

Wangaratta RSL

Monthly Management Report

January 2022

Prepared by:



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18/02/2022

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

Dear Board Members,

RE: Wangaratta RSL Financial Results – January 2022

Please find below a summary of the RSL's financial results for January 2022 as well as some commentary in relation to the financials.

Financial Results January 2022:

The financial reports for the period have been prepared on a calendar month basis from the 1st January to the 31st January 2022.

During January the venue was open 7 days a week for Food, Beverage and Gaming. The venue was shut on the 1st of January. The KPI section of the report has been adjusted to reflect the 30 days of trade during January.

The venue recorded a \$10k loss for January. The loss can be attributed to a reduction in Revenue from December, while expenses remained at a similar level to December. The reduction in January revenue from December is consistent with industry due to the 'shadow lockdown' the state experienced particularly in early January.

The Beverage Gross Profit Margin for January is 62%, this figure falls below the YTD FY21 average of 65%. The Food Gross Profit Margin for January is 59%, this figure is consistent with the FY21 average of 59%.

As the FY22 budget has yet to be provided, the financial reports for January are excluding an analysis against budget. Once a budget has been provided OTH will enter into MYOB & be in a position to provide comment on.

The Balance Sheet of the RSL reflects the latest known financial position as at the end of January 2022.

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]

January 2022

ABN: 61 412 912 811

	January
Sales Revenue	
Bar Sales	
Beverage Sales	\$95,733.05
Total Bar Sales	\$95,733.05
Food Sales	
Food Sales	\$112,953.17
Food Sales - Subsidised	\$5,450.00
Total Food Sales	\$118,403.17
Gaming Machine Revenue	
Gaming Revenue	\$163,415.65
Total Gaming Machine Revenue	\$163,415.65
Keno Commission	
Keno Commission	\$1,426.81
Total Keno Commission	\$1,426.81
TAB Commission	
TAB Commission	\$389.67
Total TAB Commission	\$389.67
Membership Income	
Membership Income	\$2,654.54
Total Membership Income	\$2,654.54
Raffle Income	
Raffle Income	\$4,130.00
Total Raffle Income	\$4,130.00
Other revenue	
ATM Rebate	\$1,650.91
Entertainment Subsidised	\$202.50
Total Other revenue	\$1,853.41
Womens Auxillary Income	
WAUX - Merchandise	\$310.00
Total Womens Auxillary Income	\$310.00
Total Sales Revenue	\$388,316.30
Cost Of Sales	
Cost of Sales - Beverage	
Beverage Cost of Sales	\$36,352.50
Total Cost of Sales - Beverage	\$36,352.50
Cost of Sales - Food	
Food Cost of Sales	\$45,845.64
Total Cost of Sales - Food	\$45,845.64
Cost of Sales - Gaming	
GSP Contract Cost	\$31,372.00
Loyalty EGM Integration Connec	\$775.00
State Gaming Tax	\$21,706.51
Monitoring Costs	\$6,268.80
VCGLR Supervision Charge	\$600.00
Total Cost of Sales - Gaming	\$60,722.31
TAB Cost of Sales	
TAB Fees	\$400.00
Total TAB Cost of Sales	\$400.00

Profit & Loss [Multi-Period]

