
Wangaratta RSL

Monthly Management Report

December 2021

Prepared by:



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14/01/2022

Wangaratta RSL Sub-Branch
2-4 Templeton Street
Wangaratta
VIC, 3677

Dear Board Members,

RE: Wangaratta RSL Financial Results – December 2021

Please find below a summary of the RSL's financial results for December 2021 as well as some commentary in relation to the financials.

Financial Results December 2021:

The financial reports for the period have been prepared on a calendar month basis from the 1st December to the 31st December 2021.

During December the venue was closed from December 25th to the 28th. The KPI section of the report has been adjusted to reflect the 27 days of trade during December.

During December the venue recorded a \$22k profit. The profit can be attributed to increases for Gaming, Beverage and Food revenue recorded for December. The venue has also kept its expenses at a similar level compared to November reflecting the consistent and productive expense control in place at the venue.

The Beverage Gross Profit Margin for December is 66%, this figure exceeds the YTD average of 65%. The Food Gross Profit Margin for December is 61%, this figure exceeds the YTD average of 58%.

The Wage to Revenue ratio is trending at 26%, this figure remains the same as the YTD average. From an industry perspective, this is considered to be within a healthy range.

Annual Leave expense is in credit in December as annual leave balance payable by the Club has been reduced by a greater amount than the annual leave liability that has been incurred over the period. This is partly attributable to a full-time employee who has resigned from the venue, along with two full time staff who have been partially paid out their leave entitlements.

Please note, OTH are currently working with venue management to finalise the FY21 accounts in preparation for the tax accountants and auditors. OTH will continue to assist all parties over the coming months in finalising the FY21 accounts.

The Balance Sheet of the RSL reflects the latest known financial position as at the end of December 2021. I can confirm that the RSL is also up to date with the tax office and all statutory payments and lodgements.

Kind Regards,



Freddie Deegan

Director – On Tap Hospitality

Profit & Loss [Multi-Period]

October 2021 To December 2021

ABN: 61 412 912 811

	October	November	December	Total
Sales Revenue				
Bar Sales				
Beverage Sales	\$50,689.24	\$97,594.94	\$110,350.63	\$258,634.81
Total Bar Sales	\$50,689.24	\$97,594.94	\$110,350.63	\$258,634.81
Food Sales				
Food Sales	\$39,436.36	\$98,419.31	\$111,852.95	\$249,708.62
Food Sales - Subsidised	\$2,655.00	\$5,920.00	\$6,310.00	\$14,885.00
Total Food Sales	\$42,091.36	\$104,339.31	\$118,162.95	\$264,593.62
Gaming Machine Revenue				
Gaming Revenue	\$101,376.93	\$152,429.02	\$203,723.18	\$457,529.13
Total Gaming Machine Revenue	\$101,376.93	\$152,429.02	\$203,723.18	\$457,529.13
Keno Commission				
Keno Commission	\$304.39	\$734.40	\$898.05	\$1,936.84
Total Keno Commission	\$304.39	\$734.40	\$898.05	\$1,936.84
TAB Commission				
TAB Commission	-\$44.97	\$0.00	\$0.00	-\$44.97
Total TAB Commission	-\$44.97	\$0.00	\$0.00	-\$44.97
Membership Income				
Membership Income	\$554.53	\$7,259.11	\$4,572.71	\$12,386.35
Total Membership Income	\$554.53	\$7,259.11	\$4,572.71	\$12,386.35
Raffle Income				
Raffle Income	\$400.00	\$4,036.00	\$9,054.00	\$13,490.00
Total Raffle Income	\$400.00	\$4,036.00	\$9,054.00	\$13,490.00
Room Hire				
Room Hire & Catering	\$0.00	\$0.00	\$272.73	\$272.73
Room Hire & Catering - Subsidy	\$400.00	\$2,500.00	\$0.00	\$2,900.00
Total Room Hire	\$400.00	\$2,500.00	\$272.73	\$3,172.73
Other revenue				
ATM Rebate	\$1,305.49	\$1,798.17	\$1,612.73	\$4,716.39
Donations Received	\$0.00	\$0.00	\$5,000.00	\$5,000.00
Entertainment Subsidised	\$90.00	\$172.50	\$252.50	\$515.00
Licensed Hospitality Venue Fund Grant	\$80,000.00	\$14,000.00	\$0.00	\$94,000.00
Sundry Income	\$0.00	\$97.23	\$0.00	\$97.23
Other Income Received	\$400.00	\$27.28	\$20.00	\$447.28
Total Other revenue	\$81,795.49	\$16,095.18	\$6,885.23	\$104,775.90
Womens Auxillary Income				
WAUX - Interest Received	\$19.21	\$0.07	\$0.02	\$19.30
WAUX - Raffles	\$0.00	\$1,272.73	\$2,427.27	\$3,700.00
WAUX - Memberships	\$0.00	\$17.00	\$0.00	\$17.00
WAUX - Merchandise	\$117.27	\$550.00	\$371.82	\$1,039.09
Total Womens Auxillary Income	\$136.48	\$1,839.80	\$2,799.11	\$4,775.39
Total Sales Revenue	\$277,703.45	\$386,827.76	\$456,718.59	\$1,121,249.80
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$15,501.83	\$34,705.98	\$37,543.34	\$87,751.15
Total Cost of Sales - Beverage	\$15,501.83	\$34,705.98	\$37,543.34	\$87,751.15
Cost of Sales - Food				
Food Cost of Sales	\$15,451.13	\$43,723.76	\$43,665.43	\$102,840.32

Profit & Loss [Multi-Period]

October 2021 To December 2021

ABN: 61 412 912 811

	October	November	December	Total
Total Cost of Sales - Food	\$15,451.13	\$43,723.76	\$43,665.43	\$102,840.32
Cost of Sales - Gaming				
GSP Contract Cost	\$13,991.98	\$37,191.60	\$52,297.00	\$103,480.58
Loyalty EGM Integration Connec	\$852.50	\$672.50	\$775.00	\$2,300.00
State Gaming Tax	\$0.00	\$15,965.73	\$42,401.55	\$58,367.28
Monitoring Costs	\$2,644.30	\$3,134.40	\$3,134.40	\$8,913.10
VCGLR Supervision Charge	\$600.00	\$600.00	\$600.00	\$1,800.00
Total Cost of Sales - Gaming	\$18,088.78	\$57,564.23	\$99,207.95	\$174,860.96
TAB Cost of Sales				
TAB Fees	-\$200.00	-\$112.58	-\$95.00	-\$407.58
Total TAB Cost of Sales	-\$200.00	-\$112.58	-\$95.00	-\$407.58
Total Cost Of Sales	\$48,841.74	\$135,881.39	\$180,321.72	\$365,044.85
Gross Profit	\$228,861.71	\$250,946.37	\$276,396.87	\$756,204.95
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$5,200.00	\$4,160.00	\$4,160.00	\$13,520.00
ATM Expenses	\$129.46	\$261.09	\$359.64	\$750.19
Bank Charges	\$36.02	-\$82.39	\$8.06	-\$38.31
Merchant fees	\$467.98	\$1,246.39	\$1,217.91	\$2,932.28
Computer Software & Support	\$542.27	\$189.94	\$565.04	\$1,297.25
Computer Other Expenses	\$38.09	\$67.27	\$97.96	\$203.32
Fees & Licences	\$18.75	\$1,938.85	\$18.75	\$1,976.35
Freight & Cartage	\$157.58	\$158.17	\$274.90	\$590.65
Postage	\$0.00	\$0.99	\$7.93	\$8.92
Printing, Stationery	\$323.17	\$492.80	\$409.19	\$1,225.16
Professional fees	\$49.19	\$50.13	\$72.29	\$171.61
Subscriptions - TV etc	\$0.00	\$0.00	\$1,092.40	\$1,092.40
Subscriptions - Other	\$181.40	\$187.30	\$198.15	\$566.85
Telephone & Internet	\$460.81	\$460.26	\$461.47	\$1,382.54
Travel Expenses	\$4.00	\$4.00	\$199.89	\$207.89
Total Administration Expenses	\$7,608.72	\$9,134.80	\$9,143.58	\$25,887.10
Operational Expenses				
Bar Expenses	\$92.12	\$454.29	\$194.62	\$741.03
Beer Gas	\$70.62	\$163.17	\$255.82	\$489.61
Cash Discrepancies	\$5.63	\$81.98	-\$72.24	\$15.37
Cleaning Products	\$113.40	\$145.96	\$358.52	\$617.88
Cleaning Contracts	\$980.00	\$5,240.00	\$5,000.00	\$11,220.00
Cleaning Other	\$0.00	\$231.10	\$0.00	\$231.10
Consumables	\$435.15	\$683.60	\$953.31	\$2,072.06
Dining Room Supplies	\$109.90	\$591.14	\$621.91	\$1,322.95
Gaming Expenses	\$731.25	\$140.15	\$5,055.06	\$5,926.46
Kitchen Supplies/equipment	\$391.16	\$2,048.27	\$1,906.18	\$4,345.61
Laundry	\$0.00	\$195.00	\$0.00	\$195.00
Raffles	\$455.00	\$4,092.34	\$1,568.43	\$6,115.77
Security Contracts	\$757.94	\$468.01	\$468.01	\$1,693.96
Sundry Expense	\$0.00	\$0.00	\$247.95	\$247.95
Wastage	\$890.57	\$704.51	\$1,235.21	\$2,830.29
Total Operational Expenses	\$5,032.74	\$15,239.52	\$17,792.78	\$38,065.04
Advertising & Promotions				

Profit & Loss [Multi-Period]

