



# Alano Club Financial Report

Financial results for October 2023-July 2024

August 29, 2024

# Overview

The Alano Club of Kent County operates on an October-September fiscal year. This analysis compares where we are this year with where we were at the same time last year (October through July). We are currently \$74,499 ahead of last year. While we are well-positioned to end our current fiscal year strong, we will need to continue, and in fact grow, the income we saw this year to maintain financial health next year.

## Net Income



### The Good

- Personal donations have increased significantly.
- Fundraising events have made more money.
- Grants have increased.
- We have adjusted prices in the café to help mitigate losses.

### The Bad

- Analysis of the café shows overall losses when we factor in full expenses of operations.
- The cafe has not fully recovered after COVID, and operates as a grab-and-go station with limited food options.

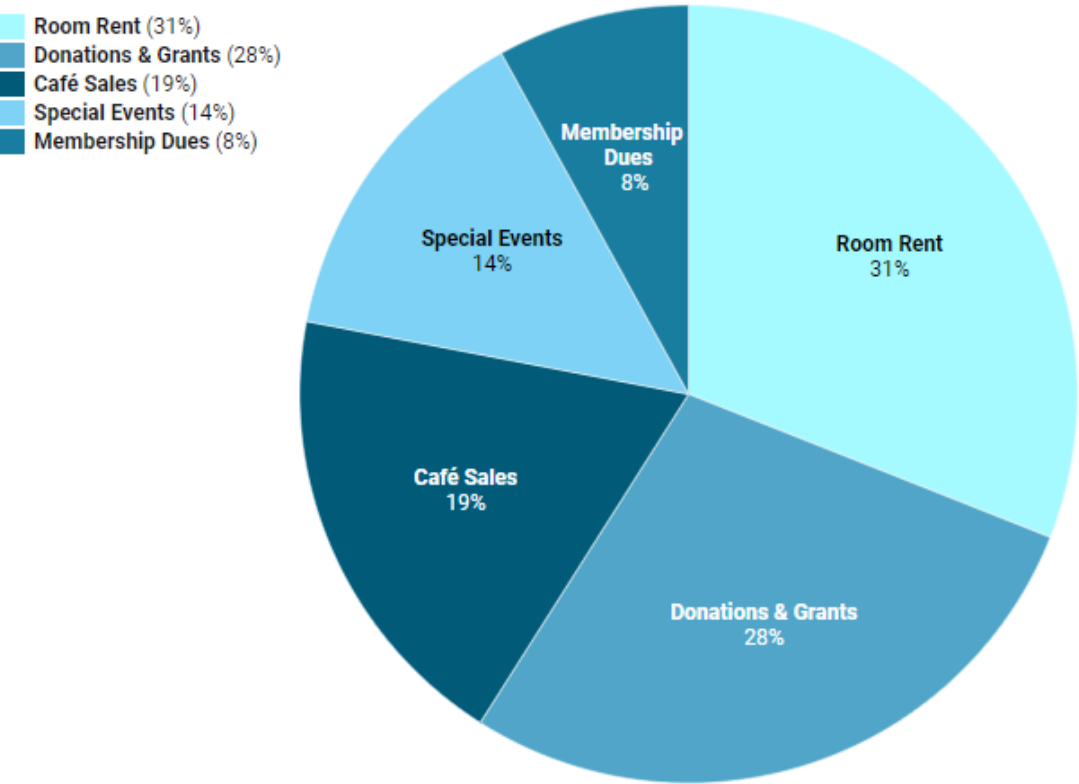
### The Opportunity

- We are averaging \$20 per meeting for room rent instead of the \$35 budgeted. Our total shortfall on room rent for the year is \$74,502. The closer we get to making room rent, the better off the Club will be.

