

**Profit & Loss [Budget Analysis]**

January 2022 To August 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$787,284.08	\$705,000.00	\$82,284.08	11.7%
Total Bar Sales	\$787,284.08	\$705,000.00	\$82,284.08	11.7%
Food Sales				
Food Sales	\$893,512.70	\$810,000.00	\$83,512.70	10.3%
Food Sales - Subsidised	\$52,833.00	\$64,000.00	-\$11,167.00	(17.4)%
Total Food Sales	\$946,345.70	\$874,000.00	\$72,345.70	8.3%
Gaming Machine Revenue				
Gaming Revenue	\$1,529,610.24	\$1,409,400.00	\$120,210.24	8.5%
Total Gaming Machine Revenue	\$1,529,610.24	\$1,409,400.00	\$120,210.24	8.5%
Keno Commission				
Keno Commission	\$7,888.44	\$5,216.50	\$2,671.94	51.2%
Total Keno Commission	\$7,888.44	\$5,216.50	\$2,671.94	51.2%
TAB Commission				
TAB Commission	\$7,406.09	\$9,600.00	-\$2,193.91	(22.9)%
Total TAB Commission	\$7,406.09	\$9,600.00	-\$2,193.91	(22.9)%
Membership Income				
Membership Income	\$34,176.70	\$19,000.00	\$15,176.70	79.9%
Total Membership Income	\$34,176.70	\$19,000.00	\$15,176.70	79.9%
Raffle Income				
Raffle Income	\$45,343.90	\$52,000.00	-\$6,656.10	(12.8)%
Total Raffle Income	\$45,343.90	\$52,000.00	-\$6,656.10	(12.8)%
Room Hire				
Room Hire & Catering	\$181.82	\$1,131.83	-\$950.01	(83.9)%
Room Hire & Catering - Subsidy	\$12,400.00	\$7,995.00	\$4,405.00	55.1%
Total Room Hire	\$12,581.82	\$9,126.83	\$3,454.99	37.9%
Other revenue				
ATM Rebate	\$14,345.49	\$12,800.00	\$1,545.49	12.1%
Entertainment Subsidised	\$2,032.50	\$0.00	\$2,032.50	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	\$81,211.67	\$12,800.00	\$68,411.67	534.5%
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	\$1,090.90	\$0.00	\$1,090.90	NA
WAUX - Donations	\$1,430.00	\$100.00	\$1,330.00	1,330.0%
WAUX - Interest Received	\$0.40	\$0.00	\$0.40	NA
WAUX - Raffles	\$2,471.00	\$1,900.00	\$571.00	30.1%
WAUX - Merchandise	\$3,977.80	\$1,600.00	\$2,377.80	148.6%
Total Womens Auxillary Income	\$15,920.11	\$13,800.00	\$2,120.11	15.4%
<b>Total Sales Revenue</b>	<b>\$3,470,703.08</b>	<b>\$3,109,943.33</b>	<b>\$360,759.75</b>	<b>11.6%</b>
Cost Of Sales				
Cost of Sales - Beverage				

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Beverage Cost of Sales	\$271,369.12	\$225,600.00	\$45,769.12	20.3%
Total Cost of Sales - Beverage	\$271,369.12	\$225,600.00	\$45,769.12	20.3%
Cost of Sales - Food				
Food Cost of Sales	\$378,073.61	\$307,800.00	\$70,273.61	22.8%
Total Cost of Sales - Food	\$378,073.61	\$307,800.00	\$70,273.61	22.8%
Cost of Sales - Gaming				
GSP Contract Cost	\$324,730.25	\$305,257.00	\$19,473.25	6.4%
Loyalty EGM Integration Connec	\$5,675.00	\$6,100.00	-\$425.00	(7.0)%
State Gaming Tax	\$288,277.63	\$228,979.44	\$59,298.19	25.9%
