

Wangaratta RSL

Monthly Management Report

September 2021

Prepared by:



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12/10/2021

Wangaratta RSL Sub-Branch
2-4 Templeton Street
Wangaratta
VIC, 3677

Dear Board Members,

RE: Wangaratta RSL Financial Results – September 2021

Please find below a summary of the RSL's financial results for September 2021 as well as some commentary in relation to the financials.

Financial Results September 2021:

The financial reports for the period have been prepared on a calendar month basis from the 1st September to 30th September 2021.

On August 21st the state government announced an immediate state-wide lockdown which forced the venue's closure on August 21st. The venue was allowed to re-open on September 10th with significant capacity restrictions. From September 10th the venue's Bar & Gaming Room were trading 7 days a week, while Food was only offered Thursday to Sunday. From September 22nd the venue begun offering Food on Wednesdays along with Thursday to Sunday. The KPI section of the report has been adjusted to reflect the 21 days of Beverage & Gaming trade and 15 days of Food trade.

During July, the venue applied for the Licensed Venue Hospitality Fund grant. The Wangaratta RSL has received a further \$80k relating to this grant during September. OTH will continue to monitor any grants the Wangaratta RSL may be eligible for and forward to venue management when appropriate.

The venue recorded a \$88k profit for September. The profit can be attributed to the \$80k received from the Licensed Venue Hospitality Fund grant along with the reductions in Operational, Advertising & Promotions and Employment expenses reflecting the strong management controls at the venue.

The Beverage Gross Profit Margin for September is 57%, this figure falls below the YTD average of 61%. The Food Gross Profit Margin for September is 57%, this figure is consistent with the venue's YTD average of 57%.

The FY21 Community Benefit Statement has been lodged by OTH on September 30th, with lodgement receipts provided to venue management. OTH would like to thank venue management and R J Sanderson & Associates for their work throughout the FY21 Community Benefits Statement process.

During the venue's closure at the beginning of September, the majority of the venue's full time and part time staff were paid from their leave entitlements. This has resulted in a negative annual leave expense.

Please note, the venue during September was below the gaming tax threshold and therefore have no gaming tax obligations relating to September.

Further note, the venue during September purchased a new computer and IT equipment from Clevernet valued at \$2.6k. This equipment has been capitalised and will be depreciated with the year-end adjustments.

The Balance Sheet of the RSL reflects the latest known financial position as at the end of September 2021. I can confirm that the RSL is also up to date with the tax office and all statutory payments and lodgements.

Kind Regards,



Freddie Deegan

Director – On Tap Hospitality

Profit & Loss [Multi-Period]

July 2021 To September 2021

ABN: 61 412 912 811

	July	August	September	Total
Sales Revenue				
Bar Sales				
Beverage Sales	\$58,122.83	\$40,187.60	\$22,925.60	\$121,236.03
Total Bar Sales	\$58,122.83	\$40,187.60	\$22,925.60	\$121,236.03
Food Sales				
Food Sales	\$69,000.44	\$44,014.54	\$18,783.18	\$131,798.16
Food Sales - Subsidised	\$3,680.00	\$2,760.00	\$1,225.00	\$7,665.00
Total Food Sales	\$72,680.44	\$46,774.54	\$20,008.18	\$139,463.16
Gaming Machine Revenue				
Gaming Revenue	\$127,672.81	\$109,561.30	\$103,628.38	\$340,862.49
Total Gaming Machine Revenue	\$127,672.81	\$109,561.30	\$103,628.38	\$340,862.49
Keno Commission				
Keno Commission	\$743.71	\$522.45	\$108.98	\$1,375.14
Total Keno Commission	\$743.71	\$522.45	\$108.98	\$1,375.14
TAB Commission				
TAB Commission	\$263.79	\$866.18	\$559.99	\$1,689.96
Total TAB Commission	\$263.79	\$866.18	\$559.99	\$1,689.96
Membership Income				
Membership Income	\$1,925.46	\$581.79	\$168.16	\$2,675.41
Total Membership Income	\$1,925.46	\$581.79	\$168.16	\$2,675.41
Raffle Income				
Raffle Income	\$2,837.00	\$896.00	\$0.00	\$3,733.00
Total Raffle Income	\$2,837.00	\$896.00	\$0.00	\$3,733.00
Room Hire				
Room Hire & Catering - Subsidy	\$0.00	\$1,000.00	\$0.00	\$1,000.00
Total Room Hire	\$0.00	\$1,000.00	\$0.00	\$1,000.00
Other revenue				
ATM Rebate	\$1,327.26	\$1,247.25	\$647.27	\$3,221.78
Entertainment Subsidised	\$167.50	\$117.50	\$172.50	\$457.50
Wage Subsidy	\$2,500.00	\$0.00	\$0.00	\$2,500.00
Licensed Hospitality Venue Fund Grant	\$10,700.00	\$80,000.00	\$80,000.00	\$170,700.00
Sundry Income	\$0.00	\$0.00	\$732.50	\$732.50
Other Income Received	\$1,870.91	\$309.09	\$300.00	\$2,480.00
Total Other revenue	\$16,565.67	\$81,673.84	\$81,852.27	\$180,091.78
Womens Auxillary Income				
WAUX - Events	\$0.00	\$873.70	\$0.00	\$873.70
WAUX - Interest Received	\$0.07	\$0.07	\$0.07	\$0.21
WAUX - Raffles	\$0.00	\$90.00	\$148.00	\$238.00
WAUX - Memberships	\$0.00	\$1.00	\$0.00	\$1.00
WAUX - Merchandise	\$86.36	\$69.09	\$18.18	\$173.63
Total Womens Auxillary Income	\$86.43	\$1,033.86	\$166.25	\$1,286.54
Total Sales Revenue	\$280,898.14	\$283,097.56	\$229,417.81	\$793,413.51
Cost Of Sales				
Cost of Sales - Beverage				
Beverage Cost of Sales	\$15,570.01	\$13,878.18	\$9,815.63	\$39,263.82
Total Cost of Sales - Beverage	\$15,570.01	\$13,878.18	\$9,815.63	\$39,263.82
Cost of Sales - Food				
Food Cost of Sales	\$27,448.62	\$20,234.34	\$7,945.36	\$55,628.32

Profit & Loss [Multi-Period]

July 2021 To September 2021

ABN: 61 412 912 811

	July	August	September	Total
Total Cost of Sales - Food	\$27,448.62	\$20,234.34	\$7,945.36	\$55,628.32
Cost of Sales - Gaming				
GSP Contract Cost	\$28,679.00	\$14,339.50	\$9,211.02	\$52,229.52
Loyalty EGM Integration Connec	\$775.00	\$775.00	\$750.00	\$2,300.00
State Gaming Tax	\$3,334.47	\$0.00	\$0.00	\$3,334.47
Monitoring Costs	\$1,436.51	\$2,118.17	-\$6,885.16	-\$3,330.48
VCGLR Supervision Charge	\$600.00	\$600.00	\$600.00	\$1,800.00
Total Cost of Sales - Gaming	\$34,824.98	\$17,832.67	\$3,675.86	\$56,333.51
Keno Cost of Sales				
Keno Fees	\$169.64	\$214.69	\$0.00	\$384.33
Total Keno Cost of Sales	\$169.64	\$214.69	\$0.00	\$384.33
TAB Cost of Sales				
TAB Fees	\$200.00	\$300.00	\$300.00	\$800.00
Total TAB Cost of Sales	\$200.00	\$300.00	\$300.00	\$800.00
Total Cost Of Sales	\$78,213.25	\$52,459.88	\$21,736.85	\$152,409.98
Gross Profit	\$202,684.89	\$230,637.68	\$207,680.96	\$641,003.53
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$4,160.00	\$5,200.00	\$4,160.00	\$13,520.00
ATM Expenses	\$202.18	\$265.46	\$249.46	\$717.10
Bank Charges	\$150.00	\$132.00	\$67.00	\$349.00
Merchant fees	\$686.05	\$648.84	\$278.93	\$1,613.82
Computer Software & Support	\$179.95	\$211.08	\$782.54	\$1,173.57
Computer Other Expenses	\$0.00	\$313.09	\$302.98	\$616.07
Fees & Licences	\$18.75	\$18.75	\$18.75	\$56.25
Freight & Cartage	\$131.60	\$241.50	\$115.37	\$488.47
Postage	\$2.88	\$0.00	\$6.55	\$9.43
Printing, Stationery	\$173.22	\$272.82	\$175.26	\$621.30
Professional fees	\$54.68	\$61.67	\$54.84	\$171.19
Subscriptions - TV etc	\$2,329.20	\$2,198.20	\$608.35	\$5,135.75
Subscriptions - Other	\$459.65	\$197.90	\$198.25	\$855.80
Telephone & Internet	\$460.15	\$460.92	\$460.48	\$1,381.55
Travel Expenses	\$4.00	\$0.00	\$8.00	\$12.00
Total Administration Expenses	\$9,012.31	\$10,222.23	\$7,486.76	\$26,721.30
Operational Expenses				
Bar Expenses	\$195.53	\$186.24	\$0.00	\$381.77
Beer Gas	\$180.83	\$134.56	\$88.29	\$403.68
Cash Discrepancies	-\$39.85	\$23.46	\$10.93	-\$5.46
Cleaning Products	\$85.41	\$183.05	\$152.26	\$420.72
Cleaning Contracts	\$4,642.00	\$3,405.00	\$0.00	\$8,047.00
Cleaning Other	\$218.66	\$0.00	\$0.00	\$218.66
Consumables	\$347.76	\$362.53	\$214.82	\$925.11
Dining Room Supplies	\$219.80	\$356.16	\$173.80	\$749.76
Donations	\$300.00	\$0.00	\$750.00	\$1,050.00
Gaming Expenses	\$760.00	\$5,675.02	\$762.78	\$7,197.80
Kitchen Supplies/equipment	\$1,139.87	\$1,190.65	\$573.06	\$2,903.58
Raffles	\$362.12	\$48.28	\$0.00	\$410.40
Security Contracts	\$294.58	\$294.58	\$700.10	\$1,289.26
Sundry Expense	\$17.94	\$27.41	\$162.73	\$208.08

