

## Profit &amp; Loss [Budget Analysis]

October 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$50,689.24	\$100,000.00	-\$49,310.76	(49.3)%
Total Bar Sales	\$50,689.24	\$100,000.00	-\$49,310.76	(49.3)%
Food Sales				
Food Sales	\$39,436.36	\$130,000.00	-\$90,563.64	(69.7)%
Food Sales - Subsidised	\$2,655.00	\$8,000.00	-\$5,345.00	(66.8)%
Total Food Sales	\$42,091.36	\$138,000.00	-\$95,908.64	(69.5)%
Gaming Machine Revenue				
Gaming Revenue	\$101,376.93	\$179,800.00	-\$78,423.07	(43.6)%
Total Gaming Machine Revenue	\$101,376.93	\$179,800.00	-\$78,423.07	(43.6)%
Keno Commission				
Keno Commission	\$304.39	\$849.81	-\$545.42	(64.2)%
Total Keno Commission	\$304.39	\$849.81	-\$545.42	(64.2)%
TAB Commission				
TAB Commission	-\$44.97	\$1,200.00	-\$1,244.97	(103.7)%
Total TAB Commission	-\$44.97	\$1,200.00	-\$1,244.97	(103.7)%
Membership Income				
Membership Income	\$554.53	\$3,045.42	-\$2,490.89	(81.8)%
Total Membership Income	\$554.53	\$3,045.42	-\$2,490.89	(81.8)%
Raffle Income				
Raffle Income	\$400.00	\$5,800.00	-\$5,400.00	(93.1)%
Total Raffle Income	\$400.00	\$5,800.00	-\$5,400.00	(93.1)%
Room Hire				
Room Hire & Catering	\$0.00	\$0.91	-\$0.91	(100.0)%
Room Hire & Catering - Subsidy	\$400.00	\$0.00	\$400.00	NA
Total Room Hire	\$400.00	\$0.91	\$399.09	43,856.0%
Other revenue				
ATM Rebate	\$1,305.49	\$1,600.00	-\$294.51	(18.4)%
Donations Received	\$0.00	\$5,000.00	-\$5,000.00	(100.0)%
Entertainment Subsidised	\$90.00	\$65.20	\$24.80	38.0%
Licensed Hospitality Venue Fund Grant	\$80,000.00	\$0.00	\$80,000.00	NA
Other Income Received	\$400.00	\$0.00	\$400.00	NA
Total Other revenue	\$81,795.49	\$6,665.20	\$75,130.29	1,127.2%
Womens Auxillary Income				
WAUX - Interest Received	\$19.21	\$0.00	\$19.21	NA
WAUX - Merchandise	\$117.27	\$200.00	-\$82.73	(41.4)%
Total Womens Auxillary Income	\$136.48	\$200.00	-\$63.52	(31.8)%
<b>Total Sales Revenue</b>	<b>\$277,703.45</b>	<b>\$435,561.34</b>	<b>-\$157,857.89</b>	<b>(36.2)%</b>
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$15,501.83	\$32,000.00	-\$16,498.17	(51.6)%
Total Cost of Sales - Beverage	\$15,501.83	\$32,000.00	-\$16,498.17	(51.6)%
Cost of Sales - Food				
Food Cost of Sales	\$15,451.13	\$44,200.00	-\$28,748.87	(65.0)%
Total Cost of Sales - Food	\$15,451.13	\$44,200.00	-\$28,748.87	(65.0)%
Cost of Sales - Gaming				
GSP Contract Cost	\$13,991.98	\$52,297.00	-\$38,305.02	(73.2)%

