

Profit & Loss [Budget Analysis]

March 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$112,502.72	\$100,000.00	\$12,502.72	12.5%
Total Bar Sales	\$112,502.72	\$100,000.00	\$12,502.72	12.5%
Food Sales				
Food Sales	\$116,033.62	\$110,000.00	\$6,033.62	5.5%
Food Sales - Subsidised	\$7,358.00	\$8,000.00	-\$642.00	(8.0)%
Total Food Sales	\$123,391.62	\$118,000.00	\$5,391.62	4.6%
Gaming Machine Revenue				
Gaming Revenue	\$184,259.61	\$179,800.00	\$4,459.61	2.5%
Total Gaming Machine Revenue	\$184,259.61	\$179,800.00	\$4,459.61	2.5%
Keno Commission				
Keno Commission	\$938.99	\$592.96	\$346.03	58.4%
Total Keno Commission	\$938.99	\$592.96	\$346.03	58.4%
TAB Commission				
TAB Commission	\$1,028.72	\$1,200.00	-\$171.28	(14.3)%
Total TAB Commission	\$1,028.72	\$1,200.00	-\$171.28	(14.3)%
Membership Income				
Membership Income	\$8,276.77	\$2,800.00	\$5,476.77	195.6%
Total Membership Income	\$8,276.77	\$2,800.00	\$5,476.77	195.6%
Raffle Income				
Raffle Income	\$7,026.00	\$6,500.00	\$526.00	8.1%
Total Raffle Income	\$7,026.00	\$6,500.00	\$526.00	8.1%
Room Hire				
Room Hire & Catering	\$0.00	\$100.00	-\$100.00	(100.0)%
Room Hire & Catering - Subsidy	\$1,000.00	\$750.00	\$250.00	33.3%
Total Room Hire	\$1,000.00	\$850.00	\$150.00	17.6%
Other revenue				
ATM Rebate	\$1,876.40	\$1,600.00	\$276.40	17.3%
Entertainment Subsidised	\$262.50	\$0.00	\$262.50	NA
Other Income Received	\$677.28	\$0.00	\$677.28	NA
Total Other revenue	\$2,816.18	\$1,600.00	\$1,216.18	76.0%
Womens Auxillary Income				
WAUX - Merchandise	\$2,187.27	\$200.00	\$1,987.27	993.6%
Total Womens Auxillary Income	\$2,187.27	\$200.00	\$1,987.27	993.6%
Total Sales Revenue	\$443,427.88	\$411,542.96	\$31,884.92	7.7%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$39,016.80	\$32,000.00	\$7,016.80	21.9%
Total Cost of Sales - Beverage	\$39,016.80	\$32,000.00	\$7,016.80	21.9%
Cost of Sales - Food				
Food Cost of Sales	\$50,643.62	\$41,800.00	\$8,843.62	21.2%
Total Cost of Sales - Food	\$50,643.62	\$41,800.00	\$8,843.62	21.2%
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	\$32,403.12	\$30,112.16	\$2,290.96	7.6%
Monitoring Costs	\$3,134.40	\$3,000.00	\$134.40	4.5%

