

# Management Report

Arizona Trail Association

For the period ended January 31, 2022



Prepared by

**EverythingCounts**

Prepared on

**February 17, 2022**

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# Balance Sheet

As of January 31, 2022

		Total
	As of Jan 31, 2022	As of Jan 31, 2021 (PY)
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Bank Accounts</b>		
1015 National Bank of AZ	139,478.07	29,680.23
1030 PayPal Checking	633.33	1,219.65
1040 eTapestry details	0.00	250.00
1050 Petty Cash	200.00	200.00
<b>Total Bank Accounts</b>	<b>140,311.40</b>	<b>31,349.88</b>
<b>Accounts Receivable</b>		
1200 Accounts Receivable (A/R)	1,122.40	159,410.64
<b>Total Accounts Receivable</b>	<b>1,122.40</b>	<b>159,410.64</b>
<b>Other Current Assets</b>		
1110 Investment - Vanguard	346,765.03	346,353.18
1250 Receivable-ERTC Payroll Tax Credit	74,211.94	
1315 Security Deposits	1,200.00	1,200.00
1750 Special Event Inventory	0.00	-0.11
<b>Total Other Current Assets</b>	<b>422,176.97</b>	<b>347,553.07</b>
<b>Total Current Assets</b>	<b>563,610.77</b>	<b>538,313.59</b>
<b>Fixed Assets</b>		
1500 Fixed Assets		
1510 Equipment	21,949.12	21,949.12
1530 Vehicles	161,108.39	161,108.39
1550 Accum Deprec	-165,898.60	-153,168.30
<b>Total 1500 Fixed Assets</b>	<b>17,158.91</b>	<b>29,889.21</b>
<b>Total Fixed Assets</b>	<b>17,158.91</b>	<b>29,889.21</b>
<b>Other Assets</b>		
1700 Product inventory	9,199.27	14,600.95
<b>Total Other Assets</b>	<b>9,199.27</b>	<b>14,600.95</b>
<b>TOTAL ASSETS</b>	<b>\$589,968.95</b>	<b>\$582,803.75</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
2000 Accounts Payable	81,299.40	33,610.65
<b>Total Accounts Payable</b>	<b>81,299.40</b>	<b>33,610.65</b>
<b>Credit Cards</b>		
2010 NBAZ Credit Card	0.00	0.00
2030 Control 4297	23,311.02	13,508.39
<b>Total 2010 NBAZ Credit Card</b>	<b>23,311.02</b>	<b>13,508.39</b>
<b>Total Credit Cards</b>	<b>23,311.02</b>	<b>13,508.39</b>

	As of Jan 31, 2022	As of Jan 31, 2021 (PY)	Total
<b>Total Current Liabilities</b>	<b>104,610.42</b>	<b>47,119.04</b>	<b>47,119.04</b>
<b>Total Liabilities</b>	<b>104,610.42</b>	<b>47,119.04</b>	<b>47,119.04</b>
<b>Equity</b>			
3000 Restricted Net Assets			
3020 Permanent Restricted Net Assets	5,000.00		5,000.00
3030 Temporary Restricted Net Assets	87,409.00		87,409.00
<b>Total 3000 Restricted Net Assets</b>	<b>92,409.00</b>		<b>92,409.00</b>
3900 Unrestricted Net Assets	410,902.80		419,020.75
Net Income	-17,953.27		24,254.96
<b>Total Equity</b>	<b>485,358.53</b>		<b>535,684.71</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$589,968.95</b>		<b>\$582,803.75</b>

