

**Profit & Loss [Budget Analysis]**

January 2022 To April 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$424,863.44	\$420,000.00	\$4,863.44	1.2%
Total Bar Sales	\$424,863.44	\$420,000.00	\$4,863.44	1.2%
Food Sales				
Food Sales	\$440,618.66	\$460,000.00	-\$19,381.34	(4.2)%
Food Sales - Subsidised	\$27,013.00	\$32,000.00	-\$4,987.00	(15.6)%
Total Food Sales	\$467,631.66	\$492,000.00	-\$24,368.34	(5.0)%
Gaming Machine Revenue				
Gaming Revenue	\$716,355.01	\$696,000.00	\$20,355.01	2.9%
Total Gaming Machine Revenue	\$716,355.01	\$696,000.00	\$20,355.01	2.9%
Keno Commission				
Keno Commission	\$4,455.93	\$2,559.42	\$1,896.51	74.1%
Total Keno Commission	\$4,455.93	\$2,559.42	\$1,896.51	74.1%
TAB Commission				
TAB Commission	\$3,290.35	\$4,800.00	-\$1,509.65	(31.5)%
Total TAB Commission	\$3,290.35	\$4,800.00	-\$1,509.65	(31.5)%
Membership Income				
Membership Income	\$24,094.89	\$12,000.00	\$12,094.89	100.8%
Total Membership Income	\$24,094.89	\$12,000.00	\$12,094.89	100.8%
Raffle Income				
Raffle Income	\$22,071.00	\$26,000.00	-\$3,929.00	(15.1)%
Total Raffle Income	\$22,071.00	\$26,000.00	-\$3,929.00	(15.1)%
Room Hire				
Room Hire & Catering	\$181.82	\$672.73	-\$490.91	(73.0)%
Room Hire & Catering - Subsidy	\$3,250.00	\$4,995.00	-\$1,745.00	(34.9)%
Total Room Hire	\$3,431.82	\$5,667.73	-\$2,235.91	(39.4)%
Other revenue				
ATM Rebate	\$6,725.49	\$6,400.00	\$325.49	5.1%
Entertainment Subsidised	\$962.50	\$0.00	\$962.50	NA
Other Income Received	\$1,213.68	\$0.00	\$1,213.68	NA
Total Other revenue	\$8,901.67	\$6,400.00	\$2,501.67	39.1%
Womens Auxillary Income				
WAUX - Events	\$0.00	\$600.00	-\$600.00	(100.0)%
WAUX - Commemorative Events	\$110.01	\$0.00	\$110.01	NA
WAUX - Donations	\$735.00	\$100.00	\$635.00	635.0%
WAUX - Interest Received	\$0.11	\$0.00	\$0.11	NA
WAUX - Raffles	\$818.00	\$600.00	\$218.00	36.3%
WAUX - Merchandise	\$3,049.62	\$800.00	\$2,249.62	281.2%
Total Womens Auxillary Income	\$4,712.74	\$2,100.00	\$2,612.74	124.4%
<b>Total Sales Revenue</b>	<b>\$1,679,808.51</b>	<b>\$1,667,527.15</b>	<b>\$12,281.36</b>	<b>0.7%</b>
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$143,945.44	\$134,400.00	\$9,545.44	7.1%
Total Cost of Sales - Beverage	\$143,945.44	\$134,400.00	\$9,545.44	7.1%
Cost of Sales - Food				
Food Cost of Sales	\$181,640.46	\$174,800.00	\$6,840.46	3.9%
Total Cost of Sales - Food	\$181,640.46	\$174,800.00	\$6,840.46	3.9%

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Cost of Sales - Gaming				
GSP Contract Cost	\$168,465.00	\$162,688.00	\$5,777.00	3.6%
Loyalty EGM Integration Connec	\$3,000.00	\$3,025.00	-\$25.00	(0.8)%
State Gaming Tax	\$119,435.59	\$111,510.26	\$7,925.33	7.1%
