

	Sep 2018 Actual	Sep 2018 Budget	Variance \$	Variance %	Sep 2017 Actual	Sep YTD 2018 Actual	Sep YTD 2018 Budget	Variance \$	Variance %	Sep YTD 2017 Actual
<b>BAR</b>										
<b>Sales Bar</b>	<b>81,537</b>	<b>95,814</b>	<b>(14,277)</b>	<b>(14.9)%</b>	<b>75,580</b>	<b>824,795</b>	<b>806,051</b>	<b>18,744</b>	<b>2.3 %</b>	<b>757,626</b>
Less Cost of Sales										
Purchases	(31,059)	(37,000)	5,941	16.1 %	(29,401)	(325,408)	(322,717)	(2,691)	(0.8)%	(300,210)
Liquor Rebates	1,500	2,500	(1,000)	(40.0)%	1,667	25,749	22,500	3,249	14.4 %	15,715
Bar Liquor Waste / Spills	(196)	(40)	(156)	(390.0)%	(770)	(708)	(360)	(348)	(96.7)%	(995)
Stock Movement Bar	(2,603)	0	(2,603)		(1,109)	(1,629)	0	(1,629)		1,144
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<b>Cost of Goods Sold</b>	<b>(32,358)</b>	<b>(34,540)</b>	<b>2,182</b>	<b>6.3 %</b>	<b>(29,613)</b>	<b>(301,996)</b>	<b>(300,577)</b>	<b>(1,419)</b>	<b>(0.5)%</b>	<b>(284,346)</b>
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Gross Margin	49,179	61,274	(12,095)	(19.7)%	45,967	522,799	505,474	17,325	3.4 %	473,280
	60%	64%			61%	63%	63%			62%
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Bar wages	(30,083)	(30,434)	351	1.2 %	(26,183)	(279,982)	(267,555)	(12,427)	(4.6)%	(269,422)
Wages Holidays	(1,640)	(2,785)	1,145	41.1 %	(1,376)	(15,092)	(24,482)	9,390	38.4 %	(17,458)
Wages Insurance W/comp	(703)	(844)	141	16.7 %	(629)	(6,029)	(7,419)	1,390	18.7 %	(5,715)
Wages Sick	(488)	(1,217)	729	59.9 %	(961)	(2,654)	(10,701)	8,047	75.2 %	(9,022)
Wages Superannuation	(2,780)	(3,271)	491	15.0 %	(2,452)	(27,684)	(28,759)	1,075	3.7 %	(26,787)
Payroll Tax	(594)	(1,047)	453	43.3 %	(249)	(8,235)	(9,206)	971	10.5 %	(4,518)
<b>Labour Costs</b>	<b>(36,288)</b>	<b>(39,598)</b>	<b>3,310</b>	<b>8.4 %</b>	<b>(31,850)</b>	<b>(339,676)</b>	<b>(348,122)</b>	<b>8,446</b>	<b>2.4 %</b>	<b>(332,922)</b>
% Labour Cost to Turnover	45%	41%			42%	41%	43%			44%
Cleaning	(297)	(100)	(197)	(197.0)%	(21)	(1,959)	(900)	(1,059)	(117.7)%	(567)
Depreciation	(538)	(466)	(72)	(15.5)%	(459)	(4,540)	(4,194)	(346)	(8.2)%	(1,746)
Insurance	0	0	0		0	0	0	0		0
Freight	(270)	(300)	30	10.0 %	(170)	(2,819)	(2,700)	(119)	(4.4)%	(2,539)
Gas	(569)	(585)	16	2.7 %	(424)	(6,936)	(5,265)	(1,671)	(31.7)%	(6,237)
Members Points	(1,916)	(1,278)	(638)	(49.9)%	(1,589)	(19,344)	(15,218)	(4,126)	(27.1)%	(15,529)
Operating Supplies Bar	(529)	(750)	221	29.5 %	(971)	(6,937)	(6,750)	(187)	(2.8)%	(6,856)
P & E Bar under \$2000	0	(167)	167	100.0 %	(450)	(3,897)	(1,503)	(2,394)	(159.3)%	(450)
Promotions	(22)	(50)	28	56.0 %	0	(823)	(450)	(373)	(82.9)%	(9)
Repairs & Maintenance	(220)	(450)	230	51.1 %	(27)	(12,142)	(4,050)	(8,092)	(199.8)%	(8,093)
