

Profit & Loss [Budget Analysis]

January 2021 To June 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$518,219.73	\$535,000.00	-\$16,780.27	(3.1)%
Total Bar Sales	\$518,219.73	\$535,000.00	-\$16,780.27	(3.1)%
Food Sales				
Food Sales	\$562,436.89	\$735,000.00	-\$172,563.11	(23.5)%
Food Sales - Subsidised	\$35,020.00	\$48,000.00	-\$12,980.00	(27.0)%
Total Food Sales	\$597,456.89	\$783,000.00	-\$185,543.11	(23.7)%
Gaming Machine Revenue				
Gaming Revenue	\$925,228.97	\$1,049,800.00	-\$124,571.03	(11.9)%
Total Gaming Machine Revenue	\$925,228.97	\$1,049,800.00	-\$124,571.03	(11.9)%
Keno Commission				
Keno Commission	\$4,441.99	\$3,834.75	\$607.24	15.8%
Total Keno Commission	\$4,441.99	\$3,834.75	\$607.24	15.8%
TAB Commission				
TAB Commission	\$8,034.92	\$7,200.00	\$834.92	11.6%
Total TAB Commission	\$8,034.92	\$7,200.00	\$834.92	11.6%
Membership Income				
Membership Income	\$15,440.94	\$23,189.71	-\$7,748.77	(33.4)%
Total Membership Income	\$15,440.94	\$23,189.71	-\$7,748.77	(33.4)%
Raffle Income				
Raffle Income	\$33,203.00	\$34,800.00	-\$1,597.00	(4.6)%
Total Raffle Income	\$33,203.00	\$34,800.00	-\$1,597.00	(4.6)%
Room Hire				
Room Hire & Catering	\$0.00	\$1,129.10	-\$1,129.10	(100.0)%
Room Hire & Catering - Subsidy	\$5,950.00	\$2,035.00	\$3,915.00	192.4%
Total Room Hire	\$5,950.00	\$3,164.10	\$2,785.90	88.0%
Other revenue				
ATM Rebate	\$9,420.01	\$9,600.00	-\$179.99	(1.9)%
Donations Received	\$7,890.91	\$0.00	\$7,890.91	NA
Entertainment Subsidised	\$187.50	\$136.00	\$51.50	37.9%
Circuit Breaker Action Payment Grant	\$3,000.00	\$0.00	\$3,000.00	NA
Sundry Income	-\$9.09	\$0.00	-\$9.09	NA
Other Income Received	\$4,863.65	\$0.00	\$4,863.65	NA
JobKeeper Wage Subsidy	\$63,000.00	\$0.00	\$63,000.00	NA
Total Other revenue	\$88,352.98	\$9,736.00	\$78,616.98	807.5%
Womens Auxillary Income				
WAUX - Events	\$1,556.30	\$0.00	\$1,556.30	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	\$0.16	\$0.00	\$0.16	NA
WAUX - Raffles	\$3,237.00	\$0.00	\$3,237.00	NA
WAUX - Memberships	\$6.00	\$0.00	\$6.00	NA
WAUX - Merchandise	\$2,820.86	\$1,200.00	\$1,620.86	135.1%
Total Womens Auxillary Income	\$10,226.96	\$1,200.00	\$9,026.96	752.2%
Total Sales Revenue	\$2,206,556.38	\$2,450,924.56	-\$244,368.18	(10.0)%
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$173,518.53	\$171,200.00	\$2,318.53	1.4%

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Total Cost of Sales - Beverage	\$173,518.53	\$171,200.00	\$2,318.53	1.4%
Cost of Sales - Food				
Food Cost of Sales	\$205,312.79	\$249,900.00	-\$44,587.21	(17.8)%