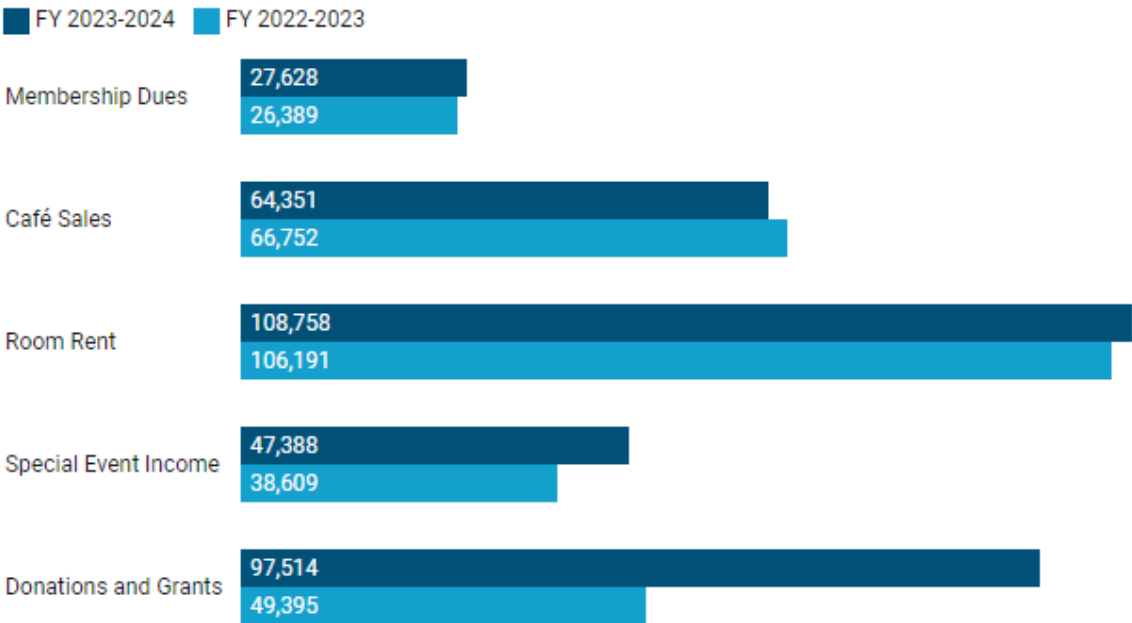
# Income Report

We have received an increase of \$3,130 for memorial donations and an increase of \$32,817 in general fund donations when compared to this time last year.

## Income Sources



## Income

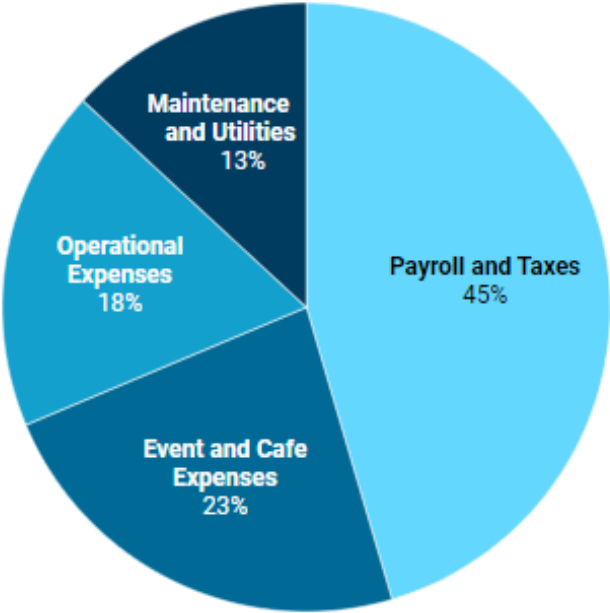


# Expense Report

We have realized cost savings due to the vacancy of the director position, however, these savings were somewhat offset by increased contract support during the leadership transition. In addition to savings related to vacancy, we have realized a reduction of \$7,486 in costs related to running events, \$8,453 related to food and beverage costs, and \$3,523 in savings for supplies.

