

Alano Club of Kent County  
Profit and Loss  
October - December, 2024

Ordinary Income/Expense

	FY 2024 Q1 ACTUAL			
	Oct - Dec, 2024	Oct - Dec, 2023 (PY)	Change	% Change
Income				
Membership Dues	11,364.05	8,951.00	2,413.05	26.96%
Literature & Merchandise Sales	5,152.99	2,741.98	2,411.01	87.93%
Grants	85,000.00	7,000.00	78,000.00	1114.29%
Food/Catering		146.26	-146.26	-100.00%
Beverage Sales	8,435.36	7,716.99	718.37	9.31%
Food Sales	16,112.73	6,010.64	10,102.09	168.07%
Total Food/Catering	\$ 24,548.09	\$ 13,873.89	\$ 10,674.20	76.94%
Room Rent	36,331.54	32,372.01	3,959.53	12.23%
Donations	35,370.43	32,995.57	2,374.86	7.20%
Special Event Income	3,937.00	18,728.61	-14,791.61	-78.98%
Miscellaneous Income			0.00	
Sales Tax Discount	18.00	18.00	0.00	0.00%
Total Miscellaneous Income	\$ 18.00	\$ 18.00	\$ 0.00	0.00%
Total Income	\$ 201,722.10	\$ 116,681.06	\$ 85,041.04	72.88%
Cost of Goods Purchased				
Delivery Fee	51.40	184.00	-132.60	-72.07%
Literature and Merchandise	7,514.53	2,257.00	5,257.53	232.94%
Beverage	7,874.22	8,975.13	-1,100.91	-12.27%
Food	7,335.88	7,276.71	59.17	0.81%
Supplies	4,554.16	3,217.07	1,337.09	41.56%
Special Events	4,255.12	6,016.63	-1,761.51	-29.28%
Total Cost of Goods Purchased	\$ 24,019.38	\$ 25,485.54	-\$ 1,466.16	-5.75%
Gross Profit	\$ 177,702.72	\$ 91,195.52	\$ 86,507.20	94.86%
Expenses				
Office & Technology	473.43	812.71	-339.28	-41.75%
Operations, Outreach & Marketing	3,992.34	2,859.40	1,132.94	39.62%
Occupancy			0.00	
Repairs and Maintenance	6,026.05	5,939.31	86.74	1.46%
Building Supplies	1,097.94	959.29	138.65	14.45%
Utilities	6,071.99	6,214.92	-142.93	-2.30%
Total Occupancy	\$ 13,195.98	\$ 13,113.52	\$ 82.46	0.63%
Outside Services			0.00	
Fundraising/Grantwriting	2,704.00	3,255.00		
Accounting Services	4,040.00	2,691.00	1,349.00	50.13%
Security Systems	585.60	284.28	301.32	105.99%
Snow Removal and Salting	2,630.00		2,630.00	
Total Outside Services	\$ 9,959.60	\$ 6,230.28	\$ 3,729.32	59.86%
Education/Training	0.00	1,400.00	-1,400.00	-100.00%
Insurance			0.00	
Liability		496.00	-496.00	-100.00%
Workers Comp	78.00		78.00	
Total Insurance	\$ 78.00	\$ 496.00	-\$ 418.00	-84.27%
Payroll Expense			0.00	
Wages - Hourly	18,134.79	15,382.90	2,751.89	17.89%
Wages - Salary	23,485.62	24,438.48	-952.86	-3.90%
Payroll Tax	3,774.35	3,471.52	302.83	8.72%
Total Payroll Expense	\$ 45,394.76	\$ 43,292.90	\$ 2,101.86	4.85%