Profit & Loss [Multi-Period]

July 2021 To September 2021

ABN: 61 412 912 811

	July	August	September	Total
Wastage	\$1,889.96	\$1,839.28	\$884.05	\$4,613.29
Total Operational Expenses	\$10,614.61	\$13,726.22	\$4,472.82	\$28,813.65
Advertising & Promotions				
Advertising & Marketing	\$1,453.72	\$166.11	-\$68.95	\$1,550.88
Promotions - Members Discount	\$3,753.89	\$2,380.67	\$1,408.35	\$7,542.91
Promotions - Gaming	\$511.00	\$199.00	\$0.00	\$710.00
Promotions - Food	\$248.73	\$1,257.58	\$0.00	\$1,506.31
Promotions - Other	\$62.27	\$0.00	\$0.00	\$62.27
Promotions - Happy Hour	\$186.09	\$157.13	\$62.14	\$405.36
Promotions - Specials	\$42.95	\$42.14	\$15.95	\$101.04
Guest Entertainment	\$500.00	\$0.00	\$0.00	\$500.00
Giveaways	\$830.69	\$387.08	\$89.52	\$1,307.29
Total Advertising & Promotions	\$7,589.34	\$4,589.71	\$1,507.01	\$13,686.06
Occupancy Costs				
Rent - Patriotic Fund	\$24,028.20	\$19,222.56	\$24,028.20	\$67,278.96
Electricity	\$6,141.01	\$6,141.01	\$4,416.31	\$16,698.33
Gas	\$2,073.27	\$1,036.63	\$366.71	\$3,476.61
Water Rates	\$484.00	\$484.00	\$4.14	\$972.14
Waste Removal	\$984.00	\$822.00	\$944.91	\$2,750.91
Insurance	\$3,272.23	\$3,278.36	\$3,278.36	\$9,828.95
Rates & Taxes	\$234.00	\$268.44	\$251.22	\$753.66
Rep & Maint - Buildings	\$219.85	\$1,251.17	\$900.32	\$2,371.34
Rep & Maint - Plant & equip	\$440.00	\$350.17	\$628.05	\$1,418.22
Total Occupancy Costs	\$37,876.56	\$32,854.34	\$34,818.22	\$105,549.12
Committee & Members Expenses				
Loyalty Points Redemption	\$1,316.86	\$2,846.43	\$1,524.93	\$5,688.22
Committee Members Expenses	\$66.66	\$0.00	\$0.00	\$66.66
Members Expenses	\$97.73	\$0.00	\$0.00	\$97.73
President Shout	\$10.50	\$0.00	\$0.00	\$10.50
Total Committee & Members Expenses	\$1,491.75	\$2,846.43	\$1,524.93	\$5,863.11
Welfare & Charitable Expenses				
Other W&C expenses	\$136.37	\$200.00	\$129.55	\$465.92
Subsidised - Entertainment	\$167.50	\$117.50	\$172.50	\$457.50
Subsidised - Meals	\$3,680.00	\$2,760.00	\$1,225.00	\$7,665.00
Subsidised - Room Hire	\$0.00	\$1,000.00	\$0.00	\$1,000.00
Welfare Wages	\$3,223.22	\$3,615.18	\$3,273.91	\$10,112.31
Total Welfare & Charitable Expenses	\$7,207.09	\$7,692.68	\$4,800.96	\$19,700.73
Womens Auxillary Expenses				
WAUX - Commemorative Events	\$0.00	\$26.75	\$0.00	\$26.75
WAUX - General Expenses	\$32.00	\$32.00	\$32.00	\$96.00
WAUX - Merchandise	\$0.00	\$0.00	\$206.11	\$206.11
WAUX - Raffle Expenses	\$0.00	\$100.00	\$72.73	\$172.73
WAUX - Events	\$0.00	\$83.54	\$0.00	\$83.54
Total Womens Auxillary Expenses	\$32.00	\$242.29	\$310.84	\$585.13
Employment Expenses				
FOH Wages	\$35,937.97	\$32,124.16	\$20,112.76	\$88,174.89
BOH Wages	\$28,004.99	\$26,484.27	\$18,636.74	\$73,126.00
Admin Wages	\$1,590.44	\$1,563.12	\$980.53	\$4,134.09
Management Wages	\$13,422.39	\$13,002.34	\$14,118.75	\$40,543.48
Superannuation	\$7,491.94	\$8,945.41	\$4,733.79	\$21,171.14

Profit & Loss [Multi-Period]

July 2021 To September 2021

ABN: 61 412 912 811

	July	August	September	Total
Provision - Annual Leave	\$2,852.22	-\$983.37	-\$6,577.64	-\$4,708.79
Provision - Long Service Leave	\$579.58	\$604.44	\$451.52	\$1,635.54
Workcover	\$227.99	\$1,981.45	\$1,080.56	\$3,290.00
Payroll Tax	-\$252.46	\$501.34	\$0.00	\$248.88
Staff Amenities	\$570.25	\$48.90	\$53.32	\$672.47
Staff Discount	\$811.27	\$628.05	\$337.04	\$1,776.36
Total Employment Expenses	\$91,236.58	\$84,900.11	\$53,927.37	\$230,064.06
Total Expenses	\$165,060.24	\$157,074.01	\$108,848.91	\$430,983.16
Operating Profit	\$37,624.65	\$73,563.67	\$98,832.05	\$210,020.37
Other Income				
Interest Received	\$9.82	\$11.91	\$12.43	\$34.16
Total Other Income	\$9.82	\$11.91	\$12.43	\$34.16
Other Expenses				
Amortisation - Gaming Entitlem	\$10,051.37	\$10,051.37	\$9,727.13	\$29,829.87
Interest paid	\$172.12	\$150.10	\$169.06	\$491.28
Total Other Expenses	\$10,223.49	\$10,201.47	\$9,896.19	\$30,321.15
Net Profit/(Loss)	\$27,410.98	\$63,374.11	\$88,948.29	\$179,733.38

Profit & Loss [Multi-Period]

June 2021 To September 2021

ABN: 61 412 912 811

	June	July	August	September	Total
Sales Revenue					
Bar Sales					
Beverage Sales	\$53,377.04	\$58,122.83	\$40,187.60	\$22,925.60	\$174,613.07
Total Bar Sales	\$53,377.04	\$58,122.83	\$40,187.60	\$22,925.60	\$174,613.07
Food Sales					
Food Sales	\$67,101.57	\$69,000.44	\$44,014.54	\$18,783.18	\$198,899.73
Food Sales - Subsidised	\$4,330.00	\$3,680.00	\$2,760.00	\$1,225.00	\$11,995.00
Total Food Sales	\$71,431.57	\$72,680.44	\$46,774.54	\$20,008.18	\$210,894.73
Gaming Machine Revenue					
Gaming Revenue	\$106,861.59	\$127,672.81	\$109,561.30	\$103,628.38	\$447,724.08
Total Gaming Machine Revenue	\$106,861.59	\$127,672.81	\$109,561.30	\$103,628.38	\$447,724.08
Keno Commission					
Keno Commission	\$651.14	\$743.71	\$522.45	\$108.98	\$2,026.28
Total Keno Commission	\$651.14	\$743.71	\$522.45	\$108.98	\$2,026.28
TAB Commission					
TAB Commission	\$955.85	\$263.79	\$866.18	\$559.99	\$2,645.81
Total TAB Commission	\$955.85	\$263.79	\$866.18	\$559.99	\$2,645.81
Membership Income					
Membership Income	\$827.32	\$1,925.46	\$581.79	\$168.16	\$3,502.73
Total Membership Income	\$827.32	\$1,925.46	\$581.79	\$168.16	\$3,502.73
Raffle Income					
Raffle Income	\$0.00	\$2,837.00	\$896.00	\$0.00	\$3,733.00
Total Raffle Income	\$0.00	\$2,837.00	\$896.00	\$0.00	\$3,733.00
Room Hire					
Room Hire & Catering - Subsidy	\$0.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00
Total Room Hire	\$0.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00
Other revenue					

