

	Mar 2018 Actual	Mar 2018 Budget	Variance \$	Variance %	Mar 2017 Actual	Mar YTD 2018 Actual	Mar YTD 2018 Budget	Variance \$	Variance %	Mar YTD 2017 Actual
<b>BAR</b>										
<b>Sales Bar</b>	<b>103,446</b>	<b>102,001</b>	<b>1,445</b>	<b>1.4 %</b>	<b>97,144</b>	<b>288,914</b>	<b>298,808</b>	<b>(9,894)</b>	<b>(3.3)%</b>	<b>290,209</b>
Less Cost of Sales										
Purchases	(35,801)	(39,000)	3,199	8.2 %	(47,935)	(112,453)	(117,916)	5,463	4.6 %	(118,077)
Liquor Rebates	1,677	2,500	(823)	(32.9)%	0	7,021	7,500	(479)	(6.4)%	0
Bar Liquor Waste / Spills	(96)	(40)	(56)	(140.0)%	(11)	(196)	(120)	(76)	(63.3)%	(70)
Stock Movement Bar	(1,559)	0	(1,559)		8,198	(3,700)	0	(3,700)		4,447
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<b>Cost of Goods Sold</b>	<b>(35,779)</b>	<b>(36,540)</b>	<b>761</b>	<b>2.1 %</b>	<b>(39,748)</b>	<b>(109,328)</b>	<b>(110,536)</b>	<b>1,208</b>	<b>1.1 %</b>	<b>(113,700)</b>
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Gross Margin	67,667	65,461	2,206	3.4 %	57,396	179,586	188,272	(8,686)	(4.6)%	176,509
	65%	64%			59%	62%	63%			61%
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Bar wages	(35,224)	(30,187)	(5,037)	(16.7)%	(31,459)	(104,200)	(87,640)	(16,560)	(18.9)%	(93,086)
Wages Holidays	(1,408)	(2,762)	1,354	49.0 %	(2,446)	(4,591)	(8,019)	3,428	42.7 %	(6,324)
Wages Insurance W/comp	(726)	(837)	111	13.3 %	(655)	(1,851)	(2,430)	579	23.8 %	(1,925)
Wages Sick	(539)	(1,207)	668	55.3 %	(731)	1,938	(3,505)	5,443	155.3 %	(2,059)
Wages Superannuation	(2,838)	(3,245)	407	12.5 %	(3,139)	(10,041)	(9,421)	(620)	(6.6)%	(9,058)
Payroll Tax	(806)	(1,039)	233	22.4 %	(334)	(3,282)	(3,016)	(266)	(8.8)%	(2,018)
<b>Labour Costs</b>	<b>(41,541)</b>	<b>(39,277)</b>	<b>(2,264)</b>	<b>(5.8)%</b>	<b>(38,764)</b>	<b>(122,027)</b>	<b>(114,031)</b>	<b>(7,996)</b>	<b>(7.0)%</b>	<b>(114,470)</b>
% Labour Cost to Turnover	40%	39%			40%	42%	38%			39%
Cleaning	(94)	(100)	6	6.0 %	0	(483)	(300)	(183)	(61.0)%	0
Depreciation	(474)	(466)	(8)	(1.7)%	(65)	(1,376)	(1,398)	22	1.6 %	(253)
Insurance	0	0	0		0	0	0	0		0
Freight	(480)	(300)	(180)	(60.0)%	(347)	(1,035)	(900)	(135)	(15.0)%	(795)
Gas	(1,054)	(585)	(469)	(80.2)%	(816)	(2,525)	(1,755)	(770)	(43.9)%	(1,869)
Members Points	(2,160)	(1,531)	(629)	(41.1)%	(1,531)	(6,798)	(4,908)	(1,890)	(38.5)%	(4,908)
Operating Supplies Bar	(486)	(750)	264	35.2 %	(827)	(1,402)	(2,250)	848	37.7 %	(2,048)
P & E Bar under \$2000	2,901	(167)	3,068	1837.1 %	0	0	(501)	501	100.0 %	0
Promotions	0	(50)	50	100.0 %	0	0	(150)	150	100.0 %	0
