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**Wangaratta RSL**

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# Monthly Management Report

**March 2022**

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Prepared by:



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21/04/2022

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

Dear Board Members,

**RE: Wangaratta RSL Financial Results – March 2022**

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

**Financial Results March 2022:**

The financial reports for the period have been prepared on a calendar month basis from the 1<sup>st</sup> of March to the 31<sup>st</sup> of March 2022.

The Budget for FY22 has been received and entered by OTH which can now be used to provide an analysis comparing the month's figures and budgeted expectations.

During March the venue was open 7 days a week for Food, Beverage, and Gaming which allowed for 31 days of trade. Total Revenue received for the month was \$443K with Gaming contributing to 42% of the revenue, Food at 28%, and Beverage at 25%. The Beverage Gross Profit Margin for March is 65% and the Food Gross Profit Margin for March is 56%. The Beverage has hit the FY21 average for beverages, however, Food is down by 3% when compared to the FY21 average of 59%. When compared to the budget, the main revenue departments for Food, Beverage, and Gaming have, in total, exceeded budgeted expectations by \$22K.

The venue recorded an \$18k loss for March. Notable expenditure for the month includes Employment Expenses which have increased by \$16K when compared to February, however, have recorded \$2.6K less than budgeted expectations. Other expenses that contribute to the loss related to \$25K in Donations being distributed in March, and Gaming Expenses increased by \$18K when compared to February, exceeding budgeted expectations for March, which is due to the increase in Gaming Revenue received for the month.

The venue is currently up to date with the ATO repayments, with the remaining liability at the end of March sitting at \$8.6K. With the current payment plan, it is expected that the remaining balance to be paid by August.

The Balance Sheet of the RSL reflects the latest known financial position as of the end of March 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 To March 2022

ABN: 61 412 912 811

	January	February	March	Total
Sales Revenue				
Bar Sales				
Beverage Sales	\$95,733.05	\$98,342.94	\$112,502.72	\$306,578.71
Total Bar Sales	\$95,733.05	\$98,342.94	\$112,502.72	\$306,578.71
Food Sales				
Food Sales	\$112,953.17	\$96,406.85	\$116,033.62	\$325,393.64
Food Sales - Subsidised	\$5,450.00	\$5,765.00	\$7,358.00	\$18,573.00
Total Food Sales	\$118,403.17	\$102,171.85	\$123,391.62	\$343,966.64
Gaming Machine Revenue				
Gaming Revenue	\$163,415.65	\$150,075.24	\$184,259.61	\$497,750.50
Total Gaming Machine Revenue	\$163,415.65	\$150,075.24	\$184,259.61	\$497,750.50
Keno Commission				
Keno Commission	\$1,426.81	\$941.18	\$938.99	\$3,306.98
Total Keno Commission	\$1,426.81	\$941.18	\$938.99	\$3,306.98
TAB Commission				
TAB Commission	\$389.67	\$893.83	\$1,028.72	\$2,312.22
Total TAB Commission	\$389.67	\$893.83	\$1,028.72	\$2,312.22
Membership Income				
Membership Income	\$2,654.54	\$9,640.89	\$8,276.77	\$20,572.20
Total Membership Income	\$2,654.54	\$9,640.89	\$8,276.77	\$20,572.20
Raffle Income				
Raffle Income	\$4,130.00	\$5,083.00	\$7,026.00	\$16,239.00
Total Raffle Income	\$4,130.00	\$5,083.00	\$7,026.00	\$16,239.00
Room Hire				
Room Hire & Catering	\$0.00	\$181.82	\$0.00	\$181.82
Room Hire & Catering - Subsidy	\$0.00	\$1,000.00	\$1,000.00	\$2,000.00
Total Room Hire	\$0.00	\$1,181.82	\$1,000.00	\$2,181.82
Other revenue				
ATM Rebate	\$1,650.91	\$1,134.54	\$1,876.40	\$4,661.85
Entertainment Subsidised	\$202.50	\$240.00	\$262.50	\$705.00
Other Income Received	\$0.00	\$536.40	\$677.28	\$1,213.68
Total Other revenue	\$1,853.41	\$1,910.94	\$2,816.18	\$6,580.53
Womens Auxillary Income				
WAUX - Interest Received	\$0.00	\$0.11	\$0.00	\$0.11
WAUX - Merchandise	\$310.00	\$283.27	\$2,187.27	\$2,780.54
Total Womens Auxillary Income	\$310.00	\$283.38	\$2,187.27	\$2,780.65
<b>Total Sales Revenue</b>	<b>\$388,316.30</b>	<b>\$370,525.07</b>	<b>\$443,427.88</b>	<b>\$1,202,269.25</b>
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$36,352.50	\$30,766.91	\$39,016.80	\$106,136.21
Total Cost of Sales - Beverage	\$36,352.50	\$30,766.91	\$39,016.80	\$106,136.21
Cost of Sales - Food				
Food Cost of Sales	\$45,845.64	\$37,559.96	\$50,643.62	\$134,049.22
Total Cost of Sales - Food	\$45,845.64	\$37,559.96	\$50,643.62	\$134,049.22
Cost of Sales - Gaming				
GSP Contract Cost	\$31,372.00	\$47,911.00	\$45,322.00	\$124,605.00
Loyalty EGM Integration Connec	\$775.00	\$700.00	\$775.00	\$2,250.00
State Gaming Tax	\$21,706.51	\$14,857.95	\$32,403.12	\$68,967.58

**Profit & Loss [Multi-Period]**

January 2022 To March 2022

ABN: 61 412 912 811

	January	February	March	Total
Monitoring Costs	\$6,268.80	\$0.00	\$3,134.40	\$9,403.20
VCGLR Supervision Charge	\$600.00	\$600.00	\$600.00	\$1,800.00
<b>Total Cost of Sales - Gaming</b>	<b>\$60,722.31</b>	<b>\$64,068.95</b>	<b>\$82,234.52</b>	<b>\$207,025.78</b>
Keno Cost of Sales				
Keno Fees	\$0.00	\$226.17	\$316.65	\$542.82
<b>Total Keno Cost of Sales</b>	<b>\$0.00</b>	<b>\$226.17</b>	<b>\$316.65</b>	<b>\$542.82</b>
TAB Cost of Sales				
TAB Fees	\$400.00	\$659.09	\$400.00	\$1,459.09
<b>Total TAB Cost of Sales</b>	<b>\$400.00</b>	<b>\$659.09</b>	<b>\$400.00</b>	<b>\$1,459.09</b>
<b>Total Cost Of Sales</b>	<b>\$143,320.45</b>	<b>\$133,281.08</b>	<b>\$172,611.59</b>	<b>\$449,213.12</b>
<b>Gross Profit</b>	<b>\$244,995.85</b>	<b>\$237,243.99</b>	<b>\$270,816.29</b>	<b>\$753,056.13</b>
<b>Expenses</b>				
<b>Administration Expenses</b>				
Accounting/Bookkeeping Fees	\$5,200.00	\$4,160.00	\$4,160.00	\$13,520.00
ATM Expenses	\$0.00	\$652.74	\$226.91	\$879.65
Bank Charges	\$106.00	\$0.00	\$0.00	\$106.00
Merchant fees	\$1,262.41	\$1,197.54	\$1,513.99	\$3,973.94
Computer Software & Support	\$413.32	\$711.08	\$611.11	\$1,735.51
Computer Other Expenses	\$65.32	\$436.67	\$893.17	\$1,395.16
Fees & Licences	\$80.93	\$300.62	\$197.22	\$578.77
Freight & Cartage	\$72.45	\$132.39	\$331.37	\$536.21
Postage	\$8.72	\$22.73	\$136.85	\$168.30
Printing, Stationery	\$333.54	\$199.59	\$293.68	\$826.81
Professional fees	\$81.64	\$64.52	\$58.64	\$204.80
Subscriptions - TV etc	\$2,255.85	\$3,461.51	\$3,461.51	\$9,178.87
Subscriptions - Other	\$181.70	\$345.51	\$557.90	\$1,085.11
Telephone & Internet	\$515.11	\$461.30	\$437.23	\$1,413.64
Travel Expenses	\$88.21	\$1,218.87	\$319.16	\$1,626.24
<b>Total Administration Expenses</b>	<b>\$10,665.20</b>	<b>\$13,365.07</b>	<b>\$13,198.74</b>	<b>\$37,229.01</b>
<b>Operational Expenses</b>				
Bar Expenses	\$171.00	\$140.05	\$283.09	\$594.14
Beer Gas	\$459.14	\$551.68	\$345.68	\$1,356.50
Cash Discrepancies	\$107.91	\$28.10	\$95.40	\$231.41
Cleaning Products	\$210.19	\$344.91	\$491.51	\$1,046.61
Cleaning Contracts	\$7,219.79	\$5,340.00	\$4,800.00	\$17,359.79
Cleaning Other	\$0.00	\$468.93	\$310.18	\$779.11
Consumables	\$238.87	\$564.88	\$1,048.34	\$1,852.09
Dining Room Supplies	\$541.34	\$736.25	\$715.33	\$1,992.92
Donations	\$0.00	\$0.00	\$275.00	\$275.00
Gaming Expenses	\$569.18	\$4,486.05	\$2,400.41	\$7,455.64
Kitchen Supplies/equipment	\$2,795.68	\$2,678.47	\$2,071.48	\$7,545.63
Laundry	\$230.00	\$21.50	\$0.00	\$251.50
Raffles	\$1,640.37	\$1,814.55	\$2,617.77	\$6,072.69
Security Contracts	\$468.01	\$700.12	\$468.01	\$1,636.14
Sundry Expense	\$733.34	\$63.63	\$53.64	\$850.61
Wastage	\$1,007.20	\$1,022.04	\$225.87	\$2,255.11
<b>Total Operational Expenses</b>	<b>\$16,392.02</b>	<b>\$18,961.16</b>	<b>\$16,201.71</b>	<b>\$51,554.89</b>
<b>Advertising &amp; Promotions</b>				
Advertising & Marketing	\$3,155.83	\$5,366.67	\$6,593.24	\$15,115.74

