

Profit & Loss [Budget Analysis]

January 2022 To November 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$1,136,681.19	\$1,005,000.00	\$131,681.19	13.1%
Total Bar Sales	\$1,136,681.19	\$1,005,000.00	\$131,681.19	13.1%
Food Sales				
Food Sales	\$1,302,807.39	\$1,130,000.00	\$172,807.39	15.3%
Food Sales - Subsidised	\$76,963.00	\$88,000.00	-\$11,037.00	(12.5)%
Total Food Sales	\$1,379,770.39	\$1,218,000.00	\$161,770.39	13.3%
Gaming Machine Revenue				
Gaming Revenue	\$2,106,976.77	\$1,937,200.00	\$169,776.77	8.8%
Total Gaming Machine Revenue	\$2,106,976.77	\$1,937,200.00	\$169,776.77	8.8%
Keno Commission				
Keno Commission	\$10,916.26	\$7,551.13	\$3,365.13	44.6%
Total Keno Commission	\$10,916.26	\$7,551.13	\$3,365.13	44.6%
TAB Commission				
TAB Commission	\$11,077.32	\$13,200.00	-\$2,122.68	(16.1)%
Total TAB Commission	\$11,077.32	\$13,200.00	-\$2,122.68	(16.1)%
Membership Income				
Membership Income	\$49,472.11	\$30,000.00	\$19,472.11	64.9%
Total Membership Income	\$49,472.11	\$30,000.00	\$19,472.11	64.9%
Raffle Income				
Raffle Income	\$70,947.90	\$71,500.00	-\$552.10	(0.8)%
Total Raffle Income	\$70,947.90	\$71,500.00	-\$552.10	(0.8)%
Room Hire				
Room Hire & Catering	\$181.82	\$1,270.92	-\$1,089.10	(85.7)%
Room Hire & Catering - Subsidy	\$17,150.00	\$10,245.00	\$6,905.00	67.4%
Total Room Hire	\$17,331.82	\$11,515.92	\$5,815.90	50.5%
Other revenue				
ATM Rebate	\$20,650.94	\$17,600.00	\$3,050.94	17.3%
Donations Received	\$0.00	\$6,130.00	-\$6,130.00	(100.0)%
Entertainment Subsidised	\$2,587.50	\$0.00	\$2,587.50	NA
Wage Subsidy	\$12,756.08	\$0.00	\$12,756.08	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	\$103,545.02	\$23,730.00	\$79,815.02	336.3%
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	\$7,040.00	\$10,450.00	-\$3,410.00	(32.6)%
WAUX - Commemorative Events	\$110.01	\$0.00	\$110.01	NA
WAUX - Wakes	\$1,090.90	\$0.00	\$1,090.90	NA
WAUX - Donations	\$1,445.00	\$100.00	\$1,345.00	1,345.0%
WAUX - Interest Received	\$0.54	\$0.00	\$0.54	NA
WAUX - Raffles	\$2,844.00	\$2,800.00	\$44.00	1.6%
WAUX - Memberships	\$22.00	\$15.00	\$7.00	46.7%
WAUX - Merchandise	\$6,110.53	\$2,200.00	\$3,910.53	177.8%
Total Womens Auxillary Income	\$18,662.98	\$15,565.00	\$3,097.98	19.9%

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Total Sales Revenue	\$4,908,316.09	\$4,333,262.05	\$575,054.04	13.3%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$385,078.77	\$321,600.00	\$63,478.77	19.7%
Total Cost of Sales - Beverage	\$385,078.77	\$321,600.00	\$63,478.77	19.7%
Cost of Sales - Food				
Food Cost of Sales	\$558,320.18	\$429,400.00	\$128,920.18	30.0%
Total Cost of Sales - Food	\$558,320.18	\$429,400.00	\$128,920.18	30.0%
Cost of Sales - Gaming				
GSP Contract Cost	\$331,352.25	\$365,590.00	-\$34,237.75	(9.4)%
Loyalty EGM Integration Connec	\$5,675.00	\$8,375.00	-\$2,700.00	(32.2)%
