

Profit & Loss [Budget Analysis]

November 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$113,870.66	\$110,000.00	\$3,870.66	3.5%
Total Bar Sales	\$113,870.66	\$110,000.00	\$3,870.66	3.5%
Food Sales				
Food Sales	\$132,321.35	\$110,000.00	\$22,321.35	20.3%
Food Sales - Subsidised	\$8,495.00	\$8,000.00	\$495.00	6.2%
Total Food Sales	\$140,816.35	\$118,000.00	\$22,816.35	19.3%
Gaming Machine Revenue				
Gaming Revenue	\$197,452.90	\$174,000.00	\$23,452.90	13.5%
Total Gaming Machine Revenue	\$197,452.90	\$174,000.00	\$23,452.90	13.5%
Keno Commission				
Keno Commission	\$970.36	\$824.53	\$145.83	17.7%
Total Keno Commission	\$970.36	\$824.53	\$145.83	17.7%
TAB Commission				
TAB Commission	\$1,171.56	\$1,200.00	-\$28.44	(2.4)%
Total TAB Commission	\$1,171.56	\$1,200.00	-\$28.44	(2.4)%
Membership Income				
Membership Income	\$11,249.99	\$7,000.00	\$4,249.99	60.7%
Total Membership Income	\$11,249.99	\$7,000.00	\$4,249.99	60.7%
Raffle Income				
Raffle Income	\$9,191.00	\$6,500.00	\$2,691.00	41.4%
Total Raffle Income	\$9,191.00	\$6,500.00	\$2,691.00	41.4%
Room Hire				
Room Hire & Catering - Subsidy	\$2,750.00	\$750.00	\$2,000.00	266.7%
Total Room Hire	\$2,750.00	\$750.00	\$2,000.00	266.7%
Other revenue				
ATM Rebate	\$1,943.64	\$1,600.00	\$343.64	21.5%
Donations Received	\$0.00	\$1,130.00	-\$1,130.00	(100.0)%
Entertainment Subsidised	\$120.00	\$0.00	\$120.00	NA
Wage Subsidy	\$12,756.08	\$0.00	\$12,756.08	NA
Total Other revenue	\$14,819.72	\$2,730.00	\$12,089.72	442.8%
Womens Auxillary Income				
WAUX - Events	\$200.00	\$0.00	\$200.00	NA
WAUX - Donations	\$15.00	\$0.00	\$15.00	NA
WAUX - Raffles	\$0.00	\$500.00	-\$500.00	(100.0)%
WAUX - Memberships	\$22.00	\$15.00	\$7.00	46.7%
WAUX - Merchandise	\$1,264.55	\$200.00	\$1,064.55	532.3%
Total Womens Auxillary Income	\$1,501.55	\$715.00	\$786.55	110.0%
Total Sales Revenue	\$493,794.09	\$421,719.53	\$72,074.56	17.1%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$43,998.02	\$35,200.00	\$8,798.02	25.0%
Total Cost of Sales - Beverage	\$43,998.02	\$35,200.00	\$8,798.02	25.0%
Cost of Sales - Food				
Food Cost of Sales	\$57,539.65	\$41,800.00	\$15,739.65	37.7%
Total Cost of Sales - Food	\$57,539.65	\$41,800.00	\$15,739.65	37.7%
Cost of Sales - Gaming				