Staff Training and Recruit	(90)	(167)	77	46.1 %	(281)	(3,006)	(1,503)	(1,503)	(100.0)%	(1,361)
Staff Amenities	(1,517)	(1,200)	(317)	(26.4)%	(1,192)	(14,552)	(10,800)	(3,752)	(34.7)%	(9,481)
Shortages	(172)	(200)	28	14.0 %	(207)	(1,584)	(1,800)	216	12.0 %	(1,300)
Uniforms	0	(200)	200	100.0 %	0	(4,134)	(1,800)	(2,334)	(129.7)%	(1,030)
Waste Disposal	(486)	(875)	389	44.5 %	(680)	(9,117)	(7,875)	(1,242)	(15.8)%	(6,979)
<b>Overheads</b>	<b>(6,626)</b>	<b>(6,788)</b>	<b>162</b>	<b>2.4 %</b>	<b>(6,471)</b>	<b>(91,790)</b>	<b>(64,808)</b>	<b>(26,982)</b>	<b>(41.6)%</b>	<b>(62,177)</b>
% Overheads to Turnover	8%	7%			9%	11%	8%			8%
<b>Contribution</b>	<b>6,265</b>	<b>14,888</b>	<b>(8,623)</b>	<b>(57.9)%</b>	<b>7,646</b>	<b>91,333</b>	<b>92,544</b>	<b>(1,211)</b>	<b>(1.3)%</b>	<b>78,181</b>

	Sep 2018 Actual	Sep 2018 Budget	Variance \$	Variance %	Sep 2017 Actual	Sep YTD 2018 Actual	Sep YTD 2018 Budget	Variance \$	Variance %	Sep YTD 2017 Actual
<b>POKER MACHINES</b>										
Income Poker Machines	78,711	78,178	533	0.7 %	58,255	654,658	634,062	20,596	3.2 %	603,075
Hopper Movement	7	0	7		(375)	(6,606)	0	(6,606)		504
Other Income	0	0	0		0	0	0	0		0
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<b>Total Poker Machines Income</b>	<b>78,718</b>	<b>78,178</b>	<b>540</b>	<b>0.7 %</b>	<b>57,880</b>	<b>648,052</b>	<b>634,062</b>	<b>13,990</b>	<b>2.2 %</b>	<b>603,579</b>
Depreciation	(9,051)	(8,000)	(1,051)	(13.1)%	(6,793)	(79,356)	(72,000)	(7,356)	(10.2)%	(65,400)
Donation CDSE	0	0	0		0	0	(2,000)	2,000	100.0 %	(1,750)
Jackpot provision expense	(428)	0	(428)		523	(5,203)	0	(5,203)		3,883
Data Monitoring	(1,683)	(1,650)	(33)	(2.0)%	(1,681)	(15,169)	(14,850)	(319)	(2.1)%	(14,867)
Operating supplies	0	(20)	20	100.0 %	0	(2,480)	(180)	(2,300)	(127.8)%	0
Promotions	(826)	(600)	(226)	(37.7)%	(687)	(7,790)	(5,400)	(2,390)	(44.3)%	(5,793)
Repairs & Maintenance	(2,282)	(2,250)	(32)	(1.4)%	(1,998)	(26,379)	(20,250)	(6,129)	(30.3)%	(20,068)
Shortages	0	0	0		0	0	0	0		0
Tax	472	(167)	639	382.6 %	0	12,747	(1,503)	14,250	948.1 %	(328)
Poker Machine GST Rebate	1,432	1,432	0	0.0 %	1,432	12,888	12,888	0	0.0 %	12,888
Waste Disposal	0	0	0		0	0	0	0		0
<b>Overheads</b>	<b>(12,366)</b>	<b>(11,255)</b>	<b>(1,111)</b>	<b>(9.9)%</b>	<b>(9,204)</b>	<b>(110,742)</b>	<b>(103,295)</b>	<b>(7,447)</b>	<b>(7.2)%</b>	<b>(91,435)</b>
% Overheads to Turnover	16%	14%			16%	17%	16%			15%
<b>Contribution</b>	<b>66,352</b>	<b>66,923</b>	<b>(571)</b>	<b>(0.9)%</b>	<b>48,676</b>	<b>537,310</b>	<b>530,767</b>	<b>6,543</b>	<b>1.2 %</b>	<b>512,144</b>

	Sep 2018 Actual	Sep 2018 Budget	Variance \$	Variance %	Sep 2017 Actual	Sep YTD 2018 Actual	Sep YTD 2018 Budget	Variance \$	Variance %	Sep YTD 2017 Actual
<b>KENO</b>										
