

Wangaratta RSL

Profit & Loss [Budget Analysis]

January 2022 To June 2022 ACTUAL
January 2022 To December 2022 BUDGET

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$600,990.59	\$1,125,000.00	(\$524,009.41)	-46.58%
Total Bar Sales	\$600,990.59	\$1,125,000.00	(\$524,009.41)	-46.58%
Food Sales				
Food Sales	\$663,668.14	\$1,260,000.00	(\$596,331.86)	-47.33%
Food Sales - Subsidised	\$40,038.00	\$96,000.00	(\$55,962.00)	-58.29%
Total Food Sales	\$703,706.14	\$1,356,000.00	(\$652,293.86)	-48.10%
Gaming Machine Revenue				
Gaming Revenue	\$1,106,264.44	\$2,117,000.00	(\$1,010,735.56)	-47.74%
Total Gaming Machine Revenue	\$1,106,264.44	\$2,117,000.00	(\$1,010,735.56)	-47.74%
Keno Commission				
Keno Commission	\$5,951.90	\$8,349.13	(\$2,397.23)	-28.71%
Total Keno Commission	\$5,951.90	\$8,349.13	(\$2,397.23)	-28.71%
TAB Commission				
TAB Commission	\$5,219.99	\$14,400.00	(\$9,180.01)	-63.75%
Total TAB Commission	\$5,219.99	\$14,400.00	(\$9,180.01)	-63.75%
Membership Income				
Membership Income	\$29,135.78	\$37,000.00	(\$7,864.22)	-21.25%
Total Membership Income	\$29,135.78	\$37,000.00	(\$7,864.22)	-21.25%
Raffle Income				
Raffle Income	\$34,008.00	\$79,977.00	(\$45,969.00)	-57.48%
Total Raffle Income	\$34,008.00	\$79,977.00	(\$45,969.00)	-57.48%
Room Hire				
Room Hire & Catering	\$181.82	\$1,770.92	(\$1,589.10)	-89.73%
Room Hire & Catering - Subsidy	\$10,000.00	\$10,995.00	(\$995.00)	-9.05%
Total Room Hire	\$10,181.82	\$12,765.92	(\$2,584.10)	-20.24%
Other revenue				
ATM Rebate	\$10,260.07	\$19,350.00	(\$9,089.93)	-46.98%
Donations Received	\$0.00	\$6,130.00	(\$6,130.00)	-100.00%
Entertainment Subsidised	\$1,485.00	\$0.00	\$1,485.00	
Grant Income	\$10,000.00	\$0.00	\$10,000.00	
Sundry Income	\$0.00	\$1,000.00	(\$1,000.00)	-100.00%
Other Income Received	\$1,213.68	\$0.00	\$1,213.68	
Total Other revenue	\$22,958.75	\$26,480.00	(\$3,521.25)	-13.30%
Womens Auxillary Income				
WAUX - Events	\$6,840.00	\$10,450.00	(\$3,610.00)	-34.55%
WAUX - Commemorative Events	\$110.01	\$0.00	\$110.01	
WAUX - Wakes	\$636.36	\$0.00	\$636.36	
WAUX - Donations	\$1,430.00	\$100.00	\$1,330.00	1330.00%
WAUX - Interest Received	\$0.23	\$0.00	\$0.23	
WAUX - Raffles	\$2,301.00	\$5,300.00	(\$2,999.00)	-56.58%
WAUX - Memberships	\$0.00	\$15.00	(\$15.00)	-100.00%
WAUX - Merchandise	\$3,587.80	\$2,400.00	\$1,187.80	49.49%
Total Womens Auxillary Income	\$14,905.40	\$18,265.00	(\$3,359.60)	-18.39%
Total Sales Revenue	\$2,533,322.81	\$4,795,237.05	(\$2,261,914.24)	-47.17%
Cost Of Sales				

