

## Modifications to State Auditing & Business Practices page

### PURPOSE

Provide advice, counsel and guidance in financial matters to the Association and to the member Lodges upon their request.

### STATE CHAIRPERSON

Bill Simonds (Laura), PER  
Kent Island Lodge #2576  
Phone: 443/252-2115  
Email: [wjslams@gmail.com](mailto:wjslams@gmail.com)

### DISTRICT CHAIRS

SE: TBD  
NC: Robert Riggins ([rmriggins@verizon.net](mailto:rmriggins@verizon.net))  
NE Donna Moloney ([dmoloney@dixonvalve.com](mailto:dmoloney@dixonvalve.com))  
SW: Renee' Rivituso ([rrivituso@hotmail.com](mailto:rrivituso@hotmail.com))  
W: G. Derald Morrow ([morrow52@myactv.net](mailto:morrow52@myactv.net))

### Briefings and Worksheets

- Ideas to make a Profit
  - Briefed at DD Clinic in August 2016
  - Thoughts on where to improve lodge profitability
- Ratios Brief
  - Briefed at DD Clinic in August 2017
  - How to use GL Chart of Accounts to determine Cost of Goods Sold and Profit ratios
- CoGS\_Calcs
  - Worksheet to calculate CoGS and profit using values from P&L
- MenuPricingCalcs
  - Worksheet for calculating menu pricing based on food item costs
- Beer&LiquorCalcs
  - Worksheets for calculating drink prices based on pour size
- EventReport\_CapeHenlopen
  - Worksheet for generating event reports from actual costs and income
  - Developed at Cape Henlopen lodge
- FNDReport\_Blank\_KIE
  - Event report customized for Kent Island's Friday Night Dinners