Repairs & Maintenance	(28)	(450)	422	93.8 %	(509)	(4,598)	(1,350)	(3,248)	(240.6)%	(3,366)
Staff Training and Recruit	0	(167)	167	100.0 %	0	(330)	(501)	171	34.1 %	0
Staff Amenities	(2,245)	(1,200)	(1,045)	(87.1)%	(859)	(6,263)	(3,600)	(2,663)	(74.0)%	(2,411)
Shortages	(196)	(200)	4	2.0 %	(94)	(317)	(600)	283	47.2 %	(470)
Uniforms	(3,274)	(200)	(3,074)	(1537.0)%	(634)	(3,386)	(600)	(2,786)	(464.3)%	(634)
Waste Disposal	(1,787)	(875)	(912)	(104.2)%	(798)	(5,046)	(2,625)	(2,421)	(92.2)%	(2,430)
<b>Overheads</b>	<b>(9,377)</b>	<b>(7,041)</b>	<b>(2,336)</b>	<b>(33.2)%</b>	<b>(6,480)</b>	<b>(33,559)</b>	<b>(21,438)</b>	<b>(12,121)</b>	<b>(56.5)%</b>	<b>(19,184)</b>
% Overheads to Turnover	9%	7%			7%	12%	7%			7%
<b>Contribution</b>	<b>16,749</b>	<b>19,143</b>	<b>(2,394)</b>	<b>(12.5)%</b>	<b>12,152</b>	<b>24,000</b>	<b>52,803</b>	<b>(28,803)</b>	<b>(54.5)%</b>	<b>42,855</b>
<b>POKER MACHINES</b>										
Income Pocker Machines	72,079	76,000	(3,921)	(5.2)%	75,695	218,736	226,000	(7,264)	(3.2)%	220,496
Hopper Movement	(832)	0	(832)		0	370	0	370		0
Other Income	0	0	0		0	0	0	0		0
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<b>Total Pocker Machines Income</b>	<b>71,247</b>	<b>76,000</b>	<b>(4,753)</b>	<b>(6.3)%</b>	<b>75,695</b>	<b>219,106</b>	<b>226,000</b>	<b>(6,894)</b>	<b>(3.1)%</b>	<b>220,496</b>
Depreciation	(8,733)	(8,000)	(733)	(9.2)%	(6,575)	(24,189)	(24,000)	(189)	(0.8)%	(24,383)
Donation CDSE	0	0	0		0	0	0	0		0
Jackpot provision expense	(568)	0	(568)		(946)	(2,521)	0	(2,521)		744
Data Monitoring	(1,681)	(1,650)	(31)	(1.9)%	(1,642)	(5,050)	(4,950)	(100)	(2.0)%	(4,926)
Operating supplies	(1,130)	(20)	(1,110)	(5550.0)%	0	(1,207)	(60)	(1,147)	(1911.7)%	0
Promotions	(776)	(600)	(176)	(29.3)%	(561)	(2,580)	(1,800)	(780)	(43.3)%	(1,979)
Repairs & Maintenance	(1,976)	(2,250)	274	12.2 %	(1,995)	(8,199)	(6,750)	(1,449)	(21.5)%	(6,072)
Shortages	0	0	0		0	0	0	0		0
Tax	0	(167)	167	100.0 %	0	(472)	(501)	29	5.8 %	0
Poker Machine GST Rebate	1,432	1,432	0	0.0 %	1,432	4,296	4,296	0	0.0 %	4,296
Waste Disposal	0	0	0		0	0	0	0		0
<b>Overheads</b>	<b>(13,432)</b>	<b>(11,255)</b>	<b>(2,177)</b>	<b>(19.3)%</b>	<b>(10,287)</b>	<b>(39,922)</b>	<b>(33,765)</b>	<b>(6,157)</b>	<b>(18.2)%</b>	<b>(32,320)</b>
% Overheads to Turnover	19%	15%			14%	18%	15%			15%
<b>Contribution</b>	<b>57,815</b>	<b>64,745</b>	<b>(6,930)</b>	<b>(10.7)%</b>	<b>65,408</b>	<b>179,184</b>	<b>192,235</b>	<b>(13,051)</b>	<b>(6.8)%</b>	<b>188,176</b>

<b>KENO</b>										