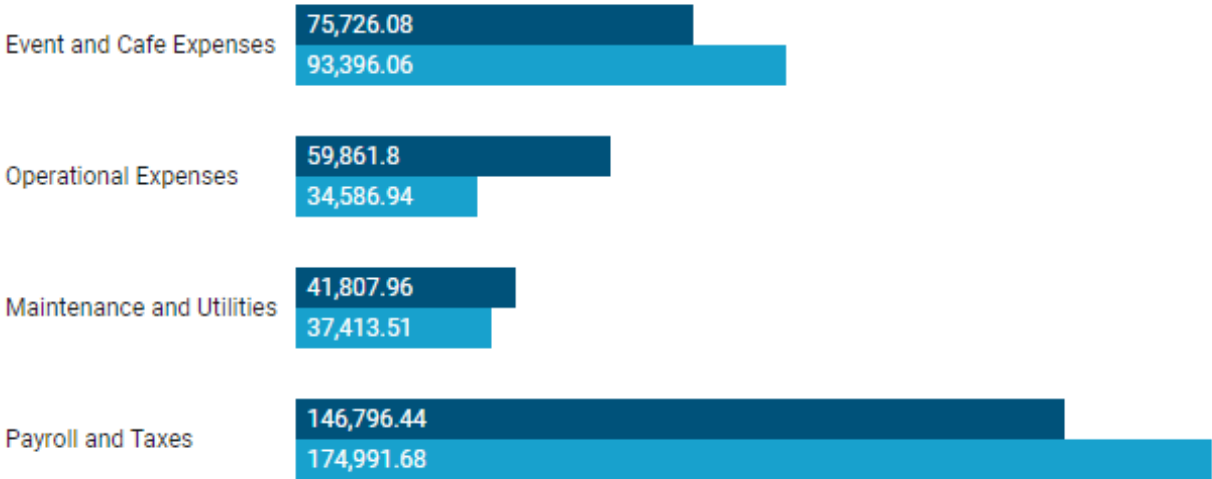
## Expense Categories

- Payroll and Taxes (45%)
- Event and Cafe Expenses (23%)
- Operational Expenses (18%)
- Maintenance and Utilities (13%)



## Expenses

FY 2023-2024    FY 2022-2023



# Café Report

In late 2023, a financial analysis of the café showed we were selling food and literature at a loss to the club. Prices were raised in January and again in August. Thanks to these changes, we are no longer selling items at a loss. Upon analyzing sales, we have found the cost of offering free coffee and pop to members to be at least \$7,000 per year. We have included a monthly credit of \$583.33 from membership dues to cover the cost of these member benefits. Literature inventory was extremely low in May and June, which resulted in low sales. In June, a major purchase was made to restock the library, which skews the gross income for that month. However, in July you can see literature sales more than doubled.

## Gross Income



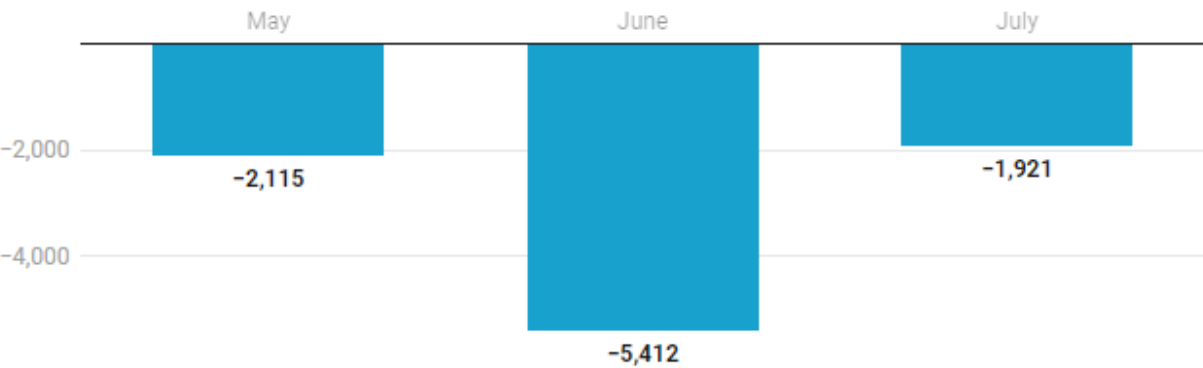
## Gross Income Detail

	May	June	July
Food & Beverage Sales	\$6,183.27	\$5,231.57	\$5,401.97
Literature Sales	\$777.47	\$836.86	\$2,172.51
Membership Credit	\$583.33	\$583.33	\$583.33
Total Income	\$7,544.07	\$6,651.76	\$8,157.81
Cost of Inventory	\$4,374.40	\$5,952.15	\$4,508.75
Supplies	\$1,054.58	\$721.76	\$1,054.58
Total Cost of Goods Purchased	\$5,428.98	\$6,673.91	\$5,563.33
Gross Income	\$2,115.09	-\$22.14	\$2,594.48

# Café Report

If we delve deeper to look at all expenses that impact the café, we find that we are still operating at a loss. Currently, our average sales transaction is under \$2. While we have introduced new offerings in the café, the majority of our transactions are grab-and-go snacks or drinks. We plan to implement two strategies to increase sales: continue evaluating and increasing prices for smaller items and re-introduce larger menu items for meals. Our goal in the next year is to get to a break-even point with all expenses.

