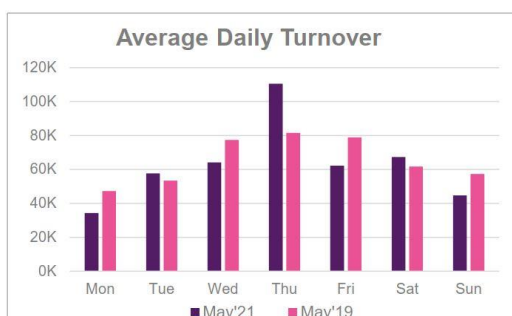


Managers' Report May 2021

- Gaming: Total turnover for May 2021 was -\$158K vs May 2019 with the enforced closure impacting 4 days at the end of May (being a weekend). Turnover was -7.7% for May 2021 and -15.7% when compared to April 2021. Revenue was -6.1% for May 2021 and -3.6% when compared to April 2021.

| | May'21 | May'19 | Var (\$) | Var (%) |
|-------------------|-------------|-------------|------------|---------|
| Overall Turnover | \$1,909,836 | \$2,068,045 | -\$158,209 | -7.7% |
| Uncarded Turnover | \$1,600,658 | \$1,708,674 | -\$108,016 | -6.3% |
| Carded Turnover | \$309,178 | \$359,371 | -\$50,193 | -14.0% |
| Carded % | 16.19% | 17.38% | | -1.19% |

| | | | | |
|------------------|-----------|-----------|-----------|--------|
| Overall Revenue | \$181,957 | \$193,766 | -\$11,809 | -6.1% |
| Uncarded Revenue | \$161,091 | \$162,525 | -\$1,435 | -0.9% |
| Carded Revenue | \$20,866 | \$31,241 | -\$10,374 | -33.2% |
| Actual RTP | 90.47% | 90.63% | | -0.16% |



| Ave Daily T/O | May'21 | May'19 | Var \$ | Var % |
|-----------------------|-----------------|-----------------|-----------------|--------------|
| Monday | \$34,243 | \$47,211 | -\$12,968 | -27.5% |
| Tuesday | \$57,636 | \$53,460 | \$4,176 | 7.8% |
| Wednesday | \$64,182 | \$77,394 | -\$13,212 | -17.1% |
| Thursday | \$110,560 | \$81,548 | \$29,011 | 35.6% |
| Friday | \$62,199 | \$78,936 | -\$16,737 | -21.2% |
| Saturday | \$67,335 | \$61,660 | \$5,674 | 9.2% |
| Sunday | \$44,728 | \$57,331 | -\$12,603 | -22.0% |
| Avg Weekly T/O | \$61,608 | \$66,711 | -\$5,104 | -7.7% |

- May shows out first loss for the year. Being hit with a 7-day circuit breaker lockdown on the 28th of May has hit the bottom line hard, missing out on a weekend of trade. Along with this, the MPS fees were back up to 100% however we will see a discount on the June invoice for the forced closure. We also took a hit paying our casuals 50% of a 4-week average coming to \$7,296 for during the lockdown. All staff were extremely appreciative of this gesture from the club. There was also 5 pays in the month.
- From Friday the 4th of June we were able to reopen with a 50-person cap on the venue and no gaming. This then increased to 75 people outside and 75 inside on the 11th of June. Gaming has recommenced on the 11th with 1 person per 4sqm and gaming patrons are included in the 75-person cap for indoors. The coming weeks will be tough as we wait for restrictions to ease further. We are monitoring the casual wages closer than ever to keep them down. This is impacting quite a few of our casuals whose hours have considerably dropped. Nadia and I are talking to all our staff daily to check in and make sure they are ok. They are all understanding of the situation and the impact these restrictions have on the business however we are mindful of all their situations and keeping the roster as fair as we can for them.



- I am currently reviewing the roster as we have a lack of depth in the management roster. We currently have 4 FT salary staff and previously we had 6. When one of them is sick or needs a holiday (which needs to start happening more to get the leave liability down) it has been quite difficult to cover. On average a casual doing 37-38 hours a week earns \$1200-1300 gross. The DMs are currently on \$1153 gross per week. I will have this review finished by the end of the week so that I can potentially advertise for the position if needed over the coming weeks. This would be an advertised position not an in-house promotion.
- During my performance review with Ash and Andrew I was asked to come back with a timeline and plan of attack for when the items in the Venue service section of the workplan will be completed. I am currently working through this and will get this to Ash in the next couple of weeks. Along with this I will now start to look over the business plan and get that back to the exec for review.
- The carpark lines were repainted during the lockdown and the new ramps out the back have now been installed.
- Bistro – The new menu will be launched on Wednesday the 16th of June. This was pushed back due to the lockdown.
- Bus: Since the last meeting - 23 pickups, 36 drop offs and 8 service member pu/do's. During the current covid restrictions the bus will not be in use.