**Profit & Loss [Multi-Period]**

January 2022 To March 2022

ABN: 61 412 912 811

	January	February	March	Total
Promotions - Members Prizes	\$2,400.00	\$0.00	\$0.00	\$2,400.00
Promotions - Members Discount	\$6,194.90	\$7,287.65	\$9,308.62	\$22,791.17
Promotions - Gaming	\$249.00	\$324.00	\$479.64	\$1,052.64
Promotions - Food	\$327.27	\$0.00	\$0.00	\$327.27
Promotions - Other	-\$24.14	-\$888.12	-\$432.17	-\$1,344.43
Promotions - Happy Hour	\$339.38	\$437.01	\$564.22	\$1,340.61
Promotions - Specials	\$47.02	\$48.51	\$119.30	\$214.83
Guest Entertainment	\$2,290.00	\$1,545.45	\$1,000.00	\$4,835.45
Giveaways	-\$410.77	-\$0.75	\$12.34	-\$399.18
<b>Total Advertising &amp; Promotions</b>	<b>\$14,568.49</b>	<b>\$14,120.42</b>	<b>\$17,645.19</b>	<b>\$46,334.10</b>
<b>Occupancy Costs</b>				
Rent - Ovens Street	\$0.00	\$1,838.39	\$0.00	\$1,838.39
Rent - Patriotic Fund	\$36,363.64	\$40,000.00	\$50,000.00	\$126,363.64
Electricity	\$8,607.03	\$7,683.51	\$5,723.59	\$22,014.13
Gas	\$1,439.29	\$1,150.00	\$1,496.13	\$4,085.42
Water Rates	\$417.95	\$417.95	\$786.76	\$1,622.66
Waste Removal	\$1,422.00	\$1,078.00	\$0.00	\$2,500.00
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	\$458.50	\$86.36	\$545.45	\$1,090.31
Rep & Maint - Plant & equip	\$13.63	\$362.21	\$1,884.12	\$2,259.96
<b>Total Occupancy Costs</b>	<b>\$52,251.62</b>	<b>\$56,146.00</b>	<b>\$63,965.63</b>	<b>\$172,363.25</b>
<b>Committee &amp; Members Expenses</b>				
Loyalty Points Redemption	\$1,738.91	\$7,048.56	\$863.69	\$9,651.16
Members Expenses	\$420.91	\$310.96	\$0.00	\$731.87
President Shout	\$6.55	\$33.70	\$21.74	\$61.99
<b>Total Committee &amp; Members Expenses</b>	<b>\$2,166.37</b>	<b>\$7,393.22</b>	<b>\$885.43</b>	<b>\$10,445.02</b>
<b>Welfare &amp; Charitable Expenses</b>				
Committee Honorarium	\$0.00	\$0.00	\$1,090.91	\$1,090.91
VCGLR Gaming Donations	\$0.00	\$0.00	\$25,000.00	\$25,000.00
Donations/Community outreach	\$1,000.00	\$0.00	\$0.00	\$1,000.00
Other W&C expenses	\$1,022.75	\$163.65	\$272.75	\$1,459.15
Scholarship Costs	\$1,590.89	\$454.54	\$0.00	\$2,045.43
Subsidised - Entertainment	\$202.50	\$240.00	\$262.50	\$705.00
Subsidised - Meals	\$5,450.00	\$5,765.00	\$7,358.00	\$18,573.00
Subsidised - Room Hire	\$0.00	\$1,000.00	\$1,000.00	\$2,000.00
Welfare Wages	\$3,815.46	\$3,407.73	\$3,414.47	\$10,637.66
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$13,081.60</b>	<b>\$11,030.92</b>	<b>\$38,398.63</b>	<b>\$62,511.15</b>
<b>Womens Auxillary Expenses</b>				
WAUX - Commemorative Events	\$0.00	\$0.00	\$26.37	\$26.37
WAUX - General Expenses	\$99.31	\$0.00	\$0.00	\$99.31
WAUX - Merchandise	\$0.00	\$129.16	\$126.76	\$255.92
WAUX - Womens Council	\$0.00	\$0.00	\$136.36	\$136.36
WAUX - Events	\$0.00	\$700.00	\$0.00	\$700.00
<b>Total Womens Auxillary Expenses</b>	<b>\$99.31</b>	<b>\$829.16</b>	<b>\$289.49</b>	<b>\$1,217.96</b>
<b>Employment Expenses</b>				
FOH Wages	\$60,587.04	\$52,488.92	\$55,731.98	\$168,807.94
BOH Wages	\$36,132.41	\$29,427.44	\$34,158.52	\$99,718.37
Admin Wages	\$4,232.09	\$3,243.32	\$3,882.44	\$11,357.85
Management Wages	\$14,294.49	\$12,396.92	\$14,669.23	\$41,360.64

**Profit & Loss [Multi-Period]**

January 2022 To March 2022

ABN: 61 412 912 811

	January	February	March	Total
Superannuation	\$12,200.45	\$9,663.11	\$9,928.43	\$31,791.99
Provision - Annual Leave	\$3,020.77	-\$2,257.59	\$5,038.99	\$5,802.17
Provision - Long Service Leave	\$98.03	\$2,126.34	-\$348.60	\$1,875.77
Workcover	\$2,813.22	\$2,201.11	\$2,198.28	\$7,212.61
Payroll Tax	\$1,008.70	\$635.33	\$633.60	\$2,277.63
Staff Amenities	\$236.66	\$750.38	\$180.67	\$1,167.71
Staff Training	\$0.00	\$0.00	\$1,410.00	\$1,410.00
Staff Uniforms	\$133.61	\$612.61	\$133.61	\$879.83
Staff Discount	\$1,387.35	\$1,409.87	\$1,215.50	\$4,012.72
<b>Total Employment Expenses</b>	<b>\$136,144.82</b>	<b>\$112,697.76</b>	<b>\$128,832.65</b>	<b>\$377,675.23</b>
<b>Total Expenses</b>	<b>\$245,369.43</b>	<b>\$234,543.71</b>	<b>\$279,417.47</b>	<b>\$759,330.61</b>
<b>Operating Profit</b>	<b>-\$373.58</b>	<b>\$2,700.28</b>	<b>-\$8,601.18</b>	<b>-\$6,274.48</b>
Other Income				
Interest Received	\$4.61	\$1.06	\$0.00	\$5.67
<b>Total Other Income</b>	<b>\$4.61</b>	<b>\$1.06</b>	<b>\$0.00</b>	<b>\$5.67</b>
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.37	\$9,078.66	\$10,051.36	\$29,181.39
Interest paid	\$149.57	\$146.16	\$144.79	\$440.52
<b>Total Other Expenses</b>	<b>\$10,200.94</b>	<b>\$9,224.82</b>	<b>\$10,196.15</b>	<b>\$29,621.91</b>
<b>Net Profit/(Loss)</b>	<b>-\$10,569.91</b>	<b>-\$6,523.48</b>	<b>-\$18,797.33</b>	<b>-\$35,890.72</b>

