

Key West Film Society Inc

Profit & Loss

December 2019

	Dec 19	Dec 18	Change	% Change
Ordinary Income/Expense				
Income				
Special Programming Income	5,275.00	0.00	5,275.00	
Ticket Sales	77,256.50	110,864.50	(33,608.00)	-30.31%
Concessions	43,626.03	60,184.04	(16,558.01)	-27.51%
Memberships	26,555.00	28,025.00	(1,470.00)	-5.25%
Merchandise	69.77	209.69	(139.92)	-66.73%
Theater Rental	660.00	7,350.00	(6,690.00)	-91.02%
Donations				
Tropic Elf	8,990.00	0.00	8,990.00	
Donations - Sponsorship	5,000.00	0.00	5,000.00	
Donations - Other	31,568.15	31,762.50	(194.35)	-0.61%
Total Donations	45,558.15	31,762.50	13,795.65	43.43%
Internet Service Fee Income	2,313.00	2,719.50	(406.50)	-14.95%
Other Income	30.01	595.00	(564.99)	-94.96%
Total Income	201,343.46	241,710.23	(40,366.77)	-16.70%
Cost of Goods Sold				
Film Costs	50,250.24	32,257.44	17,992.80	55.78%
COGS - Concessions	7,844.91	12,831.44	(4,986.53)	-38.86%
Point of Sale Fees				
Fandango Service Charge	83.23	77.32	5.91	7.64%
Point of Sale Fees - Other	2,730.67	4,858.07	(2,127.40)	-43.79%
Total Point of Sale Fees	2,813.90	4,935.39	(2,121.49)	-42.99%
Total COGS	60,909.05	50,024.27	10,884.78	21.76%
Gross Profit	140,434.41	191,685.96	(51,251.55)	-26.74%
Expense				
Special Programming Costs				
Events	4,455.65	5,295.40	(839.75)	-15.86%
Series	915.38	0.00	915.38	
Total Special Programming Costs	5,371.03	5,295.40	75.63	1.43%
Facilities				
Rent	13,761.47	0.00	13,761.47	2 payments in December 2017
Insurance	3,154.95	1,520.88	1,634.07	107.44%

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Janitorial				
Contract Labor	5,105.00	0.00	5,105.00	
Pest Control-Other	3,500.00	0.00	3,500.00	
Supplies	412.67	748.47	(335.80)	-44.86%
Total Janitorial	9,017.67	748.47	8,269.20	1104.81%
Theater Maintenance & Repair				
Pest Control	181.20	0.00	181.20	
Building	87.04	299.98	(212.94)	-70.98%
Equipment	5,001.66	3,058.71	1,942.95	63.52%
Projection Security	752.00	0.00	752.00	
Other	0.00	53.75	(53.75)	-100.00%
Total Theater Maintenance & Repair	6,021.90	3,412.44	2,609.46	76.47%
Utilities				
Electric	2,472.21	2,967.15	(494.94)	-16.68%
Telephone & Internet	780.07	592.69	187.38	31.62%
Waste Removal	1,147.08	1,231.92	(84.84)	-6.89%
Solid Waste & Water	354.84	452.91	(98.07)	-21.65%
Total Utilities	4,754.20	5,244.67	(490.47)	-9.35%
Total Facilities	36,710.19	10,926.46	25,783.73	235.98%
Labor Costs				
FSA Reimbursement	2,672.05	0.00	2,672.05	
Miscellaneous Adjustments	-91.84	-301.18	209.34	-69.51%
Salaries & Wages	33,025.61	37,111.40	(4,085.79)	-11.01%
Payroll Taxes	2,586.66	3,063.23	(476.57)	-15.56%
Workers Comp Insurance	766.16	860.95	(94.79)	-11.01%
Payroll Admin Fees	1,230.24	1,644.24	(414.00)	-25.18%
Total Labor Costs	40,188.88	42,378.64	(2,189.76)	-5.17%
Advertising & Marketing				
Digital Marketing	694.37	729.49	(35.12)	-4.81%
Printing Costs	50.00	105.56	(55.56)	-52.63%
Design	105.00	252.35	(147.35)	-58.39%
Print Media	0.00	1,043.98	(1,043.98)	-100.00%
Radio	165.60	0.00	165.60	

