

Profit & Loss [Budget Analysis]

January 2021 To October 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$690,145.00	\$865,000.00	-\$174,855.00	(20.2)%
Total Bar Sales	\$690,145.00	\$865,000.00	-\$174,855.00	(20.2)%
Food Sales				
Food Sales	\$733,671.41	\$1,210,000.00	-\$476,328.59	(39.4)%
Food Sales - Subsidised	\$45,340.00	\$80,000.00	-\$34,660.00	(43.3)%
Total Food Sales	\$779,011.41	\$1,290,000.00	-\$510,988.59	(39.6)%
Gaming Machine Revenue				
Gaming Revenue	\$1,367,468.39	\$1,763,200.00	-\$395,731.61	(22.4)%
Total Gaming Machine Revenue	\$1,367,468.39	\$1,763,200.00	-\$395,731.61	(22.4)%
Keno Commission				
Keno Commission	\$6,121.52	\$6,726.60	-\$605.08	(9.0)%
Total Keno Commission	\$6,121.52	\$6,726.60	-\$605.08	(9.0)%
TAB Commission				
TAB Commission	\$9,679.91	\$12,000.00	-\$2,320.09	(19.3)%
Total TAB Commission	\$9,679.91	\$12,000.00	-\$2,320.09	(19.3)%
Membership Income				
Membership Income	\$18,670.88	\$31,080.66	-\$12,409.78	(39.9)%
Total Membership Income	\$18,670.88	\$31,080.66	-\$12,409.78	(39.9)%
Raffle Income				
Raffle Income	\$37,336.00	\$58,000.00	-\$20,664.00	(35.6)%
Total Raffle Income	\$37,336.00	\$58,000.00	-\$20,664.00	(35.6)%
Room Hire				
Room Hire & Catering	\$0.00	\$1,270.92	-\$1,270.92	(100.0)%
Room Hire & Catering - Subsidy	\$7,350.00	\$2,035.00	\$5,315.00	261.2%
Total Room Hire	\$7,350.00	\$3,305.92	\$4,044.08	122.3%
Other revenue				
ATM Rebate	\$13,947.28	\$16,000.00	-\$2,052.72	(12.8)%
Donations Received	\$7,890.91	\$5,000.00	\$2,890.91	57.8%
Entertainment Subsidised	\$735.00	\$266.40	\$468.60	175.9%
Wage Subsidy	\$2,500.00	\$0.00	\$2,500.00	NA
Licensed Hospitality Venue Fund Grant	\$250,700.00	\$0.00	\$250,700.00	NA
Circuit Breaker Action Payment Grant	\$3,000.00	\$0.00	\$3,000.00	NA
Sundry Income	\$723.41	\$0.00	\$723.41	NA
Other Income Received	\$7,743.65	\$0.00	\$7,743.65	NA
JobKeeper Wage Subsidy	\$63,000.00	\$0.00	\$63,000.00	NA
Total Other revenue	\$350,240.25	\$21,266.40	\$328,973.85	1,546.9%
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	\$19.58	\$0.00	\$19.58	NA
WAUX - Raffles	\$3,475.00	\$0.00	\$3,475.00	NA
WAUX - Memberships	\$7.00	\$0.00	\$7.00	NA
WAUX - Merchandise	\$3,111.76	\$2,000.00	\$1,111.76	55.6%
Total Womens Auxillary Income	\$11,649.98	\$2,000.00	\$9,649.98	482.5%
Total Sales Revenue	\$3,277,673.34	\$4,052,579.58	-\$774,906.24	(19.1)%
Cost Of Sales				

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Cost of Sales - Beverage				
Beverage Cost of Sales	\$228,284.18	\$276,800.00	-\$48,515.82	(17.5)%
Total Cost of Sales - Beverage	\$228,284.18	\$276,800.00	-\$48,515.82	(17.5)%
Cost of Sales - Food				
Food Cost of Sales	\$276,392.24	\$411,400.00	-\$135,007.76	(32.8)%
