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Wangaratta RSL

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# Monthly Management Report

July 2022

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Prepared by:



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16/08/2022

Wangaratta RSL Sub-Branch  
2-4 Templeton Street  
Wangaratta  
VIC, 3677

Dear Board Members,

**RE: Wangaratta RSL Financial Results – July 2022**

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Please find below a summary of the RSL's financial results for July 2022 as well as some commentary in relation to the financials.

**Financial Results July 2022:**

The financial reports for the period have been prepared on a calendar month basis from the 1<sup>st</sup> of July to the 31<sup>st</sup> of July 2022. The venue was opened 7 days a week which allowed for 31 days of trade.

Total Revenue received for the month was \$446K with Gaming Contributing 49% of the revenue, Food at 27%, and Beverage at 19%. The Food and Beverage Gross Profit Margin for July is 56% and 66% respectively. This falls below the venues KPI of 62% and 68% which forms as part of the sales analysis. Total Revenue for the period has increased by \$40K when compared to the previous reporting period and has exceeded budgeted expectations by \$91K.

Expenses were well maintained over July as Total Expenses were \$246K which has decreased by \$46K when compared to last month. Notable expenses include \$9K in Members Promotions. Rent paid to the Patriotic Fund has decreased to \$8K reducing Total Occupancy Expenses. The Superannuation Expense has increased due to the increase from 10% to 10.5% and the minimum gross wages to receive Super has been removed. Please note that OTH have started to accrue for Audit expenses over the course of the year.

The Work Cover for FY22 have been Certified by OTH and with the renewal of FY23 being received based on estimated wages provided that trade is consistent over the year. Furthermore, the final payroll tax for FY22 has been lodged with the State Revenue Office and with no payment requirements due to a Covid-19 reduction. This has resulted in a negative expense to reverse the accruals for the year.

Notable capital expenditure for the month include the purchase of EGM's totalling \$616K which was funded by a \$400K loan from ANZ with the balance paid from the Gaming Account.

With the above considered, it is expected that the menu price increase has contributed significantly to the revenue to combat the rise of cost of goods. As the revenue increased and expenses decreased for the month, the RSL has resulted in a net profit for July 2022, reaching a \$9.2k profit.

The Balance Sheet of the RSL reflects the latest known financial position as of the end of July 2022.

The venue is currently up to date with the ATO repayments, with the remaining liability at the end of July sitting at \$673. The final repayment is expected to be paid by August. I can confirm that the RSL is also up to date with all other tax office and statutory payments and lodgements.

Kind Regards,



**Freddie Deegan**

*Director – On Tap Hospitality*

**Profit & Loss [Multi-Period]**

May 2022 To July 2022

ABN: 61 412 912 811

	May	June	July	Total
Sales Revenue				
Bar Sales				
Beverage Sales	\$90,351.37	\$85,707.23	\$85,995.88	\$262,054.48
Total Bar Sales	\$90,351.37	\$85,707.23	\$85,995.88	\$262,054.48
Food Sales				
Food Sales	\$117,669.96	\$104,997.70	\$114,100.63	\$336,768.29
Food Sales - Subsidised	\$6,710.00	\$6,315.00	\$6,405.00	\$19,430.00
Total Food Sales	\$124,379.96	\$111,312.70	\$120,505.63	\$356,198.29
Gaming Machine Revenue				
Gaming Revenue	\$204,712.55	\$185,196.88	\$219,337.15	\$609,246.58
Total Gaming Machine Revenue	\$204,712.55	\$185,196.88	\$219,337.15	\$609,246.58
Keno Commission				
Keno Commission	\$814.51	\$681.46	\$1,135.12	\$2,631.09
Total Keno Commission	\$814.51	\$681.46	\$1,135.12	\$2,631.09
TAB Commission				
TAB Commission	\$1,036.39	\$893.25	\$1,125.03	\$3,054.67
Total TAB Commission	\$1,036.39	\$893.25	\$1,125.03	\$3,054.67
Membership Income				
Membership Income	\$2,595.45	\$2,445.44	\$2,618.17	\$7,659.06
Total Membership Income	\$2,595.45	\$2,445.44	\$2,618.17	\$7,659.06
Raffle Income				
Raffle Income	\$5,572.00	\$6,365.00	\$5,516.90	\$17,453.90
Total Raffle Income	\$5,572.00	\$6,365.00	\$5,516.90	\$17,453.90
Room Hire				
Room Hire & Catering - Subsidy	\$5,500.00	\$1,250.00	\$1,150.00	\$7,900.00
Total Room Hire	\$5,500.00	\$1,250.00	\$1,150.00	\$7,900.00
Other revenue				
ATM Rebate	\$1,843.65	\$1,690.93	\$2,069.09	\$5,603.67
Entertainment Subsidised	\$267.50	\$255.00	\$270.00	\$792.50
Grant Income	\$50,000.00	\$10,000.00	\$0.00	\$60,000.00
Other Income Received	\$0.00	\$0.00	\$3,620.00	\$3,620.00
Total Other revenue	\$52,111.15	\$11,945.93	\$5,959.09	\$70,016.17
Loyalty Awards Revenue				
Loyalty Points Reimbursement	\$0.00	\$0.00	\$2,934.33	\$2,934.33
Total Loyalty Awards Revenue	\$0.00	\$0.00	\$2,934.33	\$2,934.33
Womens Auxillary Income				
WAUX - Events	\$6,840.00	\$0.00	\$0.00	\$6,840.00
WAUX - Wakes	\$636.36	\$0.00	\$0.00	\$636.36
WAUX - Donations	\$695.00	\$0.00	\$0.00	\$695.00
WAUX - Interest Received	\$0.06	\$0.06	\$0.08	\$0.20
WAUX - Raffles	\$1,483.00	\$0.00	\$80.00	\$1,563.00
WAUX - Merchandise	\$310.91	\$227.27	\$206.36	\$744.54
Total Womens Auxillary Income	\$9,965.33	\$227.33	\$286.44	\$10,479.10
<b>Total Sales Revenue</b>	<b>\$497,038.71</b>	<b>\$406,025.22</b>	<b>\$446,563.74</b>	<b>\$1,349,627.67</b>
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$30,569.94	\$31,307.51	\$29,287.49	\$91,164.94
Total Cost of Sales - Beverage	\$30,569.94	\$31,307.51	\$29,287.49	\$91,164.94

**Profit & Loss [Multi-Period]**

May 2022 To July 2022

ABN: 61 412 912 811

	May	June	July	Total
Cost of Sales - Food				
Food Cost of Sales	\$51,626.22	\$45,093.89	\$50,435.88	\$147,155.99
<b>Total Cost of Sales - Food</b>	<b>\$51,626.22</b>	<b>\$45,093.89</b>	<b>\$50,435.88</b>	<b>\$147,155.99</b>
Cost of Sales - Gaming				
GSP Contract Cost	\$45,153.25	\$43,860.00	\$45,322.00	\$134,335.25
Loyalty EGM Integration Connec	\$775.00	\$750.00	\$775.00	\$2,300.00
State Gaming Tax	\$42,909.76	\$32,884.58	\$50,422.45	\$126,216.79
Monitoring Costs	\$3,134.40	\$3,134.40	\$3,134.40	\$9,403.20
VCGLR Supervision Charge	\$600.00	\$1,323.46	\$650.00	\$2,573.46
<b>Total Cost of Sales - Gaming</b>	<b>\$92,572.41</b>	<b>\$81,952.44</b>	<b>\$100,303.85</b>	<b>\$274,828.70</b>
Keno Cost of Sales				
Keno Fees	\$316.64	\$316.67	\$395.82	\$1,029.13
<b>Total Keno Cost of Sales</b>	<b>\$316.64</b>	<b>\$316.67</b>	<b>\$395.82</b>	<b>\$1,029.13</b>
TAB Cost of Sales				
TAB Fees	\$500.00	\$400.00	\$592.04	\$1,492.04
<b>Total TAB Cost of Sales</b>	<b>\$500.00</b>	<b>\$400.00</b>	<b>\$592.04</b>	<b>\$1,492.04</b>
<b>Total Cost Of Sales</b>	<b>\$175,585.21</b>	<b>\$159,070.51</b>	<b>\$181,015.08</b>	<b>\$515,670.80</b>
<b>Gross Profit</b>	<b>\$321,453.50</b>	<b>\$246,954.71</b>	<b>\$265,548.66</b>	<b>\$833,956.87</b>
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$5,200.00	\$4,160.00	\$5,408.00	\$14,768.00
Audit Fees	\$0.00	\$4,090.90	\$300.00	\$4,390.90
ATM Expenses	\$788.01	\$368.73	\$338.19	\$1,494.93
Bank Charges	\$0.20	\$0.00	\$150.00	\$150.20
Merchant fees	\$1,426.08	\$1,261.04	\$1,223.20	\$3,910.32
Computer Software & Support	\$311.39	\$563.81	\$464.68	\$1,339.88
Computer Other Expenses	\$0.00	\$0.00	\$406.37	\$406.37
Fees & Licences	\$971.99	\$443.35	\$202.66	\$1,618.00
Freight & Cartage	\$422.70	\$272.31	\$239.16	\$934.17
Postage	\$3.96	\$9.91	\$12.87	\$26.74
Printing, Stationery	\$969.10	\$2,134.16	\$157.03	\$3,260.29
Professional fees	\$77.76	\$62.67	\$359.48	\$499.91
Subscriptions - TV etc	\$3,461.51	\$3,461.51	\$3,461.51	\$10,384.53
Subscriptions - Other	\$569.00	\$626.70	\$730.50	\$1,926.20
Telephone & Internet	\$443.69	\$440.00	\$447.83	\$1,331.52
Travel Expenses	\$350.83	\$205.05	\$113.20	\$669.08
<b>Total Administration Expenses</b>	<b>\$14,996.22</b>	<b>\$18,100.14</b>	<b>\$14,014.68</b>	<b>\$47,111.04</b>
Operational Expenses				
Bar Expenses	\$325.35	\$173.25	\$141.32	\$639.92
Beer Gas	\$322.11	\$633.47	\$17.66	\$973.24
Cash Discrepancies	-\$21.36	\$20.55	\$27.58	\$26.77
Cleaning Products	\$1,224.52	\$297.93	-\$5.59	\$1,516.86
Cleaning Contracts	\$6,000.00	\$5,840.00	\$6,000.00	\$17,840.00
Cleaning Other	\$232.84	\$350.00	\$260.80	\$843.64
Consumables	\$739.49	\$493.16	\$465.32	\$1,697.97
Dining Room Supplies	\$1,009.99	\$322.77	\$898.34	\$2,231.10
Donations	\$0.00	\$500.00	\$2,000.00	\$2,500.00
Gaming Expenses	\$6,306.60	\$4,421.02	\$2,504.10	\$13,231.72
Kitchen Supplies/equipment	\$1,294.36	\$2,358.07	\$1,916.70	\$5,569.13

