

Management Report

Arizona Trail Association

For the period ended January 31, 2022



Prepared by

EverythingCounts

Prepared on

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Balance Sheet

As of January 31, 2022

| | | Total |
|---|---------------------|-------------------------|
| | As of Jan 31, 2022 | As of Jan 31, 2021 (PY) |
| ASSETS | | |
| Current Assets | | |
| Bank Accounts | | |
| 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 |
| Total Bank Accounts | 140,311.40 | 31,349.88 |
| Accounts Receivable | | |
| 1200 Accounts Receivable (A/R) | 1,122.40 | 159,410.64 |
| Total Accounts Receivable | 1,122.40 | 159,410.64 |
| Other Current Assets | | |
| 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 |
| Total Other Current Assets | 422,176.97 | 347,553.07 |
| Total Current Assets | 563,610.77 | 538,313.59 |
| Fixed Assets | | |
| 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 |
| Total 1500 Fixed Assets | 17,158.91 | 29,889.21 |
| Total Fixed Assets | 17,158.91 | 29,889.21 |
| Other Assets | | |
| 1700 Product inventory | 9,199.27 | 14,600.95 |
| Total Other Assets | 9,199.27 | 14,600.95 |
| TOTAL ASSETS | \$589,968.95 | \$582,803.75 |
| LIABILITIES AND EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | | |
| 2000 Accounts Payable | 81,299.40 | 33,610.65 |
| Total Accounts Payable | 81,299.40 | 33,610.65 |
| Credit Cards | | |
| 2010 NBAZ Credit Card | 0.00 | 0.00 |
| 2030 Control 4297 | 23,311.02 | 13,508.39 |
| Total 2010 NBAZ Credit Card | 23,311.02 | 13,508.39 |
| Total Credit Cards | 23,311.02 | 13,508.39 |

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

Profit and Loss

January 2022

| | Total |
|--|------------------|
| INCOME | |
| 4000 Individual Donations | 1,610.96 |
| 4005 Memorial Donations | 334.00 |
| 4010 Donor Advised Funds | 32,092.00 |
| Total 4000 Individual Donations | 34,036.96 |
| 4050 Membership | 13,525.00 |
| 4100 Corporate Donations | 5,427.24 |
| 4140 Business Partnerships | 1,442.80 |
| 4150 Corporate Matched Funds | 3.85 |
| Total 4100 Corporate Donations | 6,873.89 |
| 4200 Non-Government Grants | 3,179.08 |
| 4300 Program Income | |
| 4320 Trail Building Workshops | 1,100.00 |
| Total 4300 Program Income | 1,100.00 |
| 4350 Special Events | |
| 4360 Endurance Registration | 12,270.80 |
| Total 4350 Special Events | 12,270.80 |
| 4600 Raffle Income | 640.00 |
| 4700 Product Sales | 7,809.65 |
| Total Income | 79,435.38 |
| COST OF GOODS SOLD | |
| 5000 Product Cost | 3,099.52 |
| Total Cost of Goods Sold | 3,099.52 |
| GROSS PROFIT | 76,335.86 |
| EXPENSES | |
| 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 |
| Total 5100 Payroll & ERE | 59,453.75 |
| 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 |
| Total 5250 Taxes & Fees | 705.53 |
| 5265 Dues & Subscriptions | 40.42 |

| | Total |
|--|----------------------|
| 5267 Accounting | 1,145.00 |
| 5268 Lobbying Expenses | 1,666.67 |
| Total 5265 Dues & Subscriptions | 2,852.09 |
| 5270 Communication | |
| 5271 Newsletter | 189.33 |
| 5273 Phone & Internet | 647.51 |
| Total 5270 Communication | 836.84 |
| 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 |
| Total 5400 Travel | 3,521.33 |
| 5500 Professional Fee | |
| 5505 Professional Services | 508.80 |
| 5510 Direct Labor | 3,501.00 |
| Total 5500 Professional Fee | 4,009.80 |
| 7000 Improvements to Public Lands | 1,289.96 |
| QuickBooks Payments Fees | 1.85 |
| Total Expenses | 96,220.85 |
| NET OPERATING INCOME | -19,884.99 |
| OTHER INCOME | |
| 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 |
| Total Other Income | 1,931.72 |
| NET OTHER INCOME | 1,931.72 |
| NET INCOME | \$ -17,953.27 |

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 |
| TOTAL | \$1,874.60 | \$2,145.62 | \$77,279.18 | \$0.00 | \$0.00 | \$81,299.40 |

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 |
| TOTAL | \$361.34 | \$773.56 | \$0.00 | \$0.00 | \$ -12.50 | \$1,122.40 |