## Net Income



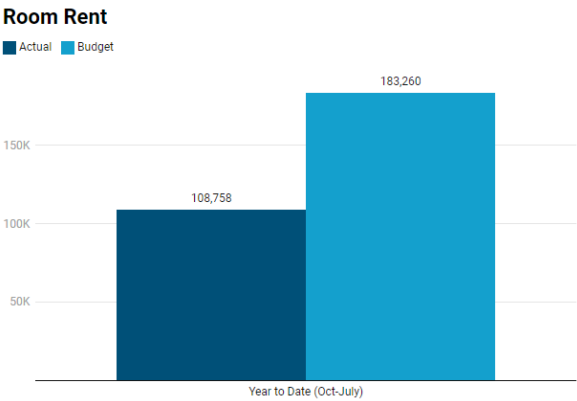
## Net Income Detail

	May	June	July
Total Income	7,544	6,652	8,158
Total Cost of Goods Purchased	5,429	6,674	5,563
Gross Income	2,115	-22	2,594
Labor	2,511	3,512	2,870
Taxes	1,020	1,179	946
Utilities	500	500	500
Insurance	200	200	200
Total Expenses	4,231	5,391	4,516
Net Income	-2,116	-5,413	-1,921

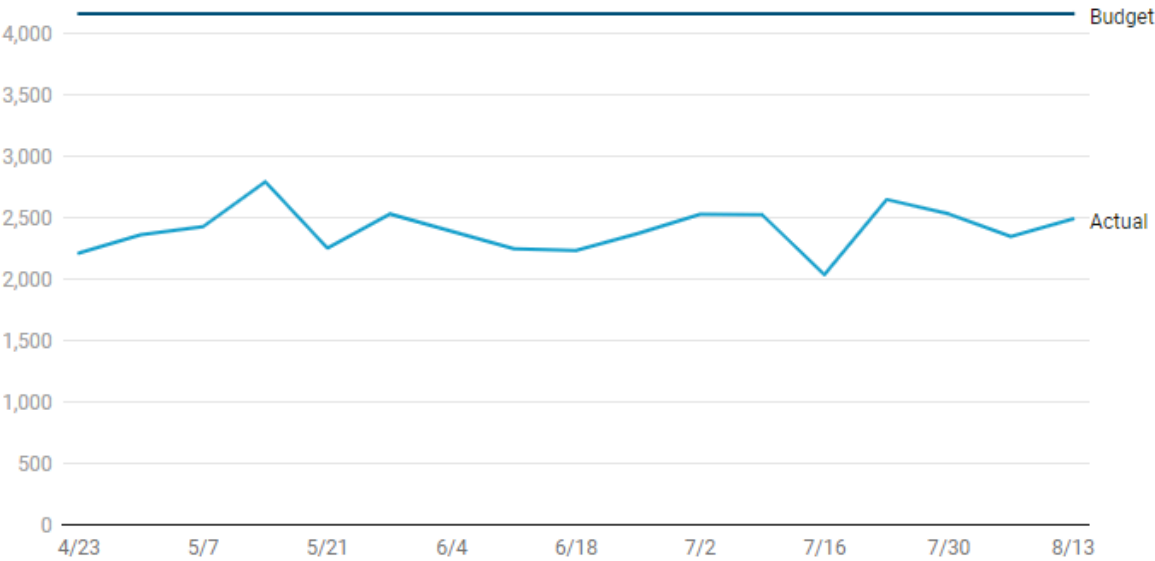
Assumptions: labor hours when a café staff person is the only staff member onsite and serves as the manager-on-duty are attributed to operations (53%); 75% of labor taxes assumed; 30% of annualized utility costs for water, gas, and electric assumed; 20% of annualized insurance costs assumed.