October 2021 To December 2021

ABN: 61 412 912 811

	October	November	December	Total
Advertising & Marketing	\$950.95	\$1,457.09	\$2,068.44	\$4,476.48
Promotions - Members Prizes	\$0.00	\$5,454.55	\$0.00	\$5,454.55
Promotions - Members Discount	\$2,592.67	\$5,121.74	\$5,121.74	\$12,836.15
Promotions - Gaming	\$104.00	\$362.64	\$357.00	\$823.64
Promotions - Food	\$183.17	\$0.00	\$0.00	\$183.17
Promotions - Other	\$100.00	-\$21.82	\$21.82	\$100.00
Promotions - Happy Hour	\$94.91	\$180.64	\$180.64	\$456.19
Promotions - Specials	\$31.50	\$43.77	\$43.77	\$119.04
Guest Entertainment	\$0.00	\$2,513.64	\$3,500.00	\$6,013.64
Giveaways	\$203.65	\$1,825.36	\$2,507.99	\$4,537.00
Total Advertising & Promotions	\$4,260.85	\$16,937.61	\$13,801.40	\$34,999.86
Occupancy Costs				
Rent - Ovens Street	\$0.00	\$12,165.58	\$0.00	\$12,165.58
Rent - Patriotic Fund	\$19,222.56	\$43,636.38	\$45,454.55	\$108,313.49
Electricity	\$4,539.01	\$5,270.07	\$6,736.79	\$16,545.87
Gas	\$701.67	\$1,248.76	\$975.22	\$2,925.65
Water Rates	\$364.03	\$364.03	\$579.72	\$1,307.78
Waste Removal	\$788.00	\$1,368.00	\$1,672.91	\$3,828.91
Insurance	\$3,278.36	\$3,278.36	\$3,278.36	\$9,835.08
Rates & Taxes	\$251.22	\$251.22	\$251.22	\$753.66
Rep & Maint - Buildings	\$17.22	\$1,749.85	\$1,237.18	\$3,004.25
Rep & Maint - Plant & equip	\$603.48	\$1,074.18	\$4,052.78	\$5,730.44
Total Occupancy Costs	\$29,765.55	\$70,406.43	\$64,238.73	\$164,410.71
Committee & Members Expenses				
Loyalty Points Redemption	\$845.87	\$3,532.91	\$2,207.65	\$6,586.43
Membership Affiliation Charge	\$0.00	\$0.00	\$1,000.00	\$1,000.00
Committee Members Expenses	\$0.00	\$0.00	\$95.45	\$95.45
Membership Cards	\$0.00	\$0.00	\$300.00	\$300.00
President Shout	\$45.68	\$12.52	\$38.73	\$96.93
Total Committee & Members Expenses	\$891.55	\$3,545.43	\$3,641.83	\$8,078.81
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$360.00	-\$360.00	\$169.09	\$169.09
Donations/Community outreach	\$0.00	\$0.00	\$500.00	\$500.00
Other W&C expenses	\$45.46	\$2,066.87	\$243.10	\$2,355.43
Scholarship Costs	\$0.00	\$0.00	\$681.81	\$681.81
Subsidised - Entertainment	\$90.00	\$172.50	\$252.50	\$515.00
Subsidised - Meals	\$2,655.00	\$5,920.00	\$6,310.00	\$14,885.00
Subsidised - Room Hire	\$400.00	\$2,500.00	\$0.00	\$2,900.00
Welfare Wages	\$3,638.01	\$3,275.53	\$3,259.20	\$10,172.74
Total Welfare & Charitable Expenses	\$7,188.47	\$13,574.90	\$11,415.70	\$32,179.07
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$0.00	\$98.92	\$0.00	\$98.92
WAUX - Donation	\$0.00	\$0.00	\$5,000.00	\$5,000.00
WAUX - General Expenses	\$6.19	\$140.00	-\$96.00	\$50.19
WAUX - Merchandise	\$0.00	\$1,044.12	\$0.00	\$1,044.12
WAUX - Printing & Stationery	\$200.00	\$0.00	\$0.00	\$200.00
WAUX - Raffle Expenses	\$0.00	\$235.69	\$50.00	\$285.69
Total Womens Auxillary Expenses	\$206.19	\$1,518.73	\$4,954.00	\$6,678.92
Employment Expenses				
FOH Wages	\$32,484.05	\$56,929.85	\$69,527.42	\$158,941.32

Profit & Loss [Multi-Period]

October 2021 To December 2021

ABN: 61 412 912 811

	October	November	December	Total
BOH Wages	\$20,169.99	\$30,725.94	\$34,147.13	\$85,043.06
Admin Wages	\$993.31	\$2,197.15	\$2,201.64	\$5,392.10
Management Wages	\$12,285.14	\$14,224.86	\$12,734.13	\$39,244.13
Superannuation	\$7,751.09	\$9,680.72	\$9,996.20	\$27,428.01
Provision - Annual Leave	-\$83.17	\$3,263.04	-\$11,440.74	-\$8,260.87
Provision - Long Service Leave	-\$68.26	\$1,502.35	-\$3,500.06	-\$2,065.97
Workcover	\$1,763.71	\$2,129.44	\$2,530.14	\$6,423.29
Payroll Tax	\$368.52	\$591.61	\$836.02	\$1,796.15
Staff Amenities	\$64.40	\$139.95	\$128.99	\$333.34
Staff Uniforms	\$0.00	\$774.39	\$0.00	\$774.39
Staff Discount	\$472.90	\$1,074.50	\$1,353.47	\$2,900.87
Other Employment Expenses	\$0.00	\$0.00	\$175.09	\$175.09
Total Employment Expenses	\$76,201.68	\$123,233.80	\$118,689.43	\$318,124.91
Total Expenses	\$131,155.75	\$253,591.22	\$243,677.45	\$628,424.42
Operating Profit	\$97,705.96	-\$2,644.85	\$32,719.42	\$127,780.53
Other Income				
Interest Received	\$67.19	\$4.27	\$4.10	\$75.56
Total Other Income	\$67.19	\$4.27	\$4.10	\$75.56
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.37	\$9,727.12	\$10,051.37	\$29,829.86
Interest paid	\$150.43	\$149.57	\$149.57	\$449.57
Total Other Expenses	\$10,201.80	\$9,876.69	\$10,200.94	\$30,279.43
Net Profit/(Loss)	\$87,571.35	-\$12,517.27	\$22,522.58	\$97,576.66

Profit & Loss Statement

January 2021 To December 2021

ABN: 61 412 912 811

Sales Revenue		
Bar Sales		
Beverage Sales	\$898,090.57	
Total Bar Sales		\$898,090.57
Food Sales		
Food Sales	\$943,943.67	
Food Sales - Subsidised	\$57,570.00	
Total Food Sales		\$1,001,513.67
Gaming Machine Revenue		
Gaming Revenue	\$1,723,620.59	
Total Gaming Machine Revenue		\$1,723,620.59
Keno Commission		
Keno Commission	\$7,753.97	
Total Keno Commission		\$7,753.97
TAB Commission		
TAB Commission	\$9,679.91	
Total TAB Commission		\$9,679.91
Membership Income		
Membership Income	\$30,502.70	
Total Membership Income		\$30,502.70
Raffle Income		
Raffle Income	\$50,426.00	
Total Raffle Income		\$50,426.00
Room Hire		
Room Hire & Catering	\$272.73	
Room Hire & Catering - Subsidy	\$9,850.00	
Total Room Hire		\$10,122.73
Other revenue		
ATM Rebate	\$17,358.18	
Donations Received	\$12,890.91	
Entertainment Subsidised	\$1,160.00	
Wage Subsidy	\$2,500.00	
Licensed Hospitality Venue Fund Grant	\$264,700.00	
Circuit Breaker Action Payment Grant	\$3,000.00	
Sundry Income	\$820.64	
Other Income Received	\$7,790.93	
JobKeeper Wage Subsidy	\$63,000.00	
Total Other revenue		\$373,220.66
Womens Auxillary Income		
WAUX - Events	\$2,430.00	
WAUX - Wakes	\$1,353.64	
WAUX - Donations	\$1,253.00	
WAUX - Interest Received	\$19.67	
WAUX - Raffles	\$7,175.00	
WAUX - Memberships	\$24.00	
WAUX - Merchandise	\$4,033.58	
Total Womens Auxillary Income		\$16,288.89
Total Sales Revenue		\$4,121,219.69
Cost Of Sales		

This report includes Year-End Adjustments.

Profit & Loss Statement

January 2021 To December 2021

ABN: 61 412 912 811

Cost of Sales - Beverage		
Beverage Cost of Sales	\$300,533.50	
Total Cost of Sales - Beverage		\$300,533.50
Cost of Sales - Food		
Food Cost of Sales	\$363,781.43	
Total Cost of Sales - Food		\$363,781.43
Cost of Sales - Gaming		
GSP Contract Cost	\$370,296.50	
Loyalty EGM Integration Connec	\$7,860.00	
State Gaming Tax	\$170,744.11	
Monitoring Costs	\$34,825.18	
VCGLR Supervision Charge	\$9,338.53	
Total Cost of Sales - Gaming		\$593,064.32
Keno Cost of Sales		
Keno Fees	\$1,436.07	
Total Keno Cost of Sales		\$1,436.07
TAB Cost of Sales		
TAB Fees	\$2,742.42	
Total TAB Cost of Sales		\$2,742.42
Total Cost Of Sales		\$1,261,557.74
Gross Profit		\$2,859,661.95
Expenses		
Administration Expenses		
Accounting/Bookkeeping Fees	\$53,040.00	
Audit Fees	\$2,200.00	
ATM Expenses	\$3,534.58	
Bank Charges	\$379.74	
Merchant fees	\$11,076.83	
Computer Software & Support	\$6,022.96	
Computer Other Expenses	\$1,197.57	
Fees & Licences	\$4,476.88	
Freight & Cartage	\$2,765.84	
Legal Expenses	\$3,865.55	
Postage	\$250.07	
Printing, Stationery	\$5,736.61	
Professional fees	\$1,363.91	
Subscriptions - TV etc	\$23,617.51	
Subscriptions - Other	\$2,563.30	
Telephone & Internet	\$5,775.55	
Travel Expenses	\$822.98	
Total Administration Expenses		\$128,689.88
Operational Expenses		
Bar Expenses	\$8,124.56	
Beer Gas	\$1,725.00	
Cash Discrepancies	\$1,604.52	
Cleaning Products	\$1,914.75	
Cleaning Contracts	\$40,917.00	
Cleaning Other	\$741.12	
Consumables	\$5,811.01	

This report includes Year-End Adjustments.