State Gaming Tax	\$398,152.82	\$354,019.57	\$44,133.25	12.5%
Monitoring Costs	\$37,656.76	\$33,000.00	\$4,656.76	14.1%
VCGLR Supervision Charge	\$7,573.46	\$6,600.00	\$973.46	14.7%
EGM Hardware Maintenance Cost	\$7,221.40	\$0.00	\$7,221.40	NA
IGT System Gaming costs	\$14,081.48	\$0.00	\$14,081.48	NA
EGM Access/Subscription fee	\$3,102.00	\$0.00	\$3,102.00	NA
EGM Software purchase	\$4,000.00	\$0.00	\$4,000.00	NA
Total Cost of Sales - Gaming	\$808,815.17	\$767,584.57	\$41,230.60	5.4%
Keno Cost of Sales				
Keno Fees	\$3,981.26	\$3,709.36	\$271.90	7.3%
Total Keno Cost of Sales	\$3,981.26	\$3,709.36	\$271.90	7.3%
TAB Cost of Sales				
TAB Fees	\$5,987.18	\$5,000.00	\$987.18	19.7%
Total TAB Cost of Sales	\$5,987.18	\$5,000.00	\$987.18	19.7%
Total Cost Of Sales	\$1,762,182.56	\$1,527,293.93	\$234,888.63	15.4%
Gross Profit	\$3,146,133.53	\$2,805,968.12	\$340,165.41	12.1%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$50,835.20	\$49,420.80	\$1,414.40	2.9%
Audit Fees	\$7,863.63	\$8,000.00	-\$136.37	(1.7)%
ATM Expenses	\$4,309.06	\$3,850.00	\$459.06	11.9%
Bank Charges	\$356.20	\$2,200.00	-\$1,843.80	(83.8)%
Merchant fees	\$15,624.59	\$15,400.00	\$224.59	1.5%
Computer Software & Support	\$5,892.83	\$6,875.00	-\$982.17	(14.3)%
Computer Other Expenses	\$2,941.10	\$5,556.57	-\$2,615.47	(47.1)%
Fees & Licences	\$3,009.53	\$6,600.00	-\$3,590.47	(54.4)%
Freight & Cartage	\$3,432.50	\$5,500.00	-\$2,067.50	(37.6)%
Legal Expenses	\$0.00	\$8,050.00	-\$8,050.00	(100.0)%
Postage	\$245.19	\$660.00	-\$414.81	(62.9)%
Printing, Stationery	\$5,732.00	\$11,000.00	-\$5,268.00	(47.9)%
Professional fees	\$8,612.16	\$4,989.49	\$3,622.67	72.6%
Subscriptions - TV etc	\$36,870.95	\$38,500.00	-\$1,629.05	(4.2)%
Subscriptions - Other	\$6,474.64	\$3,300.00	\$3,174.64	96.2%
Telephone & Internet	\$4,911.54	\$6,050.00	-\$1,138.46	(18.8)%
Travel Expenses	\$3,946.73	\$5,248.94	-\$1,302.21	(24.8)%
State Branch Contribution	\$18,707.54	\$0.00	\$18,707.54	NA
Total Administration Expenses	\$179,765.39	\$181,200.80	-\$1,435.41	(0.8)%
Operational Expenses				

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Bar Expenses	\$2,251.23	\$14,300.00	-\$12,048.77	(84.3)%
Beer Gas	\$3,692.45	\$3,300.00	\$392.45	11.9%
Cash Discrepancies	\$411.71	\$2,750.00	-\$2,338.29	(85.0)%
Cleaning Products	\$4,458.59	\$1,650.00	\$2,808.59	170.2%
Cleaning Contracts	\$63,770.00	\$60,000.00	\$3,770.00	6.3%
Cleaning Other	\$2,599.75	\$0.00	\$2,599.75	NA
Consumables	\$7,447.45	\$5,500.00	\$1,947.45	35.4%
Dining Room Supplies	\$8,564.36	\$8,250.00	\$314.36	3.8%
Donations	\$27,775.00	\$1,598.00	\$26,177.00	1,638.1%
Gaming Expenses	\$25,747.43	\$11,000.00	\$14,747.43	134.1%
Kitchen Supplies/equipment	\$25,847.76	\$27,500.00	-\$1,652.24	(6.0)%
Laundry	\$882.41	\$520.10	\$362.31	69.7%
Raffles	\$26,599.26	\$28,930.00	-\$2,330.74	(8.1)%
Sanitary Costs	\$0.00	\$1,062.37	-\$1,062.37	(100.0)%
Security Contracts	\$5,583.17	\$6,050.00	-\$466.83	(7.7)%