# Room Rent

Café operations were not our only loss last year. Our charge for room rent is \$35 per meeting. On average we receive \$20 per meeting. Our total shortfall for room rent in Fiscal Year 2022-2023 was \$70,805. Our total shortfall so far this year is \$74,502. If every person contributed \$2 or more per meeting, we would eliminate this shortfall.



## Room Rent by Week



Date	6/4	6/11	6/18	6/25	7/2	7/9	7/16	7/23	7/30
Room Rent Actual	2,393.70	2,252.15	2,238.04	2,377.27	2,533.50	2,528.61	2,042.91	2,653.78	2,535.96
Attendance	1,810	1,845	1,869	1,807	1,970	1,936	1,931	1,949	2,095
Average Room Rent Per Meeting	20.12	18.93	18.81	19.98	21.29	21.25	17.17	22.30	21.31
Average Contribution Per Attendee	1.32	1.22	1.20	1.32	1.29	1.31	1.06	1.36	1.21
Target Per Meeting	35	35	35	35	35	35	35	35	35
Target Per Week	4,165	4,165	4,165	4,165	4,165	4,165	4,165	4,165	4,165
SHORTFALL	1,771.30	1,912.85	1,926.96	1,787.73	1,631.50	1,636.39	2,122.09	1,511.22	1,629.04