Profit & Loss Statement

January 2021 To December 2021

ABN: 61 412 912 811

Dining Room Supplies	\$6,557.36	
Donations	\$2,050.00	
Gaming Expenses	\$16,964.37	
Kitchen Supplies/equipment	\$22,381.00	
Laundry	\$343.50	
Raffles	\$15,554.09	
Sanitary Costs	\$150.00	
Security Contracts	\$5,576.58	
Sundry Expense	\$913.55	
Wastage	\$14,349.15	
Total Operational Expenses		\$145,677.56
Advertising & Promotions		
Advertising & Marketing	\$16,986.68	
Promotions - Members Prizes	\$6,834.09	
Promotions - Members Discount	\$51,730.82	
Promotions - Gaming	\$3,311.19	
Promotions - Food	\$2,475.30	
Promotions - Other	\$232.08	
Promotions - Happy Hour	\$2,166.62	
Promotions - Specials	\$976.86	
Guest Entertainment	\$25,290.92	
Giveaways	\$10,507.78	
Total Advertising & Promotions		\$120,512.34
Occupancy Costs		
Rent - Ovens Street	\$12,165.58	
Rent - Patriotic Fund	\$314,034.52	
Electricity	\$70,984.55	
Gas	\$11,694.50	
Water Rates	\$5,408.16	
Waste Removal	\$14,130.19	
Insurance	\$39,297.17	
Rates & Taxes	\$1,507.32	
Rep & Maint - Buildings	\$8,716.99	
Rep & Maint - Plant & equip	\$13,415.75	
Total Occupancy Costs		\$491,354.73
Committee & Members Expenses		
Loyalty Points Redemption	\$30,190.61	
Membership Affiliation Charge	\$1,000.00	
Committee Members Expenses	\$268.49	
Conference/Seminar costs	\$161.24	
Membership Cards	\$525.00	
Members Expenses	\$261.37	
President Shout	\$191.70	
Total Committee & Members Expenses		\$32,598.41
Welfare & Charitable Expenses		
Commemorative Day Expenses	\$2,046.91	
VCGLR Gaming Donations	\$25,000.00	
Donations/Community outreach	\$591.64	
Other W&C expenses	\$3,134.95	
Scholarship Costs	\$1,590.89	
Subsidised - Entertainment	\$1,160.00	

This report includes Year-End Adjustments.

Profit & Loss Statement

January 2021 To December 2021

ABN: 61 412 912 811

Subsidised - Meals	\$57,570.00	
Subsidised - Room Hire	\$9,850.00	
Welfare Wages	\$40,485.73	
Total Welfare & Charitable Expenses		\$141,430.12
Womens Auxillary Expenses		
WAUX - Commemorative Events	\$697.78	
WAUX - Donation	\$8,000.00	
WAUX - Catering	\$87.94	
WAUX - Donation (Main)	\$207.20	
WAUX - General Expenses	\$146.19	
WAUX - Merchandise	\$3,027.58	
WAUX - Printing & Stationery	\$204.50	
WAUX - Raffle Expenses	\$1,000.36	
WAUX - Wakes	\$389.25	
WAUX - Womens Council	\$150.00	
WAUX - Events	\$2,726.43	
Total Womens Auxillary Expenses		\$16,637.23
Employment Expenses		
FOH Wages	\$547,294.41	
BOH Wages	\$356,176.65	
Admin Wages	\$17,618.44	
Management Wages	\$157,517.65	
JobKeeper Top Up	\$756.56	
Superannuation	\$103,028.54	
Provision - Annual Leave	-\$3,702.35	
Provision - Long Service Leave	\$5,229.22	
Workcover	\$22,269.35	
Payroll Tax	\$6,099.49	
Staff Amenities	\$2,440.56	
Staff Training	\$90.91	
Staff Uniforms	\$3,284.62	
Staff Discount	\$9,723.52	
Other Employment Expenses	\$427.68	
Total Employment Expenses		\$1,228,255.25
Total Expenses		\$2,305,155.52
Operating Profit		\$554,506.43
Other Income		
Interest Received	\$144.94	
Total Other Income		\$144.94
Other Expenses		
Amortisation - Gaming Entitlem	\$118,346.74	
Interest paid	\$2,080.66	
Total Other Expenses		\$120,427.40
Net Profit/(Loss)		\$434,223.97

This report includes Year-End Adjustments.

Profit & Loss [Budget Analysis]

December 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$110,350.63	\$120,000.00	-\$9,649.37	(8.0)%
Total Bar Sales	\$110,350.63	\$120,000.00	-\$9,649.37	(8.0)%
Food Sales				
Food Sales	\$111,852.95	\$150,000.00	-\$38,147.05	(25.4)%
Food Sales - Subsidised	\$6,310.00	\$8,000.00	-\$1,690.00	(21.1)%
Total Food Sales	\$118,162.95	\$158,000.00	-\$39,837.05	(25.2)%
Gaming Machine Revenue				
Gaming Revenue	\$203,723.18	\$179,800.00	\$23,923.18	13.3%
Total Gaming Machine Revenue	\$203,723.18	\$179,800.00	\$23,923.18	13.3%
Keno Commission				
Keno Commission	\$898.05	\$798.00	\$100.05	12.5%
Total Keno Commission	\$898.05	\$798.00	\$100.05	12.5%
TAB Commission				
TAB Commission	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
Total TAB Commission	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
Membership Income				
Membership Income	\$4,572.71	\$6,790.00	-\$2,217.29	(32.7)%
Total Membership Income	\$4,572.71	\$6,790.00	-\$2,217.29	(32.7)%
Raffle Income				
Raffle Income	\$9,054.00	\$8,477.00	\$577.00	6.8%
Total Raffle Income	\$9,054.00	\$8,477.00	\$577.00	6.8%
Room Hire				
Room Hire & Catering	\$272.73	\$500.00	-\$227.27	(45.5)%
Total Room Hire	\$272.73	\$500.00	-\$227.27	(45.5)%
Other revenue				
ATM Rebate	\$1,612.73	\$1,750.00	-\$137.27	(7.8)%
Donations Received	\$5,000.00	\$0.00	\$5,000.00	NA
Entertainment Subsidised	\$252.50	\$61.90	\$190.60	307.9%
Wage Subsidy	\$0.00	\$10,000.00	-\$10,000.00	(100.0)%
Sundry Income	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Other Income Received	\$20.00	\$0.00	\$20.00	NA
Total Other revenue	\$6,885.23	\$12,811.90	-\$5,926.67	(46.3)%
Womens Auxillary Income				
WAUX - Interest Received	\$0.02	\$0.00	\$0.02	NA
WAUX - Raffles	\$2,427.27	\$0.00	\$2,427.27	NA
WAUX - Merchandise	\$371.82	\$200.00	\$171.82	85.9%
Total Womens Auxillary Income	\$2,799.11	\$200.00	\$2,599.11	1,299.6%
Total Sales Revenue	\$456,718.59	\$488,576.90	-\$31,858.31	(6.5)%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$37,543.34	\$38,400.00	-\$856.66	(2.2)%
Total Cost of Sales - Beverage	\$37,543.34	\$38,400.00	-\$856.66	(2.2)%
Cost of Sales - Food				
Food Cost of Sales	\$43,665.43	\$51,000.00	-\$7,334.57	(14.4)%
Total Cost of Sales - Food	\$43,665.43	\$51,000.00	-\$7,334.57	(14.4)%
Cost of Sales - Gaming				

Profit & Loss [Budget Analysis]

