

Profit & Loss [Budget Analysis]

January 2022 To March 2022

ABN: 61 412 912 811

| | Selected Period | Budgeted | \$ Difference | % Difference |
|--------------------------------|-----------------------|-----------------------|---------------------|---------------|
| Sales Revenue | | | | |
| Bar Sales | | | | |
| Beverage Sales | \$306,578.71 | \$300,000.00 | \$6,578.71 | 2.2% |
| Total Bar Sales | \$306,578.71 | \$300,000.00 | \$6,578.71 | 2.2% |
| Food Sales | | | | |
| Food Sales | \$325,393.64 | \$340,000.00 | -\$14,606.36 | (4.3)% |
| Food Sales - Subsidised | \$18,573.00 | \$24,000.00 | -\$5,427.00 | (22.6)% |
| Total Food Sales | \$343,966.64 | \$364,000.00 | -\$20,033.36 | (5.5)% |
| Gaming Machine Revenue | | | | |
| Gaming Revenue | \$497,750.50 | \$522,000.00 | -\$24,249.50 | (4.6)% |
| Total Gaming Machine Revenue | \$497,750.50 | \$522,000.00 | -\$24,249.50 | (4.6)% |
| Keno Commission | | | | |
| Keno Commission | \$3,306.98 | \$1,978.93 | \$1,328.05 | 67.1% |
| Total Keno Commission | \$3,306.98 | \$1,978.93 | \$1,328.05 | 67.1% |
| TAB Commission | | | | |
| TAB Commission | \$2,312.22 | \$3,600.00 | -\$1,287.78 | (35.8)% |
| Total TAB Commission | \$2,312.22 | \$3,600.00 | -\$1,287.78 | (35.8)% |
| Membership Income | | | | |
| Membership Income | \$20,572.20 | \$9,200.00 | \$11,372.20 | 123.6% |
| Total Membership Income | \$20,572.20 | \$9,200.00 | \$11,372.20 | 123.6% |
| Raffle Income | | | | |
| Raffle Income | \$16,239.00 | \$19,500.00 | -\$3,261.00 | (16.7)% |
| Total Raffle Income | \$16,239.00 | \$19,500.00 | -\$3,261.00 | (16.7)% |
| Room Hire | | | | |
| Room Hire & Catering | \$181.82 | \$350.00 | -\$168.18 | (48.1)% |
| Room Hire & Catering - Subsidy | \$2,000.00 | \$1,995.00 | \$5.00 | 0.3% |
| Total Room Hire | \$2,181.82 | \$2,345.00 | -\$163.18 | (7.0)% |
| Other revenue | | | | |
| ATM Rebate | \$4,661.85 | \$4,800.00 | -\$138.15 | (2.9)% |
| Entertainment Subsidised | \$705.00 | \$0.00 | \$705.00 | NA |
| Other Income Received | \$1,213.68 | \$0.00 | \$1,213.68 | NA |
| Total Other revenue | \$6,580.53 | \$4,800.00 | \$1,780.53 | 37.1% |
| Womens Auxillary Income | | | | |
| WAUX - Interest Received | \$0.11 | \$0.00 | \$0.11 | NA |
| WAUX - Merchandise | \$2,780.54 | \$600.00 | \$2,180.54 | 363.4% |
| Total Womens Auxillary Income | \$2,780.65 | \$600.00 | \$2,180.65 | 363.4% |
| Total Sales Revenue | \$1,202,269.25 | \$1,228,023.93 | -\$25,754.68 | (2.1)% |
| Cost Of Sales | | | | |
| Cost of Sales - Beverage | | | | |
| Beverage Cost of Sales | \$106,136.21 | \$96,000.00 | \$10,136.21 | 10.6% |
| Total Cost of Sales - Beverage | \$106,136.21 | \$96,000.00 | \$10,136.21 | 10.6% |
| Cost of Sales - Food | | | | |
| Food Cost of Sales | \$134,049.22 | \$129,200.00 | \$4,849.22 | 3.8% |
| Total Cost of Sales - Food | \$134,049.22 | \$129,200.00 | \$4,849.22 | 3.8% |
| Cost of Sales - Gaming | | | | |
| GSP Contract Cost | \$124,605.00 | \$122,016.00 | \$2,589.00 | 2.1% |
| Loyalty EGM Integration Connec | \$2,250.00 | \$2,275.00 | -\$25.00 | (1.1)% |
| State Gaming Tax | \$68,967.58 | \$84,377.56 | -\$15,409.98 | (18.3)% |