<b>Sales Keno</b>	<b>1,210</b>	<b>1,460</b>	<b>(250)</b>	<b>(17.1)%</b>	<b>1,460</b>	<b>4,312</b>	<b>4,675</b>	<b>(363)</b>	<b>(7.8)%</b>	<b>4,675</b>
Operating Supplies	0	(50)	50	100.0 %	0	0	(150)	150	100.0 %	(223)
Promotions	0	0	0		0	0	0	0		0
Repairs & Maintenance	(130)	(200)	70	35.0 %	40	(378)	(600)	222	37.0 %	(212)
Shortages	0	0	0		0	0	0	0		0
<b>Overheads</b>	<b>(130)</b>	<b>(250)</b>	<b>120</b>	<b>48.0 %</b>	<b>40</b>	<b>(378)</b>	<b>(750)</b>	<b>372</b>	<b>49.6 %</b>	<b>(435)</b>
% Overheads to Turnover	11%	17%			-3%	9%	16%			9%
<b>Contribution</b>	<b>1,080</b>	<b>1,210</b>	<b>(130)</b>	<b>(10.7)%</b>	<b>1,500</b>	<b>3,934</b>	<b>3,925</b>	<b>9</b>	<b>0.2 %</b>	<b>4,240</b>
<b>TAB</b>										
<b>Sales / Income TAB</b>	<b>1,524</b>	<b>1,635</b>	<b>(111)</b>	<b>(6.8)%</b>	<b>1,635</b>	<b>3,874</b>	<b>4,328</b>	<b>(454)</b>	<b>(10.5)%</b>	<b>4,328</b>
Sky Racing Channel	(1,560)	(1,261)	(299)	(23.7)%	(1,231)	(4,082)	(3,783)	(299)	(7.9)%	(3,693)
Operating supplies	(70)	(100)	30	30.0 %	(70)	(213)	(300)	87	29.0 %	(257)
Promotions	(127)	0	(127)		0	(171)	0	(171)		0
Repairs & Maintenance	(517)	(650)	133	20.5 %	(850)	(1,948)	(1,950)	2	0.1 %	(2,380)
Shortages	0	0	0		0	0	0	0		0
<b>Overheads</b>	<b>(2,274)</b>	<b>(2,011)</b>	<b>(263)</b>	<b>(13.1)%</b>	<b>(2,151)</b>	<b>(6,414)</b>	<b>(6,033)</b>	<b>(381)</b>	<b>(6.3)%</b>	<b>(6,330)</b>
% Overheads to Turnover	149%	123%			132%	166%	139%			146%
<b>Contribution</b>	<b>(750)</b>	<b>(376)</b>	<b>(374)</b>	<b>(99.5)%</b>	<b>(516)</b>	<b>(2,540)</b>	<b>(1,705)</b>	<b>(835)</b>	<b>(49.0)%</b>	<b>(2,002)</b>
<b>GREENS</b>										
Sporting Subscriptions	24,066	24,200	(134)	(0.6)%	23,142	69,231	72,600	(3,369)	(4.6)%	65,752
Donations from sections	13,508	10,474	3,034	29.0 %	10,474	36,996	35,415	1,581	4.5 %	35,415
Green Fees	19,139	18,000	1,139	6.3 %	17,895	53,176	55,000	(1,824)	(3.3)%	53,480
Golf Cart Hire	11,776	13,000	(1,224)	(9.4)%	12,542	31,583	33,500	(1,917)	(5.7)%	32,241
Profit on sale of assets	0	0	0		0	0	0	0		0
Net Tournament Income	389	0	389		(111)	804	0	804		148
<b>Total Greens Income</b>	<b>68,878</b>	<b>65,674</b>	<b>3,204</b>	<b>4.9 %</b>	<b>63,942</b>	<b>191,790</b>	<b>196,515</b>	<b>(4,725)</b>	<b>(2.4)%</b>	<b>187,036</b>
Wages	(30,977)	(26,964)	(4,013)	(14.9)%	(26,281)	(75,367)	(78,282)	2,915	3.7 %	(70,701)
Wages Holiday	(2,978)	(393)	(2,585)	(657.8)%	(1,634)	(10,037)	(1,141)	(8,896)	(779.7)%	(8,477)
Insurance Worker Comp	(620)	(743)	123	16.6 %	(560)	(1,581)	(2,157)	576	26.7 %	(1,546)
Wages Sick	(676)	(1,079)	403	37.3 %	5,191	(2,801)	(3,132)	331	10.6 %	3,674