December 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
GSP Contract Cost	\$52,297.00	\$54,797.00	-\$2,500.00	(4.6)%
Loyalty EGM Integration Connec	\$775.00	\$775.00	\$0.00	0.0%
State Gaming Tax	\$42,401.55	\$30,112.16	\$12,289.39	40.8%
Monitoring Costs	\$3,134.40	\$3,035.00	\$99.40	3.3%
VCGLR Supervision Charge	\$600.00	\$600.00	\$0.00	0.0%
Total Cost of Sales - Gaming	\$99,207.95	\$89,319.16	\$9,888.79	11.1%
Keno Cost of Sales				
Keno Fees	\$0.00	\$395.00	-\$395.00	(100.0)%
Total Keno Cost of Sales	\$0.00	\$395.00	-\$395.00	(100.0)%
TAB Cost of Sales				
TAB Fees	-\$95.00	\$500.00	-\$595.00	(119.0)%
Total TAB Cost of Sales	-\$95.00	\$500.00	-\$595.00	(119.0)%
Total Cost Of Sales	\$180,321.72	\$179,614.16	\$707.56	0.4%
Gross Profit	\$276,396.87	\$308,962.74	-\$32,565.87	(10.5)%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$4,160.00	\$5,000.00	-\$840.00	(16.8)%
ATM Expenses	\$359.64	\$331.64	\$28.00	8.4%
Bank Charges	\$8.06	\$0.00	\$8.06	NA
Merchant fees	\$1,217.91	\$1,202.00	\$15.91	1.3%
Computer Software & Support	\$565.04	\$4,116.85	-\$3,551.81	(86.3)%
Computer Other Expenses	\$97.96	\$0.00	\$97.96	NA
Fees & Licences	\$18.75	\$1,600.00	-\$1,581.25	(98.8)%
Freight & Cartage	\$274.90	\$1,005.00	-\$730.10	(72.6)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$7.93	\$60.00	-\$52.07	(86.8)%
Printing, Stationery	\$409.19	\$1,000.00	-\$590.81	(59.1)%
Professional fees	\$72.29	\$453.59	-\$381.30	(84.1)%
Subscriptions - TV etc	\$1,092.40	\$3,500.00	-\$2,407.60	(68.8)%
Subscriptions - Other	\$198.15	\$300.00	-\$101.85	(34.0)%
Telephone & Internet	\$461.47	\$550.00	-\$88.53	(16.1)%
Travel Expenses	\$199.89	\$561.71	-\$361.82	(64.4)%
Total Administration Expenses	\$9,143.58	\$20,230.79	-\$11,087.21	(54.8)%
Operational Expenses				
Bar Expenses	\$194.62	\$1,300.00	-\$1,105.38	(85.0)%
Beer Gas	\$255.82	\$350.00	-\$94.18	(26.9)%
Cash Discrepancies	-\$72.24	\$250.00	-\$322.24	(128.9)%
Cleaning Products	\$358.52	\$100.00	\$258.52	258.5%
Cleaning Contracts	\$5,000.00	\$5,000.00	\$0.00	0.0%
Consumables	\$953.31	\$500.00	\$453.31	90.7%
Dining Room Supplies	\$621.91	\$200.00	\$421.91	211.0%
Gaming Expenses	\$5,055.06	\$500.00	\$4,555.06	911.0%
Kitchen Supplies/equipment	\$1,906.18	\$1,500.00	\$406.18	27.1%
Raffles	\$1,568.43	\$3,500.00	-\$1,931.57	(55.2)%
Security Contracts	\$468.01	\$480.00	-\$11.99	(2.5)%
Sundry Expense	\$247.95	\$900.00	-\$652.05	(72.5)%
Wastage	\$1,235.21	\$200.00	\$1,035.21	517.6%
Total Operational Expenses	\$17,792.78	\$14,780.00	\$3,012.78	20.4%
Advertising & Promotions				

Profit & Loss [Budget Analysis]

December 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Advertising & Marketing	\$2,068.44	\$2,500.00	-\$431.56	(17.3)%
Promotions - Members Prizes	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
Promotions - Members Discount	\$5,121.74	\$5,500.00	-\$378.26	(6.9)%
Promotions - Gaming	\$357.00	\$550.00	-\$193.00	(35.1)%
Promotions - Food	\$0.00	\$400.00	-\$400.00	(100.0)%
Promotions - Other	\$21.82	\$5,000.00	-\$4,978.18	(99.6)%
Promotions - Happy Hour	\$180.64	\$2,500.00	-\$2,319.36	(92.8)%
Promotions - Specials	\$43.77	\$0.00	\$43.77	NA
Guest Entertainment	\$3,500.00	\$2,500.00	\$1,000.00	40.0%
Giveaways	\$2,507.99	\$0.00	\$2,507.99	NA
Total Advertising & Promotions	\$13,801.40	\$20,150.00	-\$6,348.60	(31.5)%
Occupancy Costs				
Rent - Patriotic Fund	\$45,454.55	\$31,600.00	\$13,854.55	43.8%
Electricity	\$6,736.79	\$7,000.00	-\$263.21	(3.8)%
Gas	\$975.22	\$1,500.00	-\$524.78	(35.0)%
Water Rates	\$579.72	\$501.00	\$78.72	15.7%
Waste Removal	\$1,672.91	\$900.00	\$772.91	85.9%
Insurance	\$3,278.36	\$4,500.00	-\$1,221.64	(27.1)%
Rates & Taxes	\$251.22	\$0.00	\$251.22	NA
Rep & Maint - Buildings	\$1,237.18	\$1,500.00	-\$262.82	(17.5)%
Rep & Maint - Plant & equip	\$4,052.78	\$1,500.00	\$2,552.78	170.2%
Total Occupancy Costs	\$64,238.73	\$49,001.00	\$15,237.73	31.1%
Committee & Members Expenses				
Loyalty Points Redemption	\$2,207.65	\$4,700.00	-\$2,492.35	(53.0)%
Membership Affiliation Charge	\$1,000.00	\$0.00	\$1,000.00	NA
Committee Members Expenses	\$95.45	\$550.00	-\$454.55	(82.6)%
Membership Cards	\$300.00	\$0.00	\$300.00	NA
President Shout	\$38.73	\$0.00	\$38.73	NA
Total Committee & Members Expenses	\$3,641.83	\$5,250.00	-\$1,608.17	(30.6)%
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$169.09	\$0.00	\$169.09	NA
Donations/Community outreach	\$500.00	\$1,000.00	-\$500.00	(50.0)%
Other W&C expenses	\$243.10	\$0.00	\$243.10	NA
Scholarship Costs	\$681.81	\$0.00	\$681.81	NA
Subsidised - Entertainment	\$252.50	\$61.00	\$191.50	313.9%
Subsidised - Meals	\$6,310.00	\$8,000.00	-\$1,690.00	(21.1)%
Welfare Wages	\$3,259.20	\$3,200.00	\$59.20	1.9%
Total Welfare & Charitable Expenses	\$11,415.70	\$12,261.00	-\$845.30	(6.9)%
Womens Auxillary Expenses				
WAUX - Donation	\$5,000.00	\$0.00	\$5,000.00	NA
WAUX - General Expenses	-\$96.00	\$0.00	-\$96.00	NA
WAUX - Merchandise	\$0.00	\$400.00	-\$400.00	(100.0)%
WAUX - Raffle Expenses	\$50.00	\$400.00	-\$350.00	(87.5)%
Total Womens Auxillary Expenses	\$4,954.00	\$800.00	\$4,154.00	519.3%
Employment Expenses				
FOH Wages	\$69,527.42	\$56,760.00	\$12,767.42	22.5%
BOH Wages	\$34,147.13	\$45,000.00	-\$10,852.87	(24.1)%
Admin Wages	\$2,201.64	\$2,800.00	-\$598.36	(21.4)%
Management Wages	\$12,734.13	\$14,000.00	-\$1,265.87	(9.0)%
Superannuation	\$9,996.20	\$11,263.20	-\$1,267.00	(11.2)%

Profit & Loss [Budget Analysis]

December 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Provision - Annual Leave	-\$11,440.74	\$2,500.00	-\$13,940.74	(557.6)%
Provision - Long Service Leave	-\$3,500.06	\$500.00	-\$4,000.06	(800.0)%
Workcover	\$2,530.14	\$2,778.61	-\$248.47	(8.9)%
Payroll Tax	\$836.02	\$919.22	-\$83.20	(9.1)%
Staff Amenities	\$128.99	\$120.00	\$8.99	7.5%
Staff Training	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
Staff Uniforms	\$0.00	\$600.00	-\$600.00	(100.0)%
Staff Discount	\$1,353.47	\$465.26	\$888.21	190.9%
Other Employment Expenses	\$175.09	\$0.00	\$175.09	NA
Total Employment Expenses	\$118,689.43	\$138,906.29	-\$20,216.86	(14.6)%
Total Expenses	\$243,677.45	\$261,379.08	-\$17,701.63	(6.8)%
Operating Profit	\$32,719.42	\$47,583.66	-\$14,864.24	(31.2)%
Other Income				
Interest Received	\$4.10	\$3.56	\$0.54	15.2%
Total Other Income	\$4.10	\$3.56	\$0.54	15.2%
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.37	\$10,051.36	\$0.01	0.0%
Interest paid	\$149.57	\$14.54	\$135.03	928.7%
Total Other Expenses	\$10,200.94	\$10,065.90	\$135.04	1.3%
Net Profit/(Loss)	\$22,522.58	\$37,521.32	-\$14,998.74	(40.0)%

Profit & Loss [Budget Analysis]