**Profit & Loss [Multi-Period]**

May 2022 To July 2022

ABN: 61 412 912 811

	May	June	July	Total
Laundry	\$0.00	\$120.00	\$0.00	\$120.00
Raffles	\$1,827.17	\$3,174.24	\$1,408.90	\$6,410.31
Security Contracts	\$622.75	\$390.64	\$404.32	\$1,417.71
Sundry Expense	\$60.73	\$0.00	\$107.28	\$168.01
Wastage	\$108.67	\$1,153.08	\$1,290.58	\$2,552.33
<b>Total Operational Expenses</b>	<b>\$20,053.22</b>	<b>\$20,248.18</b>	<b>\$17,437.31</b>	<b>\$57,738.71</b>
Advertising & Promotions				
Advertising & Marketing	\$4,075.09	\$3,481.79	\$4,709.57	\$12,266.45
Promotions - Members Discount	\$6,250.66	\$6,547.47	\$9,091.94	\$21,890.07
Promotions - Gaming	\$22.27	\$576.36	\$700.73	\$1,299.36
Promotions - Food	\$0.00	\$0.00	\$1,196.77	\$1,196.77
Promotions - Other	\$41.82	\$553.93	\$1,254.10	\$1,849.85
Promotions - Happy Hour	\$158.95	\$209.70	\$145.18	\$513.83
Promotions - Specials	\$75.70	\$133.92	\$126.45	\$336.07
Guest Entertainment	\$1,500.00	\$2,200.00	\$2,225.00	\$5,925.00
Giveaways	\$2,840.72	\$18.86	\$23.28	\$2,882.86
<b>Total Advertising &amp; Promotions</b>	<b>\$14,965.21</b>	<b>\$13,722.03</b>	<b>\$19,473.02</b>	<b>\$48,160.26</b>
Occupancy Costs				
Rent - Ovens Street	\$3,035.00	\$1,821.00	\$609.84	\$5,465.84
Rent - Patriotic Fund	\$90,000.00	\$50,000.00	\$31,818.19	\$171,818.19
Electricity	\$4,602.70	\$6,813.87	\$7,038.94	\$18,455.51
Gas	\$1,558.95	\$1,300.00	\$1,161.58	\$4,020.53
Water Rates	\$500.00	\$375.54	\$400.00	\$1,275.54
Waste Removal	\$1,348.00	\$1,186.00	\$1,976.91	\$4,510.91
Insurance	\$3,278.36	\$3,278.36	\$3,278.32	\$9,835.04
Rates & Taxes	\$251.22	\$251.28	\$250.00	\$752.50
Rep & Maint - Buildings	\$1,522.80	\$1,102.72	\$86.36	\$2,711.88
Rep & Maint - Plant & equip	\$1,174.96	\$304.73	\$783.49	\$2,263.18
<b>Total Occupancy Costs</b>	<b>\$107,271.99</b>	<b>\$66,433.50</b>	<b>\$47,403.63</b>	<b>\$221,109.12</b>
Committee & Members Expenses				
Loyalty Points Redemption	\$3,708.87	\$3,611.69	\$1,577.41	\$8,897.97
Membership Cards	\$300.00	\$0.00	\$0.00	\$300.00
Members Expenses	\$0.00	\$179.00	\$0.00	\$179.00
President Shout	\$10.25	\$20.42	\$37.00	\$67.67
<b>Total Committee &amp; Members Expenses</b>	<b>\$4,019.12</b>	<b>\$3,811.11</b>	<b>\$1,614.41</b>	<b>\$9,444.64</b>
Welfare & Charitable Expenses				
Committee Honorarium	\$0.00	\$1,090.91	\$0.00	\$1,090.91
Other W&C expenses	\$422.75	\$395.92	\$272.75	\$1,091.42
Printing, Stationery	\$90.00	\$0.00	\$0.00	\$90.00
Subsidised - Entertainment	\$267.50	\$255.00	\$270.00	\$792.50
Subsidised - Meals	\$6,710.00	\$6,315.00	\$6,405.00	\$19,430.00
Subsidised - Room Hire	\$5,500.00	\$1,250.00	\$1,150.00	\$7,900.00
Welfare Wages	\$3,791.07	\$3,429.63	\$3,777.80	\$10,998.50
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$16,781.32</b>	<b>\$12,736.46</b>	<b>\$11,875.55</b>	<b>\$41,393.33</b>
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$153.73	\$0.00	\$0.00	\$153.73
WAUX - Catering	\$450.37	\$0.00	\$0.00	\$450.37
WAUX - Merchandise	\$302.14	\$236.94	\$120.68	\$659.76
WAUX - Printing & Stationery	\$0.00	\$0.00	\$36.36	\$36.36
WAUX - Raffle Expenses	\$345.96	\$0.00	\$0.00	\$345.96

**Profit & Loss [Multi-Period]**

May 2022 To July 2022

ABN: 61 412 912 811

	May	June	July	Total
WAUX - Wakes	\$204.71	\$0.00	\$0.00	\$204.71
WAUX - Events	\$8,019.12	\$0.00	\$226.36	\$8,245.48
<b>Total Womens Auxillary Expenses</b>	<b>\$9,476.03</b>	<b>\$236.94</b>	<b>\$383.40</b>	<b>\$10,096.37</b>
<b>Employment Expenses</b>				
FOH Wages	\$59,270.63	\$62,741.06	\$63,133.73	\$185,145.42
BOH Wages	\$40,875.51	\$39,363.41	\$38,498.72	\$118,737.64
Admin Wages	\$3,532.67	\$3,848.71	\$2,558.71	\$9,940.09
Management Wages	\$13,808.21	\$14,017.30	\$12,394.26	\$40,219.77
Superannuation	\$13,916.35	\$11,030.02	\$14,488.00	\$39,434.37
Provision - Annual Leave	\$2,094.85	\$1,254.00	\$4,474.95	\$7,823.80
Provision - Long Service Leave	\$1,265.78	\$2,725.29	\$900.97	\$4,892.04
Workcover	\$3,075.07	\$2,472.82	\$2,294.54	\$7,842.43
Payroll Tax	\$1,168.42	\$801.06	-\$6,445.98	-\$4,476.50
Staff Amenities	\$197.69	\$165.42	\$145.30	\$508.41
Staff Uniforms	\$92.71	\$0.00	\$228.40	\$321.11
Staff Discount	\$1,685.50	\$1,460.66	\$1,017.94	\$4,164.10
Other Employment Expenses	\$0.00	\$292.00	\$251.82	\$543.82
<b>Total Employment Expenses</b>	<b>\$140,983.39</b>	<b>\$140,171.75</b>	<b>\$133,941.36</b>	<b>\$415,096.50</b>
<b>Total Expenses</b>	<b>\$328,546.50</b>	<b>\$275,460.11</b>	<b>\$246,143.36</b>	<b>\$850,149.97</b>
<b>Operating Profit</b>	<b>-\$7,093.00</b>	<b>-\$28,505.40</b>	<b>\$19,405.30</b>	<b>-\$16,193.10</b>
<b>Total Other Income</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Other Expenses</b>				
Amortisation - Gaming Entitlem	\$10,051.37	\$9,727.12	\$10,051.37	\$29,829.86
Interest paid	\$157.49	\$141.34	\$96.51	\$395.34
<b>Total Other Expenses</b>	<b>\$10,208.86</b>	<b>\$9,868.46</b>	<b>\$10,147.88</b>	<b>\$30,225.20</b>
<b>Net Profit/(Loss)</b>	<b>-\$17,301.86</b>	<b>-\$38,373.86</b>	<b>\$9,257.42</b>	<b>-\$46,418.30</b>

**Profit & Loss [Multi-Period]**

January 2022 To July 2022

ABN: 61 412 912 811

	January	February	March	April	May	June	July	Total
Sales Revenue								
Bar Sales								
Beverage Sales	\$95,733.05	\$98,342.94	\$112,502.72	\$118,353.28	\$90,351.37	\$85,707.23	\$85,995.88	\$686,986.47
Total Bar Sales	\$95,733.05	\$98,342.94	\$112,502.72	\$118,353.28	\$90,351.37	\$85,707.23	\$85,995.88	\$686,986.47
Food Sales								
Food Sales	\$112,953.17	\$96,406.85	\$116,033.62	\$115,606.84	\$117,669.96	\$104,997.70	\$114,100.63	\$777,768.77
Food Sales - Subsidised	\$5,450.00	\$5,765.00	\$7,358.00	\$8,440.00	\$6,710.00	\$6,315.00	\$6,405.00	\$46,443.00
Total Food Sales	\$118,403.17	\$102,171.85	\$123,391.62	\$124,046.84	\$124,379.96	\$111,312.70	\$120,505.63	\$824,211.77
Gaming Machine Revenue								
Gaming Revenue	\$163,415.65	\$150,075.24	\$184,259.61	\$218,604.51	\$204,712.55	\$185,196.88	\$219,337.15	\$1,325,601.59
Total Gaming Machine Revenue	\$163,415.65	\$150,075.24	\$184,259.61	\$218,604.51	\$204,712.55	\$185,196.88	\$219,337.15	\$1,325,601.59
Keno Commission								
Keno Commission	\$1,426.81	\$941.18	\$938.99	\$1,148.95	\$814.51	\$681.46	\$1,135.12	\$7,087.02
Total Keno Commission	\$1,426.81	\$941.18	\$938.99	\$1,148.95	\$814.51	\$681.46	\$1,135.12	\$7,087.02
TAB Commission								
TAB Commission	\$389.67	\$893.83	\$1,028.72	\$978.13	\$1,036.39	\$893.25	\$1,125.03	\$6,345.02
Total TAB Commission	\$389.67	\$893.83	\$1,028.72	\$978.13	\$1,036.39	\$893.25	\$1,125.03	\$6,345.02
Membership Income								
Membership Income	\$2,654.54	\$9,640.89	\$8,276.77	\$3,522.69	\$2,595.45	\$2,445.44	\$2,618.17	\$31,753.95
Total Membership Income	\$2,654.54	\$9,640.89	\$8,276.77	\$3,522.69	\$2,595.45	\$2,445.44	\$2,618.17	\$31,753.95
Raffle Income								
Raffle Income	\$4,130.00	\$5,083.00	\$7,026.00	\$5,832.00	\$5,572.00	\$6,365.00	\$5,516.90	\$39,524.90
Total Raffle Income	\$4,130.00	\$5,083.00	\$7,026.00	\$5,832.00	\$5,572.00	\$6,365.00	\$5,516.90	\$39,524.90
Room Hire								
Room Hire & Catering	\$0.00	\$181.82	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$181.82
Room Hire & Catering - Subsidy	\$0.00	\$1,000.00	\$1,000.00	\$1,250.00	\$5,500.00	\$1,250.00	\$1,150.00	\$11,150.00
Total Room Hire	\$0.00	\$1,181.82	\$1,000.00	\$1,250.00	\$5,500.00	\$1,250.00	\$1,150.00	\$11,331.82



**Profit & Loss [Multi-Period]**

January 2022 To July 2022

ABN: 61 412 912 811

	January	February	March	April	May	June	July	Total
Other revenue								
ATM Rebate	\$1,650.91	\$1,134.54	\$1,876.40	\$2,063.64	\$1,843.65	\$1,690.93	\$2,069.09	\$12,329.16
Entertainment Subsidised	\$202.50	\$240.00	\$262.50	\$257.50	\$267.50	\$255.00	\$270.00	\$1,755.00
Grant Income	\$0.00	\$0.00	\$0.00	\$0.00	\$50,000.00	\$10,000.00	\$0.00	\$60,000.00
Other Income Received	\$0.00	\$536.40	\$677.28	\$0.00	\$0.00	\$0.00	\$3,620.00	\$4,833.68
<b>Total Other revenue</b>	<b>\$1,853.41</b>	<b>\$1,910.94</b>	<b>\$2,816.18</b>	<b>\$2,321.14</b>	<b>\$2,111.15</b>	<b>\$11,945.93</b>	<b>\$5,959.09</b>	<b>\$78,917.84</b>
Loyalty Awards Revenue								
Loyalty Points Reimbursement	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,934.33	\$2,934.33
<b>Total Loyalty Awards Revenue</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$2,934.33</b>	<b>\$2,934.33</b>
Womens Auxillary Income								
WAUX - Events	\$0.00	\$0.00	\$0.00	\$0.00	\$6,840.00	\$0.00	\$0.00	\$6,840.00
WAUX - Commemorative Events	\$0.00	\$0.00	\$0.00	\$110.01	\$0.00	\$0.00	\$0.00	\$110.01
WAUX - Wakes	\$0.00	\$0.00	\$0.00	\$0.00	\$636.36	\$0.00	\$0.00	\$636.36
WAUX - Donations	\$0.00	\$0.00	\$0.00	\$735.00	\$695.00	\$0.00	\$0.00	\$1,430.00
WAUX - Interest Received	\$0.00	\$0.11	\$0.00	\$0.00	\$0.06	\$0.06	\$0.08	\$0.31
WAUX - Raffles	\$0.00	\$0.00	\$0.00	\$818.00	\$1,483.00	\$0.00	\$80.00	\$2,381.00
WAUX - Merchandise	\$310.00	\$283.27	\$2,187.27	\$269.08	\$310.91	\$227.27	\$206.36	\$3,794.16
<b>Total Womens Auxillary Income</b>	<b>\$310.00</b>	<b>\$283.38</b>	<b>\$2,187.27</b>	<b>\$1,932.09</b>	<b>\$9,965.33</b>	<b>\$227.33</b>	<b>\$286.44</b>	<b>\$15,191.84</b>
<b>Total Sales Revenue</b>	<b>\$388,316.30</b>	<b>\$370,525.07</b>	<b>\$443,427.88</b>	<b>\$477,989.63</b>	<b>\$497,038.71</b>	<b>\$406,025.22</b>	<b>\$446,563.74</b>	<b>\$3,029,886.55</b>
Cost Of Sales								
Cost of Sales - Beverage	\$36,352.50	\$30,766.91	\$39,016.80	\$37,809.23	\$30,569.94	\$31,307.51	\$29,287.49	\$235,110.38
Beverage Cost of Sales	\$36,352.50	\$30,766.91	\$39,016.80	\$37,809.23	\$30,569.94	\$31,307.51	\$29,287.49	\$235,110.38
<b>Total Cost of Sales - Beverage</b>	<b>\$36,352.50</b>	<b>\$30,766.91</b>	<b>\$39,016.80</b>	<b>\$37,809.23</b>	<b>\$30,569.94</b>	<b>\$31,307.51</b>	<b>\$29,287.49</b>	<b>\$235,110.38</b>
Cost of Sales - Food	\$45,845.64	\$37,559.96	\$50,643.62	\$47,591.24	\$51,626.22	\$45,093.89	\$50,435.88	\$328,796.45
Food Cost of Sales	\$45,845.64	\$37,559.96	\$50,643.62	\$47,591.24	\$51,626.22	\$45,093.89	\$50,435.88	\$328,796.45
<b>Total Cost of Sales - Food</b>	<b>\$45,845.64</b>	<b>\$37,559.96</b>	<b>\$50,643.62</b>	<b>\$47,591.24</b>	<b>\$51,626.22</b>	<b>\$45,093.89</b>	<b>\$50,435.88</b>	<b>\$328,796.45</b>
Cost of Sales - Gaming								
GSP Contract Cost	\$31,372.00	\$47,911.00	\$45,322.00	\$43,860.00	\$45,153.25	\$43,860.00	\$45,322.00	\$302,800.25

