

## March 2023 Financial Reporting

1. The ending balance for March 31 2023 was 34,812.03. Total income for the month of March was 10,167.00.
2. Total payroll for the month of March was 7385.27. This is a burdened labor cost including taxes. During the First Quarter of 2023 we have managed to reduce labor costs by reducing work hours: January 676; February 552 and March 528. Our 20% reduction in hours in the first quarter will suffer now that we have imposed summer hours on the club but with better weather we hope range usage will increase offsetting our labor costs.
3. Transition to the new accounting firm is progressing, Quick Books files have been transferred and the new firm is currently working to make our General Ledger reflect real operating income and expenses. Currently the categories are so general as to not be useful in tracking income and expenses. As such we do not have the capability of generating a monthly financial report. One issue is the configuration of not only our General Ledger but our Point of Sale system. The point of sale system is a valuable tool for properly recording and reporting all transactions. We need to refine and redefine categories of income from sales. Mr. Ben Moyer has conducted a review of our current system and practices and has recommendation for us to improve our systems and processes.
4. We still lack contracts to support income from various agencies and range users. Most contracts lapsed in June 2022 and were not renewed. We are in the process of renewing these contracts and will be prepared to present and sign contracts by June of 2023. The board is established a uniform charges schedule applicable to all customers which will provide standardized range and clubhouse lease costs. Previously these costs appear to be assigned on an ad hoc basis with no standardization between lessees. We will correct this in the next round of leases. The next round of leases will be signed during the month of June. Included in those lease packets will be a letter from MSC clearly stating our corporate tax status as a 501(C)(4) corporation and the requirement to both receive and provide appropriate 1099 and W-9 reports to vendors and leasees.
5. Moving forward we need to be mindful of inflationary pressures impacting our operating costs and cost of labor. In January of 2023 we faced yet one more increase to the Arizona Minimum Wage which will add \$1.21 per hour to the cost of maintaining Range Officers and other employees. We face another increase at the same rate in January of 2024. We are moving as quickly as we can to electronic banking to cut costs and eliminate friction in our accounts payable processes. We have moved payroll to a monthly basis to cut costs. All tax withholding and payroll expenses are now done by electronic means. All previous fees and fines from late tax payments are resolved. The question relating to our 2021 990 (Federal) has been resolved in our favor with no cost to the club and no apparent violation tax codes. In June of 2023 we will sign new contracts with tenant organizations which should give us an infusion of operating funds. Over the past three months we have operated at a net deficit of nearly \$10,000 due to low range usage, inflation in the cost of goods and services and the increase in the Arizona Minimum Wage. This is not sustainable.
6. On a very positive note the volunteer work force projects completed on Friday March 7<sup>th</sup> by 35 very energetic and dedicated volunteers put a dent in the works projects list provided by director Fred Bunge. There is a lot more to be done. We also have a stream of volunteers hitting the Volunteer Coordinator looking for things to do. We have a lot of administrative and financial things to do and not just weed cutting and trash hauling. If we maintain this effort we can get ourselves ahead of the deferred maintenance issues. The work accomplished in ONE DAY equals thousands of dollars of work

Many thanks to all who participated. We have reported over 200 work hours to the Department of Game and Fish under the Pittman/Robertson Act. DFG will be directly reimbursed with real money for range improvements based upon those work hours. This is how we build ranges.

7. Grants: Our current grant in the works is the Fishing for Smiles grant from the Arizona Sportsmen for Wildlife Conservation Fund grant. This event is held annually and is sponsored by both the Elks Lodge of Kingman and Mohave Sportsman Club. This Hunter/Angler Retention Program is a critical element in fulfilling our lease obligations with the Department of Game and Fish. We are seeking avid anglers to help with this program. The date of the event is June 6<sup>th</sup> 2023 at Willow Springs. See the volunteer coordinator if interested in lending a hand.

8. In closing I have to remind you that we are a 501(c)4 Corporation fully subject to Arizona and Federal law. We are not a tax exempt organization. We are stabilizing and building a team. Boards and volunteer groups are like those toys you get your kids at Christmas: Some Assembly Required. We seek volunteers to fill critical gaps. Teamwork is the key to success. Thanks to all who have invested their time in their club.

Request: I would like to buy additional NRA RSO Books and Materials from NRA to conduct a series of cost free NRA RSO classes for our volunteer RSO course. I request an amount not to exceed \$400.00 to buy the first tranche of packages to train 20 RSO's.