<b>Sales Keno</b>	<b>1,334</b>	<b>1,787</b>	<b>(453)</b>	<b>(25.3)%</b>	<b>3,695</b>	<b>12,419</b>	<b>13,383</b>	<b>(964)</b>	<b>(7.2)%</b>	<b>15,291</b>
Operating Supplies	(375)	(50)	(325)	(650.0)%	0	(375)	(450)	75	16.7 %	(572)
Promotions	0	0	0		0	(10)	0	(10)		0
Repairs & Maintenance	(126)	(200)	74	37.0 %	(126)	(1,146)	(1,800)	654	36.3 %	(1,075)
Shortages	0	0	0		0	0	0	0		0
<b>Overheads</b>	<b>(501)</b>	<b>(250)</b>	<b>(251)</b>	<b>(100.4)%</b>	<b>(126)</b>	<b>(1,531)</b>	<b>(2,250)</b>	<b>719</b>	<b>32.0 %</b>	<b>(1,647)</b>
% Overheads to Turnover	38%	14%			3%	12%	17%			11%
<b>Contribution</b>	<b>833</b>	<b>1,537</b>	<b>(704)</b>	<b>(45.8)%</b>	<b>3,569</b>	<b>10,888</b>	<b>11,133</b>	<b>(245)</b>	<b>(2.2)%</b>	<b>13,644</b>
<b>TAB</b>										
<b>Sales / Income TAB</b>	<b>1,380</b>	<b>1,583</b>	<b>(203)</b>	<b>(12.8)%</b>	<b>1,236</b>	<b>11,495</b>	<b>12,166</b>	<b>(671)</b>	<b>(5.5)%</b>	<b>11,818</b>
Sky Racing Channel	(1,560)	(1,261)	(299)	(23.7)%	(1,261)	(13,442)	(11,349)	(2,093)	(18.4)%	(11,139)
Operating supplies	(77)	(100)	23	23.0 %	(74)	(545)	(900)	355	39.4 %	(574)
Promotions	(32)	0	(32)		0	(460)	0	(460)		0
Repairs & Maintenance	(475)	(650)	175	26.9 %	(380)	(10,932)	(5,850)	(5,082)	(86.9)%	(5,109)
Shortages	0	0	0		50	0	0	0		50
<b>Overheads</b>	<b>(2,144)</b>	<b>(2,011)</b>	<b>(133)</b>	<b>(6.6)%</b>	<b>(1,665)</b>	<b>(25,379)</b>	<b>(18,099)</b>	<b>(7,280)</b>	<b>(40.2)%</b>	<b>(16,772)</b>
% Overheads to Turnover	155%	127%			135%	221%	149%			142%
<b>Contribution</b>	<b>(764)</b>	<b>(428)</b>	<b>(336)</b>	<b>(78.5)%</b>	<b>(429)</b>	<b>(13,884)</b>	<b>(5,933)</b>	<b>(7,951)</b>	<b>(134.0)%</b>	<b>(4,954)</b>

	Sep 2018 Actual	Sep 2018 Budget	Variance \$	Variance %	Sep 2017 Actual	Sep YTD 2018 Actual	Sep YTD 2018 Budget	Variance \$	Variance %	Sep YTD 2017 Actual
<b>GREENS</b>										
Sporting Subscriptions	23,406	24,200	(794)	(3.3)%	20,049	216,036	217,800	(1,764)	(0.8)%	196,514
Donations from sections	9,838	12,606	(2,768)	(22.0)%	11,186	104,870	107,680	(2,810)	(2.6)%	106,260
Green Fees	7,227	9,000	(1,773)	(19.7)%	10,056	97,571	111,500	(13,929)	(12.5)%	109,074
Golf Cart Hire	5,496	5,000	496	9.9%	5,376	68,336	73,500	(5,164)	(7.0)%	72,201
Profit on sale of assets	0	0	0		0	0	0	0		0
Net Tournament Income	(364)	0	(364)		(700)	25,060	22,000	3,060	13.9%	23,733
<b>Total Greens Income</b>	<b>45,603</b>	<b>50,806</b>	<b>(5,203)</b>	<b>(10.2)%</b>	<b>45,967</b>	<b>511,873</b>	<b>532,480</b>	<b>(20,607)</b>	<b>(3.9)%</b>	<b>507,782</b>
Wages	(26,353)	(27,184)	831	3.1%	(24,152)	(233,130)	(238,986)	5,856	2.5%	(196,163)
Wages Holiday	(2,593)	(396)	(2,197)	(554.8)%	(2,676)	(26,898)	(3,484)	(23,414)	(672.0)%	(21,488)
