

June 2023

Financial Report

Arizona Trail Association



Prepared By
EverythingCounts

Prepared On
July 14, 2023

EverythingCounts
SUCCESS.INSPIRATION.BALANCE

Balance Sheet (last month)

June 2023

Name	Jun '23	Jun '22	\$ Change
ASSETS	-	-	-
Current Assets	-	-	-
Bank Accounts	-	-	-
1015 National Bank of AZ	\$208,162.19	\$205,353.62	\$2,808.57
1030 PayPal Checking	\$666.35	\$400.88	\$265.47
1050 Petty Cash	\$200.00	\$200.00	-
Total Bank Accounts	\$209,028.54	\$205,954.50	\$3,074.04
Accounts Receivable	-	-	-
1200 Accounts Receivable (A/R)	\$834.25	\$76,930.39	-\$76,096.14
Total Accounts Receivable	\$834.25	\$76,930.39	-\$76,096.14
Other Current Assets	-	-	-
1110 Investment - Vanguard	\$187,274.80	\$346,569.30	-\$159,294.50
1300 Prepaid Insurance	\$1,266.00	-	\$1,266.00
1315 Security Deposits	\$3,200.00	\$3,200.00	-
Total Other Current Assets	\$191,740.80	\$349,769.30	-\$158,028.50
Total Current Assets	\$401,603.59	\$632,654.19	-\$231,050.60
Fixed Assets	-	-	-
1500 Fixed Assets	-	-	-
1510 Equipment	\$21,949.12	\$21,949.12	-
1520 Computer/Office Equipment	\$1,086.97	-	\$1,086.97
1530 Vehicles	\$202,888.39	\$161,108.39	\$41,780.00
1550 Accum Deprec	-\$183,694.98	-\$168,874.65	-\$14,820.33
Total 1500 Fixed Assets	\$42,229.50	\$14,182.86	\$28,046.64
Total Fixed Assets	\$42,229.50	\$14,182.86	\$28,046.64
Other Assets	-	-	-
1700 Product inventory	\$21,144.00	\$9,199.27	\$11,944.73
1810 ROU Lease Asset- Operating Leases	\$44,167.91	-	\$44,167.91

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Name	Jun '23	Jun '22	\$ Change
Total Other Assets	\$65,311.91	\$9,199.27	\$56,112.64
TOTAL ASSETS	\$509,145.00	\$656,036.32	-\$146,891.32
LIABILITIES AND EQUITY	-	-	-
Liabilities	-	-	-
Current Liabilities	-	-	-
Accounts Payable	-	-	-
2000 Accounts Payable	\$2,724.46	\$201.00	\$2,523.46
Total Accounts Payable	\$2,724.46	\$201.00	\$2,523.46
Credit Cards	-	-	-
2010 NBAZ Credit Card	-	-	-
2012 Wendy 2148	-	\$25.97	-\$25.97
2013 Zach 2744	-	\$87.55	-\$87.55
2015 Karrie 3849	-	\$389.18	-\$389.18
2022 Donovan 6687	-	\$19.99	-\$19.99
2030 Control 4297	\$16,153.85	\$13,122.68	\$3,031.17
Total 2010 NBAZ Credit Card	\$16,153.85	\$13,591.72	\$2,562.13
Total Credit Cards	\$16,153.85	\$13,591.72	\$2,562.13
Other Current Liabilities	-	-	-
2190 Deferred Event Income	\$1,037.00	-	\$1,037.00
2510 Current Portion Operating Lease Liability	\$14,449.64	-	\$14,449.64
Total Other Current Liabilities	\$15,486.64	-	\$15,486.64
Total Current Liabilities	\$34,364.95	\$13,792.72	\$20,572.23
Long-Term Liabilities	-	-	-
2520 Long Term Operating Lease Liability	\$31,768.27	-	\$31,768.27
Total Long-Term Liabilities	\$31,768.27	-	\$31,768.27
Total Liabilities	\$66,133.22	\$13,792.72	\$52,340.50
Equity	-	-	-
3000 Restricted Net Assets	-	-	-
3020 Permanent Restricted Net Assets	\$5,000.00	\$5,000.00	-

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Name	Jun '23	Jun '22	\$ Change
3030 Temporary Restricted Net Assets	\$346,016.00	\$201,333.00	\$144,683.00
Total 3000 Restricted Net Assets	\$351,016.00	\$206,333.00	\$144,683.00
3900 Unrestricted Net Assets	\$187,830.27	\$311,358.59	-\$123,528.32
Net Income	-\$95,834.49	\$124,552.01	-\$220,386.50
Total Equity	\$443,011.78	\$642,243.60	-\$199,231.82
TOTAL LIABILITIES AND EQUITY	\$509,145.00	\$656,036.32	-\$146,891.32