January 2022

ABN: 61 412 912 811

January	
Total Cost Of Sales	\$143,320.45
Gross Profit	\$244,995.85
Expenses	
Administration Expenses	
Accounting/Bookkeeping Fees	\$5,200.00
Bank Charges	\$106.00
Merchant fees	\$1,262.41
Computer Software & Support	\$413.32
Computer Other Expenses	\$65.32
Fees & Licences	\$80.93
Freight & Cartage	\$72.45
Postage	\$8.72
Printing, Stationery	\$333.54
Professional fees	\$81.64
Subscriptions - TV etc	\$2,255.85
Subscriptions - Other	\$181.70
Telephone & Internet	\$515.11
Travel Expenses	\$88.21
Total Administration Expenses	\$10,665.20
Operational Expenses	
Bar Expenses	\$171.00
Beer Gas	\$459.14
Cash Discrepancies	\$107.91
Cleaning Products	\$210.19
Cleaning Contracts	\$7,219.79
Consumables	\$238.87
Dining Room Supplies	\$541.34
Gaming Expenses	\$569.18
Kitchen Supplies/equipment	\$2,795.68
Laundry	\$230.00
Raffles	\$1,640.37
Security Contracts	\$468.01
Sundry Expense	\$733.34
Wastage	\$1,007.20
Total Operational Expenses	\$16,392.02
Advertising & Promotions	
Advertising & Marketing	\$3,155.83
Promotions - Members Prizes	\$2,400.00
Promotions - Members Discount	\$6,194.90
Promotions - Gaming	\$249.00
Promotions - Food	\$327.27
Promotions - Other	-\$24.14
Promotions - Happy Hour	\$339.38
Promotions - Specials	\$47.02
Guest Entertainment	\$2,290.00
Giveaways	-\$410.77
Total Advertising & Promotions	\$14,568.49
Occupancy Costs	
Rent - Patriotic Fund	\$36,363.64
Electricity	\$8,607.03

Profit & Loss [Multi-Period]

January 2022

ABN: 61 412 912 811

	January
Gas	\$1,439.29
Water Rates	\$417.95
Waste Removal	\$1,422.00
Insurance	\$3,278.36
Rates & Taxes	\$251.22
Rep & Maint - Buildings	\$458.50
Rep & Maint - Plant & equip	\$13.63
Total Occupancy Costs	\$52,251.62
Committee & Members Expenses	
Loyalty Points Redemption	\$1,738.91
Members Expenses	\$420.91
President Shout	\$6.55
Total Committee & Members Expenses	\$2,166.37
Welfare & Charitable Expenses	
Donations/Community outreach	\$1,000.00
Other W&C expenses	\$1,022.75
Scholarship Costs	\$1,590.89
Subsidised - Entertainment	\$202.50
Subsidised - Meals	\$5,450.00
Welfare Wages	\$3,815.46
Total Welfare & Charitable Expenses	\$13,081.60
Womens Auxillary Expenses	
WAUX - General Expenses	\$99.31
Total Womens Auxillary Expenses	\$99.31
Employment Expenses	
FOH Wages	\$60,587.04
BOH Wages	\$36,132.41
Admin Wages	\$4,232.09
Management Wages	\$14,294.49
Superannuation	\$12,200.45
Provision - Annual Leave	\$3,020.77
Provision - Long Service Leave	\$98.03
Workcover	\$2,813.22
Payroll Tax	\$1,008.70
Staff Amenities	\$236.66
Staff Uniforms	\$133.61
Staff Discount	\$1,387.35
Total Employment Expenses	\$136,144.82
Total Expenses	\$245,369.43
Operating Profit	-\$373.58
Other Income	
Interest Received	\$4.61
Total Other Income	\$4.61
Other Expenses	
Amortisation - Gaming Entitlem	\$10,051.37
Interest paid	\$149.57
Total Other Expenses	\$10,200.94
Net Profit/(Loss)	-\$10,569.91

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				

This report includes Year-End Adjustments.

Profit & Loss [With Last Year]

January 2022

ABN: 61 412 912 811

	This Year	% of Sales	Last Year	LY % of Sales
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%

This report includes Year-End Adjustments.

Profit & Loss [With Last Year]

January 2022

ABN: 61 412 912 811

	This Year	% of Sales	Last Year	LY % of Sales
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%

This report includes Year-End Adjustments.

Profit & Loss [With Last Year]

January 2022

ABN: 61 412 912 811

	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%

This report includes Year-End Adjustments.