Total Cost of Sales - Food	\$276,392.24	\$411,400.00	-\$135,007.76	(32.8)%
Cost of Sales - Gaming				
GSP Contract Cost	\$280,807.90	\$514,535.00	-\$233,727.10	(45.4)%
Loyalty EGM Integration Connec	\$6,412.50	\$7,625.00	-\$1,212.50	(15.9)%
State Gaming Tax	\$112,376.83	\$278,098.50	-\$165,721.67	(59.6)%
Monitoring Costs	\$28,556.38	\$30,000.00	-\$1,443.62	(4.8)%
VCGLR Supervision Charge	\$8,138.53	\$6,000.00	\$2,138.53	35.6%
Total Cost of Sales - Gaming	\$436,292.14	\$836,258.50	-\$399,966.36	(47.8)%
Keno Cost of Sales				
Keno Fees	\$1,436.07	\$3,392.72	-\$1,956.65	(57.7)%
Total Keno Cost of Sales	\$1,436.07	\$3,392.72	-\$1,956.65	(57.7)%
TAB Cost of Sales				
TAB Fees	\$2,950.00	\$5,000.00	-\$2,050.00	(41.0)%
Total TAB Cost of Sales	\$2,950.00	\$5,000.00	-\$2,050.00	(41.0)%
Total Cost Of Sales	\$945,354.63	\$1,532,851.22	-\$587,496.59	(38.3)%
Gross Profit	\$2,332,318.71	\$2,519,728.36	-\$187,409.65	(7.4)%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$44,720.00	\$43,000.00	\$1,720.00	4.0%
Audit Fees	\$2,200.00	\$3,740.00	-\$1,540.00	(41.2)%
ATM Expenses	\$2,913.85	\$3,500.00	-\$586.15	(16.7)%
Bank Charges	\$454.07	\$2,000.00	-\$1,545.93	(77.3)%
Merchant fees	\$8,612.53	\$11,000.00	-\$2,387.47	(21.7)%
Computer Software & Support	\$5,267.98	\$3,000.00	\$2,267.98	75.6%
Computer Other Expenses	\$1,032.34	\$5,556.57	-\$4,524.23	(81.4)%
Fees & Licences	\$2,519.28	\$6,000.00	-\$3,480.72	(58.0)%
Freight & Cartage	\$2,332.77	\$5,725.92	-\$3,393.15	(59.3)%
Legal Expenses	\$3,865.55	\$5,500.00	-\$1,634.45	(29.7)%
Postage	\$241.15	\$600.00	-\$358.85	(59.8)%
Printing, Stationery	\$4,834.62	\$10,000.00	-\$5,165.38	(51.7)%
Professional fees	\$1,241.49	\$4,535.90	-\$3,294.41	(72.6)%
Subscriptions - TV etc	\$22,525.11	\$35,000.00	-\$12,474.89	(35.6)%
Subscriptions - Other	\$2,177.85	\$3,000.00	-\$822.15	(27.4)%
Telephone & Internet	\$4,853.82	\$5,500.00	-\$646.18	(11.7)%
Travel Expenses	\$619.09	\$4,687.23	-\$4,068.14	(86.8)%
Total Administration Expenses	\$110,411.50	\$152,345.62	-\$41,934.12	(27.5)%
Operational Expenses				
Bar Expenses	\$7,475.65	\$13,000.00	-\$5,524.35	(42.5)%
Beer Gas	\$1,306.01	\$3,500.00	-\$2,193.99	(62.7)%
Cash Discrepancies	\$1,594.78	\$2,500.00	-\$905.22	(36.2)%
Cleaning Products	\$1,410.27	\$1,000.00	\$410.27	41.0%
Cleaning Contracts	\$30,677.00	\$53,750.00	-\$23,073.00	(42.9)%
Cleaning Other	\$510.02	\$0.00	\$510.02	NA
Consumables	\$4,174.10	\$5,000.00	-\$825.90	(16.5)%

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Dining Room Supplies	\$5,344.31	\$2,000.00	\$3,344.31	167.2%
Donations	\$2,050.00	\$1,598.00	\$452.00	28.3%
Gaming Expenses	\$11,769.16	\$5,000.00	\$6,769.16	135.4%