09/06/24

## Profit &amp; Loss Prev Year Comparison

Accrual Basis

October 2023 through July 2024

	Oct '23 - Jul 24	Oct '22 - Jul 23	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4000-0 · Membership Dues	27,628.00	26,389.24	1,238.76	4.7%
4100-0 · Sales - Literature	10,472.40	10,687.08	-214.68	-2.0%
4050-0 · Grants	17,000.00	0.00	17,000.00	100.0%
4200-2 · Food/Catering				
4210-2 · Beverage Sales	28,378.38	27,821.07	557.31	2.0%
4230-2 · Food Sales	25,321.95	28,182.67	-2,860.72	-10.2%
4200-2 · Food/Catering - Other	178.46	60.72	117.74	193.9%
<b>Total 4200-2 · Food/Catering</b>	<b>53,878.79</b>	<b>56,064.46</b>	<b>-2,185.67</b>	<b>-3.9%</b>
4300-3 · Room Rent	108,757.70	106,191.40	2,566.30	2.4%
4400-4 · Special Event Income				
4489-4 · Juneteenth	752.00	0.00	752.00	100.0%
4465-4 · Salt Drive Event	34.00	0.00	34.00	100.0%
4455-4 · Giving Tuesday	400.00	0.00	400.00	100.0%
4435-4 · Barbie & Ken Event	728.00	0.00	728.00	100.0%
4495-4 · Kitchen Re-Opening Event	649.36	0.00	649.36	100.0%
4490-4 · Recovery Bike Run Event	0.00	223.00	-223.00	-100.0%
4485-4 · End of Year Event Income	6,370.00	9,780.00	-3,410.00	-34.9%
4420-4 · Golf Outing Income	20,364.50	19,178.00	1,186.50	6.2%
4425-4 · Spring Table Hosted Event	0.00	1,715.00	-1,715.00	-100.0%
4430-4 · Thanksgiving Event Income	1,868.00	1,236.00	632.00	51.1%
4440-4 · Christmas Event Income	2,163.25	1,317.38	845.87	64.2%
4460-4 · Off-Site Special Events Income	0.00	462.90	-462.90	-100.0%
4475-4 · Fall Gala Event	12,893.00	4,245.80	8,647.20	203.7%
4410-4 · Men's Gratitude Lunch	769.00	0.00	769.00	100.0%
4415-4 · RED WHITE AND BBQ EVENT	397.16	451.00	-53.84	-11.9%
<b>Total 4400-4 · Special Event Income</b>	<b>47,388.27</b>	<b>38,609.08</b>	<b>8,779.19</b>	<b>22.7%</b>
4600-6 · Donations				
4645-6 · Keep it Working Fund	125.00	150.00	-25.00	-16.7%
AmazonSmile	0.00	504.56	-504.56	-100.0%
FACEBOOK (Birthday & Donations)	349.00	1,132.00	-783.00	-69.2%
4625-6 · Community Partner Donations	3,085.00	6,617.00	-3,532.00	-53.4%
4610-6 · Memorial	5,325.00	2,195.00	3,130.00	142.6%
4630-6 · General Fund	71,521.12	38,703.80	32,817.32	84.8%
<b>Total 4600-6 · Donations</b>	<b>80,405.12</b>	<b>49,302.36</b>	<b>31,102.76</b>	<b>63.1%</b>
4220-0 · Miscellaneous Income				
4240-0 · Sales Tax Discount	48.00	54.00	-6.00	-11.1%
<b>Total 4220-0 · Miscellaneous Income</b>	<b>48.00</b>	<b>54.00</b>	<b>-6.00</b>	<b>-11.1%</b>
<b>Total Income</b>	<b>345,578.28</b>	<b>287,297.62</b>	<b>58,280.66</b>	<b>20.3%</b>
<b>Cost of Goods Sold</b>				
<b>Direct Program Expenses</b>				
5230-.3 · Delivery Fee	740.16	0.00	740.16	100.0%
5110-1 · AA Approved Literature	10,049.13	8,816.72	1,232.41	14.0%
5115-0 · Non AA Approved Literature	0.00	180.54	-180.54	-100.0%
5220-2 · Beverage	25,954.12	31,980.77	-6,026.65	-18.8%
5230-2 · Food	21,643.61	24,070.02	-2,426.41	-10.1%
5240-2 · Supplies	10,401.39	13,923.91	-3,522.52	-25.3%
5400-4 · Special Events				
5490 · Recovery Bike Run Event Exp	0.00	66.75	-66.75	-100.0%
5410-4 · Golf Outing Expense	921.04	897.17	23.87	2.7%
5425-4 · Spring Table Hosted Event Exp	0.00	4,453.09	-4,453.09	-100.0%
5430-4 · Thanksgiving Event Expense	179.80	62.44	117.36	188.0%
5440-4 · Christmas Event Expense	312.93	540.38	-227.45	-42.1%
5460-4 · Women's Gratitude Lunch	0.00	-606.57	606.57	100.0%
5475-4 · Fall Gala Event Expenses	5,523.90	8,820.00	-3,296.10	-37.4%
5485-4 · RED WHITE AND BBQ EVENT	0.00	190.84	-190.84	-100.0%
<b>Total 5400-4 · Special Events</b>	<b>6,937.67</b>	<b>14,424.10</b>	<b>-7,486.43</b>	<b>-51.9%</b>
<b>Direct Personnel Expense</b>				
5300-0 · Sub-Contract Labor	6,483.75	2,205.00	4,278.75	194.1%
<b>Total Direct Personnel Expense</b>	<b>6,483.75</b>	<b>2,205.00</b>	<b>4,278.75</b>	<b>194.1%</b>
<b>Total Direct Program Expenses</b>	<b>82,209.83</b>	<b>95,601.06</b>	<b>-13,391.23</b>	<b>-14.0%</b>
<b>Total COGS</b>	<b>82,209.83</b>	<b>95,601.06</b>	<b>-13,391.23</b>	<b>-14.0%</b>
<b>Gross Profit</b>	<b>263,368.45</b>	<b>191,696.56</b>	<b>71,671.89</b>	<b>37.4%</b>
<b>Expense</b>				
6100-3 · Office				
6745-7 · Tech Services	6,003.00	0.00	6,003.00	100.0%
6285-0 · Website Expense	332.45	0.00	332.45	100.0%
6290-0 · Collaborative Outreach	0.00	348.00	-348.00	-100.0%
6720-7 · Postage	316.75	6.88	309.87	4,503.9%
6740-7 · Office Expense	2,015.60	2,431.83	-416.23	-17.1%
<b>Total 6100-3 · Office</b>	<b>8,667.80</b>	<b>2,786.71</b>	<b>5,881.09</b>	<b>211.0%</b>



