

Management Report

Arizona Trail Association

For the period ended April 30, 2022



Prepared by

EverythingCounts

Prepared on

May 23, 2022

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Balance Sheet

As of April 30, 2022

		Total
	As of Apr 30, 2022	As of Apr 30, 2021 (PY)
ASSETS		
Current Assets		
Bank Accounts		
1015 National Bank of AZ	196,194.76	59,258.86
1030 PayPal Checking	5,347.29	210.71
1050 Petty Cash	200.00	200.00
Total Bank Accounts	201,742.05	59,669.57
Accounts Receivable		
1200 Accounts Receivable (A/R)	117,364.76	123,339.58
Total Accounts Receivable	117,364.76	123,339.58
Other Current Assets		
1110 Investment - Vanguard	346,380.90	346,654.15
1315 Security Deposits	1,200.00	1,200.00
1750 Special Event Inventory	0.00	-0.11
Total Other Current Assets	347,580.90	347,854.04
Total Current Assets	666,687.71	530,863.19
Fixed Assets		
1500 Fixed Assets		
1510 Equipment	21,949.12	21,949.12
1530 Vehicles	161,108.39	161,108.39
1550 Accum Deprec	-167,684.23	-156,981.48
Total 1500 Fixed Assets	15,373.28	26,076.03
Total Fixed Assets	15,373.28	26,076.03
Other Assets		
1700 Product inventory	9,199.27	14,600.95
Total Other Assets	9,199.27	14,600.95
TOTAL ASSETS	\$691,260.26	\$571,540.17

LIABILITIES AND EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 Accounts Payable	6,528.00	69,893.90
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Total Accounts Payable	6,528.00	69,893.90
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Credit Cards

2010 NBAZ Credit Card	0.00	0.00
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2018 Karrie 2825 (deleted)	0.00	2,744.69
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2030 Control 4297	16,103.14	16,732.36
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Total 2010 NBAZ Credit Card	16,103.14	19,477.05
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Total Credit Cards	16,103.14	19,477.05
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Other Current Liabilities

	Total	
	As of Apr 30, 2022	As of Apr 30, 2021 (PY)
2100 Payroll Liabilities	0.00	76.35
Total Other Current Liabilities	0.00	76.35
Total Current Liabilities	22,631.14	89,447.30
Long-Term Liabilities		
2220 NBAZ PPP Note Payable	0.00	72,574.00
Total Long-Term Liabilities	0.00	72,574.00
Total Liabilities	22,631.14	162,021.30
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	409,499.59	419,020.75
Net Income	166,720.53	-101,910.88
Total Equity	668,629.12	409,518.87
TOTAL LIABILITIES AND EQUITY	\$691,260.26	\$571,540.17

Profit and Loss YTD

April 2022

	Apr 2022	Jan - Apr, 2022 (YTD)	Total
INCOME			
4000 Individual Donations	1,856.00		18,646.71
4005 Memorial Donations	25.00		2,343.00
4010 Donor Advised Funds	793.95		34,601.47
Total 4000 Individual Donations	2,674.95		55,591.18
4050 Membership	12,285.00		53,028.05
4100 Corporate Donations	1,964.58		61,359.20
4130 Sponsorships	5,700.00		13,350.00
4140 Business Partnerships	3,244.69		12,817.02
4150 Corporate Matched Funds	475.00		836.21
Total 4100 Corporate Donations	11,384.27		88,362.43
4200 Non-Government Grants			12,191.83
4250 Government Grants	106,459.76		286,266.28
4300 Program Income			
4320 Trail Building Workshops	475.00		2,775.00
Total 4300 Program Income	475.00		2,775.00
4350 Special Events	712.50		1,219.50
4360 Endurance Registration	9,283.00		73,467.80
Total 4350 Special Events	9,995.50		74,687.30
4600 Raffle Income			502.00
4700 Product Sales	6,392.85		27,572.45
4710 Wholesale	1,556.30		2,958.88
Total 4700 Product Sales	7,949.15		30,531.33
Total Income	151,223.63		603,935.40
COST OF GOODS SOLD			
5000 Product Cost	113.27		13,791.03
Total Cost of Goods Sold	113.27		13,791.03
GROSS PROFIT	151,110.36		590,144.37
EXPENSES			
5100 Payroll & ERE	197.94		781.01
5110 Salaries & Wages	43,539.86		180,457.01
5130 Health Insurance	797.32		3,004.89
5140 Payroll Taxes	3,268.26		12,152.02
5150 Staff Training	35.00		425.00
Total 5100 Payroll & ERE	47,838.38		196,819.93
5200 Office rent	1,297.20		4,918.80
5205 Storage	620.87		2,019.48
5210 Office Equipment			209.01
5215 Insurance	932.09		7,701.03
5220 Printing & Reproduction	62.48		776.76
5225 Postage & Shipping	1,060.00		4,935.09