Kitchen Supplies/equipment	\$18,426.55	\$15,000.00	\$3,426.55	22.8%
Laundry	\$148.50	\$230.10	-\$81.60	(35.5)%
Raffles	\$9,893.32	\$23,000.00	-\$13,106.68	(57.0)%
Sanitary Costs	\$150.00	\$912.71	-\$762.71	(83.6)%
Security Contracts	\$4,640.56	\$4,800.00	-\$159.44	(3.3)%
Sundry Expense	\$665.60	\$9,000.00	-\$8,334.40	(92.6)%
Wastage	\$12,409.43	\$2,000.00	\$10,409.43	520.5%
Total Operational Expenses	\$112,645.26	\$142,290.81	-\$29,645.55	(20.8)%
Advertising & Promotions				
Advertising & Marketing	\$13,461.15	\$25,000.00	-\$11,538.85	(46.2)%
Promotions - Members Prizes	\$1,379.54	\$12,000.00	-\$10,620.46	(88.5)%
Promotions - Members Discount	\$41,487.34	\$55,000.00	-\$13,512.66	(24.6)%
Promotions - Gaming	\$2,591.55	\$5,500.00	-\$2,908.45	(52.9)%
Promotions - Food	\$2,475.30	\$4,000.00	-\$1,524.70	(38.1)%
Promotions - Other	\$232.08	\$50,000.00	-\$49,767.92	(99.5)%
Promotions - Happy Hour	\$1,805.34	\$25,000.00	-\$23,194.66	(92.8)%
Promotions - Specials	\$889.32	\$0.00	\$889.32	NA
Guest Entertainment	\$19,277.28	\$10,850.00	\$8,427.28	77.7%
Giveaways	\$6,174.43	\$0.00	\$6,174.43	NA
Total Advertising & Promotions	\$89,773.33	\$187,350.00	-\$97,576.67	(52.1)%
Occupancy Costs				
Rent - Patriotic Fund	\$224,943.59	\$316,000.00	-\$91,056.41	(28.8)%
Electricity	\$58,977.69	\$70,000.00	-\$11,022.31	(15.7)%
Gas	\$9,470.52	\$15,000.00	-\$5,529.48	(36.9)%
Water Rates	\$4,464.41	\$6,566.97	-\$2,102.56	(32.0)%
Waste Removal	\$11,089.28	\$9,000.00	\$2,089.28	23.2%
Insurance	\$32,740.45	\$45,000.00	-\$12,259.55	(27.2)%
Rates & Taxes	\$1,004.88	\$6,526.08	-\$5,521.20	(84.6)%
Rep & Maint - Buildings	\$5,729.96	\$15,000.00	-\$9,270.04	(61.8)%
Rep & Maint - Plant & equip	\$8,288.79	\$15,000.00	-\$6,711.21	(44.7)%
Total Occupancy Costs	\$356,709.57	\$498,093.05	-\$141,383.48	(28.4)%
Committee & Members Expenses				
Loyalty Points Redemption	\$24,450.05	\$47,000.00	-\$22,549.95	(48.0)%
Membership Affiliation Charge	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Committee Members Expenses	\$173.04	\$5,500.00	-\$5,326.96	(96.9)%
Conference/Seminar costs	\$161.24	\$100.00	\$61.24	61.2%
Membership Cards	\$225.00	\$437.46	-\$212.46	(48.6)%
Members Expenses	\$261.37	\$0.00	\$261.37	NA
President Shout	\$140.45	\$0.00	\$140.45	NA
Total Committee & Members Expenses	\$25,411.15	\$54,037.46	-\$28,626.31	(53.0)%
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$2,237.82	\$2,455.17	-\$217.35	(8.9)%
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	\$91.64	\$5,500.00	-\$5,408.36	(98.3)%
Welfare Courtesy Bus	\$0.00	\$113.36	-\$113.36	(100.0)%
Other W&C expenses	\$824.98	\$1,213.69	-\$388.71	(32.0)%
Printing, Stationery	\$0.00	\$120.00	-\$120.00	(100.0)%