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VCGLR Supervision Charge	\$600.00	\$600.00	\$0.00	0.0%
Total Cost of Sales - Gaming	\$82,234.52	\$75,159.16	\$7,075.36	9.4%
Keno Cost of Sales				
Keno Fees	\$316.65	\$395.81	-\$79.16	(20.0)%
Total Keno Cost of Sales	\$316.65	\$395.81	-\$79.16	(20.0)%
TAB Cost of Sales				
TAB Fees	\$400.00	\$500.00	-\$100.00	(20.0)%
Total TAB Cost of Sales	\$400.00	\$500.00	-\$100.00	(20.0)%
Total Cost Of Sales	\$172,611.59	\$149,854.97	\$22,756.62	15.2%
Gross Profit	\$270,816.29	\$261,687.99	\$9,128.30	3.5%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$4,160.00	\$4,118.40	\$41.60	1.0%
ATM Expenses	\$226.91	\$350.00	-\$123.09	(35.2)%
Bank Charges	\$0.00	\$200.00	-\$200.00	(100.0)%
Merchant fees	\$1,513.99	\$1,400.00	\$113.99	8.1%
Computer Software & Support	\$611.11	\$625.00	-\$13.89	(2.2)%
Computer Other Expenses	\$893.17	\$80.00	\$813.17	1,016.5%
Fees & Licences	\$197.22	\$600.00	-\$402.78	(67.1)%
Freight & Cartage	\$331.37	\$500.00	-\$168.63	(33.7)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$136.85	\$60.00	\$76.85	128.1%
Printing, Stationery	\$293.68	\$1,000.00	-\$706.32	(70.6)%
Professional fees	\$58.64	\$453.59	-\$394.95	(87.1)%
Subscriptions - TV etc	\$3,461.51	\$3,500.00	-\$38.49	(1.1)%
Subscriptions - Other	\$557.90	\$300.00	\$257.90	86.0%
Telephone & Internet	\$437.23	\$550.00	-\$112.77	(20.5)%
Travel Expenses	\$319.16	\$189.62	\$129.54	68.3%
Total Administration Expenses	\$13,198.74	\$14,476.61	-\$1,277.87	(8.8)%
Operational Expenses				
Bar Expenses	\$283.09	\$1,300.00	-\$1,016.91	(78.2)%
Beer Gas	\$345.68	\$300.00	\$45.68	15.2%
Cash Discrepancies	\$95.40	\$250.00	-\$154.60	(61.8)%
Cleaning Products	\$491.51	\$150.00	\$341.51	227.7%
Cleaning Contracts	\$4,800.00	\$6,250.00	-\$1,450.00	(23.2)%
Cleaning Other	\$310.18	\$0.00	\$310.18	NA
Consumables	\$1,048.34	\$500.00	\$548.34	109.7%
Dining Room Supplies	\$715.33	\$750.00	-\$34.67	(4.6)%
Donations	\$275.00	\$0.00	\$275.00	NA
Gaming Expenses	\$2,400.41	\$1,000.00	\$1,400.41	140.0%
Kitchen Supplies/equipment	\$2,071.48	\$2,500.00	-\$428.52	(17.1)%
Laundry	\$0.00	\$60.00	-\$60.00	(100.0)%
Raffles	\$2,617.77	\$2,630.00	-\$12.23	(0.5)%
Security Contracts	\$468.01	\$550.00	-\$81.99	(14.9)%
Sundry Expense	\$53.64	\$500.00	-\$446.36	(89.3)%
Wastage	\$225.87	\$500.00	-\$274.13	(54.8)%
Total Operational Expenses	\$16,201.71	\$17,240.00	-\$1,038.29	(6.0)%
Advertising & Promotions				
Advertising & Marketing	\$6,593.24	\$3,000.00	\$3,593.24	119.8%