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Website	606.95	542.55	64.40	11.87%
Total Advertising & Marketing	1,621.92	2,673.93	(1,052.01)	-39.34%
Cash (Over)/Short	-268.51	216.44	(484.95)	-224.06%
Donations Expenses	163.64	159.80	3.84	2.40%
Interest, Bank Charges & Fees				
Bank Fees	66.00	17.40	48.60	279.31%
Total Interest, Bank Charges & Fees	66.00	17.40	48.60	279.31%
Office Expenses				
Subscriptions & Licenses	26.20	0.00	26.20	
Membership Costs	0.00	1,103.75	(1,103.75)	-100.00%
Postage & Delivery	81.84	192.90	(111.06)	-57.57%
Supplies	456.52	729.73	(273.21)	-37.44%
Total Office Expenses	564.56	2,026.38	(1,461.82)	-72.14%
Professional Fees	0.00	3,300.00	(3,300.00)	-100.00%
Miscellaneous Expenses				
Professional Development	0.00	3,896.50	(3,896.50)	-100.00%
Travel & Entertainment - Other	0.00	143.70	(143.70)	-100.00%
Loss/Gain on COGS Inventory	1,174.90	0.00	1,174.90	
Community Presentations	20.02	0.00	20.02	
Total Miscellaneous Expenses	1,194.92	4,040.20	(2,845.28)	-70.42%
Total Expense	85,612.63	71,034.65	14,577.98	20.52%
Net Ordinary Income	54,821.78	120,651.31	(65,829.53)	-54.56%
Other Income/Expense				
Other Income				
AMEX Discounts	163.46	286.88	(123.42)	-43.02%
Total Other Income	163.46	286.88	(123.42)	-43.02%
Other Expense				
Extraordinary Reimbursements	0.00	160.00	(160.00)	-100.00%
Total Other Expense	0.00	160.00	(160.00)	-100.00%
Net Other Income	163.46	126.88	36.58	28.83%
Net Income	54,985.24	120,778.19	(65,792.95)	-54.47%

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October through December 2019

	<u>Oct - Dec 19</u>	<u>Oct - Dec 18</u>	<u>Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
Special Programming Income	5,275.00	1,095.00	4,180.00	381.74%
Ticket Sales	141,047.50	249,016.50	-107,969.00	-43.36%
Concessions	94,260.92	150,266.36	-56,005.44	-37.27%
Memberships	55,360.00	58,325.00	-2,965.00	-5.08%
Merchandise	93.02	209.69	-116.67	-55.64%
Theater Rental	35,333.00	7,350.00	27,983.00	380.72%
Donations				
Tropic Elf	8,390.00	39,884.00	-31,494.00	-78.96%
Donations - Sponsorship	5,000.00	0.00	5,000.00	
Donations - Other	35,326.40	5,000.00	30,326.40	606.53%
Total Donations	48,716.40	44,884.00	3,832.40	8.54%
Internet Service Fee Income	4,387.50	5,823.00	-1,435.50	-24.65%
Other Income	89.99	0.00	89.99	
Refunds	-110.00	0.00	-110.00	
Total Income	384,453.33	516,969.55	-132,516.22	-25.63%
Cost of Goods Sold				
Film Costs	90,668.26	105,857.62	-15,189.36	-14.35%
COGS - Concessions	23,308.43	52,134.70	-28,826.27	-55.29%
Point of Sale Fees				
Fandango Service Charge	122.11	126.70	-4.59	-3.62%
Point of Sale Fees - Other	6,710.69	6,289.47	421.22	6.70%
Total Point of Sale Fees	6,832.80	6,416.17	416.63	6.49%
Total COGS	120,809.49	164,408.49	-43,599.00	-26.52%
Gross Profit	263,643.84	352,561.06	-88,917.22	-25.22%
Expense				
Special Programming Costs				
Contract Labor	125.00	0.00	125.00	
Events	6,429.32	5,872.95	556.37	9.47%
Series	11,089.38	3,000.00	8,089.38	269.65%
Special Programming Costs - Other	2,020.00	0.00	2,020.00	
Total Special Programming Costs	19,663.70	8,872.95	10,790.75	121.61%
Facilities				
Rent	41,284.41	39,420.06	1,864.35	4.73%
Insurance	6,364.98	4,562.64	1,802.34	39.50%
Janitorial				
Contract Labor	14,560.00	5,845.24	8,714.76	149.09%
Pest Control-Other	5,100.00	0.00	5,100.00	
Supplies	1,058.24	1,598.71	-540.47	-33.81%
Total Janitorial	20,718.24	7,443.95	13,274.29	178.32%
Security & Safety	704.97	659.88	45.09	6.83%
Theater Maintenance & Repair				
Pest Control	943.60	538.23	405.37	75.32%
Plumbing	347.70	0.00	347.70	

