

Profit & Loss [Budget Analysis]

September 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$22,925.60	\$90,000.00	-\$67,074.40	(74.5)%
Total Bar Sales	\$22,925.60	\$90,000.00	-\$67,074.40	(74.5)%
Food Sales				
Food Sales	\$18,783.18	\$115,000.00	-\$96,216.82	(83.7)%
Food Sales - Subsidised	\$1,225.00	\$8,000.00	-\$6,775.00	(84.7)%
Total Food Sales	\$20,008.18	\$123,000.00	-\$102,991.82	(83.7)%
Gaming Machine Revenue				
Gaming Revenue	\$103,628.38	\$174,000.00	-\$70,371.62	(40.4)%
Total Gaming Machine Revenue	\$103,628.38	\$174,000.00	-\$70,371.62	(40.4)%
Keno Commission				
Keno Commission	\$108.98	\$660.29	-\$551.31	(83.5)%
Total Keno Commission	\$108.98	\$660.29	-\$551.31	(83.5)%
TAB Commission				
TAB Commission	\$559.99	\$1,200.00	-\$640.01	(53.3)%
Total TAB Commission	\$559.99	\$1,200.00	-\$640.01	(53.3)%
Membership Income				
Membership Income	\$168.16	\$1,109.14	-\$940.98	(84.8)%
Total Membership Income	\$168.16	\$1,109.14	-\$940.98	(84.8)%
Raffle Income				
Raffle Income	\$0.00	\$5,800.00	-\$5,800.00	(100.0)%
Total Raffle Income	\$0.00	\$5,800.00	-\$5,800.00	(100.0)%
Room Hire				
Room Hire & Catering	\$0.00	\$138.18	-\$138.18	(100.0)%
Total Room Hire	\$0.00	\$138.18	-\$138.18	(100.0)%
Other revenue				
ATM Rebate	\$647.27	\$1,600.00	-\$952.73	(59.5)%
Entertainment Subsidised	\$172.50	\$65.20	\$107.30	164.6%
Licensed Hospitality Venue Fund Grant	\$80,000.00	\$0.00	\$80,000.00	NA
Sundry Income	\$732.50	\$0.00	\$732.50	NA
Other Income Received	\$300.00	\$0.00	\$300.00	NA
Total Other revenue	\$81,852.27	\$1,665.20	\$80,187.07	4,815.5%
Womens Auxillary Income				
WAUX - Interest Received	\$0.07	\$0.00	\$0.07	NA
WAUX - Raffles	\$148.00	\$0.00	\$148.00	NA
WAUX - Merchandise	\$18.18	\$200.00	-\$181.82	(90.9)%
Total Womens Auxillary Income	\$166.25	\$200.00	-\$33.75	(16.9)%
Total Sales Revenue	\$229,417.81	\$397,772.81	-\$168,355.00	(42.3)%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$9,815.63	\$28,800.00	-\$18,984.37	(65.9)%
Total Cost of Sales - Beverage	\$9,815.63	\$28,800.00	-\$18,984.37	(65.9)%
Cost of Sales - Food				
Food Cost of Sales	\$7,945.36	\$39,100.00	-\$31,154.64	(79.7)%
Total Cost of Sales - Food	\$7,945.36	\$39,100.00	-\$31,154.64	(79.7)%
Cost of Sales - Gaming				
GSP Contract Cost	\$9,211.02	\$50,610.00	-\$41,398.98	(81.8)%

