

Profit & Loss [Budget Analysis]

June 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$85,707.23	\$70,000.00	\$15,707.23	22.4%
Total Bar Sales	\$85,707.23	\$70,000.00	\$15,707.23	22.4%
Food Sales				
Food Sales	\$104,997.70	\$85,000.00	\$19,997.70	23.5%
Food Sales - Subsidised	\$6,315.00	\$8,000.00	-\$1,685.00	(21.1)%
Total Food Sales	\$111,312.70	\$93,000.00	\$18,312.70	19.7%
Gaming Machine Revenue				
Gaming Revenue	\$185,196.88	\$174,000.00	\$11,196.88	6.4%
Total Gaming Machine Revenue	\$185,196.88	\$174,000.00	\$11,196.88	6.4%
Keno Commission				
Keno Commission	\$681.46	\$634.06	\$47.40	7.5%
Total Keno Commission	\$681.46	\$634.06	\$47.40	7.5%
TAB Commission				
TAB Commission	\$893.25	\$1,200.00	-\$306.75	(25.6)%
Total TAB Commission	\$893.25	\$1,200.00	-\$306.75	(25.6)%
Membership Income				
Membership Income	\$2,445.44	\$1,500.00	\$945.44	63.0%
Total Membership Income	\$2,445.44	\$1,500.00	\$945.44	63.0%
Raffle Income				
Raffle Income	\$6,365.00	\$6,500.00	-\$135.00	(2.1)%
Total Raffle Income	\$6,365.00	\$6,500.00	-\$135.00	(2.1)%
Room Hire				
Room Hire & Catering	\$0.00	\$1.82	-\$1.82	(100.0)%
Room Hire & Catering - Subsidy	\$1,250.00	\$750.00	\$500.00	66.7%
Total Room Hire	\$1,250.00	\$751.82	\$498.18	66.3%
Other revenue				
ATM Rebate	\$1,690.93	\$1,600.00	\$90.93	5.7%
Entertainment Subsidised	\$255.00	\$0.00	\$255.00	NA
Grant Income	\$10,000.00	\$0.00	\$10,000.00	NA
Total Other revenue	\$11,945.93	\$1,600.00	\$10,345.93	646.6%
Womens Auxillary Income				
WAUX - Interest Received	\$0.06	\$0.00	\$0.06	NA
WAUX - Merchandise	\$227.27	\$200.00	\$27.27	13.6%
Total Womens Auxillary Income	\$227.33	\$200.00	\$27.33	13.7%
Total Sales Revenue	\$406,025.22	\$349,385.88	\$56,639.34	16.2%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$31,307.51	\$22,400.00	\$8,907.51	39.8%
Total Cost of Sales - Beverage	\$31,307.51	\$22,400.00	\$8,907.51	39.8%
Cost of Sales - Food				
Food Cost of Sales	\$45,093.89	\$32,300.00	\$12,793.89	39.6%
Total Cost of Sales - Food	\$45,093.89	\$32,300.00	\$12,793.89	39.6%
Cost of Sales - Gaming				
GSP Contract Cost	\$43,860.00	\$40,672.00	\$3,188.00	7.8%
Loyalty EGM Integration Connec	\$750.00	\$750.00	\$0.00	0.0%
State Gaming Tax	\$32,884.58	\$27,132.70	\$5,751.88	21.2%