Profit & Loss [Multi-Period]

June 2021 To September 2021

ABN: 61 412 912 811

	June	July	August	September	Total
ATM Rebate	\$1,010.93	\$1,327.26	\$1,247.25	\$647.27	\$4,232.71
Entertainment Subsidised	\$67.50	\$167.50	\$117.50	\$172.50	\$525.00
Wage Subsidy	\$0.00	\$2,500.00	\$0.00	\$0.00	\$2,500.00
Licensed Hospitality Venue Fund Grant	\$0.00	\$10,700.00	\$80,000.00	\$80,000.00	\$170,700.00
Sundry Income	\$0.00	\$0.00	\$0.00	\$732.50	\$732.50
Other Income Received	\$1,727.28	\$1,870.91	\$309.09	\$300.00	\$4,207.28
Total Other revenue	\$2,805.71	\$16,565.67	\$81,673.84	\$81,852.27	\$182,897.49
Womens Auxillary Income					
WAUX - Events	\$0.00	\$0.00	\$873.70	\$0.00	\$873.70
WAUX - Interest Received	\$0.07	\$0.07	\$0.07	\$0.07	\$0.28
WAUX - Raffles	\$0.00	\$0.00	\$90.00	\$148.00	\$238.00
WAUX - Memberships	\$0.00	\$0.00	\$1.00	\$0.00	\$1.00
WAUX - Merchandise	\$105.45	\$86.36	\$69.09	\$18.18	\$279.08
Total Womens Auxillary Income	\$105.52	\$86.43	\$1,033.86	\$166.25	\$1,392.06
Total Sales Revenue	\$237,015.74	\$280,898.14	\$283,097.56	\$229,417.81	\$1,030,429.25
Cost Of Sales					
Cost of Sales - Beverage					
Beverage Cost of Sales	\$21,179.02	\$15,570.01	\$13,878.18	\$9,815.63	\$60,442.84
Total Cost of Sales - Beverage	\$21,179.02	\$15,570.01	\$13,878.18	\$9,815.63	\$60,442.84
Cost of Sales - Food					
Food Cost of Sales	\$25,465.22	\$27,448.62	\$20,234.34	\$7,945.36	\$81,093.54
Total Cost of Sales - Food	\$25,465.22	\$27,448.62	\$20,234.34	\$7,945.36	\$81,093.54
Cost of Sales - Gaming					
GSP Contract Cost	\$14,845.60	\$28,679.00	\$14,339.50	\$9,211.02	\$67,075.12
Loyalty EGM Integration Connec	\$300.00	\$775.00	\$775.00	\$750.00	\$2,600.00
State Gaming Tax	\$0.00	\$3,334.47	\$0.00	\$0.00	\$3,334.47
Monitoring Costs	\$8,371.67	\$1,436.51	\$2,118.17	-\$6,885.16	\$5,041.19
VCGLR Supervision Charge	\$2,738.53	\$600.00	\$600.00	\$600.00	\$4,538.53

Profit & Loss [Multi-Period]

June 2021 To September 2021

ABN: 61 412 912 811

	June	July	August	September	Total
Total Cost of Sales - Gaming	\$26,255.80	\$34,824.98	\$17,832.67	\$3,675.86	\$82,589.31
Keno Cost of Sales					
Keno Fees	\$0.00	\$169.64	\$214.69	\$0.00	\$384.33
Total Keno Cost of Sales	\$0.00	\$169.64	\$214.69	\$0.00	\$384.33
TAB Cost of Sales					
TAB Fees	\$400.00	\$200.00	\$300.00	\$300.00	\$1,200.00
Total TAB Cost of Sales	\$400.00	\$200.00	\$300.00	\$300.00	\$1,200.00
Total Cost Of Sales	\$73,300.04	\$78,213.25	\$52,459.88	\$21,736.85	\$225,710.02
Gross Profit	\$163,715.70	\$202,684.89	\$230,637.68	\$207,680.96	\$804,719.23
Expenses					
Administration Expenses					
Accounting/Bookkeeping Fees	\$4,000.00	\$4,160.00	\$5,200.00	\$4,160.00	\$17,520.00
ATM Expenses	\$328.73	\$202.18	\$265.46	\$249.46	\$1,045.83
Bank Charges	\$0.00	\$150.00	\$132.00	\$67.00	\$349.00
Merchant fees	\$698.77	\$686.05	\$648.84	\$278.93	\$2,312.59
Computer Software & Support	\$697.80	\$179.95	\$211.08	\$782.54	\$1,871.37
Computer Other Expenses	\$13.59	\$0.00	\$313.09	\$302.98	\$629.66
Fees & Licences	\$252.74	\$18.75	\$18.75	\$18.75	\$308.99
Freight & Cartage	\$155.22	\$131.60	\$241.50	\$115.37	\$643.69
Postage	\$20.45	\$2.88	\$0.00	\$6.55	\$29.88
Printing, Stationery	\$392.35	\$173.22	\$272.82	\$175.26	\$1,013.65
Professional fees	\$52.12	\$54.68	\$61.67	\$54.84	\$223.31
Subscriptions - TV etc	\$3,630.51	\$2,329.20	\$2,198.20	\$608.35	\$8,766.26
Subscriptions - Other	\$209.25	\$459.65	\$197.90	\$198.25	\$1,065.05
Telephone & Internet	\$460.26	\$460.15	\$460.92	\$460.48	\$1,841.81
Travel Expenses	\$102.23	\$4.00	\$0.00	\$8.00	\$114.23
Total Administration Expenses	\$11,014.02	\$9,012.31	\$10,222.23	\$7,486.76	\$37,735.32

Profit & Loss [Multi-Period]

June 2021 To September 2021

ABN: 61 412 912 811

	June	July	August	September	Total
Operational Expenses					
Bar Expenses	\$188.08	\$195.53	\$186.24	\$0.00	\$569.85
Beer Gas	\$88.29	\$180.83	\$134.56	\$88.29	\$491.97
Cash Discrepancies	\$304.29	-\$39.85	\$23.46	\$10.93	\$298.83
Cleaning Products	\$66.36	\$85.41	\$183.05	\$152.26	\$487.08
Cleaning Contracts	\$2,157.50	\$4,642.00	\$3,405.00	\$0.00	\$10,204.50
Cleaning Other	\$133.18	\$218.66	\$0.00	\$0.00	\$351.84
Consumables	\$162.96	\$347.76	\$362.53	\$214.82	\$1,088.07
Dining Room Supplies	\$439.60	\$219.80	\$356.16	\$173.80	\$1,189.36
Donations	\$0.00	\$300.00	\$0.00	\$750.00	\$1,050.00
Gaming Expenses	\$1,935.14	\$760.00	\$5,675.02	\$762.78	\$9,132.94
Kitchen Supplies/equipment	\$3,337.86	\$1,139.87	\$1,190.65	\$573.06	\$6,241.44
Raffles	\$60.00	\$362.12	\$48.28	\$0.00	\$470.40
Sanitary Costs	\$150.00	\$0.00	\$0.00	\$0.00	\$150.00
Security Contracts	\$346.52	\$294.58	\$294.58	\$700.10	\$1,635.78
Sundry Expense	\$21.77	\$17.94	\$27.41	\$162.73	\$229.85
Wastage	\$3,047.81	\$1,889.96	\$1,839.28	\$884.05	\$7,661.10
Total Operational Expenses	\$12,439.36	\$10,614.61	\$13,726.22	\$4,472.82	\$41,253.01
Advertising & Promotions					
Advertising & Marketing	\$1,585.40	\$1,453.72	\$166.11	-\$68.95	\$3,136.28
Promotions - Members Discount	\$3,313.83	\$3,753.89	\$2,380.67	\$1,408.35	\$10,856.74
Promotions - Gaming	\$299.00	\$511.00	\$199.00	\$0.00	\$1,009.00
Promotions - Food	\$339.82	\$248.73	\$1,257.58	\$0.00	\$1,846.13
Promotions - Other	-\$62.27	\$62.27	\$0.00	\$0.00	\$0.00
Promotions - Happy Hour	\$93.14	\$186.09	\$157.13	\$62.14	\$498.50
Promotions - Specials	\$441.75	\$42.95	\$42.14	\$15.95	\$542.79
Guest Entertainment	\$0.00	\$500.00	\$0.00	\$0.00	\$500.00
Giveaways	\$533.44	\$830.69	\$387.08	\$89.52	\$1,840.73
Total Advertising & Promotions	\$6,544.11	\$7,589.34	\$4,589.71	\$1,507.01	\$20,230.17

