

Profit & Loss [With Last Year]

January 2022

ABN: 61 412 912 811

	This Year	% of Sales	Last Year	LY % of Sales
Sales Revenue				
Bar Sales				
Beverage Sales	\$95,733.05	24.7%	\$91,341.81	23.4%
Total Bar Sales	\$95,733.05	24.7%	\$91,341.81	23.4%
Food Sales				
Food Sales	\$112,953.17	29.1%	\$98,694.02	25.3%
Food Sales - Subsidised	\$5,450.00	1.4%	\$4,845.00	1.2%
Total Food Sales	\$118,403.17	30.5%	\$103,539.02	26.6%
Gaming Machine Revenue				
Gaming Revenue	\$163,415.65	42.1%	\$159,744.92	41.0%
Total Gaming Machine Revenue	\$163,415.65	42.1%	\$159,744.92	41.0%
Keno Commission				
Keno Commission	\$1,426.81	0.4%	\$1,263.90	0.3%
Total Keno Commission	\$1,426.81	0.4%	\$1,263.90	0.3%
TAB Commission				
TAB Commission	\$389.67	0.1%	\$1,306.77	0.3%
Total TAB Commission	\$389.67	0.1%	\$1,306.77	0.3%
Membership Income				
Membership Income	\$2,654.54	0.7%	\$3,609.09	0.9%
Total Membership Income	\$2,654.54	0.7%	\$3,609.09	0.9%
Raffle Income				
Raffle Income	\$4,130.00	1.1%	\$4,599.00	1.2%
Total Raffle Income	\$4,130.00	1.1%	\$4,599.00	1.2%
Other revenue				
ATM Rebate	\$1,650.91	0.4%	\$1,665.44	0.4%
Entertainment Subsidised	\$202.50	0.1%	\$0.00	0.0%
JobKeeper Wage Subsidy	\$0.00	0.0%	\$22,000.00	5.6%
Total Other revenue	\$1,853.41	0.5%	\$23,665.44	6.1%
Womens Auxillary Income				
WAUX - Wakes	\$0.00	0.0%	\$363.64	0.1%
WAUX - Memberships	\$0.00	0.0%	\$1.00	0.0%
WAUX - Merchandise	\$310.00	0.1%	\$218.18	0.1%
Total Womens Auxillary Income	\$310.00	0.1%	\$582.82	0.1%
Total Sales Revenue	\$388,316.30	100.0%	\$389,652.77	100.0%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$36,352.50	9.4%	\$31,357.58	8.0%
Total Cost of Sales - Beverage	\$36,352.50	9.4%	\$31,357.58	8.0%
Cost of Sales - Food				
Food Cost of Sales	\$45,845.64	11.8%	\$30,005.69	7.7%
Total Cost of Sales - Food	\$45,845.64	11.8%	\$30,005.69	7.7%
Cost of Sales - Gaming				
GSP Contract Cost	\$31,372.00	8.1%	\$39,745.72	10.2%
Loyalty EGM Integration Connec	\$775.00	0.2%	\$589.00	0.2%
State Gaming Tax	\$21,706.51	5.6%	\$19,809.94	5.1%
Monitoring Costs	\$6,268.80	1.6%	\$2,315.16	0.6%
VCGLR Supervision Charge	\$600.00	0.2%	\$600.00	0.2%
Total Cost of Sales - Gaming	\$60,722.31	15.6%	\$63,059.82	16.2%
Keno Cost of Sales				