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GSP Contract Cost	\$2,666.00	\$19,890.00	-\$17,224.00	(86.6)%
Loyalty EGM Integration Connec	\$0.00	\$750.00	-\$750.00	(100.0)%
State Gaming Tax	\$39,178.25	\$40,686.89	-\$1,508.64	(3.7)%
Monitoring Costs	\$3,399.68	\$3,000.00	\$399.68	13.3%
VCGLR Supervision Charge	\$650.00	\$600.00	\$50.00	8.3%
EGM Hardware Maintenance Cost	\$4,531.40	\$0.00	\$4,531.40	NA
IGT System Gaming costs	\$52.08	\$0.00	\$52.08	NA
EGM Access/Subscription fee	\$1,551.00	\$0.00	\$1,551.00	NA
Total Cost of Sales - Gaming	\$52,028.41	\$64,926.89	-\$12,898.48	(19.9)%
Keno Cost of Sales				
Keno Fees	\$316.65	\$316.64	\$0.01	0.0%
Total Keno Cost of Sales	\$316.65	\$316.64	\$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	\$154,282.73	\$142,743.53	\$11,539.20	8.1%
Gross Profit	\$339,511.36	\$278,976.00	\$60,535.36	21.7%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$4,326.40	\$4,118.40	\$208.00	5.1%
Audit Fees	\$300.00	\$0.00	\$300.00	NA
ATM Expenses	\$647.19	\$350.00	\$297.19	84.9%
Bank Charges	\$0.00	\$200.00	-\$200.00	(100.0)%
Merchant fees	\$1,560.53	\$1,400.00	\$160.53	11.5%
Computer Software & Support	\$621.68	\$625.00	-\$3.32	(0.5)%
Fees & Licences	\$216.97	\$600.00	-\$383.03	(63.8)%
Freight & Cartage	\$549.07	\$500.00	\$49.07	9.8%
Legal Expenses	\$0.00	\$2,550.00	-\$2,550.00	(100.0)%
Postage	\$12.75	\$60.00	-\$47.25	(78.8)%
Printing, Stationery	\$613.26	\$1,000.00	-\$386.74	(38.7)%
Professional fees	\$416.10	\$453.59	-\$37.49	(8.3)%
Subscriptions - TV etc	\$3,461.51	\$3,500.00	-\$38.49	(1.1)%
Subscriptions - Other	\$659.90	\$300.00	\$359.90	120.0%
Telephone & Internet	\$426.54	\$550.00	-\$123.46	(22.4)%
Travel Expenses	\$538.70	\$561.71	-\$23.01	(4.1)%
State Branch Contribution	\$7,531.61	\$0.00	\$7,531.61	NA
Total Administration Expenses	\$21,882.21	\$16,768.70	\$5,113.51	30.5%
Operational Expenses				
Bar Expenses	\$295.28	\$1,300.00	-\$1,004.72	(77.3)%
Beer Gas	\$380.00	\$300.00	\$80.00	26.7%
Cash Discrepancies	\$58.11	\$250.00	-\$191.89	(76.8)%
Cleaning Products	\$496.92	\$150.00	\$346.92	231.3%
Cleaning Contracts	\$5,365.71	\$6,250.00	-\$884.29	(14.1)%
Cleaning Other	\$292.78	\$0.00	\$292.78	NA
Consumables	\$778.58	\$500.00	\$278.58	55.7%
Dining Room Supplies	\$663.60	\$750.00	-\$86.40	(11.5)%
Donations	\$2,000.00	\$0.00	\$2,000.00	NA
Gaming Expenses	\$876.67	\$1,000.00	-\$123.33	(12.3)%
Kitchen Supplies/equipment	\$2,407.90	\$2,500.00	-\$92.10	(3.7)%
Laundry	\$139.00	\$290.00	-\$151.00	(52.1)%

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Raffles	\$6,069.53	\$2,630.00	\$3,439.53	130.8%
Security Contracts	\$848.35	\$550.00	\$298.35	54.2%
Sundry Expense	\$0.00	\$500.00	-\$500.00	(100.0)%
Wastage	\$1,174.66	\$500.00	\$674.66	134.9%
Total Operational Expenses	\$21,847.09	\$17,470.00	\$4,377.09	25.1%
Advertising & Promotions				
Advertising & Marketing	\$9,071.66	\$3,000.00	\$6,071.66	202.4%
Promotions - Members Prizes	\$0.00	\$750.00	-\$750.00	(100.0)%
Promotions - Members Discount	\$8,777.24	\$5,500.00	\$3,277.24	59.6%
Promotions - Gaming	\$194.35	\$550.00	-\$355.65	(64.7)%
Promotions - Food	\$1,375.27	\$400.00	\$975.27	243.8%
Promotions - Beverage	\$2,469.80	\$0.00	\$2,469.80	NA
Promotions- Food and Beverage	\$343.09	\$0.00	\$343.09	NA
Promotions - Other	\$159.09	\$500.00	-\$340.91	(68.2)%
Promotions - Happy Hour	\$312.82	\$500.00	-\$187.18	(37.4)%
Promotions - Specials	\$0.00	\$100.00	-\$100.00	(100.0)%
Guest Entertainment	\$2,364.54	\$2,100.00	\$264.54	12.6%
Giveaways	\$735.21	\$0.00	\$735.21	NA
Total Advertising & Promotions	\$25,803.07	\$13,400.00	\$12,403.07	92.6%
Occupancy Costs				
Rent - Ovens Street	\$625.84	\$0.00	\$625.84	NA
Rent - Patriotic Fund	\$29,090.92	\$32,000.00	-\$2,909.08	(9.1)%
Electricity	\$5,753.56	\$7,000.00	-\$1,246.44	(17.8)%
Gas	\$1,094.70	\$1,500.00	-\$405.30	(27.0)%
Water Rates	\$403.69	\$464.00	-\$60.31	(13.0)%
Waste Removal	\$1,802.51	\$1,000.00	\$802.51	80.3%
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	\$2,143.41	\$1,500.00	\$643.41	42.9%
Total Occupancy Costs	\$45,353.81	\$48,814.00	-\$3,460.19	(7.1)%
Committee & Members Expenses				
Loyalty Points Redemption	\$8,503.13	\$4,700.00	\$3,803.13	80.9%
Membership Affiliation Charge	\$1,000.00	\$0.00	\$1,000.00	NA
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Conference/Seminar costs	\$270.00	\$0.00	\$270.00	NA
President Shout	\$115.86	\$0.00	\$115.86	NA
Total Committee & Members Expenses	\$9,888.99	\$5,250.00	\$4,638.99	88.4%
Welfare & Charitable Expenses (Community)				
Subsidised - Room Hire	\$0.00	\$750.00	-\$750.00	(100.0)%
Subsidised - Meals	\$6,795.00	\$0.00	\$6,795.00	NA
Telephone- Welfare	\$652.68	\$0.00	\$652.68	NA
Total Welfare & Charitable Expenses (Community)	\$7,447.68	\$750.00	\$6,697.68	893.0%
Welfare & Charitable Expenses (Veteran)				
Welfare Courtesy Bus	\$0.00	\$210.86	-\$210.86	(100.0)%
Other W&C expenses (Veteran)	\$806.73	\$0.00	\$806.73	NA
Subsidised - Entertainment	\$120.00	\$65.00	\$55.00	84.6%
Subsidised - Meals	\$1,700.00	\$8,000.00	-\$6,300.00	(78.8)%
Subsidised - Room Hire	\$2,750.00	\$0.00	\$2,750.00	NA
Welfare Wages	\$3,489.09	\$0.00	\$3,489.09	NA