Income

EXPENSES

	FY 2024 Q1 BUDGET PROJECTIONS					Diff.	% Diff	Notes
	Oct-24	Nov-24	Dec-24	Qtrly Total				
Income								
4000-0 - Membership Dues	\$ 2,669.33	\$ 3,121.25	\$ 4,148.35	\$ 9,938.93	\$	1,425.12	14.3%	
4100-0 - Sales - Literature & Merchandise	\$ 1,491.15	\$ 1,167.30	\$ 1,339.58	\$ 3,998.03	\$	1,154.96	28.9%	
4050-0 - Grants	\$ 11,183.63	\$ 8,754.73	\$ 10,046.88	\$ 29,985.24	\$	55,014.76	183.5%	
4200-2 - Food/Catering								
4210-2 - Beverage Sales	\$ 2,376.80	\$ 2,531.21	\$ 2,980.77	\$ 7,888.77	\$	546.59	6.9%	
4230-2 - Food Sales	\$ 2,344.54	\$ 3,477.60	\$ 4,345.23	\$ 10,167.37	\$	5,945.36	58.5%	
Total 4200-2 - Food/Catering	\$ 4,990.17	\$ 6,290.66	\$ 7,375.04	\$ 18,655.87	\$	5,892.22	31.6%	
4300-3 - Room Rent	\$ 13,595.32	\$ 11,763.04	\$ 12,177.68	\$ 37,536.04	\$	(1,204.50)	-3.2%	
4400-4 - Special Event Income	\$ 12,017.13	\$ 4,115.41	\$ 2,554.09	\$ 18,686.63	\$	(14,749.63)	-78.9%	
4600-6 - Donations	\$ 7,898.51	\$ 2,574.08	\$ 19,708.30	\$ 30,180.89	\$	5,189.54	17.2%	
TOTAL INCOME	58,566.58	43,795.27	64,675.92	167,037.77	\$	34,684.33	20.8%	
COST OF GOODS								
5230-3 - Delivery Fees	\$ 60.29	\$ 90.43	\$ 80.39	\$ 231.11	\$	(179.71)	-77.8%	
5110-1 - Literature & Merchandise	\$ 1,806.41	\$ 102.64	\$ 636.73	\$ 2,545.79	\$	4,968.74	195.2%	
5220-2 - Beverage	\$ 3,425.06	\$ 3,851.73	\$ 4,744.77	\$ 12,021.55	\$	(4,147.33)	-34.5%	
5230-2 - Food	\$ 3,896.92	\$ 3,998.99	\$ 4,837.82	\$ 12,733.73	\$	(5,397.85)	-42.4%	
5240-2 - Supplies	\$ 1,967.48	\$ 1,788.62	\$ 2,024.55	\$ 5,780.66	\$	(1,226.50)	-21.2%	
5400-4 - Special Events	\$ 2,360.98	\$ 2,146.35	\$ 2,429.46	\$ 6,936.79	\$	(2,681.67)	-38.7%	
Total Cost of Goods Purchased	\$ 13,517.14	\$ 11,978.77	\$ 14,753.72	\$ 40,249.62	\$	(16,230.24)	-40.3%	
Gross Profit	\$ 43,366.99	\$ 18,367.19	\$ 58,397.61	\$ 126,788.15	\$	50,914.57	40.2%	
EXPENSES								
6100-3 - Office & Technology	\$ 223.44	\$ 153.26	\$ 78.43	\$ 455.12	\$	18.31	4.0%	
6100-2 - Operations, Outreach & Marketing	\$ 921.99	\$ 1,038.77	\$ 2,184.30	\$ 4,145.06	\$	(152.72)	-3.7%	
6100-1 - Occupancy					\$	-		
6300-0 - Repairs and Maintenance	\$ 3,648.65	\$ 16,090.80	\$ 6,012.76	\$ 25,752.21	\$	(19,726.16)	-76.6%	
6800-0 - Building Supplies	\$ 617.22	\$ 437.89	\$ 437.33	\$ 1,492.43	\$	(394.49)	-26.4%	
6600-7 - Utilities	\$ 2,012.33	\$ 1,635.20	\$ 2,709.55	\$ 6,357.08	\$	(285.09)	-4.5%	
Total 6100-1 - Occupancy	\$ 6,278.20	\$ 18,163.89	\$ 9,159.63	\$ 33,601.72	\$	(20,405.74)	-60.7%	
6500-7 - Outside Services					\$	-		
6540-7 - Fundraising/Grantwriting	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 4,500.00	\$	(1,796.00)	-39.9%	
6530-7 - Accounting Services	\$ 1,205.67	\$ 1,045.49	\$ 1,039.37	\$ 3,290.54	\$	749.46	22.8%	
6550-7 - Security Systems	\$ -	\$ 293.40	\$ -	\$ 293.40	\$	292.20	99.6%	
6510-7 - Snow Removal and Salting	\$ -	\$ -	\$ -	\$ -	\$	2,630.00		
6560-7 - Cleaning Services	\$ -	\$ -	\$ -	\$ -	\$	-		
6520-7 - Legal & Professional Services	\$ -	\$ -	\$ -	\$ -	\$	-		
Total 6500-7 - Outside Services	\$ 2,705.67	\$ 2,838.89	\$ 2,539.37	\$ 8,083.94	\$	1,875.66	23.2%	
6110-5 - Education/Training	\$ 1,349.40	\$ -	\$ -	\$ 1,349.40	\$	(1,349.40)	-100.0%	
6200-7 - Insurance					\$	-		
6210-7 - Liability	\$ -	\$ -	\$ 554.70	\$ 554.70	\$	(554.70)	-100.0%	
6240-7 - Workers Comp	\$ -	\$ -	\$ -	\$ -	\$	78.00		
Total 6200-7 - Insurance	\$ -	\$ -	\$ 566.77	\$ 554.70	\$	(476.70)	-85.9%	
6100-0 - Payroll Expense					\$	-		
5610-4 - Wages - Hourly	\$ 2,581.26	\$ 2,836.38	\$ 2,995.45	\$ 8,413.09	\$	9,721.70	115.6%	
6110-7 - Wages - Salary	\$ 12,917.96	\$ 12,917.96	\$ 12,917.96	\$ 38,753.87	\$	(15,268.25)	-39.4%	
6120-7 - Payroll Tax	\$ 1,327.43	\$ 1,433.20	\$ 1,476.29	\$ 4,236.91	\$	(462.56)	-10.9%	
Total 6100-0 - Payroll Expense	\$ 15,915.14	\$ 16,546.03	\$ 16,918.06	\$ 51,403.88	\$	(6,009.12)	-11.7%	