Superannuation	(2,496)	(2,701)	205	7.6 %	(2,409)	(7,051)	(7,842)	791	10.1 %	(7,116)
Payroll Tax	(709)	(863)	154	17.8 %	(279)	(2,256)	(2,505)	249	9.9 %	(1,411)
<b>Labour Costs</b>	<b>(38,456)</b>	<b>(32,743)</b>	<b>(5,713)</b>	<b>(17.4)%</b>	<b>(25,972)</b>	<b>(99,093)</b>	<b>(95,059)</b>	<b>(4,034)</b>	<b>(4.2)%</b>	<b>(85,577)</b>
Affiliation Fees Golf/Bowls	(2,406)	(2,441)	35	1.4 %	(2,411)	(7,491)	(7,323)	(168)	(2.3)%	(7,552)
Apprentice Allowance	0	(500)	500	100.0 %	0	0	(1,500)	1,500	100.0 %	0
Bowls Greens & Surrounds	(1,470)	(1,083)	(387)	(35.7)%	0	(6,865)	(3,249)	(3,616)	(111.3)%	(2,236)
Carpet Bowls	(145)	(134)	(11)	(8.2)%	(132)	(345)	(402)	57	14.2 %	(291)
Cart Lease costs	(2,904)	(2,904)	0	0.0 %	(2,904)	(8,712)	(8,712)	0	0.0 %	(8,712)
Cart Service Costs	0	(200)	200	100.0 %	0	(63)	(600)	537	89.5 %	0
Commission Cart/Greens	(4,343)	(4,325)	(18)	(0.4)%	(4,250)	(11,922)	(12,438)	516	4.1 %	(12,044)
Depreciation	(7,323)	(7,500)	177	2.4 %	(4,459)	(21,311)	(22,500)	1,189	5.3 %	(16,477)
Electricity Greens	(1,720)	(1,000)	(720)	(72.0)%	(1,382)	(2,717)	(4,500)	1,783	39.6 %	(5,348)
Freight	(920)	(100)	(820)	(820.0)%	(120)	(1,465)	(300)	(1,165)	(388.3)%	(438)
Fuel	(36)	(1,800)	1,764	98.0 %	(3,144)	(7,164)	(5,400)	(1,764)	(32.7)%	(5,762)
Golf/Bowls/Vol Expenses	0	(50)	50	100.0 %	0	0	(150)	150	100.0 %	(41)
Insurance	(1,725)	(1,800)	75	4.2 %	(1,770)	(5,265)	(5,400)	135	2.5 %	(5,310)
Licence Fees	(500)	(375)	(125)	(33.3)%	(417)	(1,500)	(1,125)	(375)	(33.3)%	(1,251)
Maintenance Pool Expenses	0	(250)	250	100.0 %	(123)	(35)	(750)	715	95.3 %	(832)
Motor Vehicle Expenses	(90)	(250)	160	64.0 %	0	(104)	(750)	646	86.1 %	(46)
Operating Supplies Golf	(82)	0	(82)		0	(82)	0	(82)		0
Promotions and Advertising	(375)	(200)	(175)	(87.5)%	(295)	(657)	(600)	(57)	(9.5)%	(1,051)
Course and Greens	(12,188)	(7,000)	(5,188)	(74.1)%	(6,890)	(30,924)	(26,000)	(4,924)	(18.9)%	(27,135)
Machinery Hire	0	0	0		0	0	0	0		0
Rates Golf Course	(434)	(480)	46	9.6 %	(435)	(1,372)	(1,440)	68	4.7 %	(1,415)
Rent Course Equipment	0	(2,916)	2,916	100.0 %	(3,329)	0	(8,748)	8,748	100.0 %	(9,987)
Repairs & Maintenance	(2,225)	(2,250)	25	1.1 %	(3,511)	(7,248)	(6,750)	(498)	(7.4)%	(9,244)
Golf Pro Fee	(3,667)	(3,973)	306	7.7 %	(3,977)	(11,394)	(11,919)	525	4.4 %	(11,721)
Staff Training Golf	(1,386)	(500)	(886)	(177.2)%	0	(3,563)	(1,500)	(2,063)	(137.5)%	(246)

Staff Amenities	(27)	0	(27)	(80)	(46)	0	(46)	(162)		
Telephone Golf Course	(208)	(167)	(41)	(24.6)%	(165)	(797)	(501)	(296)	(59.1)%	(491)
Tennis Courts R&M	0	0	0		0	0	0	0		0
