

Profit & Loss [Budget Analysis]

January 2022 To September 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$899,613.45	\$795,000.00	\$104,613.45	13.2%
Total Bar Sales	\$899,613.45	\$795,000.00	\$104,613.45	13.2%
Food Sales				
Food Sales	\$1,032,425.76	\$910,000.00	\$122,425.76	13.5%
Food Sales - Subsidised	\$60,848.00	\$72,000.00	-\$11,152.00	(15.5)%
Total Food Sales	\$1,093,273.76	\$982,000.00	\$111,273.76	11.3%
Gaming Machine Revenue				
Gaming Revenue	\$1,703,502.64	\$1,583,400.00	\$120,102.64	7.6%
Total Gaming Machine Revenue	\$1,703,502.64	\$1,583,400.00	\$120,102.64	7.6%
Keno Commission				
Keno Commission	\$8,734.33	\$5,876.79	\$2,857.54	48.6%
Total Keno Commission	\$8,734.33	\$5,876.79	\$2,857.54	48.6%
TAB Commission				
TAB Commission	\$8,508.97	\$10,800.00	-\$2,291.03	(21.2)%
Total TAB Commission	\$8,508.97	\$10,800.00	-\$2,291.03	(21.2)%
Membership Income				
Membership Income	\$36,435.78	\$20,000.00	\$16,435.78	82.2%
Total Membership Income	\$36,435.78	\$20,000.00	\$16,435.78	82.2%
Raffle Income				
Raffle Income	\$54,286.90	\$58,500.00	-\$4,213.10	(7.2)%
Total Raffle Income	\$54,286.90	\$58,500.00	-\$4,213.10	(7.2)%
Room Hire				
Room Hire & Catering	\$181.82	\$1,270.01	-\$1,088.19	(85.7)%
Room Hire & Catering - Subsidy	\$13,150.00	\$8,745.00	\$4,405.00	50.4%
Total Room Hire	\$13,331.82	\$10,015.01	\$3,316.81	33.1%
Other revenue				
ATM Rebate	\$16,809.12	\$14,400.00	\$2,409.12	16.7%
Entertainment Subsidised	\$2,287.50	\$0.00	\$2,287.50	NA
Grant Income	\$60,000.00	\$0.00	\$60,000.00	NA
Other Income Received	\$4,833.68	\$0.00	\$4,833.68	NA
Total Other revenue	\$83,930.30	\$14,400.00	\$69,530.30	482.8%
Loyalty Awards Revenue				
Loyalty Points Reimbursement	\$2,934.33	\$0.00	\$2,934.33	NA
Total Loyalty Awards Revenue	\$2,934.33	\$0.00	\$2,934.33	NA
Womens Auxillary Income				
WAUX - Events	\$6,840.00	\$10,200.00	-\$3,360.00	(32.9)%
WAUX - Commemorative Events	\$110.01	\$0.00	\$110.01	NA
WAUX - Wakes	\$1,090.90	\$0.00	\$1,090.90	NA
WAUX - Donations	\$1,430.00	\$100.00	\$1,330.00	1,330.0%
WAUX - Interest Received	\$0.48	\$0.00	\$0.48	NA
WAUX - Raffles	\$2,789.00	\$2,200.00	\$589.00	26.8%
WAUX - Merchandise	\$4,297.80	\$1,800.00	\$2,497.80	138.8%
Total Womens Auxillary Income	\$16,558.19	\$14,300.00	\$2,258.19	15.8%
Total Sales Revenue	\$3,921,110.47	\$3,494,291.80	\$426,818.67	12.2%
Cost Of Sales				
Cost of Sales - Beverage				

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Beverage Cost of Sales	\$303,224.90	\$254,400.00	\$48,824.90	19.2%
Total Cost of Sales - Beverage	\$303,224.90	\$254,400.00	\$48,824.90	19.2%
Cost of Sales - Food				
Food Cost of Sales	\$439,319.12	\$345,800.00	\$93,519.12	27.0%
Total Cost of Sales - Food	\$439,319.12	\$345,800.00	\$93,519.12	27.0%
Cost of Sales - Gaming				