Profit & Loss [Multi-Period]

June 2021 To September 2021

ABN: 61 412 912 811

	June	July	August	September	Total
Occupancy Costs					
Rent - Patriotic Fund	\$19,222.56	\$24,028.20	\$19,222.56	\$24,028.20	\$86,501.52
Electricity	\$6,058.52	\$6,141.01	\$6,141.01	\$4,416.31	\$22,756.85
Gas	\$1,338.74	\$2,073.27	\$1,036.63	\$366.71	\$4,815.35
Water Rates	\$394.04	\$484.00	\$484.00	\$4.14	\$1,366.18
Waste Removal	\$812.00	\$984.00	\$822.00	\$944.91	\$3,562.91
Insurance	\$3,272.19	\$3,272.23	\$3,278.36	\$3,278.36	\$13,101.14
Rates & Taxes	\$0.00	\$234.00	\$268.44	\$251.22	\$753.66
Rep & Maint - Buildings	\$141.61	\$219.85	\$1,251.17	\$900.32	\$2,512.95
Rep & Maint - Plant & equip	\$111.53	\$440.00	\$350.17	\$628.05	\$1,529.75
Total Occupancy Costs	\$31,351.19	\$37,876.56	\$32,854.34	\$34,818.22	\$136,900.31
Committee & Members Expenses					
Loyalty Points Redemption	\$2,729.17	\$1,316.86	\$2,846.43	\$1,524.93	\$8,417.39
Committee Members Expenses	\$68.20	\$66.66	\$0.00	\$0.00	\$134.86
Members Expenses	\$81.82	\$97.73	\$0.00	\$0.00	\$179.55
President Shout	\$0.00	\$10.50	\$0.00	\$0.00	\$10.50
Total Committee & Members Expenses	\$2,879.19	\$1,491.75	\$2,846.43	\$1,524.93	\$8,742.30
Welfare & Charitable Expenses					
Other W&C expenses	\$40.91	\$136.37	\$200.00	\$129.55	\$506.83
Scholarship Costs	\$227.27	\$0.00	\$0.00	\$0.00	\$227.27
Subsidised - Entertainment	\$67.50	\$167.50	\$117.50	\$172.50	\$525.00
Subsidised - Meals	\$4,330.00	\$3,680.00	\$2,760.00	\$1,225.00	\$11,995.00
Subsidised - Room Hire	\$0.00	\$0.00	\$1,000.00	\$0.00	\$1,000.00
Welfare Wages	\$3,240.47	\$3,223.22	\$3,615.18	\$3,273.91	\$13,352.78
Total Welfare & Charitable Expenses	\$7,906.15	\$7,207.09	\$7,692.68	\$4,800.96	\$27,606.88
Womens Auxillary Expenses					
WAUX - Commemorative Events	\$0.00	\$0.00	\$26.75	\$0.00	\$26.75
WAUX - General Expenses	\$0.00	\$32.00	\$32.00	\$32.00	\$96.00

Profit & Loss [Multi-Period]

June 2021 To September 2021

ABN: 61 412 912 811

	June	July	August	September	Total
WAUX - Merchandise	\$0.00	\$0.00	\$0.00	\$206.11	\$206.11
WAUX - Raffle Expenses	\$0.00	\$0.00	\$100.00	\$72.73	\$172.73
WAUX - Events	\$0.00	\$0.00	\$83.54	\$0.00	\$83.54
Total Womens Auxillary Expenses	\$0.00	\$32.00	\$242.29	\$310.84	\$585.13
Employment Expenses					
FOH Wages	\$39,219.60	\$35,937.97	\$32,124.16	\$20,112.76	\$127,394.49
BOH Wages	\$26,932.96	\$28,004.99	\$26,484.27	\$18,636.74	\$100,058.96
Admin Wages	\$2,213.77	\$1,590.44	\$1,563.12	\$980.53	\$6,347.86
Management Wages	\$13,439.67	\$13,422.39	\$13,002.34	\$14,118.75	\$53,983.15
Superannuation	\$7,089.29	\$7,491.94	\$8,945.41	\$4,733.79	\$28,260.43
Provision - Annual Leave	\$1,268.97	\$2,852.22	-\$983.37	-\$6,577.64	-\$3,439.82
Provision - Long Service Leave	\$2,086.17	\$579.58	\$604.44	\$451.52	\$3,721.71
Workcover	\$1,589.92	\$227.99	\$1,981.45	\$1,080.56	\$4,879.92
Payroll Tax	\$355.61	-\$252.46	\$501.34	\$0.00	\$604.49
Staff Amenities	\$392.73	\$570.25	\$48.90	\$53.32	\$1,065.20
Staff Discount	\$905.53	\$811.27	\$628.05	\$337.04	\$2,681.89
Total Employment Expenses	\$95,494.22	\$91,236.58	\$84,900.11	\$53,927.37	\$325,558.28
Total Expenses	\$167,628.24	\$165,060.24	\$157,074.01	\$108,848.91	\$598,611.40
Operating Profit	-\$3,912.54	\$37,624.65	\$73,563.67	\$98,832.05	\$206,107.83
Other Income					
Interest Received	\$1.29	\$9.82	\$11.91	\$12.43	\$35.45
Total Other Income	\$1.29	\$9.82	\$11.91	\$12.43	\$35.45
Other Expenses					
Amortisation - Gaming Entitlem	\$9,727.12	\$10,051.37	\$10,051.37	\$9,727.13	\$39,556.99
Interest paid	\$221.39	\$172.12	\$150.10	\$169.06	\$712.67
Total Other Expenses	\$9,948.51	\$10,223.49	\$10,201.47	\$9,896.19	\$40,269.66

Profit & Loss [Multi-Period]

June 2021 To September 2021

ABN: 61 412 912 811

	June	July	August	September	Total
Net Profit/(Loss)	-\$13,859.76	\$27,410.98	\$63,374.11	\$88,948.29	\$165,873.62

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)%

Profit & Loss [Budget Analysis]

September 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
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)%

Profit & Loss [Budget Analysis]

September 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
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)%

Profit & Loss [Budget Analysis]

September 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
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%

Profit & Loss [Budget Analysis]

January 2021 To September 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Sales Revenue				
Bar Sales				
Beverage Sales	\$639,455.76	\$765,000.00	-\$125,544.24	(16.4)%
Total Bar Sales	\$639,455.76	\$765,000.00	-\$125,544.24	(16.4)%
Food Sales				
Food Sales	\$694,235.05	\$1,080,000.00	-\$385,764.95	(35.7)%
Food Sales - Subsidised	\$42,685.00	\$72,000.00	-\$29,315.00	(40.7)%
Total Food Sales	\$736,920.05	\$1,152,000.00	-\$415,079.95	(36.0)%
Gaming Machine Revenue				
Gaming Revenue	\$1,266,091.46	\$1,583,400.00	-\$317,308.54	(20.0)%
Total Gaming Machine Revenue	\$1,266,091.46	\$1,583,400.00	-\$317,308.54	(20.0)%
Keno Commission				
Keno Commission	\$5,817.13	\$5,876.79	-\$59.66	(1.0)%
Total Keno Commission	\$5,817.13	\$5,876.79	-\$59.66	(1.0)%
TAB Commission				
TAB Commission	\$9,724.88	\$10,800.00	-\$1,075.12	(10.0)%
Total TAB Commission	\$9,724.88	\$10,800.00	-\$1,075.12	(10.0)%
Membership Income				
Membership Income	\$18,116.35	\$28,035.24	-\$9,918.89	(35.4)%
Total Membership Income	\$18,116.35	\$28,035.24	-\$9,918.89	(35.4)%
Raffle Income				
Raffle Income	\$36,936.00	\$52,200.00	-\$15,264.00	(29.2)%
Total Raffle Income	\$36,936.00	\$52,200.00	-\$15,264.00	(29.2)%
Room Hire				
Room Hire & Catering	\$0.00	\$1,270.01	-\$1,270.01	(100.0)%
Room Hire & Catering - Subsidy	\$6,950.00	\$2,035.00	\$4,915.00	241.5%
Total Room Hire	\$6,950.00	\$3,305.01	\$3,644.99	110.3%
Other revenue				
ATM Rebate	\$12,641.79	\$14,400.00	-\$1,758.21	(12.2)%
Donations Received	\$7,890.91	\$0.00	\$7,890.91	NA
Entertainment Subsidised	\$645.00	\$201.20	\$443.80	220.6%
Wage Subsidy	\$2,500.00	\$0.00	\$2,500.00	NA
Licensed Hospitality Venue Fund Grant	\$170,700.00	\$0.00	\$170,700.00	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	\$7,343.65	\$0.00	\$7,343.65	NA
JobKeeper Wage Subsidy	\$63,000.00	\$0.00	\$63,000.00	NA
Total Other revenue	\$268,444.76	\$14,601.20	\$253,843.56	1,738.5%
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	\$0.37	\$0.00	\$0.37	NA
WAUX - Raffles	\$3,475.00	\$0.00	\$3,475.00	NA
WAUX - Memberships	\$7.00	\$0.00	\$7.00	NA
WAUX - Merchandise	\$2,994.49	\$1,800.00	\$1,194.49	66.4%
Total Womens Auxillary Income	\$11,513.50	\$1,800.00	\$9,713.50	539.6%
Total Sales Revenue	\$2,999,969.89	\$3,617,018.24	-\$617,048.35	(17.1)%
Cost Of Sales				

