

Profit & Loss [Budget Analysis]

January 2022 To October 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$1,022,810.53	\$895,000.00	\$127,810.53	14.3%
Total Bar Sales	\$1,022,810.53	\$895,000.00	\$127,810.53	14.3%
Food Sales				
Food Sales	\$1,170,486.04	\$1,020,000.00	\$150,486.04	14.8%
Food Sales - Subsidised	\$68,468.00	\$80,000.00	-\$11,532.00	(14.4)%
Total Food Sales	\$1,238,954.04	\$1,100,000.00	\$138,954.04	12.6%
Gaming Machine Revenue				
Gaming Revenue	\$1,909,523.87	\$1,763,200.00	\$146,323.87	8.3%
Total Gaming Machine Revenue	\$1,909,523.87	\$1,763,200.00	\$146,323.87	8.3%
Keno Commission				
Keno Commission	\$9,945.90	\$6,726.60	\$3,219.30	47.9%
Total Keno Commission	\$9,945.90	\$6,726.60	\$3,219.30	47.9%
TAB Commission				
TAB Commission	\$9,905.76	\$12,000.00	-\$2,094.24	(17.5)%
Total TAB Commission	\$9,905.76	\$12,000.00	-\$2,094.24	(17.5)%
Membership Income				
Membership Income	\$38,222.12	\$23,000.00	\$15,222.12	66.2%
Total Membership Income	\$38,222.12	\$23,000.00	\$15,222.12	66.2%
Raffle Income				
Raffle Income	\$61,756.90	\$65,000.00	-\$3,243.10	(5.0)%
Total Raffle Income	\$61,756.90	\$65,000.00	-\$3,243.10	(5.0)%
Room Hire				
Room Hire & Catering	\$181.82	\$1,270.92	-\$1,089.10	(85.7)%
Room Hire & Catering - Subsidy	\$14,400.00	\$9,495.00	\$4,905.00	51.7%
Total Room Hire	\$14,581.82	\$10,765.92	\$3,815.90	35.4%
Other revenue				
ATM Rebate	\$18,707.30	\$16,000.00	\$2,707.30	16.9%
Donations Received	\$0.00	\$5,000.00	-\$5,000.00	(100.0)%
Entertainment Subsidised	\$2,467.50	\$0.00	\$2,467.50	NA
Grant Income	\$60,720.00	\$0.00	\$60,720.00	NA
Other Income Received	\$6,830.50	\$0.00	\$6,830.50	NA
Total Other revenue	\$88,725.30	\$21,000.00	\$67,725.30	322.5%
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	\$10,450.00	-\$3,610.00	(34.5)%
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	\$0.54	\$0.00	\$0.54	NA
WAUX - Raffles	\$2,844.00	\$2,300.00	\$544.00	23.7%
WAUX - Merchandise	\$4,845.98	\$2,000.00	\$2,845.98	142.3%
Total Womens Auxillary Income	\$17,161.43	\$14,850.00	\$2,311.43	15.6%
Total Sales Revenue	\$4,414,522.00	\$3,911,542.52	\$502,979.48	12.9%
Cost Of Sales				

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Cost of Sales - Beverage				
Beverage Cost of Sales	\$341,080.75	\$286,400.00	\$54,680.75	19.1%
Total Cost of Sales - Beverage	\$341,080.75	\$286,400.00	\$54,680.75	19.1%
Cost of Sales - Food				
Food Cost of Sales	\$500,780.53	\$387,600.00	\$113,180.53	29.2%
Total Cost of Sales - Food	\$500,780.53	\$387,600.00	\$113,180.53	29.2%
Cost of Sales - Gaming				
GSP Contract Cost	\$328,686.25	\$345,700.00	-\$17,013.75	(4.9)%
Loyalty EGM Integration Connec	\$5,675.00	\$7,625.00	-\$1,950.00	(25.6)%
State Gaming Tax	\$358,974.57	\$313,332.68	\$45,641.89	14.6%
Monitoring Costs	\$34,257.08	\$30,000.00	\$4,257.08	14.2%