**Profit & Loss [Multi-Period]**

January 2022 To July 2022

ABN: 61 412 912 811

	January	February	March	April	May	June	July	Total
Loyalty EGM Integration Connec	\$775.00	\$700.00	\$775.00	\$750.00	\$775.00	\$750.00	\$775.00	\$5,300.00
State Gaming Tax	\$21,706.51	\$14,857.95	\$32,403.12	\$50,468.01	\$42,909.76	\$32,884.58	\$50,422.45	\$245,652.38
Monitoring Costs	\$6,268.80	\$0.00	\$3,134.40	\$3,134.40	\$3,134.40	\$3,134.40	\$3,134.40	\$21,940.80
VCGLR Supervision Charge	\$600.00	\$600.00	\$600.00	\$600.00	\$600.00	\$1,323.46	\$650.00	\$4,973.46
<b>Total Cost of Sales - Gaming</b>	<b>\$60,722.31</b>	<b>\$64,068.95</b>	<b>\$82,234.52</b>	<b>\$98,812.41</b>	<b>\$92,572.41</b>	<b>\$81,952.44</b>	<b>\$100,303.85</b>	<b>\$580,666.89</b>
Keno Cost of Sales								
Keno Fees	\$0.00	\$226.17	\$316.65	\$1,063.55	\$316.64	\$316.67	\$395.82	\$2,635.50
<b>Total Keno Cost of Sales</b>	<b>\$0.00</b>	<b>\$226.17</b>	<b>\$316.65</b>	<b>\$1,063.55</b>	<b>\$316.64</b>	<b>\$316.67</b>	<b>\$395.82</b>	<b>\$2,635.50</b>
TAB Cost of Sales								
TAB Fees	\$400.00	\$659.09	\$400.00	\$1,336.05	\$500.00	\$400.00	\$592.04	\$4,287.18
<b>Total TAB Cost of Sales</b>	<b>\$400.00</b>	<b>\$659.09</b>	<b>\$400.00</b>	<b>\$1,336.05</b>	<b>\$500.00</b>	<b>\$400.00</b>	<b>\$592.04</b>	<b>\$4,287.18</b>
<b>Total Cost Of Sales</b>	<b>\$143,320.45</b>	<b>\$133,281.08</b>	<b>\$172,611.59</b>	<b>\$186,612.48</b>	<b>\$175,585.21</b>	<b>\$159,070.51</b>	<b>\$181,015.08</b>	<b>\$1,151,496.40</b>
<b>Gross Profit</b>	<b>\$244,995.85</b>	<b>\$237,243.99</b>	<b>\$270,816.29</b>	<b>\$291,377.15</b>	<b>\$321,453.50</b>	<b>\$246,954.71</b>	<b>\$265,548.66</b>	<b>\$1,878,390.15</b>
<b>Expenses</b>								
Administration Expenses								
Accounting/Bookkeeping Fees	\$5,200.00	\$4,160.00	\$4,160.00	\$4,160.00	\$5,200.00	\$4,160.00	\$5,408.00	\$32,448.00
Audit Fees	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$4,090.90	\$300.00	\$4,390.90
ATM Expenses	\$0.00	\$652.74	\$226.91	\$0.00	\$788.01	\$368.73	\$338.19	\$2,374.58
Bank Charges	\$106.00	\$0.00	\$0.00	\$0.00	\$0.20	\$0.00	\$150.00	\$256.20
Merchant fees	\$1,262.41	\$1,197.54	\$1,513.99	\$1,503.41	\$1,426.08	\$1,261.04	\$1,223.20	\$9,387.67
Computer Software & Support	\$413.32	\$711.08	\$611.11	\$458.53	\$311.39	\$563.81	\$464.68	\$3,533.92
Computer Other Expenses	\$65.32	\$436.67	\$893.17	\$1,139.57	\$0.00	\$0.00	\$406.37	\$2,941.10
Fees & Licences	\$80.93	\$300.62	\$197.22	\$80.92	\$971.99	\$443.35	\$202.66	\$2,277.69
Freight & Cartage	\$72.45	\$132.39	\$331.37	\$254.62	\$422.70	\$272.31	\$239.16	\$1,725.00
Postage	\$8.72	\$22.73	\$136.85	\$5.95	\$3.96	\$9.91	\$12.87	\$200.99
Printing, Stationery	\$333.54	\$199.59	\$293.68	\$571.82	\$969.10	\$2,134.16	\$157.03	\$4,658.92
Professional fees	\$81.64	\$64.52	\$58.64	\$3,157.12	\$77.76	\$62.67	\$359.48	\$3,861.83
Subscriptions - TV etc	\$2,255.85	\$3,461.51	\$3,461.51	\$3,461.51	\$3,461.51	\$3,461.51	\$3,461.51	\$23,024.91

**Profit & Loss [Multi-Period]**

January 2022 To July 2022

ABN: 61 412 912 811

	January	February	March	April	May	June	July	Total
Subscriptions - Other	\$181.70	\$345.51	\$557.90	\$886.25	\$569.00	\$626.70	\$730.50	\$3,897.56
Telephone & Internet	\$515.11	\$461.30	\$437.23	\$443.65	\$443.69	\$440.00	\$447.83	\$3,188.81
Travel Expenses	\$88.21	\$1,218.87	\$319.16	\$63.96	\$350.83	\$205.05	\$113.20	\$2,359.28
<b>Total Administration Expenses</b>	<b>\$10,665.20</b>	<b>\$13,365.07</b>	<b>\$13,198.74</b>	<b>\$16,187.31</b>	<b>\$14,996.22</b>	<b>\$18,100.14</b>	<b>\$14,014.68</b>	<b>\$100,527.36</b>
<b>Operational Expenses</b>								
Bar Expenses	\$171.00	\$140.05	\$283.09	\$161.17	\$325.35	\$173.25	\$141.32	\$1,395.23
Beer Gas	\$459.14	\$551.68	\$345.68	\$238.26	\$322.11	\$633.47	\$17.66	\$2,568.00
Cash Discrepancies	\$107.91	\$28.10	\$95.40	\$29.42	-\$21.36	\$20.55	\$27.58	\$287.60
Cleaning Products	\$210.19	\$344.91	\$491.51	\$193.33	\$1,224.52	\$297.93	-\$5.59	\$2,756.80
Cleaning Contracts	\$7,219.79	\$5,340.00	\$4,800.00	\$4,800.00	\$6,000.00	\$5,840.00	\$6,000.00	\$39,999.79
Cleaning Other	\$0.00	\$468.93	\$310.18	\$111.80	\$232.84	\$350.00	\$260.80	\$1,734.55
Consumables	\$238.87	\$564.88	\$1,048.34	\$709.99	\$739.49	\$493.16	\$465.32	\$4,260.05
Dining Room Supplies	\$541.34	\$736.25	\$715.33	\$1,168.19	\$1,009.99	\$322.77	\$898.34	\$5,392.21
Donations	\$0.00	\$0.00	\$25,275.00	\$0.00	\$0.00	\$500.00	\$2,000.00	\$27,775.00
Gaming Expenses	\$569.18	\$4,486.05	\$2,400.41	\$254.97	\$6,306.60	\$4,421.02	\$2,504.10	\$20,942.33
Kitchen Supplies/equipment	\$2,795.68	\$2,678.47	\$2,071.48	\$1,948.70	\$1,294.36	\$2,358.07	\$1,916.70	\$15,063.46
Laundry	\$230.00	\$21.50	\$0.00	\$60.00	\$0.00	\$120.00	\$0.00	\$431.50
Raffles	\$1,640.37	\$1,814.55	\$2,617.77	\$1,612.91	\$1,827.17	\$3,174.24	\$1,408.90	\$14,095.91
Security Contracts	\$468.01	\$700.12	\$468.01	\$390.64	\$622.75	\$390.64	\$404.32	\$3,444.49
Sundry Expense	\$733.34	\$63.63	\$53.64	\$0.00	\$60.73	\$0.00	\$107.28	\$1,018.62
Wastage	\$1,007.20	\$1,022.04	\$225.87	\$1,116.57	\$108.67	\$1,153.08	\$1,290.58	\$5,924.01
<b>Total Operational Expenses</b>	<b>\$16,392.02</b>	<b>\$18,961.16</b>	<b>\$41,201.71</b>	<b>\$12,795.95</b>	<b>\$20,053.22</b>	<b>\$20,248.18</b>	<b>\$17,437.31</b>	<b>\$147,089.55</b>
<b>Advertising &amp; Promotions</b>								
Advertising & Marketing	\$3,155.83	\$5,366.67	\$6,593.24	\$7,268.33	\$4,075.09	\$3,481.79	\$4,709.57	\$34,650.52
Promotions - Members Prizes	\$2,400.00	\$0.00	\$0.00	\$3,090.91	\$0.00	\$0.00	\$0.00	\$5,490.91
Promotions - Members Discount	\$6,194.90	\$7,287.65	\$9,308.62	\$7,537.44	\$6,250.66	\$6,547.47	\$9,091.94	\$52,218.68
Promotions - Gaming	\$249.00	\$324.00	\$479.64	\$863.20	\$22.27	\$576.36	\$700.73	\$3,215.20
Promotions - Food	\$327.27	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,196.77	\$1,524.04
Promotions - Other	-\$24.14	-\$888.12	-\$432.17	\$274.95	\$41.82	\$553.93	\$1,254.10	\$780.37

**Profit & Loss [Multi-Period]**

January 2022 To July 2022

ABN: 61 412 912 811

	January	February	March	April	May	June	July	Total
Promotions - Happy Hour	\$339.38	\$437.01	\$564.22	\$356.95	\$158.95	\$209.70	\$145.18	\$2,211.39
Promotions - Specials	\$47.02	\$48.51	\$119.30	\$109.22	\$75.70	\$133.92	\$126.45	\$660.12
Guest Entertainment	\$2,290.00	\$1,545.45	\$1,000.00	\$1,954.55	\$1,500.00	\$2,200.00	\$2,225.00	\$12,715.00
Giveaways	-\$410.77	-\$0.75	\$12.34	\$1,295.52	\$2,840.72	\$18.86	\$23.28	\$3,779.20
<b>Total Advertising &amp; Promotions</b>	<b>\$14,568.49</b>	<b>\$14,120.42</b>	<b>\$17,645.19</b>	<b>\$22,751.07</b>	<b>\$14,965.21</b>	<b>\$13,722.03</b>	<b>\$19,473.02</b>	<b>\$117,245.43</b>
<b>Occupancy Costs</b>								
Rent - Ovens Street	\$0.00	\$1,838.39	\$0.00	\$0.00	\$3,035.00	\$1,821.00	\$609.84	\$7,304.23
Rent - Patriotic Fund	\$36,363.64	\$40,000.00	\$50,000.00	\$40,000.00	\$90,000.00	\$50,000.00	\$31,818.19	\$338,181.83
Electricity	\$8,607.03	\$7,683.51	\$5,723.59	\$7,100.00	\$4,602.70	\$6,813.87	\$7,038.94	\$47,569.64
Gas	\$1,439.29	\$1,150.00	\$1,496.13	\$1,250.00	\$1,558.95	\$1,300.00	\$1,161.58	\$9,355.95
Water Rates	\$417.95	\$417.95	\$786.76	\$500.00	\$500.00	\$375.54	\$400.00	\$3,398.20
Waste Removal	\$1,422.00	\$1,078.00	\$0.00	\$2,298.00	\$1,348.00	\$1,186.00	\$1,976.91	\$9,308.91
Insurance	\$3,278.36	\$3,278.36	\$3,278.36	\$3,278.36	\$3,278.36	\$3,278.36	\$3,278.32	\$22,948.48
Rates & Taxes	\$251.22	\$251.22	\$251.22	\$251.22	\$251.22	\$251.28	\$250.00	\$1,757.38
Rep & Maint - Buildings	\$458.50	\$86.36	\$545.45	\$1,204.01	\$1,522.80	\$1,102.72	\$86.36	\$5,006.20
Rep & Maint - Plant & equip	\$13.63	\$362.21	\$1,884.12	\$1,463.63	\$1,174.96	\$304.73	\$783.49	\$5,986.77
<b>Total Occupancy Costs</b>	<b>\$52,251.62</b>	<b>\$56,146.00</b>	<b>\$63,965.63</b>	<b>\$57,345.22</b>	<b>\$107,271.99</b>	<b>\$66,433.50</b>	<b>\$47,403.63</b>	<b>\$450,817.59</b>
<b>Committee &amp; Members Expenses</b>								
Loyalty Points Redemption	\$1,738.91	\$7,048.56	\$863.69	\$3,805.79	\$3,708.87	\$3,611.69	\$1,577.41	\$22,354.92
Membership Cards	\$0.00	\$0.00	\$0.00	\$0.00	\$300.00	\$0.00	\$0.00	\$300.00
Members Expenses	\$420.91	\$310.96	\$0.00	\$146.62	\$0.00	\$179.00	\$0.00	\$1,057.49
President Shout	\$6.55	\$33.70	\$21.74	\$18.99	\$10.25	\$20.42	\$37.00	\$148.65
<b>Total Committee &amp; Members Expenses</b>	<b>\$2,166.37</b>	<b>\$7,393.22</b>	<b>\$885.43</b>	<b>\$3,971.40</b>	<b>\$4,019.12</b>	<b>\$3,811.11</b>	<b>\$1,614.41</b>	<b>\$23,861.06</b>
<b>Welfare &amp; Charitable Expenses</b>								
Commemorative Day Expenses	\$0.00	\$0.00	\$0.00	\$435.80	\$0.00	\$0.00	\$0.00	\$435.80
Committee Honorarium	\$0.00	\$0.00	\$1,090.91	\$0.00	\$0.00	\$1,090.91	\$0.00	\$2,181.82
Donations/Community outreach	\$1,000.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,000.00
Welfare Courtesy Bus	\$0.00	\$0.00	\$0.00	\$867.23	\$0.00	\$0.00	\$0.00	\$867.23