Profit & Loss [Budget Analysis]

January 2021 To September 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Cost of Sales - Beverage				
Beverage Cost of Sales	\$212,782.35	\$244,800.00	-\$32,017.65	(13.1)%
Total Cost of Sales - Beverage	\$212,782.35	\$244,800.00	-\$32,017.65	(13.1)%
Cost of Sales - Food				
Food Cost of Sales	\$260,941.11	\$367,200.00	-\$106,258.89	(28.9)%
Total Cost of Sales - Food	\$260,941.11	\$367,200.00	-\$106,258.89	(28.9)%
Cost of Sales - Gaming				
GSP Contract Cost	\$266,815.92	\$462,238.00	-\$195,422.08	(42.3)%
Loyalty EGM Integration Connec	\$5,560.00	\$6,850.00	-\$1,290.00	(18.8)%
State Gaming Tax	\$112,376.83	\$247,986.34	-\$135,609.51	(54.7)%
Monitoring Costs	\$25,912.08	\$27,000.00	-\$1,087.92	(4.0)%
VCGLR Supervision Charge	\$7,538.53	\$5,400.00	\$2,138.53	39.6%
Total Cost of Sales - Gaming	\$418,203.36	\$749,474.34	-\$331,270.98	(44.2)%
Keno Cost of Sales				
Keno Fees	\$1,436.07	\$3,076.07	-\$1,640.00	(53.3)%
Total Keno Cost of Sales	\$1,436.07	\$3,076.07	-\$1,640.00	(53.3)%
TAB Cost of Sales				
TAB Fees	\$3,150.00	\$4,500.00	-\$1,350.00	(30.0)%
Total TAB Cost of Sales	\$3,150.00	\$4,500.00	-\$1,350.00	(30.0)%
Total Cost Of Sales	\$896,512.89	\$1,369,050.41	-\$472,537.52	(34.5)%
Gross Profit	\$2,103,457.00	\$2,247,967.83	-\$144,510.83	(6.4)%
Expenses				
Administration Expenses				
Accounting/Bookkeeping Fees	\$39,520.00	\$39,000.00	\$520.00	1.3%
Audit Fees	\$2,200.00	\$3,740.00	-\$1,540.00	(41.2)%
ATM Expenses	\$2,784.39	\$3,150.00	-\$365.61	(11.6)%
Bank Charges	\$418.05	\$1,800.00	-\$1,381.95	(76.8)%
Merchant fees	\$8,144.55	\$9,900.00	-\$1,755.45	(17.7)%
Computer Software & Support	\$4,725.71	\$2,700.00	\$2,025.71	75.0%
Computer Other Expenses	\$994.25	\$5,556.57	-\$4,562.32	(82.1)%
Fees & Licences	\$2,500.53	\$5,400.00	-\$2,899.47	(53.7)%
Freight & Cartage	\$2,175.19	\$4,992.41	-\$2,817.22	(56.4)%
Legal Expenses	\$3,865.55	\$4,950.00	-\$1,084.45	(21.9)%
Postage	\$241.15	\$540.00	-\$298.85	(55.3)%
Printing, Stationery	\$4,511.45	\$9,000.00	-\$4,488.55	(49.9)%
Professional fees	\$1,192.30	\$4,082.31	-\$2,890.01	(70.8)%
Subscriptions - TV etc	\$22,525.11	\$31,500.00	-\$8,974.89	(28.5)%
Subscriptions - Other	\$1,996.45	\$2,700.00	-\$703.55	(26.1)%
Telephone & Internet	\$4,393.01	\$4,950.00	-\$556.99	(11.3)%
Travel Expenses	\$615.09	\$4,407.39	-\$3,792.30	(86.0)%
Total Administration Expenses	\$102,802.78	\$138,368.68	-\$35,565.90	(25.7)%
Operational Expenses				
Bar Expenses	\$7,383.53	\$11,700.00	-\$4,316.47	(36.9)%
Beer Gas	\$1,235.39	\$3,150.00	-\$1,914.61	(60.8)%
Cash Discrepancies	\$1,589.15	\$2,250.00	-\$660.85	(29.4)%
Cleaning Products	\$1,296.87	\$900.00	\$396.87	44.1%
Cleaning Contracts	\$29,697.00	\$48,750.00	-\$19,053.00	(39.1)%
Cleaning Other	\$510.02	\$0.00	\$510.02	NA
Consumables	\$3,738.95	\$4,500.00	-\$761.05	(16.9)%

Profit & Loss [Budget Analysis]

January 2021 To September 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Dining Room Supplies	\$5,234.41	\$1,800.00	\$3,434.41	190.8%
Donations	\$2,050.00	\$1,598.00	\$452.00	28.3%
Gaming Expenses	\$11,037.91	\$4,500.00	\$6,537.91	145.3%
Kitchen Supplies/equipment	\$18,035.39	\$13,500.00	\$4,535.39	33.6%
Laundry	\$148.50	\$230.10	-\$81.60	(35.5)%
Raffles	\$9,438.32	\$20,700.00	-\$11,261.68	(54.4)%
Sanitary Costs	\$150.00	\$912.71	-\$762.71	(83.6)%
Security Contracts	\$3,882.62	\$4,320.00	-\$437.38	(10.1)%
Sundry Expense	\$665.60	\$8,100.00	-\$7,434.40	(91.8)%
Wastage	\$11,518.86	\$1,800.00	\$9,718.86	539.9%
Total Operational Expenses	\$107,612.52	\$128,710.81	-\$21,098.29	(16.4)%
Advertising & Promotions				
Advertising & Marketing	\$12,510.20	\$22,500.00	-\$9,989.80	(44.4)%
Promotions - Members Prizes	\$1,379.54	\$10,800.00	-\$9,420.46	(87.2)%
Promotions - Members Discount	\$38,894.67	\$49,500.00	-\$10,605.33	(21.4)%
Promotions - Gaming	\$2,487.55	\$4,950.00	-\$2,462.45	(49.7)%
Promotions - Food	\$2,292.13	\$3,600.00	-\$1,307.87	(36.3)%
Promotions - Other	\$132.08	\$45,000.00	-\$44,867.92	(99.7)%
Promotions - Happy Hour	\$1,710.43	\$22,500.00	-\$20,789.57	(92.4)%
Promotions - Specials	\$857.82	\$0.00	\$857.82	NA
Guest Entertainment	\$19,277.28	\$8,350.00	\$10,927.28	130.9%
Giveaways	\$5,970.78	\$0.00	\$5,970.78	NA
Total Advertising & Promotions	\$85,512.48	\$167,200.00	-\$81,687.52	(48.9)%
Occupancy Costs				
Rent - Patriotic Fund	\$205,721.03	\$284,400.00	-\$78,678.97	(27.7)%
Electricity	\$54,438.68	\$63,000.00	-\$8,561.32	(13.6)%
Gas	\$8,768.85	\$13,500.00	-\$4,731.15	(35.0)%
Water Rates	\$4,100.38	\$6,102.97	-\$2,002.59	(32.8)%
Waste Removal	\$10,301.28	\$8,100.00	\$2,201.28	27.2%
Insurance	\$29,462.09	\$40,500.00	-\$11,037.91	(27.3)%
Rates & Taxes	\$753.66	\$5,677.60	-\$4,923.94	(86.7)%
Rep & Maint - Buildings	\$5,712.74	\$13,500.00	-\$7,787.26	(57.7)%
Rep & Maint - Plant & equip	\$7,685.31	\$13,500.00	-\$5,814.69	(43.1)%
Total Occupancy Costs	\$326,944.02	\$448,280.57	-\$121,336.55	(27.1)%
Committee & Members Expenses				
Loyalty Points Redemption	\$23,604.18	\$42,300.00	-\$18,695.82	(44.2)%
Membership Affiliation Charge	\$0.00	\$1,000.00	-\$1,000.00	(100.0)%
Committee Members Expenses	\$173.04	\$4,950.00	-\$4,776.96	(96.5)%
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	\$94.77	\$0.00	\$94.77	NA
Total Committee & Members Expenses	\$24,519.60	\$48,787.46	-\$24,267.86	(49.7)%
Welfare & Charitable Expenses				
Commemorative Day Expenses	\$1,877.82	\$2,455.17	-\$577.35	(23.5)%
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	\$779.52	\$1,213.69	-\$434.17	(35.8)%
Printing, Stationery	\$0.00	\$120.00	-\$120.00	(100.0)%