Insurance Worker Comp	(601)	(749)	148	19.8%	(537)	(5,150)	(6,585)	1,435	21.8%	(4,783)
Wages Sick	(920)	(1,087)	167	15.4%	(529)	(8,951)	(9,560)	609	6.4%	5,503
Superannuation	(2,428)	(2,723)	295	10.8%	(2,238)	(22,901)	(23,940)	1,039	4.3%	(19,283)
Payroll Tax	(519)	(870)	351	40.3%	(227)	(6,633)	(7,648)	1,015	13.3%	(3,094)
<b>Labour Costs</b>	<b>(33,414)</b>	<b>(33,009)</b>	<b>(405)</b>	<b>(1.2)%</b>	<b>(30,359)</b>	<b>(303,663)</b>	<b>(290,203)</b>	<b>(13,460)</b>	<b>(4.6)%</b>	<b>(239,308)</b>
Affiliation Fees Golf/Bowls	(2,384)	(2,441)	57	2.3%	(2,404)	(21,727)	(21,969)	242	1.1%	(22,055)
Apprentice Allowance	0	(500)	500	100.0%	0	0	(4,500)	4,500	100.0%	0
Bowls Greens & Surrounds	(2,515)	(1,084)	(1,431)	(132.0)%	(180)	(11,183)	(9,748)	(1,435)	(14.7)%	(3,151)
Carpet Bowls	(100)	(134)	34	25.4%	(136)	(1,016)	(1,206)	190	15.8%	(1,061)
Cart Lease costs	(2,904)	(2,904)	0	0.0%	(2,904)	(26,136)	(26,136)	0	0.0%	(26,136)
Cart Service Costs	0	(200)	200	100.0%	0	(95)	(1,800)	1,705	94.7%	(1,348)
Commission Cart/Greens	(5,719)	(3,700)	(2,019)	(54.6)%	(3,424)	(27,258)	(30,202)	2,944	9.7%	(30,479)
Depreciation	(7,734)	(7,500)	(234)	(3.1)%	(6,425)	(64,415)	(67,500)	3,085	4.6%	(50,454)
Electricity Greens	(801)	(100)	(701)	(701.0)%	0	(7,718)	(7,700)	(18)	(0.2)%	(6,980)
Freight	(265)	(100)	(165)	(165.0)%	(85)	(2,291)	(900)	(1,391)	(154.6)%	(1,136)
Fuel	(2,993)	(1,800)	(1,193)	(66.3)%	(273)	(21,299)	(16,200)	(5,099)	(31.5)%	(12,668)
Golf/Bowls/Vol Expenses	0	(50)	50	100.0%	(18)	(939)	(450)	(489)	(108.7)%	(92)
Insurance	(1,725)	(1,800)	75	4.2%	(1,713)	(14,245)	(16,200)	1,955	12.1%	(15,414)
Licence Fees	(470)	(375)	(95)	(25.3)%	(371)	(4,183)	(3,375)	(808)	(23.9)%	(3,523)
Maintenance Pool Expenses	1,710	750	960	128.0%	1,230	6,342	5,750	592	10.3%	3,286
Motor Vehicle Expenses	0	(250)	250	100.0%	0	(4,088)	(2,250)	(1,838)	(81.7)%	(2,927)
Operating Supplies Golf	0	0	0		0	(78)	0	(78)		0
Promotions and Advertising	(88)	(200)	112	56.0%	(602)	(1,695)	(1,800)	105	5.8%	(2,769)
Course and Greens	(22,055)	(10,000)	(12,055)	(120.6)%	(9,553)	(90,129)	(67,000)	(23,129)	(34.5)%	(67,372)
Machinery Hire	0	0	0		0	0	0	0		0
Rates Golf Course	(446)	(480)	34	7.1%	(434)	(4,299)	(4,320)	21	0.5%	(4,278)
Rent Course Equipment	0	(2,916)	2,916	100.0%	0	0	(26,244)	26,244	100.0%	(16,645)
Repairs & Maintenance	(3,159)	(2,250)	(909)	(40.4)%	(6,441)	(26,075)	(20,250)	(5,825)	(28.8)%	(32,637)
Golf Pro Fee	(4,839)	(3,973)	(866)	(21.8)%	(3,875)	(37,858)	(35,757)	(2,101)	(5.9)%	(35,573)
Staff Training Golf	0	(500)	500	100.0%	0	(6,173)	(4,500)	(1,673)	(37.2)%	(3,670)
Staff Amenities	(4)	0	(4)		(27)	(156)	0	(156)		(572)
Telephone Golf Course	(267)	(167)	(100)	(59.9)%	(191)	(1,962)	(1,503)	(459)	(30.5)%	(1,726)
Tennis Courts R&M	0	0	0		0	0	0	0		0