Cost of Sales - Beverage				
Beverage Cost of Sales	\$205,822.89	\$360,000.00	(\$154,177.11)	-42.83%
Total Cost of Sales - Beverage	\$205,822.89	\$360,000.00	(\$154,177.11)	-42.83%
Cost of Sales - Food				
Food Cost of Sales	\$278,360.57	\$478,800.00	(\$200,439.43)	-41.86%
Total Cost of Sales - Food	\$278,360.57	\$478,800.00	(\$200,439.43)	-41.86%
Cost of Sales - Gaming				
GSP Contract Cost	\$257,478.25	\$386,143.00	(\$128,664.75)	-33.32%
Loyalty EGM Integration Connec	\$4,525.00	\$9,150.00	(\$4,625.00)	-50.55%
State Gaming Tax	\$195,229.93	\$397,685.92	(\$202,455.99)	-50.91%
Monitoring Costs	\$18,806.40	\$36,035.00	(\$17,228.60)	-47.81%
VCGLR Supervision Charge	\$4,323.46	\$7,200.00	(\$2,876.54)	-39.95%
Total Cost of Sales - Gaming	\$480,363.04	\$836,213.92	(\$355,850.88)	-42.56%
Keno Cost of Sales				
Keno Fees	\$2,239.68	\$3,709.36	(\$1,469.68)	-39.62%
Total Keno Cost of Sales	\$2,239.68	\$3,709.36	(\$1,469.68)	-39.62%
TAB Cost of Sales				
TAB Fees	\$3,695.14	\$5,500.00	(\$1,804.86)	-32.82%
Total TAB Cost of Sales	\$3,695.14	\$5,500.00	(\$1,804.86)	-32.82%
Total Cost Of Sales	\$970,481.32	\$1,684,223.28	(\$713,741.96)	-42.38%
Gross Profit	\$1,562,841.49	\$3,111,013.77	(\$1,548,172.28)	-49.76%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$27,040.00	\$53,539.20	(\$26,499.20)	-49.49%
Audit Fees	\$4,090.90	\$8,000.00	(\$3,909.10)	-48.86%
ATM Expenses	\$2,036.39	\$4,181.64	(\$2,145.25)	-51.30%
Bank Charges	\$106.20	\$2,200.00	(\$2,093.80)	-95.17%
Merchant fees	\$8,164.47	\$16,800.00	(\$8,635.53)	-51.40%
Computer Software & Support	\$3,069.24	\$7,500.00	(\$4,430.76)	-59.08%
Computer Other Expenses	\$2,534.73	\$5,556.57	(\$3,021.84)	-54.38%
Fees & Licences	\$2,075.03	\$8,200.00	(\$6,124.97)	-74.69%
Freight & Cartage	\$1,485.84	\$6,000.00	(\$4,514.16)	-75.24%
Legal Expenses	\$0.00	\$8,600.00	(\$8,600.00)	-100.00%
Postage	\$188.12	\$720.00	(\$531.88)	-73.87%
Printing, Stationery	\$4,501.89	\$12,000.00	(\$7,498.11)	-62.48%
Professional fees	\$3,502.35	\$5,443.08	(\$1,940.73)	-35.65%
Subscriptions - TV etc	\$19,563.40	\$42,000.00	(\$22,436.60)	-53.42%
Subscriptions - Other	\$3,167.06	\$3,600.00	(\$432.94)	-12.03%
Telephone & Internet	\$2,300.98	\$6,600.00	(\$4,299.02)	-65.14%
Travel Expenses	\$2,246.08	\$5,810.65	(\$3,564.57)	-61.35%
Total Administration Expenses	\$86,072.68	\$196,751.14	(\$110,678.46)	-56.25%
Operational Expenses				
Bar Expenses	\$1,253.91	\$15,600.00	(\$14,346.09)	-91.96%
Beer Gas	\$2,550.34	\$3,600.00	(\$1,049.66)	-29.16%
Cash Discrepancies	\$260.02	\$3,000.00	(\$2,739.98)	-91.33%
Cleaning Products	\$2,762.39	\$1,800.00	\$962.39	53.47%
Cleaning Contracts	\$33,999.79	\$65,000.00	(\$31,000.21)	-47.69%
Cleaning Other	\$1,473.75	\$0.00	\$1,473.75	
Consumables	\$3,794.73	\$6,000.00	(\$2,205.27)	-36.75%
Dining Room Supplies	\$4,493.87	\$9,000.00	(\$4,506.13)	-50.07%
Donations	\$25,775.00	\$1,598.00	\$24,177.00	1512.95%
Gaming Expenses	\$18,438.23	\$12,000.00	\$6,438.23	53.65%
Kitchen Supplies/equipment	\$13,146.76	\$30,000.00	(\$16,853.24)	-56.18%
Laundry	\$431.50	\$520.10	(\$88.60)	-17.04%
Raffles	\$12,687.01	\$32,760.00	(\$20,072.99)	-61.27%
Sanitary Costs	\$0.00	\$1,062.37	(\$1,062.37)	-100.00%
Security Contracts	\$3,040.17	\$6,600.00	(\$3,559.83)	-53.94%
Sundry Expense	\$911.34	\$6,000.00	(\$5,088.66)	-84.81%
Wastage	\$4,633.43	\$6,000.00	(\$1,366.57)	-22.78%