**Profit & Loss [Multi-Period]**

January 2022 To July 2022

	January	February	March	April	May	June	July	Total
Other W&C expenses	\$1,022.75	\$163.65	\$272.75	\$218.20	\$422.75	\$395.92	\$272.75	\$2,768.77
Printing, Stationery	\$0.00	\$0.00	\$0.00	\$400.00	\$90.00	\$0.00	\$0.00	\$490.00
Scholarship Costs	\$1,590.89	\$454.54	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,045.43
Subsidised - Entertainment	\$202.50	\$240.00	\$262.50	\$257.50	\$267.50	\$255.00	\$270.00	\$1,755.00
Subsidised - Meals	\$5,450.00	\$5,765.00	\$7,358.00	\$8,440.00	\$6,710.00	\$6,315.00	\$6,405.00	\$46,443.00
Subsidised - Room Hire	\$0.00	\$1,000.00	\$1,000.00	\$1,250.00	\$5,500.00	\$1,250.00	\$1,150.00	\$11,150.00
Welfare Wages	\$3,815.46	\$3,407.73	\$3,414.47	\$3,279.32	\$3,791.07	\$3,429.63	\$3,777.80	\$24,915.48
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$13,081.60</b>	<b>\$11,030.92</b>	<b>\$13,398.63</b>	<b>\$15,148.05</b>	<b>\$16,781.32</b>	<b>\$12,736.46</b>	<b>\$11,875.55</b>	<b>\$94,052.53</b>
<b>Womens Auxillary Expenses</b>								
WAUX - Commemorative Events	\$0.00	\$0.00	\$26.37	\$405.11	\$153.73	\$0.00	\$0.00	\$585.21
WAUX - Catering	\$0.00	\$0.00	\$0.00	\$0.00	\$450.37	\$0.00	\$0.00	\$450.37
WAUX - General Expenses	\$99.31	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$99.31
WAUX - Merchandise	\$0.00	\$129.16	\$126.76	\$0.00	\$302.14	\$236.94	\$120.68	\$915.68
WAUX - Printing & Stationery	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$36.36	\$36.36
WAUX - Raffle Expenses	\$0.00	\$0.00	\$0.00	\$90.00	\$345.96	\$0.00	\$0.00	\$435.96
WAUX - Wakes	\$0.00	\$0.00	\$0.00	\$0.00	\$204.71	\$0.00	\$0.00	\$204.71
WAUX - Womens Council	\$0.00	\$0.00	\$136.36	\$0.00	\$0.00	\$0.00	\$0.00	\$136.36
WAUX - Events	\$0.00	\$700.00	\$0.00	\$63.14	\$8,019.12	\$0.00	\$226.36	\$9,008.62
<b>Total Womens Auxillary Expenses</b>	<b>\$99.31</b>	<b>\$829.16</b>	<b>\$289.49</b>	<b>\$558.25</b>	<b>\$9,476.03</b>	<b>\$236.94</b>	<b>\$383.40</b>	<b>\$11,872.58</b>
<b>Employment Expenses</b>								
FOH Wages	\$60,587.04	\$52,488.92	\$55,731.98	\$66,264.96	\$59,270.63	\$62,741.06	\$63,133.73	\$420,218.32
BOH Wages	\$36,132.41	\$29,427.44	\$34,158.52	\$38,511.24	\$40,875.51	\$39,363.41	\$38,498.72	\$256,967.25
Admin Wages	\$4,232.09	\$3,243.32	\$3,882.44	\$2,140.94	\$3,532.67	\$3,848.71	\$2,558.71	\$23,438.88
Management Wages	\$14,294.49	\$12,396.92	\$14,669.23	\$12,711.13	\$13,808.21	\$14,017.30	\$12,394.26	\$94,291.54
Superannuation	\$12,200.45	\$9,663.11	\$9,928.43	\$10,666.51	\$13,916.35	\$11,030.02	\$14,488.00	\$81,892.87
Provision - Annual Leave	\$3,020.77	-\$2,257.59	\$5,038.99	\$2,586.56	\$2,094.85	\$1,254.00	\$4,474.95	\$16,212.53
Provision - Long Service Leave	\$98.03	\$2,126.34	-\$348.60	\$668.96	\$1,265.78	\$2,725.29	\$900.97	\$7,436.77
Workcover	\$2,813.22	\$2,201.11	\$2,198.28	\$2,394.80	\$3,075.07	\$2,472.82	\$2,294.54	\$17,449.84
Payroll Tax	\$1,008.70	\$635.33	\$633.60	\$753.47	\$1,168.42	\$801.06	-\$6,445.98	-\$1,445.40

**Profit & Loss [Multi-Period]**

January 2022 To July 2022

ABN: 61 412 912 811

	January	February	March	April	May	June	July	Total
Staff Amenities	\$236.66	\$750.38	\$180.67	\$255.42	\$197.69	\$165.42	\$145.30	\$1,931.54
Staff Training	\$0.00	\$0.00	\$1,410.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,410.00
Staff Uniforms	\$133.61	\$612.61	\$133.61	\$901.25	\$92.71	\$0.00	\$228.40	\$2,102.19
Staff Discount	\$1,387.35	\$1,409.87	\$1,215.50	\$1,187.01	\$1,685.50	\$1,460.66	\$1,017.94	\$9,363.83
Other Employment Expenses	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$292.00	\$251.82	\$543.82
<b>Total Employment Expenses</b>	<b>\$136,144.82</b>	<b>\$112,697.76</b>	<b>\$128,832.65</b>	<b>\$139,042.25</b>	<b>\$140,983.39</b>	<b>\$140,171.75</b>	<b>\$133,941.36</b>	<b>\$931,813.98</b>
<b>Total Expenses</b>	<b>\$245,369.43</b>	<b>\$234,543.71</b>	<b>\$279,417.47</b>	<b>\$267,799.50</b>	<b>\$328,546.50</b>	<b>\$275,460.11</b>	<b>\$246,143.36</b>	<b>\$1,877,280.08</b>
Operating Profit	-\$373.58	\$2,700.28	-\$8,601.18	\$23,577.65	-\$7,093.00	-\$28,505.40	\$19,405.30	\$1,110.07
Other Income								
Interest Received	\$4.61	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5.67
Total Other Income	\$4.61	\$1.06	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$5.67
Other Expenses								
Amortisation - Gaming Entitlement	\$10,051.37	\$9,078.66	\$10,051.36	\$9,727.13	\$10,051.37	\$9,727.12	\$10,051.37	\$68,738.38
Interest paid	\$149.57	\$146.16	\$144.79	\$144.79	\$157.49	\$141.34	\$96.51	\$980.65
<b>Total Other Expenses</b>	<b>\$10,200.94</b>	<b>\$9,224.82</b>	<b>\$10,196.15</b>	<b>\$9,871.92</b>	<b>\$10,208.86</b>	<b>\$9,868.46</b>	<b>\$10,147.88</b>	<b>\$69,719.03</b>
<b>Net Profit/(Loss)</b>	<b>-\$10,569.91</b>	<b>-\$6,523.48</b>	<b>-\$18,797.33</b>	<b>\$13,705.73</b>	<b>-\$17,301.86</b>	<b>-\$38,373.86</b>	<b>\$9,257.42</b>	<b>-\$68,603.29</b>

## Profit &amp; Loss [Budget Analysis]

July 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$85,995.88	\$70,000.00	\$15,995.88	22.9%
Total Bar Sales	\$85,995.88	\$70,000.00	\$15,995.88	22.9%
Food Sales				
Food Sales	\$114,100.63	\$85,000.00	\$29,100.63	34.2%
Food Sales - Subsidised	\$6,405.00	\$8,000.00	-\$1,595.00	(19.9)%
Total Food Sales	\$120,505.63	\$93,000.00	\$27,505.63	29.6%
Gaming Machine Revenue				
Gaming Revenue	\$219,337.15	\$179,800.00	\$39,537.15	22.0%
Total Gaming Machine Revenue	\$219,337.15	\$179,800.00	\$39,537.15	22.0%
Keno Commission				
Keno Commission	\$1,135.12	\$522.65	\$612.47	117.2%
Total Keno Commission	\$1,135.12	\$522.65	\$612.47	117.2%
TAB Commission				
TAB Commission	\$1,125.03	\$1,200.00	-\$74.97	(6.2)%
Total TAB Commission	\$1,125.03	\$1,200.00	-\$74.97	(6.2)%
Membership Income				
Membership Income	\$2,618.17	\$1,500.00	\$1,118.17	74.5%
Total Membership Income	\$2,618.17	\$1,500.00	\$1,118.17	74.5%
Raffle Income				
Raffle Income	\$5,516.90	\$6,500.00	-\$983.10	(15.1)%
Total Raffle Income	\$5,516.90	\$6,500.00	-\$983.10	(15.1)%
Room Hire				
Room Hire & Catering	\$0.00	\$0.91	-\$0.91	(100.0)%
Room Hire & Catering - Subsidy	\$1,150.00	\$750.00	\$400.00	53.3%
Total Room Hire	\$1,150.00	\$750.91	\$399.09	53.1%
Other revenue				
ATM Rebate	\$2,069.09	\$1,600.00	\$469.09	29.3%
Entertainment Subsidised	\$270.00	\$0.00	\$270.00	NA
Other Income Received	\$3,620.00	\$0.00	\$3,620.00	NA
Total Other revenue	\$5,959.09	\$1,600.00	\$4,359.09	272.4%
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 - Interest Received	\$0.08	\$0.00	\$0.08	NA
WAUX - Raffles	\$80.00	\$0.00	\$80.00	NA
WAUX - Merchandise	\$206.36	\$200.00	\$6.36	3.2%
Total Womens Auxillary Income	\$286.44	\$200.00	\$86.44	43.2%
<b>Total Sales Revenue</b>	<b>\$446,563.74</b>	<b>\$355,073.56</b>	<b>\$91,490.18</b>	<b>25.8%</b>
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$29,287.49	\$22,400.00	\$6,887.49	30.7%
Total Cost of Sales - Beverage	\$29,287.49	\$22,400.00	\$6,887.49	30.7%
Cost of Sales - Food				
Food Cost of Sales	\$50,435.88	\$32,300.00	\$18,135.88	56.1%
Total Cost of Sales - Food	\$50,435.88	\$32,300.00	\$18,135.88	56.1%

