

HOT SPRING/BLACK HILLS KOA

Updated 11/11/22

INCOME

	<u>2020</u>	<u>2021</u>	<u>2022</u>
Deposit Forfeited	\$10,679	\$ 11,710	\$ 9,764
Food Services	\$19,003	\$ 34,947	\$ 34,480
Other - Facility Rental	\$1,146	\$ 1,503	\$ 1,130
Other - Laundry	\$5,937	\$ 8,026	\$ 5,420
Other - Other	\$233	\$ 715	\$ 834
Propane Sales	\$6,921	\$ 6,112	\$ 6,330
Registration: Daily	\$269,159	\$ 346,058	\$ 285,970
Registration: Monthly	\$19,101	\$ 13,938	\$ 11,472
Registration: Cabins	\$58,995	\$ 74,113	\$ 69,522
Registration: Deluxe Cagins	\$50,754	\$ 58,262	\$ 56,103
Store Sales: Gen Merch	\$49,598	\$ 61,442	\$ 55,813
Value Kard Income	\$3,965	\$ 4,884	\$ 4,125
TOTAL GROSS INCOME	\$ 495,491	\$ 621,710	\$ 540,963

COST OF GOODS

Cost of Food Sales	\$ 8,100	\$ 15,279	\$ 16,551
Cost of Propane Sales	\$ 3,982	\$ 3,682	\$ 4,001
Cost of Store Merchandise	\$ 31,161	\$ 37,777	\$ 33,902
TOTAL COST OF GOODS	\$ 43,243	\$ 56,738	\$ 54,454
TOTAL ADJUSTED GROSS INCOME > >	\$ 452,248	\$ 564,972	\$ 486,509

EXPENSES

	<u>2020</u>	<u>2021</u>	<u>2022</u>
Advertising & Marketing	\$ 2,764	\$ 2,932	\$ 2,223
Bank & Credit Card Charge	\$ 12,720	\$ 15,011	\$ 13,139
Contract Labor	-	-	
Education & Training	\$ 18	-	
Equipment Rental	-	-	
Housekeeping Laundry	\$ 69	-	
Insurance - Worker's Comp	\$ 1,795	\$ 3,178	\$ 3,994
Insurance - Vehicle	\$ 2,323	\$ 1,738	\$ 1,748
Insurance - Campground	\$ 9,136	\$ 10,060	\$ 9,695
KOA Admin Fee	\$ 1,500	\$ 1,500	\$ 1,500
KOA Advertising	\$ 7,767	\$ 9,575	\$ 8,328
KOA Royalties	\$ 31,068	\$ 38,298	\$ 33,311
License and Permits	\$ 954	\$ 1,135	\$ 520
Landlord Repairs	\$ 1,617	-	
Misc.	\$ -	-	\$ 600
Operating Supplies - Food	\$ 573	\$ 118	\$ 222
OS - Lagoon	\$ 2,762	\$ 2,352	\$ 3,631
OS - Other	\$ 10,030	\$ 28,214	\$ 13,440

OS - Pool	\$ 2,094	\$ 5,480	\$ 4,639
OS - Office	\$ 12	\$ 35	
OS - Restroom	\$ 1,416	\$ 1,271	\$ 1,550
Payroll - EFTPS	\$ 3,489	\$ 6,263	\$ 12,516
Payroll - Salary & Wages	\$ 49,840	\$ 89,466	\$ 63,530
Postage & Delivery	\$ 1	\$ 63	
Printing & Reproduction	\$ 781	\$ 712	\$ 516
Professional Fees - Accounting	\$ 2,705	\$ 2,929	\$ 4,042
Professional Fees - Other	\$ 137		
Repair & Maint - Building	\$ 1,187	\$ 470	
R&M - Equipment	\$ 832	\$ 1,480	\$ 141
R&M - Grounds	\$ 2,526	\$ 5,406	\$ 60
R&M - Storage Unit	-	-	
R&M - Other	\$ 1,638	\$ 5,972	\$ 13,358
Tax: Property	\$ 11,396	\$ 10,985	\$ 11,441
Tax: Other	\$ 735	\$ 1,062	\$ 1,415
Utilities: Electricity	\$ 30,292	\$ 36,127	\$ 31,445
Utilities: Garbage	\$ 5,035	\$ 6,569	\$ 5,246
Utilities: Internet	\$ 1,566	\$ 1,571	\$ 1,826
Utilities: Cable TV	-	\$ 4,102	\$ 3,740
Utilities: Telephone	\$ 1,035	\$ 1,000	\$ 1,080
Phone: 800 Service	\$ 298	\$ 356	\$ 295
Phone: Other	\$ 904	\$ 1,059	\$ 868
Uniforms	\$ 384	\$ 558	\$ 433
Utilities: Water	\$ 3,890	\$ 4,331	\$ 3,894
Utilities: Propane	\$ 2,172	\$ 2,301	\$ 2,670
Vehicle Expense	\$ 4,678	\$ 5,417	\$ 7,924
VKRC Campground Expense	\$ 1,088	\$ 1,395	\$ 920
TOTAL EXPENSES > > > >	\$ 215,227	\$ 310,491	\$ 265,900
NET OPERATING INCOME > >	\$ 237,021	\$ 254,481	\$ 220,609
ADJUSTMENTS			
Landlord Repairs	\$ 7,600		
Operating Supplies - Pool	\$ 735	\$ 897	\$ 500
Operating Supplies - Other	\$ 1,799	\$ 10,894	\$ 3,756
R&M - Building	\$ 746		
R&M - Equipment			
R&M - Grounds	\$ 361	\$ 205	
R&M - Other	\$ 581	\$ 894	\$ 11,388
Vehicle Expense - Personal Use Reimbursement	\$ 2,230	\$ 2,269	\$ 2,533
Total	\$ 14,052	\$ 15,159	\$ 18,177
NOI AFTER ADJUSTMENTS	\$ 251,073	\$ 269,640	\$ 238,786