VCGLR Supervision Charge	\$6,923.46	\$6,000.00	\$923.46	15.4%
EGM Hardware Maintenance Cost	\$2,690.00	\$0.00	\$2,690.00	NA
IGT System Gaming costs	\$14,029.40	\$0.00	\$14,029.40	NA
EGM Access/Subscription fee	\$1,551.00	\$0.00	\$1,551.00	NA
EGM Software purchase	\$4,000.00	\$0.00	\$4,000.00	NA
Total Cost of Sales - Gaming	\$756,786.76	\$702,657.68	\$54,129.08	7.7%
Keno Cost of Sales				
Keno Fees	\$3,664.61	\$3,392.72	\$271.89	8.0%
Total Keno Cost of Sales	\$3,664.61	\$3,392.72	\$271.89	8.0%
TAB Cost of Sales				
TAB Fees	\$5,587.18	\$4,500.00	\$1,087.18	24.2%
Total TAB Cost of Sales	\$5,587.18	\$4,500.00	\$1,087.18	24.2%
Total Cost Of Sales	\$1,607,899.83	\$1,384,550.40	\$223,349.43	16.1%
Gross Profit	\$2,806,622.17	\$2,526,992.12	\$279,630.05	11.1%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$46,508.80	\$45,302.40	\$1,206.40	2.7%
Audit Fees	\$7,563.63	\$8,000.00	-\$436.37	(5.5)%
ATM Expenses	\$3,661.87	\$3,500.00	\$161.87	4.6%
Bank Charges	\$356.20	\$2,000.00	-\$1,643.80	(82.2)%
Merchant fees	\$14,064.06	\$14,000.00	\$64.06	0.5%
Computer Software & Support	\$5,271.15	\$6,250.00	-\$978.85	(15.7)%
Computer Other Expenses	\$2,941.10	\$5,556.57	-\$2,615.47	(47.1)%
Fees & Licences	\$2,792.56	\$6,000.00	-\$3,207.44	(53.5)%
Freight & Cartage	\$2,883.43	\$5,000.00	-\$2,116.57	(42.3)%
Legal Expenses	\$0.00	\$5,500.00	-\$5,500.00	(100.0)%
Postage	\$232.44	\$600.00	-\$367.56	(61.3)%
Printing, Stationery	\$5,118.74	\$10,000.00	-\$4,881.26	(48.8)%
Professional fees	\$8,196.06	\$4,535.90	\$3,660.16	80.7%
Subscriptions - TV etc	\$33,409.44	\$35,000.00	-\$1,590.56	(4.5)%
Subscriptions - Other	\$5,814.74	\$3,000.00	\$2,814.74	93.8%
Telephone & Internet	\$4,485.00	\$5,500.00	-\$1,015.00	(18.5)%
Travel Expenses	\$3,408.03	\$4,687.23	-\$1,279.20	(27.3)%
State Branch Contribution	\$11,175.93	\$0.00	\$11,175.93	NA
Total Administration Expenses	\$157,883.18	\$164,432.10	-\$6,548.92	(4.0)%
Operational Expenses				
Bar Expenses	\$1,955.95	\$13,000.00	-\$11,044.05	(85.0)%
Beer Gas	\$3,312.45	\$3,000.00	\$312.45	10.4%

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Cash Discrepancies	\$353.60	\$2,500.00	-\$2,146.40	(85.9)%
Cleaning Products	\$3,961.67	\$1,500.00	\$2,461.67	164.1%
Cleaning Contracts	\$58,404.29	\$53,750.00	\$4,654.29	8.7%
Cleaning Other	\$2,306.97	\$0.00	\$2,306.97	NA
Consumables	\$6,668.87	\$5,000.00	\$1,668.87	33.4%
Dining Room Supplies	\$7,900.76	\$7,500.00	\$400.76	5.3%
Donations	\$25,775.00	\$1,598.00	\$24,177.00	1,513.0%
Gaming Expenses	\$24,870.76	\$10,000.00	\$14,870.76	148.7%
Kitchen Supplies/equipment	\$23,439.86	\$25,000.00	-\$1,560.14	(6.2)%
Laundry	\$743.41	\$230.10	\$513.31	223.1%
Raffles	\$20,529.73	\$26,300.00	-\$5,770.27	(21.9)%
Sanitary Costs	\$0.00	\$1,062.37	-\$1,062.37	(100.0)%
Security Contracts	\$4,734.82	\$5,500.00	-\$765.18	(13.9)%
