

Profit & Loss [Budget Analysis]

October 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$123,197.08	\$100,000.00	\$23,197.08	23.2%
Total Bar Sales	\$123,197.08	\$100,000.00	\$23,197.08	23.2%
Food Sales				
Food Sales	\$138,060.28	\$110,000.00	\$28,060.28	25.5%
Food Sales - Subsidised	\$7,620.00	\$8,000.00	-\$380.00	(4.8)%
Total Food Sales	\$145,680.28	\$118,000.00	\$27,680.28	23.5%
Gaming Machine Revenue				
Gaming Revenue	\$206,021.23	\$179,800.00	\$26,221.23	14.6%
Total Gaming Machine Revenue	\$206,021.23	\$179,800.00	\$26,221.23	14.6%
Keno Commission				
Keno Commission	\$1,211.57	\$849.81	\$361.76	42.6%
Total Keno Commission	\$1,211.57	\$849.81	\$361.76	42.6%
TAB Commission				
TAB Commission	\$1,396.79	\$1,200.00	\$196.79	16.4%
Total TAB Commission	\$1,396.79	\$1,200.00	\$196.79	16.4%
Membership Income				
Membership Income	\$1,786.34	\$3,000.00	-\$1,213.66	(40.5)%
Total Membership Income	\$1,786.34	\$3,000.00	-\$1,213.66	(40.5)%
Raffle Income				
Raffle Income	\$7,470.00	\$6,500.00	\$970.00	14.9%
Total Raffle Income	\$7,470.00	\$6,500.00	\$970.00	14.9%
Room Hire				
Room Hire & Catering	\$0.00	\$0.91	-\$0.91	(100.0)%
Room Hire & Catering - Subsidy	\$1,250.00	\$750.00	\$500.00	66.7%
Total Room Hire	\$1,250.00	\$750.91	\$499.09	66.5%
Other revenue				
ATM Rebate	\$1,898.18	\$1,600.00	\$298.18	18.6%
Donations Received	\$0.00	\$5,000.00	-\$5,000.00	(100.0)%
Entertainment Subsidised	\$180.00	\$0.00	\$180.00	NA
Grant Income	\$720.00	\$0.00	\$720.00	NA
Other Income Received	\$1,996.82	\$0.00	\$1,996.82	NA
Total Other revenue	\$4,795.00	\$6,600.00	-\$1,805.00	(27.3)%
Womens Auxillary Income				
WAUX - Events	\$0.00	\$250.00	-\$250.00	(100.0)%
WAUX - Interest Received	\$0.06	\$0.00	\$0.06	NA
WAUX - Raffles	\$55.00	\$100.00	-\$45.00	(45.0)%
WAUX - Merchandise	\$548.18	\$200.00	\$348.18	174.1%
Total Womens Auxillary Income	\$603.24	\$550.00	\$53.24	9.7%
Total Sales Revenue	\$493,411.53	\$417,250.72	\$76,160.81	18.3%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$37,855.85	\$32,000.00	\$5,855.85	18.3%
Total Cost of Sales - Beverage	\$37,855.85	\$32,000.00	\$5,855.85	18.3%
Cost of Sales - Food				
Food Cost of Sales	\$61,461.41	\$41,800.00	\$19,661.41	47.0%
Total Cost of Sales - Food	\$61,461.41	\$41,800.00	\$19,661.41	47.0%