**Profit & Loss Statement**

January 2022 To March 2022

ABN: 61 412 912 811

Sales Revenue		
Bar Sales		
Beverage Sales	\$306,578.71	
Total Bar Sales		\$306,578.71
Food Sales		
Food Sales	\$325,393.64	
Food Sales - Subsidised	\$18,573.00	
Total Food Sales		\$343,966.64
Gaming Machine Revenue		
Gaming Revenue	\$497,750.50	
Total Gaming Machine Revenue		\$497,750.50
Keno Commission		
Keno Commission	\$3,306.98	
Total Keno Commission		\$3,306.98
TAB Commission		
TAB Commission	\$2,312.22	
Total TAB Commission		\$2,312.22
Membership Income		
Membership Income	\$20,572.20	
Total Membership Income		\$20,572.20
Raffle Income		
Raffle Income	\$16,239.00	
Total Raffle Income		\$16,239.00
Room Hire		
Room Hire & Catering	\$181.82	
Room Hire & Catering - Subsidy	\$2,000.00	
Total Room Hire		\$2,181.82
Other revenue		
ATM Rebate	\$4,661.85	
Entertainment Subsidised	\$705.00	
Other Income Received	\$1,213.68	
Total Other revenue		\$6,580.53
Womens Auxillary Income		
WAUX - Interest Received	\$0.11	
WAUX - Merchandise	\$2,780.54	
Total Womens Auxillary Income		\$2,780.65
<b>Total Sales Revenue</b>		<b>\$1,202,269.25</b>
Cost Of Sales		
Cost of Sales - Beverage		
Beverage Cost of Sales	\$106,136.21	
Total Cost of Sales - Beverage		\$106,136.21
Cost of Sales - Food		
Food Cost of Sales	\$134,049.22	
Total Cost of Sales - Food		\$134,049.22
Cost of Sales - Gaming		
GSP Contract Cost	\$124,605.00	
Loyalty EGM Integration Connec	\$2,250.00	
State Gaming Tax	\$68,967.58	

This report includes Year-End Adjustments.



**Profit & Loss Statement**

January 2022 To March 2022

ABN: 61 412 912 811

Monitoring Costs	\$9,403.20	
VCGLR Supervision Charge	\$1,800.00	
<b>Total Cost of Sales - Gaming</b>		<b>\$207,025.78</b>
Keno Cost of Sales		
Keno Fees	\$542.82	
<b>Total Keno Cost of Sales</b>		<b>\$542.82</b>
TAB Cost of Sales		
TAB Fees	\$1,459.09	
<b>Total TAB Cost of Sales</b>		<b>\$1,459.09</b>
<b>Total Cost Of Sales</b>		<b>\$449,213.12</b>
<b>Gross Profit</b>		<b>\$753,056.13</b>
Expenses		
Administration Expenses		
Accounting/Bookkeeping Fees	\$13,520.00	
ATM Expenses	\$879.65	
Bank Charges	\$106.00	
Merchant fees	\$3,973.94	
Computer Software & Support	\$1,735.51	
Computer Other Expenses	\$1,395.16	
Fees & Licences	\$578.77	
Freight & Cartage	\$536.21	
Postage	\$168.30	
Printing, Stationery	\$826.81	
Professional fees	\$204.80	
Subscriptions - TV etc	\$9,178.87	
Subscriptions - Other	\$1,085.11	
Telephone & Internet	\$1,413.64	
Travel Expenses	\$1,626.24	
<b>Total Administration Expenses</b>		<b>\$37,229.01</b>
Operational Expenses		
Bar Expenses	\$594.14	
Beer Gas	\$1,356.50	
Cash Discrepancies	\$231.41	
Cleaning Products	\$1,046.61	
Cleaning Contracts	\$17,359.79	
Cleaning Other	\$779.11	
Consumables	\$1,852.09	
Dining Room Supplies	\$1,992.92	
Donations	\$275.00	
Gaming Expenses	\$7,455.64	
Kitchen Supplies/equipment	\$7,545.63	
Laundry	\$251.50	
Raffles	\$6,072.69	
Security Contracts	\$1,636.14	
Sundry Expense	\$850.61	
Wastage	\$2,255.11	
<b>Total Operational Expenses</b>		<b>\$51,554.89</b>
Advertising & Promotions		
Advertising & Marketing	\$15,115.74	

This report includes Year-End Adjustments.

**Profit & Loss Statement**

January 2022 To March 2022

ABN: 61 412 912 811

Promotions - Members Prizes	\$2,400.00	
Promotions - Members Discount	\$22,791.17	
Promotions - Gaming	\$1,052.64	
Promotions - Food	\$327.27	
Promotions - Other	-\$1,344.43	
Promotions - Happy Hour	\$1,340.61	
Promotions - Specials	\$214.83	
Guest Entertainment	\$4,835.45	
Giveaways	-\$399.18	
<b>Total Advertising &amp; Promotions</b>		<b>\$46,334.10</b>
Occupancy Costs		
Rent - Ovens Street	\$1,838.39	
Rent - Patriotic Fund	\$126,363.64	
Electricity	\$22,014.13	
Gas	\$4,085.42	
Water Rates	\$1,622.66	
Waste Removal	\$2,500.00	
Insurance	\$9,835.08	
Rates & Taxes	\$753.66	
Rep & Maint - Buildings	\$1,090.31	
Rep & Maint - Plant & equip	\$2,259.96	
<b>Total Occupancy Costs</b>		<b>\$172,363.25</b>
Committee & Members Expenses		
Loyalty Points Redemption	\$9,651.16	
Members Expenses	\$731.87	
President Shout	\$61.99	
<b>Total Committee &amp; Members Expenses</b>		<b>\$10,445.02</b>
Welfare & Charitable Expenses		
Committee Honorarium	\$1,090.91	
VCGLR Gaming Donations	\$25,000.00	
Donations/Community outreach	\$1,000.00	
Other W&C expenses	\$1,459.15	
Scholarship Costs	\$2,045.43	
Subsidised - Entertainment	\$705.00	
Subsidised - Meals	\$18,573.00	
Subsidised - Room Hire	\$2,000.00	
Welfare Wages	\$10,637.66	
<b>Total Welfare &amp; Charitable Expenses</b>		<b>\$62,511.15</b>
Womens Auxillary Expenses		
WAUX - Commemorative Events	\$26.37	
WAUX - General Expenses	\$99.31	
WAUX - Merchandise	\$255.92	
WAUX - Womens Council	\$136.36	
WAUX - Events	\$700.00	
<b>Total Womens Auxillary Expenses</b>		<b>\$1,217.96</b>
Employment Expenses		
FOH Wages	\$168,807.94	
BOH Wages	\$99,718.37	
Admin Wages	\$11,357.85	
Management Wages	\$41,360.64	

This report includes Year-End Adjustments.