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Loyalty EGM Integration Connec	\$852.50	\$775.00	\$77.50	10.0%
State Gaming Tax	\$0.00	\$30,112.16	-\$30,112.16	(100.0)%
Monitoring Costs	\$2,644.30	\$3,000.00	-\$355.70	(11.9)%
VCGLR Supervision Charge	\$600.00	\$600.00	\$0.00	0.0%
<b>Total Cost of Sales - Gaming</b>	<b>\$18,088.78</b>	<b>\$86,784.16</b>	<b>-\$68,695.38</b>	<b>(79.2)%</b>
<b>Keno Cost of Sales</b>				
Keno Fees	\$0.00	\$316.65	-\$316.65	(100.0)%
<b>Total Keno Cost of Sales</b>	<b>\$0.00</b>	<b>\$316.65</b>	<b>-\$316.65</b>	<b>(100.0)%</b>
<b>TAB Cost of Sales</b>				
TAB Fees	-\$200.00	\$500.00	-\$700.00	(140.0)%
<b>Total TAB Cost of Sales</b>	<b>-\$200.00</b>	<b>\$500.00</b>	<b>-\$700.00</b>	<b>(140.0)%</b>
<b>Total Cost Of Sales</b>	<b>\$48,841.74</b>	<b>\$163,800.81</b>	<b>-\$114,959.07</b>	<b>(70.2)%</b>
<b>Gross Profit</b>	<b>\$228,861.71</b>	<b>\$271,760.53</b>	<b>-\$42,898.82</b>	<b>(15.8)%</b>
<b>Expenses</b>				
<b>Administration Expenses</b>				
Accounting/Bookkeeping Fees	\$5,200.00	\$4,000.00	\$1,200.00	30.0%
ATM Expenses	\$129.46	\$350.00	-\$220.54	(63.0)%
Bank Charges	\$36.02	\$200.00	-\$163.98	(82.0)%
Merchant fees	\$467.98	\$1,100.00	-\$632.02	(57.5)%
Computer Software & Support	\$542.27	\$300.00	\$242.27	80.8%
Computer Other Expenses	\$38.09	\$0.00	\$38.09	NA
Fees & Licences	\$18.75	\$600.00	-\$581.25	(96.9)%
Freight & Cartage	\$157.58	\$733.51	-\$575.93	(78.5)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$0.00	\$60.00	-\$60.00	(100.0)%
Printing, Stationery	\$323.17	\$1,000.00	-\$676.83	(67.7)%
Professional fees	\$49.19	\$453.59	-\$404.40	(89.2)%
Subscriptions - TV etc	\$0.00	\$3,500.00	-\$3,500.00	(100.0)%
Subscriptions - Other	\$181.40	\$300.00	-\$118.60	(39.5)%
Telephone & Internet	\$460.81	\$550.00	-\$89.19	(16.2)%
Travel Expenses	\$4.00	\$279.84	-\$275.84	(98.6)%
<b>Total Administration Expenses</b>	<b>\$7,608.72</b>	<b>\$13,976.94</b>	<b>-\$6,368.22</b>	<b>(45.6)%</b>
<b>Operational Expenses</b>				
Bar Expenses	\$92.12	\$1,300.00	-\$1,207.88	(92.9)%
Beer Gas	\$70.62	\$350.00	-\$279.38	(79.8)%
Cash Discrepancies	\$5.63	\$250.00	-\$244.37	(97.7)%
Cleaning Products	\$113.40	\$100.00	\$13.40	13.4%
Cleaning Contracts	\$980.00	\$5,000.00	-\$4,020.00	(80.4)%
Consumables	\$435.15	\$500.00	-\$64.85	(13.0)%
Dining Room Supplies	\$109.90	\$200.00	-\$90.10	(45.1)%
Gaming Expenses	\$731.25	\$500.00	\$231.25	46.3%
Kitchen Supplies/equipment	\$391.16	\$1,500.00	-\$1,108.84	(73.9)%
Raffles	\$455.00	\$2,300.00	-\$1,845.00	(80.2)%
Security Contracts	\$757.94	\$480.00	\$277.94	57.9%
Sundry Expense	\$0.00	\$900.00	-\$900.00	(100.0)%
Wastage	\$890.57	\$200.00	\$690.57	345.3%
<b>Total Operational Expenses</b>	<b>\$5,032.74</b>	<b>\$13,580.00</b>	<b>-\$8,547.26</b>	<b>(62.9)%</b>
<b>Advertising &amp; Promotions</b>				
Advertising & Marketing	\$950.95	\$2,500.00	-\$1,549.05	(62.0)%