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Keno Fees	\$0.00	0.0%	\$110.26	0.0%
Total Keno Cost of Sales	\$0.00	0.0%	\$110.26	0.0%
TAB Cost of Sales				
TAB Fees	\$400.00	0.1%	\$450.00	0.1%
Total TAB Cost of Sales	\$400.00	0.1%	\$450.00	0.1%
Total Cost Of Sales	\$143,320.45	36.9%	\$124,983.35	32.1%
Gross Profit	\$244,995.85	63.1%	\$264,669.42	67.9%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$5,200.00	1.3%	\$5,000.00	1.3%
ATM Expenses	\$0.00	0.0%	\$385.46	0.1%
Bank Charges	\$106.00	0.0%	\$0.00	0.0%
Merchant fees	\$1,262.41	0.3%	\$1,097.50	0.3%
Computer Software & Support	\$413.32	0.1%	\$277.92	0.1%
Computer Other Expenses	\$65.32	0.0%	\$0.00	0.0%
Fees & Licences	\$80.93	0.0%	\$252.73	0.1%
Freight & Cartage	\$72.45	0.0%	\$470.27	0.1%
Legal Expenses	\$0.00	0.0%	\$3,865.55	1.0%
Postage	\$8.72	0.0%	\$7.68	0.0%
Printing, Stationery	\$333.54	0.1%	\$515.68	0.1%
Professional fees	\$81.64	0.0%	\$321.89	0.1%
Subscriptions - TV etc	\$2,255.85	0.6%	\$1,220.84	0.3%
Subscriptions - Other	\$181.70	0.0%	\$154.85	0.0%
Telephone & Internet	\$515.11	0.1%	\$530.21	0.1%
Travel Expenses	\$88.21	0.0%	\$4.00	0.0%
Total Administration Expenses	\$10,665.20	2.7%	\$14,104.58	3.6%
Operational Expenses				
Bar Expenses	\$171.00	0.0%	\$1,463.70	0.4%
Beer Gas	\$459.14	0.1%	\$105.95	0.0%
Cash Discrepancies	\$107.91	0.0%	-\$18.92	0.0%
Cleaning Products	\$210.19	0.1%	\$511.04	0.1%
Cleaning Contracts	\$7,219.79	1.9%	\$1,400.00	0.4%
Consumables	\$238.87	0.1%	\$371.50	0.1%
Dining Room Supplies	\$541.34	0.1%	\$788.96	0.2%
Gaming Expenses	\$569.18	0.1%	\$40.00	0.0%
Kitchen Supplies/equipment	\$2,795.68	0.7%	\$1,870.77	0.5%
Laundry	\$230.00	0.1%	\$0.00	0.0%
Raffles	\$1,640.37	0.4%	\$1,113.95	0.3%
Security Contracts	\$468.01	0.1%	\$346.47	0.1%
Sundry Expense	\$733.34	0.2%	\$89.04	0.0%
Wastage	\$1,007.20	0.3%	\$8.04	0.0%
Total Operational Expenses	\$16,392.02	4.2%	\$8,090.50	2.1%
Advertising & Promotions				
Advertising & Marketing	\$3,155.83	0.8%	\$1,127.65	0.3%
Promotions - Members Prizes	\$2,400.00	0.6%	\$0.00	0.0%
Promotions - Members Discount	\$6,194.90	1.6%	\$5,299.12	1.4%
Promotions - Gaming	\$249.00	0.1%	\$0.00	0.0%
Promotions - Food	\$327.27	0.1%	\$0.00	0.0%
Promotions - Other	-\$24.14	0.0%	\$86.36	0.0%

