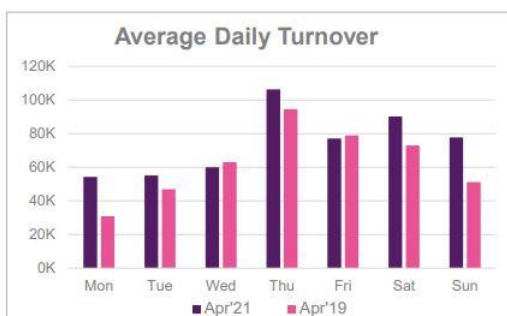


## Managers' Report April 2021

- Gaming: We have a product deployment scheduled for 24<sup>th</sup> May. We are receiving one new cabinet and 8 new games. We will also be having a number of machines move around the room on this day.

	Apr'21	Apr'19	Var (\$)	Var (%)
Overall Turnover	\$2,265,515	\$1,831,398	\$434,117	23.7%
Uncarded Turnover	\$1,838,362	\$1,475,038	\$363,323	24.6%
Carded Turnover	\$427,153	\$356,359	\$70,794	19.9%
Carded %	18.85%	19.46%		-0.60%

Overall Revenue	\$188,779	\$170,106	\$18,673	11.0%
Uncarded Revenue	\$152,103	\$135,086	\$17,017	12.6%
Carded Revenue	\$36,675	\$35,020	\$1,655	4.7%
Actual RTP	91.67%	90.71%		0.96%



Ave Daily T/O	Apr'21	Apr'19	Var \$	Var %
Monday	\$54,218	\$30,944	\$23,274	75.2%
Tuesday	\$55,079	\$46,896	\$8,184	17.5%
Wednesday	\$60,045	\$63,072	-\$3,027	-4.8%
Thursday	\$106,285	\$94,526	\$11,759	12.4%
Friday	\$77,050	\$78,872	-\$1,822	-2.3%
Saturday	\$90,181	\$72,929	\$17,252	23.7%
Sunday	\$77,686	\$51,151	\$26,535	51.9%
<b>Avg Weekly T/O</b>	<b>\$75,517</b>	<b>\$61,047</b>	<b>\$14,471</b>	<b>23.7%</b>

- Keeping in mind that April will be our last month with the Max Gaming discount we have achieved a good result for the month. The JobKeeper income stopped in March so this will no longer be extra income on the P&L from April onwards as you can see. Please also note that there was a substantial increase in Rent to the Patriotic for the month of April as we played catchup for the first part of the year.
- Bistro – The kitchen now has a comfortable staffing level, that has eventuated over the last 2 weeks. They will be sitting down straight after the ball to begin working on a winter menu with the launch of this the week beginning the 7<sup>th</sup> of June, the week before the long weekend. Around the launch of the new menu, we will also be adding Parma night, steak night and curry night to Mondays, Tuesdays, and Wednesdays. The kitchen did a fantastic job on Mother's Day with new team working well together. 220 meals for lunch and then backed up by another 151 in the evening plus 60 and 35 entrees, respectively. After the new equipment change in the kitchen, food is now being cooked to order as opposed to a lead up to service food being precooked to keep up in the middle of busy nights. The 3<sup>rd</sup> fryer means there is a big decrease in wait times as several items would hold a busy service up eg. chips and schnitzels. The 3<sup>rd</sup> fryer has also improved the food quality coming from the section with less. The flow on the line is much better now and plating up is faster. On a busy



night the chefs are now broken into 4 separate section to look after through a service. We can now run a quieter service with 2 chefs instead of 3 and this has already happened a few times now. Now that we have a full compliment of staff in the kitchen, Leigh is working extremely hard to get the team working well together and working more efficiently.

- There are several foh staff that are now up to date with their gaming RSG module 3 and 4. This was conducted for the staff that had completed their RSG back in 2017/2018. Coming up this week some of the newer staff will be completing their Module 1 and module 2 giving us more flexibility with rostering staff in the gaming room. After this course the RSG/RSA register will be complete and up to date with all the staff changes over the past few months.
- ANZAC Day showed a fantastic result this year. After missing last year, it was great to see the support from the community coming into the club. All the staff worked extremely well together, and the day ran smoothly. The managers have had a debrief of the day and made a new setup and procedures list to help in the lead up in the future.
- I have received a social media marketing and events calendar from Lucinda. I have given her further information and advice to add to this before we move ahead with it.
- I have received a price to get the lines in the car park redone as many of the lines are fading away. The price to get this done would be \$1500 plus GST.
- Bus: Since the last meeting - 97 pickups, 88 drop offs and 14 service member pu/do's. The bus was also used on ANZAC Day for veterans for the march.