**Profit & Loss Statement**

January 2022 To March 2022

ABN: 61 412 912 811

Superannuation	\$31,791.99	
Provision - Annual Leave	\$5,802.17	
Provision - Long Service Leave	\$1,875.77	
Workcover	\$7,212.61	
Payroll Tax	\$2,277.63	
Staff Amenities	\$1,167.71	
Staff Training	\$1,410.00	
Staff Uniforms	\$879.83	
Staff Discount	\$4,012.72	
<b>Total Employment Expenses</b>		<b>\$377,675.23</b>
<b>Total Expenses</b>		<b>\$759,330.61</b>
<b>Operating Profit</b>		<b>-\$6,274.48</b>
Other Income		
Interest Received		\$5.67
<b>Total Other Income</b>		<b>\$5.67</b>
Other Expenses		
Amortisation - Gaming Entitlem	\$29,181.39	
Interest paid	\$440.52	
<b>Total Other Expenses</b>		<b>\$29,621.91</b>
<b>Net Profit/(Loss)</b>		<b>-\$35,890.72</b>

This report includes Year-End Adjustments.

**Profit & Loss [Budget Analysis]**

March 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$112,502.72	\$100,000.00	\$12,502.72	12.5%
Total Bar Sales	\$112,502.72	\$100,000.00	\$12,502.72	12.5%
Food Sales				
Food Sales	\$116,033.62	\$110,000.00	\$6,033.62	5.5%
Food Sales - Subsidised	\$7,358.00	\$8,000.00	-\$642.00	(8.0)%
Total Food Sales	\$123,391.62	\$118,000.00	\$5,391.62	4.6%
Gaming Machine Revenue				
Gaming Revenue	\$184,259.61	\$179,800.00	\$4,459.61	2.5%
Total Gaming Machine Revenue	\$184,259.61	\$179,800.00	\$4,459.61	2.5%
Keno Commission				
Keno Commission	\$938.99	\$592.96	\$346.03	58.4%
Total Keno Commission	\$938.99	\$592.96	\$346.03	58.4%
TAB Commission				
TAB Commission	\$1,028.72	\$1,200.00	-\$171.28	(14.3)%
Total TAB Commission	\$1,028.72	\$1,200.00	-\$171.28	(14.3)%
Membership Income				
Membership Income	\$8,276.77	\$2,800.00	\$5,476.77	195.6%
Total Membership Income	\$8,276.77	\$2,800.00	\$5,476.77	195.6%
Raffle Income				
Raffle Income	\$7,026.00	\$6,500.00	\$526.00	8.1%
Total Raffle Income	\$7,026.00	\$6,500.00	\$526.00	8.1%
Room Hire				
Room Hire & Catering	\$0.00	\$100.00	-\$100.00	(100.0)%
Room Hire & Catering - Subsidy	\$1,000.00	\$750.00	\$250.00	33.3%
Total Room Hire	\$1,000.00	\$850.00	\$150.00	17.6%
Other revenue				
ATM Rebate	\$1,876.40	\$1,600.00	\$276.40	17.3%
Entertainment Subsidised	\$262.50	\$0.00	\$262.50	NA
Other Income Received	\$677.28	\$0.00	\$677.28	NA
Total Other revenue	\$2,816.18	\$1,600.00	\$1,216.18	76.0%
Womens Auxillary Income				
WAUX - Merchandise	\$2,187.27	\$200.00	\$1,987.27	993.6%
Total Womens Auxillary Income	\$2,187.27	\$200.00	\$1,987.27	993.6%
<b>Total Sales Revenue</b>	<b>\$443,427.88</b>	<b>\$411,542.96</b>	<b>\$31,884.92</b>	<b>7.7%</b>
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$39,016.80	\$32,000.00	\$7,016.80	21.9%
Total Cost of Sales - Beverage	\$39,016.80	\$32,000.00	\$7,016.80	21.9%
Cost of Sales - Food				
Food Cost of Sales	\$50,643.62	\$41,800.00	\$8,843.62	21.2%
Total Cost of Sales - Food	\$50,643.62	\$41,800.00	\$8,843.62	21.2%
Cost of Sales - Gaming				
GSP Contract Cost	\$45,322.00	\$40,672.00	\$4,650.00	11.4%
Loyalty EGM Integration Connec	\$775.00	\$775.00	\$0.00	0.0%
State Gaming Tax	\$32,403.12	\$30,112.16	\$2,290.96	7.6%
Monitoring Costs	\$3,134.40	\$3,000.00	\$134.40	4.5%

**Profit & Loss [Budget Analysis]**

March 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
VCGLR Supervision Charge	\$600.00	\$600.00	\$0.00	0.0%
Total Cost of Sales - Gaming	\$82,234.52	\$75,159.16	\$7,075.36	9.4%
Keno Cost of Sales				
Keno Fees	\$316.65	\$395.81	-\$79.16	(20.0)%
Total Keno Cost of Sales	\$316.65	\$395.81	-\$79.16	(20.0)%
TAB Cost of Sales				
TAB Fees	\$400.00	\$500.00	-\$100.00	(20.0)%
Total TAB Cost of Sales	\$400.00	\$500.00	-\$100.00	(20.0)%
<b>Total Cost Of Sales</b>	<b>\$172,611.59</b>	<b>\$149,854.97</b>	<b>\$22,756.62</b>	<b>15.2%</b>
<b>Gross Profit</b>	<b>\$270,816.29</b>	<b>\$261,687.99</b>	<b>\$9,128.30</b>	<b>3.5%</b>
<b>Expenses</b>				
<b>Administration Expenses</b>				
Accounting/Bookkeeping Fees	\$4,160.00	\$4,118.40	\$41.60	1.0%
ATM Expenses	\$226.91	\$350.00	-\$123.09	(35.2)%
Bank Charges	\$0.00	\$200.00	-\$200.00	(100.0)%
Merchant fees	\$1,513.99	\$1,400.00	\$113.99	8.1%
Computer Software & Support	\$611.11	\$625.00	-\$13.89	(2.2)%
Computer Other Expenses	\$893.17	\$80.00	\$813.17	1,016.5%
Fees & Licences	\$197.22	\$600.00	-\$402.78	(67.1)%
Freight & Cartage	\$331.37	\$500.00	-\$168.63	(33.7)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$136.85	\$60.00	\$76.85	128.1%
Printing, Stationery	\$293.68	\$1,000.00	-\$706.32	(70.6)%
Professional fees	\$58.64	\$453.59	-\$394.95	(87.1)%
Subscriptions - TV etc	\$3,461.51	\$3,500.00	-\$38.49	(1.1)%
Subscriptions - Other	\$557.90	\$300.00	\$257.90	86.0%
Telephone & Internet	\$437.23	\$550.00	-\$112.77	(20.5)%
Travel Expenses	\$319.16	\$189.62	\$129.54	68.3%
Total Administration Expenses	\$13,198.74	\$14,476.61	-\$1,277.87	(8.8)%
<b>Operational Expenses</b>				
Bar Expenses	\$283.09	\$1,300.00	-\$1,016.91	(78.2)%
Beer Gas	\$345.68	\$300.00	\$45.68	15.2%
Cash Discrepancies	\$95.40	\$250.00	-\$154.60	(61.8)%
Cleaning Products	\$491.51	\$150.00	\$341.51	227.7%
Cleaning Contracts	\$4,800.00	\$6,250.00	-\$1,450.00	(23.2)%
Cleaning Other	\$310.18	\$0.00	\$310.18	NA
Consumables	\$1,048.34	\$500.00	\$548.34	109.7%
Dining Room Supplies	\$715.33	\$750.00	-\$34.67	(4.6)%
Donations	\$275.00	\$0.00	\$275.00	NA
Gaming Expenses	\$2,400.41	\$1,000.00	\$1,400.41	140.0%
Kitchen Supplies/equipment	\$2,071.48	\$2,500.00	-\$428.52	(17.1)%
Laundry	\$0.00	\$60.00	-\$60.00	(100.0)%
Raffles	\$2,617.77	\$2,630.00	-\$12.23	(0.5)%
Security Contracts	\$468.01	\$550.00	-\$81.99	(14.9)%
Sundry Expense	\$53.64	\$500.00	-\$446.36	(89.3)%
Wastage	\$225.87	\$500.00	-\$274.13	(54.8)%
Total Operational Expenses	\$16,201.71	\$17,240.00	-\$1,038.29	(6.0)%
<b>Advertising &amp; Promotions</b>				
Advertising & Marketing	\$6,593.24	\$3,000.00	\$3,593.24	119.8%