	Apr 2022	Jan - Apr, 2022 (YTD)	Total
5250 Taxes & Fees			
5251 Payment Processing	955.16		3,415.70
5254 Bank Charges	2.10		39.40
Total 5250 Taxes & Fees	957.26		3,455.10
5260 Advertising	477.42		477.42
5265 Dues & Subscriptions	155.85		2,212.97
5267 Accounting	850.00		3,695.00
5268 Lobbying Expenses	1,666.67		6,666.68
Total 5265 Dues & Subscriptions	2,672.52		12,574.65
5270 Communication			
5271 Newsletter	223.43		903.55
5272 Database/Software	211.08		1,579.59
5273 Phone & Internet	672.66		2,691.31
Total 5270 Communication	1,107.17		5,174.45
5290 Depreciation Expense	595.21		2,380.84
5310 Food & beverage	2,896.14		11,215.80
5320 Supplies	3,415.33		24,076.91
5340 Entertainment	41.47		41.47
5350 Venue Cost	291.00		2,263.50
5360 Awards	1,010.31		3,347.72
5370 Member Fulfillment Items			594.24
5400 Travel	3,295.98		11,041.26
5401 Vehicle Maintenance	791.95		2,379.61
5402 Van Rental	1,826.43		4,571.84
Total 5400 Travel	5,914.36		17,992.71
5500 Professional Fee			
5505 Professional Services			10,508.80
5510 Direct Labor	17,224.33		76,517.71
Total 5500 Professional Fee	17,224.33		87,026.51
7000 Improvements to Public Lands	18,952.68		44,914.78
Total Expenses	107,366.22		432,916.20
NET OPERATING INCOME	43,744.14		157,228.17
OTHER INCOME			
8000 Interest Income	6,598.46		6,598.46
8001 Cash Back			2,059.85
8002 Dividend Income	60.62		90.94
8100 Unrealized Gain/Loss on Investments	-350.09		-691.20
8200 In-Kind Contributions - Tangible	54.01		1,434.31
Total Other Income	6,363.00		9,492.36
NET OTHER INCOME	6,363.00		9,492.36
NET INCOME	\$50,107.14		\$166,720.53

A/P Aging Summary

As of April 30, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
Holly Sage Art		140.00				140.00
Shannon Villegas		600.00				600.00
Steven J Outridge		5,788.00				5,788.00
TOTAL	\$0.00	\$6,528.00	\$0.00	\$0.00	\$0.00	\$6,528.00

A/R Aging Summary

As of April 30, 2022

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
American Conservation Experience - D	250.00					250.00
Arizona Office of Tourism		5,000.00				5,000.00
Arizona State Parks Board		4,000.00				4,000.00
AZ Hiking Shack		667.50			-12.50	655.00
Nash Powersports - D			500.00			500.00
Pinal County Office of Emergency Management		37,500.00				37,500.00
Singletrack Trails		500.00				500.00
USDA Treasury	68,959.76					68,959.76
TOTAL	\$69,209.76	\$47,667.50	\$500.00	\$0.00	\$ -12.50	\$117,364.76