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Cost of Sales - Gaming				
GSP Contract Cost	\$2,580.00	\$20,553.00	-\$17,973.00	(87.4)%
Loyalty EGM Integration Connec	\$0.00	\$775.00	-\$775.00	(100.0)%
State Gaming Tax	\$43,582.16	\$43,666.35	-\$84.19	(0.2)%
Monitoring Costs	\$3,499.68	\$3,000.00	\$499.68	16.7%
VCGLR Supervision Charge	\$650.00	\$600.00	\$50.00	8.3%
EGM Hardware Maintenance Cost	\$871.00	\$0.00	\$871.00	NA
IGT System Gaming costs	\$5,466.00	\$0.00	\$5,466.00	NA
EGM Access/Subscription fee	\$1,551.00	\$0.00	\$1,551.00	NA
Total Cost of Sales - Gaming	\$58,199.84	\$68,594.35	-\$10,394.51	(15.2)%
Keno Cost of Sales				
Keno Fees	\$395.82	\$316.65	\$79.17	25.0%
Total Keno Cost of Sales	\$395.82	\$316.65	\$79.17	25.0%
TAB Cost of Sales				
TAB Fees	\$500.00	\$0.00	\$500.00	NA
Total TAB Cost of Sales	\$500.00	\$0.00	\$500.00	NA
Total Cost Of Sales	\$158,412.92	\$142,711.00	\$15,701.92	11.0%
Gross Profit	\$334,998.61	\$274,539.72	\$60,458.89	22.0%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$5,408.00	\$5,148.00	\$260.00	5.1%
Audit Fees	\$2,572.73	\$0.00	\$2,572.73	NA
ATM Expenses	\$470.19	\$350.00	\$120.19	34.3%
Bank Charges	\$0.00	\$200.00	-\$200.00	(100.0)%
Merchant fees	\$1,660.45	\$1,400.00	\$260.45	18.6%
Computer Software & Support	\$486.13	\$625.00	-\$138.87	(22.2)%
Fees & Licences	\$216.98	\$600.00	-\$383.02	(63.8)%
Freight & Cartage	\$569.54	\$500.00	\$69.54	13.9%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$15.84	\$60.00	-\$44.16	(73.6)%
Printing, Stationery	\$236.56	\$1,000.00	-\$763.44	(76.3)%
Professional fees	\$410.81	\$453.59	-\$42.78	(9.4)%
Subscriptions - TV etc	\$3,461.51	\$3,500.00	-\$38.49	(1.1)%
Subscriptions - Other	\$637.40	\$300.00	\$337.40	112.5%
Telephone & Internet	\$443.32	\$550.00	-\$106.68	(19.4)%
Travel Expenses	\$644.99	\$279.84	\$365.15	130.5%
State Branch Contribution	\$7,288.65	\$0.00	\$7,288.65	NA
Total Administration Expenses	\$24,523.10	\$15,516.43	\$9,006.67	58.0%
Operational Expenses				
Bar Expenses	\$321.91	\$1,300.00	-\$978.09	(75.2)%
Beer Gas	\$489.53	\$300.00	\$189.53	63.2%
Cash Discrepancies	\$36.89	\$250.00	-\$213.11	(85.2)%
Cleaning Products	\$344.10	\$150.00	\$194.10	129.4%
Cleaning Contracts	\$5,143.00	\$5,000.00	\$143.00	2.9%
Cleaning Other	\$244.73	\$0.00	\$244.73	NA
Consumables	\$357.18	\$500.00	-\$142.82	(28.6)%
Dining Room Supplies	\$1,281.30	\$750.00	\$531.30	70.8%
Gaming Expenses	\$414.68	\$1,000.00	-\$585.32	(58.5)%
Kitchen Supplies/equipment	\$2,285.84	\$2,500.00	-\$214.16	(8.6)%
Laundry	\$161.00	\$0.00	\$161.00	NA

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Raffles	\$1,969.00	\$2,630.00	-\$661.00	(25.1)%
Security Contracts	\$481.69	\$550.00	-\$68.31	(12.4)%
Sundry Expense	\$0.00	\$500.00	-\$500.00	(100.0)%
Wastage	\$955.01	\$500.00	\$455.01	91.0%
Total Operational Expenses	\$14,485.86	\$15,930.00	-\$1,444.14	(9.1)%
Advertising & Promotions				
Advertising & Marketing	\$263.32	\$3,000.00	-\$2,736.68	(91.2)%
Promotions - Members Prizes	\$0.00	\$750.00	-\$750.00	(100.0)%
Promotions - Members Discount	\$8,889.88	\$5,500.00	\$3,389.88	61.6%
Promotions - Gaming	\$881.71	\$550.00	\$331.71	60.3%
Promotions - Food	\$1,876.68	\$400.00	\$1,476.68	369.2%
Promotions - Beverage	\$2,853.41	\$0.00	\$2,853.41	NA
Promotions - Other	-\$154.55	\$500.00	-\$654.55	(130.9)%
Promotions - Happy Hour	\$349.91	\$500.00	-\$150.09	(30.0)%
Promotions - Specials	\$0.00	\$100.00	-\$100.00	(100.0)%
Guest Entertainment	\$1,525.00	\$2,100.00	-\$575.00	(27.4)%
Giveaways	\$17.50	\$0.00	\$17.50	NA
Total Advertising & Promotions	\$16,502.86	\$13,400.00	\$3,102.86	23.2%
Occupancy Costs				
Rent - Ovens Street	\$557.84	\$0.00	\$557.84	NA
Rent - Patriotic Fund	\$29,090.92	\$40,000.00	-\$10,909.08	(27.3)%
Electricity	\$7,000.60	\$7,000.00	\$0.60	0.0%
Gas	\$2,735.51	\$1,500.00	\$1,235.51	82.4%
Water Rates	\$417.15	\$464.00	-\$46.85	(10.1)%
Waste Removal	\$1,500.00	\$1,000.00	\$500.00	50.0%
Insurance	\$4,147.10	\$3,850.00	\$297.10	7.7%
Rates & Taxes	\$205.72	\$848.48	-\$642.76	(75.8)%
Rep & Maint - Buildings	\$773.77	\$1,500.00	-\$726.23	(48.4)%
Rep & Maint - Plant & equip	\$660.28	\$1,500.00	-\$839.72	(56.0)%
Total Occupancy Costs	\$47,088.89	\$57,662.48	-\$10,573.59	(18.3)%
Committee & Members Expenses				
Loyalty Points Redemption	\$1,267.71	\$4,700.00	-\$3,432.29	(73.0)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Members Expenses	\$64.80	\$0.00	\$64.80	NA
President Shout	\$25.36	\$0.00	\$25.36	NA
RSL Membership System contribution	\$934.50	\$0.00	\$934.50	NA
Total Committee & Members Expenses	\$2,292.37	\$5,250.00	-\$2,957.63	(56.3)%
Welfare & Charitable Expenses (Community)				
Other W & C (Community Expenses)	\$163.65	\$0.00	\$163.65	NA
Subsidised - Room Hire	\$0.00	\$750.00	-\$750.00	(100.0)%
Total Welfare & Charitable Expenses (Community)	\$163.65	\$750.00	-\$586.35	(78.2)%
Welfare & Charitable Expenses (Veteran)				
Commemorative Day Expenses	\$92.21	\$0.00	\$92.21	NA
Committee Honorarium	\$727.27	\$0.00	\$727.27	NA
Other W&C expenses (Veteran)	\$714.50	\$0.00	\$714.50	NA
Subsidised - Entertainment	\$180.00	\$65.20	\$114.80	176.1%
Subsidised - Meals	\$7,620.00	\$8,000.00	-\$380.00	(4.8)%
Subsidised - Room Hire	\$1,250.00	\$0.00	\$1,250.00	NA
Welfare Wages	\$3,890.37	\$0.00	\$3,890.37	NA
Payroll tax	\$32.52	\$0.00	\$32.52	NA