**Profit & Loss [Budget Analysis]**

July 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Cost of Sales - Gaming				
GSP Contract Cost	\$45,322.00	\$40,672.00	\$4,650.00	11.4%
Loyalty EGM Integration Connec	\$775.00	\$775.00	\$0.00	0.0%
State Gaming Tax	\$50,422.45	\$30,112.16	\$20,310.29	67.4%
Monitoring Costs	\$3,134.40	\$3,000.00	\$134.40	4.5%
VCGLR Supervision Charge	\$650.00	\$600.00	\$50.00	8.3%
<b>Total Cost of Sales - Gaming</b>	<b>\$100,303.85</b>	<b>\$75,159.16</b>	<b>\$25,144.69</b>	<b>33.5%</b>
Keno Cost of Sales				
Keno Fees	\$395.82	\$316.65	\$79.17	25.0%
<b>Total Keno Cost of Sales</b>	<b>\$395.82</b>	<b>\$316.65</b>	<b>\$79.17</b>	<b>25.0%</b>
TAB Cost of Sales				
TAB Fees	\$592.04	\$500.00	\$92.04	18.4%
<b>Total TAB Cost of Sales</b>	<b>\$592.04</b>	<b>\$500.00</b>	<b>\$92.04</b>	<b>18.4%</b>
<b>Total Cost Of Sales</b>	<b>\$181,015.08</b>	<b>\$130,675.81</b>	<b>\$50,339.27</b>	<b>38.5%</b>
<b>Gross Profit</b>	<b>\$265,548.66</b>	<b>\$224,397.75</b>	<b>\$41,150.91</b>	<b>18.3%</b>
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$5,408.00	\$4,118.40	\$1,289.60	31.3%
Audit Fees	\$300.00	\$0.00	\$300.00	NA
ATM Expenses	\$338.19	\$350.00	-\$11.81	(3.4)%
Bank Charges	\$150.00	\$200.00	-\$50.00	(25.0)%
Merchant fees	\$1,223.20	\$1,400.00	-\$176.80	(12.6)%
Computer Software & Support	\$464.68	\$625.00	-\$160.32	(25.7)%
Computer Other Expenses	\$406.37	\$2,280.95	-\$1,874.58	(82.2)%
Fees & Licences	\$202.66	\$600.00	-\$397.34	(66.2)%
Freight & Cartage	\$239.16	\$500.00	-\$260.84	(52.2)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$12.87	\$60.00	-\$47.13	(78.6)%
Printing, Stationery	\$157.03	\$1,000.00	-\$842.97	(84.3)%
Professional fees	\$359.48	\$453.59	-\$94.11	(20.7)%
Subscriptions - TV etc	\$3,461.51	\$3,500.00	-\$38.49	(1.1)%
Subscriptions - Other	\$730.50	\$300.00	\$430.50	143.5%
Telephone & Internet	\$447.83	\$550.00	-\$102.17	(18.6)%
Travel Expenses	\$113.20	\$2,490.10	-\$2,376.90	(95.5)%
<b>Total Administration Expenses</b>	<b>\$14,014.68</b>	<b>\$18,978.04</b>	<b>-\$4,963.36</b>	<b>(26.2)%</b>
Operational Expenses				
Bar Expenses	\$141.32	\$1,300.00	-\$1,158.68	(89.1)%
Beer Gas	\$17.66	\$300.00	-\$282.34	(94.1)%
Cash Discrepancies	\$27.58	\$250.00	-\$222.42	(89.0)%
Cleaning Products	-\$5.59	\$150.00	-\$155.59	(103.7)%
Cleaning Contracts	\$6,000.00	\$5,000.00	\$1,000.00	20.0%
Cleaning Other	\$260.80	\$0.00	\$260.80	NA
Consumables	\$465.32	\$500.00	-\$34.68	(6.9)%
Dining Room Supplies	\$898.34	\$750.00	\$148.34	19.8%
Donations	\$2,000.00	\$300.00	\$1,700.00	566.7%
Gaming Expenses	\$2,504.10	\$1,000.00	\$1,504.10	150.4%
Kitchen Supplies/equipment	\$1,916.70	\$2,500.00	-\$583.30	(23.3)%
Raffles	\$1,408.90	\$2,630.00	-\$1,221.10	(46.4)%
Sanitary Costs	\$0.00	\$93.73	-\$93.73	(100.0)%
Security Contracts	\$404.32	\$550.00	-\$145.68	(26.5)%



## Profit &amp; Loss [Budget Analysis]

July 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sundry Expense	\$107.28	\$500.00	-\$392.72	(78.5)%
Wastage	\$1,290.58	\$500.00	\$790.58	158.1%
<b>Total Operational Expenses</b>	<b>\$17,437.31</b>	<b>\$16,323.73</b>	<b>\$1,113.58</b>	<b>6.8%</b>
<b>Advertising &amp; Promotions</b>				
Advertising & Marketing	\$4,709.57	\$3,000.00	\$1,709.57	57.0%
Promotions - Members Prizes	\$0.00	\$750.00	-\$750.00	(100.0)%
Promotions - Members Discount	\$9,091.94	\$5,500.00	\$3,591.94	65.3%
Promotions - Gaming	\$700.73	\$550.00	\$150.73	27.4%
Promotions - Food	\$1,196.77	\$400.00	\$796.77	199.2%
Promotions - Other	\$1,254.10	\$500.00	\$754.10	150.8%
Promotions - Happy Hour	\$145.18	\$500.00	-\$354.82	(71.0)%
Promotions - Specials	\$126.45	\$100.00	\$26.45	26.5%
Guest Entertainment	\$2,225.00	\$2,100.00	\$125.00	6.0%
Giveaways	\$23.28	\$0.00	\$23.28	NA
<b>Total Advertising &amp; Promotions</b>	<b>\$19,473.02</b>	<b>\$13,400.00</b>	<b>\$6,073.02</b>	<b>45.3%</b>
<b>Occupancy Costs</b>				
Rent - Ovens Street	\$609.84	\$0.00	\$609.84	NA
Rent - Patriotic Fund	\$31,818.19	\$32,000.00	-\$181.81	(0.6)%
Electricity	\$7,038.94	\$7,000.00	\$38.94	0.6%
Gas	\$1,161.58	\$1,500.00	-\$338.42	(22.6)%
Water Rates	\$400.00	\$405.34	-\$5.34	(1.3)%
Waste Removal	\$1,976.91	\$1,000.00	\$976.91	97.7%
Insurance	\$3,278.32	\$3,850.00	-\$571.68	(14.8)%
Rates & Taxes	\$250.00	\$1,631.10	-\$1,381.10	(84.7)%
Rep & Maint - Buildings	\$86.36	\$1,500.00	-\$1,413.64	(94.2)%
Rep & Maint - Plant & equip	\$783.49	\$1,500.00	-\$716.51	(47.8)%
<b>Total Occupancy Costs</b>	<b>\$47,403.63</b>	<b>\$50,386.44</b>	<b>-\$2,982.81</b>	<b>(5.9)%</b>
<b>Committee &amp; Members Expenses</b>				
Loyalty Points Redemption	\$1,577.41	\$4,700.00	-\$3,122.59	(66.4)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Membership Cards	\$0.00	\$104.82	-\$104.82	(100.0)%
President Shout	\$37.00	\$0.00	\$37.00	NA
<b>Total Committee &amp; Members Expenses</b>	<b>\$1,614.41</b>	<b>\$5,354.82</b>	<b>-\$3,740.41</b>	<b>(69.9)%</b>
<b>Welfare &amp; Charitable Expenses</b>				
Other W&C expenses	\$272.75	\$0.00	\$272.75	NA
Subsidised - Room Hire	\$0.00	\$750.00	-\$750.00	(100.0)%
Subsidised - Entertainment	\$270.00	\$0.00	\$270.00	NA
Subsidised - Meals	\$6,405.00	\$8,000.00	-\$1,595.00	(19.9)%
Subsidised - Room Hire	\$1,150.00	\$0.00	\$1,150.00	NA
Welfare Wages	\$3,777.80	\$0.00	\$3,777.80	NA
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$11,875.55</b>	<b>\$8,750.00</b>	<b>\$3,125.55</b>	<b>35.7%</b>
<b>Womens Auxillary Expenses</b>				
WAUX - Merchandise	\$120.68	\$0.00	\$120.68	NA
WAUX - Printing & Stationery	\$36.36	\$0.00	\$36.36	NA
WAUX - Events	\$226.36	\$0.00	\$226.36	NA
<b>Total Womens Auxillary Expenses</b>	<b>\$383.40</b>	<b>\$0.00</b>	<b>\$383.40</b>	<b>NA</b>
<b>Employment Expenses</b>				
FOH Wages	\$63,133.73	\$46,760.00	\$16,373.73	35.0%
BOH Wages	\$38,498.72	\$28,900.00	\$9,598.72	33.2%
Admin Wages	\$2,558.71	\$2,800.00	-\$241.29	(8.6)%

**Profit & Loss [Budget Analysis]**

July 2022

ABN: 61 412 912 811

	<b>Selected Period</b>	<b>Budgeted</b>	<b>\$ Difference</b>	<b>% Difference</b>
Management Wages	\$12,394.26	\$15,500.00	-\$3,105.74	(20.0)%
JobKeeper Top Up	\$0.00	\$3,200.00	-\$3,200.00	(100.0)%
Superannuation	\$14,488.00	\$9,396.00	\$5,092.00	54.2%
Provision - Annual Leave	\$4,474.95	\$2,500.00	\$1,974.95	79.0%
Provision - Long Service Leave	\$900.97	\$500.00	\$400.97	80.2%
Workcover	\$2,294.54	\$2,212.13	\$82.41	3.7%
Payroll Tax	-\$6,445.98	\$597.65	-\$7,043.63	(1,178.6)%
Staff Amenities	\$145.30	\$120.00	\$25.30	21.1%
Staff Training	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Staff Uniforms	\$228.40	\$113.54	\$114.86	101.2%
Staff Discount	\$1,017.94	\$830.00	\$187.94	22.6%
Other Employment Expenses	\$251.82	\$0.00	\$251.82	NA
<b>Total Employment Expenses</b>	<b>\$133,941.36</b>	<b>\$114,429.32</b>	<b>\$19,512.04</b>	<b>17.1%</b>
<b>Total Expenses</b>	<b>\$246,143.36</b>	<b>\$227,622.35</b>	<b>\$18,521.01</b>	<b>8.1%</b>
<b>Operating Profit</b>	<b>\$19,405.30</b>	<b>-\$3,224.60</b>	<b>\$22,629.90</b>	<b>701.8%</b>
Other Income				
Interest Received	\$0.00	\$18.12	-\$18.12	(100.0)%
<b>Total Other Income</b>	<b>\$0.00</b>	<b>\$18.12</b>	<b>-\$18.12</b>	<b>(100.0)%</b>
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.37	\$10,051.37	\$0.00	0.0%
Interest paid	\$96.51	\$102.22	-\$5.71	(5.6)%
<b>Total Other Expenses</b>	<b>\$10,147.88</b>	<b>\$10,153.59</b>	<b>-\$5.71</b>	<b>(0.1)%</b>
<b>Net Profit/(Loss)</b>	<b>\$9,257.42</b>	<b>-\$13,360.07</b>	<b>\$22,617.49</b>	<b>169.3%</b>

**Profit & Loss [Budget Analysis]**

January 2022 To July 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$686,986.47	\$635,000.00	\$51,986.47	8.2%
Total Bar Sales	\$686,986.47	\$635,000.00	\$51,986.47	8.2%
Food Sales				
Food Sales	\$777,768.77	\$725,000.00	\$52,768.77	7.3%
Food Sales - Subsidised	\$46,443.00	\$56,000.00	-\$9,557.00	(17.1)%
Total Food Sales	\$824,211.77	\$781,000.00	\$43,211.77	5.5%
Gaming Machine Revenue				
Gaming Revenue	\$1,325,601.59	\$1,229,600.00	\$96,001.59	7.8%
Total Gaming Machine Revenue	\$1,325,601.59	\$1,229,600.00	\$96,001.59	7.8%
Keno Commission				
Keno Commission	\$7,087.02	\$4,357.40	\$2,729.62	62.6%
Total Keno Commission	\$7,087.02	\$4,357.40	\$2,729.62	62.6%
TAB Commission				
TAB Commission	\$6,345.02	\$8,400.00	-\$2,054.98	(24.5)%
Total TAB Commission	\$6,345.02	\$8,400.00	-\$2,054.98	(24.5)%
Membership Income				
Membership Income	\$31,753.95	\$17,000.00	\$14,753.95	86.8%
Total Membership Income	\$31,753.95	\$17,000.00	\$14,753.95	86.8%
Raffle Income				
Raffle Income	\$39,524.90	\$45,500.00	-\$5,975.10	(13.1)%
Total Raffle Income	\$39,524.90	\$45,500.00	-\$5,975.10	(13.1)%
Room Hire				
Room Hire & Catering	\$181.82	\$1,130.01	-\$948.19	(83.9)%
Room Hire & Catering - Subsidy	\$11,150.00	\$7,245.00	\$3,905.00	53.9%
Total Room Hire	\$11,331.82	\$8,375.01	\$2,956.81	35.3%
Other revenue				
ATM Rebate	\$12,329.16	\$11,200.00	\$1,129.16	10.1%
Entertainment Subsidised	\$1,755.00	\$0.00	\$1,755.00	NA
Grant Income	\$60,000.00	\$0.00	\$60,000.00	NA
Other Income Received	\$4,833.68	\$0.00	\$4,833.68	NA
Total Other revenue	\$78,917.84	\$11,200.00	\$67,717.84	604.6%
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	\$6,840.00	\$10,200.00	-\$3,360.00	(32.9)%
WAUX - Commemorative Events	\$110.01	\$0.00	\$110.01	NA
WAUX - Wakes	\$636.36	\$0.00	\$636.36	NA
WAUX - Donations	\$1,430.00	\$100.00	\$1,330.00	1,330.0%
WAUX - Interest Received	\$0.31	\$0.00	\$0.31	NA
WAUX - Raffles	\$2,381.00	\$1,900.00	\$481.00	25.3%
WAUX - Merchandise	\$3,794.16	\$1,400.00	\$2,394.16	171.0%
Total Womens Auxillary Income	\$15,191.84	\$13,600.00	\$1,591.84	11.7%
<b>Total Sales Revenue</b>	<b>\$3,029,886.55</b>	<b>\$2,754,032.41</b>	<b>\$275,854.14</b>	<b>10.0%</b>
Cost Of Sales				
Cost of Sales - Beverage				