Total Expenses	\$ 73,094.11	\$ 68,204.81	\$ 4,889.30	7.17%
Net Operating Income	\$ 104,608.61	\$ 22,990.71	\$ 81,617.90	355.00%
Other Income				
Interest Income	105.49	15.68	89.81	572.77%
Endowment Proceeds	56,617.55	0.00		
Total Other Income	\$ 56,617.55	\$ 15.68	\$ 56,601.87	360981.31%
Net Other Income	\$ 56,617.55	\$ 15.68	\$ 56,601.87	360981.31%
Net Income	\$ 161,226.16	\$ 23,006.39	\$ 138,219.77	600.79%

						\$	-	
TOTAL EXPENSES		\$ 24,899.02	\$ 37,548.81	\$ 29,183.83	\$ 93,644.24	\$	(20,550.13)	-21.9%
						\$	-	
Net Ordinary Income		\$ 18,467.97	\$ (19,181.62)	\$ 29,213.78	\$ 33,143.91	\$	71,464.70	215.6%
Other Income/Expense						\$	-	
	Other Income					\$	-	
	4280-0 - Interest Income	\$ -	\$ -	\$ -	\$ -	\$	105.49	
	Endowment proceeds				\$ -	\$	56,617.55	
	Total Other Income	\$ -	\$ -	\$ -	\$ -	\$	56,617.55	
Net Other Income		\$ -	\$ -	\$ -	\$ -	\$	56,617.55	
NET INCOME		\$ 18,467.97	\$ (19,181.62)	\$ 29,213.78	\$ 28,500.13	\$	132,726.03	465.7%

Saturday, Feb 22, 2025 07:16:41 AM GMT-8 - Accrual Basis

#### General Notes:

Budgets were prepared based on last years and previous years performance so there are some huge changes as can be seen.

#### Operations:

1. Cafeteria employed a chef for a couple months, during this time the café and food choices expanded and improved greatly!

**Food was generally well liked and selections of food is based on our working partnership with Guiding light - they help us** out with food sourcing and so we don't always get the same things. This provided for a well assorted selections of foods each week.

We lost that Chef due to some private circumstances and are now searching for a replacement. The amazing part is that we proved the concept that we **can offer some expanded menu items and sales will increase to show that people are interested and will** stay around in the club to eat and have community.

**We adjusted our budgeted food sales income from last year's 6,000 to 10,000 and still exceeded that for a total of 16,000.**

Total Café food and drink sales were 24,000, against last year's of 13,000 and a budgeted increase to 18,000.

**Costs on the other hand fell not only way below budget but even below last year's costs of good sold.**

This is huge progress for us!

Room rent is up, which is very good news. We are much closer to where we planned to be with the budget. We are not at 2\$ per person per meeting but we are moving in the right direction.

Grants: We had a large grant come in at the end of the calendar year. We cannot reveal who this is but they are an excellent partner for the community and we are hoping this relationship can be developed and we can form a solid partnership with them

Our building occupancy costs were also lower than expected despite some of the issues with the plumbing systems.

For outside services not building related, costs were higher but we had paid our snow plowing bills in the summer last year, and we have incurred some snow plowing this year already during the season

Payroll is lower than we budgeted, even with the new chef, we expected to be 93,000 per the budget and we came in at 73,000, which is only 4800 more than last year.