

YOGA ON THE LAKE
INCOME STATEMENT BY MONTH
2022
(US DOLLARS)

	JAN 2022 ACTUAL	% OF N.S.	FEB 2022 ACTUAL	% OF N.S.	MAR 2022 ACTUAL	% OF N.S.	APR 2022 ACTUAL	% OF N.S.	MAY 2022 ACTUAL	% OF N.S.	JUN 2022 ACTUAL	% OF N.S.	JUL 2022 ACTUAL	% OF N.S.	AUG 2022 ACTUAL	% OF N.S.	SEP 2022 ACTUAL	% OF N.S.	OCT 2022 ACTUAL	% OF N.S.	NOV 2022 ACTUAL	% OF N.S.	DEC 2022 ACTUAL	% OF N.S.	P13 2022 ACTUAL	YEAR 2022 ACTUAL	% OF N.S.	% CHG 2021	YEAR 2022 PLAN	% OF N.S.	% CHG PLAN
NET SALES	48,142	100.0	49,835	100.0	52,314	100.0	54,680	100.0	51,711	100.0	54,100	100.0	60,433	100.0	53,808	100.0	50,332	100.0	63,403	100.0	57,860	100.0	60,789	100.0	0	657,408	100.0	15.5	579,140	100.0	13.5
COST OF SALES	7,282	15.1	8,087	16.2	9,898	18.9	7,573	13.9	7,707	14.9	8,251	15.3	10,358	17.1	7,432	13.8	7,139	14.2	14,947	23.6	10,637	18.4	10,243	16.8	3,677	113,231	17.2	28.9	77,323	13.4	46.4
GROSS INCOME	40,861	84.9	41,748	83.8	42,416	81.1	47,106	86.1	44,004	85.1	45,849	84.7	50,076	82.9	46,376	86.2	43,193	85.8	48,456	76.4	47,223	81.6	50,546	83.2	(3,677)	544,177	82.8	13.0	501,817	86.6	8.4
SALARIES & WAGES	12,891	26.8	13,521	27.1	12,642	24.2	13,802	25.2	12,642	24.4	14,579	26.9	20,355	33.7	18,199	33.8	17,747	35.3	18,026	28.4	17,554	30.3	17,991	29.6	0	189,950	28.9	33.6	154,080	26.6	23.3
FRINGE BENEFITS	1,717	3.6	1,909	3.8	1,752	3.3	1,698	3.1	1,583	3.1	1,756	3.2	3,979	6.6	3,951	7.3	4,123	8.2	2,812	4.4	2,835	4.9	2,934	4.8	0	31,050	4.7	46.3	19,502	3.4	59.2
REPAIRS & MAINTENANCE	907	1.9	1,568	3.1	1,445	2.8	(1,555)	(2.8)	823	1.6	967	1.8	1,424	2.4	672	1.2	1,991	4.0	493	0.8	1,127	1.9	669	1.1	(933)	9,597	1.5	(45.7)	8,700	1.5	10.3
UTILITIES	1,759	3.7	2,526	5.1	2,131	4.1	2,371	4.3	1,570	3.0	1,497	2.8	1,380	2.3	1,186	2.2	1,314	2.6	1,080	1.7	1,240	2.1	1,584	2.6	0	19,636	3.0	6.3	22,930	4.0	(14.4)
SUPPLIES	925	1.9	324	0.7	2,766	5.3	281	0.5	949	1.8	652	1.2	813	1.3	55	0.1	3,343	6.6	570	0.9	1,281	2.2	454	0.7	365	12,777	1.9	31.8	8,400	1.5	52.1
ADVERTISING	1,092	2.3	1,599	3.2	1,104	2.1	1,402	2.6	1,244	2.4	1,803	3.3	1,840	3.0	1,641	3.0	2,173	4.3	1,428	2.3	1,176	2.0	2,175	3.6	0	18,676	2.8	80.5	14,888	2.6	25.4
MARKETING	316	0.7	307	0.6	378	0.7	262	0.5	459	0.9	394	0.7	393	0.6	425	0.8	393	0.7	437	0.7	612	1.1	347	0.6	5	4,693	0.7	(13.9)	5,786	1.0	(18.9)
