	\$15.00	0.2%
Total Food Sales	\$146,928.06	\$108,000.00	\$38,928.06	36.0%
Gaming Machine Revenue				
Gaming Revenue	\$173,892.40	\$174,000.00	-\$107.60	(0.1)%
Total Gaming Machine Revenue	\$173,892.40	\$174,000.00	-\$107.60	(0.1)%
Keno Commission				
Keno Commission	\$845.89	\$660.29	\$185.60	28.1%
Total Keno Commission	\$845.89	\$660.29	\$185.60	28.1%
TAB Commission				
TAB Commission	\$1,102.88	\$1,200.00	-\$97.12	(8.1)%
Total TAB Commission	\$1,102.88	\$1,200.00	-\$97.12	(8.1)%
Membership Income				
Membership Income	\$2,259.08	\$1,000.00	\$1,259.08	125.9%
Total Membership Income	\$2,259.08	\$1,000.00	\$1,259.08	125.9%
Raffle Income				
Raffle Income	\$8,943.00	\$6,500.00	\$2,443.00	37.6%
Total Raffle Income	\$8,943.00	\$6,500.00	\$2,443.00	37.6%
Room Hire				
Room Hire & Catering	\$0.00	\$138.18	-\$138.18	(100.0)%
Room Hire & Catering - Subsidy	\$750.00	\$750.00	\$0.00	0.0%
Total Room Hire	\$750.00	\$888.18	-\$138.18	(15.6)%
Other revenue				
ATM Rebate	\$2,463.63	\$1,600.00	\$863.63	54.0%
Entertainment Subsidised	\$255.00	\$0.00	\$255.00	NA
Total Other revenue	\$2,718.63	\$1,600.00	\$1,118.63	69.9%
Womens Auxillary Income				
WAUX - Interest Received	\$0.08	\$0.00	\$0.08	NA
WAUX - Raffles	\$318.00	\$300.00	\$18.00	6.0%
WAUX - Merchandise	\$320.00	\$200.00	\$120.00	60.0%
Total Womens Auxillary Income	\$638.08	\$500.00	\$138.08	27.6%
Total Sales Revenue	\$450,407.39	\$384,348.47	\$66,058.92	17.2%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$31,855.78	\$28,800.00	\$3,055.78	10.6%
Total Cost of Sales - Beverage	\$31,855.78	\$28,800.00	\$3,055.78	10.6%
Cost of Sales - Food				
Food Cost of Sales	\$61,245.51	\$38,000.00	\$23,245.51	61.2%
Total Cost of Sales - Food	\$61,245.51	\$38,000.00	\$23,245.51	61.2%
Cost of Sales - Gaming				
GSP Contract Cost	\$1,376.00	\$19,890.00	-\$18,514.00	(93.1)%
Loyalty EGM Integration Connec	\$0.00	\$750.00	-\$750.00	(100.0)%
State Gaming Tax	\$27,114.78	\$40,686.89	-\$13,572.11	(33.4)%

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Monitoring Costs	\$5,525.80	\$3,000.00	\$2,525.80	84.2%
VCGLR Supervision Charge	\$650.00	\$600.00	\$50.00	8.3%
EGM Hardware Maintenance Cost	\$890.00	\$0.00	\$890.00	NA
IGT System Gaming costs	\$8,563.40	\$0.00	\$8,563.40	NA
Total Cost of Sales - Gaming	\$44,119.98	\$64,926.89	-\$20,806.91	(32.0)%
Keno Cost of Sales				
Keno Fees	\$316.64	\$316.65	-\$0.01	0.0%
Total Keno Cost of Sales	\$316.64	\$316.65	-\$0.01	0.0%
TAB Cost of Sales				
TAB Fees	\$400.00	\$500.00	-\$100.00	(20.0)%
Total TAB Cost of Sales	\$400.00	\$500.00	-\$100.00	(20.0)%
Total Cost Of Sales	\$137,937.91	\$132,543.54	\$5,394.37	4.1%
Gross Profit	\$312,469.48	\$251,804.93	\$60,664.55	24.1%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$4,326.40	\$4,118.40	\$208.00	5.1%
Audit Fees	\$300.00	\$2,000.00	-\$1,700.00	(85.0)%
ATM Expenses	\$403.28	\$350.00	\$53.28	15.2%
Bank Charges	\$0.00	\$200.00	-\$200.00	(100.0)%
Merchant fees	\$1,580.18	\$1,400.00	\$180.18	12.9%