09/06/24

## Profit &amp; Loss Prev Year Comparison

Accrual Basis

October 2023 through July 2024

	Oct '23 - Jul 24	Oct '22 - Jul 23	\$ Change	% Change
<b>6100-2 · Operations</b>				
6909-1 · Late Fee	169.97	0.00	169.97	100.0%
6930-0 · Automotive - Fuel	5.22	0.00	5.22	100.0%
6901-0 · Miscellaneous Expense	0.00	41.76	-41.76	-100.0%
6902-1 · Marketing and Advertising	1,080.38	288.00	792.38	275.1%
6905-0 · Credit Card Fees	6,342.17	6,110.28	231.89	3.8%
6909-0 · Bank/Processing/Finance Charges	378.95	99.76	279.19	279.9%
6910-0 · Interest Expense - LOC	249.94	40.08	209.86	523.6%
6950-0 · Dues & Subscriptions	2,530.58	761.65	1,768.93	232.3%
6960-0 · Permits & Licenses	410.00	1,404.92	-994.92	-70.8%
6970-1 · Meals and Entertainment	66.68	236.08	-169.40	-71.8%
<b>Total 6100-2 · Operations</b>	<b>11,233.89</b>	<b>8,982.53</b>	<b>2,251.36</b>	<b>25.1%</b>
<b>6100-1 · Occupancy</b>				
6300-0 · Repairs and Maintenance	10,396.89	5,906.15	4,490.74	76.0%
6800-0 · Building Supplies	3,520.74	3,503.11	17.63	0.5%
6600-7 · Utilities				
6610-7 · Trash Removal	3,477.81	2,907.29	570.52	19.6%
6620-7 · Telephone and Internet	4,007.73	4,731.08	-723.35	-15.3%
6630-7 · Water/Sewer	2,326.49	2,429.58	-103.09	-4.2%
6640-7 · Electric	11,272.26	10,057.08	1,215.18	12.1%
6650-7 · Gas	2,876.16	3,302.38	-426.22	-12.9%
<b>Total 6600-7 · Utilities</b>	<b>23,960.45</b>	<b>23,427.41</b>	<b>533.04</b>	<b>2.3%</b>
<b>Total 6100-1 · Occupancy</b>	<b>37,878.08</b>	<b>32,836.67</b>	<b>5,041.41</b>	<b>15.4%</b>
<b>6500-7 · Outside Services</b>				
6560-7 · Cleaning Linen Services	0.00	924.00	-924.00	-100.0%
6550-7 · Security Systems	869.88	852.84	17.04	2.0%
6510-7 · Snow Removal and Salting	3,060.00	2,800.00	260.00	9.3%
6520-7 · Legal & Professional	7,663.37	0.00	7,663.37	100.0%
6530-7 · Accounting Services	13,516.00	12,137.25	1,378.75	11.4%
<b>Total 6500-7 · Outside Services</b>	<b>25,109.25</b>	<b>16,714.09</b>	<b>8,395.16</b>	<b>50.2%</b>
<b>6200-7 · Insurance</b>				
6210-7 · Liability	7,786.99	6,396.45	1,390.54	21.7%
6240-7 · Workers Comp	2,435.00	2,079.00	356.00	17.1%
<b>Total 6200-7 · Insurance</b>	<b>10,221.99</b>	<b>8,475.45</b>	<b>1,746.54</b>	<b>20.6%</b>
<b>6110-5 · Education/Training</b>	<b>2,075.00</b>	<b>0.00</b>	<b>2,075.00</b>	<b>100.0%</b>
<b>6100-0 · Payroll Expense</b>				
5610-4 · Wages - Hourly	58,443.92	55,237.77	3,206.15	5.8%
6110-7 · Wages - Salary	75,019.76	104,580.12	-29,560.36	-28.3%
6120-7 · Payroll Tax	13,332.76	15,173.79	-1,841.03	-12.1%
<b>Total 6100-0 · Payroll Expense</b>	<b>146,796.44</b>	<b>174,991.68</b>	<b>-28,195.24</b>	<b>-16.1%</b>
<b>Total Expense</b>	<b>241,982.45</b>	<b>244,787.13</b>	<b>-2,804.68</b>	<b>-1.2%</b>
<b>Net Ordinary Income</b>	<b>21,386.00</b>	<b>-53,090.57</b>	<b>74,476.57</b>	<b>140.3%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4280-0 · Interest Income	60.72	38.73	21.99	56.8%
<b>Total Other Income</b>	<b>60.72</b>	<b>38.73</b>	<b>21.99</b>	<b>56.8%</b>
<b>Net Other Income</b>	<b>60.72</b>	<b>38.73</b>	<b>21.99</b>	<b>56.8%</b>
<b>Net Income</b>	<b>21,446.72</b>	<b>-53,051.84</b>	<b>74,498.56</b>	<b>140.4%</b>