

Pocatello KOA

	<u>Adjusted</u> <u>2018</u>	<u>Adjusted</u> <u>2019</u>	<u>Adjusted</u> <u>2020</u>
<u>Income</u>			
Deposits Forfeited	2,142	1,759	2,880
Other Income			
Dump Station	430	165	420
Game Machines	2	-	42
Garbage	493	421	300
Laundry	3,688	3,102	2,714
Misc	1,576	393	666
Total Other Income	6,189	4,081	4,141
Registration			
Daily	215,919	213,349	202,589
Kamping Kabin	10,553	10,999	8,190
Monthly	46,260	53,468	79,744
Total Registration	272,732	277,816	290,524
Store Sales			
Beer & Wine	9,459	9,191	8,590
Gasoline	78,324	66,986	55,411
Groceries	12,228	13,490	18,468
Ice Cream	1,200	995	174
Propane	14,662	16,655	19,033
RV Accessories	2,653	3,143	3,311
Souvenires	1,999	2,367	1,819
Total Store Sales	120,525	112,827	106,806
Value Kard Income	2,430	2,025	2,024
<u>Total Income</u>	\$ 404,017	\$ 398,508	\$ 406,375
<u>Cost of Goods Sold</u>			
Beer & Wine	9,329	9,446	7,294
Gasoline	79,133	65,784	54,850
Groceries	14,463	18,037	23,204
Ice Cream	492	445	375
Propane	10,317	9,712	10,627
RV Accessories	1,929	1,699	2,269
Souvenires	2,758	2,978	1,026
Total Cost of Goods Sold	118,422	108,102	99,645
<u>Total COGS</u>	118,422	108,102	99,645
<u>Gross Profit</u>	\$ 285,595	\$ 290,406	\$ 306,730

Expense

Advertising and Promotion	4,183	1,760	2,304
Bad Debt	55	-	42
Business Licenses & Permits	25	-	507
Cash over/short	702	(119)	(912)
Computer and Internet	1,263	754	2,013
Contract Labor	6,227	7,244	19,455
Depreciation	- A	- A	
Discounts	13	16	
Dues and Subscriptions	905	274	1,487
Equipment Rental	930	743	1,228
Facilities and Equipment	26	-	
Franchise Fee	1,500	1,500	1,500
Insurance	8,905 B	10,820	7,297
Interest	- C	- C	
KOA 8% Royalties	21,889	22,030	23,364
KOA 2% Advertising	5,472	5,508	5,841
Late Fees	-	41	91
Licenses & Permits	1,436	1,659	666
Merchast Account Fees	11,919	12,458	13,574
Misc Expense	3,103	1,368	1,225
Office Equipment	244	-	(226)
Office Supplies	4,648	2,883	3,195
Operating Supplies	D 6,993 D	7,018 D	7,616
Postage & Delivery	151	280	129
Printing & Reproduction	-	304	
Professional Fees	4,344	6,564 E	5,627
Repairs and Maint	75		
Building	5,040	967 F	12,950
Equipment	10,877	6,152	4,068
Gas Equipment repair	1,763	981	136
Grounds	9,976	2,888 G	15,018
Small Tools & Equipment	1,903	1,145	1,802
Storage Rental	840	-	
Taxes - Property	7,898	7,842	9,275
Travel & Entertainment	- H	- H	-
Utilities			
Cable TV	5,432	6,127	6,657
Electric	21,655	21,239	19,034
Garbage	2,822	2,751	2,343
Natural Gas/Propane	3,099	4,441	4,208
Sewer	1,020	1,020	
Telephone/Internet Expense	7,031	6,722	7,980
Vehicle Expense	4,271 I	5,175 I	35
VKRC Campground Expense	675	721	416
Work Kamper CG Expense	66	67	102
Total Expense	169,379	145,381	179,491
NET INCOME	\$ 116,216	\$ 145,025	\$ 127,239

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Explanations of adjustments:

- A Removed as **not applicable** to the new buyer
- B May contain expenses for owner's vehicle **not applicable** to the park.
- C Removed as **not applicable** to the new buyer
- D Includes: Cleaning, Food, Office & Restroom supplies
- E In 2019 includes \$3000 for appraisal - removed as not a normal operating expense.
- F In 2019 adjusted for new roofs & upgrades made to restrooms
- G In 2019 adjusted for new hydrants & upgrades made to sites
- H Removed as **not applicable** to the new buyer
- I Contains expenses for owner's vehicle **not applicable** to the park.