Total Cost of Sales - Food	\$205,312.79	\$249,900.00	-\$44,587.21	(17.8)%
Cost of Sales - Gaming				
GSP Contract Cost	\$214,586.40	\$307,034.00	-\$92,447.60	(30.1)%
Loyalty EGM Integration Connec	\$3,260.00	\$4,550.00	-\$1,290.00	(28.4)%
State Gaming Tax	\$109,042.36	\$160,629.32	-\$51,586.96	(32.1)%
Monitoring Costs	\$29,242.56	\$18,000.00	\$11,242.56	62.5%
VCGLR Supervision Charge	\$5,738.53	\$3,600.00	\$2,138.53	59.4%
Total Cost of Sales - Gaming	\$361,869.85	\$493,813.32	-\$131,943.47	(26.7)%
Keno Cost of Sales				
Keno Fees	\$1,051.74	\$2,046.95	-\$995.21	(48.6)%
Total Keno Cost of Sales	\$1,051.74	\$2,046.95	-\$995.21	(48.6)%
TAB Cost of Sales				
TAB Fees	\$2,350.00	\$3,000.00	-\$650.00	(21.7)%
Total TAB Cost of Sales	\$2,350.00	\$3,000.00	-\$650.00	(21.7)%
Total Cost Of Sales	\$744,102.91	\$919,960.27	-\$175,857.36	(19.1)%
Gross Profit	\$1,462,453.47	\$1,530,964.25	-\$68,510.82	(4.5)%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$26,000.00	\$26,000.00	\$0.00	0.0%
Audit Fees	\$2,200.00	\$2,400.00	-\$200.00	(8.3)%
ATM Expenses	\$2,067.29	\$2,100.00	-\$32.71	(1.6)%
Bank Charges	\$69.05	\$1,200.00	-\$1,130.95	(94.2)%
Merchant fees	\$6,530.73	\$6,600.00	-\$69.27	(1.0)%
Computer Software & Support	\$3,552.14	\$1,800.00	\$1,752.14	97.3%
Computer Other Expenses	\$378.18	\$3,219.31	-\$2,841.13	(88.3)%
Fees & Licences	\$2,444.28	\$3,600.00	-\$1,155.72	(32.1)%
Freight & Cartage	\$1,686.72	\$3,866.51	-\$2,179.79	(56.4)%
Legal Expenses	\$3,865.55	\$3,300.00	\$565.55	17.1%
Postage	\$231.72	\$360.00	-\$128.28	(35.6)%
Printing, Stationery	\$3,890.15	\$6,000.00	-\$2,109.85	(35.2)%
Professional fees	\$1,021.11	\$2,721.54	-\$1,700.43	(62.5)%
Subscriptions - TV etc	\$17,389.36	\$21,000.00	-\$3,610.64	(17.2)%
Subscriptions - Other	\$1,140.65	\$1,800.00	-\$659.35	(36.6)%
Telephone & Internet	\$3,011.46	\$3,300.00	-\$288.54	(8.7)%
Travel Expenses	\$603.09	\$950.89	-\$347.80	(36.6)%
Total Administration Expenses	\$76,081.48	\$90,218.25	-\$14,136.77	(15.7)%
Operational Expenses				
Bar Expenses	\$7,001.76	\$7,800.00	-\$798.24	(10.2)%
Beer Gas	\$831.71	\$2,100.00	-\$1,268.29	(60.4)%
Cash Discrepancies	\$1,594.61	\$1,500.00	\$94.61	6.3%
Cleaning Products	\$876.15	\$600.00	\$276.15	46.0%
Cleaning Contracts	\$21,650.00	\$32,500.00	-\$10,850.00	(33.4)%
Cleaning Other	\$291.36	\$0.00	\$291.36	NA
Consumables	\$2,813.84	\$3,000.00	-\$186.16	(6.2)%
Dining Room Supplies	\$4,484.65	\$1,200.00	\$3,284.65	273.7%
Donations	\$1,000.00	\$0.00	\$1,000.00	NA

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Gaming Expenses	\$3,840.11	\$3,000.00	\$840.11	28.0%
