

YOGA ON THE LAKE  
INCOME STATEMENT BY MONTH  
2023  
(US DOLLARS)

	JAN 2023 ACTUAL	% OF N.S.	FEB 2023 ACTUAL	% OF N.S.	MAR 2023 ACTUAL	% OF N.S.	APR 2023 ACTUAL	% OF N.S.	MAY 2023 ACTUAL	% OF N.S.	JUN 2023 ACTUAL	% OF N.S.	JUL 2023 ACTUAL	% OF N.S.	AUG 2023 ACTUAL	% OF N.S.	SEP 2023 ACTUAL	% OF N.S.	OCT 2023 ACTUAL	% OF N.S.	NOV 2023 ACTUAL	% OF N.S.	DEC 2023 ACTUAL	% OF N.S.	P13 2023 ACTUAL	YEAR 2023 ACTUAL	% OF N.S.	% CHG 2022	YEAR 2023 PLAN	% OF N.S.	% CHG PLAN	
NET SALES	59,273	100.0	65,865	100.0	68,894	100.0	68,601	100.0	56,317	100.0	62,100	100.0	64,772	100.0	60,563	100.0	60,473	100.0	62,822	100.0	69,403	100.0	67,475	100.0	0	766,556	100.0	16.6	720,886	100.0	6.3	
COST OF SALES	8,405	14.2	4,415	6.7	11,002	16.0	9,663	14.1	8,202	14.6	8,000	12.9	11,783	18.2	8,795	14.5	8,958	14.8	9,931	15.8	15,494	22.3	11,451	17.0	(1,957)	114,141	14.9	0.8	97,704	13.6	16.8	
GROSS INCOME	50,868	85.8	61,450	93.3	57,892	84.0	58,939	85.9	48,114	85.4	54,100	87.1	52,989	81.8	51,768	85.5	51,515	85.2	52,891	84.2	53,909	77.7	56,024	83.0	1,957	652,416	85.1	19.9	623,182	86.4	4.7	
SALARIES & WAGES	18,779	31.7	24,019	36.5	16,282	23.6	17,845	26.0	17,355	30.8	18,693	30.1	18,010	27.8	19,263	31.8	16,927	28.0	21,133	33.6	19,367	27.9	19,608	29.1	0	227,280	29.6	19.7	249,185	34.6	(8.8)	
FRINGE BENEFITS	3,592	6.1	3,234	4.9	3,204	4.7	3,272	4.8	3,182	5.6	3,377	5.4	3,100	4.8	4,421	7.3	3,816	6.3	3,845	6.1	4,089	5.9	3,884	5.8	7	43,022	5.6	38.6	51,149	7.1	(15.9)	
REPAIRS & MAINTENANCE	950	1.6	1,798	2.7	1,240	1.8	1,011	1.5	1,558	2.8	846	1.4	561	0.9	382	0.6	383	0.6	751	1.2	11	0.0	473	0.7	9	9,973	1.3	3.9	10,885	1.5	(8.4)	
UTILITIES	2,280	3.8	2,192	3.3	2,051	3.0	2,135	3.1	1,504	2.7	1,557	2.5	1,386	2.1	1,275	2.1	1,352	2.2	1,385	2.2	1,283	1.8	1,860	2.8	0	20,240	2.6	3.1	23,556	3.3	(14.1)	
SUPPLIES	3,223	5.4	468	0.7	906	1.3	706	1.0	1,047	1.9	1,605	2.6	913	1.4	1,468	2.4	1,282	2.1	1,395	2.2	620	0.9	1,728	2.6	444	15,805	2.1	23.7	9,846	1.4	60.5	
ADVERTISING	1,463	2.5	2,091	3.2	908	1.3	1,196	1.7	1,216	2.2	1,503	2.4	1,233	1.9	1,638	2.7	1,728	2.9	2,801	4.5	2,565	3.7	2,302	3.4	(3)	20,642	2.7	10.5	17,966	2.5	14.9	
MARKETING	529	0.9	559	0.8	608	0.9	538	0.8	596	1.1	666	1.1	717	1.1	617	1.0	887	1.5	986	1.6	1,101	1.6	815	1.2	31	8,649	1.1	84.3	7,059	1.0	22.5	
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	0.0
CREDIT CARD SERVICE FEE	1,879	3.2	1,383	2.1	1,799	2.6	1,676	2.4	1,561	2.8	1,674	2.7	1,774	2.7	1,477	2.4	1,450	2.4	1,887	3.0	2,057	3.0	1,907	2.8	0	20,521	2.7	1.2	21,287	3.0	(3.6)	
OTHER	9,988	16.9	10,814	16.4	9,466	13.7	9,412	13.7	13,570	24.1	9,653	15.5	12,093	18.7	8,733	14.4	9,018	14.9	12,610	20.1	9,409	13.6	11,791	17.5	832	127,390	16.6	33.9	90,540	12.6	40.7	
DIRECT OPERATING EXPENSE	42,684	72.0	46,558	70.7	36,644	52.9	37,791	55.1	41,588	73.8	39,574	63.7	39,786	61.4	39,274	64.8	36,842	60.9	46,772	74.5	40,502	58.4	44,366	65.8	1,320	493,522	64.4	22.8	481,472	66.8	2.5	
DIRECT OPERATING INCOME (LOSS)	8,184	13.8	14,892	22.6	21,428	31.1	21,148	30.8	6,526	11.6	14,526	23.4	13,203	20.4	12,494	20.6	14,674	24.3	6,119	9.7	13,407	19.3	11,658	17.3	637	158,894	20.7	11.6	141,710	19.7	12.1	
DEPRECIATION	1,242	2.1	1,240	1.9	1,245	1.8	1,254	1.8	1,247	2.2	1,248	2.0	1,250	1.9	1,248	2.1	1,246	2.1	1,247	2.0	1,249	1.8	1,248	1.8	0	14,964	2.0	8.1	17,425	2.4	(14.1)	