Monitoring Costs	\$12,537.60	\$12,000.00	\$537.60	4.5%
VCGLR Supervision Charge	\$2,400.00	\$2,400.00	\$0.00	0.0%
<b>Total Cost of Sales - Gaming</b>	<b>\$305,838.19</b>	<b>\$291,623.26</b>	<b>\$14,214.93</b>	<b>4.9%</b>
Keno Cost of Sales				
Keno Fees	\$1,606.37	\$1,334.46	\$271.91	20.4%
<b>Total Keno Cost of Sales</b>	<b>\$1,606.37</b>	<b>\$1,334.46</b>	<b>\$271.91</b>	<b>20.4%</b>
TAB Cost of Sales				
TAB Fees	\$2,795.14	\$2,000.00	\$795.14	39.8%
<b>Total TAB Cost of Sales</b>	<b>\$2,795.14</b>	<b>\$2,000.00</b>	<b>\$795.14</b>	<b>39.8%</b>
<b>Total Cost Of Sales</b>	<b>\$635,825.60</b>	<b>\$604,157.72</b>	<b>\$31,667.88</b>	<b>5.2%</b>
<b>Gross Profit</b>	<b>\$1,043,982.91</b>	<b>\$1,063,369.43</b>	<b>-\$19,386.52</b>	<b>(1.8)%</b>
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$17,680.00	\$17,503.20	\$176.80	1.0%
Audit Fees	\$0.00	\$6,000.00	-\$6,000.00	(100.0)%
ATM Expenses	\$879.65	\$1,400.00	-\$520.35	(37.2)%
Bank Charges	\$106.00	\$800.00	-\$694.00	(86.8)%
Merchant fees	\$5,477.35	\$5,600.00	-\$122.65	(2.2)%
Computer Software & Support	\$2,194.04	\$2,500.00	-\$305.96	(12.2)%
Computer Other Expenses	\$2,534.73	\$462.15	\$2,072.58	448.5%
Fees & Licences	\$659.69	\$2,400.00	-\$1,740.31	(72.5)%
Freight & Cartage	\$790.83	\$2,000.00	-\$1,209.17	(60.5)%
Legal Expenses	\$0.00	\$2,200.00	-\$2,200.00	(100.0)%
Postage	\$174.25	\$240.00	-\$65.75	(27.4)%
Printing, Stationery	\$1,398.63	\$4,000.00	-\$2,601.37	(65.0)%
Professional fees	\$3,361.92	\$1,814.36	\$1,547.56	85.3%
Subscriptions - TV etc	\$12,640.38	\$14,000.00	-\$1,359.62	(9.7)%
Subscriptions - Other	\$1,971.36	\$1,200.00	\$771.36	64.3%
Telephone & Internet	\$1,857.29	\$2,200.00	-\$342.71	(15.6)%
Travel Expenses	\$1,690.20	\$424.88	\$1,265.32	297.8%
<b>Total Administration Expenses</b>	<b>\$53,416.32</b>	<b>\$64,744.59</b>	<b>-\$11,328.27</b>	<b>(17.5)%</b>
Operational Expenses				
Bar Expenses	\$755.31	\$5,200.00	-\$4,444.69	(85.5)%
Beer Gas	\$1,594.76	\$1,200.00	\$394.76	32.9%
Cash Discrepancies	\$260.83	\$1,000.00	-\$739.17	(73.9)%
Cleaning Products	\$1,239.94	\$600.00	\$639.94	106.7%
Cleaning Contracts	\$22,159.79	\$21,250.00	\$909.79	4.3%
Cleaning Other	\$890.91	\$0.00	\$890.91	NA
Consumables	\$2,562.08	\$2,000.00	\$562.08	28.1%
Dining Room Supplies	\$3,161.11	\$3,000.00	\$161.11	5.4%
Donations	\$275.00	\$0.00	\$275.00	NA
Gaming Expenses	\$7,710.61	\$4,000.00	\$3,710.61	92.8%
Kitchen Supplies/equipment	\$9,494.33	\$10,000.00	-\$505.67	(5.1)%
Laundry	\$311.50	\$230.10	\$81.40	35.4%
Raffles	\$7,685.60	\$10,520.00	-\$2,834.40	(26.9)%
Sanitary Costs	\$0.00	\$500.00	-\$500.00	(100.0)%

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	Selected Period	Budgeted	\$ Difference	% Difference