Computer Software & Support	\$741.60	\$625.00	\$116.60	18.7%
Fees & Licences	\$216.97	\$600.00	-\$383.03	(63.8)%
Freight & Cartage	\$289.48	\$500.00	-\$210.52	(42.1)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$5.95	\$60.00	-\$54.05	(90.1)%
Printing, Stationery	\$202.81	\$1,000.00	-\$797.19	(79.7)%
Professional fees	\$412.13	\$453.59	-\$41.46	(9.1)%
Subscriptions - TV etc	\$3,461.51	\$3,500.00	-\$38.49	(1.1)%
Subscriptions - Other	\$619.73	\$300.00	\$319.73	106.6%
Telephone & Internet	\$443.31	\$550.00	-\$106.69	(19.4)%
Travel Expenses	\$116.82	\$0.00	\$116.82	NA
Total Administration Expenses	\$13,120.17	\$16,206.99	-\$3,086.82	(19.0)%
Operational Expenses				
Bar Expenses	\$94.47	\$1,300.00	-\$1,205.53	(92.7)%
Beer Gas	\$24.84	\$300.00	-\$275.16	(91.7)%
Cash Discrepancies	\$26.42	\$250.00	-\$223.58	(89.4)%
Cleaning Products	\$216.54	\$150.00	\$66.54	44.4%
Cleaning Contracts	\$5,142.00	\$5,000.00	\$142.00	2.8%
Cleaning Other	\$301.47	\$0.00	\$301.47	NA
Consumables	\$714.93	\$500.00	\$214.93	43.0%
Dining Room Supplies	\$740.90	\$750.00	-\$9.10	(1.2)%
Donations	\$0.00	\$357.50	-\$357.50	(100.0)%
Gaming Expenses	\$775.12	\$1,000.00	-\$224.88	(22.5)%
Kitchen Supplies/equipment	\$4,128.29	\$2,500.00	\$1,628.29	65.1%
Laundry	\$60.00	\$0.00	\$60.00	NA
Raffles	\$2,954.96	\$2,630.00	\$324.96	12.4%
Security Contracts	\$404.32	\$550.00	-\$145.68	(26.5)%
Sundry Expense	\$230.95	\$500.00	-\$269.05	(53.8)%
Wastage	\$872.10	\$500.00	\$372.10	74.4%

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Total Operational Expenses	\$16,687.31	\$16,287.50	\$399.81	2.5%
Advertising & Promotions				
Advertising & Marketing	\$1,971.88	\$3,000.00	-\$1,028.12	(34.3)%
Promotions - Members Prizes	\$0.00	\$750.00	-\$750.00	(100.0)%
Promotions - Members Discount	\$9,218.41	\$5,500.00	\$3,718.41	67.6%
Promotions - Gaming	\$829.02	\$550.00	\$279.02	50.7%
Promotions - Food	\$3,091.13	\$400.00	\$2,691.13	672.8%
Promotions - Other	\$2,840.91	\$500.00	\$2,340.91	468.2%
Promotions - Happy Hour	\$450.64	\$500.00	-\$49.36	(9.9)%
Promotions - Specials	\$158.64	\$100.00	\$58.64	58.6%
Guest Entertainment	\$2,387.27	\$2,100.00	\$287.27	13.7%
Giveaways	\$27.87	\$0.00	\$27.87	NA
Total Advertising & Promotions	\$20,975.77	\$13,400.00	\$7,575.77	56.5%
Occupancy Costs				
Rent - Ovens Street	\$557.84	\$0.00	\$557.84	NA
Rent - Patriotic Fund	\$36,363.65	\$32,000.00	\$4,363.65	13.6%
Electricity	\$7,106.00	\$7,000.00	\$106.00	1.5%
Gas	\$1,210.00	\$1,500.00	-\$290.00	(19.3)%
Water Rates	\$412.95	\$642.40	-\$229.45	(35.7)%
Hire of Plant & Equipment	\$127.27	\$0.00	\$127.27	NA
Waste Removal	\$1,561.60	\$1,000.00	\$561.60	56.2%
Insurance	\$4,147.10	\$3,850.00	\$297.10	7.7%
Rates & Taxes	\$205.72	\$0.00	\$205.72	NA
Rep & Maint - Buildings	\$86.36	\$1,500.00	-\$1,413.64	(94.2)%
Rep & Maint - Plant & equip	\$395.46	\$1,500.00	-\$1,104.54	(73.6)%
State Branch Contribution	\$3,887.28	\$0.00	\$3,887.28	NA
RSL Membership System contribution	\$1,464.05	\$0.00	\$1,464.05	NA