Arizona Trail Association

Budget vs. Actuals: 2022 Board Approved Budget - FY22 P&L

January - March, 2022

	YTD Actual	YTD Budget	over(under) Budget	Annual Budget	YTD Actual less Annual Budget
Income					
4000 Individual Donations	16,790.71	25,000.00	(8,209.29)	100,000.00	(83,209.29)
4005 Memorial Donations	2,318.00	1,250.00	1,068.00	5,000.00	(2,682.00)
4010 Donor Advised Funds	33,807.52	12,500.00	21,307.52	50,000.00	(16,192.48)
Total 4000 Individual Donations	52,916.23	38,750.00	14,166.23	155,000.00	(102,083.77)
4050 Membership	40,693.05	37,500.00	3,193.05	150,000.00	(109,306.95)
4055 Board Member Dues		1,125.00	(1,125.00)	4,500.00	(4,500.00)
Total 4050 Membership	40,693.05	38,625.00	2,068.05	154,500.00	(113,806.95)
4100 Corporate Donations	59,394.62	21,250.00	38,144.62	85,000.00	(25,605.38)
4130 Sponsorships	7,900.00	1,375.00	6,525.00	5,500.00	2,400.00
4140 Business Partnerships	7,115.05	7,125.00	(9.95)	28,500.00	(21,384.95)
4150 Corporate Matched Funds	361.21	1,250.00	(888.79)	5,000.00	(4,638.79)
Total 4100 Corporate Donations	74,770.88	31,000.00	43,770.88	124,000.00	(49,229.12)
4200 Non-Government Grants	12,191.83	62,500.00	(50,308.17)	250,000.00	(237,808.17)
4250 Government Grants	179,806.52	205,000.00	(25,193.48)	820,000.00	(640,193.48)
4300 Program Income					
4320 Trail Building Workshops	2,300.00	1,750.00	550.00	7,000.00	(4,700.00)
Total 4300 Program Income	2,300.00	1,750.00	550.00	7,000.00	(4,700.00)
4350 Special Events	507.00	125.00	382.00	500.00	7.00
4360 Endurance Registration	64,184.80	19,000.00	45,184.80	76,000.00	(11,815.20)
Total 4350 Special Events	64,691.80	19,125.00	45,566.80	76,500.00	(11,808.20)
4600 Raffle Income	502.00	3,750.00	(3,248.00)	15,000.00	(14,498.00)
4700 Product Sales	21,179.60	16,000.00	5,179.60	64,000.00	(42,820.40)
4710 Wholesale	1,402.58	3,750.00	(2,347.42)	15,000.00	(13,597.42)
Total 4700 Product Sales	22,582.18	19,750.00	2,832.18	79,000.00	(56,417.82)
Total Income	450,454.49	420,250.00	30,204.49	1,681,000.00	(1,230,545.51)
Cost of Goods Sold					
5000 Product Cost	13,677.76	11,250.00	2,427.76	45,000.00	(31,322.24)
Total Cost of Goods Sold	13,677.76	11,250.00	2,427.76	45,000.00	(31,322.24)
Gross Profit	436,776.73	409,000.00	27,776.73	1,636,000.00	(1,199,223.27)

Arizona Trail Association
Budget vs. Actuals: 2022 Board Approved Budget - FY22 P&L
 January - March, 2022

	YTD Actual	YTD Budget	over(under) Budget	Annual Budget	YTD Actual less Annual Budget
Expenses					
5020 Raffle Expense		50.00	(50.00)	200.00	(200.00)
5100 Payroll & ERE	583.07	375.00	208.07	1,500.00	(916.93)
5110 Salaries & Wages	148,189.65	103,348.75	44,840.90	413,395.00	(265,205.35)
5130 Health Insurance	1,908.59	2,000.00	(91.41)	8,000.00	(6,091.41)
5140 Payroll Taxes	9,711.79	8,433.00	1,278.79	33,732.00	(24,020.21)
5150 Staff Training	390.00	1,375.00	(985.00)	5,500.00	(5,110.00)
Total 5100 Payroll & ERE	160,783.10	115,531.75	45,251.35	462,127.00	(301,343.90)
5200 Office rent	3,621.60	4,125.00	(503.40)	16,500.00	(12,878.40)
5205 Storage	1,398.61	2,085.75	(687.14)	8,343.00	(6,944.39)
5210 Office Equipment	209.01	300.00	(90.99)	1,200.00	(990.99)
5215 Insurance	6,768.94	8,000.00	(1,231.06)	32,000.00	(25,231.06)
5220 Printing & Reproduction	714.28	750.00	(35.72)	3,000.00	(2,285.72)
5225 Postage & Shipping	3,875.09	4,125.00	(249.91)	16,500.00	(12,624.91)
5250 Taxes & Fees		12.50	(12.50)	50.00	(50.00)
5251 Payment Processing	2,432.08	2,750.00	(317.92)	11,000.00	(8,567.92)
5254 Bank Charges	37.30	25.00	12.30	100.00	(62.70)
Total 5250 Taxes & Fees	2,469.38	2,787.50	(318.12)	11,150.00	(8,680.62)
5260 Advertising		5,000.00	(5,000.00)	20,000.00	(20,000.00)
5265 Dues & Subscriptions	2,057.12	2,500.00	(442.88)	10,000.00	(7,942.88)
5267 Accounting	2,845.00	5,000.00	(2,155.00)	20,000.00	(17,155.00)
5268 Lobbying Expenses	5,000.01	5,000.00	0.01	20,000.00	(14,999.99)
Total 5265 Dues & Subscriptions	9,902.13	12,500.00	(2,597.87)	50,000.00	(40,097.87)
5270 Communication		25.00	(25.00)	100.00	(100.00)
5271 Newsletter	680.12	25.00	655.12	100.00	580.12
5272 Database/Software	1,368.51	3,750.00	(2,381.49)	15,000.00	(13,631.49)
5273 Phone & Internet	2,018.65	2,062.50	(43.85)	8,250.00	(6,231.35)
Total 5270 Communication	4,067.28	5,862.50	(1,795.22)	23,450.00	(19,382.72)
5290 Depreciation Expense	1,785.63	2,362.50	(576.87)	9,450.00	(7,664.37)
5310 Food & beverage	8,312.68	4,125.00	4,187.68	16,500.00	(8,187.32)
5320 Supplies	20,263.01	20,000.00	263.01	80,000.00	(59,736.99)