Monitoring Costs	\$25,231.60	\$24,000.00	\$1,231.60	5.1%
VCGLR Supervision Charge	\$5,623.46	\$4,800.00	\$823.46	17.2%
EGM Hardware Maintenance Cost	\$929.00	\$0.00	\$929.00	NA
EGM Software purchase	\$4,000.00	\$0.00	\$4,000.00	NA
Total Cost of Sales - Gaming	\$654,466.94	\$569,136.44	\$85,330.50	15.0%
Keno Cost of Sales				
Keno Fees	\$2,952.15	\$2,759.42	\$192.73	7.0%
Total Keno Cost of Sales	\$2,952.15	\$2,759.42	\$192.73	7.0%
TAB Cost of Sales				
TAB Fees	\$4,687.18	\$4,000.00	\$687.18	17.2%
Total TAB Cost of Sales	\$4,687.18	\$4,000.00	\$687.18	17.2%
Total Cost Of Sales	\$1,311,549.00	\$1,109,295.86	\$202,253.14	18.2%
Gross Profit	\$2,159,154.08	\$2,000,647.47	\$158,506.61	7.9%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$36,774.40	\$36,036.00	\$738.40	2.0%
Audit Fees	\$4,690.90	\$6,000.00	-\$1,309.10	(21.8)%
ATM Expenses	\$2,788.40	\$2,800.00	-\$11.60	(0.4)%
Bank Charges	\$356.20	\$1,600.00	-\$1,243.80	(77.7)%
Merchant fees	\$10,823.43	\$11,200.00	-\$376.57	(3.4)%
Computer Software & Support	\$4,043.42	\$5,000.00	-\$956.58	(19.1)%
Computer Other Expenses	\$2,941.10	\$5,556.57	-\$2,615.47	(47.1)%
Fees & Licences	\$2,358.61	\$4,800.00	-\$2,441.39	(50.9)%
Freight & Cartage	\$2,024.41	\$4,000.00	-\$1,975.59	(49.4)%
Legal Expenses	\$0.00	\$4,400.00	-\$4,400.00	(100.0)%
Postage	\$210.65	\$480.00	-\$269.35	(56.1)%
Printing, Stationery	\$4,679.37	\$8,000.00	-\$3,320.63	(41.5)%
Professional fees	\$7,373.12	\$3,628.72	\$3,744.40	103.2%
Subscriptions - TV etc	\$26,486.42	\$28,000.00	-\$1,513.58	(5.4)%
Subscriptions - Other	\$4,557.61	\$2,400.00	\$2,157.61	89.9%
Telephone & Internet	\$3,598.37	\$4,400.00	-\$801.63	(18.2)%
Travel Expenses	\$2,646.22	\$4,407.39	-\$1,761.17	(40.0)%
Total Administration Expenses	\$116,352.63	\$132,708.68	-\$16,356.05	(12.3)%
Operational Expenses				
Bar Expenses	\$1,539.57	\$10,400.00	-\$8,860.43	(85.2)%
Beer Gas	\$2,798.08	\$2,400.00	\$398.08	16.6%
Cash Discrepancies	\$290.29	\$2,000.00	-\$1,709.71	(85.5)%
Cleaning Products	\$3,401.03	\$1,200.00	\$2,201.03	183.4%
Cleaning Contracts	\$48,119.29	\$43,750.00	\$4,369.29	10.0%
Cleaning Other	\$1,760.77	\$0.00	\$1,760.77	NA

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	Selected Period	Budgeted	\$ Difference	% Difference
Consumables	\$5,596.76	\$4,000.00	\$1,596.76	39.9%
Dining Room Supplies	\$5,878.56	\$6,000.00	-\$121.44	(2.0)%
Donations	\$25,775.00	\$1,240.50	\$24,534.50	1,977.8%
Gaming Expenses	\$23,680.96	\$8,000.00	\$15,680.96	196.0%
Kitchen Supplies/equipment	\$17,025.73	\$20,000.00	-\$2,974.27	(14.9)%
Laundry	\$522.41	\$230.10	\$292.31	127.0%
Raffles	\$15,605.77	\$21,040.00	-\$5,434.23	(25.8)%
Sanitary Costs	\$0.00	\$1,062.37	-\$1,062.37	(100.0)%