Total Operational Expenses	\$129,652.24	\$200,540.47	(\$70,888.23)	-35.35%
Advertising & Promotions				
Advertising & Marketing	\$29,940.95	\$36,000.00	(\$6,059.05)	-16.83%
Promotions - Members Prizes	\$5,490.91	\$9,000.00	(\$3,509.09)	-38.99%
Promotions - Members Discount	\$43,126.74	\$66,000.00	(\$22,873.26)	-34.66%
Promotions - Gaming	\$1,938.11	\$6,600.00	(\$4,661.89)	-70.63%
Promotions - Food	\$327.27	\$4,800.00	(\$4,472.73)	-93.18%
Promotions - Other	\$321.85	\$6,000.00	(\$5,678.15)	-94.64%
Promotions - Happy Hour	\$2,066.21	\$6,000.00	(\$3,933.79)	-65.56%
Promotions - Specials	\$533.67	\$1,200.00	(\$666.33)	-55.53%
Guest Entertainment	\$10,490.00	\$25,200.00	(\$14,710.00)	-58.37%
Giveaways	\$3,594.34	\$0.00	\$3,594.34	
Total Advertising & Promotions	\$97,830.05	\$160,800.00	(\$62,969.95)	-39.16%
Occupancy Costs				
Rent - Ovens Street	\$6,694.39	\$0.00	\$6,694.39	
Rent - Patriotic Fund	\$256,363.64	\$416,000.00	(\$159,636.36)	-38.37%
Electricity	\$40,530.70	\$84,000.00	(\$43,469.30)	-51.75%
Gas	\$8,194.37	\$18,000.00	(\$9,805.63)	-54.48%
Water Rates	\$2,998.20	\$7,531.97	(\$4,533.77)	-60.19%
Waste Removal	\$7,332.00	\$12,000.00	(\$4,668.00)	-38.90%
Insurance	\$19,670.16	\$46,200.00	(\$26,529.84)	-57.42%
Rates & Taxes	\$1,507.38	\$6,526.08	(\$5,018.70)	-76.90%
Rep & Maint - Buildings	\$4,919.84	\$18,000.00	(\$13,080.16)	-72.67%
Rep & Maint - Plant & equip	\$5,203.28	\$18,000.00	(\$12,796.72)	-71.09%
Total Occupancy Costs	\$353,413.96	\$626,258.05	(\$272,844.09)	-43.57%
Committee & Members Expenses				
Loyalty Points Redemption	\$20,777.51	\$56,400.00	(\$35,622.49)	-63.16%
Membership Affiliation Charge	\$0.00	\$1,000.00	(\$1,000.00)	-100.00%
Committee Members Expenses	\$0.00	\$6,600.00	(\$6,600.00)	-100.00%
Conference/Seminar costs	\$0.00	\$100.00	(\$100.00)	-100.00%
Membership Cards	\$300.00	\$437.46	(\$137.46)	-31.42%
Members Expenses	\$1,057.49	\$0.00	\$1,057.49	
President Shout	\$111.65	\$0.00	\$111.65	
Total Committee & Members Expenses	\$22,246.65	\$64,537.46	(\$42,290.81)	-65.53%
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$435.80	\$2,455.17	(\$2,019.37)	-82.25%
Committee Honorarium	\$2,181.82	\$3,600.00	(\$1,418.18)	-39.39%
Donations/Community outreach	\$1,000.00	\$31,500.00	(\$30,500.00)	-96.83%
Welfare Courtesy Bus	\$867.23	\$324.22	\$543.01	167.48%
Other W&C expenses	\$2,496.02	\$1,213.69	\$1,282.33	105.66%
Printing, Stationery	\$490.00	\$120.00	\$370.00	308.33%
Subsidised - Room Hire	\$0.00	\$11,250.00	(\$11,250.00)	-100.00%
Scholarship Costs	\$2,045.43	\$0.00	\$2,045.43	
Subsidised - Entertainment	\$1,485.00	\$324.40	\$1,160.60	357.77%
Subsidised - Meals	\$40,038.00	\$96,000.00	(\$55,962.00)	-58.29%
Subsidised - Room Hire	\$10,000.00	\$0.00	\$10,000.00	
Welfare Wages	\$21,137.68	\$0.00	\$21,137.68	
Total Welfare & Charitable Expenses	\$82,176.98	\$146,787.48	(\$64,610.50)	-44.02%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$585.21	\$0.00	\$585.21	
WAUX - Catering	\$450.37	\$0.00	\$450.37	
WAUX - General Expenses	\$99.31	\$0.00	\$99.31	
WAUX - Merchandise	\$795.00	\$1,200.00	(\$405.00)	-33.75%
WAUX - Raffle Expenses	\$435.96	\$1,425.00	(\$989.04)	-69.41%
WAUX - Wakes	\$204.71	\$0.00	\$204.71	
WAUX - Womens Council	\$136.36	\$0.00	\$136.36	
WAUX - Events	\$8,782.26	\$9,800.00	(\$1,017.74)	-10.39%
Total Womens Auxillary Expenses	\$11,489.18	\$12,425.00	(\$935.82)	-7.53%
Employment Expenses				