Uniforms	0	(350)	350	100.0 %	(191)	0	(1,050)	1,050	100.0 %	(191)
Waste Disposal	(272)	(125)	(147)	(117.6)%	(53)	(558)	(375)	(183)	(48.8)%	(498)
<b>Overheads</b>	<b>(44,446)</b>	<b>(42,673)</b>	<b>(1,773)</b>	<b>(4.2)%</b>	<b>(40,038)</b>	<b>(131,600)</b>	<b>(133,982)</b>	<b>2,382</b>	<b>1.8 %</b>	<b>(128,481)</b>
<b>Contribution</b>	<b>(14,024)</b>	<b>(9,742)</b>	<b>(4,282)</b>	<b>(44.0)%</b>	<b>(2,068)</b>	<b>(38,903)</b>	<b>(32,526)</b>	<b>(6,377)</b>	<b>(19.6)%</b>	<b>(27,022)</b>
<b>CATERING</b>										
Sales Catering	75,508	85,000	(9,492)	(11.2)%	0	229,140	275,000	(45,860)	(16.7)%	116,349
Catering Contribution	0	0	0		0	0	0	0		0
<b>Total Catering Income</b>	<b>75,508</b>	<b>85,000</b>	<b>(9,492)</b>	<b>(11.2)%</b>	<b>0</b>	<b>229,140</b>	<b>275,000</b>	<b>(45,860)</b>	<b>(16.7)%</b>	<b>116,349</b>
Less Cost of Goods Sold										
Purchases Catering	(33,125)	(28,900)	(4,225)	(14.6)%	0	(85,428)	(93,500)	8,072	8.6 %	(37,921)
Stock Movement	2,466	(250)	2,716	1086.4 %	0	1,785	(750)	2,535	338.0 %	(9,724)
<b>Cost of Goods Sold</b>	<b>(30,659)</b>	<b>(29,150)</b>	<b>(1,509)</b>	<b>(5.2)%</b>	<b>0</b>	<b>(83,643)</b>	<b>(94,250)</b>	<b>10,607</b>	<b>11.3 %</b>	<b>(47,645)</b>
Gross Margin	44,849	55,850	(11,001)	(19.7)%	0	145,497	180,750	(35,253)	(19.5)%	68,704
	59%	66%		#DIV/0!		63%	66%			59%
Wages	(33,470)	(38,080)	4,610	12.1 %	0	(101,016)	(123,200)	22,184	18.0 %	(42,853)
Wages Sick Catering	(244)	(130)	(114)	(87.7)%	0	(1,146)	(390)	(756)	(193.8)%	3,231
Holidays	(1,126)	(1,210)	84	6.9 %	0	(3,269)	(3,630)	361	9.9 %	1,443
Workers Compensation	(985)	(800)	(185)	(23.1)%	0	(2,512)	(2,400)	(112)	(4.7)%	(820)
Superannuation	(2,697)	(3,745)	1,048	28.0 %	0	(9,826)	(12,086)	2,260	18.7 %	(3,495)
Payroll Tax	(766)	(1,235)	469	38.0 %	0	(3,242)	(3,987)	745	18.7 %	(1,809)
<b>Labour Costs</b>	<b>(39,288)</b>	<b>(45,200)</b>	<b>5,912</b>	<b>13.1 %</b>	<b>0</b>	<b>(121,011)</b>	<b>(145,693)</b>	<b>24,682</b>	<b>16.9 %</b>	<b>(44,303)</b>
% Labour Costs to Turnover	52%	53%		#DIV/0!		53%	53%			38%
Advertising - Catering	(50)	(300)	250	83.3 %	(239)	(289)	(900)	611	67.9 %	(239)
Cleaning	(253)	(200)	(53)	(26.5)%	0	(939)	(600)	(339)	(56.5)%	0
Depreciation	(1,274)	(1,250)	(24)	(1.9)%	(1,274)	(3,699)	(3,750)	51	1.4 %	(3,765)
Electricity	(1,323)	(2,000)	677	33.9 %	(2,844)	(4,347)	(6,500)	2,153	33.1 %	(4,860)
Gas	(2,351)	(1,600)	(751)	(46.9)%	0	(5,949)	(5,100)	(849)	(16.6)%	(1,786)
Loss on Sale of Assets	0	0	0		0	0	0	0		0
Members Points	0	0	0		0	0	0	0		0
Operating Supplies	(622)	(1,600)	978	61.1 %	0	(5,385)	(4,800)	(585)	(12.2)%	(940)