Sundry Expense	\$1,474.99	\$5,000.00	-\$3,525.01	(70.5)%
Wastage	\$8,608.24	\$5,000.00	\$3,608.24	72.2%
Total Operational Expenses	\$195,041.37	\$165,940.47	\$29,100.90	17.5%
Advertising & Promotions				
Advertising & Marketing	\$42,531.31	\$30,000.00	\$12,531.31	41.8%
Promotions - Members Prizes	\$5,490.91	\$7,500.00	-\$2,009.09	(26.8)%
Promotions - Members Discount	\$78,181.69	\$55,000.00	\$23,181.69	42.1%
Promotions - Gaming	\$5,774.96	\$5,500.00	\$274.96	5.0%
Promotions - Food	\$7,734.13	\$4,000.00	\$3,734.13	93.4%
Promotions - Beverage	\$5,216.46	\$0.00	\$5,216.46	NA
Promotions - Other	\$1,002.81	\$5,000.00	-\$3,997.19	(79.9)%
Promotions - Happy Hour	\$3,295.76	\$5,000.00	-\$1,704.24	(34.1)%
Promotions - Specials	\$777.03	\$1,000.00	-\$222.97	(22.3)%
Guest Entertainment	\$19,227.27	\$21,000.00	-\$1,772.73	(8.4)%
Giveaways	\$3,856.79	\$0.00	\$3,856.79	NA
Total Advertising & Promotions	\$173,089.12	\$134,000.00	\$39,089.12	29.2%
Occupancy Costs				
Rent - Ovens Street	\$8,974.91	\$0.00	\$8,974.91	NA
Rent - Patriotic Fund	\$432,727.32	\$352,000.00	\$80,727.32	22.9%
Electricity	\$68,176.24	\$70,000.00	-\$1,823.76	(2.6)%
Gas	\$14,775.24	\$15,000.00	-\$224.76	(1.5)%
Water Rates	\$4,539.30	\$6,566.97	-\$2,027.67	(30.9)%
Hire of Plant & Equipment	\$127.27	\$0.00	\$127.27	NA
Waste Removal	\$13,994.91	\$10,000.00	\$3,994.91	39.9%
Insurance	\$35,389.78	\$38,500.00	-\$3,110.22	(8.1)%
Rates & Taxes	\$2,330.26	\$6,526.08	-\$4,195.82	(64.3)%
Rep & Maint - Buildings	\$7,049.97	\$15,000.00	-\$7,950.03	(53.0)%
Rep & Maint - Plant & equip	\$7,265.24	\$15,000.00	-\$7,734.76	(51.6)%
Total Occupancy Costs	\$595,350.44	\$528,593.05	\$66,757.39	12.6%
Committee & Members Expenses				
Loyalty Points Redemption	\$30,853.64	\$47,000.00	-\$16,146.36	(34.4)%
Membership Affiliation Charge	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Committee Members Expenses	\$0.00	\$5,500.00	-\$5,500.00	(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	\$1,251.89	\$0.00	\$1,251.89	NA
President Shout	\$267.93	\$0.00	\$267.93	NA
RSL Membership System contribution	\$2,398.55	\$0.00	\$2,398.55	NA

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Total Committee & Members Expenses	\$35,245.56	\$54,037.46	-\$18,791.90	(34.8)%
Welfare & Charitable Expenses (Community)				
Other W & C (Community Expenses)	\$163.65	\$0.00	\$163.65	NA
Subsidised - Room Hire	\$0.00	\$9,750.00	-\$9,750.00	(100.0)%
Total Welfare & Charitable Expenses (Community)	\$163.65	\$9,750.00	-\$9,586.35	(98.3)%
Welfare & Charitable Expenses (Veteran)				
Commemorative Day Expenses	\$528.01	\$2,455.17	-\$1,927.16	(78.5)%
Committee Honorarium	\$2,909.09	\$3,600.00	-\$690.91	(19.2)%
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)	\$4,103.03	\$1,213.69	\$2,889.34	238.1%