RESORT SELLING	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0	0	0.0	0.0	0	0.0	0.0
CREDIT CARD SERVICE FEE	2,156	4.5	1,726	3.5	1,425	2.7	1,405	2.6	1,396	2.7	1,385	2.6	1,595	2.6	1,506	2.8	1,442	2.9	1,969	3.1	2,014	3.5	2,267	3.7	0	20,287	3.1	21.9	16,934	2.9	19.8
OTHER	6,394	13.3	6,866	13.8	8,043	15.4	5,560	10.2	8,037	15.5	7,276	13.4	6,762	11.2	7,833	14.6	7,875	15.6	11,647	18.4	9,353	16.2	8,829	14.5	653	95,129	14.5	9.6	85,575	14.8	11.2
DIRECT OPERATING EXPENSE	28,158	58.5	30,347	60.9	31,684	60.6	25,227	46.1	28,703	55.5	30,309	56.0	38,540	63.8	35,467	65.9	40,366	80.2	38,462	60.7	37,192	64.3	37,250	61.3	90	401,794	61.1	22.3	336,795	58.2	19.3
DIRECT OPERATING INCOME (LOSS)	12,703	26.4	11,402	22.9	10,732	20.5	21,880	40.0	15,301	29.6	15,540	28.7	11,536	19.1	10,909	20.3	2,826	5.6	9,994	15.8	10,030	17.3	13,296	21.9	(3,767)	142,382	21.7	(6.9)	165,022	28.5	(13.7)
DEPRECIATION	1,100	2.3	1,148	2.3	1,128	2.2	1,130	2.1	1,127	2.2	1,150	2.1	1,153	1.9	1,161	2.2	1,125	2.2	1,253	2.2	1,251	2.1	0	0	10	13,849	2.1	8.3	14,963	2.6	(7.4)
PROPERTY TAX	215	0.4	226	0.5	221	0.4	221	0.4	221	0.4	221	0.4	221	0.4	221	0.4	224	0.4	224	0.4	224	0.4	224	0.4	30	2,691	0.4	6.4	2,646	0.5	1.7
SYSTEMS COSTS	740	1.5	744	1.5	740	1.4	758	1.4	785	1.5	766	1.4	788	1.3	743	1.4	752	1.5	694	1.1	775	1.3	573	0.9	(119)	8,740	1.3	(20.6)	8,911	1.5	(1.9)
GROUP ADMINISTRATIVE	1,187	2.5	1,391	2.8	1,806	3.5	1,503	2.7	1,758	3.4	1,720	3.2	1,540	2.5	1,667	3.1	1,552	3.1	1,439	2.3	1,656	2.9	1,969	3.2	143	19,331	2.9	5.8	15,100	2.6	28.0
INDIRECT OPERATING EXPENSE	3,243	6.7	3,509	7.0	3,895	7.4	3,612	6.6	3,890	7.5	3,857	7.1	3,702	6.1	3,791	7.0	3,653	7.3	3,480	5.5	3,908	6.8	4,018	6.6	54	44,611	6.8	0.0	41,620	7.2	7.2
TOTAL OPERATING EXPENSE	31,401	65.2	33,855	67.9	35,579	68.0	28,839	52.7	32,593	63.0	34,166	63.2	42,241	69.9	39,258	73.0	44,019	87.5	41,942	66.2	41,101	71.0	41,268	67.9	143	446,405	67.9	19.6	378,415	65.3	18.0
OPERATING INCOME (LOSS)	9,460	19.7	7,893	15.8	6,837	13.1	18,268	33.4	11,411	22.1	11,683	21.6	7,834	13.0	7,119	13.2	(827)	(1.6)	6,514	10.3	6,122	10.6	9,279	15.3	(3,821)	97,772	14.9	(9.7)	123,402	21.3	(20.8)
BES	53	0.1	53	0.1	53	0.1	53	0.1	53	0.1	53	0.1	53	0.1	53	0.1	53	0.1	53	0.1	53	0.1	53	0.1	10	641	0.1	(69.9)	607	0.1	5.7