P & E Kitchen under \$2000	0	(350)	350	100.0 %	0	0	(1,050)	1,050	100.0 %	0
Promotions	(44)	(200)	156	78.0 %	(71)	(552)	(600)	48	8.0 %	(745)
Professional services cat	0	0	0		0	0	0	0		0
Repairs & Maintenance	(195)	(1,300)	1,105	85.0 %	(1,046)	(795)	(3,900)	3,105	79.6 %	(9,095)
Shortages	(4)	0	(4)		0	(312)	0	(312)		(101)
Training Catering	0	(200)	200	100.0 %	0	(295)	(600)	305	50.8 %	0
Staff Amenities	0	(100)	100	100.0 %	0	0	(300)	300	100.0 %	(45)
Uniform Catering	(21)	(100)	79	79.0 %	0	(322)	(300)	(22)	(7.3)%	0
Waste Disposal	(1,787)	(1,200)	(587)	(48.9)%	(798)	(5,046)	(3,600)	(1,446)	(40.2)%	(3,825)
<b>Overheads</b>	<b>(7,924)</b>	<b>(10,400)</b>	<b>2,476</b>	<b>23.8 %</b>	<b>(6,272)</b>	<b>(27,930)</b>	<b>(32,000)</b>	<b>4,070</b>	<b>12.7 %</b>	<b>(25,401)</b>
% Overheads to Turnover	10%	12%				12%	12%			22%
<b>Contribution</b>	<b>(2,363)</b>	<b>250</b>	<b>(2,613)</b>	<b>(1045.2)%</b>	<b>(6,272)</b>	<b>(3,444)</b>	<b>3,057</b>	<b>(6,501)</b>	<b>(212.7)%</b>	<b>(1,000)</b>
<b>ADMINISTRATION</b>										
Sales Income Admin	55	0	55		0	273	0	273		136
Membership Subscriptions	2,293	2,294	(1)	(0.0)%	2,522	6,819	6,660	159	2.4 %	7,094
Corporate Sponsorship Income	1,968	750	1,218	162.4 %	2,277	5,296	2,500	2,796	111.8 %	3,904
Bank Interest	(23)	2,261	(2,284)	(101.0)%	471	3,856	6,963	(3,107)	(44.6)%	5,810
Other	2,224	0	2,224		274	2,595	0	2,595		953
Profit on Sale Fixed Assets	0	0	0		0	14,640	0	14,640		0
ATM Commission	1,049	1,485	(436)	(29.4)%	1,191	2,915	4,973	(2,058)	(41.4)%	4,245
<b>Total Sales</b>	<b>7,566</b>	<b>6,790</b>	<b>776</b>	<b>11.4 %</b>	<b>6,735</b>	<b>36,394</b>	<b>21,096</b>	<b>15,298</b>	<b>72.5 %</b>	<b>22,142</b>
Wages	(20,582)	(17,917)	(2,665)	(14.9)%	(15,076)	(54,236)	(52,017)	(2,219)	(4.3)%	(38,569)
Wages Holiday	(1,896)	(261)	(1,635)	(626.4)%	(695)	(6,901)	(758)	(6,143)	(810.4)%	(788)
Insurance Workers Comp	(384)	(493)	109	22.1 %	(347)	(979)	(1,432)	453	31.6 %	(1,009)
LSL Total Club	(400)	0	(400)		(803)	(263)	0	(263)		(1,291)
Wages Sick	(924)	(717)	(207)	(28.9)%	(252)	(1,634)	(2,081)	447	21.5 %	18,691
Superannuation	(1,658)	(1,795)	137	7.6 %	(864)	(5,184)	(5,211)	27	0.5 %	(4,394)

Payroll Tax	(471)	(573)	102	17.8 %	(160)	(1,677)	(1,664)	(13)	(0.8)%	(1,918)
Wages Cleaning	(5,411)	(4,829)	(582)	(12.1)%	(4,194)	(15,265)	(14,020)	(1,245)	(8.9)%	(12,985)
Sick leave - cleaning	0	0	0		0	0	0	0		0
Holiday leave - cleaning	0	0	0		0	0	0	0		0
Superannuation Cleaning	(436)	(459)	23	5.0 %	(296)	(1,458)	(1,332)	(126)	(9.5)%	(1,273)