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Promotions - Members Prizes	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
Promotions - Members Discount	\$2,592.67	\$5,500.00	-\$2,907.33	(52.9)%
Promotions - Gaming	\$104.00	\$550.00	-\$446.00	(81.1)%
Promotions - Food	\$183.17	\$400.00	-\$216.83	(54.2)%
Promotions - Other	\$100.00	\$5,000.00	-\$4,900.00	(98.0)%
Promotions - Happy Hour	\$94.91	\$2,500.00	-\$2,405.09	(96.2)%
Promotions - Specials	\$31.50	\$0.00	\$31.50	NA
Guest Entertainment	\$0.00	\$2,500.00	-\$2,500.00	(100.0)%
Giveaways	\$203.65	\$0.00	\$203.65	NA
<b>Total Advertising &amp; Promotions</b>	<b>\$4,260.85</b>	<b>\$20,150.00</b>	<b>-\$15,889.15</b>	<b>(78.9)%</b>
Occupancy Costs				
Rent - Patriotic Fund	\$19,222.56	\$31,600.00	-\$12,377.44	(39.2)%
Electricity	\$4,539.01	\$7,000.00	-\$2,460.99	(35.2)%
Gas	\$701.67	\$1,500.00	-\$798.33	(53.2)%
Water Rates	\$364.03	\$464.00	-\$99.97	(21.5)%
Waste Removal	\$788.00	\$900.00	-\$112.00	(12.4)%
Insurance	\$3,278.36	\$4,500.00	-\$1,221.64	(27.1)%
Rates & Taxes	\$251.22	\$848.48	-\$597.26	(70.4)%
Rep & Maint - Buildings	\$17.22	\$1,500.00	-\$1,482.78	(98.9)%
Rep & Maint - Plant & equip	\$603.48	\$1,500.00	-\$896.52	(59.8)%
<b>Total Occupancy Costs</b>	<b>\$29,765.55</b>	<b>\$49,812.48</b>	<b>-\$20,046.93</b>	<b>(40.2)%</b>
Committee & Members Expenses				
Loyalty Points Redemption	\$845.87	\$4,700.00	-\$3,854.13	(82.0)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
President Shout	\$45.68	\$0.00	\$45.68	NA
<b>Total Committee &amp; Members Expenses</b>	<b>\$891.55</b>	<b>\$5,250.00</b>	<b>-\$4,358.45</b>	<b>(83.0)%</b>
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$360.00	\$0.00	\$360.00	NA
Other W&C expenses	\$45.46	\$0.00	\$45.46	NA
Subsidised - Entertainment	\$90.00	\$65.20	\$24.80	38.0%
Subsidised - Meals	\$2,655.00	\$8,000.00	-\$5,345.00	(66.8)%
Subsidised - Room Hire	\$400.00	\$0.00	\$400.00	NA
Welfare Wages	\$3,638.01	\$3,200.00	\$438.01	13.7%
<b>Total Welfare &amp; Charitable Expenses</b>	<b>\$7,188.47</b>	<b>\$11,265.20</b>	<b>-\$4,076.73</b>	<b>(36.2)%</b>
Womens Auxillary Expenses				
WAUX - General Expenses	\$6.19	\$0.00	\$6.19	NA
WAUX - Printing & Stationery	\$200.00	\$0.00	\$200.00	NA
WAUX - Raffle Expenses	\$0.00	\$400.00	-\$400.00	(100.0)%
<b>Total Womens Auxillary Expenses</b>	<b>\$206.19</b>	<b>\$400.00</b>	<b>-\$193.81</b>	<b>(48.5)%</b>
Employment Expenses				
FOH Wages	\$32,484.05	\$52,760.00	-\$20,275.95	(38.4)%
BOH Wages	\$20,169.99	\$39,000.00	-\$18,830.01	(48.3)%
Admin Wages	\$993.31	\$2,800.00	-\$1,806.69	(64.5)%
Management Wages	\$12,285.14	\$14,000.00	-\$1,714.86	(12.2)%
Superannuation	\$7,751.09	\$10,313.20	-\$2,562.11	(24.8)%
Provision - Annual Leave	-\$83.17	\$2,500.00	-\$2,583.17	(103.3)%
Provision - Long Service Leave	-\$68.26	\$500.00	-\$568.26	(113.7)%
Workcover	\$1,763.71	\$2,544.24	-\$780.53	(30.7)%
Payroll Tax	\$368.52	\$786.18	-\$417.66	(53.1)%
Staff Amenities	\$64.40	\$120.00	-\$55.60	(46.3)%

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	<b>Selected Period</b>	<b>Budgeted</b>	<b>\$ Difference</b>	<b>% Difference</b>
Staff Discount	\$472.90	\$417.70	\$55.20	13.2%
Total Employment Expenses	\$76,201.68	\$125,741.32	-\$49,539.64	(39.4)%
Total Expenses	\$131,155.75	\$240,175.94	-\$109,020.19	(45.4)%
Operating Profit	\$97,705.96	\$31,584.59	\$66,121.37	209.3%
Other Income				
Interest Received	\$67.19	\$5.74	\$61.45	1,070.6%
Total Other Income	\$67.19	\$5.74	\$61.45	1,070.6%
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.37	\$10,051.36	\$0.01	0.0%
Interest paid	\$150.43	\$255.45	-\$105.02	(41.1)%
Total Other Expenses	\$10,201.80	\$10,306.81	-\$105.01	(1.0)%
Net Profit/(Loss)	\$87,571.35	\$21,283.52	\$66,287.83	311.5%