**Profit & Loss [Budget Analysis]**

January 2022 To July 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Beverage Cost of Sales	\$235,110.38	\$203,200.00	\$31,910.38	15.7%
Total Cost of Sales - Beverage	\$235,110.38	\$203,200.00	\$31,910.38	15.7%
Cost of Sales - Food				
Food Cost of Sales	\$328,796.45	\$275,500.00	\$53,296.45	19.3%
Total Cost of Sales - Food	\$328,796.45	\$275,500.00	\$53,296.45	19.3%
Cost of Sales - Gaming				
GSP Contract Cost	\$302,800.25	\$284,704.00	\$18,096.25	6.4%
Loyalty EGM Integration Connec	\$5,300.00	\$5,325.00	-\$25.00	(0.5)%
State Gaming Tax	\$245,652.38	\$198,867.28	\$46,785.10	23.5%
Monitoring Costs	\$21,940.80	\$21,000.00	\$940.80	4.5%
VCGLR Supervision Charge	\$4,973.46	\$4,200.00	\$773.46	18.4%
Total Cost of Sales - Gaming	\$580,666.89	\$514,096.28	\$66,570.61	12.9%
Keno Cost of Sales				
Keno Fees	\$2,635.50	\$2,363.60	\$271.90	11.5%
Total Keno Cost of Sales	\$2,635.50	\$2,363.60	\$271.90	11.5%
TAB Cost of Sales				
TAB Fees	\$4,287.18	\$3,500.00	\$787.18	22.5%
Total TAB Cost of Sales	\$4,287.18	\$3,500.00	\$787.18	22.5%
<b>Total Cost Of Sales</b>	<b>\$1,151,496.40</b>	<b>\$998,659.88</b>	<b>\$152,836.52</b>	<b>15.3%</b>
Gross Profit	\$1,878,390.15	\$1,755,372.53	\$123,017.62	7.0%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$32,448.00	\$30,888.00	\$1,560.00	5.1%
Audit Fees	\$4,390.90	\$6,000.00	-\$1,609.10	(26.8)%
ATM Expenses	\$2,374.58	\$2,450.00	-\$75.42	(3.1)%
Bank Charges	\$256.20	\$1,400.00	-\$1,143.80	(81.7)%
Merchant fees	\$9,387.67	\$9,800.00	-\$412.33	(4.2)%
Computer Software & Support	\$3,533.92	\$4,375.00	-\$841.08	(19.2)%
Computer Other Expenses	\$2,941.10	\$5,500.26	-\$2,559.16	(46.5)%
Fees & Licences	\$2,277.69	\$4,200.00	-\$1,922.31	(45.8)%
Freight & Cartage	\$1,725.00	\$3,500.00	-\$1,775.00	(50.7)%
Legal Expenses	\$0.00	\$3,850.00	-\$3,850.00	(100.0)%
Postage	\$200.99	\$420.00	-\$219.01	(52.1)%
Printing, Stationery	\$4,658.92	\$7,000.00	-\$2,341.08	(33.4)%
Professional fees	\$3,861.83	\$3,175.13	\$686.70	21.6%
Subscriptions - TV etc	\$23,024.91	\$24,500.00	-\$1,475.09	(6.0)%
Subscriptions - Other	\$3,897.56	\$2,100.00	\$1,797.56	85.6%
Telephone & Internet	\$3,188.81	\$3,850.00	-\$661.19	(17.2)%
Travel Expenses	\$2,359.28	\$3,440.99	-\$1,081.71	(31.4)%
Total Administration Expenses	\$100,527.36	\$116,449.38	-\$15,922.02	(13.7)%
Operational Expenses				
Bar Expenses	\$1,395.23	\$9,100.00	-\$7,704.77	(84.7)%
Beer Gas	\$2,568.00	\$2,100.00	\$468.00	22.3%
Cash Discrepancies	\$287.60	\$1,750.00	-\$1,462.40	(83.6)%
Cleaning Products	\$2,756.80	\$1,050.00	\$1,706.80	162.6%
Cleaning Contracts	\$39,999.79	\$37,500.00	\$2,499.79	6.7%
Cleaning Other	\$1,734.55	\$0.00	\$1,734.55	NA
Consumables	\$4,260.05	\$3,500.00	\$760.05	21.7%
Dining Room Supplies	\$5,392.21	\$5,250.00	\$142.21	2.7%

**Profit & Loss [Budget Analysis]**

January 2022 To July 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Donations	\$27,775.00	\$300.00	\$27,475.00	9,158.3%
Gaming Expenses	\$20,942.33	\$7,000.00	\$13,942.33	199.2%
Kitchen Supplies/equipment	\$15,063.46	\$17,500.00	-\$2,436.54	(13.9)%
Laundry	\$431.50	\$230.10	\$201.40	87.5%
Raffles	\$14,095.91	\$18,410.00	-\$4,314.09	(23.4)%
Sanitary Costs	\$0.00	\$968.65	-\$968.65	(100.0)%
Security Contracts	\$3,444.49	\$3,850.00	-\$405.51	(10.5)%
Sundry Expense	\$1,018.62	\$3,500.00	-\$2,481.38	(70.9)%
Wastage	\$5,924.01	\$3,500.00	\$2,424.01	69.3%
<b>Total Operational Expenses</b>	<b>\$147,089.55</b>	<b>\$115,508.75</b>	<b>\$31,580.80</b>	<b>27.3%</b>
<b>Advertising &amp; Promotions</b>				
Advertising & Marketing	\$34,650.52	\$21,000.00	\$13,650.52	65.0%
Promotions - Members Prizes	\$5,490.91	\$5,250.00	\$240.91	4.6%
Promotions - Members Discount	\$52,218.68	\$38,500.00	\$13,718.68	35.6%
Promotions - Gaming	\$3,215.20	\$3,850.00	-\$634.80	(16.5)%
Promotions - Food	\$1,524.04	\$2,800.00	-\$1,275.96	(45.6)%
Promotions - Other	\$780.37	\$3,500.00	-\$2,719.63	(77.7)%
Promotions - Happy Hour	\$2,211.39	\$3,500.00	-\$1,288.61	(36.8)%
Promotions - Specials	\$660.12	\$700.00	-\$39.88	(5.7)%
Guest Entertainment	\$12,715.00	\$14,700.00	-\$1,985.00	(13.5)%
Giveaways	\$3,779.20	\$0.00	\$3,779.20	NA
<b>Total Advertising &amp; Promotions</b>	<b>\$117,245.43</b>	<b>\$93,800.00</b>	<b>\$23,445.43</b>	<b>25.0%</b>
<b>Occupancy Costs</b>				
Rent - Ovens Street	\$7,304.23	\$0.00	\$7,304.23	NA
Rent - Patriotic Fund	\$338,181.83	\$240,000.00	\$98,181.83	40.9%
Electricity	\$47,569.64	\$49,000.00	-\$1,430.36	(2.9)%
Gas	\$9,355.95	\$10,500.00	-\$1,144.05	(10.9)%
Water Rates	\$3,398.20	\$5,055.23	-\$1,657.03	(32.8)%
Waste Removal	\$9,308.91	\$7,000.00	\$2,308.91	33.0%
Insurance	\$22,948.48	\$26,950.00	-\$4,001.52	(14.8)%
Rates & Taxes	\$1,757.38	\$5,677.60	-\$3,920.22	(69.0)%
Rep & Maint - Buildings	\$5,006.20	\$10,500.00	-\$5,493.80	(52.3)%
Rep & Maint - Plant & equip	\$5,986.77	\$10,500.00	-\$4,513.23	(43.0)%
<b>Total Occupancy Costs</b>	<b>\$450,817.59</b>	<b>\$365,182.83</b>	<b>\$85,634.76</b>	<b>23.4%</b>
<b>Committee &amp; Members Expenses</b>				
Loyalty Points Redemption	\$22,354.92	\$32,900.00	-\$10,545.08	(32.1)%
Committee Members Expenses	\$0.00	\$3,850.00	-\$3,850.00	(100.0)%
Conference/Seminar costs	\$0.00	\$100.00	-\$100.00	(100.0)%
Membership Cards	\$300.00	\$273.82	\$26.18	9.6%
Members Expenses	\$1,057.49	\$0.00	\$1,057.49	NA
President Shout	\$148.65	\$0.00	\$148.65	NA
<b>Total Committee &amp; Members Expenses</b>	<b>\$23,861.06</b>	<b>\$37,123.82</b>	<b>-\$13,262.76</b>	<b>(35.7)%</b>
<b>Welfare &amp; Charitable Expenses</b>				
Commemorative Day Expenses	\$435.80	\$2,455.17	-\$2,019.37	(82.2)%
Committee Honorarium	\$2,181.82	\$2,400.00	-\$218.18	(9.1)%
Donations/Community outreach	\$1,000.00	\$30,500.00	-\$29,500.00	(96.7)%
Welfare Courtesy Bus	\$867.23	\$67.91	\$799.32	1,177.0%
Other W&C expenses	\$2,768.77	\$1,213.69	\$1,555.08	128.1%
Printing, Stationery	\$490.00	\$120.00	\$370.00	308.3%
Subsidised - Room Hire	\$0.00	\$7,500.00	-\$7,500.00	(100.0)%
Scholarship Costs	\$2,045.43	\$0.00	\$2,045.43	NA