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Arizona Trail Association

Budget vs. Actuals: 2023 Board Approved Budget - FY23 P&L

January - June, 2023

	Actual	Budget	Over Budget	Annual Budget	YTD Actual less Annual Budget
Income					
4000 Individual Donations	\$ 8,342.13	\$ 37,500.00	\$ (29,157.87)	\$ 75,000.00	\$ (66,657.87)
4005 Memorial Donations	631.33	2,500.00	(1,868.67)	5,000.00	(4,368.67)
4010 Donor Advised Funds	32,937.26	25,000.00	7,937.26	50,000.00	(17,062.74)
Total 4000 Individual Donations	41,910.72	65,000.00	(23,089.28)	130,000.00	(88,089.28)
4050 Membership	70,416.87	70,000.00	416.87	140,000.00	(69,583.13)
4055 Board Member Dues	207.85	2,250.00	(2,042.15)	4,500.00	(4,292.15)
Total 4050 Membership	70,624.72	72,250.00	(1,625.28)	144,500.00	(73,875.28)
4100 Corporate Donations	31,950.75	50,000.00	(18,049.25)	100,000.00	(68,049.25)
4130 Sponsorships	2,500.00	12,500.00	(10,000.00)	25,000.00	(22,500.00)
4140 Business Partnerships	8,788.55	12,500.00	(3,711.45)	25,000.00	(16,211.45)
4150 Corporate Matched Funds	1,276.44	3,750.00	(2,473.56)	7,500.00	(6,223.56)
Total 4100 Corporate Donations	44,515.74	78,750.00	(34,234.26)	157,500.00	(112,984.26)
4200 Non-Government Grants	118,190.00	87,500.00	30,690.00	175,000.00	(56,810.00)
4250 Government Grants	422,064.93	375,000.00	47,064.93	750,000.00	(327,935.07)
4300 Program Income					
4320 Trail Building Workshops	4,688.73	3,500.00	1,188.73	7,000.00	(2,311.27)
Total 4300 Program Income	4,688.73	3,500.00	1,188.73	7,000.00	(2,311.27)
4350 Special Events	4,279.20	7,500.00	(3,220.80)	15,000.00	(10,720.80)
4360 Endurance Registration	59,631.95	75,000.00	(15,368.05)	150,000.00	(90,368.05)
Total 4350 Special Events	63,911.15	82,500.00	(18,588.85)	165,000.00	(101,088.85)
4600 Raffle Income	13,553.80	12,500.00	1,053.80	25,000.00	(11,446.20)
4620 Alcohol Sales		750.00	(750.00)	1,500.00	(1,500.00)
4700 Product Sales	28,376.76	35,000.00	(6,623.24)	70,000.00	(41,623.24)
4710 Wholesale	3,503.70	2,500.00	1,003.70	5,000.00	(1,496.30)
Total 4700 Product Sales	31,880.46	37,500.00	(5,619.54)	75,000.00	(43,119.54)
4800 Shared Lease Income	165.00	-	165.00	-	165.00
4999 Miscellaneous	297.00	-	297.00	-	297.00
Total Income	811,802.25	815,250.00	(3,447.75)	1,630,500.00	(818,697.75)
Cost of Goods Sold					
5000 Product Cost	18,982.19	15,000.00	3,982.19	30,000.00	(11,017.81)
Total Cost of Goods Sold	18,982.19	15,000.00	3,982.19	30,000.00	(11,017.81)
Gross Profit	792,820.06	800,250.00	(7,429.94)	1,600,500.00	(807,679.94)

