

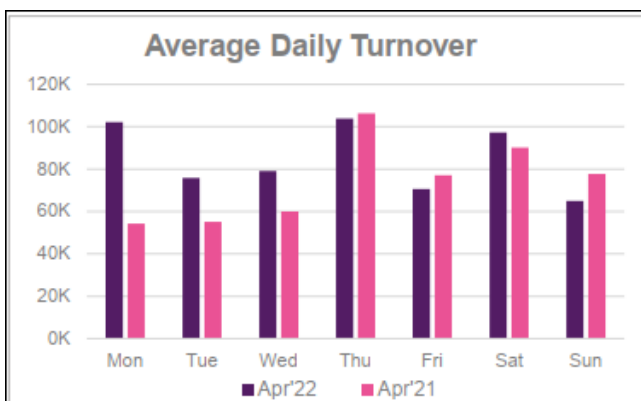
## Managers' Report April 2022

- ClevaQ is now progressing with the food menu build completed and this week myself and Nadia will start testing this for any changes we might need to make. The beverage menu is being built also, however we have not received this to test yet.
- The new website is also being built and should only be a couple weeks away.
- The new sign should be on the roof this week. I have asked for some proofs on getting our logo on the glass and also a proof of a logo made on a sign that could go on the decking wall which might look nicer than on the glass.
- Please see attached quote from Plant image for discussion. In April Ash and I met with Len from plant image to discuss artificial plants around the club. The quote attached is to professional place plants in the planter boxes we recently got and to redo the ones we already had with higher quality plants. This is also for 2 feature plants in the corner of the function room and for a feature in the coffers in the function room.

Recommendation:

- Food sales APR22 \$122,983 vs APR21 \$130,128. Bev sales APR22 \$121,767 vs APR21 \$124,858.
- 7-day trade resumed in April from Easter Monday. The kitchen missed out on 4 days trade in the month. Also, trading hours have now changed to a 10am open, 7 days a week. This started on 16<sup>th</sup> May.
- Membership is still going strong, and we now have over 4000 members.
- Chris Christou from RSL Vic is in the final process of arranging our break fix contract. There are some final submissions to come in this week from MPS and Aristocrat with their pricing.

	Turnover	Revenue	Daily Turnover	NMR - All EGMs	NMR - Active EGMs	RTP	Jackpot Wins
01-Apr'22	\$ 2,543,326	\$ 240,465	\$ 1,696	\$160.31	\$170.30	90.55%	0
01-Mar'22	\$ 2,276,235	\$ 202,686	\$ 1,469	\$130.76	\$134.76	91.10%	13,762
01-Feb'22	\$ 1,777,196	\$ 165,083	\$ 1,269	\$117.92	\$119.54	90.71%	19,527
01-Jan'22	\$ 1,783,522	\$ 179,781	\$ 1,151	\$115.99	\$122.05	89.92%	0
01-Apr'21	\$ 2,265,515	\$ 188,779	\$ 1,512	\$126.02	\$129.39	91.67%	0
01-Mar'21	\$ 2,418,496	\$ 199,345	\$ 1,560	\$128.61	\$194.48	91.76%	0
01-Feb'21	\$ 1,675,150	\$ 154,195	\$ 1,396	\$128.50	\$234.70	90.80%	26,309
01-Jan'21	\$ 2,044,061	\$ 175,720	\$ 1,319	\$113.37	\$202.91	91.40%	0



Ave Daily T/O	Apr'22	Apr'21	Var \$	Var %
Monday	\$102,110	\$54,218	\$47,892	88.3%
Tuesday	\$75,842	\$55,079	\$20,762	37.7%
Wednesday	\$79,058	\$60,045	\$19,013	31.7%
Thursday	\$103,887	\$106,285	-\$2,398	-2.3%
Friday	\$70,660	\$77,050	-\$6,390	-8.3%
Saturday	\$97,270	\$90,181	\$7,089	7.9%
Sunday	\$65,021	\$77,686	-\$12,665	-16.3%
<b>Avg Weekly T/O</b>	<b>\$84,778</b>	<b>\$75,517</b>	<b>\$9,260</b>	<b>12.3%</b>

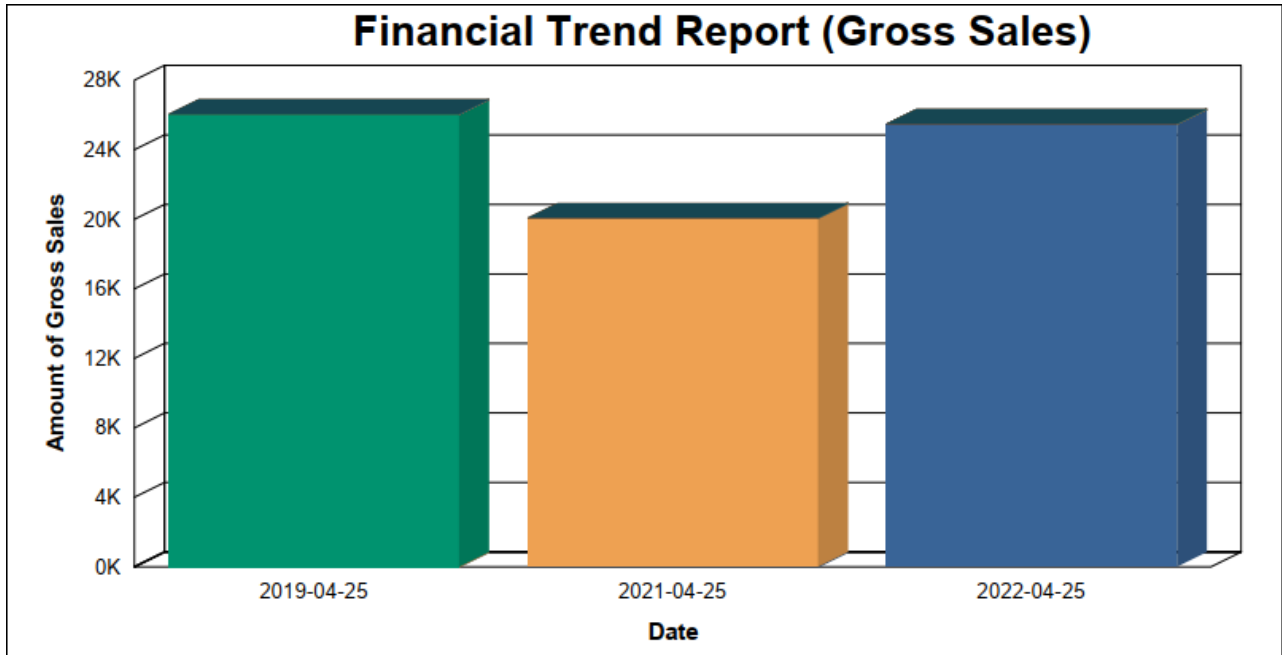
- ANZAC day was well received this year with great crowds at both the services. There was a good turnout for the Gunfire breakfast and after the 11am service. It was great to see the sales close to matching our 2019 ANZAC Day.

**ANZAC Day Gross Sales.**

2019: \$26,047.20

2021: \$20070.24

2022: \$25,488.18



**ANZAC Day Gaming**

	Thu 25 Apr 2019	Sun 25 Apr 2021	Mon 25 Apr 2022
<b>Net Machine Revenue</b>	\$12,270.04	\$12,050.78	\$7,993.27
<b>Total Turnover</b>	\$151,583.43	\$117,357.41	\$229,773.44
<b>RTP</b>	91.91%	89.74%	96.53%

Facebook snapshot