Kitchen Supplies/equipment	\$15,131.81	\$9,000.00	\$6,131.81	68.1%
Laundry	\$148.50	\$230.10	-\$81.60	(35.5)%
Raffles	\$9,027.92	\$13,800.00	-\$4,772.08	(34.6)%
Sanitary Costs	\$150.00	\$725.26	-\$575.26	(79.3)%
Security Contracts	\$2,593.36	\$2,880.00	-\$286.64	(10.0)%
Sundry Expense	\$457.52	\$5,400.00	-\$4,942.48	(91.5)%
Wastage	\$6,905.57	\$1,200.00	\$5,705.57	475.5%
Total Operational Expenses	\$78,798.87	\$84,935.36	-\$6,136.49	(7.2)%
Advertising & Promotions				
Advertising & Marketing	\$10,959.32	\$15,000.00	-\$4,040.68	(26.9)%
Promotions - Members Prizes	\$1,379.54	\$7,200.00	-\$5,820.46	(80.8)%
Promotions - Members Discount	\$31,351.76	\$33,000.00	-\$1,648.24	(5.0)%
Promotions - Gaming	\$1,777.55	\$3,300.00	-\$1,522.45	(46.1)%
Promotions - Food	\$785.82	\$2,400.00	-\$1,614.18	(67.3)%
Promotions - Other	\$69.81	\$30,000.00	-\$29,930.19	(99.8)%
Promotions - Happy Hour	\$1,305.07	\$15,000.00	-\$13,694.93	(91.3)%
Promotions - Specials	\$756.78	\$0.00	\$756.78	NA
Guest Entertainment	\$18,777.28	\$8,350.00	\$10,427.28	124.9%
Giveaways	\$4,663.49	\$0.00	\$4,663.49	NA
Total Advertising & Promotions	\$71,826.42	\$114,250.00	-\$42,423.58	(37.1)%
Occupancy Costs				
Rent - Patriotic Fund	\$138,442.07	\$189,600.00	-\$51,157.93	(27.0)%
Electricity	\$37,740.35	\$42,000.00	-\$4,259.65	(10.1)%
Gas	\$5,292.24	\$9,000.00	-\$3,707.76	(41.2)%
Water Rates	\$3,128.24	\$4,649.89	-\$1,521.65	(32.7)%
Waste Removal	\$7,550.37	\$5,400.00	\$2,150.37	39.8%
Insurance	\$19,633.14	\$27,000.00	-\$7,366.86	(27.3)%
Rates & Taxes	\$0.00	\$4,046.50	-\$4,046.50	(100.0)%
Rep & Maint - Buildings	\$3,341.40	\$9,000.00	-\$5,658.60	(62.9)%
Rep & Maint - Plant & equip	\$6,267.09	\$9,000.00	-\$2,732.91	(30.4)%
Total Occupancy Costs	\$221,394.90	\$299,696.39	-\$78,301.49	(26.1)%
Committee & Members Expenses				
Loyalty Points Redemption	\$17,915.96	\$28,200.00	-\$10,284.04	(36.5)%
Committee Members Expenses	\$106.38	\$3,300.00	-\$3,193.62	(96.8)%
Conference/Seminar costs	\$161.24	\$100.00	\$61.24	61.2%
Membership Cards	\$225.00	\$169.00	\$56.00	33.1%
Members Expenses	\$163.64	\$0.00	\$163.64	NA
President Shout	\$84.27	\$0.00	\$84.27	NA
Total Committee & Members Expenses	\$18,656.49	\$31,769.00	-\$13,112.51	(41.3)%
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$1,877.82	\$2,455.17	-\$577.35	(23.5)%
Committee Honorarium	\$0.00	\$2,400.00	-\$2,400.00	(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	\$67.91	-\$67.91	(100.0)%
Other W&C expenses	\$313.60	\$1,213.69	-\$900.09	(74.2)%