GSP Contract Cost	\$326,106.25	\$325,147.00	\$959.25	0.3%
Loyalty EGM Integration Connec	\$5,675.00	\$6,850.00	-\$1,175.00	(17.2)%
State Gaming Tax	\$315,392.41	\$269,666.33	\$45,726.08	17.0%
Monitoring Costs	\$30,757.40	\$27,000.00	\$3,757.40	13.9%
VCGLR Supervision Charge	\$6,273.46	\$5,400.00	\$873.46	16.2%
EGM Hardware Maintenance Cost	\$1,819.00	\$0.00	\$1,819.00	NA
IGT System Gaming costs	\$8,563.40	\$0.00	\$8,563.40	NA
EGM Software purchase	\$4,000.00	\$0.00	\$4,000.00	NA
Total Cost of Sales - Gaming	\$698,586.92	\$634,063.33	\$64,523.59	10.2%
Keno Cost of Sales				
Keno Fees	\$3,268.79	\$3,076.07	\$192.72	6.3%
Total Keno Cost of Sales	\$3,268.79	\$3,076.07	\$192.72	6.3%
TAB Cost of Sales				
TAB Fees	\$5,087.18	\$4,500.00	\$587.18	13.0%
Total TAB Cost of Sales	\$5,087.18	\$4,500.00	\$587.18	13.0%
Total Cost Of Sales	\$1,449,486.91	\$1,241,839.40	\$207,647.51	16.7%
Gross Profit	\$2,471,623.56	\$2,252,452.40	\$219,171.16	9.7%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$41,100.80	\$40,154.40	\$946.40	2.4%
Audit Fees	\$4,990.90	\$8,000.00	-\$3,009.10	(37.6)%
ATM Expenses	\$3,191.68	\$3,150.00	\$41.68	1.3%
Bank Charges	\$356.20	\$1,800.00	-\$1,443.80	(80.2)%
Merchant fees	\$12,403.61	\$12,600.00	-\$196.39	(1.6)%
Computer Software & Support	\$4,785.02	\$5,625.00	-\$839.98	(14.9)%
Computer Other Expenses	\$2,941.10	\$5,556.57	-\$2,615.47	(47.1)%
Fees & Licences	\$2,575.58	\$5,400.00	-\$2,824.42	(52.3)%
Freight & Cartage	\$2,313.89	\$4,500.00	-\$2,186.11	(48.6)%
Legal Expenses	\$0.00	\$4,950.00	-\$4,950.00	(100.0)%
Postage	\$216.60	\$540.00	-\$323.40	(59.9)%
Printing, Stationery	\$4,882.18	\$9,000.00	-\$4,117.82	(45.8)%
Professional fees	\$7,785.25	\$4,082.31	\$3,702.94	90.7%
Subscriptions - TV etc	\$29,947.93	\$31,500.00	-\$1,552.07	(4.9)%
Subscriptions - Other	\$5,177.34	\$2,700.00	\$2,477.34	91.8%
Telephone & Internet	\$4,041.68	\$4,950.00	-\$908.32	(18.3)%
Travel Expenses	\$2,763.04	\$4,407.39	-\$1,644.35	(37.3)%
Total Administration Expenses	\$129,472.80	\$148,915.67	-\$19,442.87	(13.1)%
Operational Expenses				
Bar Expenses	\$1,634.04	\$11,700.00	-\$10,065.96	(86.0)%
Beer Gas	\$2,822.92	\$2,700.00	\$122.92	4.6%
Cash Discrepancies	\$316.71	\$2,250.00	-\$1,933.29	(85.9)%
Cleaning Products	\$3,617.57	\$1,350.00	\$2,267.57	168.0%
Cleaning Contracts	\$53,261.29	\$48,750.00	\$4,511.29	9.3%

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Cleaning Other	\$2,062.24	\$0.00	\$2,062.24	NA
Consumables	\$6,311.69	\$4,500.00	\$1,811.69	40.3%
Dining Room Supplies	\$6,619.46	\$6,750.00	-\$130.54	(1.9)%
Donations	\$25,775.00	\$1,598.00	\$24,177.00	1,513.0%
Gaming Expenses	\$24,456.08	\$9,000.00	\$15,456.08	171.7%
Kitchen Supplies/equipment	\$21,154.02	\$22,500.00	-\$1,345.98	(6.0)%
Laundry	\$582.41	\$230.10	\$352.31	153.1%
Raffles	\$18,560.73	\$23,670.00	-\$5,109.27	(21.6)%