January 2021 To December 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$898,090.57	‡1,095,000.00	-\$196,909.43	(18.0)%
Total Bar Sales	\$898,090.57	‡1,095,000.00	-\$196,909.43	(18.0)%
Food Sales				
Food Sales	\$943,943.67	‡1,500,000.00	-\$556,056.33	(37.1)%
Food Sales - Subsidised	\$57,570.00	\$96,000.00	-\$38,430.00	(40.0)%
Total Food Sales	\$1,001,513.67	‡1,596,000.00	-\$594,486.33	(37.2)%
Gaming Machine Revenue				
Gaming Revenue	\$1,723,620.59	‡2,117,000.00	-\$393,379.41	(18.6)%
Total Gaming Machine Revenue	\$1,723,620.59	‡2,117,000.00	-\$393,379.41	(18.6)%
Keno Commission				
Keno Commission	\$7,753.97	\$8,349.13	-\$595.16	(7.1)%
Total Keno Commission	\$7,753.97	\$8,349.13	-\$595.16	(7.1)%
TAB Commission				
TAB Commission	\$9,679.91	\$14,400.00	-\$4,720.09	(32.8)%
Total TAB Commission	\$9,679.91	\$14,400.00	-\$4,720.09	(32.8)%
Membership Income				
Membership Income	\$30,502.70	\$45,752.48	-\$15,249.78	(33.3)%
Total Membership Income	\$30,502.70	\$45,752.48	-\$15,249.78	(33.3)%
Raffle Income				
Raffle Income	\$50,426.00	\$72,277.00	-\$21,851.00	(30.2)%
Total Raffle Income	\$50,426.00	\$72,277.00	-\$21,851.00	(30.2)%
Room Hire				
Room Hire & Catering	\$272.73	\$1,770.92	-\$1,498.19	(84.6)%
Room Hire & Catering - Subsidy	\$9,850.00	\$2,035.00	\$7,815.00	384.0%
Total Room Hire	\$10,122.73	\$3,805.92	\$6,316.81	166.0%
Other revenue				
ATM Rebate	\$17,358.18	\$19,350.00	-\$1,991.82	(10.3)%
Donations Received	\$12,890.91	\$6,130.00	\$6,760.91	110.3%
Entertainment Subsidised	\$1,160.00	\$328.30	\$831.70	253.3%
Wage Subsidy	\$2,500.00	\$10,000.00	-\$7,500.00	(75.0)%
Licensed Hospitality Venue Fund Grant	\$264,700.00	\$0.00	\$264,700.00	NA
Circuit Breaker Action Payment Grant	\$3,000.00	\$0.00	\$3,000.00	NA
Sundry Income	\$820.64	\$1,000.00	-\$179.36	(17.9)%
Other Income Received	\$7,790.93	\$0.00	\$7,790.93	NA
JobKeeper Wage Subsidy	\$63,000.00	\$0.00	\$63,000.00	NA
Total Other revenue	\$373,220.66	\$36,808.30	\$336,412.36	914.0%
Womens Auxillary Income				
WAUX - Events	\$2,430.00	\$0.00	\$2,430.00	NA
WAUX - Wakes	\$1,353.64	\$0.00	\$1,353.64	NA
WAUX - Donations	\$1,253.00	\$0.00	\$1,253.00	NA
WAUX - Interest Received	\$19.67	\$0.00	\$19.67	NA
WAUX - Raffles	\$7,175.00	\$0.00	\$7,175.00	NA
WAUX - Memberships	\$24.00	\$0.00	\$24.00	NA
WAUX - Merchandise	\$4,033.58	\$2,400.00	\$1,633.58	68.1%
Total Womens Auxillary Income	\$16,288.89	\$2,400.00	\$13,888.89	578.7%
Total Sales Revenue	\$4,121,219.69	‡4,991,792.83	-\$870,573.14	(17.4)%
Cost Of Sales				

Profit & Loss [Budget Analysis]

January 2021 To December 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Cost of Sales - Beverage				
Beverage Cost of Sales	\$300,533.50	\$350,400.00	-\$49,866.50	(14.2)%
Total Cost of Sales - Beverage	\$300,533.50	\$350,400.00	-\$49,866.50	(14.2)%
Cost of Sales - Food				
Food Cost of Sales	\$363,781.43	\$510,000.00	-\$146,218.57	(28.7)%
Total Cost of Sales - Food	\$363,781.43	\$510,000.00	-\$146,218.57	(28.7)%
Cost of Sales - Gaming				
GSP Contract Cost	\$370,296.50	\$619,942.00	-\$249,645.50	(40.3)%
Loyalty EGM Integration Connec	\$7,860.00	\$9,150.00	-\$1,290.00	(14.1)%
State Gaming Tax	\$170,744.11	\$335,343.36	-\$164,599.25	(49.1)%
Monitoring Costs	\$34,825.18	\$36,035.00	-\$1,209.82	(3.4)%
VCGLR Supervision Charge	\$9,338.53	\$7,200.00	\$2,138.53	29.7%
Total Cost of Sales - Gaming	\$593,064.32	\$1,007,670.36	-\$414,606.04	(41.1)%
Keno Cost of Sales				
Keno Fees	\$1,436.07	\$4,104.36	-\$2,668.29	(65.0)%
Total Keno Cost of Sales	\$1,436.07	\$4,104.36	-\$2,668.29	(65.0)%
TAB Cost of Sales				
TAB Fees	\$2,742.42	\$6,000.00	-\$3,257.58	(54.3)%
Total TAB Cost of Sales	\$2,742.42	\$6,000.00	-\$3,257.58	(54.3)%
Total Cost Of Sales	\$1,261,557.74	\$1,878,174.72	-\$616,616.98	(32.8)%
Gross Profit	\$2,859,661.95	\$3,113,618.11	-\$253,956.16	(8.2)%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$53,040.00	\$53,000.00	\$40.00	0.1%
Audit Fees	\$2,200.00	\$3,740.00	-\$1,540.00	(41.2)%
ATM Expenses	\$3,534.58	\$4,181.64	-\$647.06	(15.5)%
Bank Charges	\$379.74	\$2,200.00	-\$1,820.26	(82.7)%
Merchant fees	\$11,076.83	\$13,302.00	-\$2,225.17	(16.7)%
Computer Software & Support	\$6,022.96	\$7,416.85	-\$1,393.89	(18.8)%
Computer Other Expenses	\$1,197.57	\$5,556.57	-\$4,359.00	(78.4)%
Fees & Licences	\$4,476.88	\$8,200.00	-\$3,723.12	(45.4)%
Freight & Cartage	\$2,765.84	\$7,181.92	-\$4,416.08	(61.5)%
Legal Expenses	\$3,865.55	\$8,600.00	-\$4,734.45	(55.1)%
Postage	\$250.07	\$720.00	-\$469.93	(65.3)%
Printing, Stationery	\$5,736.61	\$12,000.00	-\$6,263.39	(52.2)%
Professional fees	\$1,363.91	\$5,443.08	-\$4,079.17	(74.9)%
Subscriptions - TV etc	\$23,617.51	\$42,000.00	-\$18,382.49	(43.8)%
Subscriptions - Other	\$2,563.30	\$3,600.00	-\$1,036.70	(28.8)%
Telephone & Internet	\$5,775.55	\$6,600.00	-\$824.45	(12.5)%
Travel Expenses	\$822.98	\$5,810.65	-\$4,987.67	(85.8)%
Total Administration Expenses	\$128,689.88	\$189,552.71	-\$60,862.83	(32.1)%
Operational Expenses				
Bar Expenses	\$8,124.56	\$15,600.00	-\$7,475.44	(47.9)%
Beer Gas	\$1,725.00	\$4,200.00	-\$2,475.00	(58.9)%
Cash Discrepancies	\$1,604.52	\$3,000.00	-\$1,395.48	(46.5)%
Cleaning Products	\$1,914.75	\$1,200.00	\$714.75	59.6%
Cleaning Contracts	\$40,917.00	\$65,000.00	-\$24,083.00	(37.1)%
Cleaning Other	\$741.12	\$0.00	\$741.12	NA
Consumables	\$5,811.01	\$6,000.00	-\$188.99	(3.1)%

Profit & Loss [Budget Analysis]

January 2021 To December 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Dining Room Supplies	\$6,557.36	\$2,400.00	\$4,157.36	173.2%
Donations	\$2,050.00	\$1,598.00	\$452.00	28.3%
Gaming Expenses	\$16,964.37	\$6,000.00	\$10,964.37	182.7%
Kitchen Supplies/equipment	\$22,381.00	\$18,000.00	\$4,381.00	24.3%
Laundry	\$343.50	\$520.10	-\$176.60	(34.0)%
Raffles	\$15,554.09	\$28,800.00	-\$13,245.91	(46.0)%
Sanitary Costs	\$150.00	\$912.71	-\$762.71	(83.6)%
Security Contracts	\$5,576.58	\$5,760.00	-\$183.42	(3.2)%
Sundry Expense	\$913.55	\$10,800.00	-\$9,886.45	(91.5)%
Wastage	\$14,349.15	\$2,400.00	\$11,949.15	497.9%
Total Operational Expenses	\$145,677.56	\$172,190.81	-\$26,513.25	(15.4)%
Advertising & Promotions				
Advertising & Marketing	\$16,986.68	\$30,000.00	-\$13,013.32	(43.4)%
Promotions - Members Prizes	\$6,834.09	\$14,400.00	-\$7,565.91	(52.5)%
Promotions - Members Discount	\$51,730.82	\$66,000.00	-\$14,269.18	(21.6)%
Promotions - Gaming	\$3,311.19	\$6,600.00	-\$3,288.81	(49.8)%
Promotions - Food	\$2,475.30	\$4,800.00	-\$2,324.70	(48.4)%
Promotions - Other	\$232.08	\$60,000.00	-\$59,767.92	(99.6)%
Promotions - Happy Hour	\$2,166.62	\$30,000.00	-\$27,833.38	(92.8)%
Promotions - Specials	\$976.86	\$0.00	\$976.86	NA
Guest Entertainment	\$25,290.92	\$15,850.00	\$9,440.92	59.6%
Giveaways	\$10,507.78	\$0.00	\$10,507.78	NA
Total Advertising & Promotions	\$120,512.34	\$227,650.00	-\$107,137.66	(47.1)%
Occupancy Costs				
Rent - Ovens Street	\$12,165.58	\$0.00	\$12,165.58	NA
Rent - Patriotic Fund	\$314,034.52	\$379,200.00	-\$65,165.48	(17.2)%
Electricity	\$70,984.55	\$84,000.00	-\$13,015.45	(15.5)%
Gas	\$11,694.50	\$18,000.00	-\$6,305.50	(35.0)%
Water Rates	\$5,408.16	\$7,531.97	-\$2,123.81	(28.2)%
Waste Removal	\$14,130.19	\$10,800.00	\$3,330.19	30.8%
Insurance	\$39,297.17	\$54,000.00	-\$14,702.83	(27.2)%
Rates & Taxes	\$1,507.32	\$6,526.08	-\$5,018.76	(76.9)%
Rep & Maint - Buildings	\$8,716.99	\$18,000.00	-\$9,283.01	(51.6)%
Rep & Maint - Plant & equip	\$13,415.75	\$18,000.00	-\$4,584.25	(25.5)%
Total Occupancy Costs	\$491,354.73	\$596,058.05	-\$104,703.32	(17.6)%
Committee & Members Expenses				
Loyalty Points Redemption	\$30,190.61	\$56,400.00	-\$26,209.39	(46.5)%
Membership Affiliation Charge	\$1,000.00	\$1,000.00	\$0.00	0.0%
Committee Members Expenses	\$268.49	\$6,600.00	-\$6,331.51	(95.9)%
Conference/Seminar costs	\$161.24	\$100.00	\$61.24	61.2%
Membership Cards	\$525.00	\$437.46	\$87.54	20.0%
Members Expenses	\$261.37	\$0.00	\$261.37	NA
President Shout	\$191.70	\$0.00	\$191.70	NA
Total Committee & Members Expenses	\$32,598.41	\$64,537.46	-\$31,939.05	(49.5)%
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$2,046.91	\$2,455.17	-\$408.26	(16.6)%
Committee Honorarium	\$0.00	\$3,600.00	-\$3,600.00	(100.0)%
VCGLR Gaming Donations	\$25,000.00	\$0.00	\$25,000.00	NA
Donations/Community outreach	\$591.64	\$6,500.00	-\$5,908.36	(90.9)%
Welfare Courtesy Bus	\$0.00	\$324.22	-\$324.22	(100.0)%
Other W&C expenses	\$3,134.95	\$1,213.69	\$1,921.26	158.3%