Uniforms	0	(350)	350	100.0%	0	(4,159)	(3,150)	(1,009)	(32.0)%	(1,692)
Waste Disposal	(20)	(125)	105	84.0%	(248)	(958)	(1,125)	167	14.8%	(1,435)
<b>Overheads</b>	<b>(56,778)</b>	<b>(43,149)</b>	<b>(13,629)</b>	<b>(31.6)%</b>	<b>(38,074)</b>	<b>(373,793)</b>	<b>(370,035)</b>	<b>(3,758)</b>	<b>(1.0)%</b>	<b>(342,507)</b>
<b>Contribution</b>	<b>(44,589)</b>	<b>(25,352)</b>	<b>(19,237)</b>	<b>(75.9)%</b>	<b>(22,466)</b>	<b>(165,583)</b>	<b>(127,758)</b>	<b>(37,825)</b>	<b>(29.6)%</b>	<b>(74,033)</b>

	Sep 2018 Actual	Sep 2018 Budget	Variance \$	Variance %	Sep 2017 Actual	Sep YTD 2018 Actual	Sep YTD 2018 Budget	Variance \$	Variance %	Sep YTD 2017 Actual
<b>CATERING</b>										
Sales Catering	58,984	80,000	(21,016)	(26.3)%	0	590,518	730,000	(139,482)	(19.1)%	116,349
Catering Contribution	0	0	0		5,000	0	0	0		5,000
<b>Total Catering Income</b>	<b>58,984</b>	<b>80,000</b>	<b>(21,016)</b>	<b>(26.3)%</b>	<b>5,000</b>	<b>590,518</b>	<b>730,000</b>	<b>(139,482)</b>	<b>(19.1)%</b>	<b>121,349</b>
Less Cost of Goods Sold										
Purchases Catering	(20,701)	(27,200)	6,499	23.9 %	0	(235,202)	(248,200)	12,998	5.2 %	(38,196)
Stock Movement	(1,819)	(250)	(1,569)	(627.6)%	0	(327)	(2,250)	1,923	85.5 %	(9,724)
<b>Cost of Goods Sold</b>	<b>(22,520)</b>	<b>(27,450)</b>	<b>4,930</b>	<b>18.0 %</b>	<b>0</b>	<b>(235,529)</b>	<b>(250,450)</b>	<b>14,921</b>	<b>6.0 %</b>	<b>(47,920)</b>
Gross Margin	36,464 62%	52,550 66%	(16,086)	(30.6)%	5,000 100%	354,989 60%	479,550 66%	(124,561)	(26.0)%	73,429 61%
Wages	(31,332)	(35,840)	4,508	12.6 %	0	(293,066)	(327,040)	33,974	10.4 %	(42,853)
Wages Sick Catering	89	(130)	219	168.5 %	0	(3,168)	(1,170)	(1,998)	(170.8)%	3,231
Holidays	(1,394)	(1,210)	(184)	(15.2)%	0	(14,578)	(10,890)	(3,688)	(33.9)%	1,443
Workers Compensation	(954)	(800)	(154)	(19.3)%	0	(8,181)	(7,200)	(981)	(13.6)%	(820)
Superannuation	(2,887)	(3,532)	645	18.3 %	0	(28,813)	(32,216)	3,403	10.6 %	(3,495)
Payroll Tax	(617)	(1,165)	548	47.0 %	0	(8,633)	(10,624)	1,991	18.7 %	(1,809)
<b>Labour Costs</b>	<b>(37,095)</b>	<b>(42,677)</b>	<b>5,582</b>	<b>13.1 %</b>	<b>0</b>	<b>(356,439)</b>	<b>(389,140)</b>	<b>32,701</b>	<b>8.4 %</b>	<b>(44,303)</b>
% Labour Costs to Turnover	63%	53%			0%	60%	53%			37%
Advertising - Catering	(362)	(300)	(62)	(20.7)%	(532)	(946)	(2,700)	1,754	65.0 %	(1,146)
Cleaning	(253)	(200)	(53)	(26.5)%	0	(2,458)	(1,800)	(658)	(36.6)%	0
Depreciation	(1,324)	(1,250)	(74)	(5.9)%	(1,234)	(11,775)	(11,250)	(525)	(4.7)%	(11,289)
Electricity	(1,277)	(2,000)	723	36.2 %	2,010	(12,355)	(17,900)	5,545	31.0 %	(1,372)
Gas	(1,572)	(1,500)	(72)	(4.8)%	0	(16,123)	(14,000)	(2,123)	(15.2)%	(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	(1,618)	(1,600)	(18)	(1.1)%	(348)	(13,019)	(14,400)	1,381	9.6 %	(1,736)