Sanitary Costs	\$0.00	\$1,062.37	-\$1,062.37	(100.0)%
Security Contracts	\$4,253.13	\$4,950.00	-\$696.87	(14.1)%
Sundry Expense	\$1,474.99	\$4,500.00	-\$3,025.01	(67.2)%
Wastage	\$7,653.23	\$4,500.00	\$3,153.23	70.1%
Total Operational Expenses	\$180,555.51	\$150,010.47	\$30,545.04	20.4%
Advertising & Promotions				
Advertising & Marketing	\$42,267.99	\$27,000.00	\$15,267.99	56.5%
Promotions - Members Prizes	\$5,490.91	\$6,750.00	-\$1,259.09	(18.7)%
Promotions - Members Discount	\$69,291.81	\$49,500.00	\$19,791.81	40.0%
Promotions - Gaming	\$4,892.34	\$4,950.00	-\$57.66	(1.2)%
Promotions - Food	\$7,426.13	\$3,600.00	\$3,826.13	106.3%
Promotions - Other	\$3,819.73	\$4,500.00	-\$680.27	(15.1)%
Promotions - Happy Hour	\$2,945.85	\$4,500.00	-\$1,554.15	(34.5)%
Promotions - Specials	\$935.67	\$900.00	\$35.67	4.0%
Guest Entertainment	\$17,702.27	\$18,900.00	-\$1,197.73	(6.3)%
Giveaways	\$3,839.29	\$0.00	\$3,839.29	NA
Total Advertising & Promotions	\$158,611.99	\$120,600.00	\$38,011.99	31.5%
Occupancy Costs				
Rent - Ovens Street	\$8,417.07	\$0.00	\$8,417.07	NA
Rent - Patriotic Fund	\$403,636.40	\$312,000.00	\$91,636.40	29.4%
Electricity	\$61,175.64	\$63,000.00	-\$1,824.36	(2.9)%
Gas	\$12,039.73	\$13,500.00	-\$1,460.27	(10.8)%
Water Rates	\$4,122.15	\$6,102.97	-\$1,980.82	(32.5)%
Hire of Plant & Equipment	\$127.27	\$0.00	\$127.27	NA
Waste Removal	\$12,494.91	\$9,000.00	\$3,494.91	38.8%
Insurance	\$31,242.68	\$34,650.00	-\$3,407.32	(9.8)%
Rates & Taxes	\$2,124.54	\$5,677.60	-\$3,553.06	(62.6)%
Rep & Maint - Buildings	\$6,276.20	\$13,500.00	-\$7,223.80	(53.5)%
Rep & Maint - Plant & equip	\$6,604.96	\$13,500.00	-\$6,895.04	(51.1)%
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	\$553,612.88	\$470,930.57	\$82,682.31	17.6%
Committee & Members Expenses				
Loyalty Points Redemption	\$29,585.93	\$42,300.00	-\$12,714.07	(30.1)%
Membership Affiliation Charge	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Committee Members Expenses	\$0.00	\$4,950.00	-\$4,950.00	(100.0)%
Conference/Seminar costs	\$0.00	\$100.00	-\$100.00	(100.0)%
Membership Cards	\$473.55	\$437.46	\$36.09	8.2%
Members Expenses	\$1,187.09	\$0.00	\$1,187.09	NA
President Shout	\$242.57	\$0.00	\$242.57	NA
Total Committee & Members Expenses	\$31,489.14	\$48,787.46	-\$17,298.32	(35.5)%
Welfare & Charitable Expenses (Community)				
Subsidised - Room Hire	\$0.00	\$9,000.00	-\$9,000.00	(100.0)%

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Total Welfare & Charitable Expenses (Community)	\$0.00	\$9,000.00	-\$9,000.00	(100.0)%
Welfare & Charitable Expenses (Veteran)				
Commemorative Day Expenses	\$435.80	\$2,455.17	-\$2,019.37	(82.2)%
Committee Honorarium	\$2,181.82	\$3,600.00	-\$1,418.18	(39.4)%
Donations/Community outreach	\$3,000.00	\$30,500.00	-\$27,500.00	(90.2)%
