

Profit & Loss [With Last Year]

February 2022

ABN: 61 412 912 811

	This Year	% of Sales	Last Year	LY % of Sales
Sales Revenue				
Bar Sales				
Beverage Sales	\$98,342.94	26.5%	\$72,467.22	22.1%
Total Bar Sales	\$98,342.94	26.5%	\$72,467.22	22.1%
Food Sales				
Food Sales	\$96,406.85	26.0%	\$70,404.94	21.4%
Food Sales - Subsidised	\$5,765.00	1.6%	\$4,470.00	1.4%
Total Food Sales	\$102,171.85	27.6%	\$74,874.94	22.8%
Gaming Machine Revenue				
Gaming Revenue	\$150,075.24	40.5%	\$140,177.50	42.7%
Total Gaming Machine Revenue	\$150,075.24	40.5%	\$140,177.50	42.7%
Keno Commission				
Keno Commission	\$941.18	0.3%	\$632.93	0.2%
Total Keno Commission	\$941.18	0.3%	\$632.93	0.2%
TAB Commission				
TAB Commission	\$893.83	0.2%	\$1,458.97	0.4%
Total TAB Commission	\$893.83	0.2%	\$1,458.97	0.4%
Membership Income				
Membership Income	\$9,640.89	2.6%	\$4,890.89	1.5%
Total Membership Income	\$9,640.89	2.6%	\$4,890.89	1.5%
Raffle Income				
Raffle Income	\$5,083.00	1.4%	\$5,902.00	1.8%
Total Raffle Income	\$5,083.00	1.4%	\$5,902.00	1.8%
Room Hire				
Room Hire & Catering	\$181.82	0.0%	\$0.00	0.0%
Room Hire & Catering - Subsidy	\$1,000.00	0.3%	\$0.00	0.0%
Total Room Hire	\$1,181.82	0.3%	\$0.00	0.0%
Other revenue				
ATM Rebate	\$1,134.54	0.3%	\$1,356.37	0.4%
Donations Received	\$0.00	0.0%	\$4,890.91	1.5%
Entertainment Subsidised	\$240.00	0.1%	\$0.00	0.0%
Other Income Received	\$536.40	0.1%	\$0.00	0.0%
JobKeeper Wage Subsidy	\$0.00	0.0%	\$21,000.00	6.4%
Total Other revenue	\$1,910.94	0.5%	\$27,247.28	8.3%
Womens Auxillary Income				
WAUX - Wakes	\$0.00	0.0%	\$240.00	0.1%
WAUX - Donations	\$0.00	0.0%	\$45.00	0.0%
WAUX - Interest Received	\$0.11	0.0%	\$0.00	0.0%
WAUX - Memberships	\$0.00	0.0%	\$5.00	0.0%
WAUX - Merchandise	\$283.27	0.1%	\$658.18	0.2%
Total Womens Auxillary Income	\$283.38	0.1%	\$948.18	0.3%
Total Sales Revenue	\$370,525.07	100.0%	\$328,599.91	100.0%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$30,766.91	8.3%	\$24,369.56	7.4%
Total Cost of Sales - Beverage	\$30,766.91	8.3%	\$24,369.56	7.4%
Cost of Sales - Food				
Food Cost of Sales	\$37,559.96	10.1%	\$25,382.28	7.7%
Total Cost of Sales - Food	\$37,559.96	10.1%	\$25,382.28	7.7%

