

Profit & Loss [Budget Analysis]

May 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$86,195.52	\$75,000.00	\$11,195.52	14.9%
Total Bar Sales	\$86,195.52	\$75,000.00	\$11,195.52	14.9%
Food Sales				
Food Sales	\$116,144.23	\$95,000.00	\$21,144.23	22.3%
Food Sales - Subsidised	\$6,710.00	\$8,000.00	-\$1,290.00	(16.1)%
Total Food Sales	\$122,854.23	\$103,000.00	\$19,854.23	19.3%
Gaming Machine Revenue				
Gaming Revenue	\$204,712.55	\$179,800.00	\$24,912.55	13.9%
Total Gaming Machine Revenue	\$204,712.55	\$179,800.00	\$24,912.55	13.9%
Keno Commission				
Keno Commission	\$814.51	\$641.27	\$173.24	27.0%
Total Keno Commission	\$814.51	\$641.27	\$173.24	27.0%
TAB Commission				
TAB Commission	\$1,036.39	\$1,200.00	-\$163.61	(13.6)%
Total TAB Commission	\$1,036.39	\$1,200.00	-\$163.61	(13.6)%
Membership Income				
Membership Income	\$2,595.45	\$2,000.00	\$595.45	29.8%
Total Membership Income	\$2,595.45	\$2,000.00	\$595.45	29.8%
Raffle Income				
Raffle Income	\$5,572.00	\$6,500.00	-\$928.00	(14.3)%
Total Raffle Income	\$5,572.00	\$6,500.00	-\$928.00	(14.3)%
Room Hire				
Room Hire & Catering	\$0.00	\$454.55	-\$454.55	(100.0)%
Room Hire & Catering - Subsidy	\$5,500.00	\$750.00	\$4,750.00	633.3%
Total Room Hire	\$5,500.00	\$1,204.55	\$4,295.45	356.6%
Other revenue				
ATM Rebate	\$1,843.65	\$1,600.00	\$243.65	15.2%
Entertainment Subsidised	\$267.50	\$0.00	\$267.50	NA
Total Other revenue	\$2,111.15	\$1,600.00	\$511.15	31.9%
Womens Auxillary Income				
WAUX - Events	\$6,840.00	\$9,600.00	-\$2,760.00	(28.8)%
WAUX - Wakes	\$636.36	\$0.00	\$636.36	NA
WAUX - Donations	\$695.00	\$0.00	\$695.00	NA
WAUX - Interest Received	\$0.06	\$0.00	\$0.06	NA
WAUX - Raffles	\$1,483.00	\$1,300.00	\$183.00	14.1%
WAUX - Merchandise	\$310.91	\$200.00	\$110.91	55.5%
Total Womens Auxillary Income	\$9,965.33	\$11,100.00	-\$1,134.67	(10.2)%
Total Sales Revenue	\$441,357.13	\$382,045.82	\$59,311.31	15.5%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$30,569.94	\$24,000.00	\$6,569.94	27.4%
Total Cost of Sales - Beverage	\$30,569.94	\$24,000.00	\$6,569.94	27.4%
Cost of Sales - Food				
Food Cost of Sales	\$51,626.22	\$36,100.00	\$15,526.22	43.0%
Total Cost of Sales - Food	\$51,626.22	\$36,100.00	\$15,526.22	43.0%
Cost of Sales - Gaming				