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Building	87.04	6,859.98	-6,772.94	-98.73%
Equipment	9,436.85	8,726.69	710.16	8.14%
Projection Security	2,214.00	0.00	2,214.00	
Other	0.00	-1,810.25	1,810.25	-100.00%
Total Theater Maintenance & Repair	13,029.19	14,314.65	-1,285.46	-8.98%
Utilities				
Electric	8,145.37	8,382.41	-237.04	-2.83%
Telephone & Internet	2,290.66	2,055.18	235.48	11.46%
Waste Removal	3,658.44	5,617.13	-1,958.69	-34.87%
Solid Waste & Water	1,044.91	1,098.20	-53.29	-4.85%
Total Utilities	15,139.38	17,152.92	-2,013.54	-11.74%
Total Facilities	97,241.17	83,554.10	13,687.07	16.38%
Labor Costs				
FSA Reimbursement	5,335.78	0.00	5,335.78	
Miscellaneous Adjustments	-275.52	-451.77	176.25	-39.01%
Salaries & Wages	99,823.28	107,376.71	-7,553.43	-7.03%
Payroll Taxes	7,812.82	9,020.70	-1,207.88	-13.39%
Health Insurance	4,928.64	1,972.65	2,955.99	149.85%
Workers Comp Insurance	2,315.81	2,487.20	-171.39	-6.89%
Payroll Admin Fees	3,588.20	4,545.84	-957.64	-21.07%
Contract Services	397.50	330.75	66.75	20.18%
Total Labor Costs	123,926.51	125,282.08	-1,355.57	-1.08%
Advertising & Marketing				
Digital Marketing	1,965.44	1,443.25	522.19	36.18%
Printing Costs	687.30	504.37	182.93	36.27%
Design	1,424.03	1,217.98	206.05	16.92%
Print Media	3,194.50	2,115.23	1,079.27	51.02%
Radio	605.60	380.00	225.60	59.37%
Website	1,535.65	5,438.55	-3,902.90	-71.76%
Total Advertising & Marketing	9,412.52	11,099.38	-1,686.86	-15.20%
Cash (Over)/Short	-511.89	603.86	-1,115.75	-184.77%
Donations Expenses	980.92	479.40	501.52	104.61%
Interest, Bank Charges & Fees				
Bank Fees	241.20	83.40	157.80	189.21%
Total Interest, Bank Charges & Fees	241.20	83.40	157.80	189.21%
Office Expenses				
Subscriptions & Licenses	302.60	274.00	28.60	10.44%
Membership Costs	0.00	1,401.82	-1,401.82	-100.00%
Ticket Printing	0.00	1,792.61	-1,792.61	-100.00%
Postage & Delivery	414.73	493.21	-78.48	-15.91%
Supplies	3,294.14	2,404.48	889.66	37.00%
Total Office Expenses	4,011.47	6,366.12	-2,354.65	-36.99%
Miscellaneous Expenses				
Loss (Gain) on COGS Inventory	1,555.36	0.00	1,555.36	
Professional Fees	0.00	10,253.75	-10,253.75	-100.00%

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Community Presentations	84.43	0.00	84.43	
Travel & Entertainment	0.00	165.62	-165.62	-100.00%
Development	8.84	5,771.50	-5,762.66	-99.85%
Total Travel & Entertainment	8.84	5,937.12	-5,928.28	-99.85%
Total Miscellaneous Expenses	1,648.63	16,190.87	-14,542.24	-89.82%
Total Expense	256,614.23	252,532.16	4,082.07	1.62%
Net Ordinary Income	7,029.61	100,028.90	-92,999.29	-92.97%
Other Income/Expense				
Other Income				
Interest Income	14.50	0.00	14.50	
Dividend Income	25.64	0.00	25.64	
Capital Gain/(Loss)	-23.04	0.00	-23.04	
AMEX Discounts	412.73	920.96	-508.23	-55.18%
Total Other Income	429.83	920.96	-491.13	-53.33%
Other Expense				
Investment Bank Charges and Fee	6.22	0.00	6.22	
Extraordinary Reimbursements	0.00	109.85	-109.85	-100.00%
Endowment Administrative Fees	25.00	0.00	25.00	
Total Other Expense	31.22	109.85	-78.63	-71.58%
Net Other Income	398.61	811.11	-412.50	-50.86%
Net Income	7,428.22	100,840.01	-93,411.79	-92.63%