Profit & Loss [Budget Analysis]

January 2021 To September 2021

ABN: 61 412 912 811

	Selected Period	Budgeted	\$ Difference	% Difference
Scholarship Costs	\$909.08	\$0.00	\$909.08	NA
Subsidised - Entertainment	\$645.00	\$133.20	\$511.80	384.2%
Subsidised - Meals	\$42,685.00	\$72,000.00	-\$29,315.00	(40.7)%
Subsidised - Room Hire	\$6,950.00	\$0.00	\$6,950.00	NA
Welfare Wages	\$30,312.99	\$28,800.00	\$1,512.99	5.3%
Total Welfare & Charitable Expenses	\$109,251.05	\$113,935.42	-\$4,684.37	(4.1)%
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	\$96.00	\$0.00	\$96.00	NA
WAUX - Merchandise	\$1,983.46	\$1,200.00	\$783.46	65.3%
WAUX - Printing & Stationery	\$4.50	\$0.00	\$4.50	NA
WAUX - Raffle Expenses	\$714.67	\$1,220.00	-\$505.33	(41.4)%
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	\$9,958.31	\$16,070.00	-\$6,111.69	(38.0)%
Employment Expenses				
FOH Wages	\$388,353.09	\$440,880.00	-\$52,526.91	(11.9)%
BOH Wages	\$271,133.59	\$324,000.00	-\$52,866.41	(16.3)%
Admin Wages	\$12,226.34	\$25,200.00	-\$12,973.66	(51.5)%
Management Wages	\$118,273.52	\$126,000.00	-\$7,726.48	(6.1)%
JobKeeper Top Up	\$756.56	\$0.00	\$756.56	NA
Superannuation	\$75,600.53	\$87,027.60	-\$11,427.07	(13.1)%
Provision - Annual Leave	\$4,558.52	\$22,500.00	-\$17,941.48	(79.7)%
Provision - Long Service Leave	\$7,295.19	\$4,500.00	\$2,795.19	62.1%
Workcover	\$15,846.06	\$21,469.50	-\$5,623.44	(26.2)%
Payroll Tax	\$4,303.34	\$6,264.60	-\$1,961.26	(31.3)%
Staff Amenities	\$2,107.22	\$1,080.00	\$1,027.22	95.1%
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	\$6,822.65	\$3,311.14	\$3,511.51	106.1%
Other Employment Expenses	\$252.59	\$0.00	\$252.59	NA
Total Employment Expenses	\$910,130.34	\$1,071,381.83	-\$161,251.49	(15.1)%
Total Expenses	\$1,676,731.10	\$2,132,734.77	-\$456,003.67	(21.4)%
Operating Profit	\$426,725.90	\$115,233.06	\$311,492.84	270.3%
Other Income				
Interest Received	\$69.38	\$82.13	-\$12.75	(15.5)%
Total Other Income	\$69.38	\$82.13	-\$12.75	(15.5)%
Other Expenses				
Amortisation - Gaming Entitlem	\$88,516.88	\$88,841.11	-\$324.23	(0.4)%
Sinking Fund EGM	\$0.00	\$6,000.00	-\$6,000.00	(100.0)%
Interest paid	\$1,631.09	\$4,401.05	-\$2,769.96	(62.9)%
Total Other Expenses	\$90,147.97	\$99,242.16	-\$9,094.19	(9.2)%
Net Profit/(Loss)	\$336,647.31	\$16,073.03	\$320,574.28	1,994.5%

Balance Sheet [Multi-Period]

July 2021 To September 2021

ABN: 61 412 912 811

	July	August	September
Assets			
Current Assets			
Bank Accounts			
ANZ Working Account x383	\$14,110.88	\$41,801.76	\$51,521.14
ANZ Gaming Account x775	\$65,665.79	\$63,214.51	\$69,384.66
ANZ Prize Account x612	\$27,100.12	\$30,001.30	\$32,934.86
ANZ Keno Account x321	\$6,051.84	\$7,066.91	\$8,244.35
ANZ Staff Entitlements x724	\$75,732.01	\$95,735.74	\$95,739.67
ANZ Community Chest x314	\$11,706.38	\$13,756.94	\$16,557.57
ANZ Gaming Entitlements x322	\$140,022.78	\$162,029.34	\$170,036.18
ANZ BAS Saver x603	\$45,621.85	\$43,228.91	\$61,785.50
ANZ WAUX x744	\$8,541.64	\$8,386.07	\$8,219.42
Total Bank Accounts	\$394,553.29	\$465,221.48	\$514,423.35
Clearing Accounts			
Cash Clearing	\$7,739.00	\$0.00	\$1,868.70
Pokie Clearing	\$2,900.94	\$0.00	-\$2,933.35
TAB Clearing	\$31.17	-\$111.51	-\$77.26
EFTPOS Clearing	\$15,177.65	\$0.00	\$2,633.32
ATM Clearing	\$18,584.00	\$0.00	\$6,706.00
Account Charge Clearing	\$112.50	\$162.50	\$5.60
Total Clearing Accounts	\$44,545.26	\$50.99	\$8,203.01
Floats			
Gaming Float	\$111,099.00	\$102,864.35	\$119,217.20
Hoppers Float	\$1,087.00	\$984.00	\$959.00
Keno Float	\$1,800.00	\$1,800.00	\$1,800.00
TAB Float	\$1,500.00	\$1,500.00	\$1,500.00
Till Floats	\$2,500.00	\$3,000.00	\$3,000.00
Petty Cash	\$500.00	\$500.00	\$500.00
Change Tin	\$2,000.00	\$2,000.00	\$2,000.00
Total Floats	\$120,486.00	\$112,648.35	\$128,976.20
Debtors			
RSL Loyalty Points	\$33,912.54	\$34,693.10	\$34,862.82
Total Debtors	\$33,912.54	\$34,693.10	\$34,862.82
Prepayments			
Prepayments General	\$1,041.22	\$3,552.87	\$3,505.29
Prepaid Interest	\$0.00	\$1,645.22	\$1,495.65
Prepaid Workcover	\$27,588.77	\$27,588.77	\$27,588.77
Prepaid Insurance	\$0.00	\$36,061.92	\$32,783.56
Total Prepayments	\$28,629.99	\$68,848.78	\$65,373.27
Deposits			
TAB Holding Bond	\$5,000.00	\$5,000.00	\$5,000.00
Total Deposits	\$5,000.00	\$5,000.00	\$5,000.00
Stock			
Inventory - Beverage	\$23,444.99	\$31,341.25	\$28,343.12
Inventory - Food	\$19,108.62	\$19,992.56	\$16,078.64
Total Stock	\$42,553.61	\$51,333.81	\$44,421.76
Total Current Assets	\$669,680.69	\$737,796.51	\$801,260.41
Fixed Assets			
FF&F			
FF&F At Cost	\$14,004.10	\$14,004.10	\$14,004.10

Balance Sheet [Multi-Period]