Balance Sheet [Multi-Period]

January 2022

ABN: 61 412 912 811

January	
Assets	
Current Assets	
Bank Accounts	
ANZ Working Account x383	\$53,716.43
ANZ Gaming Account x775	\$139,422.68
ANZ Prize Account x612	\$59,980.24
ANZ Keno Account x321	\$13,458.57
ANZ Staff Entitlements x724	\$100,740.62
ANZ Community Chest x314	\$34,158.57
ANZ Gaming Entitlements x322	\$288,045.98
ANZ BAS Saver x603	\$62,280.70
ANZ WAUX x744	\$6,723.20
Total Bank Accounts	\$758,526.99
Clearing Accounts	
Cash Clearing	\$704.35
Keno Clearing	-\$1,041.57
TAB Clearing	-\$164.55
EFTPOS Clearing	\$3,303.80
ATM Clearing	\$12,984.00
Account Charge Clearing	\$613.50
Total Clearing Accounts	\$16,399.53
Floats	
Gaming Float	\$92,525.75
Hoppers Float	\$878.00
Keno Float	\$1,800.00
TAB Float	\$1,500.00
Till Floats	\$3,000.00
Petty Cash	\$500.00
Change Tin	\$2,000.00
Total Floats	\$102,203.75
Debtors	
RSL Loyalty Points	\$35,694.33
Total Debtors	\$35,694.33
Prepayments	
Prepayments General	\$3,712.82
Prepaid Interest	\$897.39
Prepaid Workcover	\$27,588.77
Prepaid Insurance	\$19,670.14
Total Prepayments	\$51,869.12
Deposits	
TAB Holding Bond	\$5,000.00
Total Deposits	\$5,000.00
Stock	
Inventory - Beverage	\$26,775.12
Inventory - Food	\$21,289.12
Total Stock	\$48,064.24
Total Current Assets	\$1,017,757.96
Fixed Assets	
FF&F	
FF&F At Cost	\$14,004.10

Balance Sheet [Multi-Period]

January 2022

ABN: 61 412 912 811

	January
Accum. Depr. FF&F	-\$986.65
Total FF&F	\$13,017.45
Plant & Equip	
Plant & Equip at Cost	\$87,428.59
Accum. Depr. Plant & Equip	-\$35,440.71
Total Plant & Equip	\$51,987.88
Intangible Assets	
Gaming Entitlements	
Gaming Entitlements	\$759,202.70
Less - Accumulated Amort.	-\$718,445.73
Gaming Entitlements Add 18	\$141,490.83
Less - Accumulated Amort.	-\$118,697.24
Gaming Entitlements 2022	\$59,921.18
Total Gaming Entitlements	\$123,471.74
Total Assets	\$1,206,235.03
Liabilities	
Trade Creditors	-\$422.00
Current Liabilities	
Trade Creditors	
Trade Creditors	\$92,272.25
Total Trade Creditors	\$92,272.25
Accruals	
Jackpot Contributions	-\$34,741.54
Accrual - General	\$12,662.41
Accrual - Utilities	\$8,141.13
Accrual - Workcover	\$13,954.87
Accrual - Payroll Tax	\$3,609.24
Accrual - Gaming Tax	\$21,706.51
Accrual - Wages	\$4,228.15
Total Accruals	\$29,560.77
GST and Statutory Liabilities	
GST Collected	\$37,061.29
GST Paid	-\$14,416.77
PAYG Withholding Payable	\$24,791.00
Superannuation Payable	\$12,200.45
ATO Liability	\$12,673.00
Unclaimed Money	\$782.95
Total GST and Statutory Liabilities	\$73,091.92
Other Income Received	
Gift Vouchers	\$6,379.49
Total Other Income Received	\$6,379.49
RSL Loyalty Points	
RSL Loyalty Points	\$35,694.33
Total RSL Loyalty Points	\$35,694.33
Leave Liabilities	
Annual Leave Payable	\$55,800.33
Leave Loading Payable	\$7,532.37
LSL Payable - Non Current	\$21,349.17
Total Leave Liabilities	\$84,681.87