Arizona Trail Association

Budget vs. Actuals: 2023 Board Approved Budget - FY23 P&L

January - June, 2023

	Actual	Budget	Over Budget	Annual Budget	YTD Actual less Annual Budget
Expenses					
5020 Raffle Expense	6,776.90	-	6,776.90	-	6,776.90
5100 Payroll & ERE	1,110.42	1,250.00	(139.58)	2,500.00	(1,389.58)
5110 Salaries & Wages	318,311.19	310,000.00	8,311.19	620,000.00	(301,688.81)
5130 Health Insurance	8,963.63	4,000.00	4,963.63	8,000.00	963.63
5140 Payroll Taxes	25,340.74	22,940.00	2,400.74	45,880.00	(20,539.26)
5145 Unemployment Insurance Tax	3,264.00	-	3,264.00	-	3,264.00
5150 Staff Training	2,491.50	2,500.00	(8.50)	5,000.00	(2,508.50)
Total 5100 Payroll & ERE	359,481.48	340,690.00	18,791.48	681,380.00	(321,898.52)
5200 Office rent	8,711.95	8,250.00	461.95	16,500.00	(7,788.05)
5205 Storage	7,997.81	5,500.00	2,497.81	11,000.00	(3,002.19)
5210 Office Equipment	266.05	500.00	(233.95)	1,000.00	(733.95)
5215 Insurance	14,431.29	15,000.00	(568.71)	30,000.00	(15,568.71)
5220 Printing & Reproduction	1,234.78	750.00	484.78	1,500.00	(265.22)
5225 Postage & Shipping	6,254.35	7,500.00	(1,245.65)	15,000.00	(8,745.65)
5250 Taxes & Fees					
5251 Payment Processing	5,986.51	5,750.00	236.51	11,500.00	(5,513.49)
5254 Bank Charges	52.00	50.00	2.00	100.00	(48.00)
Total 5250 Taxes & Fees	6,038.51	5,800.00	238.51	11,600.00	(5,561.49)
5260 Advertising	7,328.69	10,000.00	(2,671.31)	20,000.00	(12,671.31)
5262 Charitable Donations to Others	240.00	-	240.00	-	240.00
5265 Dues & Subscriptions	10,073.69	5,000.00	5,073.69	10,000.00	73.69
5267 Accounting	15,152.00	9,250.00	5,902.00	18,500.00	(3,348.00)
5268 Lobbying Expenses	10,999.98	12,500.00	(1,500.02)	25,000.00	(14,000.02)
Total 5265 Dues & Subscriptions	36,225.67	26,750.00	9,475.67	53,500.00	(17,274.33)
5270 Communication					
5271 Newsletter	2,156.89	1,250.00	906.89	2,500.00	(343.11)
5272 Database/Software	1,058.74	2,500.00	(1,441.26)	5,000.00	(3,941.26)
5273 Phone & Internet	4,594.72	4,125.00	469.72	8,250.00	(3,655.28)
Total 5270 Communication	7,810.35	7,875.00	(64.65)	15,750.00	(7,939.65)
5290 Depreciation Expense	7,759.87	6,000.00	1,759.87	12,000.00	(4,240.13)
5310 Food & beverage	22,295.44	20,000.00	2,295.44	40,000.00	(17,704.56)
5320 Supplies	72,659.73	50,000.00	22,659.73	100,000.00	(27,340.27)

Arizona Trail Association

Budget vs. Actuals: 2023 Board Approved Budget - FY23 P&L

January - June, 2023

	Actual	Budget	Over Budget	Annual Budget	YTD Actual less Annual Budget
5340 Entertainment	-	1,250.00	(1,250.00)	2,500.00	(2,500.00)
5350 Venue Cost	7,229.48	3,000.00	4,229.48	6,000.00	1,229.48
5360 Awards	9,046.19	7,500.00	1,546.19	15,000.00	(5,953.81)
5365 Raffle Prize Expense	1,084.92	750.00	334.92	1,500.00	(415.08)
5370 Member Fulfillment Items	1,947.93	2,000.00	(52.07)	4,000.00	(2,052.07)
5400 Travel	25,455.89	25,000.00	455.89	50,000.00	(24,544.11)
5401 Vehicle Maintenance	13,330.02	7,500.00	5,830.02	15,000.00	(1,669.98)
5402 Van Rental	4,040.59	3,750.00	290.59	7,500.00	(3,459.41)
Total 5400 Travel	42,826.50	36,250.00	6,576.50	72,500.00	(29,673.50)
5500 Professional Fee	500.00	750.00	(250.00)	1,500.00	(1,000.00)
5505 Professional Services	2,181.41	12,500.00	(10,318.59)	25,000.00	(22,818.59)
5510 Direct Labor	278,537.00	200,000.00	78,537.00	400,000.00	(121,463.00)
5515 Indirect Labor	2,850.00	5,000.00	(2,150.00)	10,000.00	(7,150.00)
Total 5500 Professional Fee	284,068.41	218,250.00	65,818.41	436,500.00	(152,431.59)
5999 Misc. Expenses		250.00	(250.00)	500.00	(500.00)
7000 Improvements to Public Lands	15,445.12	22,500.00	(7,054.88)	45,000.00	(29,554.88)
Total Expenses	927,161.42	796,365.00	130,796.42	1,592,730.00	(665,568.58)
Net Operating Income	(134,341.36)	3,885.00	(138,226.36)	7,770.00	(142,111.36)
Other Income					
8000 Interest Income	-	2,500.00	(2,500.00)	5,000.00	(5,000.00)
8001 Cash Back	2,327.43	1,000.00	1,327.43	2,000.00	327.43
8002 Dividend Income	5,570.93	2,500.00	3,070.93	5,000.00	570.93
8004 Gain on Insurance Proceeds	8,803.41		8,803.41	-	8,803.41
8100 Unrealized Gain/Loss on Investments	393.18	(500.00)	893.18	(1,000.00)	1,393.18
8200 In-Kind Contributions - Tangible	16,941.92	2,500.00	14,441.92	5,000.00	11,941.92
8201 In-Kind Contributions - Intangible	4,470.00	2,500.00	1,970.00	5,000.00	(530.00)
Total Other Income	38,506.87	10,500.00	28,006.87	21,000.00	17,506.87
Other Expenses					
9000 Interest Expense	-	200.00	(200.00)	400.00	(400.00)
Total Other Expenses	-	200.00	(200.00)	400.00	(400.00)
Net Other Income	38,506.87	10,300.00	28,206.87	20,600.00	17,906.87
Net Income	\$ (95,834.49)	\$ 14,185.00	\$ (110,019.49)	\$ 28,370.00	\$ (124,204.49)