**Profit & Loss [Budget Analysis]**

March 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Promotions - Members Prizes	\$0.00	\$750.00	-\$750.00	(100.0)%
Promotions - Members Discount	\$9,308.62	\$5,500.00	\$3,808.62	69.2%
Promotions - Gaming	\$479.64	\$550.00	-\$70.36	(12.8)%
Promotions - Food	\$0.00	\$400.00	-\$400.00	(100.0)%
Promotions - Other	-\$432.17	\$500.00	-\$932.17	(186.4)%
Promotions - Happy Hour	\$564.22	\$500.00	\$64.22	12.8%
Promotions - Specials	\$119.30	\$100.00	\$19.30	19.3%
Guest Entertainment	\$1,000.00	\$2,100.00	-\$1,100.00	(52.4)%
Giveaways	\$12.34	\$0.00	\$12.34	NA
<b>Total Advertising &amp; Promotions</b>	<b>\$17,645.19</b>	<b>\$13,400.00</b>	<b>\$4,245.19</b>	<b>31.7%</b>
<b>Occupancy Costs</b>				
Rent - Patriotic Fund	\$50,000.00	\$32,000.00	\$18,000.00	56.3%
Electricity	\$5,723.59	\$7,000.00	-\$1,276.41	(18.2)%
Gas	\$1,496.13	\$1,500.00	-\$3.87	(0.3)%
Water Rates	\$786.76	\$1,350.00	-\$563.24	(41.7)%
Waste Removal	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Insurance	\$3,278.36	\$3,850.00	-\$571.64	(14.8)%
Rates & Taxes	\$251.22	\$0.00	\$251.22	NA
Rep & Maint - Buildings	\$545.45	\$1,500.00	-\$954.55	(63.6)%
Rep & Maint - Plant & equip	\$1,884.12	\$1,500.00	\$384.12	25.6%
<b>Total Occupancy Costs</b>	<b>\$63,965.63</b>	<b>\$49,700.00</b>	<b>\$14,265.63</b>	<b>28.7%</b>
<b>Committee &amp; Members Expenses</b>				
Loyalty Points Redemption	\$863.69	\$4,700.00	-\$3,836.31	(81.6)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
President Shout	\$21.74	\$0.00	\$21.74	NA
<b>Total Committee &amp; Members Expenses</b>	<b>\$885.43</b>	<b>\$5,250.00</b>	<b>-\$4,364.57</b>	<b>(83.1)%</b>
<b>Welfare &amp; Charitable Expenses</b>				
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	\$0.00	\$5,500.00	-\$5,500.00	(100.0)%
Other W&C expenses	\$272.75	\$381.31	-\$108.56	(28.5)%
Subsidised - Room Hire	\$0.00	\$750.00	-\$750.00	(100.0)%
Subsidised - Entertainment	\$262.50	\$0.00	\$262.50	NA
Subsidised - Meals	\$7,358.00	\$8,000.00	-\$642.00	(8.0)%
Subsidised - Room Hire	\$1,000.00	\$0.00	\$1,000.00	NA
Welfare Wages	\$3,414.47	\$0.00	\$3,414.47	NA
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$38,398.63</b>	<b>\$15,831.31</b>	<b>\$22,567.32</b>	<b>142.5%</b>
<b>Womens Auxillary Expenses</b>				
WAUX - Commemorative Events	\$26.37	\$0.00	\$26.37	NA
WAUX - Merchandise	\$126.76	\$400.00	-\$273.24	(68.3)%
WAUX - Womens Council	\$136.36	\$0.00	\$136.36	NA
<b>Total Womens Auxillary Expenses</b>	<b>\$289.49</b>	<b>\$400.00</b>	<b>-\$110.51</b>	<b>(27.6)%</b>
<b>Employment Expenses</b>				
FOH Wages	\$55,731.98	\$52,760.00	\$2,971.98	5.6%
BOH Wages	\$34,158.52	\$37,400.00	-\$3,241.48	(8.7)%
Admin Wages	\$3,882.44	\$2,800.00	\$1,082.44	38.7%
Management Wages	\$14,669.23	\$15,500.00	-\$830.77	(5.4)%
JobKeeper Top Up	\$0.00	\$3,200.00	-\$3,200.00	(100.0)%
Superannuation	\$9,928.43	\$10,846.00	-\$917.57	(8.5)%
Provision - Annual Leave	\$5,038.99	\$2,500.00	\$2,538.99	101.6%

**Profit & Loss [Budget Analysis]**

March 2022

ABN: 61 412 912 811

	<b>Selected Period</b>	<b>Budgeted</b>	<b>\$ Difference</b>	<b>% Difference</b>
Provision - Long Service Leave	-\$348.60	\$500.00	-\$848.60	(169.7)%
Workcover	\$2,198.28	\$2,553.51	-\$355.23	(13.9)%
Payroll Tax	\$633.60	\$791.44	-\$157.84	(19.9)%
Staff Amenities	\$180.67	\$120.00	\$60.67	50.6%
Staff Training	\$1,410.00	\$1,000.00	\$410.00	41.0%
Staff Uniforms	\$133.61	\$696.25	-\$562.64	(80.8)%
Staff Discount	\$1,215.50	\$830.00	\$385.50	46.4%
<b>Total Employment Expenses</b>	<b>\$128,832.65</b>	<b>\$131,497.20</b>	<b>-\$2,664.55</b>	<b>(2.0)%</b>
<b>Total Expenses</b>	<b>\$279,417.47</b>	<b>\$247,795.12</b>	<b>\$31,622.35</b>	<b>12.8%</b>
<b>Operating Profit</b>	<b>-\$8,601.18</b>	<b>\$13,892.87</b>	<b>-\$22,494.05</b>	<b>(161.9)%</b>
<b>Total Other Income</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>NA</b>
<b>Other Expenses</b>				
Amortisation - Gaming Entitlem	\$10,051.36	\$10,051.37	-\$0.01	0.0%
Sinking Fund EGM	\$0.00	\$8,000.00	-\$8,000.00	(100.0)%
Interest paid	\$144.79	\$0.00	\$144.79	NA
<b>Total Other Expenses</b>	<b>\$10,196.15</b>	<b>\$18,051.37</b>	<b>-\$7,855.22</b>	<b>(43.5)%</b>
<b>Net Profit/(Loss)</b>	<b>-\$18,797.33</b>	<b>-\$4,158.50</b>	<b>-\$14,638.83</b>	<b>(352.0)%</b>

**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%
<b>Total Sales Revenue</b>	<b>\$1,202,269.25</b>	<b>\$1,228,023.93</b>	<b>-\$25,754.68</b>	<b>(2.1)%</b>
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)%



**Profit & Loss [Budget Analysis]**

January 2022 To March 2022

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
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%
<b>Total Cost of Sales - Gaming</b>	<b>\$207,025.78</b>	<b>\$219,468.56</b>	<b>-\$12,442.78</b>	<b>(5.7)%</b>
Keno Cost of Sales				
Keno Fees	\$542.82	\$1,029.11	-\$486.29	(47.3)%
<b>Total Keno Cost of Sales</b>	<b>\$542.82</b>	<b>\$1,029.11</b>	<b>-\$486.29</b>	<b>(47.3)%</b>
TAB Cost of Sales				
TAB Fees	\$1,459.09	\$1,500.00	-\$40.91	(2.7)%
<b>Total TAB Cost of Sales</b>	<b>\$1,459.09</b>	<b>\$1,500.00</b>	<b>-\$40.91</b>	<b>(2.7)%</b>
<b>Total Cost Of Sales</b>	<b>\$449,213.12</b>	<b>\$447,197.67</b>	<b>\$2,015.45</b>	<b>0.5%</b>
<b>Gross Profit</b>	<b>\$753,056.13</b>	<b>\$780,826.26</b>	<b>-\$27,770.13</b>	<b>(3.6)%</b>
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%
<b>Total Administration Expenses</b>	<b>\$37,229.01</b>	<b>\$44,137.10</b>	<b>-\$6,908.09</b>	<b>(15.7)%</b>
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%
<b>Total Operational Expenses</b>	<b>\$51,554.89</b>	<b>\$49,770.10</b>	<b>\$1,784.79</b>	<b>3.6%</b>