Balance Sheet [Multi-Period]













January 2022

ABN: 61 412 912 811













	January
Credit Cards	
ANZ - Credit Card x7984	\$822.65
Total Credit Cards	\$822.65
Loans - Other	
Hunter Premium	\$17,363.40
Total Current Liabilities	\$339,866.68
Non-Current Liabilities	
Loans - Other	
Loan - RSL HQ - \$50k	\$13,888.99
Total Loans - Other	\$13,888.99
Total Non-Current Liabilities	\$13,888.99
Total Liabilities	\$353,333.67
Net Assets	\$852,901.36
Equity	
Retained Earnings	\$863,471.27
Current Year Earnings	-\$10,569.91
Total Equity	\$852,901.36

Sales Summary













Food

Days	30											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Food Sales Actual	\$ 112,953	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Food Sales KPI	\$ 135,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Variance	-\$ 22,047	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$

Beverage

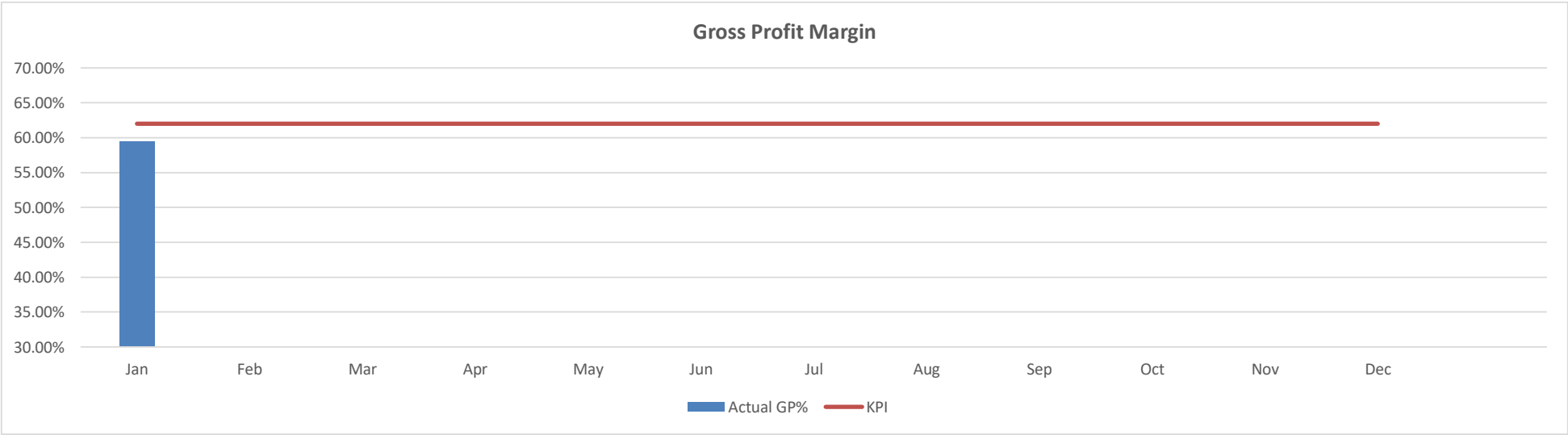
Days	30											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Beverage Actual	\$ 95,733	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Beverage KPI	\$ 128,580	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Variance	-\$ 32,847	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$

Gaming

Days	30											
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Gaming Actual	\$ 163,416	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Gaming KPI	\$ 204,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Variance	-\$ 40,584	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$	 \$