Profit & Loss [Budget Analysis]

January 2021 To December 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Printing, Stationery	\$0.00	\$120.00	-\$120.00	(100.0)%
Scholarship Costs	\$1,590.89	\$0.00	\$1,590.89	NA
Subsidised - Entertainment	\$1,160.00	\$324.40	\$835.60	257.6%
Subsidised - Meals	\$57,570.00	\$96,000.00	-\$38,430.00	(40.0)%
Subsidised - Room Hire	\$9,850.00	\$0.00	\$9,850.00	NA
Welfare Wages	\$40,485.73	\$38,400.00	\$2,085.73	5.4%
Total Welfare & Charitable Expenses	\$141,430.12	\$148,937.48	-\$7,507.36	(5.0)%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$697.78	\$0.00	\$697.78	NA
WAUX - Donation	\$8,000.00	\$0.00	\$8,000.00	NA
WAUX - Catering	\$87.94	\$0.00	\$87.94	NA
WAUX - Donation (Main)	\$207.20	\$0.00	\$207.20	NA
WAUX - General Expenses	\$146.19	\$0.00	\$146.19	NA
WAUX - Merchandise	\$3,027.58	\$1,600.00	\$1,427.58	89.2%
WAUX - Printing & Stationery	\$204.50	\$0.00	\$204.50	NA
WAUX - Raffle Expenses	\$1,000.36	\$2,020.00	-\$1,019.64	(50.5)%
WAUX - Wakes	\$389.25	\$0.00	\$389.25	NA
WAUX - Womens Council	\$150.00	\$0.00	\$150.00	NA
WAUX - Events	\$2,726.43	\$13,900.00	-\$11,173.57	(80.4)%
Total Womens Auxillary Expenses	\$16,637.23	\$17,520.00	-\$882.77	(5.0)%
Employment Expenses				
FOH Wages	\$547,294.41	\$604,000.00	-\$56,705.59	(9.4)%
BOH Wages	\$356,176.65	\$450,000.00	-\$93,823.35	(20.8)%
Admin Wages	\$17,618.44	\$33,600.00	-\$15,981.56	(47.6)%
Management Wages	\$157,517.65	\$168,000.00	-\$10,482.35	(6.2)%
JobKeeper Top Up	\$756.56	\$0.00	\$756.56	NA
Superannuation	\$103,028.54	\$119,282.00	-\$16,253.46	(13.6)%
Provision - Annual Leave	-\$3,702.35	\$30,000.00	-\$33,702.35	(112.3)%
Provision - Long Service Leave	\$5,229.22	\$6,000.00	-\$770.78	(12.8)%
Workcover	\$22,269.35	\$29,426.59	-\$7,157.24	(24.3)%
Payroll Tax	\$6,099.49	\$8,807.27	-\$2,707.78	(30.7)%
Staff Amenities	\$2,440.56	\$1,440.00	\$1,000.56	69.5%
Staff Training	\$90.91	\$7,134.12	-\$7,043.21	(98.7)%
Staff Uniforms	\$3,284.62	\$5,014.87	-\$1,730.25	(34.5)%
Staff Discount	\$9,723.52	\$4,659.36	\$5,064.16	108.7%
Other Employment Expenses	\$427.68	\$0.00	\$427.68	NA
Total Employment Expenses	\$1,228,255.25	\$1,467,364.21	-\$239,108.96	(16.3)%
Total Expenses	\$2,305,155.52	\$2,883,810.72	-\$578,655.20	(20.1)%
Operating Profit	\$554,506.43	\$229,807.39	\$324,699.04	141.3%
Other Income				
Interest Received	\$144.94	\$94.99	\$49.95	52.6%
Total Other Income	\$144.94	\$94.99	\$49.95	52.6%
Other Expenses				
Amortisation - Gaming Entitlem	\$118,346.74	\$118,670.96	-\$324.22	(0.3)%
Sinking Fund EGM	\$0.00	\$6,000.00	-\$6,000.00	(100.0)%
Interest paid	\$2,080.66	\$4,685.58	-\$2,604.92	(55.6)%
Total Other Expenses	\$120,427.40	\$129,356.54	-\$8,929.14	(6.9)%
Net Profit/(Loss)	\$434,223.97	\$100,545.84	\$333,678.13	331.9%

Balance Sheet [Multi-Period]

October 2021 To December 2021

ABN: 61 412 912 811

	October	November	December
Assets			
Current Assets			
Bank Accounts			
ANZ Working Account x383	\$55,447.63	\$71,752.47	\$66,958.14
ANZ Gaming Account x775	\$55,922.35	\$121,899.58	\$68,499.23
ANZ Prize Account x612	\$30,011.02	\$30,011.62	\$60,011.87
ANZ Keno Account x321	\$8,607.49	\$9,633.79	\$10,726.22
ANZ Staff Entitlements x724	\$100,041.31	\$100,042.18	\$100,739.77
ANZ Community Chest x314	\$20,057.86	\$22,858.05	\$31,358.29
ANZ Gaming Entitlements x322	\$226,039.30	\$248,041.36	\$280,043.58
ANZ BAS Saver x603	\$100,204.71	\$100,000.62	\$100,019.90
ANZ WAUX x744	\$8,200.44	\$6,685.42	\$6,882.44
Total Bank Accounts	\$604,532.11	\$710,925.09	\$725,239.44
Clearing Accounts			
Cash Clearing	\$7,437.52	\$3,683.70	\$12,232.20
Pokie Clearing	\$15,420.00	\$0.00	\$0.00
Keno Clearing	\$94.53	\$0.00	\$0.00
EFTPOS Clearing	\$15,876.54	\$2,237.57	\$9,654.66
ATM Clearing	\$16,646.00	\$6,078.00	\$13,668.00
Account Charge Clearing	\$621.10	\$174.50	\$180.50
Total Clearing Accounts	\$56,095.69	\$12,173.77	\$35,735.36
Floats			
Gaming Float	\$88,550.80	\$97,118.10	\$115,522.30
Hoppers Float	\$710.00	\$909.00	\$891.00
Keno Float	\$1,800.00	\$1,800.00	\$1,800.00
TAB Float	\$1,500.00	\$1,500.00	\$1,500.00
Till Floats	\$3,000.00	\$3,000.00	\$3,000.00
Petty Cash	\$500.00	\$500.00	\$500.00
Change Tin	\$2,000.00	\$2,000.00	\$2,000.00
Total Floats	\$98,060.80	\$106,827.10	\$125,213.30
Debtors			
RSL Loyalty Points	\$35,472.58	\$34,717.90	\$35,389.93
Accrued Income	\$0.00	\$4,900.00	\$0.00
Total Debtors	\$35,472.58	\$39,617.90	\$35,389.93
Prepayments			
Prepayments General	\$4,114.57	\$4,065.94	\$4,388.31
Prepaid Interest	\$1,346.08	\$1,196.51	\$1,046.94
Prepaid Workcover	\$27,588.77	\$27,588.77	\$27,588.77
Prepaid Insurance	\$29,505.20	\$26,226.84	\$22,948.48
Total Prepayments	\$62,554.62	\$59,078.06	\$55,972.50
Deposits			
TAB Holding Bond	\$5,000.00	\$5,000.00	\$5,000.00
Total Deposits	\$5,000.00	\$5,000.00	\$5,000.00
Stock			
Inventory - Beverage	\$30,278.40	\$29,425.42	\$38,578.33
Inventory - Food	\$15,561.68	\$25,608.25	\$21,269.76
Total Stock	\$45,840.08	\$55,033.67	\$59,848.09
Total Current Assets	\$907,555.88	\$988,655.59	\$1,042,398.62
Fixed Assets			
FF&F			

Balance Sheet [Multi-Period]