P & E Kitchen under \$2000	0	(350)	350	100.0 %	0	(1,249)	(3,150)	1,901	60.3 %	0
Promotions	(137)	(200)	63	31.5 %	0	(1,291)	(1,800)	509	28.3 %	(786)
Professional services cat	0	0	0		0	0	0	0		0
Repairs & Maintenance	(1,164)	(1,300)	136	10.5 %	(561)	(6,367)	(11,700)	5,333	45.6 %	(13,723)
Shortages	(41)	0	(41)		0	(641)	0	(641)		(101)
Training Catering	0	(200)	200	100.0 %	0	(1,542)	(1,800)	258	14.3 %	0
Staff Amenities	0	(100)	100	100.0 %	0	0	(900)	900	100.0 %	(45)
Uniform Catering	0	(100)	100	100.0 %	0	(460)	(900)	440	48.9 %	0
Waste Disposal	(486)	(1,200)	714	59.5 %	4,139	(10,098)	(10,800)	702	6.5 %	(3,555)
<b>Overheads</b>	<b>(8,234)</b>	<b>(10,300)</b>	<b>2,066</b>	<b>20.1 %</b>	<b>3,474</b>	<b>(78,324)</b>	<b>(93,100)</b>	<b>14,776</b>	<b>15.9 %</b>	<b>(35,539)</b>
% Overheads to Turnover	14%	13%			-69%	13%	13%			29%
<b>Contribution</b>	<b>(8,865)</b>	<b>(427)</b>	<b>(8,438)</b>	<b>(1976.1)%</b>	<b>8,474</b>	<b>(79,774)</b>	<b>(2,690)</b>	<b>(77,084)</b>	<b>(2865.6)%</b>	<b>(6,413)</b>

	Sep 2018 Actual	Sep 2018 Budget	Variance \$	Variance %	Sep 2017 Actual	Sep YTD 2018 Actual	Sep YTD 2018 Budget	Variance \$	Variance %	Sep YTD 2017 Actual
<b>ADMINISTRATION</b>						<b>0</b>	<b>0</b>			<b>0</b>
Sales Income Admin	0	0	0		200	477	0	477		446
Membership Subscriptions	1,601	2,294	(693)	(30.2)%	1,942	19,124	20,276	(1,152)	(5.7)%	21,671
Corporate Sponsorship Income	645	2,500	(1,855)	(74.2)%	909	49,675	19,750	29,925	151.5 %	20,354
Bank Interest	1,837	2,105	(268)	(12.7)%	2,222	14,801	21,019	(6,218)	(29.6)%	18,420
Other	14	0	14		120	3,625	0	3,625		2,121
Profit on Sale Fixed Assets	0	0	0		0	15,095	0	15,095		0
ATM Commission	1,195	1,282	(87)	(6.8)%	962	10,584	13,599	(3,015)	(22.2)%	10,798
<b>Total Sales</b>	<b>5,292</b>	<b>8,181</b>	<b>(2,889)</b>	<b>(35.3)%</b>	<b>6,355</b>	<b>113,381</b>	<b>74,644</b>	<b>38,737</b>	<b>51.9 %</b>	<b>73,810</b>
Wages	(17,280)	(18,064)	784	4.3 %	(17,013)	(173,907)	(158,804)	(15,103)	(9.5)%	(137,273)
Wages Holiday	19	(263)	282	107.2 %	(1,790)	(19,306)	(2,314)	(16,992)	(734.3)%	(11,027)
Insurance Workers Comp	(372)	(497)	125	25.2 %	(333)	(3,189)	(4,370)	1,181	27.0 %	(3,015)
LSL Total Club	(247)	0	(247)		(240)	(12,390)	0	(12,390)		(3,557)
Wages Sick	1,080	(723)	1,803	249.4 %	(365)	(3,160)	(6,355)	3,195	50.3 %	15,964
Superannuation	(1,592)	(1,810)	218	12.0 %	(1,576)	(17,302)	(15,910)	(1,392)	(8.7)%	(14,485)
Payroll Tax	(340)	(578)	238	41.2 %	(160)	(4,983)	(5,081)	98	1.9 %	(3,333)
Wages Cleaning	(5,077)	(4,869)	(208)	(4.3)%	(4,927)	(47,173)	(42,804)	(4,369)	(10.2)%	(42,303)
Sick leave - cleaning	0	0	0		0	0	0	0		0
Holiday leave - cleaning	0	0	0		0	0	0	0		0
Superannuation Cleaning	(468)	(463)	(5)	(1.1)%	(456)	(4,627)	(4,068)	(559)	(13.7)%	(4,185)
