

Deacon's Cupboard: Summary 2017

	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>Change</u> <u>2017/2016</u>
What are the major results?						
- Total Guest Visits	1,811	1,742	1,812	1,765	1,738	-1.5%
- Number of occasions open	53	54	55	56	55	-1.8%
- Average guests per occasion open	34.2	32.3	32.9	31.5	31.6	0.3%
- Average sales per occasion open at Retail price	\$ 2,040.65	\$ 1,919.85	\$ 2,038.01	\$ 1,824.44	\$ 1,850.85	1.4%
- Total Sales at Retail prices	\$108,154.50	\$103,672.00	\$112,090.80	\$102,168.80	\$101,796.50	-0.4%
- Total Weight of supplies distributed (tons)	45.8	43.9	47.5	43.3	42.1	-2.8%
How dependent are our Guests on us?						
- # of Guests making 5 or more visits in year	161	151	160	149	143	-4.0%
- # of Guests making 10 or more visits in year	62	62	65	77	78	1.3%
- # of Guests making 25 or more visits in year	1	0	1	0	0	#DIV/0!
- # of Guests receiving over \$200 worth of supplies in year (Retail prices)	198	191	194	174	169	-2.9%
- # of Guests receiving over \$400 worth of supplies in year (Retail prices)	122	111	125	109	118	8.3%
- # of Guests receiving over \$600 worth of supplies in year (Retail prices)	60	57	73	72	68	-5.6%
How far did our guests come?						
- Average distance (miles) traveled by guests (one way)	2.75	2.48	2.51	2.58	2.52	-2.3%
- Furthest distance (miles) traveled by guest	11.93	13.1	13.1	13.1	13.1	0.0%