**Profit & Loss [Budget Analysis]**

January 2022 To March 2022

ABN: 61 412 912 811

	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
<b>Total Advertising &amp; Promotions</b>	<b>\$46,334.10</b>	<b>\$40,200.00</b>	<b>\$6,134.10</b>	<b>15.3%</b>
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)%
<b>Total Occupancy Costs</b>	<b>\$172,363.25</b>	<b>\$155,300.00</b>	<b>\$17,063.25</b>	<b>11.0%</b>
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
<b>Total Committee &amp; Members Expenses</b>	<b>\$10,445.02</b>	<b>\$15,750.00</b>	<b>-\$5,304.98</b>	<b>(33.7)%</b>
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
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$62,511.15</b>	<b>\$34,095.69</b>	<b>\$28,415.46</b>	<b>83.3%</b>
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
<b>Total Womens Auxillary Expenses</b>	<b>\$1,217.96</b>	<b>\$400.00</b>	<b>\$817.96</b>	<b>204.5%</b>
Employment Expenses				

**Profit & Loss [Budget Analysis]**

January 2022 To March 2022

ABN: 61 412 912 811

	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%
<b>Total Employment Expenses</b>	<b>\$377,675.23</b>	<b>\$393,193.59</b>	<b>-\$15,518.36</b>	<b>(3.9)%</b>
<b>Total Expenses</b>	<b>\$759,330.61</b>	<b>\$732,846.48</b>	<b>\$26,484.13</b>	<b>3.6%</b>
<b>Operating Profit</b>	<b>-\$6,274.48</b>	<b>\$47,979.78</b>	<b>-\$54,254.26</b>	<b>(113.1)%</b>
<b>Other Income</b>				
Interest Received	\$5.67	\$15.90	-\$10.23	(64.3)%
<b>Total Other Income</b>	<b>\$5.67</b>	<b>\$15.90</b>	<b>-\$10.23</b>	<b>(64.3)%</b>
<b>Other Expenses</b>				
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%
<b>Total Other Expenses</b>	<b>\$29,621.91</b>	<b>\$53,507.37</b>	<b>-\$23,885.46</b>	<b>(44.6)%</b>
<b>Net Profit/(Loss)</b>	<b>-\$35,890.72</b>	<b>-\$5,511.69</b>	<b>-\$30,379.03</b>	<b>(551.2)%</b>

**Balance Sheet [Multi-Period]**

January 2022 To March 2022

ABN: 61 412 912 811

	January	February	March
<b>Assets</b>			
Current Assets			
Bank Accounts			
ANZ Working Account x383	\$53,716.43	\$33,894.89	\$47,396.08
ANZ Gaming Account x775	\$139,422.68	\$88,609.96	\$61,145.79
ANZ Prize Account x612	\$59,980.24	\$60,000.76	\$57,500.00
ANZ Keno Account x321	\$13,458.57	\$13,988.99	\$14,741.18
ANZ Staff Entitlements x724	\$100,740.62	\$100,741.40	\$100,742.25
ANZ Community Chest x314	\$34,158.57	\$36,958.84	\$14,759.15
ANZ Gaming Entitlements x322	\$288,045.98	\$315,648.34	\$337,651.10
ANZ BAS Saver x603	\$62,280.70	\$80,644.25	\$100,000.00
ANZ WAUX x744	\$6,723.20	\$6,152.23	\$6,173.84
<b>Total Bank Accounts</b>	<b>\$758,526.99</b>	<b>\$736,639.66</b>	<b>\$740,109.39</b>
Clearing Accounts			
Cash Clearing	\$704.35	\$1,093.10	\$5,599.15
Pokie Clearing	\$0.00	\$0.00	\$2,500.00
Keno Clearing	-\$1,041.57	-\$312.92	\$0.00
TAB Clearing	-\$164.55	-\$378.77	-\$67.64
EFTPOS Clearing	\$3,303.80	\$3,812.99	\$7,220.08
ATM Clearing	\$12,984.00	\$17,014.00	\$9,464.00
Account Charge Clearing	\$613.50	\$249.70	\$48.10
<b>Total Clearing Accounts</b>	<b>\$16,399.53</b>	<b>\$21,478.10</b>	<b>\$24,763.69</b>
Floats			
Gaming Float	\$92,525.75	\$95,817.25	\$107,806.40
Hoppers Float	\$878.00	\$1,078.00	\$1,007.00
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
<b>Total Floats</b>	<b>\$102,203.75</b>	<b>\$105,695.25</b>	<b>\$117,613.40</b>
Debtors			
RSL Loyalty Points	\$35,694.33	\$33,667.73	\$35,854.80
<b>Total Debtors</b>	<b>\$35,694.33</b>	<b>\$33,667.73</b>	<b>\$35,854.80</b>
Prepayments			
Prepayments General	\$3,712.82	\$3,037.34	\$2,958.97
Prepaid Interest	\$897.39	\$747.82	\$598.25
Prepaid Workcover	\$27,588.77	\$27,588.77	\$27,588.77
Prepaid Insurance	\$19,670.14	\$16,391.78	\$13,113.42
<b>Total Prepayments</b>	<b>\$51,869.12</b>	<b>\$47,765.71</b>	<b>\$44,259.41</b>
Deposits			
TAB Holding Bond	\$5,000.00	\$5,000.00	\$5,000.00
<b>Total Deposits</b>	<b>\$5,000.00</b>	<b>\$5,000.00</b>	<b>\$5,000.00</b>
Stock			
Inventory - Beverage	\$26,775.12	\$26,801.01	\$35,180.74
Inventory - Food	\$21,289.12	\$21,368.38	\$26,669.55
<b>Total Stock</b>	<b>\$48,064.24</b>	<b>\$48,169.39</b>	<b>\$61,850.29</b>
<b>Total Current Assets</b>	<b>\$1,017,757.96</b>	<b>\$998,415.84</b>	<b>\$1,029,450.98</b>
Fixed Assets			
FF&F			