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Promotions - Members Prizes	\$0.00	\$750.00	-\$750.00	(100.0)%
Promotions - Members Discount	\$9,308.62	\$5,500.00	\$3,808.62	69.2%
Promotions - Gaming	\$479.64	\$550.00	-\$70.36	(12.8)%
Promotions - Food	\$0.00	\$400.00	-\$400.00	(100.0)%
Promotions - Other	-\$432.17	\$500.00	-\$932.17	(186.4)%
Promotions - Happy Hour	\$564.22	\$500.00	\$64.22	12.8%
Promotions - Specials	\$119.30	\$100.00	\$19.30	19.3%
Guest Entertainment	\$1,000.00	\$2,100.00	-\$1,100.00	(52.4)%
Giveaways	\$12.34	\$0.00	\$12.34	NA
Total Advertising & Promotions	\$17,645.19	\$13,400.00	\$4,245.19	31.7%
Occupancy Costs				
Rent - Patriotic Fund	\$50,000.00	\$32,000.00	\$18,000.00	56.3%
Electricity	\$5,723.59	\$7,000.00	-\$1,276.41	(18.2)%
Gas	\$1,496.13	\$1,500.00	-\$3.87	(0.3)%
Water Rates	\$786.76	\$1,350.00	-\$563.24	(41.7)%
Waste Removal	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Insurance	\$3,278.36	\$3,850.00	-\$571.64	(14.8)%
Rates & Taxes	\$251.22	\$0.00	\$251.22	NA
Rep & Maint - Buildings	\$545.45	\$1,500.00	-\$954.55	(63.6)%
Rep & Maint - Plant & equip	\$1,884.12	\$1,500.00	\$384.12	25.6%
Total Occupancy Costs	\$63,965.63	\$49,700.00	\$14,265.63	28.7%
Committee & Members Expenses				
Loyalty Points Redemption	\$863.69	\$4,700.00	-\$3,836.31	(81.6)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
President Shout	\$21.74	\$0.00	\$21.74	NA
Total Committee & Members Expenses	\$885.43	\$5,250.00	-\$4,364.57	(83.1)%
Welfare & Charitable Expenses				
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	\$0.00	\$5,500.00	-\$5,500.00	(100.0)%
Other W&C expenses	\$272.75	\$381.31	-\$108.56	(28.5)%
Subsidised - Room Hire	\$0.00	\$750.00	-\$750.00	(100.0)%
Subsidised - Entertainment	\$262.50	\$0.00	\$262.50	NA
Subsidised - Meals	\$7,358.00	\$8,000.00	-\$642.00	(8.0)%
Subsidised - Room Hire	\$1,000.00	\$0.00	\$1,000.00	NA
Welfare Wages	\$3,414.47	\$0.00	\$3,414.47	NA
Total Welfare & Charitable Expenses	\$38,398.63	\$15,831.31	\$22,567.32	142.5%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$26.37	\$0.00	\$26.37	NA
WAUX - Merchandise	\$126.76	\$400.00	-\$273.24	(68.3)%
WAUX - Womens Council	\$136.36	\$0.00	\$136.36	NA
Total Womens Auxillary Expenses	\$289.49	\$400.00	-\$110.51	(27.6)%
Employment Expenses				
FOH Wages	\$55,731.98	\$52,760.00	\$2,971.98	5.6%
BOH Wages	\$34,158.52	\$37,400.00	-\$3,241.48	(8.7)%
Admin Wages	\$3,882.44	\$2,800.00	\$1,082.44	38.7%
Management Wages	\$14,669.23	\$15,500.00	-\$830.77	(5.4)%
JobKeeper Top Up	\$0.00	\$3,200.00	-\$3,200.00	(100.0)%
Superannuation	\$9,928.43	\$10,846.00	-\$917.57	(8.5)%
Provision - Annual Leave	\$5,038.99	\$2,500.00	\$2,538.99	101.6%

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	Selected Period	Budgeted	\$ Difference	% Difference
Provision - Long Service Leave	-\$348.60	\$500.00	-\$848.60	(169.7)%
Workcover	\$2,198.28	\$2,553.51	-\$355.23	(13.9)%
Payroll Tax	\$633.60	\$791.44	-\$157.84	(19.9)%
Staff Amenities	\$180.67	\$120.00	\$60.67	50.6%
Staff Training	\$1,410.00	\$1,000.00	\$410.00	41.0%
Staff Uniforms	\$133.61	\$696.25	-\$562.64	(80.8)%
Staff Discount	\$1,215.50	\$830.00	\$385.50	46.4%
Total Employment Expenses	\$128,832.65	\$131,497.20	-\$2,664.55	(2.0)%
Total Expenses	\$279,417.47	\$247,795.12	\$31,622.35	12.8%
Operating Profit	-\$8,601.18	\$13,892.87	-\$22,494.05	(161.9)%
Total Other Income	\$0.00	\$0.00	\$0.00	NA
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.36	\$10,051.37	-\$0.01	0.0%
Sinking Fund EGM	\$0.00	\$8,000.00	-\$8,000.00	(100.0)%
Interest paid	\$144.79	\$0.00	\$144.79	NA
Total Other Expenses	\$10,196.15	\$18,051.37	-\$7,855.22	(43.5)%
Net Profit/(Loss)	-\$18,797.33	-\$4,158.50	-\$14,638.83	(352.0)%