Printing, Stationery	\$0.00	\$120.00	-\$120.00	(100.0)%
Scholarship Costs	\$909.08	\$0.00	\$909.08	NA
Subsidised - Entertainment	\$187.50	\$68.00	\$119.50	175.7%
Subsidised - Meals	\$35,020.00	\$48,000.00	-\$12,980.00	(27.0)%

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	Selected Period	Budgeted	\$ Difference	% Difference
Subsidised - Room Hire	\$5,950.00	\$0.00	\$5,950.00	NA
Welfare Wages	\$20,200.68	\$19,200.00	\$1,000.68	5.2%
Total Welfare & Charitable Expenses	\$89,550.32	\$79,024.77	\$10,525.55	13.3%
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$572.11	\$0.00	\$572.11	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 - Merchandise	\$1,777.35	\$800.00	\$977.35	122.2%
WAUX - Printing & Stationery	\$4.50	\$0.00	\$4.50	NA
WAUX - Raffle Expenses	\$541.94	\$645.00	-\$103.06	(16.0)%
WAUX - Wakes	\$389.25	\$0.00	\$389.25	NA
WAUX - Womens Council	\$150.00	\$0.00	\$150.00	NA
WAUX - Events	\$2,642.89	\$3,300.00	-\$657.11	(19.9)%
Total Womens Auxillary Expenses	\$9,373.18	\$4,745.00	\$4,628.18	97.5%
Employment Expenses				
FOH Wages	\$300,178.20	\$297,760.00	\$2,418.20	0.8%
BOH Wages	\$198,007.59	\$220,500.00	-\$22,492.41	(10.2)%
Admin Wages	\$8,092.25	\$16,800.00	-\$8,707.75	(51.8)%
Management Wages	\$77,730.04	\$84,000.00	-\$6,269.96	(7.5)%
JobKeeper Top Up	\$756.56	\$0.00	\$756.56	NA
Superannuation	\$54,429.39	\$58,810.70	-\$4,381.31	(7.4)%
Provision - Annual Leave	\$9,267.31	\$15,000.00	-\$5,732.69	(38.2)%
Provision - Long Service Leave	\$5,659.65	\$3,000.00	\$2,659.65	88.7%
Workcover	\$12,556.06	\$14,508.46	-\$1,952.40	(13.5)%
Payroll Tax	\$4,054.46	\$4,287.35	-\$232.89	(5.4)%
Staff Amenities	\$1,434.75	\$720.00	\$714.75	99.3%
Staff Training	\$90.91	\$4,158.03	-\$4,067.12	(97.8)%
Staff Uniforms	\$2,510.23	\$3,946.79	-\$1,436.56	(36.4)%
Staff Discount	\$5,046.29	\$1,684.51	\$3,361.78	199.6%
Other Employment Expenses	\$252.59	\$0.00	\$252.59	NA
Total Employment Expenses	\$680,066.28	\$725,175.84	-\$45,109.56	(6.2)%
Total Expenses	\$1,245,747.94	\$1,429,814.61	-\$184,066.67	(12.9)%
Operating Profit	\$216,705.53	\$101,149.68	\$115,555.85	114.2%
Other Income				
Interest Received	\$35.22	\$41.15	-\$5.93	(14.4)%
Total Other Income	\$35.22	\$41.15	-\$5.93	(14.4)%
Other Expenses				
Amortisation - Gaming Entitlem	\$58,687.01	\$59,011.24	-\$324.23	(0.5)%
Sinking Fund EGM	\$0.00	\$6,000.00	-\$6,000.00	(100.0)%
Interest paid	\$1,139.81	\$3,599.39	-\$2,459.58	(68.3)%
Total Other Expenses	\$59,826.82	\$68,610.63	-\$8,783.81	(12.8)%
Net Profit/(Loss)	\$156,913.93	\$32,580.20	\$124,333.73	381.6%