Workers Comp Cleaning	(91)	(133)	42	31.6 %	(81)	(779)	(1,171)	392	33.5 %	(1,108)
Payroll Tax Cleaning	(100)	(140)	40	28.6 %	(46)	(1,351)	(1,230)	(121)	(9.8)%	(765)
<b>Labour Costs</b>	<b>(24,468)</b>	<b>(27,540)</b>	<b>3,072</b>	<b>11.2 %</b>	<b>(26,987)</b>	<b>(288,167)</b>	<b>(242,107)</b>	<b>(46,060)</b>	<b>(19.0)%</b>	<b>(205,087)</b>
Admin / Finance Fees	(532)	0	(532)		0	(2,184)	0	(2,184)		0
Advertising	(2,900)	(3,000)	100	3.3 %	(2,041)	(33,583)	(27,000)	(6,583)	(24.4)%	(18,292)
Audit Fees	(1,300)	(1,300)	0	0.0 %	(1,200)	(12,623)	(11,700)	(923)	(7.9)%	(11,775)
Bad Debts	0	0	0		0	0	0	0		0
Bank Fees	(618)	(725)	107	14.8 %	(306)	(7,909)	(7,825)	(84)	(1.1)%	(6,517)
Board Expenses	0	(100)	100	100.0 %	0	(2,134)	(2,000)	(134)	(6.7)%	(4,962)
Bingo Expense	(455)	(888)	433	48.8 %	(888)	(4,993)	(8,195)	3,202	39.1 %	(8,250)
Cleaning	(226)	(950)	724	76.2 %	(966)	(2,747)	(8,550)	5,803	67.9 %	(6,591)
Compliance Costs	0	(300)	300	100.0 %	0	(206)	(2,700)	2,494	92.4 %	(3,426)
Courtesy Bus	(48)	(650)	602	92.6 %	(128)	(4,328)	(5,850)	1,522	26.0 %	(8,202)
IT Expenses	(85)	(80)	(5)	(6.3)%	(240)	(1,568)	(720)	(848)	(117.8)%	(485)
Depreciation	(4,803)	(5,100)	297	5.8 %	(4,504)	(42,812)	(45,900)	3,088	6.7 %	(41,416)
Donations	0	(200)	200	100.0 %	0	(11,929)	(1,800)	(10,129)	(562.7)%	(1,880)
Electricity	(3,978)	(4,250)	272	6.4 %	(2,007)	(38,026)	(40,000)	1,974	4.9 %	(37,027)
Entertainment	(4,445)	(2,000)	(2,445)	(122.3)%	(1,950)	(30,599)	(18,000)	(12,599)	(70.0)%	(20,874)
Freight	(9)	0	(9)		(24)	(710)	0	(710)		(101)
Insurance	(4,142)	(4,200)	58	1.4 %	(3,678)	(37,278)	(37,800)	522	1.4 %	(33,197)
Legal Fees	0	0	0		(5,227)	(2,914)	(1,000)	(1,914)	(191.4)%	(10,140)
Licence Fees	(939)	(791)	(148)	(18.7)%	(813)	(9,094)	(8,375)	(719)	(8.6)%	(8,397)
Marketing expenses	(900)	0	(900)		(90)	(7,152)	0	(7,152)		(2,095)
Members Amenities	0	(400)	400	100.0 %	(276)	(1,333)	(3,600)	2,267	63.0 %	(3,135)
Members Draw / MatchnWin	(1,300)	(833)	(467)	(56.1)%	(500)	(5,800)	(7,497)	1,697	22.6 %	(7,686)
Member Expenses	0	(500)	500	100.0 %	0	(3,947)	(4,500)	553	12.3 %	(3,355)
Motor Vehicle	0	0	0		0	(19)	0	(19)		(48)
Music Licence fee	(157)	(350)	193	55.1 %	(709)	(1,665)	(3,150)	1,485	47.1 %	(3,690)
Operating Supplies	0	(80)	80	100.0 %	0	(654)	(720)	66	9.2 %	(137)
P & E Admin under 2000.00	(214)	(250)	36	14.4 %	(385)	(2,709)	(2,250)	(459)	(20.4)%	(385)
Postage	0	(333)	333	100.0 %	(373)	(310)	(2,997)	2,687	89.7 %	(2,871)
Printing & Stationery	(816)	(850)	34	4.0 %	(837)	(6,749)	(7,650)	901	11.8 %	(5,059)
Professional Services	0	0	0		(800)	(3,100)	(5,000)	1,900	38.0 %	(11,544)
Promotions	(451)	(1,000)	549	54.9 %	(1,050)	(6,642)	(9,000)	2,358	26.2 %	(5,338)