CORPORATE ADMINISTRATIVE	241	0.5	249	0.5	262	0.5	273	0.5	259	0.5	271	0.5	302	0.5	269	0.5	252	0.5	317	0.5	289	0.5	304	0.5	0	3,287	0.5	15.5	2,896	0.5	13.5
INTEREST EXPENSE	272	0.6	273	0.5	273	0.5	276	0.5	281	0.5	288	0.5	284	0.5	278	0.5	283	0.6	293	0.5	295	0.5	288	0.5	0	3,384	0.5	2.8	3,301	0.6	2.5
INTEREST (INCOME)	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0	0	0.0	0.0	0	0.0	0.0
OTHER(INCOME) DEDUCTIONS	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0	0	0.0	(100.0)	0	0.0	0.0
TOTAL CORPORATE EXPENSE	565	1.2	575	1.2	587	1.1	602	1.1	592	1.1	611	1.1	639	1.1	600	1.1	588	1.2	663	1.0	637	1.1	644	1.1	10	7,313	1.1	(47.6)	6,804	1.2	7.5
CORPORATE INCOME (LOSS)	8,895	18.5	7,318	14.7	6,250	11.9	17,666	32.3	10,819	20.9	11,072	20.5	7,195	11.9	6,519	12.1	(1,414)	(2.8)	5,851	9.2	5,485	9.5	8,635	14.2	(3,831)	90,459	13.8	(4.1)	116,598	20.1	(22.4)
CAPITAL PROJECT EXPENSE	328	0.7	2,035	4.1	1,503	2.9	3,802	7.0	65	0.1	846	1.6	770	1.3	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	9,349	1.4	332.3	1,607	0.3	481.8
EXTRA. (INCOME) EXPENSE	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0	0	0	0.0	0.0	0	0.0	0.0
INCOME BEFORE TAX	8,567	17.8	5,283	10.6	4,747	9.1	13,864	25.4	10,754	20.8	10,226	18.9	6,425	10.6	6,519	12.1	(1,414)	(2.8)	5,851	9.2	5,485	9.5	8,635	14.2	(3,831)	81,110	12.3	(12.0)	114,991	19.9	(29.5)
PROV FOR INCOME TAX	2,227	4.6	1,374	2.8	1,234	2.4	3,605	6.6	2,796	5.4	2,659	4.9	1,668	2.8	1,695	3.1	(368)	(0.7)	1,521	2.4	1,426	2.5	2,245	3.7	(996)	21,086	3.2	(12.0)	29,898	5.2	(29.5)
NET INCOME	6,339	13.2	3,909	7.8	3,512	6.7	10,259	18.8	7,958	15.4	7,567	14.0	4,757	7.9	4,824	9.0	(1,046)	(2.1)	4,330	6.8	4,059	7.0	6,390	10.5	(2,835)	60,024	9.1	(12.0)	85,093	14.7	(29.5)
TOTAL CAPITAL EMPLOYED	217,127		218,495		220,230		222,657		225,827		231,336		228,154		223,437		226,020		231,274		221,329		226,300			224,349			214,893		
NOPAT	6,541	13.6	4,112	8.3	3,714	7.1	10,463	19.1	8,166	15.8	7,780	14.4	4,968	8.2	5,030	9.3	(837)	(1.7)	4,547	7.2	4,277	7.4	6,602	10.9	(2,835)	62,528	9.5		87,536	15.1	
LESS: CAPITAL CHARGE	1,990		2,003		2,019		2,041		2,070		2,121		2,091		2,048		2,072		2,120		2,029		2,074			24,678					