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Loyalty EGM Integration Connec	\$750.00	\$750.00	\$0.00	0.0%
State Gaming Tax	\$0.00	\$27,132.70	-\$27,132.70	(100.0)%
Monitoring Costs	-\$6,885.16	\$3,000.00	-\$9,885.16	(329.5)%
VCGLR Supervision Charge	\$600.00	\$600.00	\$0.00	0.0%
Total Cost of Sales - Gaming	\$3,675.86	\$82,092.70	-\$78,416.84	(95.5)%
Keno Cost of Sales				
Keno Fees	\$0.00	\$316.65	-\$316.65	(100.0)%
Total Keno Cost of Sales	\$0.00	\$316.65	-\$316.65	(100.0)%
TAB Cost of Sales				
TAB Fees	\$300.00	\$500.00	-\$200.00	(40.0)%
Total TAB Cost of Sales	\$300.00	\$500.00	-\$200.00	(40.0)%
Total Cost Of Sales	\$21,736.85	\$150,809.35	-\$129,072.50	(85.6)%
Gross Profit	\$207,680.96	\$246,963.46	-\$39,282.50	(15.9)%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$4,160.00	\$4,000.00	\$160.00	4.0%
Audit Fees	\$0.00	\$1,340.00	-\$1,340.00	(100.0)%
ATM Expenses	\$249.46	\$350.00	-\$100.54	(28.7)%
Bank Charges	\$67.00	\$200.00	-\$133.00	(66.5)%
Merchant fees	\$278.93	\$1,100.00	-\$821.07	(74.6)%
Computer Software & Support	\$782.54	\$300.00	\$482.54	160.8%
Computer Other Expenses	\$302.98	\$0.00	\$302.98	NA
Fees & Licences	\$18.75	\$600.00	-\$581.25	(96.9)%
Freight & Cartage	\$115.37	\$230.73	-\$115.36	(50.0)%
Legal Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Postage	\$6.55	\$60.00	-\$53.45	(89.1)%
Printing, Stationery	\$175.26	\$1,000.00	-\$824.74	(82.5)%
Professional fees	\$54.84	\$453.59	-\$398.75	(87.9)%
Subscriptions - TV etc	\$608.35	\$3,500.00	-\$2,891.65	(82.6)%
Subscriptions - Other	\$198.25	\$300.00	-\$101.75	(33.9)%
Telephone & Internet	\$460.48	\$550.00	-\$89.52	(16.3)%
Travel Expenses	\$8.00	\$0.00	\$8.00	NA
Total Administration Expenses	\$7,486.76	\$14,534.32	-\$7,047.56	(48.5)%
Operational Expenses				
Bar Expenses	\$0.00	\$1,300.00	-\$1,300.00	(100.0)%
Beer Gas	\$88.29	\$350.00	-\$261.71	(74.8)%
Cash Discrepancies	\$10.93	\$250.00	-\$239.07	(95.6)%
Cleaning Products	\$152.26	\$100.00	\$52.26	52.3%
Cleaning Contracts	\$0.00	\$5,000.00	-\$5,000.00	(100.0)%
Consumables	\$214.82	\$500.00	-\$285.18	(57.0)%
Dining Room Supplies	\$173.80	\$200.00	-\$26.20	(13.1)%
Donations	\$750.00	\$357.50	\$392.50	109.8%
Gaming Expenses	\$762.78	\$500.00	\$262.78	52.6%
Kitchen Supplies/equipment	\$573.06	\$1,500.00	-\$926.94	(61.8)%
Raffles	\$0.00	\$2,300.00	-\$2,300.00	(100.0)%
Security Contracts	\$700.10	\$480.00	\$220.10	45.9%
Sundry Expense	\$162.73	\$900.00	-\$737.27	(81.9)%
Wastage	\$884.05	\$200.00	\$684.05	342.0%
Total Operational Expenses	\$4,472.82	\$13,937.50	-\$9,464.68	(67.9)%