**Profit & Loss [Budget Analysis]**

January 2022 To July 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Subsidised - Entertainment	\$1,755.00	\$68.00	\$1,687.00	2,480.9%
Subsidised - Meals	\$46,443.00	\$56,000.00	-\$9,557.00	(17.1)%
Subsidised - Room Hire	\$11,150.00	\$0.00	\$11,150.00	NA
Welfare Wages	\$24,915.48	\$0.00	\$24,915.48	NA
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$94,052.53</b>	<b>\$100,324.77</b>	<b>-\$6,272.24</b>	<b>(6.3)%</b>
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$585.21	\$0.00	\$585.21	NA
WAUX - Catering	\$450.37	\$0.00	\$450.37	NA
WAUX - General Expenses	\$99.31	\$0.00	\$99.31	NA
WAUX - Merchandise	\$915.68	\$600.00	\$315.68	52.6%
WAUX - Printing & Stationery	\$36.36	\$0.00	\$36.36	NA
WAUX - Raffle Expenses	\$435.96	\$800.00	-\$364.04	(45.5)%
WAUX - Wakes	\$204.71	\$0.00	\$204.71	NA
WAUX - Womens Council	\$136.36	\$0.00	\$136.36	NA
WAUX - Events	\$9,008.62	\$9,000.00	\$8.62	0.1%
<b>Total Womens Auxillary Expenses</b>	<b>\$11,872.58</b>	<b>\$10,400.00</b>	<b>\$1,472.58</b>	<b>14.2%</b>
Employment Expenses				
FOH Wages	\$420,218.32	\$350,520.00	\$69,698.32	19.9%
BOH Wages	\$256,967.25	\$246,500.00	\$10,467.25	4.2%
Admin Wages	\$23,438.88	\$19,600.00	\$3,838.88	19.6%
Management Wages	\$94,291.54	\$108,500.00	-\$14,208.46	(13.1)%
JobKeeper Top Up	\$0.00	\$22,400.00	-\$22,400.00	(100.0)%
Superannuation	\$81,892.87	\$72,512.00	\$9,380.87	12.9%
Provision - Annual Leave	\$16,212.53	\$17,500.00	-\$1,287.47	(7.4)%
Provision - Long Service Leave	\$7,436.77	\$3,500.00	\$3,936.77	112.5%
Workcover	\$17,449.84	\$17,071.71	\$378.13	2.2%
Payroll Tax	-\$1,445.40	\$5,084.33	-\$6,529.73	(128.4)%
Staff Amenities	\$1,931.54	\$840.00	\$1,091.54	129.9%
Staff Training	\$1,410.00	\$7,000.00	-\$5,590.00	(79.9)%
Staff Uniforms	\$2,102.19	\$4,060.33	-\$1,958.14	(48.2)%
Staff Discount	\$9,363.83	\$5,810.00	\$3,553.83	61.2%
Other Employment Expenses	\$543.82	\$0.00	\$543.82	NA
<b>Total Employment Expenses</b>	<b>\$931,813.98</b>	<b>\$880,898.37</b>	<b>\$50,915.61</b>	<b>5.8%</b>
<b>Total Expenses</b>	<b>\$1,877,280.08</b>	<b>\$1,719,687.92</b>	<b>\$157,592.16</b>	<b>9.2%</b>
Operating Profit	\$1,110.07	\$35,684.61	-\$34,574.54	(96.9)%
Other Income				
Interest Received	\$5.67	\$59.27	-\$53.60	(90.4)%
<b>Total Other Income</b>	<b>\$5.67</b>	<b>\$59.27</b>	<b>-\$53.60</b>	<b>(90.4)%</b>
Other Expenses				
Amortisation - Gaming Entitlement	\$68,738.38	\$69,062.61	-\$324.23	(0.5)%
Sinking Fund EGM	\$0.00	\$48,000.00	-\$48,000.00	(100.0)%
Interest paid	\$980.65	\$3,701.61	-\$2,720.96	(73.5)%
<b>Total Other Expenses</b>	<b>\$69,719.03</b>	<b>\$120,764.22</b>	<b>-\$51,045.19</b>	<b>(42.3)%</b>
<b>Net Profit/(Loss)</b>	<b>-\$68,603.29</b>	<b>-\$85,020.34</b>	<b>\$16,417.05</b>	<b>19.3%</b>

**Balance Sheet [Multi-Period]**

May 2022 To July 2022

ABN: 61 412 912 811

	May	June	July
<b>Assets</b>			
<b>Current Assets</b>			
<b>Bank Accounts</b>			
ANZ Working Account x383	\$25,654.32	\$16,586.87	\$10,849.93
ANZ Gaming Account x775	\$112,611.88	\$88,201.47	\$59,787.86
ANZ Prize Account x612	\$60,000.92	\$57,585.38	\$60,982.39
ANZ Keno Account x321	\$4,918.71	\$5,755.55	\$3,381.80
ANZ Staff Entitlements x724	\$100,743.94	\$100,746.25	\$80,756.20
ANZ Community Chest x314	\$20,359.45	\$23,159.97	\$25,312.88
ANZ Gaming Entitlements x322	\$372,857.03	\$394,865.96	\$154,768.83
ANZ BAS Saver x603	\$100,000.00	\$65,000.00	\$70,000.00
ANZ WAUX x744	\$3,996.83	\$9,356.26	\$9,184.59
<b>Total Bank Accounts</b>	<b>\$801,143.08</b>	<b>\$761,257.71</b>	<b>\$475,024.48</b>
<b>Clearing Accounts</b>			
Cash Clearing	\$1,101.60	\$7,348.80	-\$11,194.26
Pokie Clearing	\$0.00	\$2,416.00	-\$980.52
Keno Clearing	\$0.00	\$0.00	\$188.03
TAB Clearing	-\$107.04	\$0.00	\$585.28
EFTPOS Clearing	\$3,702.00	\$6,752.14	\$20,977.39
ATM Clearing	\$4,644.00	\$9,010.00	\$19,948.00
Account Charge Clearing	\$513.20	\$315.10	\$58.50
Welfare Clearing	\$0.00	\$3,004.65	\$3,919.40
Web Order Clearing	\$0.00	\$0.00	-\$0.27
<b>Total Clearing Accounts</b>	<b>\$9,853.76</b>	<b>\$28,846.69</b>	<b>\$33,501.55</b>
<b>Floats</b>			
Gaming Float	\$97,043.50	\$91,018.70	\$112,994.90
Hoppers Float	\$912.00	\$1,093.00	\$858.00
Keno Float	\$5,000.00	\$5,000.00	\$5,000.00
TAB Float	\$5,000.00	\$5,000.00	\$5,000.00
Till Floats	\$3,000.00	\$3,000.00	\$3,000.00
Petty Cash	\$500.00	\$500.00	\$500.00
Change Tin	\$2,000.00	\$2,000.00	\$2,000.00
<b>Total Floats</b>	<b>\$113,455.50</b>	<b>\$107,611.70</b>	<b>\$129,352.90</b>
<b>Debtors</b>			
RSL Loyalty Points	\$39,920.28	\$36,662.09	\$38,584.35
<b>Total Debtors</b>	<b>\$39,920.28</b>	<b>\$36,662.09</b>	<b>\$38,584.35</b>
<b>Prepayments</b>			
Prepayments General	\$1,777.51	\$1,195.51	\$1,427.05
Prepaid Interest	\$299.11	\$149.54	\$0.00
Prepaid Workcover	\$27,588.77	\$27,588.77	\$37,587.43
Prepaid Insurance	\$6,556.70	\$3,278.34	\$0.00
<b>Total Prepayments</b>	<b>\$36,222.09</b>	<b>\$32,212.16</b>	<b>\$39,014.48</b>
<b>Deposits</b>			
TAB Holding Bond	\$5,000.00	\$5,000.00	\$5,000.00
<b>Total Deposits</b>	<b>\$5,000.00</b>	<b>\$5,000.00</b>	<b>\$5,000.00</b>
<b>Stock</b>			
Inventory - Beverage	\$30,051.10	\$34,747.01	\$29,953.26
Inventory - Food	\$21,318.29	\$27,009.44	\$23,341.60
<b>Total Stock</b>	<b>\$51,369.39</b>	<b>\$61,756.45</b>	<b>\$53,294.86</b>
<b>Total Current Assets</b>	<b>\$1,056,964.10</b>	<b>\$1,033,346.80</b>	<b>\$773,772.62</b>

**Balance Sheet [Multi-Period]**

May 2022 To July 2022

ABN: 61 412 912 811

	May	June	July
<b>Fixed Assets</b>			
FF&F			
FF&F At Cost	\$16,484.10	\$16,484.10	\$16,484.10
Accum. Depr. FF&F	-\$2,956.06	-\$2,956.06	-\$2,956.06
<b>Total FF&amp;F</b>	<b>\$13,528.04</b>	<b>\$13,528.04</b>	<b>\$13,528.04</b>
Plant & Equip			
Plant & Equip at Cost	\$87,428.59	\$87,483.59	\$92,453.59
Accum. Depr. Plant & Equip	-\$43,642.90	-\$43,642.90	-\$43,642.90
<b>Total Plant &amp; Equip</b>	<b>\$43,785.69</b>	<b>\$43,840.69</b>	<b>\$48,810.69</b>
Gaming Machines			
Electronic Gaming Machines (EGM)	\$0.00	\$0.00	\$616,124.00
<b>Total Gaming Machines</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$616,124.00</b>
<b>Intangible Assets</b>			
Gaming Entitlements			
Gaming Entitlements	\$759,202.70	\$759,202.70	\$759,202.70
Less - Accumulated Amort.	-\$743,398.99	-\$749,637.30	-\$756,083.56
Gaming Entitlements Add 18	\$141,490.83	\$141,490.83	\$141,490.83
Less - Accumulated Amort.	-\$132,652.50	-\$136,141.31	-\$139,746.42
Gaming Entitlements 2022	\$59,921.18	\$59,921.18	\$59,921.18
<b>Total Gaming Entitlements</b>	<b>\$84,563.22</b>	<b>\$74,836.10</b>	<b>\$64,784.73</b>
<b>Total Assets</b>	<b>\$1,198,841.05</b>	<b>\$1,165,551.63</b>	<b>\$1,517,020.08</b>
<b>Liabilities</b>			
Current Liabilities			
Trade Creditors			
Trade Creditors	\$93,516.97	\$113,949.02	\$122,449.43
<b>Total Trade Creditors</b>	<b>\$93,516.97</b>	<b>\$113,949.02</b>	<b>\$122,449.43</b>
Accruals			
Jackpot Contributions	-\$39,690.99	-\$32,332.29	-\$24,501.58
Accrual - General	\$18,360.48	\$12,035.44	\$16,261.28
Accrual - Utilities	\$10,308.95	\$8,338.03	\$10,400.52
Accrual - Workcover	\$23,824.13	\$26,296.95	\$3,057.22
Accrual - Payroll Tax	\$6,800.06	\$7,601.12	\$1,155.14
Accrual - Gaming Tax	\$42,909.76	\$32,884.58	\$50,422.45
Accrual - Wages	\$8,917.55	\$18,947.94	\$0.00
<b>Total Accruals</b>	<b>\$71,429.94</b>	<b>\$73,771.77</b>	<b>\$56,795.03</b>
GST and Statutory Liabilities			
GST Collected	\$45,975.36	\$37,137.09	\$41,726.31
GST Paid	-\$23,501.10	-\$17,801.14	-\$80,675.21
PAYG Withholding Payable	\$26,272.00	\$21,073.00	\$24,632.00
Superannuation Payable	\$13,916.35	\$11,030.02	\$14,488.00
ATO Liability	\$4,673.00	\$2,673.00	\$673.00
Unclaimed Money	\$1,235.01	\$1,109.80	\$1,362.72
Child Support Payable	\$370.22	\$124.17	\$134.20
<b>Total GST and Statutory Liabilities</b>	<b>\$68,940.84</b>	<b>\$55,345.94</b>	<b>\$2,341.02</b>
Other Income Received			
Gift Vouchers	\$6,407.83	\$6,498.13	\$6,376.13
<b>Total Other Income Received</b>	<b>\$6,407.83</b>	<b>\$6,498.13</b>	<b>\$6,376.13</b>
RSL Loyalty Points			
RSL Loyalty Points	\$39,920.28	\$36,662.09	\$38,584.35



**Balance Sheet [Multi-Period]**

May 2022 To July 2022

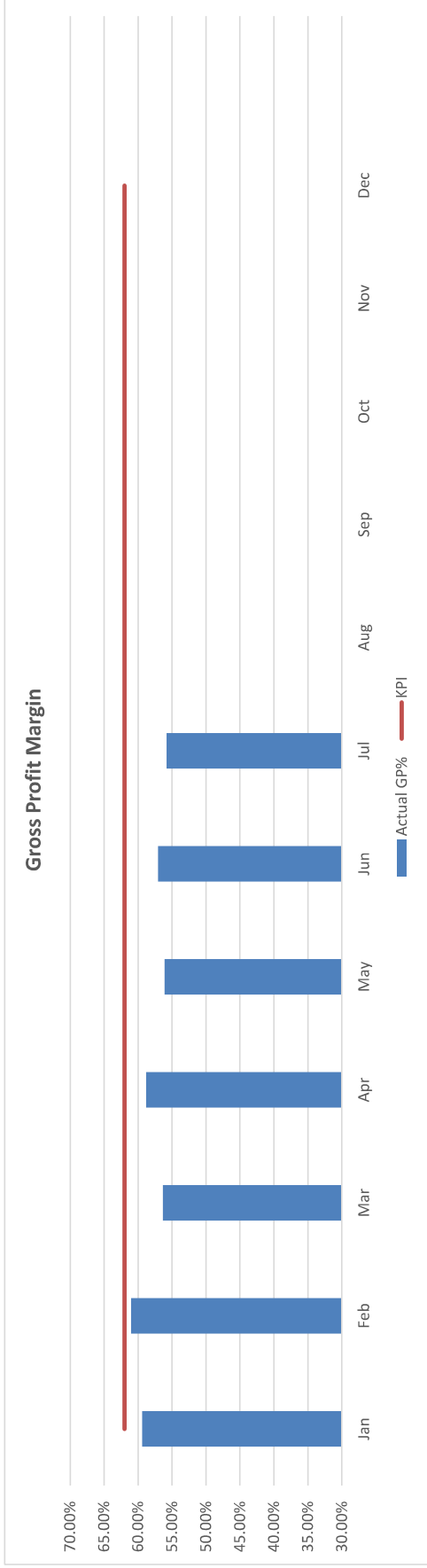
ABN: 61 412 912 811

	May	June	July
Total RSL Loyalty Points	\$39,920.28	\$36,662.09	\$38,584.35
Leave Liabilities			
Annual Leave Payable	\$63,909.32	\$64,920.12	\$68,847.01
Leave Loading Payable	\$6,886.19	\$7,129.39	\$7,677.45
LSL Payable - Non Current	\$25,061.65	\$27,786.94	\$28,687.91
Total Leave Liabilities	\$95,857.16	\$99,836.45	\$105,212.37
Credit Cards			
ANZ - Credit Card x7984	\$389.50	\$1,155.23	\$565.37
Total Credit Cards	\$389.50	\$1,155.23	\$565.37
Loans - Other			
Hunter Premium	\$5,787.80	\$2,893.90	\$0.00
Total Current Liabilities	\$382,250.32	\$390,112.53	\$332,323.70
Non-Current Liabilities			
Loans - Bank			
ANZ Loan - \$400k Gaming	\$0.00	\$0.00	\$400,000.00
Total Loans - Bank	\$0.00	\$0.00	\$400,000.00
Loans - Other			
Loan - RSL HQ - \$50k	\$2,777.91	\$0.14	\$0.00
Total Loans - Other	\$2,777.91	\$0.14	\$0.00
Total Non-Current Liabilities	\$2,777.91	\$0.14	\$400,000.00
Total Liabilities	\$385,028.23	\$390,112.67	\$732,323.70
Net Assets	\$813,812.82	\$775,438.96	\$784,696.38
Equity			
Retained Earnings	\$853,299.67	\$853,299.67	\$853,299.67
Current Year Earnings	-\$39,486.85	-\$77,860.71	-\$68,603.29
Total Equity	\$813,812.82	\$775,438.96	\$784,696.38