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Cost of Sales - Gaming				
GSP Contract Cost	\$40,936.00	11.0%	\$29,488.76	9.0%
Loyalty EGM Integration Connec	\$700.00	0.2%	\$437.00	0.1%
State Gaming Tax	\$14,857.95	4.0%	\$9,758.12	3.0%
Monitoring Costs	\$0.00	0.0%	\$2,409.42	0.7%
VCGLR Supervision Charge	\$600.00	0.2%	\$600.00	0.2%
Total Cost of Sales - Gaming	\$57,093.95	15.4%	\$42,693.30	13.0%
Keno Cost of Sales				
Keno Fees	\$226.17	0.1%	\$237.49	0.1%
Total Keno Cost of Sales	\$226.17	0.1%	\$237.49	0.1%
TAB Cost of Sales				
TAB Fees	\$659.09	0.2%	\$300.00	0.1%
Total TAB Cost of Sales	\$659.09	0.2%	\$300.00	0.1%
Total Cost Of Sales	\$126,306.08	34.1%	\$92,982.63	28.3%
Gross Profit	\$244,218.99	65.9%	\$235,617.28	71.7%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$4,160.00	1.1%	\$4,000.00	1.2%
ATM Expenses	\$652.74	0.2%	\$333.09	0.1%
Merchant fees	\$1,197.54	0.3%	\$960.33	0.3%
Computer Software & Support	\$711.08	0.2%	\$454.47	0.1%
Computer Other Expenses	\$436.67	0.1%	\$44.41	0.0%
Fees & Licences	\$300.62	0.1%	\$367.34	0.1%
Freight & Cartage	\$132.39	0.0%	\$211.94	0.1%
Postage	\$22.73	0.0%	\$0.96	0.0%
Printing, Stationery	\$199.59	0.1%	\$459.83	0.1%
Professional fees	\$64.52	0.0%	\$77.09	0.0%
Subscriptions - TV etc	\$3,461.51	0.9%	\$2,232.84	0.7%
Subscriptions - Other	\$345.51	0.1%	\$160.10	0.0%
Telephone & Internet	\$461.30	0.1%	\$530.43	0.2%
Travel Expenses	\$1,218.87	0.3%	\$128.42	0.0%
Total Administration Expenses	\$13,365.07	3.6%	\$9,961.25	3.0%
Operational Expenses				
Bar Expenses	\$140.05	0.0%	\$1,055.67	0.3%
Beer Gas	\$551.68	0.1%	\$105.95	0.0%
Cash Discrepancies	\$28.10	0.0%	\$439.59	0.1%
Cleaning Products	\$344.91	0.1%	\$100.75	0.0%
Cleaning Contracts	\$5,340.00	1.4%	\$3,220.00	1.0%
Cleaning Other	\$468.93	0.1%	\$0.00	0.0%
Consumables	\$564.88	0.2%	\$215.41	0.1%
Dining Room Supplies	\$736.25	0.2%	\$347.49	0.1%
Gaming Expenses	\$11,461.05	3.1%	\$40.00	0.0%
Kitchen Supplies/equipment	\$2,678.47	0.7%	\$1,952.59	0.6%
Laundry	\$21.50	0.0%	\$0.00	0.0%
Raffles	\$1,814.55	0.5%	\$1,545.73	0.5%
Security Contracts	\$700.12	0.2%	\$346.47	0.1%
Sundry Expense	\$63.63	0.0%	\$158.00	0.0%
Wastage	\$1,022.04	0.3%	\$0.00	0.0%
Total Operational Expenses	\$25,936.16	7.0%	\$9,527.65	2.9%