Poker Expense	(1,085)	0	(1,085)		0	(1,721)	0	(1,721)		0
Raffles Expense	1,245	1,800	(555)	(30.8)%	530	(1,037)	10,700	(11,737)	(109.7)%	(898)
Rates	(2,528)	(2,500)	(28)	(1.1)%	(1,481)	(23,304)	(22,500)	(804)	(3.6)%	(20,214)
	0	0	0		0	0	0	0		0
Repairs & Maintenance	(832)	(2,500)	1,668	66.7 %	(3,003)	(25,367)	(22,500)	(2,867)	(12.7)%	(21,722)
Security	(90)	(150)	60	40.0 %	(90)	(519)	(1,350)	831	61.6 %	(737)
Sponsorship Expenses	(1,037)	(417)	(620)	(148.7)%	(918)	(13,667)	(3,753)	(9,914)	(264.2)%	(5,118)
Staff Training and Recruit	0	(250)	250	100.0 %	0	(1,050)	(2,250)	1,200	53.3 %	(6,348)
Staff Amenities	0	0	0		0	(1,433)	0	(1,433)		(572)
Shortages	(12)	0	(12)		(183)	(108)	0	(108)		(1,486)
Subscriptions	(327)	(467)	140	30.0 %	(400)	(3,412)	(3,273)	(139)	(4.2)%	(3,206)
Trivia expense	231	8	223	2787.5 %	9	2,871	3,154	(283)	(9.0)%	3,160
Telephone Admin	(537)	(800)	263	32.9 %	(635)	(5,095)	(7,200)	2,105	29.2 %	(6,433)
Uniforms	0	0	0		0	(354)	0	(354)		(19)
<b>Overheads</b>	<b>(33,290)</b>	<b>(34,406)</b>	<b>1,116</b>	<b>3.2 %</b>	<b>(35,163)</b>	<b>(359,913)</b>	<b>(322,751)</b>	<b>(37,162)</b>	<b>(11.5)%</b>	<b>(330,468)</b>
<b>Contribution</b>	<b>(52,466)</b>	<b>(53,765)</b>	<b>1,299</b>	<b>2.4 %</b>	<b>(55,795)</b>	<b>(534,699)</b>	<b>(490,214)</b>	<b>(44,485)</b>	<b>(9.1)%</b>	<b>(461,745)</b>

	Sep 2018 Actual	Sep 2018 Budget	Variance \$	Variance %	Sep 2017 Actual	Sep YTD 2018 Actual	Sep YTD 2018 Budget	Variance \$	Variance %	Sep YTD 2017 Actual
<b>Overall Contribution</b>										
Bar	6,265	14,888	(8,623)	(57.9)%	7,646	91,333	92,544	(1,211)	(1.3)%	78,181
Poker Machines	66,352	66,923	(571)	(0.9)%	48,676	537,310	530,767	6,543	1.2%	512,144
Keno	833	1,537	(704)	(45.8)%	3,569	10,888	11,133	(245)	(2.2)%	13,644
Tab	(764)	(428)	(336)	(78.5)%	(429)	(13,884)	(5,933)	(7,951)	(134.0)%	(4,954)
Greens	(44,589)	(25,352)	(19,237)	(75.9)%	(22,466)	(165,583)	(127,758)	(37,825)	(29.6)%	(74,033)
Catering	(8,865)	(427)	(8,438)	(1976.1)%	8,474	(79,774)	(2,690)	(77,084)	(2865.6)%	(6,413)
Administration	(52,466)	(53,765)	1,299	2.4%	(55,795)	(534,699)	(490,214)	(44,485)	(9.1)%	(461,745)
Net Profit	(33,234)	3,376	(36,610)	(1084.4)%	(10,325)	(154,409)	7,849	(162,258)	(2067.2)%	56,824
Plus Depreciation	23,450	22,316	1,134	5.1%	19,415	202,898	200,844	2,054	1.0%	170,305
<b>EBIDA</b>	<b>(9,784)</b>	<b>25,692</b>	<b>(35,476)</b>	<b>(138.1)%</b>	<b>9,090</b>	<b>48,489</b>	<b>208,693</b>	<b>(160,204)</b>	<b>(76.8)%</b>	<b>227,129</b>
<b>Total Income</b>	<b>272,841</b>	<b>316,349</b>	<b>(43,508)</b>	<b>(13.8)%</b>	<b>191,088</b>	<b>2,719,139</b>	<b>2,802,786</b>	<b>(83,647)</b>	<b>(3.0)%</b>	<b>2,085,751</b>
<b>EBITDA %</b>	<b>-3.6%</b>	<b>8.1%</b>			<b>4.8%</b>	<b>1.8%</b>	<b>7.4%</b>			<b>10.9%</b>