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Payroll tax	\$26.77	\$0.00	\$26.77	NA
Superannuation - Welfare	\$352.65	\$0.00	\$352.65	NA
Workcover - Welfare	\$76.37	\$0.00	\$76.37	NA
Volunteer expenses	\$655.20	\$0.00	\$655.20	NA
Welfare assistance	\$856.16	\$0.00	\$856.16	NA
Welfare bus expenses	\$488.88	\$0.00	\$488.88	NA
Total Welfare & Charitable Expenses (Veteran)	\$11,321.85	\$8,275.86	\$3,045.99	36.8%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$109.98	\$0.00	\$109.98	NA
WAUX - Merchandise	\$173.07	\$200.00	-\$26.93	(13.5)%
WAUX - Raffle Expenses	\$347.03	\$400.00	-\$52.97	(13.2)%
WAUX - Events	\$326.63	\$400.00	-\$73.37	(18.3)%
Total Womens Auxillary Expenses	\$956.71	\$1,000.00	-\$43.29	(4.3)%
Employment Expenses				
FOH Wages	\$66,749.54	\$53,600.00	\$13,149.54	24.5%
BOH Wages	\$39,713.81	\$37,400.00	\$2,313.81	6.2%
Gaming Wages	\$7,580.79	\$0.00	\$7,580.79	NA
Admin Wages	\$3,897.85	\$2,800.00	\$1,097.85	39.2%
Management Wages	\$14,230.10	\$15,500.00	-\$1,269.90	(8.2)%
JobKeeper Top Up	\$0.00	\$3,200.00	-\$3,200.00	(100.0)%
Superannuation	\$12,238.94	\$10,930.00	\$1,308.94	12.0%
Provision - Annual Leave	-\$433.64	\$2,500.00	-\$2,933.64	(117.3)%
Provision - Long Service Leave	\$2,419.63	\$500.00	\$1,919.63	383.9%
Workcover	\$2,650.35	\$2,573.28	\$77.07	3.0%
Payroll Tax	\$929.16	\$802.67	\$126.49	15.8%
Staff Amenities	\$330.91	\$120.00	\$210.91	175.8%
Staff Training	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Staff Uniforms	\$515.30	\$0.00	\$515.30	NA
Staff Discount	\$1,750.22	\$830.00	\$920.22	110.9%
Total Employment Expenses	\$152,572.96	\$131,755.95	\$20,817.01	15.8%
Total Expenses	\$297,074.37	\$243,484.51	\$53,589.86	22.0%
Operating Profit	\$42,436.99	\$35,491.49	\$6,945.50	19.6%
Other Income				
Interest Received	\$0.00	\$3.56	-\$3.56	(100.0)%
Total Other Income	\$0.00	\$3.56	-\$3.56	(100.0)%
Other Expenses				
Amortisation - Gaming Entitlem	\$0.00	\$9,727.13	-\$9,727.13	(100.0)%
Interest paid	\$2,188.66	\$14.54	\$2,174.12	14,952.7%
Total Other Expenses	\$2,188.66	\$9,741.67	-\$7,553.01	(77.5)%
Net Profit/(Loss)	\$40,248.33	\$25,753.38	\$14,494.95	56.3%