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Monitoring Costs	\$3,134.40	\$3,000.00	\$134.40	4.5%
VCGLR Supervision Charge	\$1,323.46	\$600.00	\$723.46	120.6%
Total Cost of Sales - Gaming	\$81,952.44	\$72,154.70	\$9,797.74	13.6%
Keno Cost of Sales				
Keno Fees	\$316.67	\$395.81	-\$79.14	(20.0)%
Total Keno Cost of Sales	\$316.67	\$395.81	-\$79.14	(20.0)%
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	\$159,070.51	\$127,750.51	\$31,320.00	24.5%
Gross Profit	\$246,954.71	\$221,635.37	\$25,319.34	11.4%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$4,160.00	\$4,118.40	\$41.60	1.0%
Audit Fees	\$4,090.90	\$0.00	\$4,090.90	NA
ATM Expenses	\$368.73	\$350.00	\$18.73	5.4%
Bank Charges	\$0.00	\$200.00	-\$200.00	(100.0)%
Merchant fees	\$1,261.04	\$1,400.00	-\$138.96	(9.9)%
Computer Software & Support	\$563.81	\$625.00	-\$61.19	(9.8)%
Computer Other Expenses	\$0.00	\$2,757.16	-\$2,757.16	(100.0)%
Fees & Licences	\$443.35	\$600.00	-\$156.65	(26.1)%
Freight & Cartage	\$272.31	\$500.00	-\$227.69	(45.5)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$9.91	\$60.00	-\$50.09	(83.5)%
Printing, Stationery	\$2,134.16	\$1,000.00	\$1,134.16	113.4%
Professional fees	\$62.67	\$453.59	-\$390.92	(86.2)%
Subscriptions - TV etc	\$3,461.51	\$3,500.00	-\$38.49	(1.1)%
Subscriptions - Other	\$626.70	\$300.00	\$326.70	108.9%
Telephone & Internet	\$440.00	\$550.00	-\$110.00	(20.0)%
Travel Expenses	\$205.05	\$0.00	\$205.05	NA
Total Administration Expenses	\$18,100.14	\$16,964.15	\$1,135.99	6.7%
Operational Expenses				
Bar Expenses	\$173.25	\$1,300.00	-\$1,126.75	(86.7)%
Beer Gas	\$633.47	\$300.00	\$333.47	111.2%
Cash Discrepancies	\$20.55	\$250.00	-\$229.45	(91.8)%
Cleaning Products	\$297.93	\$150.00	\$147.93	98.6%
Cleaning Contracts	\$5,840.00	\$6,250.00	-\$410.00	(6.6)%
Cleaning Other	\$350.00	\$0.00	\$350.00	NA
Consumables	\$493.16	\$500.00	-\$6.84	(1.4)%
Dining Room Supplies	\$322.77	\$750.00	-\$427.23	(57.0)%
Donations	\$500.00	\$0.00	\$500.00	NA
Gaming Expenses	\$4,421.02	\$1,000.00	\$3,421.02	342.1%
Kitchen Supplies/equipment	\$2,358.07	\$2,500.00	-\$141.93	(5.7)%
Laundry	\$120.00	\$0.00	\$120.00	NA
Raffles	\$3,174.24	\$2,630.00	\$544.24	20.7%
Sanitary Costs	\$0.00	\$374.92	-\$374.92	(100.0)%
Security Contracts	\$390.64	\$550.00	-\$159.36	(29.0)%
Sundry Expense	\$0.00	\$500.00	-\$500.00	(100.0)%
Wastage	\$1,153.08	\$500.00	\$653.08	130.6%