Arizona Trail Association
Budget vs. Actuals: 2022 Board Approved Budget - FY22 P&L
 January - March, 2022

	YTD Actual	YTD Budget	over(under) Budget	Annual Budget	YTD Actual less Annual Budget
5340 Entertainment		625.00	(625.00)	2,500.00	(2,500.00)
5350 Venue Cost	1,972.50	1,375.00	597.50	5,500.00	(3,527.50)
5360 Awards	2,337.41	2,500.00	(162.59)	10,000.00	(7,662.59)
5365 Raffle Prize Expense		1,250.00	(1,250.00)	5,000.00	(5,000.00)
5370 Member Fulfillment Items	594.24	625.00	(30.76)	2,500.00	(1,905.76)
5400 Travel	8,605.38	6,875.00	1,730.38	27,500.00	(18,894.62)
5401 Vehicle Maintenance	1,587.66	3,750.00	(2,162.34)	15,000.00	(13,412.34)
5402 Van Rental	2,745.41	1,250.00	1,495.41	5,000.00	(2,254.59)
Total 5400 Travel	12,938.45	11,875.00	1,063.45	47,500.00	(34,561.55)
5500 Professional Fee			-		
5505 Professional Services	10,508.80	750.00	9,758.80	3,000.00	7,508.80
5510 Direct Labor	59,293.38	177,500.00	(118,206.62)	710,000.00	(650,706.62)
5515 Indirect Labor		500.00	(500.00)	2,000.00	(2,000.00)
Total 5500 Professional Fee	69,802.18	178,750.00	(108,947.82)	715,000.00	(645,197.82)
5999 Misc. Expenses		125.00	(125.00)	500.00	(500.00)
7000 Improvements to Public Lands	25,962.10	11,250.00	14,712.10	45,000.00	(19,037.90)
QuickBooks Payments Fees	28.46		28.46		28.46
Total Expenses	337,806.08	395,980.00	(58,173.92)	1,583,920.00	(1,246,113.92)
Net Operating Income	98,970.65	13,020.00	85,950.65	52,080.00	46,890.65
Other Income					
8001 Cash Back	2,059.85	500.00	1,559.85	2,000.00	59.85
8002 Dividend Income	30.32	37.50	(7.18)	150.00	(119.68)
8100 Unrealized Gain/Loss on Investments	(341.11)	112.50	(453.61)	450.00	(791.11)
8200 In-Kind Contributions - Tangible	1,380.30	3,750.00	(2,369.70)	15,000.00	(13,619.70)
8201 In-Kind Contributions - Intangible		3,750.00	(3,750.00)	15,000.00	(15,000.00)
Total Other Income	3,129.36	8,150.00	(5,020.64)	32,600.00	(29,470.64)
Other Expenses					
9100 In-Kind Expenses - Tang		62.50	(62.50)	250.00	(250.00)
Total Other Expenses	-	62.50	(62.50)	250.00	(250.00)
Net Other Income	3,129.36	8,087.50	(4,958.14)	32,350.00	(29,220.64)
Net Income	102,100.01	21,107.50	80,992.51	84,430.00	17,670.01