Sundry Expense	\$1,474.99	\$5,500.00	-\$4,025.01	(73.2)%
Wastage	\$9,782.90	\$5,500.00	\$4,282.90	77.9%
Total Operational Expenses	\$216,888.46	\$183,410.47	\$33,477.99	18.3%
Advertising & Promotions				
Advertising & Marketing	\$51,602.97	\$33,000.00	\$18,602.97	56.4%
Promotions - Members Prizes	\$5,490.91	\$8,250.00	-\$2,759.09	(33.4)%
Promotions - Members Discount	\$86,958.93	\$60,500.00	\$26,458.93	43.7%
Promotions - Gaming	\$5,969.31	\$6,050.00	-\$80.69	(1.3)%
Promotions - Food	\$9,109.40	\$4,400.00	\$4,709.40	107.0%
Promotions - Beverage	\$7,686.26	\$0.00	\$7,686.26	NA
Promotions- Food and Beverage	\$343.09	\$0.00	\$343.09	NA
Promotions - Other	\$1,161.90	\$5,500.00	-\$4,338.10	(78.9)%
Promotions - Happy Hour	\$3,608.58	\$5,500.00	-\$1,891.42	(34.4)%
Promotions - Specials	\$777.03	\$1,100.00	-\$322.97	(29.4)%
Guest Entertainment	\$21,591.81	\$23,100.00	-\$1,508.19	(6.5)%
Giveaways	\$4,592.00	\$0.00	\$4,592.00	NA
Total Advertising & Promotions	\$198,892.19	\$147,400.00	\$51,492.19	34.9%
Occupancy Costs				
Rent - Ovens Street	\$9,600.75	\$0.00	\$9,600.75	NA
Rent - Patriotic Fund	\$461,818.24	\$384,000.00	\$77,818.24	20.3%
Electricity	\$73,929.80	\$77,000.00	-\$3,070.20	(4.0)%
Gas	\$15,869.94	\$16,500.00	-\$630.06	(3.8)%
Water Rates	\$4,942.99	\$7,030.97	-\$2,087.98	(29.7)%
Hire of Plant & Equipment	\$127.27	\$0.00	\$127.27	NA
Waste Removal	\$15,797.42	\$11,000.00	\$4,797.42	43.6%
Insurance	\$39,536.88	\$42,350.00	-\$2,813.12	(6.6)%
Rates & Taxes	\$2,535.98	\$6,526.08	-\$3,990.10	(61.1)%
Rep & Maint - Buildings	\$7,136.33	\$16,500.00	-\$9,363.67	(56.7)%
Rep & Maint - Plant & equip	\$9,408.65	\$16,500.00	-\$7,091.35	(43.0)%
Total Occupancy Costs	\$640,704.25	\$577,407.05	\$63,297.20	11.0%
Committee & Members Expenses				
Loyalty Points Redemption	\$39,356.77	\$51,700.00	-\$12,343.23	(23.9)%
Membership Affiliation Charge	\$1,000.00	\$1,000.00	\$0.00	0.0%
Committee Members Expenses	\$0.00	\$6,050.00	-\$6,050.00	(100.0)%
Conference/Seminar costs	\$270.00	\$100.00	\$170.00	170.0%
Membership Cards	\$473.55	\$437.46	\$36.09	8.2%

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	Selected Period	Budgeted	\$ Difference	% Difference
Members Expenses	\$1,251.89	\$0.00	\$1,251.89	NA
President Shout	\$383.79	\$0.00	\$383.79	NA
RSL Membership System contribution	\$2,398.55	\$0.00	\$2,398.55	NA
Total Committee & Members Expenses	\$45,134.55	\$59,287.46	-\$14,152.91	(23.9)%
Welfare & Charitable Expenses (Community)				
Other W & C (Community Expenses)	\$163.65	\$0.00	\$163.65	NA
Subsidised - Room Hire	\$0.00	\$10,500.00	-\$10,500.00	(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)	\$7,611.33	\$10,500.00	-\$2,888.67	(27.5)%
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	\$324.22	\$543.01	167.5%
Other W&C expenses (Veteran)	\$4,909.76	\$1,213.69	\$3,696.07	304.5%
Printing, Stationery	\$490.00	\$120.00	\$370.00	308.3%