October 2021 To December 2021

ABN: 61 412 912 811

	October	November	December
FF&F At Cost	\$14,004.10	\$14,004.10	\$14,004.10
Accum. Depr. FF&F	-\$986.65	-\$986.65	-\$986.65
Total FF&F	\$13,017.45	\$13,017.45	\$13,017.45
Plant & Equip			
Plant & Equip at Cost	\$84,517.82	\$87,134.89	\$87,428.59
Accum. Depr. Plant & Equip	-\$35,440.71	-\$35,440.71	-\$35,440.71
Total Plant & Equip	\$49,077.11	\$51,694.18	\$51,987.88
Intangible Assets			
Gaming Entitlements			
Gaming Entitlements	\$759,202.70	\$759,202.70	\$759,202.70
Less - Accumulated Amort.	-\$699,314.90	-\$705,553.21	-\$711,999.47
Gaming Entitlements Add 18	\$141,490.83	\$141,490.83	\$141,490.83
Less - Accumulated Amort.	-\$107,998.21	-\$111,487.02	-\$115,092.13
Gaming Entitlements 2022	\$59,921.18	\$59,921.18	\$59,921.18
Total Gaming Entitlements	\$153,301.60	\$143,574.48	\$133,523.11
Total Assets	‡1,122,952.04	‡1,196,941.70	‡1,240,927.06
Liabilities			
Current Liabilities			
Trade Creditors			
Trade Creditors	\$42,944.67	\$106,340.76	\$91,679.31
Total Trade Creditors	\$42,944.67	\$106,340.76	\$91,679.31
Accruals			
Jackpot Contributions	-\$54,326.05	-\$47,983.52	-\$41,114.58
Accrual - General	\$25,096.46	\$11,446.39	\$12,017.91
Accrual - Utilities	\$6,699.80	\$6,362.16	\$7,396.60
Accrual - Workcover	\$6,482.07	\$8,611.51	\$11,141.65
Accrual - Payroll Tax	\$1,172.91	\$1,764.52	\$2,600.54
Accrual - Gaming Tax	\$0.00	\$15,965.73	\$42,401.55
Accrual - Wages	\$0.00	\$9,908.47	\$14,490.75
Total Accruals	-\$14,874.81	\$6,075.26	\$48,934.42
GST and Statutory Liabilities			
GST Collected	\$19,086.90	\$34,763.13	\$42,692.19
GST Paid	-\$5,896.21	-\$19,800.24	-\$19,240.38
PAYG Withholding Payable	\$14,447.00	\$18,133.00	\$24,291.00
Superannuation Payable	\$7,751.09	\$9,680.72	\$9,996.20
ATO Liability	\$18,673.00	\$16,673.00	\$14,673.00
Unclaimed Money	\$505.04	\$753.73	\$972.74
Child Support Payable	\$378.12	\$126.12	\$126.12
Total GST and Statutory Liabilities	\$54,944.94	\$60,329.46	\$73,510.87
Other Income Received			
Gift Vouchers	\$6,883.51	\$7,328.66	\$9,041.99
Total Other Income Received	\$6,883.51	\$7,328.66	\$9,041.99
RSL Loyalty Points			
RSL Loyalty Points	\$35,472.58	\$34,717.90	\$35,389.93
Total RSL Loyalty Points	\$35,472.58	\$34,717.90	\$35,389.93
Leave Liabilities			
Annual Leave Payable	\$61,256.19	\$64,147.76	\$54,533.00
Leave Loading Payable	\$7,233.44	\$7,604.91	\$5,778.93
LSL Payable - Non Current	\$23,248.85	\$24,751.20	\$21,251.14

Balance Sheet [Multi-Period]

October 2021 To December 2021

ABN: 61 412 912 811

	October	November	December
Total Leave Liabilities	\$91,738.48	\$96,503.87	\$81,563.07
Credit Cards			
ANZ - Credit Card x7984	\$719.40	\$1,489.23	\$0.00
Total Credit Cards	\$719.40	\$1,489.23	\$0.00
Loans - Other			
Hunter Premium	\$26,045.10	\$23,151.20	\$20,257.30
Total Current Liabilities	\$243,873.87	\$335,936.34	\$360,376.89
Non-Current Liabilities			
Loans - Other			
Loan - RSL HQ - \$50k	\$25,000.07	\$19,444.53	\$16,666.76
Total Loans - Other	\$25,000.07	\$19,444.53	\$16,666.76
Grants			
Sth Wangaratta Memorial Grant	\$200.00	\$200.00	\$0.00
Total Grants	\$200.00	\$200.00	\$0.00
Total Non-Current Liabilities	\$25,200.07	\$19,644.53	\$16,666.76
Total Liabilities	\$269,073.94	\$355,580.87	\$377,043.65
Net Assets	\$853,878.10	\$841,360.83	\$863,883.41
Equity			
Retained Earnings	\$429,659.44	\$429,659.44	\$429,659.44
Current Year Earnings	\$424,218.66	\$411,701.39	\$434,223.97
Total Equity	\$853,878.10	\$841,360.83	\$863,883.41

Sales & Cost of Sales Analysis - Food

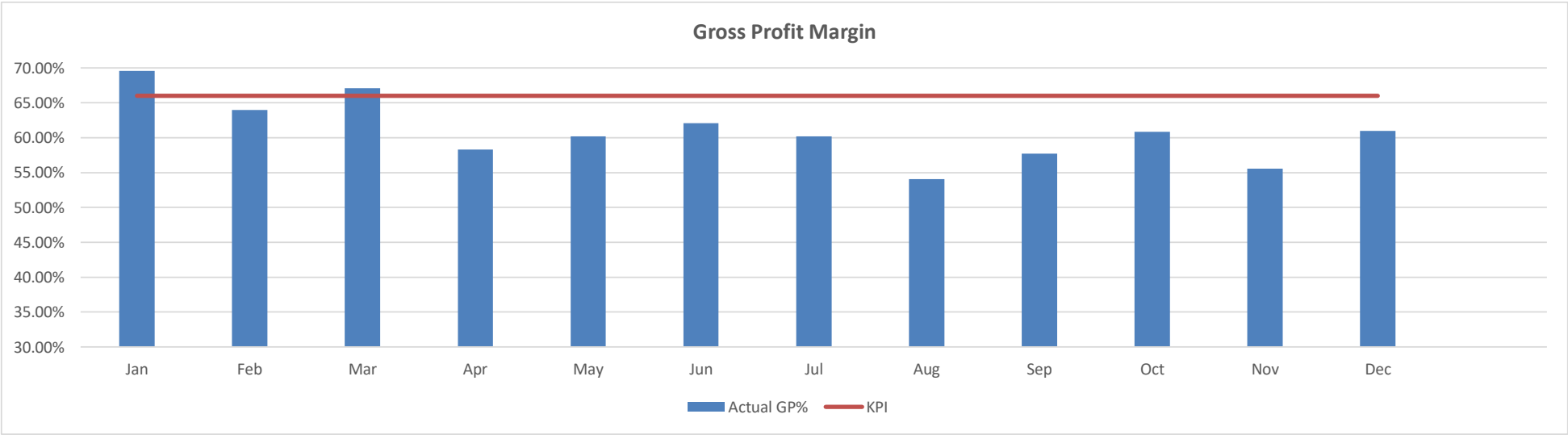
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 98,694	\$ 70,405	\$ 111,334	\$ 120,840	\$ 94,061	\$ 67,102	\$ 69,000	\$ 44,015	\$ 18,783	\$ 39,436	\$ 98,419	\$ 111,853	\$ 943,944

COGS	\$ 30,006	\$ 25,382	\$ 36,628	\$ 50,399	\$ 37,433	\$ 25,465	\$ 27,449	\$ 20,234	\$ 7,945	\$ 15,451	\$ 43,724	\$ 43,665	\$ 363,781
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Gross Profit	\$ 68,688	\$ 45,023	\$ 74,707	\$ 70,442	\$ 56,628	\$ 41,636	\$ 41,552	\$ 23,780	\$ 10,838	\$ 23,985	\$ 54,696	\$ 68,188	\$ 580,162
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GP%	69.60%	63.95%	67.10%	58.29%	60.20%	62.05%	60.22%	54.03%	57.70%	60.82%	55.57%	60.96%	
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KPI	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%
	✓	✗	✓	✗	✗	✗	✗	✗	✗	✗	✗	✗	✗



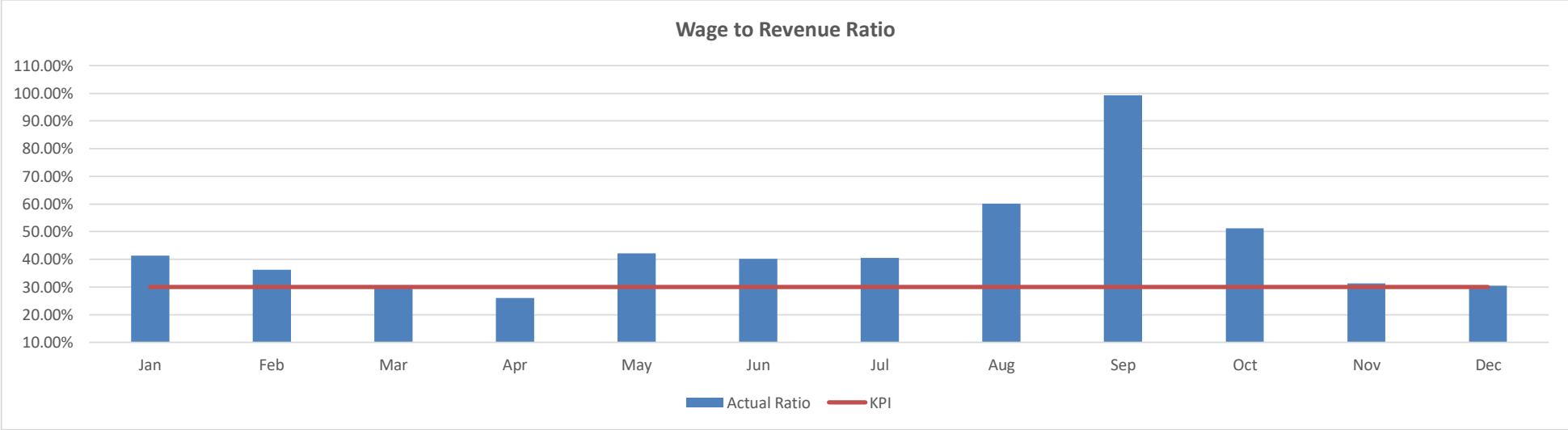
Wage Analysis - Food (BOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 98,694	\$ 70,405	\$ 111,334	\$ 120,840	\$ 94,061	\$ 67,102	\$ 69,000	\$ 44,015	\$ 18,783	\$ 39,436	\$ 98,419	\$ 111,853	\$ 943,944