July 2021 To September 2021

ABN: 61 412 912 811

	July	August	September
Accum. Depr. FF&F	-\$986.65	-\$986.65	-\$986.65
Total FF&F	\$13,017.45	\$13,017.45	\$13,017.45
Plant & Equip			
Plant & Equip at Cost	\$77,212.34	\$81,792.63	\$84,517.82
Accum. Depr. Plant & Equip	-\$35,440.71	-\$35,440.71	-\$35,440.71
Total Plant & Equip	\$41,771.63	\$46,351.92	\$49,077.11
Intangible Assets			
Gaming Entitlements			
Gaming Entitlements	\$759,202.70	\$759,202.70	\$759,202.70
Less - Accumulated Amort.	-\$680,184.07	-\$686,630.33	-\$692,868.64
Gaming Entitlements Add 18	\$141,490.83	\$141,490.83	\$141,490.83
Less - Accumulated Amort.	-\$97,299.17	-\$100,904.28	-\$104,393.10
Gaming Entitlements 2022	\$59,921.18	\$59,921.18	\$59,921.18
Total Gaming Entitlements	\$183,131.47	\$173,080.10	\$163,352.97
Total Assets	\$907,601.24	\$970,245.98	\$1,026,707.94
Liabilities			
Current Liabilities			
Trade Creditors			
Trade Creditors	\$73,926.86	\$59,858.33	\$41,449.66
Total Trade Creditors	\$73,926.86	\$59,858.33	\$41,449.66
Accruals			
Jackpot Contributions	-\$51,491.60	-\$47,488.42	-\$44,595.91
Accrual - General	\$8,766.05	\$9,140.84	\$9,416.93
Accrual - Utilities	\$7,109.01	\$8,629.64	\$5,642.69
Accrual - Workcover	\$1,656.35	\$3,637.80	\$4,718.36
Accrual - Payroll Tax	\$303.05	\$804.39	\$804.39
Accrual - Gaming Tax	\$3,334.47	\$0.00	\$0.00
Accrual - Wages	\$17,854.29	\$3,908.17	\$11,405.02
Total Accruals	-\$12,468.38	-\$21,367.58	-\$12,608.52
GST and Statutory Liabilities			
GST Collected	\$25,324.01	\$19,364.26	\$14,631.04
GST Paid	-\$12,039.05	-\$12,815.33	-\$6,808.87
PAYG Withholding Payable	\$13,616.00	\$15,949.00	\$10,024.00
Superannuation Payable	\$7,491.94	\$8,945.41	\$4,733.79
ATO Liability	\$24,673.00	\$22,673.00	\$20,673.00
Unclaimed Money	\$301.25	\$439.88	\$350.94
Child Support Payable	\$126.12	\$126.12	\$126.12
Total GST and Statutory Liabilities	\$59,493.27	\$54,682.34	\$43,730.02
Other Income Received			
Gift Vouchers	\$6,824.26	\$6,813.36	\$6,811.46
Total Other Income Received	\$6,824.26	\$6,813.36	\$6,811.46
RSL Loyalty Points			
RSL Loyalty Points	\$33,912.54	\$34,693.10	\$34,862.82
Total RSL Loyalty Points	\$33,912.54	\$34,693.10	\$34,862.82
Leave Liabilities			
Annual Leave Payable	\$67,798.16	\$67,076.89	\$61,132.43
Leave Loading Payable	\$8,335.65	\$8,073.55	\$7,440.37
LSL Payable - Non Current	\$22,261.15	\$22,865.59	\$23,317.11
Total Leave Liabilities	\$98,394.96	\$98,016.03	\$91,889.91

Balance Sheet [Multi-Period]

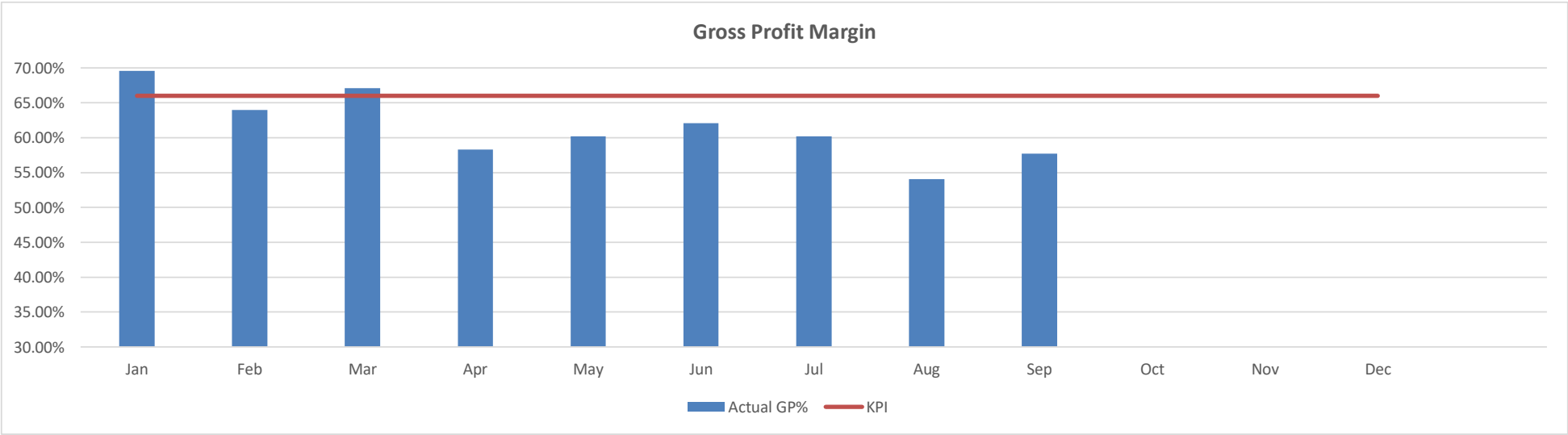
July 2021 To September 2021

ABN: 61 412 912 811

	July	August	September
Credit Cards			
ANZ - Credit Card x7984	\$0.00	\$381.20	\$126.77
Total Credit Cards	\$0.00	\$381.20	\$126.77
Loans - Other			
Hunter Premium	\$0.00	\$31,832.90	\$28,939.00
Total Current Liabilities	\$260,083.51	\$264,909.68	\$235,201.12
Non-Current Liabilities			
Loans - Other			
Loan - RSL HQ - \$50k	\$33,333.38	\$27,777.84	\$25,000.07
Total Loans - Other	\$33,333.38	\$27,777.84	\$25,000.07
Grants			
Sth Wangaratta Memorial Grant	\$200.00	\$200.00	\$200.00
Total Grants	\$200.00	\$200.00	\$200.00
Total Non-Current Liabilities	\$33,533.38	\$27,977.84	\$25,200.07
Total Liabilities	\$293,616.89	\$292,887.52	\$260,401.19
Net Assets	\$613,984.35	\$677,358.46	\$766,306.75
Equity			
Retained Earnings	\$429,659.44	\$429,659.44	\$429,659.44
Current Year Earnings	\$184,324.91	\$247,699.02	\$336,647.31
Total Equity	\$613,984.35	\$677,358.46	\$766,306.75

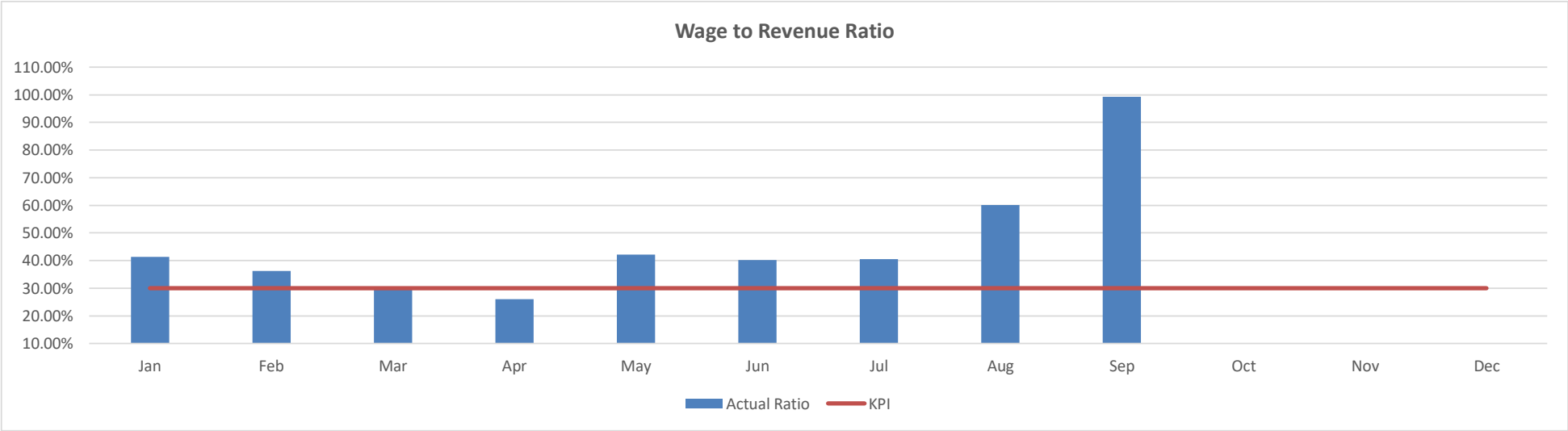
Sales & Cost of Sales Analysis - Food

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 98,694	\$ 70,405	\$ 111,334	\$ 120,840	\$ 94,061	\$ 67,102	\$ 69,000	\$ 44,015	\$ 18,783				\$ 694,235
COGS	\$ 30,006	\$ 25,382	\$ 36,628	\$ 50,399	\$ 37,433	\$ 25,465	\$ 27,449	\$ 20,234	\$ 7,945				\$ 260,941
Gross Profit	\$ 68,688	\$ 45,023	\$ 74,707	\$ 70,442	\$ 56,628	\$ 41,636	\$ 41,552	\$ 23,780	\$ 10,838				\$ 433,294
GP%	69.60%	63.95%	67.10%	58.29%	60.20%	62.05%	60.22%	54.03%	57.70%				
KPI	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%	66.00%
	✓	✗	✓	✗	✗	✗	✗	✗	✗				