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| Monitoring Costs | \$9,403.20 | \$9,000.00 | \$403.20 | 4.5% |
| VCGLR Supervision Charge | \$1,800.00 | \$1,800.00 | \$0.00 | 0.0% |
| Total Cost of Sales - Gaming | \$207,025.78 | \$219,468.56 | -\$12,442.78 | (5.7)% |
| Keno Cost of Sales | | | | |
| Keno Fees | \$542.82 | \$1,029.11 | -\$486.29 | (47.3)% |
| Total Keno Cost of Sales | \$542.82 | \$1,029.11 | -\$486.29 | (47.3)% |
| TAB Cost of Sales | | | | |
| TAB Fees | \$1,459.09 | \$1,500.00 | -\$40.91 | (2.7)% |
| Total TAB Cost of Sales | \$1,459.09 | \$1,500.00 | -\$40.91 | (2.7)% |
| Total Cost Of Sales | \$449,213.12 | \$447,197.67 | \$2,015.45 | 0.5% |
| Gross Profit | \$753,056.13 | \$780,826.26 | -\$27,770.13 | (3.6)% |
| Expenses | | | | |
| Administration Expenses | | | | |
| Accounting/Bookkeeping Fees | \$13,520.00 | \$13,384.80 | \$135.20 | 1.0% |
| ATM Expenses | \$879.65 | \$1,050.00 | -\$170.35 | (16.2)% |
| Bank Charges | \$106.00 | \$600.00 | -\$494.00 | (82.3)% |
| Merchant fees | \$3,973.94 | \$4,200.00 | -\$226.06 | (5.4)% |
| Computer Software & Support | \$1,735.51 | \$1,875.00 | -\$139.49 | (7.4)% |
| Computer Other Expenses | \$1,395.16 | \$117.22 | \$1,277.94 | 1,090.2% |
| Fees & Licences | \$578.77 | \$1,800.00 | -\$1,221.23 | (67.8)% |
| Freight & Cartage | \$536.21 | \$1,500.00 | -\$963.79 | (64.3)% |
| Legal Expenses | \$0.00 | \$1,650.00 | -\$1,650.00 | (100.0)% |
| Postage | \$168.30 | \$180.00 | -\$11.70 | (6.5)% |
| Printing, Stationery | \$826.81 | \$3,000.00 | -\$2,173.19 | (72.4)% |
| Professional fees | \$204.80 | \$1,360.77 | -\$1,155.97 | (84.9)% |
| Subscriptions - TV etc | \$9,178.87 | \$10,500.00 | -\$1,321.13 | (12.6)% |
| Subscriptions - Other | \$1,085.11 | \$900.00 | \$185.11 | 20.6% |
| Telephone & Internet | \$1,413.64 | \$1,650.00 | -\$236.36 | (14.3)% |
| Travel Expenses | \$1,626.24 | \$369.31 | \$1,256.93 | 340.3% |
| Total Administration Expenses | \$37,229.01 | \$44,137.10 | -\$6,908.09 | (15.7)% |
| Operational Expenses | | | | |
| Bar Expenses | \$594.14 | \$3,900.00 | -\$3,305.86 | (84.8)% |
| Beer Gas | \$1,356.50 | \$900.00 | \$456.50 | 50.7% |
| Cash Discrepancies | \$231.41 | \$750.00 | -\$518.59 | (69.1)% |
| Cleaning Products | \$1,046.61 | \$450.00 | \$596.61 | 132.6% |
| Cleaning Contracts | \$17,359.79 | \$16,250.00 | \$1,109.79 | 6.8% |
| Cleaning Other | \$779.11 | \$0.00 | \$779.11 | NA |
| Consumables | \$1,852.09 | \$1,500.00 | \$352.09 | 23.5% |
| Dining Room Supplies | \$1,992.92 | \$2,250.00 | -\$257.08 | (11.4)% |
| Donations | \$275.00 | \$0.00 | \$275.00 | NA |
| Gaming Expenses | \$7,455.64 | \$3,000.00 | \$4,455.64 | 148.5% |
| Kitchen Supplies/equipment | \$7,545.63 | \$7,500.00 | \$45.63 | 0.6% |
| Laundry | \$251.50 | \$230.10 | \$21.40 | 9.3% |
| Raffles | \$6,072.69 | \$7,890.00 | -\$1,817.31 | (23.0)% |
| Sanitary Costs | \$0.00 | \$500.00 | -\$500.00 | (100.0)% |
| Security Contracts | \$1,636.14 | \$1,650.00 | -\$13.86 | (0.8)% |
| Sundry Expense | \$850.61 | \$1,500.00 | -\$649.39 | (43.3)% |
| Wastage | \$2,255.11 | \$1,500.00 | \$755.11 | 50.3% |
| Total Operational Expenses | \$51,554.89 | \$49,770.10 | \$1,784.79 | 3.6% |