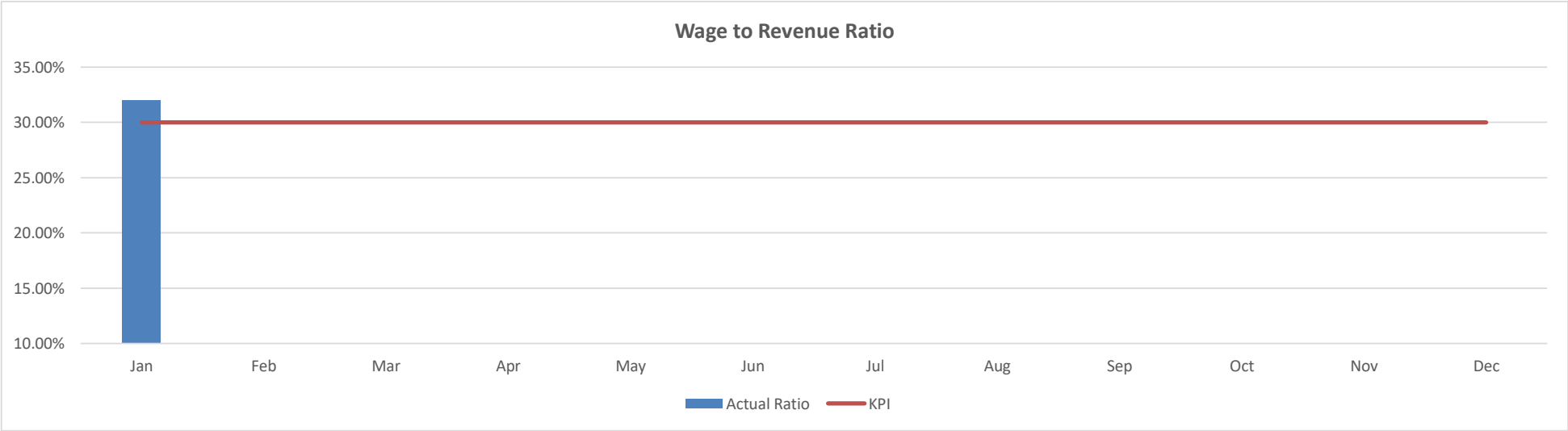
Sales & Cost of Sales Analysis - Food

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 112,953	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 112,953
COGS	\$ 45,846	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 45,846
Gross Profit	\$ 67,108	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 67,108
GP%	59.41%												
KPI	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%	62.00%
	x	x	x	x	x	x	x	x	x	x	x	x	



Wage Analysis - Food (BOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 112,953	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 112,953
Wages (BOH)	\$ 36,132	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,132
Wage to Revenue Ratio	31.99%												
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	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