Total Occupancy Costs	\$57,525.28	\$48,992.40	\$8,532.88	17.4%
Committee & Members Expenses				
Loyalty Points Redemption	\$3,552.29	\$4,700.00	-\$1,147.71	(24.4)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Membership Cards	\$173.55	\$163.64	\$9.91	6.1%
Members Expenses	\$129.60	\$0.00	\$129.60	NA
President Shout	\$54.37	\$0.00	\$54.37	NA
Total Committee & Members Expenses	\$3,909.81	\$5,413.64	-\$1,503.83	(27.8)%
Welfare & Charitable Expenses (Community)				
Subsidised - Room Hire	\$0.00	\$750.00	-\$750.00	(100.0)%
Total Welfare & Charitable Expenses (Community)	\$0.00	\$750.00	-\$750.00	(100.0)%
Welfare & Charitable Expenses (Veteran)				
Committee Honorarium	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
Welfare Courtesy Bus	\$0.00	\$45.45	-\$45.45	(100.0)%
Other W&C expenses (Veteran)	\$401.56	\$0.00	\$401.56	NA
Subsidised - Entertainment	\$255.00	\$65.20	\$189.80	291.1%
Subsidised - Meals	\$8,015.00	\$8,000.00	\$15.00	0.2%
Subsidised - Room Hire	\$750.00	\$0.00	\$750.00	NA
Welfare Wages	\$3,507.23	\$0.00	\$3,507.23	NA
Welfare assistance	\$626.85	\$0.00	\$626.85	NA
Total Welfare & Charitable Expenses (Veteran)	\$13,555.64	\$9,310.65	\$4,244.99	45.6%
Womens Auxillary Expenses				
WAUX - Catering	\$88.73	\$0.00	\$88.73	NA

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WAUX - Merchandise	\$234.48	\$0.00	\$234.48	NA
WAUX - Raffle Expenses	\$159.09	\$75.00	\$84.09	112.1%
WAUX - Womens Council	\$118.18	\$0.00	\$118.18	NA
Total Womens Auxillary Expenses	\$600.48	\$75.00	\$525.48	700.6%
Employment Expenses				
FOH Wages	\$61,554.80	\$49,600.00	\$11,954.80	24.1%
BOH Wages	\$44,725.71	\$34,000.00	\$10,725.71	31.5%
Gaming Wages	\$7,857.94	\$0.00	\$7,857.94	NA
Admin Wages	\$3,647.03	\$2,800.00	\$847.03	30.3%
Management Wages	\$12,444.17	\$15,500.00	-\$3,055.83	(19.7)%
JobKeeper Top Up	\$0.00	\$3,200.00	-\$3,200.00	(100.0)%
Superannuation	\$12,509.11	\$10,190.00	\$2,319.11	22.8%
Provision - Annual Leave	-\$834.38	\$2,500.00	-\$3,334.38	(133.4)%
Provision - Long Service Leave	\$597.30	\$500.00	\$97.30	19.5%
Workcover	\$2,670.26	\$2,399.06	\$271.20	11.3%
Payroll Tax	\$921.49	\$703.76	\$217.73	30.9%
Staff Amenities	\$156.91	\$120.00	\$36.91	30.8%
Staff Training	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Staff Uniforms	\$25.95	\$0.00	\$25.95	NA
Staff Discount	\$0.00	\$830.00	-\$830.00	(100.0)%
Total Employment Expenses	\$146,276.29	\$123,342.82	\$22,933.47	18.6%
Total Expenses	\$272,650.75	\$233,779.00	\$38,871.75	16.6%
Operating Profit	\$39,818.73	\$18,025.93	\$21,792.80	120.9%
Other Income				
Interest Received	\$76.07	\$10.86	\$65.21	600.5%
Total Other Income	\$76.07	\$10.86	\$65.21	600.5%
Other Expenses				
Amortisation - Gaming Entitlem	\$0.00	\$9,727.13	-\$9,727.13	(100.0)%
Interest paid	\$3,830.79	\$467.34	\$3,363.45	719.7%
Total Other Expenses	\$3,830.79	\$10,194.47	-\$6,363.68	(62.4)%
Net Profit/(Loss)	\$36,064.01	\$7,842.32	\$28,221.69	359.9%