Security Contracts	\$2,026.78	\$2,200.00	-\$173.22	(7.9)%
Sundry Expense	\$850.61	\$2,000.00	-\$1,149.39	(57.5)%
Wastage	\$3,371.68	\$2,000.00	\$1,371.68	68.6%
<b>Total Operational Expenses</b>	<b>\$64,350.84</b>	<b>\$65,700.10</b>	<b>-\$1,349.26</b>	<b>(2.1)%</b>
<b>Advertising &amp; Promotions</b>				
Advertising & Marketing	\$22,384.07	\$12,000.00	\$10,384.07	86.5%
Promotions - Members Prizes	\$5,490.91	\$3,000.00	\$2,490.91	83.0%
Promotions - Members Discount	\$30,328.61	\$22,000.00	\$8,328.61	37.9%
Promotions - Gaming	\$1,915.84	\$2,200.00	-\$284.16	(12.9)%
Promotions - Food	\$327.27	\$1,600.00	-\$1,272.73	(79.5)%
Promotions - Other	-\$1,069.48	\$2,000.00	-\$3,069.48	(153.5)%
Promotions - Happy Hour	\$1,697.56	\$2,000.00	-\$302.44	(15.1)%
Promotions - Specials	\$324.05	\$400.00	-\$75.95	(19.0)%
Guest Entertainment	\$6,790.00	\$8,400.00	-\$1,610.00	(19.2)%
Giveaways	\$896.34	\$0.00	\$896.34	NA
<b>Total Advertising &amp; Promotions</b>	<b>\$69,085.17</b>	<b>\$53,600.00</b>	<b>\$15,485.17</b>	<b>28.9%</b>
<b>Occupancy Costs</b>				
Rent - Ovens Street	\$1,838.39	\$0.00	\$1,838.39	NA
Rent - Patriotic Fund	\$166,363.64	\$136,000.00	\$30,363.64	22.3%
Electricity	\$29,114.13	\$28,000.00	\$1,114.13	4.0%
Gas	\$5,335.42	\$6,000.00	-\$664.58	(11.1)%
Water Rates	\$2,122.66	\$2,700.00	-\$577.34	(21.4)%
Waste Removal	\$4,798.00	\$4,000.00	\$798.00	20.0%
Insurance	\$13,113.44	\$15,400.00	-\$2,286.56	(14.8)%
Rates & Taxes	\$1,004.88	\$4,046.50	-\$3,041.62	(75.2)%
Rep & Maint - Buildings	\$2,294.32	\$6,000.00	-\$3,705.68	(61.8)%
Rep & Maint - Plant & equip	\$3,723.59	\$6,000.00	-\$2,276.41	(37.9)%
<b>Total Occupancy Costs</b>	<b>\$229,708.47</b>	<b>\$208,146.50</b>	<b>\$21,561.97</b>	<b>10.4%</b>
<b>Committee &amp; Members Expenses</b>				
Loyalty Points Redemption	\$13,456.95	\$18,800.00	-\$5,343.05	(28.4)%
Committee Members Expenses	\$0.00	\$2,200.00	-\$2,200.00	(100.0)%
Members Expenses	\$878.49	\$0.00	\$878.49	NA
President Shout	\$80.98	\$0.00	\$80.98	NA
<b>Total Committee &amp; Members Expenses</b>	<b>\$14,416.42</b>	<b>\$21,000.00</b>	<b>-\$6,583.58</b>	<b>(31.4)%</b>
<b>Welfare &amp; Charitable Expenses</b>				
Commemorative Day Expenses	\$435.80	\$1,000.00	-\$564.20	(56.4)%
Committee Honorarium	\$1,090.91	\$1,200.00	-\$109.09	(9.1)%
VCGLR Gaming Donations	\$25,000.00	\$0.00	\$25,000.00	NA
Donations/Community outreach	\$1,000.00	\$30,500.00	-\$29,500.00	(96.7)%
Welfare Courtesy Bus	\$867.23	\$0.00	\$867.23	NA
Other W&C expenses	\$1,677.35	\$1,145.69	\$531.66	46.4%
Printing, Stationery	\$400.00	\$120.00	\$280.00	233.3%
Subsidised - Room Hire	\$0.00	\$5,250.00	-\$5,250.00	(100.0)%
Scholarship Costs	\$2,045.43	\$0.00	\$2,045.43	NA
