



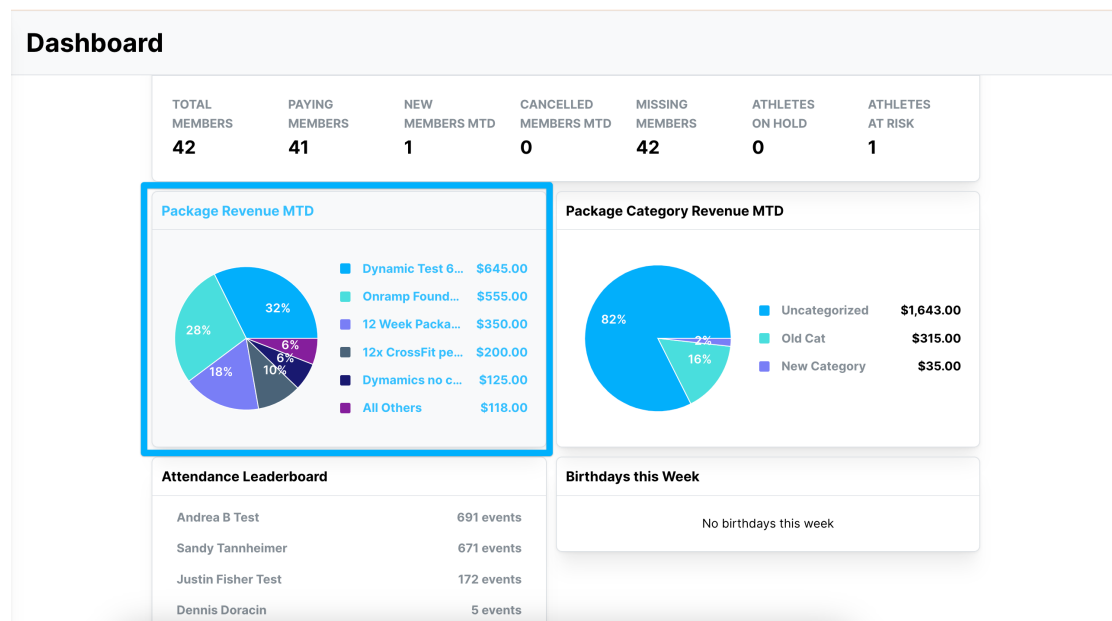
[Knowledge Base](#) > [Gym Management Software](#) > [Reports](#) > [Revenue Distribution Report](#)

Revenue Distribution Report

Laura Gibson - 2026-09-22 - [Reports](#)

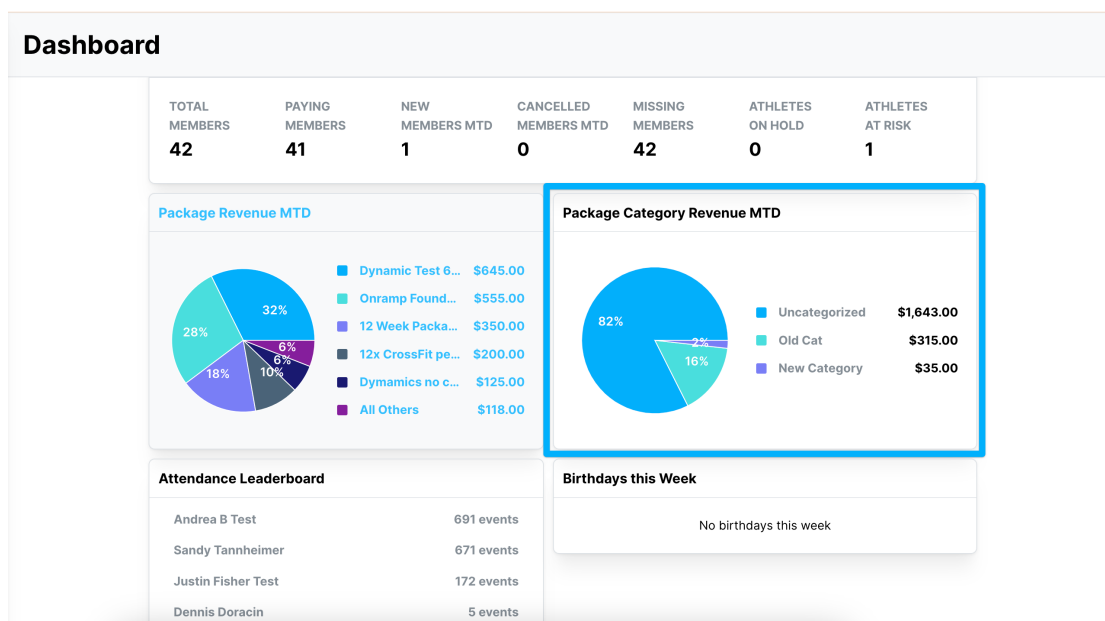
Package Revenue Distribution (MTD)

The Package Revenue Distribution report automatically generates a graph for you to see the breakdown of revenue based on membership Package allotment. These numbers are represented both in percentage (on the pie chart) and dollar amount (in the sidebar).



Package Category Revenue Distribution (MTD)

The Package Category Revenue Distribution (MTD) chart on your Kilo dashboard helps gym owners - especially those who sell hybrid membership packages - understand how their monthly revenue is distributed through their programs such as Personal Training, Group Training, and Nutrition coaching.



To utilize this report, you must first allot percentages of revenue for each of your packages.

Categorize Package revenue by following these steps:

1. Go to the Packages list in your Kilo Gym Management account.
2. Click the action (blue arrow) button to the far right of the first Package you'd like to categorize for revenue distribution.
3. Select "+ Revenue Categorization"
4. When you first begin to use this feature, you'll need to add your revenue categories with the "Manage Revenue Categories" option. In the future, these revenue categories will be saved and you'll simply select them by clicking the plus sign and searching for previously saved categories.

Revenue Categorization

CrossFit

×

100.00 %

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+

Manage Revenue Categories

1. Add your first category. These can match your Event-types in Kilo exactly or be more broad - it's your choice. For example, if you have many styles of Group Training listed as Events (Bootcamp, CrossFit, etc.) but would like to only track Group Training as a broad category, you can enter "Group Training" or the specific Event types.

← Back

Manage Revenue Categories

🔍

Category name

CrossFit

Save

🗑️

Category name

Harry Test Revenue Category

Save

🗑️

Category name

Test

Save

🗑️

Category name

Save

🗑️

Add New Category +

1. Assign percentages for the Package revenue to each category selected.
2. A package containing a single event, like "CrossFit Unlimited Monthly" will likely have one category

where 100% of the revenue is assigned to a “CrossFit” category or a “Group Training” category. Hybrid packages, such as OnRamp, may have 2 or more categories where the allotted percentages add up to 100%.

3. Continue adding categories with "Add New Category+" button. Then, assign a percentage for each category.

Revenue Categorization

Categorize revenue made from this package.

CrossFit

×

100.00 %

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+

Manage Revenue Categories

Cancel

Save

4. Finally, click Save.
5. If you need to edit an existing revenue category or no longer use an existing category, you now have the ability to edit and/or delete.

Changes are reflected instantly on your Kilo Dashboard, giving you real-time clarity and improved accuracy.

Have more questions about revenue distribution reporting? Email our Support team at hello@usekilo.com.