Printing, Stationery	\$490.00	\$120.00	\$370.00	308.3%
Scholarship Costs	\$2,045.43	\$0.00	\$2,045.43	NA
Subsidised - Entertainment	\$2,467.50	\$198.40	\$2,269.10	1,143.7%
Subsidised - Meals	\$68,468.00	\$80,000.00	-\$11,532.00	(14.4)%
Subsidised - Room Hire	\$14,400.00	\$0.00	\$14,400.00	NA
Welfare Wages	\$35,683.53	\$0.00	\$35,683.53	NA
Payroll tax	\$32.52	\$0.00	\$32.52	NA
Superannuation - Welfare	\$402.36	\$0.00	\$402.36	NA
Workcover - Welfare	\$85.33	\$0.00	\$85.33	NA
Welfare assistance	\$1,267.53	\$0.00	\$1,267.53	NA
Memorabilia	\$791.33	\$0.00	\$791.33	NA
Welfare bus expenses	\$564.39	\$0.00	\$564.39	NA
Total Welfare & Charitable Expenses (Veteran)	\$138,105.28	\$118,200.62	\$19,904.66	16.8%
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 - Hoy Day	\$254.26	\$0.00	\$254.26	NA
WAUX - Merchandise	\$1,610.09	\$1,000.00	\$610.09	61.0%
WAUX - Printing & Stationery	\$36.36	\$0.00	\$36.36	NA
WAUX - Raffle Expenses	\$613.23	\$1,025.00	-\$411.77	(40.2)%
WAUX - Wakes	\$369.62	\$0.00	\$369.62	NA
WAUX - Womens Council	\$254.54	\$0.00	\$254.54	NA
WAUX - Events	\$9,008.62	\$9,400.00	-\$391.38	(4.2)%
Total Womens Auxillary Expenses	\$13,492.77	\$11,425.00	\$2,067.77	18.1%
Employment Expenses				
FOH Wages	\$604,969.08	\$499,640.00	\$105,329.08	21.1%
BOH Wages	\$375,340.71	\$346,800.00	\$28,540.71	8.2%
Gaming Wages	\$14,292.54	\$0.00	\$14,292.54	NA
Admin Wages	\$33,273.69	\$28,000.00	\$5,273.69	18.8%
Management Wages	\$135,247.85	\$155,000.00	-\$19,752.15	(12.7)%
JobKeeper Top Up	\$0.00	\$32,000.00	-\$32,000.00	(100.0)%
Superannuation	\$120,043.02	\$102,944.00	\$17,099.02	16.6%
Provision - Annual Leave	\$18,648.83	\$25,000.00	-\$6,351.17	(25.4)%
Provision - Long Service Leave	\$11,316.40	\$5,000.00	\$6,316.40	126.3%
Workcover	\$25,549.55	\$24,236.41	\$1,313.14	5.4%
Payroll Tax	\$1,395.22	\$7,177.18	-\$5,781.96	(80.6)%
Staff Amenities	\$2,408.81	\$1,200.00	\$1,208.81	100.7%
Staff Training	\$2,661.67	\$10,000.00	-\$7,338.33	(73.4)%
Staff Uniforms	\$3,488.58	\$4,414.87	-\$926.29	(21.0)%

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Staff Discount	\$14,496.38	\$8,300.00	\$6,196.38	74.7%
Other Employment Expenses	\$543.82	\$0.00	\$543.82	NA
Total Employment Expenses	\$1,363,676.15	\$1,249,712.46	\$113,963.69	9.1%
Total Expenses	\$2,672,047.52	\$2,436,091.16	\$235,956.36	9.7%
Operating Profit	\$134,574.65	\$90,900.96	\$43,673.69	48.0%
Other Income				
Interest Received	\$81.74	\$87.87	-\$6.13	(7.0)%
Total Other Income	\$81.74	\$87.87	-\$6.13	(7.0)%
Other Expenses				
Amortisation - Gaming Entitlem	\$73,601.95	\$98,892.47	-\$25,290.52	(25.6)%
Sinking Fund EGM	\$0.00	\$48,000.00	-\$48,000.00	(100.0)%
Interest paid	\$7,488.48	\$4,656.50	\$2,831.98	60.8%
Total Other Expenses	\$81,090.43	\$151,548.97	-\$70,458.54	(46.5)%
Net Profit/(Loss)	\$53,565.96	-\$60,560.14	\$114,126.10	188.5%