**Balance Sheet [Multi-Period]**

January 2022 To March 2022

ABN: 61 412 912 811

	January	February	March
FF&F At Cost	\$14,004.10	\$14,004.10	\$14,004.10
Accum. Depr. FF&F	-\$2,956.06	-\$2,956.06	-\$2,956.06
<b>Total FF&amp;F</b>	<b>\$11,048.04</b>	<b>\$11,048.04</b>	<b>\$11,048.04</b>
Plant & Equip			
Plant & Equip at Cost	\$87,428.59	\$87,428.59	\$87,428.59
Accum. Depr. Plant & Equip	-\$43,642.90	-\$43,642.90	-\$43,642.90
<b>Total Plant &amp; Equip</b>	<b>\$43,785.69</b>	<b>\$43,785.69</b>	<b>\$43,785.69</b>
Intangible Assets			
Gaming Entitlements			
Gaming Entitlements	\$759,202.70	\$759,202.70	\$759,202.70
Less - Accumulated Amort.	-\$718,445.73	-\$724,268.16	-\$730,714.42
Gaming Entitlements Add 18	\$141,490.83	\$141,490.83	\$141,490.83
Less - Accumulated Amort.	-\$118,697.24	-\$121,953.47	-\$125,558.57
Gaming Entitlements 2022	\$59,921.18	\$59,921.18	\$59,921.18
<b>Total Gaming Entitlements</b>	<b>\$123,471.74</b>	<b>\$114,393.08</b>	<b>\$104,341.72</b>
<b>Total Assets</b>	<b>\$1,196,063.43</b>	<b>\$1,167,642.65</b>	<b>\$1,188,626.43</b>
Liabilities			
Trade Creditors	\$0.00	\$0.00	-\$480.34
Current Liabilities			
Trade Creditors			
Trade Creditors	\$91,850.25	\$108,161.80	\$119,198.90
<b>Total Trade Creditors</b>	<b>\$91,850.25</b>	<b>\$108,161.80</b>	<b>\$119,198.90</b>
Accruals			
Jackpot Contributions	-\$34,741.54	-\$48,304.57	-\$54,930.17
Accrual - General	\$12,662.41	\$14,397.54	\$17,248.39
Accrual - Utilities	\$8,141.13	\$9,848.22	\$7,128.11
Accrual - Workcover	\$13,954.87	\$16,155.98	\$18,354.26
Accrual - Payroll Tax	\$3,609.24	\$4,244.57	\$4,878.17
Accrual - Gaming Tax	\$21,706.51	\$14,857.95	\$32,403.12
Accrual - Wages	\$4,228.15	\$4,124.58	\$15,321.15
<b>Total Accruals</b>	<b>\$29,560.77</b>	<b>\$15,324.27</b>	<b>\$40,403.03</b>
GST and Statutory Liabilities			
GST Collected	\$37,061.29	\$34,922.79	\$41,044.44
GST Paid	-\$14,416.77	-\$16,715.30	-\$18,723.01
PAYG Withholding Payable	\$24,791.00	\$19,285.00	\$18,362.00
Superannuation Payable	\$12,200.45	\$9,663.11	\$9,928.43
ATO Liability	\$12,673.00	\$10,673.00	\$8,673.00
Unclaimed Money	\$782.95	\$803.27	\$938.47
Child Support Payable	\$0.00	\$8.55	\$25.65
<b>Total GST and Statutory Liabilities</b>	<b>\$73,091.92</b>	<b>\$58,640.42</b>	<b>\$60,248.98</b>
Other Income Received			
Gift Vouchers	\$6,379.49	\$5,510.81	\$5,776.66
<b>Total Other Income Received</b>	<b>\$6,379.49</b>	<b>\$5,510.81</b>	<b>\$5,776.66</b>
RSL Loyalty Points			
RSL Loyalty Points	\$35,694.33	\$33,667.73	\$35,854.80
<b>Total RSL Loyalty Points</b>	<b>\$35,694.33</b>	<b>\$33,667.73</b>	<b>\$35,854.80</b>
Leave Liabilities			
Annual Leave Payable	\$55,800.33	\$55,396.42	\$59,745.84
Leave Loading Payable	\$7,532.37	\$5,678.69	\$6,368.26

**Balance Sheet [Multi-Period]**

January 2022 To March 2022

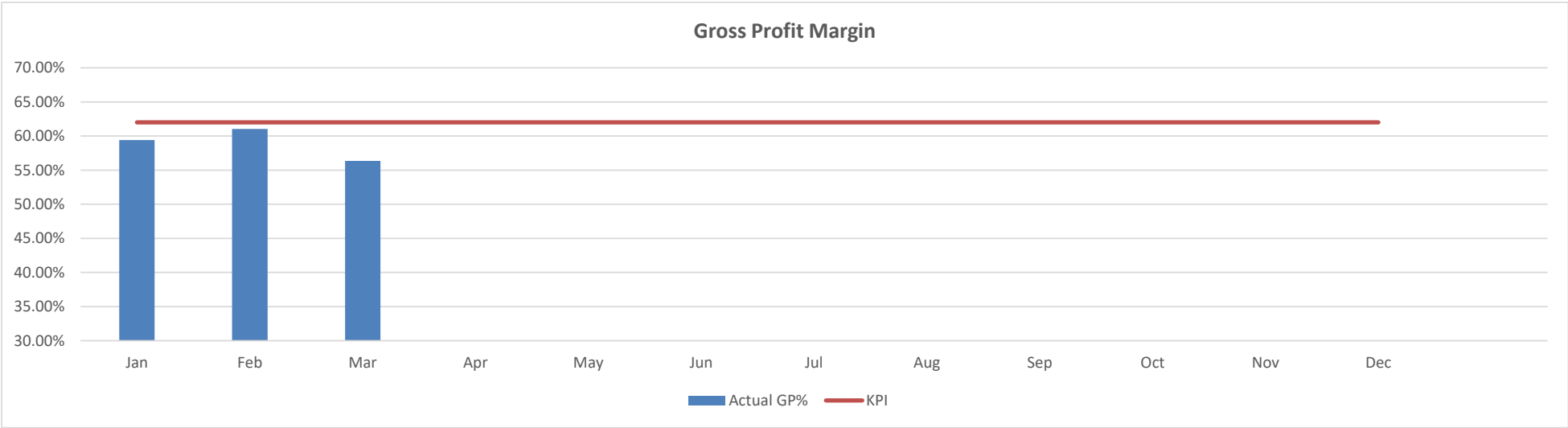
ABN: 61 412 912 811

	January	February	March
LSL Payable - Non Current	\$21,349.17	\$23,475.51	\$23,126.91
<b>Total Leave Liabilities</b>	<b>\$84,681.87</b>	<b>\$84,550.62</b>	<b>\$89,241.01</b>
Credit Cards			
ANZ - Credit Card x7984	\$822.65	\$0.00	\$1,065.39
<b>Total Credit Cards</b>	<b>\$822.65</b>	<b>\$0.00</b>	<b>\$1,065.39</b>
Loans - Other			
Hunter Premium	\$17,363.40	\$14,469.50	\$11,575.60
<b>Total Current Liabilities</b>	<b>\$339,444.68</b>	<b>\$320,325.15</b>	<b>\$363,364.37</b>
Non-Current Liabilities			
Loans - Other			
Loan - RSL HQ - \$50k	\$13,888.99	\$11,111.22	\$8,333.45
<b>Total Loans - Other</b>	<b>\$13,888.99</b>	<b>\$11,111.22</b>	<b>\$8,333.45</b>
<b>Total Non-Current Liabilities</b>	<b>\$13,888.99</b>	<b>\$11,111.22</b>	<b>\$8,333.45</b>
<b>Total Liabilities</b>	<b>\$353,333.67</b>	<b>\$331,436.37</b>	<b>\$371,217.48</b>
<b>Net Assets</b>	<b>\$842,729.76</b>	<b>\$836,206.28</b>	<b>\$817,408.95</b>
Equity			
Retained Earnings	\$853,299.67	\$853,299.67	\$853,299.67
Current Year Earnings	-\$10,569.91	-\$17,093.39	-\$35,890.72
<b>Total Equity</b>	<b>\$842,729.76</b>	<b>\$836,206.28</b>	<b>\$817,408.95</b>



# Sales & Cost of Sales Analysis - Food

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Food Sales</b>	\$ 112,953	\$ 96,407	\$ 116,034	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 325,394
<b>COGS</b>	\$ 45,846	\$ 37,560	\$ 50,644	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 134,049
<b>Gross Profit</b>	\$ 67,108	\$ 58,847	\$ 65,390	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 191,344
<b>GP%</b>	59.41%	61.04%	56.35%										
<b>KPI</b>	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	x