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Advertising & Promotions				
Advertising & Marketing	-\$68.95	\$2,500.00	-\$2,568.95	(102.8)%
Promotions - Members Prizes	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
Promotions - Members Discount	\$1,408.35	\$5,500.00	-\$4,091.65	(74.4)%
Promotions - Gaming	\$0.00	\$550.00	-\$550.00	(100.0)%
Promotions - Food	\$0.00	\$400.00	-\$400.00	(100.0)%
Promotions - Other	\$0.00	\$5,000.00	-\$5,000.00	(100.0)%
Promotions - Happy Hour	\$62.14	\$2,500.00	-\$2,437.86	(97.5)%
Promotions - Specials	\$15.95	\$0.00	\$15.95	NA
Giveaways	\$89.52	\$0.00	\$89.52	NA
Total Advertising & Promotions	\$1,507.01	\$17,650.00	-\$16,142.99	(91.5)%
Occupancy Costs				
Rent - Patriotic Fund	\$24,028.20	\$31,600.00	-\$7,571.80	(24.0)%
Electricity	\$4,416.31	\$7,000.00	-\$2,583.69	(36.9)%
Gas	\$366.71	\$1,500.00	-\$1,133.29	(75.6)%
Water Rates	\$4.14	\$642.40	-\$638.26	(99.4)%
Waste Removal	\$944.91	\$900.00	\$44.91	5.0%
Insurance	\$3,278.36	\$4,500.00	-\$1,221.64	(27.1)%
Rates & Taxes	\$251.22	\$0.00	\$251.22	NA
Rep & Maint - Buildings	\$900.32	\$1,500.00	-\$599.68	(40.0)%
Rep & Maint - Plant & equip	\$628.05	\$1,500.00	-\$871.95	(58.1)%
Total Occupancy Costs	\$34,818.22	\$49,142.40	-\$14,324.18	(29.1)%
Committee & Members Expenses				
Loyalty Points Redemption	\$1,524.93	\$4,700.00	-\$3,175.07	(67.6)%
Committee Members Expenses	\$0.00	\$550.00	-\$550.00	(100.0)%
Membership Cards	\$0.00	\$163.64	-\$163.64	(100.0)%
Total Committee & Members Expenses	\$1,524.93	\$5,413.64	-\$3,888.71	(71.8)%
Welfare & Charitable Expenses				
Committee Honorarium	\$0.00	\$1,200.00	-\$1,200.00	(100.0)%
Welfare Courtesy Bus	\$0.00	\$45.45	-\$45.45	(100.0)%
Other W&C expenses	\$129.55	\$0.00	\$129.55	NA
Subsidised - Entertainment	\$172.50	\$65.20	\$107.30	164.6%
Subsidised - Meals	\$1,225.00	\$8,000.00	-\$6,775.00	(84.7)%
Welfare Wages	\$3,273.91	\$3,200.00	\$73.91	2.3%
Total Welfare & Charitable Expenses	\$4,800.96	\$12,510.65	-\$7,709.69	(61.6)%
Womens Auxillary Expenses				
WAUX - General Expenses	\$32.00	\$0.00	\$32.00	NA
WAUX - Merchandise	\$206.11	\$0.00	\$206.11	NA
WAUX - Raffle Expenses	\$72.73	\$175.00	-\$102.27	(58.4)%
Total Womens Auxillary Expenses	\$310.84	\$175.00	\$135.84	77.6%
Employment Expenses				
FOH Wages	\$20,112.76	\$49,600.00	-\$29,487.24	(59.5)%
BOH Wages	\$18,636.74	\$34,500.00	-\$15,863.26	(46.0)%
Admin Wages	\$980.53	\$2,800.00	-\$1,819.47	(65.0)%
Management Wages	\$14,118.75	\$14,000.00	\$118.75	0.8%
Superannuation	\$4,733.79	\$9,585.50	-\$4,851.71	(50.6)%
Provision - Annual Leave	-\$6,577.64	\$2,500.00	-\$9,077.64	(363.1)%
Provision - Long Service Leave	\$451.52	\$500.00	-\$48.48	(9.7)%
Workcover	\$1,080.56	\$2,364.72	-\$1,284.16	(54.3)%
Payroll Tax	\$0.00	\$684.27	-\$684.27	(100.0)%

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Staff Amenities	\$53.32	\$120.00	-\$66.68	(55.6)%
Staff Discount	\$337.04	\$378.43	-\$41.39	(10.9)%
Total Employment Expenses	\$53,927.37	\$117,032.92	-\$63,105.55	(53.9)%
Total Expenses	\$108,848.91	\$230,396.43	-\$121,547.52	(52.8)%
Operating Profit	\$98,832.05	\$16,567.03	\$82,265.02	496.6%
Other Income				
Interest Received	\$12.43	\$10.86	\$1.57	14.5%
Total Other Income	\$12.43	\$10.86	\$1.57	14.5%
Other Expenses				
Amortisation - Gaming Entitlem	\$9,727.13	\$9,727.13	\$0.00	0.0%
Interest paid	\$169.06	\$467.34	-\$298.28	(63.8)%
Total Other Expenses	\$9,896.19	\$10,194.47	-\$298.28	(2.9)%
Net Profit/(Loss)	\$88,948.29	\$6,383.42	\$82,564.87	1,293.4%