Subsidised - Entertainment	\$962.50	\$68.00	\$894.50	1,315.4%
Subsidised - Meals	\$27,013.00	\$32,000.00	-\$4,987.00	(15.6)%
Subsidised - Room Hire	\$3,250.00	\$0.00	\$3,250.00	NA
Welfare Wages	\$13,916.98	\$0.00	\$13,916.98	NA
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$77,659.20</b>	<b>\$71,283.69</b>	<b>\$6,375.51</b>	<b>8.9%</b>
Womens Auxillary Expenses				

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January 2022 To April 2022

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	Selected Period	Budgeted	\$ Difference	% Difference
WAUX - Commemorative Events	\$49.66	\$0.00	\$49.66	NA
WAUX - General Expenses	\$99.31	\$0.00	\$99.31	NA
WAUX - Merchandise	\$255.92	\$400.00	-\$144.08	(36.0)%
WAUX - Raffle Expenses	\$21.45	\$100.00	-\$78.55	(78.6)%
WAUX - Womens Council	\$136.36	\$0.00	\$136.36	NA
WAUX - Events	\$763.14	\$0.00	\$763.14	NA
<b>Total Womens Auxillary Expenses</b>	<b>\$1,325.84</b>	<b>\$500.00</b>	<b>\$825.84</b>	<b>165.2%</b>
<b>Employment Expenses</b>				
FOH Wages	\$235,072.90	\$210,400.00	\$24,672.90	11.7%
BOH Wages	\$138,229.61	\$156,400.00	-\$18,170.39	(11.6)%
Admin Wages	\$13,498.79	\$11,200.00	\$2,298.79	20.5%
Management Wages	\$54,071.77	\$62,000.00	-\$7,928.23	(12.8)%
JobKeeper Top Up	\$0.00	\$12,800.00	-\$12,800.00	(100.0)%
Superannuation	\$42,458.50	\$44,000.00	-\$1,541.50	(3.5)%
Provision - Annual Leave	\$8,388.73	\$10,000.00	-\$1,611.27	(16.1)%
Provision - Long Service Leave	\$2,544.73	\$2,000.00	\$544.73	27.2%
Workcover	\$9,607.41	\$10,359.06	-\$751.65	(7.3)%
Payroll Tax	\$3,031.10	\$3,248.09	-\$216.99	(6.7)%
Staff Amenities	\$1,423.13	\$480.00	\$943.13	196.5%
Staff Training	\$1,410.00	\$4,000.00	-\$2,590.00	(64.8)%
Staff Uniforms	\$1,781.08	\$2,535.77	-\$754.69	(29.8)%
Staff Discount	\$5,199.73	\$3,320.00	\$1,879.73	56.6%
<b>Total Employment Expenses</b>	<b>\$516,717.48</b>	<b>\$532,742.92</b>	<b>-\$16,025.44</b>	<b>(3.0)%</b>
<b>Total Expenses</b>	<b>\$1,026,679.74</b>	<b>\$1,017,717.80</b>	<b>\$8,961.94</b>	<b>0.9%</b>
<b>Operating Profit</b>	<b>\$17,303.17</b>	<b>\$45,651.63</b>	<b>-\$28,348.46</b>	<b>(62.1)%</b>
<b>Other Income</b>				
Interest Received	\$5.67	\$15.90	-\$10.23	(64.3)%
<b>Total Other Income</b>	<b>\$5.67</b>	<b>\$15.90</b>	<b>-\$10.23</b>	<b>(64.3)%</b>
<b>Other Expenses</b>				
Amortisation - Gaming Entitlem	\$38,908.52	\$39,232.75	-\$324.23	(0.8)%
Sinking Fund EGM	\$0.00	\$32,000.00	-\$32,000.00	(100.0)%
Interest paid	\$585.31	\$906.06	-\$320.75	(35.4)%
<b>Total Other Expenses</b>	<b>\$39,493.83</b>	<b>\$72,138.81</b>	<b>-\$32,644.98</b>	<b>(45.3)%</b>
<b>Net Profit/(Loss)</b>	<b>-\$22,184.99</b>	<b>-\$26,471.28</b>	<b>\$4,286.29</b>	<b>16.2%</b>