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Total Operational Expenses	\$20,248.18	\$17,554.92	\$2,693.26	15.3%
Advertising & Promotions				
Advertising & Marketing	\$3,481.79	\$3,000.00	\$481.79	16.1%
Promotions - Members Prizes	\$0.00	\$750.00	-\$750.00	(100.0)%
Promotions - Members Discount	\$6,547.47	\$5,500.00	\$1,047.47	19.0%
Promotions - Gaming	\$576.36	\$550.00	\$26.36	4.8%
Promotions - Food	\$0.00	\$400.00	-\$400.00	(100.0)%
Promotions - Other	\$553.93	\$500.00	\$53.93	10.8%
Promotions - Happy Hour	\$209.70	\$500.00	-\$290.30	(58.1)%
Promotions - Specials	\$133.92	\$100.00	\$33.92	33.9%
Guest Entertainment	\$2,200.00	\$2,100.00	\$100.00	4.8%
Giveaways	\$18.86	\$0.00	\$18.86	NA
Total Advertising & Promotions	\$13,722.03	\$13,400.00	\$322.03	2.4%
Occupancy Costs				
Rent - Ovens Street	\$1,821.00	\$0.00	\$1,821.00	NA
Rent - Patriotic Fund	\$50,000.00	\$32,000.00	\$18,000.00	56.3%
Electricity	\$6,813.87	\$7,000.00	-\$186.13	(2.7)%
Gas	\$1,300.00	\$1,500.00	-\$200.00	(13.3)%
Water Rates	\$375.54	\$1,621.37	-\$1,245.83	(76.8)%
Waste Removal	\$1,186.00	\$1,000.00	\$186.00	18.6%
Insurance	\$3,278.36	\$3,850.00	-\$571.64	(14.8)%
Rates & Taxes	\$251.28	\$0.00	\$251.28	NA
Rep & Maint - Buildings	\$1,102.72	\$1,500.00	-\$397.28	(26.5)%
Rep & Maint - Plant & equip	\$304.73	\$1,500.00	-\$1,195.27	(79.7)%
Total Occupancy Costs	\$66,433.50	\$49,971.37	\$16,462.13	32.9%
Committee & Members Expenses				
Loyalty Points Redemption	\$3,611.69	\$4,700.00	-\$1,088.31	(23.2)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Conference/Seminar costs	\$0.00	\$100.00	-\$100.00	(100.0)%
Membership Cards	\$0.00	\$60.00	-\$60.00	(100.0)%
Members Expenses	\$179.00	\$0.00	\$179.00	NA
President Shout	\$20.42	\$0.00	\$20.42	NA
Total Committee & Members Expenses	\$3,811.11	\$5,410.00	-\$1,598.89	(29.6)%
Welfare & Charitable Expenses				
Committee Honorarium	\$1,090.91	\$1,200.00	-\$109.09	(9.1)%
Welfare Courtesy Bus	\$0.00	\$67.91	-\$67.91	(100.0)%
Other W&C expenses	\$395.92	\$0.00	\$395.92	NA
Subsidised - Room Hire	\$0.00	\$750.00	-\$750.00	(100.0)%
Subsidised - Entertainment	\$255.00	\$0.00	\$255.00	NA
Subsidised - Meals	\$6,315.00	\$8,000.00	-\$1,685.00	(21.1)%
Subsidised - Room Hire	\$1,250.00	\$0.00	\$1,250.00	NA
Welfare Wages	\$3,429.63	\$0.00	\$3,429.63	NA
Total Welfare & Charitable Expenses	\$12,736.46	\$10,017.91	\$2,718.55	27.1%
Womens Auxillary Expenses				
WAUX - Merchandise	\$236.94	\$200.00	\$36.94	18.5%
Total Womens Auxillary Expenses	\$236.94	\$200.00	\$36.94	18.5%
Employment Expenses				
FOH Wages	\$62,741.06	\$45,600.00	\$17,141.06	37.6%
BOH Wages	\$39,363.41	\$28,900.00	\$10,463.41	36.2%
Admin Wages	\$3,848.71	\$2,800.00	\$1,048.71	37.5%

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Management Wages	\$14,017.30	\$15,500.00	-\$1,482.70	(9.6)%
JobKeeper Top Up	\$0.00	\$3,200.00	-\$3,200.00	(100.0)%
Superannuation	\$11,030.02	\$9,280.00	\$1,750.02	18.9%
Provision - Annual Leave	\$1,254.00	\$2,500.00	-\$1,246.00	(49.8)%
Provision - Long Service Leave	\$2,725.29	\$500.00	\$2,225.29	445.1%
Workcover	\$2,472.82	\$2,184.80	\$288.02	13.2%
Payroll Tax	\$801.06	\$582.14	\$218.92	37.6%
Staff Amenities	\$165.42	\$120.00	\$45.42	37.9%
Staff Training	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Staff Uniforms	\$0.00	\$225.41	-\$225.41	(100.0)%
Staff Discount	\$1,460.66	\$830.00	\$630.66	76.0%
Other Employment Expenses	\$292.00	\$0.00	\$292.00	NA
Total Employment Expenses	\$140,171.75	\$113,222.35	\$26,949.40	23.8%
Total Expenses	\$275,460.11	\$226,740.70	\$48,719.41	21.5%
Operating Profit	-\$28,505.40	-\$5,105.33	-\$23,400.07	(458.3)%
Other Income				
Interest Received	\$0.00	\$17.75	-\$17.75	(100.0)%
Total Other Income	\$0.00	\$17.75	-\$17.75	(100.0)%
Other Expenses				
Amortisation - Gaming Entitlem	\$9,727.12	\$9,727.12	\$0.00	0.0%
Sinking Fund EGM	\$0.00	\$8,000.00	-\$8,000.00	(100.0)%
Interest paid	\$141.34	\$2,315.19	-\$2,173.85	(93.9)%
Total Other Expenses	\$9,868.46	\$20,042.31	-\$10,173.85	(50.8)%
Net Profit/(Loss)	-\$38,373.86	-\$25,129.89	-\$13,243.97	(52.7)%