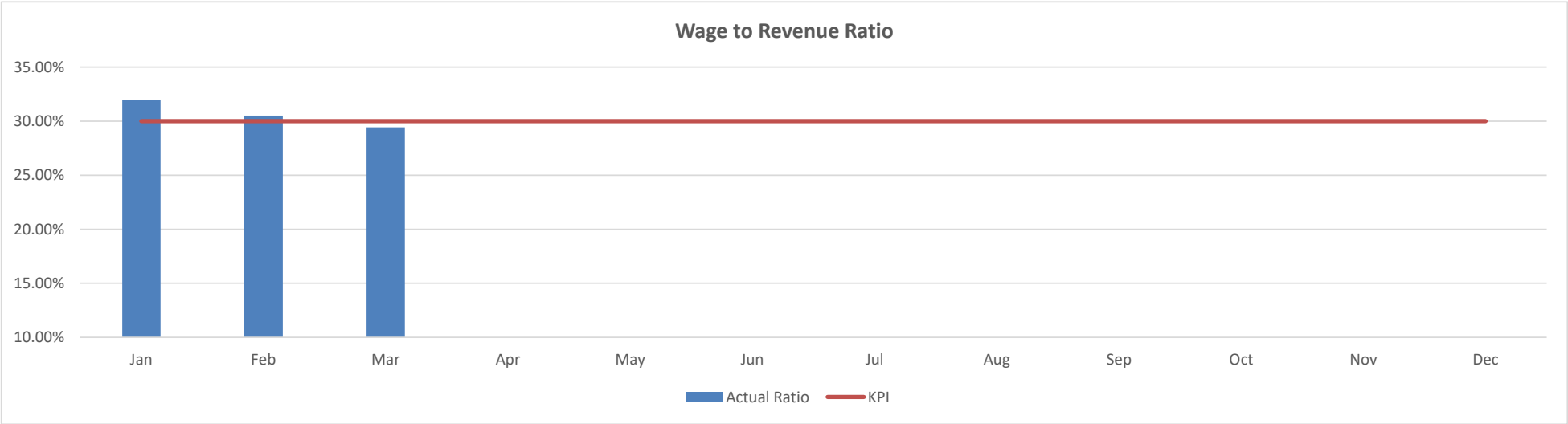
# Wage Analysis - Food (BOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 112,953	\$ 96,407	\$ 116,034	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 325,394

<b>Wages (BOH)</b>	\$ 36,132	\$ 29,427	\$ 34,159	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 99,718
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<b>Wage to Revenue Ratio</b>	31.99%	30.52%	29.44%										
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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	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

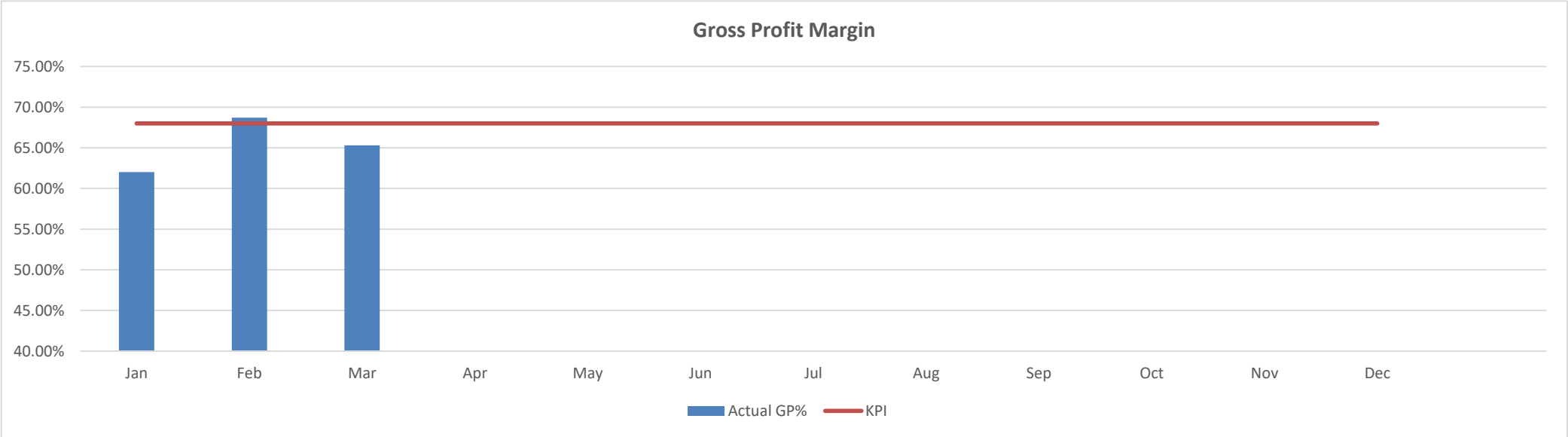


# Sales & Cost of Sales Analysis - Beverage

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sales	\$ 95,733	\$ 98,343	\$ 112,503	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 306,579
COGS	\$ 36,353	\$ 30,767	\$ 39,017	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 106,136

Gross Profit	\$ 59,381	\$ 67,576	\$ 73,486	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 200,443
GP%	62.03%	68.71%	65.32%										

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



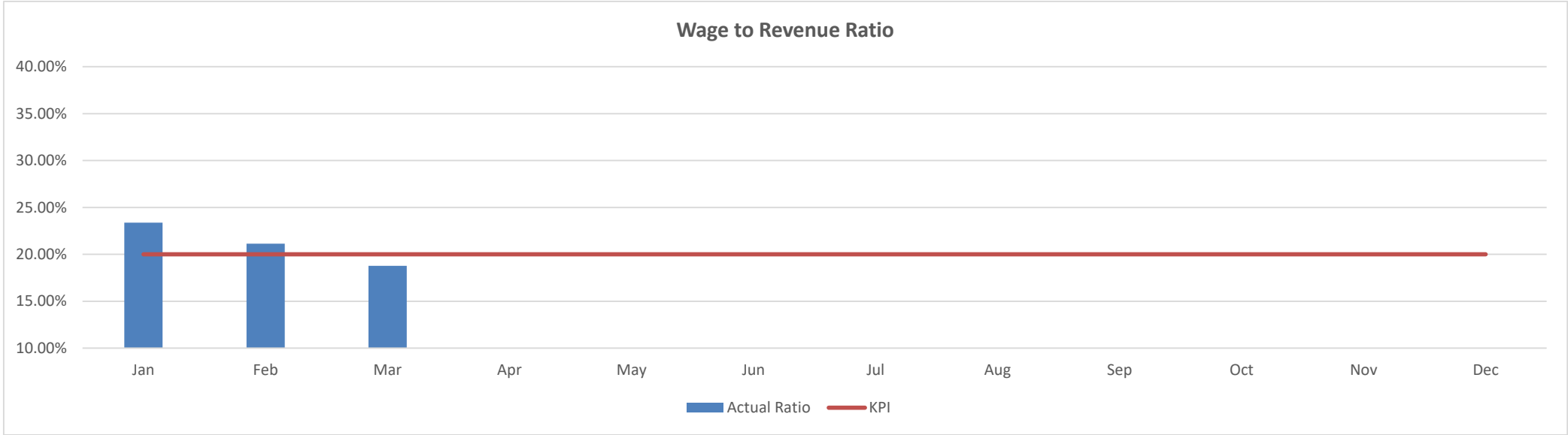
# Wage Analysis - Beverage/Gaming (FOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sale	\$ 95,733	\$ 98,343	\$ 112,503	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 306,579
Gaming Revenue	\$ 163,416	\$ 150,075	\$ 184,260	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 497,751
Total Revenue	\$ 259,149	\$ 248,418	\$ 296,762	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 804,329

<b>Wages (FOH)</b>	\$ 60,587	\$ 52,489	\$ 55,732	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 168,808
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Wage to Revenue Ratio	23.38%	21.13%	18.78%										
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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	x	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓



# Gaming Sales Analysis

Days	30	28	31										
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Gaming Sales	\$ 163,416	\$ 150,075	\$ 184,260	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 497,751
Gaming Tax	\$ 21,707	\$ 14,858	\$ 32,403	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 68,968
<b>Gross Profit</b>	\$ 141,709	\$ 135,217	\$ 151,856	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 428,783
GP%	86.72%	90.10%	82.41%										
Days	30	28	31										
Daily NMR	\$ 108.94	\$ 107.20	\$ 118.88										
Gaming Turnover	\$ 1,783,490	\$ 1,777,196	\$ 2,276,235										\$ 5,836,921
KPI	\$ 2,357,143	\$ 2,200,000	\$ 2,435,714	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 6,992,857
	x	x	x	x	x	x	x	x	x	x	x	x	