FOH Wages	\$357,084.59	\$610,000.00	(\$252,915.41)	-41.46%
BOH Wages	\$218,468.53	\$428,400.00	(\$209,931.47)	-49.00%
Admin Wages	\$20,880.17	\$33,600.00	(\$12,719.83)	-37.86%
Management Wages	\$81,897.28	\$186,000.00	(\$104,102.72)	-55.97%
JobKeeper Top Up	\$0.00	\$38,400.00	(\$38,400.00)	-100.00%
Superannuation	\$67,404.87	\$125,800.00	(\$58,395.13)	-46.42%
Provision - Annual Leave	\$11,737.58	\$30,000.00	(\$18,262.42)	-60.87%
Provision - Long Service Leave	\$6,535.80	\$6,000.00		8.93%
Workcover	\$15,155.30	\$29,617.46	(\$14,462.16)	-48.83%
Payroll Tax	\$5,000.58	\$8,915.63	(\$3,915.05)	-43.91%
Staff Amenities	\$1,786.24	\$1,440.00		24.04%
Staff Training	\$1,410.00	\$12,000.00	(\$10,590.00)	-88.25%
Staff Uniforms	\$1,873.79	\$5,014.87	(\$3,141.08)	-62.64%
Staff Discount	\$8,345.89	\$9,960.00	(\$1,614.11)	-16.21%
Other Employment Expenses	\$292.00	\$0.00		
Total Employment Expenses	\$797,872.62	\$1,525,147.96	(\$727,275.34)	-47.69%
Total Expenses	\$1,580,754.36	\$2,933,247.56	(\$1,352,493.20)	-46.11%
Operating Profit	(\$17,912.87)	\$177,766.21	(\$195,679.08)	-110.08%
Other Income				
Interest Received	\$5.67	\$94.99	(\$89.32)	-94.03%
Total Other Income	\$5.67	\$94.99	(\$89.32)	-94.03%
Other Expenses				
Amortisation - Gaming Entitlem	\$58,687.01	\$118,670.96	(\$59,983.95)	-50.55%
Sinking Fund EGM	\$0.00	\$48,000.00	(\$48,000.00)	-100.00%
Interest paid	\$884.14	\$4,685.58	(\$3,801.44)	-81.13%
Total Other Expenses	\$59,571.15	\$171,356.54	(\$111,785.39)	-65.24%
Net Profit/(Loss)	(\$77,478.35)	\$6,504.66	(\$83,983.01)	-1291.12%