Workers Comp Cleaning	(94)	(132)	38	28.8 %	(84)	(239)	(384)	145	37.8 %	(259)
Payroll Tax Cleaning	(124)	(139)	15	10.8 %	(44)	(474)	(403)	(71)	(17.6)%	(361)
<b>Labour Costs</b>	<b>(32,380)</b>	<b>(27,315)</b>	<b>(5,065)</b>	<b>(18.5)%</b>	<b>(22,815)</b>	<b>(88,310)</b>	<b>(79,302)</b>	<b>(9,008)</b>	<b>(11.4)%</b>	<b>(44,156)</b>
Admin / Finance Fees	0	0	0		0	0	0	0		0
Advertising	(3,098)	(3,000)	(98)	(3.3)%	(2,291)	(7,092)	(9,000)	1,908	21.2 %	(5,245)
Audit Fees	(1,300)	(1,300)	0	0.0 %	(1,402)	(3,800)	(3,900)	100	2.6 %	(3,802)
Bad Debts	0	0	0		0	0	0	0		0
Bank Fees	(531)	(725)	194	26.8 %	(269)	(1,960)	(2,200)	240	10.9 %	(2,066)
Board Expenses	(180)	(100)	(80)	(80.0)%	(1,222)	(194)	(300)	106	35.3 %	(3,395)
Bingo Expense	(586)	(492)	(94)	(19.1)%	(492)	(1,855)	(2,293)	438	19.1 %	(2,294)
Cleaning	(482)	(950)	468	49.3 %	(394)	(799)	(2,850)	2,051	72.0 %	(1,721)
Compliance Costs	0	(300)	300	100.0 %	(3,281)	0	(900)	900	100.0 %	(3,281)
Courtesy Bus	(1,127)	(650)	(477)	(73.4)%	(2,911)	(1,380)	(1,950)	570	29.2 %	(3,562)
IT Expenses	0	(80)	80	100.0 %	0	0	(240)	240	100.0 %	0
Depreciation	(4,845)	(5,100)	255	5.0 %	(4,787)	(13,793)	(15,300)	1,507	9.8 %	(13,891)
Donations	(3,602)	(200)	(3,402)	(1701.0)%	0	(3,602)	(600)	(3,002)	(500.3)%	0
Electricity	(3,783)	(4,250)	467	11.0 %	(3,896)	(13,430)	(14,500)	1,070	7.4 %	(14,842)
Entertainment	(3,540)	(2,000)	(1,540)	(77.0)%	(4,315)	(9,495)	(6,000)	(3,495)	(58.3)%	(8,794)
Freight	(335)	0	(335)		0	(676)	0	(676)		(35)
Insurance	(4,142)	(4,200)	58	1.4 %	(4,085)	(12,426)	(12,600)	174	1.4 %	(12,255)
Legal Fees	0	0	0		0	0	0	0		0
Licence Fees	(1,082)	(894)	(188)	(21.0)%	(894)	(3,247)	(2,935)	(312)	(10.6)%	(2,935)
Marketing expenses	(3,636)	0	(3,636)		(360)	(4,841)	0	(4,841)		(360)
Members Amenities	0	(400)	400	100.0 %	(351)	(414)	(1,200)	786	65.5 %	(1,052)
Members Draw / MatchnWin	(600)	(833)	233	28.0 %	(1,251)	(2,300)	(2,499)	199	8.0 %	(3,199)
Member Expenses	0	(500)	500	100.0 %	(2,061)	0	(1,500)	1,500	100.0 %	(2,061)
Motor Vehicle	0	0	0		0	0	0	0		0
Music Licence fee	(154)	(350)	196	56.0 %	(1,055)	(738)	(1,050)	312	29.7 %	(1,501)
Operating Supplies	(284)	(80)	(204)	(255.0)%	0	(396)	(240)	(156)	(65.0)%	(137)
P & E Admin under 2000.00	2,572	(250)	2,822	1128.8 %	0	(1,304)	(750)	(554)	(73.9)%	0
Postage	(174)	(333)	159	47.7 %	(367)	(192)	(999)	807	80.8 %	(704)
Printing & Stationery	(55)	(850)	795	93.5 %	(615)	(3,563)	(2,550)	(1,013)	(39.7)%	(1,561)
Professional Services	(18)	(1,000)	982	98.2 %	(2,300)	(400)	(3,000)	2,600	86.7 %	(5,544)