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| | Selected Period | Budgeted | \$ Difference | % Difference |
|--|---------------------|---------------------|--------------------|----------------|
| Advertising & Promotions | | | | |
| Advertising & Marketing | \$15,115.74 | \$9,000.00 | \$6,115.74 | 68.0% |
| Promotions - Members Prizes | \$2,400.00 | \$2,250.00 | \$150.00 | 6.7% |
| Promotions - Members Discount | \$22,791.17 | \$16,500.00 | \$6,291.17 | 38.1% |
| Promotions - Gaming | \$1,052.64 | \$1,650.00 | -\$597.36 | (36.2)% |
| Promotions - Food | \$327.27 | \$1,200.00 | -\$872.73 | (72.7)% |
| Promotions - Other | -\$1,344.43 | \$1,500.00 | -\$2,844.43 | (189.6)% |
| Promotions - Happy Hour | \$1,340.61 | \$1,500.00 | -\$159.39 | (10.6)% |
| Promotions - Specials | \$214.83 | \$300.00 | -\$85.17 | (28.4)% |
| Guest Entertainment | \$4,835.45 | \$6,300.00 | -\$1,464.55 | (23.2)% |
| Giveaways | -\$399.18 | \$0.00 | -\$399.18 | NA |
| Total Advertising & Promotions | \$46,334.10 | \$40,200.00 | \$6,134.10 | 15.3% |
| Occupancy Costs | | | | |
| Rent - Ovens Street | \$1,838.39 | \$0.00 | \$1,838.39 | NA |
| Rent - Patriotic Fund | \$126,363.64 | \$104,000.00 | \$22,363.64 | 21.5% |
| Electricity | \$22,014.13 | \$21,000.00 | \$1,014.13 | 4.8% |
| Gas | \$4,085.42 | \$4,500.00 | -\$414.58 | (9.2)% |
| Water Rates | \$1,622.66 | \$2,250.00 | -\$627.34 | (27.9)% |
| Waste Removal | \$2,500.00 | \$3,000.00 | -\$500.00 | (16.7)% |
| Insurance | \$9,835.08 | \$11,550.00 | -\$1,714.92 | (14.8)% |
| Rates & Taxes | \$753.66 | \$0.00 | \$753.66 | NA |
| Rep & Maint - Buildings | \$1,090.31 | \$4,500.00 | -\$3,409.69 | (75.8)% |
| Rep & Maint - Plant & equip | \$2,259.96 | \$4,500.00 | -\$2,240.04 | (49.8)% |
| Total Occupancy Costs | \$172,363.25 | \$155,300.00 | \$17,063.25 | 11.0% |
| Committee & Members Expenses | | | | |
| Loyalty Points Redemption | \$9,651.16 | \$14,100.00 | -\$4,448.84 | (31.6)% |
| Committee Members Expenses | \$0.00 | \$1,650.00 | -\$1,650.00 | (100.0)% |
| Members Expenses | \$731.87 | \$0.00 | \$731.87 | NA |
| President Shout | \$61.99 | \$0.00 | \$61.99 | NA |
| Total Committee & Members Expenses | \$10,445.02 | \$15,750.00 | -\$5,304.98 | (33.7)% |
| 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 | \$1,000.00 | \$5,500.00 | -\$4,500.00 | (81.8)% |
| Other W&C expenses | \$1,459.15 | \$1,145.69 | \$313.46 | 27.4% |
| Subsidised - Room Hire | \$0.00 | \$2,250.00 | -\$2,250.00 | (100.0)% |
| Scholarship Costs | \$2,045.43 | \$0.00 | \$2,045.43 | NA |
| Subsidised - Entertainment | \$705.00 | \$0.00 | \$705.00 | NA |
| Subsidised - Meals | \$18,573.00 | \$24,000.00 | -\$5,427.00 | (22.6)% |
| Subsidised - Room Hire | \$2,000.00 | \$0.00 | \$2,000.00 | NA |
| Welfare Wages | \$10,637.66 | \$0.00 | \$10,637.66 | NA |
| Total Welfare & Charitable Expenses | \$62,511.15 | \$34,095.69 | \$28,415.46 | 83.3% |
| Womens Auxillary Expenses | | | | |
| WAUX - Commemorative Events | \$26.37 | \$0.00 | \$26.37 | NA |
| WAUX - General Expenses | \$99.31 | \$0.00 | \$99.31 | NA |
| WAUX - Merchandise | \$255.92 | \$400.00 | -\$144.08 | (36.0)% |
| WAUX - Womens Council | \$136.36 | \$0.00 | \$136.36 | NA |
| WAUX - Events | \$700.00 | \$0.00 | \$700.00 | NA |
| Total Womens Auxillary Expenses | \$1,217.96 | \$400.00 | \$817.96 | 204.5% |
| Employment Expenses | | | | |