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GSP Contract Cost	\$45,153.25	\$40,672.00	\$4,481.25	11.0%
Loyalty EGM Integration Connec	\$775.00	\$775.00	\$0.00	0.0%
State Gaming Tax	\$42,909.76	\$30,112.16	\$12,797.60	42.5%
Monitoring Costs	\$3,134.40	\$3,000.00	\$134.40	4.5%
VCGLR Supervision Charge	\$600.00	\$600.00	\$0.00	0.0%
Total Cost of Sales - Gaming	\$92,572.41	\$75,159.16	\$17,413.25	23.2%
Keno Cost of Sales				
Keno Fees	\$316.64	\$316.68	-\$0.04	0.0%
Total Keno Cost of Sales	\$316.64	\$316.68	-\$0.04	0.0%
TAB Cost of Sales				
TAB Fees	\$500.00	\$500.00	\$0.00	0.0%
Total TAB Cost of Sales	\$500.00	\$500.00	\$0.00	0.0%
Total Cost Of Sales	\$175,585.21	\$136,075.84	\$39,509.37	29.0%
Gross Profit	\$265,771.92	\$245,969.98	\$19,801.94	8.1%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$5,200.00	\$5,148.00	\$52.00	1.0%
ATM Expenses	\$788.01	\$350.00	\$438.01	125.1%
Bank Charges	\$0.20	\$200.00	-\$199.80	(99.9)%
Merchant fees	\$1,426.08	\$1,400.00	\$26.08	1.9%
Computer Software & Support	\$311.39	\$625.00	-\$313.61	(50.2)%
Fees & Licences	\$971.99	\$600.00	\$371.99	62.0%
Freight & Cartage	\$422.70	\$500.00	-\$77.30	(15.5)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$3.96	\$60.00	-\$56.04	(93.4)%
Printing, Stationery	\$969.10	\$1,000.00	-\$30.90	(3.1)%
Professional fees	\$77.76	\$453.59	-\$375.83	(82.9)%
Subscriptions - TV etc	\$3,461.51	\$3,500.00	-\$38.49	(1.1)%
Subscriptions - Other	\$569.00	\$300.00	\$269.00	89.7%
Telephone & Internet	\$443.69	\$550.00	-\$106.31	(19.3)%
Travel Expenses	\$350.83	\$526.01	-\$175.18	(33.3)%
Total Administration Expenses	\$14,996.22	\$15,762.60	-\$766.38	(4.9)%
Operational Expenses				
Bar Expenses	\$325.35	\$1,300.00	-\$974.65	(75.0)%
Beer Gas	\$322.11	\$300.00	\$22.11	7.4%
Cash Discrepancies	-\$21.36	\$250.00	-\$271.36	(108.5)%
Cleaning Products	\$1,224.52	\$150.00	\$1,074.52	716.3%
Cleaning Contracts	\$6,000.00	\$5,000.00	\$1,000.00	20.0%
Cleaning Other	\$232.84	\$0.00	\$232.84	NA
Consumables	\$739.49	\$500.00	\$239.49	47.9%
Dining Room Supplies	\$1,009.99	\$750.00	\$259.99	34.7%
Gaming Expenses	\$6,306.60	\$1,000.00	\$5,306.60	530.7%
Kitchen Supplies/equipment	\$1,294.36	\$2,500.00	-\$1,205.64	(48.2)%
Raffles	\$1,827.17	\$2,630.00	-\$802.83	(30.5)%
Security Contracts	\$622.75	\$550.00	\$72.75	13.2%
Sundry Expense	\$60.73	\$500.00	-\$439.27	(87.9)%
Wastage	\$108.67	\$500.00	-\$391.33	(78.3)%
Total Operational Expenses	\$20,053.22	\$15,930.00	\$4,123.22	25.9%
Advertising & Promotions				