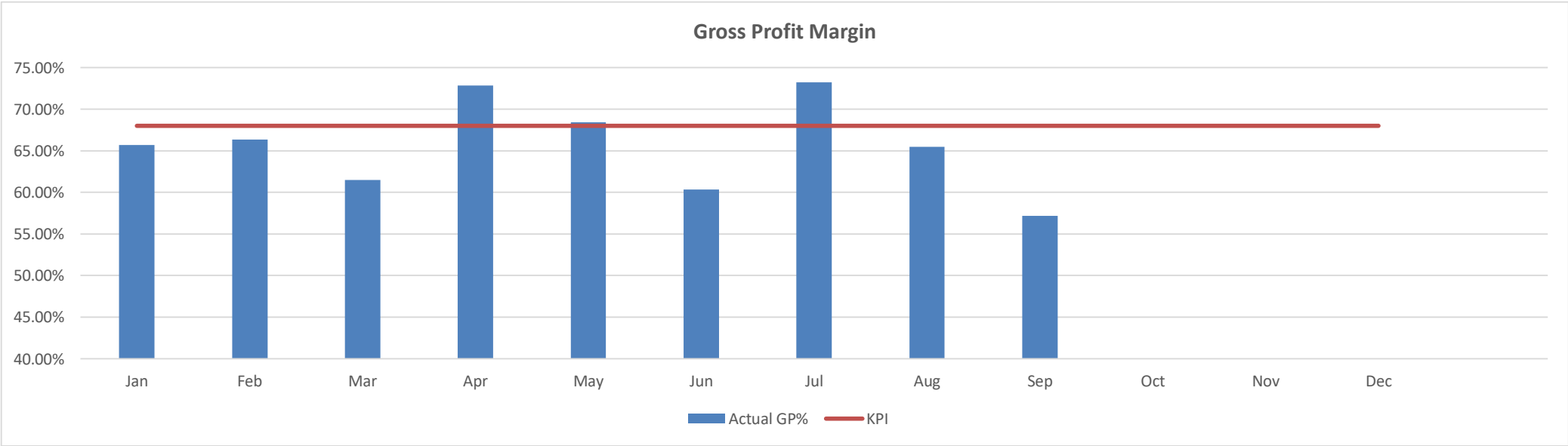
Wage Analysis - Food (BOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Food Sales	\$ 98,694	\$ 70,405	\$ 111,334	\$ 120,840	\$ 94,061	\$ 67,102	\$ 69,000	\$ 44,015	\$ 18,783				\$ 694,235
Wages (BOH)	\$ 40,855	\$ 25,511	\$ 33,576	\$ 31,527	\$ 39,605	\$ 26,933	\$ 28,005	\$ 26,484	\$ 18,637				\$ 271,134
Wage to Revenue Ratio	41.40%	36.23%	30.16%	26.09%	42.11%	40.14%	40.59%	60.17%	99.22%				
KPI	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
	x	x	x	✓	x	x	x	x	x				



Sales & Cost of Sales Analysis - Beverage

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sales	\$ 91,342	\$ 72,467	\$ 99,604	\$ 121,120	\$ 80,310	\$ 53,377	\$ 58,123	\$ 40,188	\$ 22,926				\$ 639,456
COGS	\$ 31,358	\$ 24,370	\$ 38,377	\$ 32,867	\$ 25,368	\$ 21,179	\$ 15,570	\$ 13,878	\$ 9,816				\$ 212,782
Gross Profit	\$ 59,984	\$ 48,098	\$ 61,227	\$ 88,252	\$ 54,942	\$ 32,198	\$ 42,553	\$ 26,309	\$ 13,110				\$ 426,673
GP%	65.67%	66.37%	61.47%	72.86%	68.41%	60.32%	73.21%	65.47%	57.18%				
KPI	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%	68.00%
	x	x	x	✓	✓	x	✓	x	x				



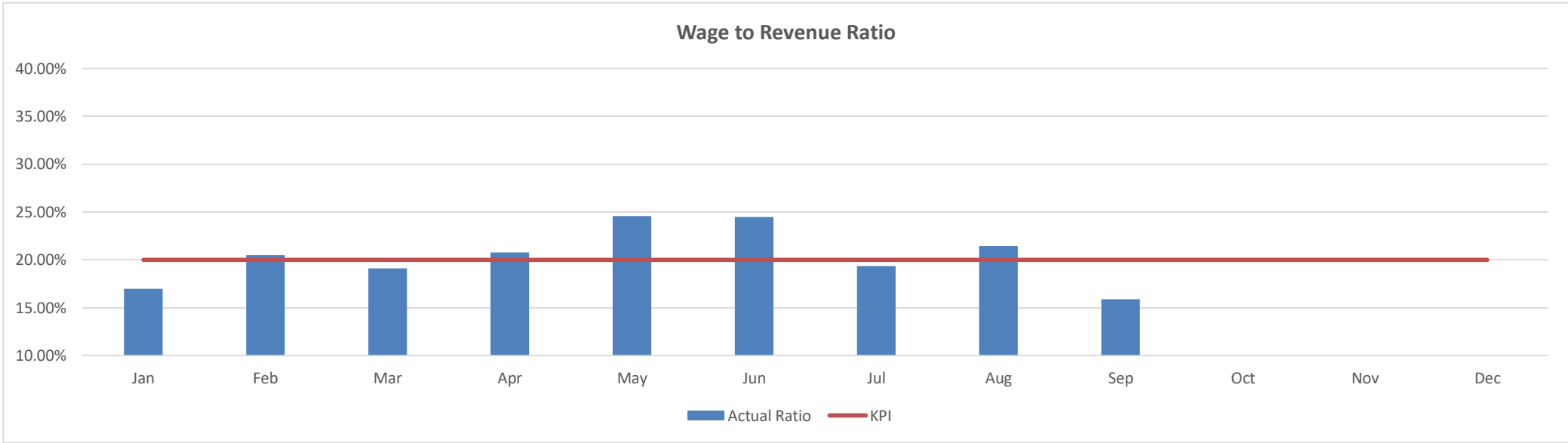
Wage Analysis - Beverage/Gaming (FOH)

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Beverage Sale	\$ 91,342	\$ 72,467	\$ 99,604	\$ 121,120	\$ 80,310	\$ 53,377	\$ 58,123	\$ 40,188	\$ 22,926				\$ 639,456
Gaming Revenue	\$ 159,745	\$ 140,178	\$ 181,223	\$ 171,617	\$ 165,606	\$ 106,862	\$ 127,673	\$ 109,561	\$ 103,628				\$ 1,266,091
Total Revenue	\$ 251,087	\$ 212,645	\$ 280,827	\$ 292,737	\$ 245,915	\$ 160,239	\$ 185,796	\$ 149,749	\$ 126,554				\$ 1,905,547

Wages (FOH)	\$ 42,572	\$ 43,563	\$ 53,628	\$ 60,813	\$ 60,382	\$ 39,220	\$ 35,938	\$ 32,124	\$ 20,113				\$ 388,353
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Wage to Revenue Ratio	16.95%	20.49%	19.10%	20.77%	24.55%	24.48%	19.34%	21.45%	15.89%				
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KPI	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%
	✓	✗	✓	✗	✗	✗	✓	✗	✓				



Gaming Sales Analysis

Days	30	23	31	30	27	20	19	17	21	31	30	31	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Gaming Sales	\$ 159,745	\$ 140,178	\$ 181,223	\$ 171,617	\$ 165,606	\$ 106,862	\$ 127,673	\$ 109,561	\$ 103,628				\$ 1,266,091
Gaming Tax	\$ 19,810	\$ 9,758	\$ 30,843	\$ 25,908	\$ 22,723	\$ -	\$ 3,334	\$ -	\$ -				\$ 112,377
Gross Profit	\$ 139,935	\$ 130,419	\$ 150,380	\$ 145,708	\$ 142,883	\$ 106,862	\$ 124,338	\$ 109,561	\$ 103,628				\$ 1,153,715
GP%	87.60%	93.04%	82.98%	84.90%	86.28%	100.00%	97.39%	100.00%	100.00%				
Days	30	23	31	30	27	20	19	17	21				
Daily NMR	\$ 190.17	\$ 217.67	\$ 208.78	\$ 204.31	\$ 219.05	\$ 190.82	\$ 239.99	\$ 230.17	\$ 176.24				
Gaming Turnover	\$ 2,044,061	\$ 1,675,150	\$ 2,418,496	\$ 2,266,472	\$ 1,909,836	\$ 1,217,320	\$ 1,609,776	\$ 1,454,997	\$ 1,012,248				\$ 15,608,355
KPI	\$ 2,357,143	\$ 1,807,143	\$ 2,435,714	\$ 2,357,143	\$ 2,121,429	\$ 1,571,429	\$ 1,492,857	\$ 1,335,714	\$ 1,650,000	\$ 2,435,714	\$ 2,357,143	\$ 2,435,714	\$ 24,357,143
	x	x	x	x	x	x	✓	✓	x	x	x	x	