# Profit and Loss

January 2022

	<b>Total</b>
<b>INCOME</b>	
4000 Individual Donations	1,610.96
4005 Memorial Donations	334.00
4010 Donor Advised Funds	32,092.00
<b>Total 4000 Individual Donations</b>	<b>34,036.96</b>
4050 Membership	13,525.00
4100 Corporate Donations	5,427.24
4140 Business Partnerships	1,442.80
4150 Corporate Matched Funds	3.85
<b>Total 4100 Corporate Donations</b>	<b>6,873.89</b>
4200 Non-Government Grants	3,179.08
4300 Program Income	
4320 Trail Building Workshops	1,100.00
<b>Total 4300 Program Income</b>	<b>1,100.00</b>
4350 Special Events	
4360 Endurance Registration	12,270.80
<b>Total 4350 Special Events</b>	<b>12,270.80</b>
4600 Raffle Income	640.00
4700 Product Sales	7,809.65
<b>Total Income</b>	<b>79,435.38</b>
<b>COST OF GOODS SOLD</b>	
5000 Product Cost	3,099.52
<b>Total Cost of Goods Sold</b>	<b>3,099.52</b>
<b>GROSS PROFIT</b>	<b>76,335.86</b>
<b>EXPENSES</b>	
5100 Payroll & ERE	177.19
5110 Salaries & Wages	55,514.31
5130 Health Insurance	612.93
5140 Payroll Taxes	2,794.32
5150 Staff Training	355.00
<b>Total 5100 Payroll &amp; ERE</b>	<b>59,453.75</b>
5200 Office rent	1,207.20
5205 Storage	156.87
5210 Office Equipment	209.01
5215 Insurance	3,026.66
5220 Printing & Reproduction	312.94
5225 Postage & Shipping	972.69
5250 Taxes & Fees	
5251 Payment Processing	672.43
5254 Bank Charges	33.10
<b>Total 5250 Taxes &amp; Fees</b>	<b>705.53</b>
5265 Dues & Subscriptions	40.42

	<b>Total</b>
5267 Accounting	1,145.00
5268 Lobbying Expenses	1,666.67
<b>Total 5265 Dues &amp; Subscriptions</b>	<b>2,852.09</b>
5270 Communication	
5271 Newsletter	189.33
5273 Phone & Internet	647.51
<b>Total 5270 Communication</b>	<b>836.84</b>
5290 Depreciation Expense	595.21
5310 Food & beverage	3,111.07
5320 Supplies	9,093.42
5350 Venue Cost	1,972.50
5360 Awards	2,297.89
5370 Member Fulfillment Items	594.24
5400 Travel	1,552.22
5401 Vehicle Maintenance	605.03
5402 Van Rental	1,364.08
<b>Total 5400 Travel</b>	<b>3,521.33</b>
5500 Professional Fee	
5505 Professional Services	508.80
5510 Direct Labor	3,501.00
<b>Total 5500 Professional Fee</b>	<b>4,009.80</b>
7000 Improvements to Public Lands	1,289.96
QuickBooks Payments Fees	1.85
<b>Total Expenses</b>	<b>96,220.85</b>
<b>NET OPERATING INCOME</b>	<b>-19,884.99</b>
<b>OTHER INCOME</b>	
8001 Cash Back	2,059.85
8002 Dividend Income	2.90
8100 Unrealized Gain/Loss on Investments	-219.03
8200 In-Kind Contributions - Tangible	88.00
<b>Total Other Income</b>	<b>1,931.72</b>
<b>NET OTHER INCOME</b>	<b>1,931.72</b>
<b>NET INCOME</b>	<b>\$ -17,953.27</b>

# A/P Aging Summary

As of January 31, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
American Conservation Experience			73,347.94			73,347.94
Clara Kuhn			1,914.25			1,914.25
David Stratton			41.55			41.55
Francis M LaPointe (McVitty)			1,725.44			1,725.44
Gary Parcher		2,065.62				2,065.62
Jeanelle Carpentier		80.00				80.00
Marana Unified School District	508.80					508.80
Melanie Middlestetter	47.50					47.50
NAU Cycling			250.00			250.00
On Your Left Timing	1,145.80					1,145.80
Pinal County Open Space and Trails	172.50					172.50
<b>TOTAL</b>	<b>\$1,874.60</b>	<b>\$2,145.62</b>	<b>\$77,279.18</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$81,299.40</b>

# A/R Aging Summary

As of January 31, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
AZ Hiking Shack					-12.50	-12.50
BBMS	361.34					361.34
Summit Hut		773.56				773.56
<b>TOTAL</b>	<b>\$361.34</b>	<b>\$773.56</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$ -12.50</b>	<b>\$1,122.40</b>