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Promotions - Happy Hour	\$339.38	0.1%	\$0.00	0.0%
Promotions - Specials	\$47.02	0.0%	\$51.09	0.0%
Guest Entertainment	\$2,290.00	0.6%	\$3,650.00	0.9%
Giveaways	-\$410.77	(0.1)%	\$648.65	0.2%
Total Advertising & Promotions	\$14,568.49	3.8%	\$10,862.87	2.8%
Occupancy Costs				
Rent - Patriotic Fund	\$36,363.64	9.4%	\$19,081.74	4.9%
Electricity	\$8,607.03	2.2%	\$6,699.13	1.7%
Gas	\$1,439.29	0.4%	\$865.64	0.2%
Water Rates	\$417.95	0.1%	\$349.76	0.1%
Waste Removal	\$1,422.00	0.4%	\$1,796.46	0.5%
Insurance	\$3,278.36	0.8%	\$3,272.19	0.8%
Rates & Taxes	\$251.22	0.1%	\$0.00	0.0%
Rep & Maint - Buildings	\$458.50	0.1%	\$172.36	0.0%
Rep & Maint - Plant & equip	\$13.63	0.0%	\$764.66	0.2%
Total Occupancy Costs	\$52,251.62	13.5%	\$33,001.94	8.5%
Committee & Members Expenses				
Loyalty Points Redemption	\$1,738.91	0.4%	\$1,839.91	0.5%
Members Expenses	\$420.91	0.1%	\$40.91	0.0%
President Shout	\$6.55	0.0%	\$0.00	0.0%
Total Committee & Members Expenses	\$2,166.37	0.6%	\$1,880.82	0.5%
Welfare & Charitable Expenses				
VCGLR Gaming Donations	\$0.00	0.0%	\$18,000.00	4.6%
Donations/Community outreach	\$1,000.00	0.3%	\$0.00	0.0%
Other W&C expenses	\$1,022.75	0.3%	\$0.00	0.0%
Scholarship Costs	\$1,590.89	0.4%	\$0.00	0.0%
Subsidised - Entertainment	\$202.50	0.1%	\$0.00	0.0%
Subsidised - Meals	\$5,450.00	1.4%	\$4,845.00	1.2%
Welfare Wages	\$3,815.46	1.0%	\$3,571.23	0.9%
Total Welfare & Charitable Expenses	\$13,081.60	3.4%	\$26,416.23	6.8%
Womens Auxillary Expenses				
WAUX - Donation (Main)	\$0.00	0.0%	\$207.20	0.1%
WAUX - General Expenses	\$99.31	0.0%	\$0.00	0.0%
WAUX - Wakes	\$0.00	0.0%	\$138.06	0.0%
Total Womens Auxillary Expenses	\$99.31	0.0%	\$345.26	0.1%
Employment Expenses				
FOH Wages	\$60,587.04	15.6%	\$42,571.69	10.9%
BOH Wages	\$36,132.41	9.3%	\$40,854.96	10.5%
Admin Wages	\$4,232.09	1.1%	\$804.30	0.2%
Management Wages	\$14,294.49	3.7%	\$11,768.34	3.0%
JobKeeper Top Up	\$0.00	0.0%	\$5.70	0.0%
Superannuation	\$12,200.45	3.1%	\$9,629.70	2.5%
Provision - Annual Leave	\$3,020.77	0.8%	\$3,719.68	1.0%
Provision - Long Service Leave	\$98.03	0.0%	\$628.98	0.2%
Workcover	\$2,813.22	0.7%	\$2,312.82	0.6%
Payroll Tax	\$1,008.70	0.3%	\$815.92	0.2%
Staff Amenities	\$236.66	0.1%	\$97.98	0.0%
Staff Uniforms	\$133.61	0.0%	\$68.18	0.0%
Staff Discount	\$1,387.35	0.4%	\$570.79	0.1%
Other Employment Expenses	\$0.00	0.0%	\$159.54	0.0%
Total Employment Expenses	\$136,144.82	35.1%	\$114,008.58	29.3%

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	This Year	% of Sales	Last Year	LY % of Sales
Total Expenses	\$245,369.43	63.2%	\$208,710.78	53.6%
Operating Profit	-\$373.58	(0.1)%	\$55,958.64	14.4%
Other Income				
Interest Received	\$4.61	0.0%	\$4.62	0.0%
Total Other Income	\$4.61	0.0%	\$4.62	0.0%
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.37	2.6%	\$10,051.37	2.6%
Interest paid	\$149.57	0.0%	\$176.16	0.0%
Total Other Expenses	\$10,200.94	2.6%	\$10,227.53	2.6%
Net Profit/(Loss)	-\$10,569.91	(2.7)%	\$45,735.73	11.7%

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