PROPERTY TAX	228	0.4	(417)	(0.6)	216	0.3	216	0.3	216	0.4	216	0.3	216	0.3	216	0.4	216	0.4	216	0.3	216	0.3	216	0.3	116	2,086	0.3	(22.5)	2,716	0.4	(23.2)	
SYSTEMS COSTS	803	1.4	835	1.3	796	1.2	813	1.2	837	1.5	808	1.3	814	1.3	726	1.2	732	1.2	740	1.2	553	0.8	497	0.7	8	8,961	1.2	2.5	9,823	1.4	(8.8)	
GROUP ADMINISTRATIVE	1,522	2.6	1,414	2.1	1,500	2.2	1,460	2.1	1,520	2.7	1,590	2.6	1,525	2.4	1,810	3.0	1,749	2.9	1,955	3.1	1,787	2.6	2,255	3.3	184	20,269	2.6	4.9	20,121	2.8	0.7	
INDIRECT OPERATING EXPENSE	3,795	6.4	3,071	4.7	3,757	5.5	3,743	5.5	3,821	6.8	3,862	6.2	3,805	5.9	3,999	6.6	3,943	6.5	4,157	6.6	3,805	5.5	4,216	6.2	307	46,281	6.0	3.7	50,085	6.9	(7.6)	
TOTAL OPERATING EXPENSE	46,479	78.4	49,629	75.3	40,221	58.4	41,534	60.5	45,409	80.6	43,436	69.9	43,591	67.3	43,273	71.5	40,784	67.4	50,929	81.1	44,307	63.8	48,582	72.0	1,628	539,903	70.4	20.9	531,557	73.7	1.6	
OPERATING INCOME (LOSS)	4,389	7.4	11,821	17.9	17,671	25.6	17,405	25.4	2,705	4.8	10,664	17.2	9,399	14.5	8,494	14.0	10,731	17.7	1,961	3.1	9,602	13.8	7,442	11.0	329	112,613	14.7	15.2	91,625	12.7	22.9	
BES	57	0.1	56	0.1	56	0.1	56	0.1	56	0.1	56	0.1	56	0.1	56	0.1	56	0.1	55	0.1	67	0.1	55	0.1	0	686	0.1	7.0	398	0.1	72.6	
CORPORATE ADMINISTRATIVE	296	0.5	329	0.5	344	0.5	343	0.5	282	0.5	311	0.5	324	0.5	303	0.5	302	0.5	314	0.5	347	0.5	337	0.5	0	3,833	0.5	16.6	3,604	0.5	6.3	
INTEREST EXPENSE	273	0.5	243	0.4	261	0.4	279	0.4	272	0.5	274	0.4	293	0.5	287	0.5	277	0.5	263	0.4	258	0.4	241	0.4	0	3,220	0.4	(4.8)	3,392	0.5	(5.1)	
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	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	0.0	0	0.0	0.0	0.0
TOTAL CORPORATE EXPENSE	826	1.1	628	1.0	662	1.0	679	1.0	610	1.1	641	1.0	673	1.0	646	1.1	636	1.1	633	1.0	672	1.0	634	0.9	0	7,739	1.0	5.8	7,394	1.0	4.7	
CORPORATE INCOME (LOSS)	3,764	6.4	11,192	17.0	17,009	24.7	16,726	24.4	2,095	3.7	10,023	16.1	8,726	13.5	7,848	13.0	10,095	16.7	1,328	2.1	8,930	12.9	6,808	10.1	329	104,874	13.7	15.9	84,230	11.7	24.5	
CAPITAL PROJECT EXPENSE	(413)	(0.7)	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	(413)	(0.1)	(104.4)	2,000	0.3	(120.7)	
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	0.0
INCOME BEFORE TAX	4,177	7.0	11,192	17.0	17,009	24.7	16,726	24.4	2,095	3.7	10,023	16.1	8,726	13.5	7,848	13.0	10,095	16.7	1,328	2.1	8,930	12.9	6,808	10.1	329	105,287	13.7	29.8	82,230	11.4	28.0	
PROV FOR INCOME TAX	1,086	1.8	2,910	4.4	4,422	6.4	4,349	6.3	545	1.0	2,606	4.2	2,269	3.5	2,040	3.4	2,625	4.3	345	0.5	2,322	3.3	1,770	2.6	86	27,375	3.6	29.8	21,380	3.0	28.0	
NET INCOME	3,091	5.2	8,282	12.6	12,587	18.3	12,377	18.0	1,550	2.8	7,417	11.9	6,457	10.0	5,807	9.6	7,470	12.4	983	1.6	6,608	9.5	5,038	7.5	244	77,912	10.2	29.8	60,851	8.4	28.0	
TOTAL CAPITAL EMPLOYED	211,995		196,215		207,158		213,277		218,012		218,933		211,672		215,754		223,521		213,253		206,171		192,124			210,674			217,793			
NOPAT	3,293	5.6	8,462	12.8	12,780	18.5	12,584	18.3	1,752	3.1	7,620	12.3	6,673	10.3	6,020	9.9	7,675	12.7	1,178	1.9	6,799	9.8	5,216	7.7	244	80,295	10.5		63,361	8.8		
LESS: CAPITAL CHARGE	1,943		1,799		1,899		1,955		1,998		2,007		1,940		1,978		2,049		1,955		1,890		1,761			23,174			23,957			
SVA	1,349		6,663		10,881		10,629</																									