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Superannuation - Welfare	\$402.36	\$0.00	\$402.36	NA
Workcover - Welfare	\$85.33	\$0.00	\$85.33	NA
Welfare assistance	\$640.68	\$0.00	\$640.68	NA
Memorabilia	\$791.33	\$0.00	\$791.33	NA
Welfare bus expenses	\$564.39	\$0.00	\$564.39	NA
Total Welfare & Charitable Expenses (Veteran)	\$16,990.96	\$8,065.20	\$8,925.76	110.7%
Womens Auxillary Expenses				
WAUX - Hoy Day	\$254.26	\$0.00	\$254.26	NA
WAUX - Merchandise	\$459.93	\$0.00	\$459.93	NA
WAUX - Raffle Expenses	\$18.18	\$50.00	-\$31.82	(63.6)%
WAUX - Events	\$0.00	\$100.00	-\$100.00	(100.0)%
Total Womens Auxillary Expenses	\$732.37	\$150.00	\$582.37	388.2%
Employment Expenses				
FOH Wages	\$60,640.67	\$52,760.00	\$7,880.67	14.9%
BOH Wages	\$34,318.56	\$37,400.00	-\$3,081.44	(8.2)%
Gaming Wages	\$6,434.60	\$0.00	\$6,434.60	NA
Admin Wages	\$2,680.34	\$2,800.00	-\$119.66	(4.3)%
Management Wages	\$14,049.06	\$15,500.00	-\$1,450.94	(9.4)%
JobKeeper Top Up	\$0.00	\$3,200.00	-\$3,200.00	(100.0)%
Superannuation	\$14,172.53	\$10,846.00	\$3,326.53	30.7%
Provision - Annual Leave	-\$257.75	\$2,500.00	-\$2,757.75	(110.3)%
Provision - Long Service Leave	\$1,935.43	\$500.00	\$1,435.43	287.1%
Workcover	\$3,005.64	\$2,553.51	\$452.13	17.7%
Payroll Tax	\$1,145.59	\$791.44	\$354.15	44.7%
Staff Amenities	\$175.83	\$120.00	\$55.83	46.5%
Staff Training	\$1,251.67	\$1,000.00	\$251.67	25.2%
Staff Uniforms	\$1,110.44	\$0.00	\$1,110.44	NA
Staff Discount	\$1,846.21	\$830.00	\$1,016.21	122.4%
Total Employment Expenses	\$142,508.82	\$130,800.95	\$11,707.87	9.0%
Total Expenses	\$265,288.88	\$247,525.06	\$17,763.82	7.2%
Operating Profit	\$69,709.73	\$27,014.66	\$42,695.07	158.0%
Other Income				
Interest Received	\$0.00	\$5.74	-\$5.74	(100.0)%
Total Other Income	\$0.00	\$5.74	-\$5.74	(100.0)%
Other Expenses				
Amortisation - Gaming Entitlement	\$0.00	\$10,051.36	-\$10,051.36	(100.0)%
Interest paid	\$2,334.43	\$255.45	\$2,078.98	813.9%
Total Other Expenses	\$2,334.43	\$10,306.81	-\$7,972.38	(77.4)%
Net Profit/(Loss)	\$67,375.30	\$16,713.59	\$50,661.71	303.1%