Security Contracts	\$3,848.81	\$4,400.00	-\$551.19	(12.5)%
Sundry Expense	\$1,244.04	\$4,000.00	-\$2,755.96	(68.9)%
Wastage	\$6,781.13	\$4,000.00	\$2,781.13	69.5%
<b>Total Operational Expenses</b>	<b>\$163,868.20</b>	<b>\$133,722.97</b>	<b>\$30,145.23</b>	<b>22.5%</b>
Advertising & Promotions				
Advertising & Marketing	\$40,296.11	\$24,000.00	\$16,296.11	67.9%
Promotions - Members Prizes	\$5,490.91	\$6,000.00	-\$509.09	(8.5)%
Promotions - Members Discount	\$60,073.40	\$44,000.00	\$16,073.40	36.5%
Promotions - Gaming	\$4,063.32	\$4,400.00	-\$336.68	(7.7)%
Promotions - Food	\$4,335.00	\$3,200.00	\$1,135.00	35.5%
Promotions - Other	\$978.82	\$4,000.00	-\$3,021.18	(75.5)%
Promotions - Happy Hour	\$2,495.21	\$4,000.00	-\$1,504.79	(37.6)%
Promotions - Specials	\$777.03	\$800.00	-\$22.97	(2.9)%
Guest Entertainment	\$15,315.00	\$16,800.00	-\$1,485.00	(8.8)%
Giveaways	\$3,811.42	\$0.00	\$3,811.42	NA
<b>Total Advertising &amp; Promotions</b>	<b>\$137,636.22</b>	<b>\$107,200.00</b>	<b>\$30,436.22</b>	<b>28.4%</b>
Occupancy Costs				
Rent - Ovens Street	\$7,859.23	\$0.00	\$7,859.23	NA
Rent - Patriotic Fund	\$367,272.75	\$280,000.00	\$87,272.75	31.2%
Electricity	\$54,069.64	\$56,000.00	-\$1,930.36	(3.4)%
Gas	\$10,829.73	\$12,000.00	-\$1,170.27	(9.8)%
Water Rates	\$3,709.20	\$5,460.57	-\$1,751.37	(32.1)%
Waste Removal	\$10,933.31	\$8,000.00	\$2,933.31	36.7%
Insurance	\$27,095.58	\$30,800.00	-\$3,704.42	(12.0)%
Rates & Taxes	\$1,918.82	\$5,677.60	-\$3,758.78	(66.2)%
Rep & Maint - Buildings	\$6,189.84	\$12,000.00	-\$5,810.16	(48.4)%
Rep & Maint - Plant & equip	\$6,209.50	\$12,000.00	-\$5,790.50	(48.3)%
<b>Total Occupancy Costs</b>	<b>\$496,087.60</b>	<b>\$421,938.17</b>	<b>\$74,149.43</b>	<b>17.6%</b>
Committee & Members Expenses				
Loyalty Points Redemption	\$26,033.64	\$37,600.00	-\$11,566.36	(30.8)%
Membership Affiliation Charge	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Committee Members Expenses	\$0.00	\$4,400.00	-\$4,400.00	(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	\$188.20	\$0.00	\$188.20	NA
<b>Total Committee &amp; Members Expenses</b>	<b>\$27,579.33</b>	<b>\$43,373.82</b>	<b>-\$15,794.49</b>	<b>(36.4)%</b>
Welfare & Charitable Expenses				
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	\$3,000.00	\$30,500.00	-\$27,500.00	(90.2)%
Welfare Courtesy Bus	\$867.23	\$67.91	\$799.32	1,177.0%
Other W&C expenses	\$2,986.97	\$1,213.69	\$1,773.28	146.1%

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	Selected Period	Budgeted	\$ Difference	% Difference
Printing, Stationery	\$490.00	\$120.00	\$370.00	308.3%
Subsidised - Room Hire	\$0.00	\$8,250.00	-\$8,250.00	(100.0)%
Scholarship Costs	\$2,045.43	\$0.00	\$2,045.43	NA