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January 2022 To March 2022

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| | Selected Period | Budgeted | \$ Difference | % Difference |
|----------------------------------|---------------------|---------------------|---------------------|-----------------|
| FOH Wages | \$168,807.94 | \$154,800.00 | \$14,007.94 | 9.0% |
| BOH Wages | \$99,718.37 | \$115,600.00 | -\$15,881.63 | (13.7)% |
| Admin Wages | \$11,357.85 | \$8,400.00 | \$2,957.85 | 35.2% |
| Management Wages | \$41,360.64 | \$46,500.00 | -\$5,139.36 | (11.1)% |
| JobKeeper Top Up | \$0.00 | \$9,600.00 | -\$9,600.00 | (100.0)% |
| Superannuation | \$31,791.99 | \$32,530.00 | -\$738.01 | (2.3)% |
| Provision - Annual Leave | \$5,802.17 | \$7,500.00 | -\$1,697.83 | (22.6)% |
| Provision - Long Service Leave | \$1,875.77 | \$1,500.00 | \$375.77 | 25.1% |
| Workcover | \$7,212.61 | \$7,658.64 | -\$446.03 | (5.8)% |
| Payroll Tax | \$2,277.63 | \$2,373.25 | -\$95.62 | (4.0)% |
| Staff Amenities | \$1,167.71 | \$360.00 | \$807.71 | 224.4% |
| Staff Training | \$1,410.00 | \$3,000.00 | -\$1,590.00 | (53.0)% |
| Staff Uniforms | \$879.83 | \$881.70 | -\$1.87 | (0.2)% |
| Staff Discount | \$4,012.72 | \$2,490.00 | \$1,522.72 | 61.2% |
| Total Employment Expenses | \$377,675.23 | \$393,193.59 | -\$15,518.36 | (3.9)% |
| Total Expenses | \$759,330.61 | \$732,846.48 | \$26,484.13 | 3.6% |
| Operating Profit | -\$6,274.48 | \$47,979.78 | -\$54,254.26 | (113.1)% |
| Other Income | | | | |
| Interest Received | \$5.67 | \$15.90 | -\$10.23 | (64.3)% |
| Total Other Income | \$5.67 | \$15.90 | -\$10.23 | (64.3)% |
| Other Expenses | | | | |
| Amortisation - Gaming Entitlem | \$29,181.39 | \$29,505.63 | -\$324.24 | (1.1)% |
| Sinking Fund EGM | \$0.00 | \$24,000.00 | -\$24,000.00 | (100.0)% |
| Interest paid | \$440.52 | \$1.74 | \$438.78 | 25,217.2% |
| Total Other Expenses | \$29,621.91 | \$53,507.37 | -\$23,885.46 | (44.6)% |
| Net Profit/(Loss) | -\$35,890.72 | -\$5,511.69 | -\$30,379.03 | (551.2)% |