Welfare Courtesy Bus	\$867.23	\$113.36	\$753.87	665.0%
Other W&C expenses (Veteran)	\$3,388.53	\$1,213.69	\$2,174.84	179.2%
Printing, Stationery	\$490.00	\$120.00	\$370.00	308.3%
Scholarship Costs	\$2,045.43	\$0.00	\$2,045.43	NA
Subsidised - Entertainment	\$2,287.50	\$133.20	\$2,154.30	1,617.3%
Subsidised - Meals	\$60,848.00	\$72,000.00	-\$11,152.00	(15.5)%
Subsidised - Room Hire	\$13,150.00	\$0.00	\$13,150.00	NA
Welfare Wages	\$31,793.16	\$0.00	\$31,793.16	NA
Welfare assistance	\$626.85	\$0.00	\$626.85	NA
Total Welfare & Charitable Expenses (Veteran)	\$121,114.32	\$110,135.42	\$10,978.90	10.0%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$585.21	\$0.00	\$585.21	NA
WAUX - Catering	\$661.53	\$0.00	\$661.53	NA
WAUX - General Expenses	\$99.31	\$0.00	\$99.31	NA
WAUX - Merchandise	\$1,150.16	\$1,000.00	\$150.16	15.0%
WAUX - Printing & Stationery	\$36.36	\$0.00	\$36.36	NA
WAUX - Raffle Expenses	\$595.05	\$975.00	-\$379.95	(39.0)%
WAUX - Wakes	\$369.62	\$0.00	\$369.62	NA
WAUX - Womens Council	\$254.54	\$0.00	\$254.54	NA
WAUX - Events	\$9,008.62	\$9,300.00	-\$291.38	(3.1)%
Total Womens Auxillary Expenses	\$12,760.40	\$11,275.00	\$1,485.40	13.2%
Employment Expenses				
FOH Wages	\$544,328.41	\$446,880.00	\$97,448.41	21.8%
BOH Wages	\$341,022.15	\$309,400.00	\$31,622.15	10.2%
Gaming Wages	\$7,857.94	\$0.00	\$7,857.94	NA
Admin Wages	\$30,593.35	\$25,200.00	\$5,393.35	21.4%
Management Wages	\$121,198.79	\$139,500.00	-\$18,301.21	(13.1)%
JobKeeper Top Up	\$0.00	\$28,800.00	-\$28,800.00	(100.0)%
Superannuation	\$105,870.49	\$92,098.00	\$13,772.49	15.0%
Provision - Annual Leave	\$18,906.58	\$22,500.00	-\$3,593.42	(16.0)%
Provision - Long Service Leave	\$9,380.97	\$4,500.00	\$4,880.97	108.5%
Workcover	\$22,543.91	\$21,682.90	\$861.01	4.0%
Payroll Tax	\$249.63	\$6,385.74	-\$6,136.11	(96.1)%
Staff Amenities	\$2,232.98	\$1,080.00	\$1,152.98	106.8%
Staff Training	\$1,410.00	\$9,000.00	-\$7,590.00	(84.3)%
Staff Uniforms	\$2,378.14	\$4,414.87	-\$2,036.73	(46.1)%
Staff Discount	\$10,624.44	\$7,470.00	\$3,154.44	42.2%
Other Employment Expenses	\$543.82	\$0.00	\$543.82	NA
Total Employment Expenses	\$1,219,141.60	\$1,118,911.51	\$100,230.09	9.0%
Total Expenses	\$2,406,758.64	\$2,188,566.10	\$218,192.54	10.0%
Operating Profit	\$64,864.92	\$63,886.30	\$978.62	1.5%
Other Income				
Interest Received	\$81.74	\$82.13	-\$0.39	(0.5)%
Total Other Income	\$81.74	\$82.13	-\$0.39	(0.5)%

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Other Expenses				
Amortisation - Gaming Entitlem	\$73,601.95	\$88,841.11	-\$15,239.16	(17.2)%
Sinking Fund EGM	\$0.00	\$48,000.00	-\$48,000.00	(100.0)%
Interest paid	\$5,154.05	\$4,401.05	\$753.00	17.1%
Total Other Expenses	\$78,756.00	\$141,242.16	-\$62,486.16	(44.2)%
Net Profit/(Loss)	-\$13,809.34	-\$77,273.73	\$63,464.39	82.1%