Wages (BOH)	\$ 40,855	\$ 25,511	\$ 33,576	\$ 31,527	\$ 39,605	\$ 26,933	\$ 28,005	\$ 26,484	\$ 18,637	\$ 20,170	\$ 30,726	\$ 34,147	\$ 356,177
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Wage to Revenue Ratio	41.40%	36.23%	30.16%	26.09%	42.11%	40.14%	40.59%	60.17%	99.22%	51.15%	31.22%	30.53%	
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KPI	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
	x	x	x	✓	x	x	x	x	x	x	x	x	x

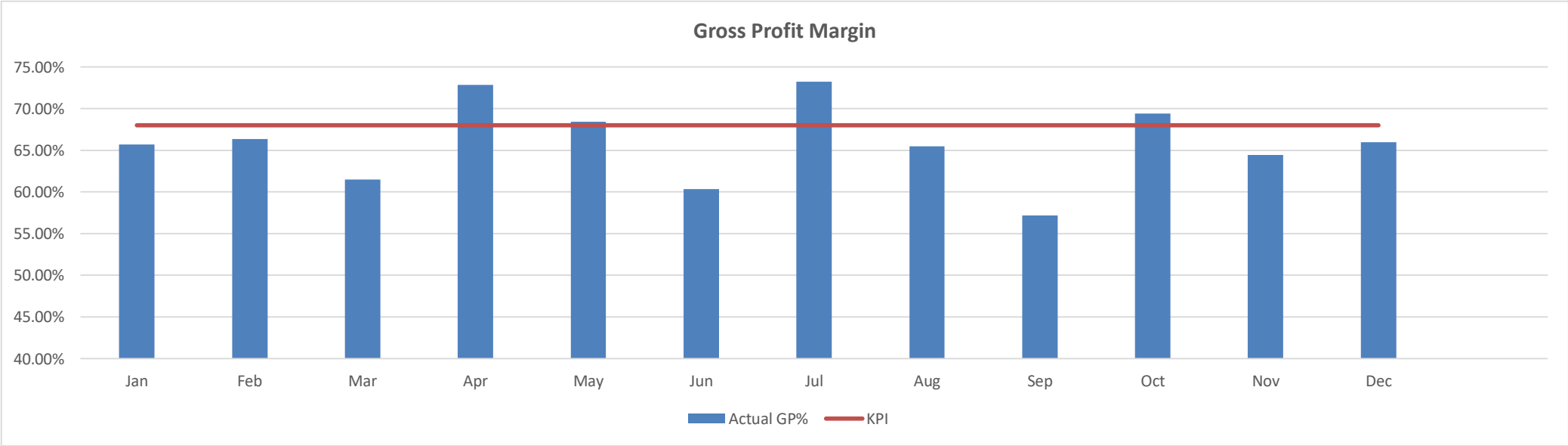


Sales & Cost of Sales Analysis - Beverage

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sales	\$ 91,342	\$ 72,467	\$ 99,604	\$ 121,120	\$ 80,310	\$ 53,377	\$ 58,123	\$ 40,188	\$ 22,926	\$ 50,689	\$ 97,595	\$ 110,351	\$ 898,091
COGS	\$ 31,358	\$ 24,370	\$ 38,377	\$ 32,867	\$ 25,368	\$ 21,179	\$ 15,570	\$ 13,878	\$ 9,816	\$ 15,502	\$ 34,706	\$ 37,543	\$ 300,534

Gross Profit	\$ 59,984	\$ 48,098	\$ 61,227	\$ 88,252	\$ 54,942	\$ 32,198	\$ 42,553	\$ 26,309	\$ 13,110	\$ 35,187	\$ 62,889	\$ 72,807	\$ 597,557
GP%	65.67%	66.37%	61.47%	72.86%	68.41%	60.32%	73.21%	65.47%	57.18%	69.42%	64.44%	65.98%	

KPI	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%
	x	x	x	✓	✓	x	✓	x	x	✓	x	x	



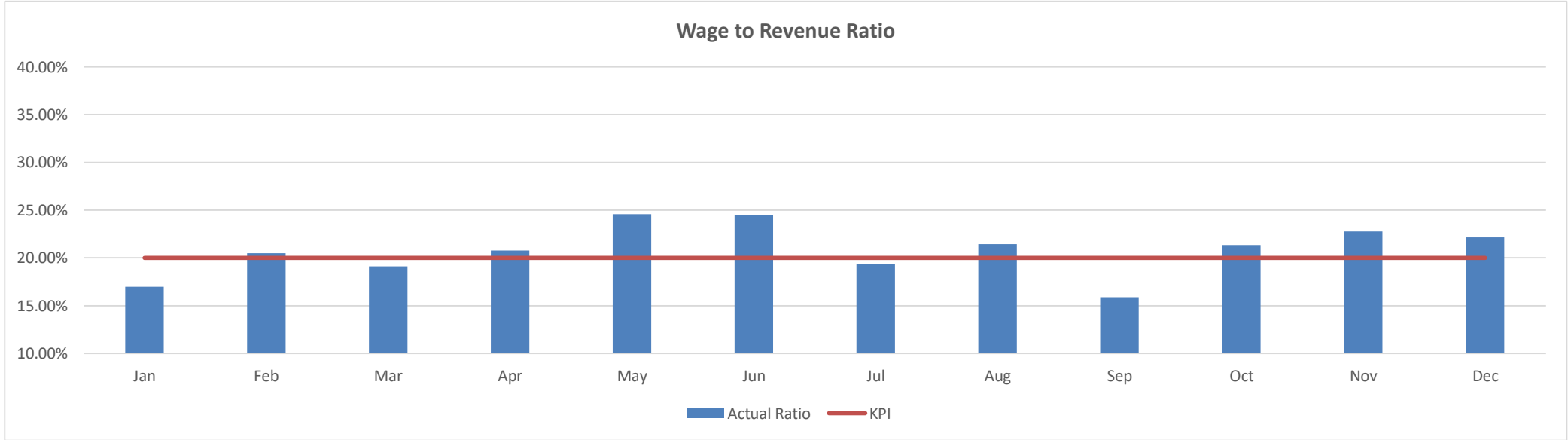
Wage Analysis - Beverage/Gaming (FOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sale	\$ 91,342	\$ 72,467	\$ 99,604	\$ 121,120	\$ 80,310	\$ 53,377	\$ 58,123	\$ 40,188	\$ 22,926	\$ 50,689	\$ 97,595	\$ 110,351	\$ 898,091
Gaming Revenue	\$ 159,745	\$ 140,178	\$ 181,223	\$ 171,617	\$ 165,606	\$ 106,862	\$ 127,673	\$ 109,561	\$ 103,628	\$ 101,377	\$ 152,429	\$ 203,723	\$ 1,723,621
Total Revenue	\$ 251,087	\$ 212,645	\$ 280,827	\$ 292,737	\$ 245,915	\$ 160,239	\$ 185,796	\$ 149,749	\$ 126,554	\$ 152,066	\$ 250,024	\$ 314,074	\$ 2,621,711

Wages (FOH)	\$ 42,572	\$ 43,563	\$ 53,628	\$ 60,813	\$ 60,382	\$ 39,220	\$ 35,938	\$ 32,124	\$ 20,113	\$ 32,484	\$ 56,930	\$ 69,527	\$ 547,294
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Wage to Revenue Ratio	16.95%	20.49%	19.10%	20.77%	24.55%	24.48%	19.34%	21.45%	15.89%	21.36%	22.77%	22.14%	
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KPI	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
	✓	✗	✓	✗	✗	✗	✓	✗	✓	✗	✗	✗	✗



Gaming Sales Analysis

Days	30	23	31	30	27	20	19	17	21	29	30	27	Total
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Gaming Sales	\$ 159,745	\$ 140,178	\$ 181,223	\$ 171,617	\$ 165,606	\$ 106,862	\$ 127,673	\$ 109,561	\$ 103,628	\$ 101,377	\$ 152,429	\$ 203,723	\$ 1,723,621
Gaming Tax	\$ 19,810	\$ 9,758	\$ 30,843	\$ 25,908	\$ 22,723	\$ -	\$ 3,334	\$ -	\$ -	\$ -	\$ 15,966	\$ 42,402	\$ 170,744
Gross Profit	\$ 139,935	\$ 130,419	\$ 150,380	\$ 145,708	\$ 142,883	\$ 106,862	\$ 124,338	\$ 109,561	\$ 103,628	\$ 101,377	\$ 136,463	\$ 161,322	\$ 1,552,876
GP%	87.60%	93.04%	82.98%	84.90%	86.28%	100.00%	97.39%	100.00%	100.00%	100.00%	89.53%	79.19%	
Days	30	23	31	30	27	20	19	17	21	29	30	27	
Daily NMR	\$ 190.17	\$ 217.67	\$ 208.78	\$ 204.31	\$ 219.05	\$ 190.82	\$ 239.99	\$ 230.17	\$ 176.24	\$ 124.85	\$ 181.46	\$ 269.48	
Gaming Turnover	\$ 2,044,061	\$ 1,675,150	\$ 2,418,496	\$ 2,266,472	\$ 1,909,836	\$ 1,217,320	\$ 1,609,776	\$ 1,454,997	\$ 1,012,248	\$ 1,554,735	\$ 2,241,346	\$ 2,178,968	\$ 21,583,403
KPI	\$ 2,357,143	\$ 1,807,143	\$ 2,435,714	\$ 2,357,143	\$ 2,121,429	\$ 1,571,429	\$ 1,492,857	\$ 1,335,714	\$ 1,650,000	\$ 2,278,571	\$ 2,357,143	\$ 2,121,429	\$ 23,885,715
	x	x	x	x	x	x	✓	✓	x	x	x	✓	