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Advertising & Marketing	\$4,075.09	\$3,000.00	\$1,075.09	35.8%
Promotions - Members Prizes	\$0.00	\$750.00	-\$750.00	(100.0)%
Promotions - Members Discount	\$569.08	\$5,500.00	-\$4,930.92	(89.7)%
Promotions - Gaming	\$22.27	\$550.00	-\$527.73	(96.0)%
Promotions - Food	\$0.00	\$400.00	-\$400.00	(100.0)%
Promotions - Other	\$41.82	\$500.00	-\$458.18	(91.6)%
Promotions - Happy Hour	\$158.95	\$500.00	-\$341.05	(68.2)%
Promotions - Specials	\$75.70	\$100.00	-\$24.30	(24.3)%
Guest Entertainment	\$1,500.00	\$2,100.00	-\$600.00	(28.6)%
Giveaways	\$2,840.72	\$0.00	\$2,840.72	NA
Total Advertising & Promotions	\$9,283.63	\$13,400.00	-\$4,116.37	(30.7)%
Occupancy Costs				
Rent - Ovens Street	\$3,035.00	\$0.00	\$3,035.00	NA
Rent - Patriotic Fund	\$40,000.00	\$40,000.00	\$0.00	0.0%
Electricity	\$4,602.70	\$7,000.00	-\$2,397.30	(34.2)%
Gas	\$1,558.95	\$1,500.00	\$58.95	3.9%
Water Rates	\$500.00	\$328.52	\$171.48	52.2%
Waste Removal	\$1,348.00	\$1,000.00	\$348.00	34.8%
Insurance	\$3,278.36	\$3,850.00	-\$571.64	(14.8)%
Rates & Taxes	\$251.22	\$0.00	\$251.22	NA
Rep & Maint - Buildings	\$1,522.80	\$1,500.00	\$22.80	1.5%
Rep & Maint - Plant & equip	\$1,174.96	\$1,500.00	-\$325.04	(21.7)%
Total Occupancy Costs	\$57,271.99	\$56,678.52	\$593.47	1.0%
Committee & Members Expenses				
Loyalty Points Redemption	\$3,708.87	\$4,700.00	-\$991.13	(21.1)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Membership Cards	\$300.00	\$109.00	\$191.00	175.2%
President Shout	\$10.25	\$0.00	\$10.25	NA
Total Committee & Members Expenses	\$4,019.12	\$5,359.00	-\$1,339.88	(25.0)%
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$0.00	\$1,455.17	-\$1,455.17	(100.0)%
Other W&C expenses	\$422.75	\$68.00	\$354.75	521.7%
Printing, Stationery	\$90.00	\$0.00	\$90.00	NA
Subsidised - Room Hire	\$0.00	\$750.00	-\$750.00	(100.0)%
Subsidised - Entertainment	\$267.50	\$0.00	\$267.50	NA
Subsidised - Meals	\$6,710.00	\$8,000.00	-\$1,290.00	(16.1)%
Subsidised - Room Hire	\$5,500.00	\$0.00	\$5,500.00	NA
Welfare Wages	\$3,791.07	\$0.00	\$3,791.07	NA
Total Welfare & Charitable Expenses	\$16,781.32	\$10,273.17	\$6,508.15	63.4%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$153.73	\$0.00	\$153.73	NA
WAUX - Catering	\$450.37	\$0.00	\$450.37	NA
WAUX - Merchandise	\$302.14	\$0.00	\$302.14	NA
WAUX - Raffle Expenses	\$345.96	\$700.00	-\$354.04	(50.6)%
WAUX - Wakes	\$204.71	\$0.00	\$204.71	NA
WAUX - Events	\$8,019.12	\$9,000.00	-\$980.88	(10.9)%
Total Womens Auxillary Expenses	\$9,476.03	\$9,700.00	-\$223.97	(2.3)%
Employment Expenses				
FOH Wages	\$59,270.63	\$47,760.00	\$11,510.63	24.1%
BOH Wages	\$40,875.51	\$32,300.00	\$8,575.51	26.5%

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Admin Wages	\$3,532.67	\$2,800.00	\$732.67	26.2%
Management Wages	\$13,808.21	\$15,500.00	-\$1,691.79	(10.9)%
JobKeeper Top Up	\$0.00	\$3,200.00	-\$3,200.00	(100.0)%
Superannuation	\$13,916.35	\$9,836.00	\$4,080.35	41.5%
Provision - Annual Leave	\$2,094.85	\$2,500.00	-\$405.15	(16.2)%
Provision - Long Service Leave	\$1,265.78	\$500.00	\$765.78	153.2%
Workcover	\$3,075.07	\$2,315.72	\$759.35	32.8%
Payroll Tax	\$1,168.42	\$656.45	\$511.97	78.0%
Staff Amenities	\$197.69	\$120.00	\$77.69	64.7%
Staff Training	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Staff Uniforms	\$92.71	\$1,185.61	-\$1,092.90	(92.2)%
Staff Discount	\$1,685.50	\$830.00	\$855.50	103.1%
Total Employment Expenses	\$140,983.39	\$120,503.78	\$20,479.61	17.0%
Total Expenses	\$272,864.92	\$247,607.07	\$25,257.85	10.2%
Operating Profit	-\$7,093.00	-\$1,637.09	-\$5,455.91	(333.3)%
Other Income				
Interest Received	\$0.00	\$7.50	-\$7.50	(100.0)%
Total Other Income	\$0.00	\$7.50	-\$7.50	(100.0)%
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.37	\$10,051.37	\$0.00	0.0%
Sinking Fund EGM	\$0.00	\$8,000.00	-\$8,000.00	(100.0)%
Interest paid	\$157.49	\$378.14	-\$220.65	(58.4)%
Total Other Expenses	\$10,208.86	\$18,429.51	-\$8,220.65	(44.6)%
Net Profit/(Loss)	-\$17,301.86	-\$20,059.10	\$2,757.24	13.7%