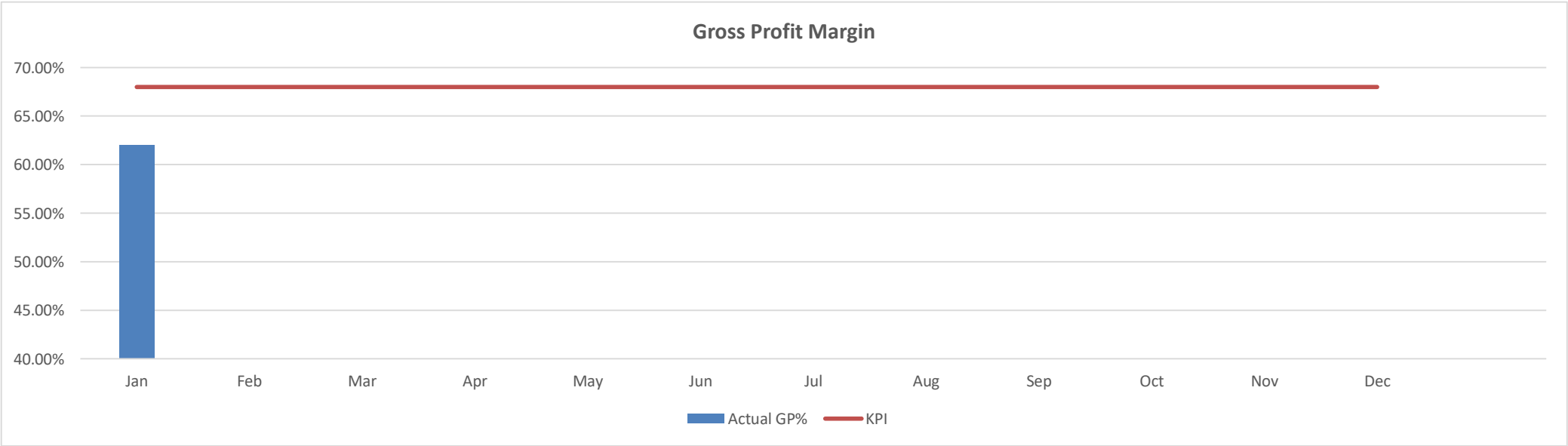


Sales & Cost of Sales Analysis - Beverage

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sales	\$ 95,733	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 95,733
COGS	\$ 36,353	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36,353

Gross Profit	\$ 59,381	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 59,381
GP%	62.03%												

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	x	x	x	x	



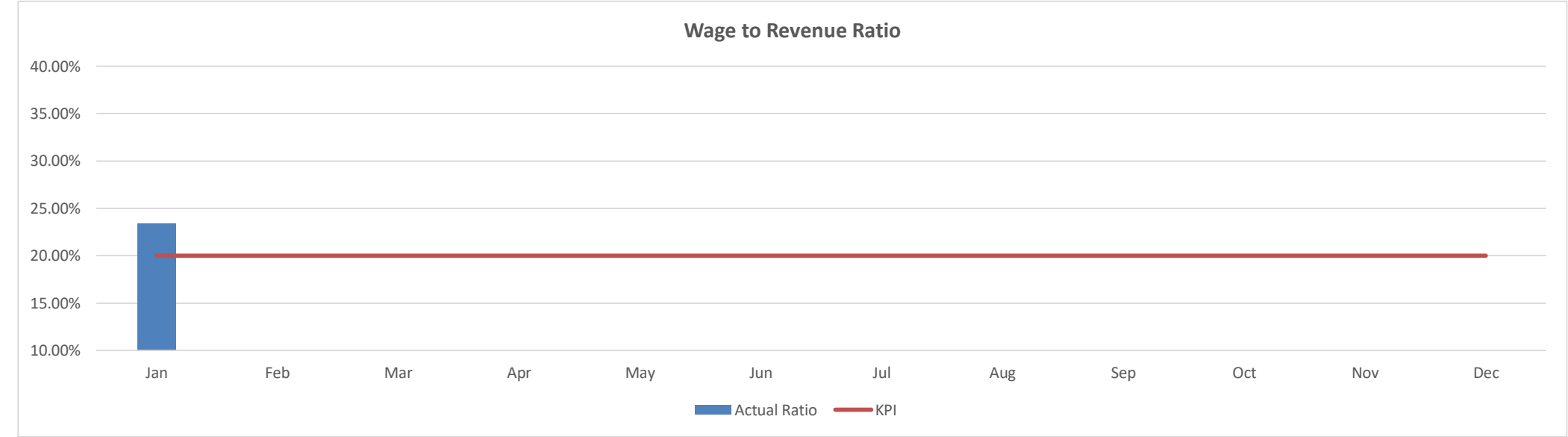
Wage Analysis - Beverage/Gaming (FOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sale	\$ 95,733	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 95,733
Gaming Revenue	\$ 163,416	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 163,416
Total Revenue	\$ 259,149	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 259,149

Wages (FOH)	\$ 60,587	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 60,587
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Wage to Revenue Ratio	23.38%												
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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%
	x	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓



Gaming Sales Analysis

Days	30												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Gaming Sales	\$ 163,416	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 163,416
Gaming Tax	\$ 21,707	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 21,707
Gross Profit	\$ 141,709	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 141,709
GP%	86.72%												
Days	30												
Daily NMR	\$ 108.94												
Gaming Turnover	\$ 1,783,490												\$ 1,783,490
KPI	\$ 2,357,143	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,357,143
	x	x	x	x	x	x	x	x	x	x	x	x	