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	Selected Period	Budgeted	\$ Difference	% Difference
Scholarship Costs	\$909.08	\$0.00	\$909.08	NA
Subsidised - Entertainment	\$735.00	\$198.40	\$536.60	270.5%
Subsidised - Meals	\$45,340.00	\$80,000.00	-\$34,660.00	(43.3)%
Subsidised - Room Hire	\$7,350.00	\$0.00	\$7,350.00	NA
Welfare Wages	\$33,951.00	\$32,000.00	\$1,951.00	6.1%
Total Welfare & Charitable Expenses	\$116,439.52	\$125,200.62	-\$8,761.10	(7.0)%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$598.86	\$0.00	\$598.86	NA
WAUX - Donation	\$3,000.00	\$0.00	\$3,000.00	NA
WAUX - Catering	\$87.94	\$0.00	\$87.94	NA
WAUX - Donation (Main)	\$207.20	\$0.00	\$207.20	NA
WAUX - General Expenses	\$102.19	\$0.00	\$102.19	NA
WAUX - Merchandise	\$1,983.46	\$1,200.00	\$783.46	65.3%
WAUX - Printing & Stationery	\$204.50	\$0.00	\$204.50	NA
WAUX - Raffle Expenses	\$714.67	\$1,620.00	-\$905.33	(55.9)%
WAUX - Wakes	\$389.25	\$0.00	\$389.25	NA
WAUX - Womens Council	\$150.00	\$0.00	\$150.00	NA
WAUX - Events	\$2,726.43	\$13,650.00	-\$10,923.57	(80.0)%
Total Womens Auxillary Expenses	\$10,164.50	\$16,470.00	-\$6,305.50	(38.3)%
Employment Expenses				
FOH Wages	\$420,837.14	\$493,640.00	-\$72,802.86	(14.7)%
BOH Wages	\$291,303.58	\$363,000.00	-\$71,696.42	(19.8)%
Admin Wages	\$13,219.65	\$28,000.00	-\$14,780.35	(52.8)%
Management Wages	\$130,558.66	\$140,000.00	-\$9,441.34	(6.7)%
JobKeeper Top Up	\$756.56	\$0.00	\$756.56	NA
Superannuation	\$83,351.62	\$97,340.80	-\$13,989.18	(14.4)%
Provision - Annual Leave	\$4,475.35	\$25,000.00	-\$20,524.65	(82.1)%
Provision - Long Service Leave	\$7,226.93	\$5,000.00	\$2,226.93	44.5%
Workcover	\$17,609.77	\$24,013.74	-\$6,403.97	(26.7)%
Payroll Tax	\$4,671.86	\$7,050.78	-\$2,378.92	(33.7)%
Staff Amenities	\$2,171.62	\$1,200.00	\$971.62	81.0%
Staff Training	\$90.91	\$4,734.12	-\$4,643.21	(98.1)%
Staff Uniforms	\$2,510.23	\$4,414.87	-\$1,904.64	(43.1)%
Staff Discount	\$7,295.55	\$3,728.84	\$3,566.71	95.7%
Other Employment Expenses	\$252.59	\$0.00	\$252.59	NA
Total Employment Expenses	\$986,332.02	\$1,197,123.15	-\$210,791.13	(17.6)%
Total Expenses	\$1,807,886.85	\$2,372,910.71	-\$565,023.86	(23.8)%
Operating Profit	\$524,431.86	\$146,817.65	\$377,614.21	257.2%
Other Income				
Interest Received	\$136.57	\$87.87	\$48.70	55.4%
Total Other Income	\$136.57	\$87.87	\$48.70	55.4%
Other Expenses				
Amortisation - Gaming Entitlement	\$98,568.25	\$98,892.47	-\$324.22	(0.3)%
Sinking Fund EGM	\$0.00	\$6,000.00	-\$6,000.00	(100.0)%
Interest paid	\$1,781.52	\$4,656.50	-\$2,874.98	(61.7)%
Total Other Expenses	\$100,349.77	\$109,548.97	-\$9,199.20	(8.4)%
Net Profit/(Loss)	\$424,218.66	\$37,356.55	\$386,862.11	1,035.6%