## Sales & Cost of Sales Analysis - Food

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 112,953	\$ 96,407	\$ 116,034	\$ 115,607	\$ 117,670	\$ 104,998	\$ 114,101	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 777,769
COGS	\$ 45,846	\$ 37,560	\$ 50,644	\$ 47,591	\$ 51,626	\$ 45,094	\$ 50,436	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 328,796
Gross Profit	\$ 67,108	\$ 58,847	\$ 65,390	\$ 68,016	\$ 66,044	\$ 59,904	\$ 63,665	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 448,972
GP%	59.41%	61.04%	56.35%	58.83%	56.13%	57.05%	55.80%	-	-	-	-	-	-
KPI	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%
	x	x	x	x	x	x	x	x	x	x	x	x	x

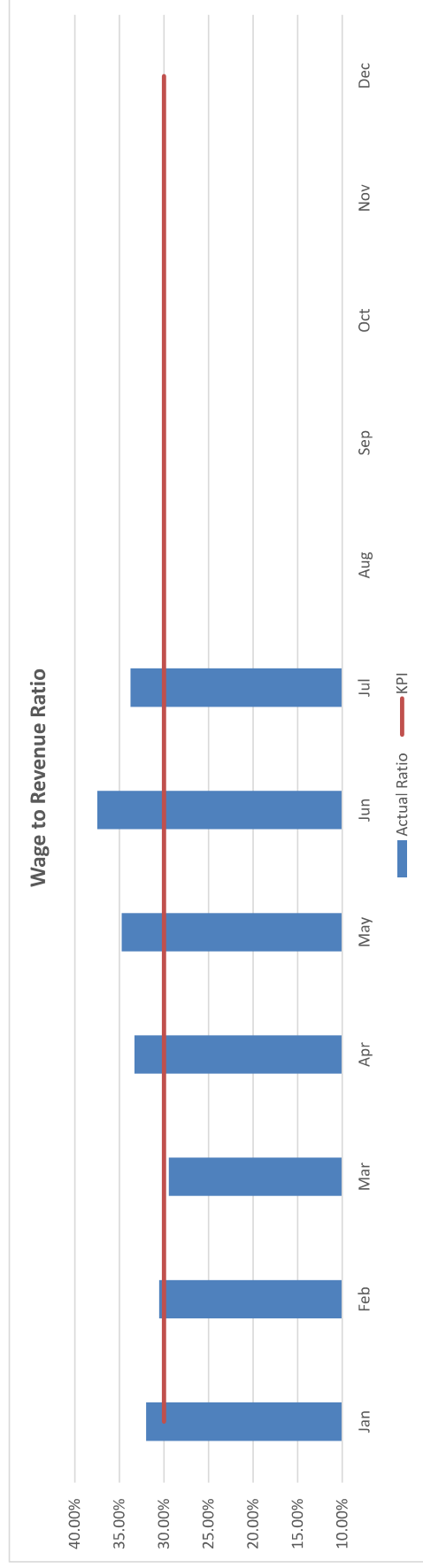


# Wage Analysis - Food (BOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 112,953	\$ 96,407	\$ 116,034	\$ 115,607	\$ 117,670	\$ 104,998	\$ 114,101	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 777,769

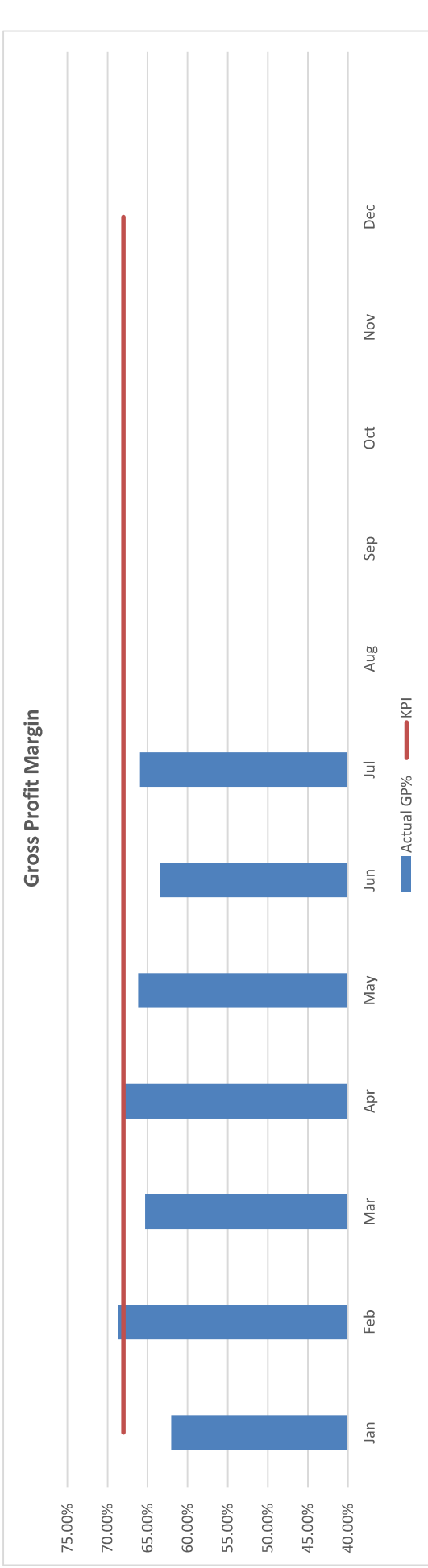
Wages (BOH)	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	\$ 36,132	\$ 29,427	\$ 34,159	\$ 38,511	\$ 40,876	\$ 39,363	\$ 38,499	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 256,967

Wage to Revenue Ratio	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
	31.99%	30.52%	29.44%	33.31%	34.74%	37.49%	33.74%	-	-	-	-	-	-
KPI	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%



## Sales & Cost of Sales Analysis - Beverage

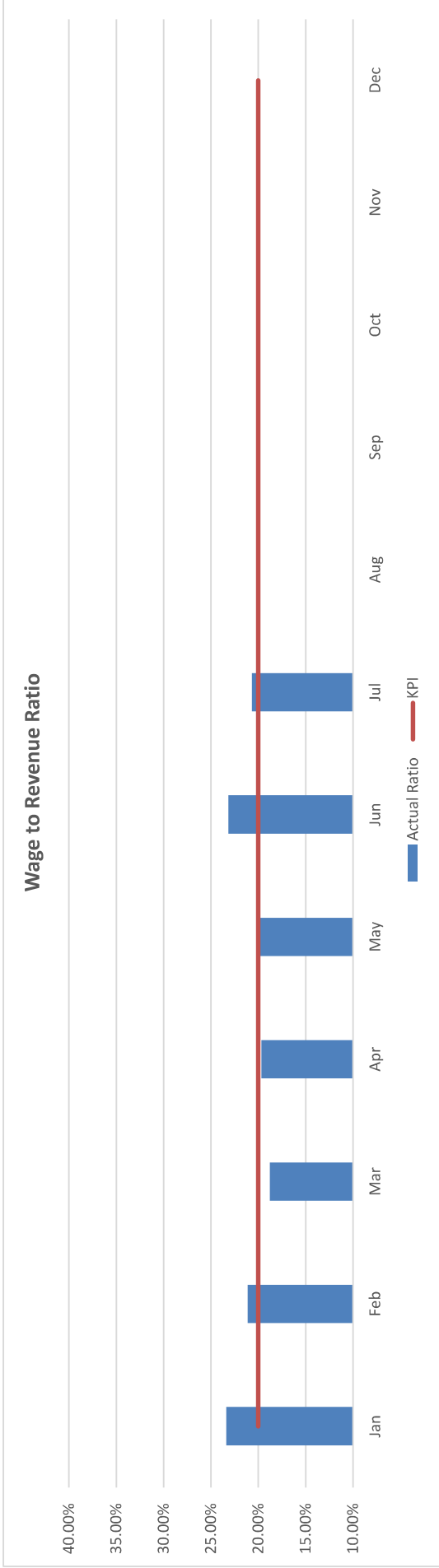
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sales	\$ 95,733	\$ 98,343	\$ 112,503	\$ 118,353	\$ 90,351	\$ 85,707	\$ 85,996	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 686,986
COGS	\$ 36,353	\$ 30,767	\$ 39,017	\$ 37,809	\$ 30,570	\$ 31,308	\$ 29,287	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 235,110
<b>Gross Profit</b>	<b>\$ 59,381</b>	<b>\$ 67,576</b>	<b>\$ 73,486</b>	<b>\$ 80,544</b>	<b>\$ 59,781</b>	<b>\$ 54,400</b>	<b>\$ 56,708</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 451,876</b>
GP%	62.03%	68.71%	65.32%	68.05%	66.17%	63.47%	65.94%						
KPI	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%



## Wage Analysis - Beverage/Gaming (FOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sale	\$ 95,733	\$ 98,343	\$ 112,503	\$ 118,353	\$ 90,351	\$ 85,707	\$ 85,996	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 686,986
Gaming Revenue	\$ 163,416	\$ 150,075	\$ 184,260	\$ 218,605	\$ 204,713	\$ 185,197	\$ 219,337	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,325,602
Total Revenue	\$ 259,149	\$ 248,418	\$ 296,762	\$ 336,958	\$ 295,064	\$ 270,904	\$ 305,333	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,012,588
<b>Wages (FOH)</b>	\$ 60,587	\$ 52,489	\$ 55,732	\$ 66,265	\$ 59,271	\$ 62,741	\$ 63,134	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 420,218

Wage to Revenue Ratio	23.38%	21.13%	18.78%	19.67%	20.09%	23.16%	20.68%						
KPI	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
	x	x	✓	✓	x	x	x	✓	✓	✓	✓	✓	✓



# Gaming Sales Analysis

Days	30	30	28	31	30	31	30	31	30	31	30	31	30	31	30	31	30	31	Total	
Gaming Sales	\$ 163,416	\$ 150,075	\$ 184,260	\$ 218,605	\$ 204,713	\$ 185,197	\$ 219,337	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,325,602	
Gaming Tax	\$ 21,707	\$ 14,858	\$ 32,403	\$ 50,468	\$ 42,910	\$ 32,885	\$ 50,422	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 245,652	
<b>Gross Profit</b>	\$ 141,709	\$ 135,217	\$ 151,856	\$ 168,137	\$ 161,803	\$ 152,312	\$ 168,915	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,079,949	
GP%	86.72%	90.10%	82.41%	76.91%	79.04%	82.24%	77.01%													
Days	30	28	31	30	31	30	31	30	31	30	31	30	31	30	31	30	31			
Daily NMR	\$ 108.94	\$ 107.20	\$ 118.88	\$ 145.74	\$ 132.07	\$ 123.46	\$ 141.51													
Gaming Turnover	\$ 1,783,490	\$ 1,777,196	\$ 2,276,235	\$ 2,543,326	\$ 2,142,721	\$ 2,063,523	\$ 2,473,720												\$ 15,060,210	
KPI	\$ 2,357,143	\$ 2,200,000	\$ 2,435,714	\$ 2,357,143	\$ 2,435,714	\$ 2,357,143	\$ 2,435,714	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,578,572	