Scholarship Costs	\$2,045.43	\$0.00	\$2,045.43	NA
Subsidised - Entertainment	\$2,587.50	\$263.40	\$2,324.10	882.3%
Subsidised - Meals	\$70,168.00	\$88,000.00	-\$17,832.00	(20.3)%
Subsidised - Room Hire	\$17,150.00	\$0.00	\$17,150.00	NA
Welfare Wages	\$39,172.62	\$0.00	\$39,172.62	NA
Payroll tax	\$59.29	\$0.00	\$59.29	NA
Superannuation - Welfare	\$755.01	\$0.00	\$755.01	NA
Workcover - Welfare	\$161.70	\$0.00	\$161.70	NA
Volunteer expenses	\$655.20	\$0.00	\$655.20	NA
Welfare assistance	\$2,123.69	\$0.00	\$2,123.69	NA
Memorabilia	\$791.33	\$0.00	\$791.33	NA
Welfare bus expenses	\$1,053.27	\$0.00	\$1,053.27	NA
Total Welfare & Charitable Expenses (Veteran)	\$149,427.13	\$126,476.48	\$22,950.65	18.1%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$695.19	\$0.00	\$695.19	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	\$1,783.16	\$1,200.00	\$583.16	48.6%
WAUX - Printing & Stationery	\$36.36	\$0.00	\$36.36	NA
WAUX - Raffle Expenses	\$960.26	\$1,425.00	-\$464.74	(32.6)%
WAUX - Wakes	\$369.62	\$0.00	\$369.62	NA
WAUX - Womens Council	\$254.54	\$0.00	\$254.54	NA
WAUX - Events	\$9,335.25	\$9,800.00	-\$464.75	(4.7)%
Total Womens Auxillary Expenses	\$14,449.48	\$12,425.00	\$2,024.48	16.3%
Employment Expenses				
FOH Wages	\$671,718.62	\$553,240.00	\$118,478.62	21.4%
BOH Wages	\$415,054.52	\$384,200.00	\$30,854.52	8.0%
Gaming Wages	\$21,873.33	\$0.00	\$21,873.33	NA
Admin Wages	\$37,171.54	\$30,800.00	\$6,371.54	20.7%
Management Wages	\$149,477.95	\$170,500.00	-\$21,022.05	(12.3)%
JobKeeper Top Up	\$0.00	\$35,200.00	-\$35,200.00	(100.0)%
Superannuation	\$132,281.96	\$113,874.00	\$18,407.96	16.2%
Provision - Annual Leave	\$18,215.19	\$27,500.00	-\$9,284.81	(33.8)%

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Provision - Long Service Leave	\$13,736.03	\$5,500.00	\$8,236.03	149.7%
Workcover	\$28,199.90	\$26,809.69	\$1,390.21	5.2%
Payroll Tax	\$2,324.38	\$7,979.85	-\$5,655.47	(70.9)%
Staff Amenities	\$2,739.72	\$1,320.00	\$1,419.72	107.6%
Staff Training	\$2,661.67	\$11,000.00	-\$8,338.33	(75.8)%
Staff Uniforms	\$4,003.88	\$4,414.87	-\$410.99	(9.3)%
Staff Discount	\$16,246.60	\$9,130.00	\$7,116.60	77.9%
Other Employment Expenses	\$543.82	\$0.00	\$543.82	NA
Total Employment Expenses	\$1,516,249.11	\$1,381,468.41	\$134,780.70	9.8%
Total Expenses	\$2,969,121.89	\$2,679,575.67	\$289,546.22	10.8%
Operating Profit	\$177,011.64	\$126,392.45	\$50,619.19	40.0%
Other Income				
Interest Received	\$81.74	\$91.43	-\$9.69	(10.6)%
Total Other Income	\$81.74	\$91.43	-\$9.69	(10.6)%
Other Expenses				
Amortisation - Gaming Entitlem	\$73,601.95	\$108,619.60	-\$35,017.65	(32.2)%
Sinking Fund EGM	\$0.00	\$48,000.00	-\$48,000.00	(100.0)%
Interest paid	\$9,677.14	\$4,671.04	\$5,006.10	107.2%
Total Other Expenses	\$83,279.09	\$161,290.64	-\$78,011.55	(48.4)%
Net Profit/(Loss)	\$93,814.29	-\$34,806.76	\$128,621.05	369.5%