

## 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%

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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)%

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	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)%

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	Selected Period	Budgeted	\$ Difference	% Difference
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>