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Advertising & Promotions				
Advertising & Marketing	\$5,366.67	1.4%	\$632.91	0.2%
Promotions - Members Prizes	\$0.00	0.0%	\$470.45	0.1%
Promotions - Members Discount	\$7,287.65	2.0%	\$4,320.43	1.3%
Promotions - Gaming	\$324.00	0.1%	\$149.00	0.0%
Promotions - Other	-\$888.12	(0.2)%	\$61.64	0.0%
Promotions - Happy Hour	\$437.01	0.1%	\$151.41	0.0%
Promotions - Specials	\$48.51	0.0%	\$35.23	0.0%
Guest Entertainment	\$1,545.45	0.4%	\$2,413.64	0.7%
Giveaways	-\$0.75	0.0%	\$421.01	0.1%
Total Advertising & Promotions	\$14,120.42	3.8%	\$8,655.72	2.6%
Occupancy Costs				
Rent - Ovens Street	\$1,838.39	0.5%	\$0.00	0.0%
Rent - Patriotic Fund	\$40,000.00	10.8%	\$18,181.80	5.5%
Electricity	\$7,683.51	2.1%	\$5,910.65	1.8%
Gas	\$1,150.00	0.3%	\$752.77	0.2%
Water Rates	\$417.95	0.1%	\$349.76	0.1%
Waste Removal	\$1,078.00	0.3%	\$839.00	0.3%
Insurance	\$3,278.36	0.9%	\$3,272.19	1.0%
Rates & Taxes	\$251.22	0.1%	\$0.00	0.0%
Rep & Maint - Buildings	\$86.36	0.0%	\$1,125.52	0.3%
Rep & Maint - Plant & equip	\$362.21	0.1%	\$1,663.41	0.5%
Total Occupancy Costs	\$56,146.00	15.2%	\$32,095.10	9.8%
Committee & Members Expenses				
Loyalty Points Redemption	\$7,048.56	1.9%	\$5,786.95	1.8%
Conference/Seminar costs	\$0.00	0.0%	\$161.24	0.0%
Members Expenses	\$310.96	0.1%	\$0.00	0.0%
President Shout	\$33.70	0.0%	\$0.00	0.0%
Total Committee & Members Expenses	\$7,393.22	2.0%	\$5,948.19	1.8%
Welfare & Charitable Expenses				
Donations/Community outreach	\$0.00	0.0%	\$40.91	0.0%
Other W&C expenses	\$163.65	0.0%	\$0.00	0.0%
Scholarship Costs	\$454.54	0.1%	\$454.54	0.1%
Subsidised - Entertainment	\$240.00	0.1%	\$0.00	0.0%
Subsidised - Meals	\$5,765.00	1.6%	\$4,470.00	1.4%
Subsidised - Room Hire	\$1,000.00	0.3%	\$0.00	0.0%
Welfare Wages	\$3,407.73	0.9%	\$3,194.92	1.0%
Total Welfare & Charitable Expenses	\$11,030.92	3.0%	\$8,160.37	2.5%
Womens Auxillary Expenses				
WAUX - Merchandise	\$129.16	0.0%	\$272.27	0.1%
WAUX - Wakes	\$0.00	0.0%	\$37.50	0.0%
WAUX - Events	\$700.00	0.2%	\$0.00	0.0%
Total Womens Auxillary Expenses	\$829.16	0.2%	\$309.77	0.1%
Employment Expenses				
FOH Wages	\$52,488.92	14.2%	\$43,563.28	13.3%
BOH Wages	\$29,427.44	7.9%	\$25,511.01	7.8%
Admin Wages	\$3,243.32	0.9%	\$1,090.66	0.3%
Management Wages	\$12,396.92	3.3%	\$11,748.54	3.6%
JobKeeper Top Up	\$0.00	0.0%	\$401.61	0.1%
Superannuation	\$9,663.11	2.6%	\$7,396.91	2.3%
Provision - Annual Leave	-\$2,257.59	(0.6)%	\$1,637.11	0.5%

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Provision - Long Service Leave	\$2,126.34	0.6%	\$358.39	0.1%
Workcover	\$2,201.11	0.6%	\$1,761.49	0.5%
Payroll Tax	\$635.33	0.2%	\$464.86	0.1%
Staff Amenities	\$750.38	0.2%	\$45.97	0.0%
Staff Uniforms	\$612.61	0.2%	\$656.17	0.2%
Staff Discount	\$1,409.87	0.4%	\$510.36	0.2%
Other Employment Expenses	\$0.00	0.0%	\$93.05	0.0%
Total Employment Expenses	\$112,697.76	30.4%	\$95,239.41	29.0%
Total Expenses	\$241,518.71	65.2%	\$169,897.46	51.7%
Operating Profit	\$2,700.28	0.7%	\$65,719.82	20.0%
Other Income				
Interest Received	\$1.06	0.0%	\$4.70	0.0%
Total Other Income	\$1.06	0.0%	\$4.70	0.0%
Other Expenses				
Amortisation - Gaming Entitlem	\$9,078.66	2.5%	\$9,078.66	2.8%
Interest paid	\$146.16	0.0%	\$245.13	0.1%
Total Other Expenses	\$9,224.82	2.5%	\$9,323.79	2.8%
Net Profit/(Loss)	-\$6,523.48	(1.8)%	\$56,400.73	17.2%

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