Promotions	(637)	(1,000)	363	36.3 %	(747)	(5,523)	(3,000)	(2,523)	(84.1)%	(3,421)
Poker Expense	(16)	0	(16)		0	(16)	0	(16)		0
Raffles Expense	686	300	386	128.7 %	(896)	1,311	1,400	(89)	(6.4)%	(1,071)
Rates	(2,562)	(2,500)	(62)	(2.5)%	(2,639)	(7,227)	(7,500)	273	3.6 %	(8,464)
Repairs & Maintenance	(1,761)	(2,500)	739	29.6 %	(2,445)	(9,771)	(7,500)	(2,271)	(30.3)%	(5,726)
Security	(90)	(150)	60	40.0 %	(90)	(185)	(450)	265	58.9 %	(261)
Sponsorship Expenses	(1,474)	(417)	(1,057)	(253.5)%	(395)	(5,017)	(1,251)	(3,766)	(301.0)%	(1,692)
Staff Training and Recruit	0	(250)	250	100.0 %	0	(845)	(750)	(95)	(12.7)%	(407)
Staff Amenities	(100)	0	(100)		0	(542)	0	(542)		0
Shortages	0	0	0		(215)	(111)	0	(111)		(496)
Subscriptions	(400)	(401)	1	0.2 %	(401)	(1,200)	(1,203)	3	0.2 %	(1,203)
Trivia expense	132	657	(525)	(79.9)%	663	1,580	2,355	(775)	(32.9)%	2,361
Telephone Admin	(603)	(800)	197	24.6 %	(750)	(1,903)	(2,400)	497	20.7 %	(2,446)
Uniforms	0	0	0		0	0	0	0		0
<b>Overheads</b>	<b>(37,807)</b>	<b>(35,898)</b>	<b>(1,909)</b>	<b>(5.3)%</b>	<b>(46,514)</b>	<b>(117,346)</b>	<b>(109,655)</b>	<b>(7,691)</b>	<b>(7.0)%</b>	<b>(117,063)</b>
<b>Contribution</b>	<b>(62,621)</b>	<b>(56,423)</b>	<b>(6,198)</b>	<b>(11.0)%</b>	<b>(62,594)</b>	<b>(169,262)</b>	<b>(167,861)</b>	<b>(1,401)</b>	<b>(0.8)%</b>	<b>(139,077)</b>
<b>Overall Contribution</b>										
Bar	16,749	19,143	(2,394)	(12.5)%	12,152	24,000	52,803	(28,803)	(54.5)%	42,855
Poker Machines	57,815	64,745	(6,930)	(10.7)%	65,408	179,184	192,235	(13,051)	(6.8)%	188,176
Keno	1,080	1,210	(130)	(10.7)%	1,500	3,934	3,925	9	0.2 %	4,240
Tab	(750)	(376)	(374)	(99.5)%	(516)	(2,540)	(1,705)	(835)	(49.0)%	(2,002)
Greens	(14,024)	(9,742)	(4,282)	(44.0)%	(2,068)	(38,903)	(32,526)	(6,377)	(19.6)%	(27,022)
Catering	(2,363)	250	(2,613)	(1045.2)%	(6,272)	(3,444)	3,057	(6,501)	(212.7)%	(1,000)
Administration	(62,621)	(56,423)	(6,198)	(11.0)%	(62,594)	(169,262)	(167,861)	(1,401)	(0.8)%	(139,077)
Net Profit	(4,114)	18,807	(22,921)	(121.9)%	7,610	(7,031)	49,928	(56,959)	(114.1)%	66,170
Plus Depreciation	22,649	22,316	333	1.5 %	17,160	64,368	66,948	(2,580)	(3.9)%	58,769
<b>EBIDA</b>	<b>18,535</b>	<b>41,123</b>	<b>(22,588)</b>	<b>(54.9)%</b>	<b>24,770</b>	<b>57,337</b>	<b>116,876</b>	<b>(59,539)</b>	<b>(50.9)%</b>	<b>124,939</b>
<b>Total Income</b>	<b>330,211</b>	<b>338,560</b>	<b>(8,349)</b>	<b>(2.5)%</b>	<b>246,611</b>	<b>973,160</b>	<b>1,026,422</b>	<b>(53,262)</b>	<b>(5.2)%</b>	<b>845,235</b>
<b>EBITDA %</b>	<b>5.6%</b>	<b>12.1%</b>			<b>10.0%</b>	<b>5.9%</b>	<b>11.4%</b>			<b>14.8%</b>