Subsidised - Entertainment	\$2,032.50	\$68.00	\$1,964.50	2,889.0%
Subsidised - Meals	\$52,833.00	\$64,000.00	-\$11,167.00	(17.4)%
Subsidised - Room Hire	\$12,400.00	\$0.00	\$12,400.00	NA
Welfare Wages	\$28,285.93	\$0.00	\$28,285.93	NA
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$107,558.68</b>	<b>\$109,074.77</b>	<b>-\$1,516.09</b>	<b>(1.4)%</b>
<b>Womens Auxillary Expenses</b>				
WAUX - Commemorative Events	\$585.21	\$0.00	\$585.21	NA
WAUX - Catering	\$572.80	\$0.00	\$572.80	NA
WAUX - General Expenses	\$99.31	\$0.00	\$99.31	NA
WAUX - Merchandise	\$915.68	\$1,000.00	-\$84.32	(8.4)%
WAUX - Printing & Stationery	\$36.36	\$0.00	\$36.36	NA
WAUX - Raffle Expenses	\$435.96	\$900.00	-\$464.04	(51.6)%
WAUX - Wakes	\$369.62	\$0.00	\$369.62	NA
WAUX - Womens Council	\$136.36	\$0.00	\$136.36	NA
WAUX - Events	\$9,008.62	\$9,300.00	-\$291.38	(3.1)%
<b>Total Womens Auxillary Expenses</b>	<b>\$12,159.92</b>	<b>\$11,200.00</b>	<b>\$959.92</b>	<b>8.6%</b>
<b>Employment Expenses</b>				
FOH Wages	\$482,773.61	\$397,280.00	\$85,493.61	21.5%
BOH Wages	\$296,296.44	\$275,400.00	\$20,896.44	7.6%
Admin Wages	\$26,946.32	\$22,400.00	\$4,546.32	20.3%
Management Wages	\$108,754.62	\$124,000.00	-\$15,245.38	(12.3)%
JobKeeper Top Up	\$0.00	\$25,600.00	-\$25,600.00	(100.0)%
Superannuation	\$93,361.38	\$81,908.00	\$11,453.38	14.0%
Provision - Annual Leave	\$19,740.96	\$20,000.00	-\$259.04	(1.3)%
Provision - Long Service Leave	\$8,783.67	\$4,000.00	\$4,783.67	119.6%
Workcover	\$19,873.65	\$19,283.84	\$589.81	3.1%
Payroll Tax	-\$671.86	\$5,681.98	-\$6,353.84	(111.8)%
Staff Amenities	\$2,076.07	\$960.00	\$1,116.07	116.3%
Staff Training	\$1,410.00	\$8,000.00	-\$6,590.00	(82.4)%
Staff Uniforms	\$2,352.19	\$4,414.87	-\$2,062.68	(46.7)%
Staff Discount	\$10,624.44	\$6,640.00	\$3,984.44	60.0%
Other Employment Expenses	\$543.82	\$0.00	\$543.82	NA
<b>Total Employment Expenses</b>	<b>\$1,072,865.31</b>	<b>\$995,568.69</b>	<b>\$77,296.62</b>	<b>7.8%</b>
<b>Total Expenses</b>	<b>\$2,134,107.89</b>	<b>\$1,954,787.10</b>	<b>\$179,320.79</b>	<b>9.2%</b>
<b>Operating Profit</b>	<b>\$25,046.19</b>	<b>\$45,860.37</b>	<b>-\$20,814.18</b>	<b>(45.4)%</b>
<b>Other Income</b>				
Interest Received	\$5.67	\$71.27	-\$65.60	(92.0)%
<b>Total Other Income</b>	<b>\$5.67</b>	<b>\$71.27</b>	<b>-\$65.60</b>	<b>(92.0)%</b>
<b>Other Expenses</b>				
Amortisation - Gaming Entitlem	\$73,601.95	\$79,113.98	-\$5,512.03	(7.0)%
Sinking Fund EGM	\$0.00	\$48,000.00	-\$48,000.00	(100.0)%
Interest paid	\$1,323.26	\$3,933.71	-\$2,610.45	(66.4)%
<b>Total Other Expenses</b>	<b>\$74,925.21</b>	<b>\$131,047.69</b>	<b>-\$56,122.48</b>	<b>(42.8)%</b>
<b>Net Profit/(Loss)</b>	<b>-\$49,873.35</b>	<b>-\$85,116.05</b>	<b>\$35,242.70</b>	<b>41.4%</b>