

YASTA

Comparative Balance Sheet

	As at 03/21/2025	As at 03/21/2024
ASSET		
Current Assets		
Chequing Bank Account	(22,947.32)	38,268.76
Investments	0.00	0.00
Accounts Receivable	81,094.62	6,625.00
Allowance for Doubtful Accounts	(2,100.00)	0.00
Payroll Advances	0.00	0.00
Total Receivable	78,994.62	6,625.00
Prepaid Expenses	28,818.47	9,652.08
Total Current Assets	84,865.77	54,545.84
Inventory Assets		
Inventory	5,712.00	2,427.50
Total Inventory Assets	5,712.00	2,427.50
Capital Assets		
Computer equipment	18,593.79	18,593.79
Accum Amort - computer equip	(18,208.51)	(17,737.16)
Office Furniture & Equipment	42,889.38	42,889.38
Accum. Amort. -Furn. & Equip.	(35,080.57)	(31,734.07)
Net - Furniture & Equipment	8,194.09	12,011.94
Leasehold Improvements	11,878.36	0.00
Accum Amort - Leaseholds	0.00	0.00
Net - Vehicle	11,878.36	0.00
Total Capital Assets	20,072.45	12,011.94
TOTAL ASSET	110,650.22	68,985.28
LIABILITY		
Current Liabilities		
Accounts Payable	2,527.36	5,654.12
Year end accruals	5,000.00	5,000.00
Vacation payable	0.00	0.00
Total Trade Payables & Accruals	7,527.36	10,654.12
EI Payable	774.14	369.07
CPP Payable	2,212.36	1,038.28
Federal Income Tax Payable	4,205.96	1,945.14
Total Receiver General	7,192.46	3,352.49
WCB Payable	0.00	0.00
Employee computer loan	0.00	(1,064.60)
Pension payable	1,791.92	(1,669.17)
HST Charged on Sales 15%	4,949.67	0.00
HST input tax credits 15%	(10,017.88)	0.00
HST rebatable on Purchases	(8,439.42)	(11,697.21)
Deferred revenues	94,863.49	14,500.00
Total Current Liabilities	97,867.60	14,075.63
Long Term Liabilities		
Bank Loans	0.00	0.00
Total Long Term Liabilities	0.00	0.00
TOTAL LIABILITY	97,867.60	14,075.63
EQUITY		
Partners' Equity		
Retained Earnings - Previous Year	20,037.88	165,662.70
Current Earnings	(7,255.26)	(110,753.05)
Total Partners' Equity	12,782.62	54,909.65

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TOTAL EQUITY	<u>12,782.62</u>	<u>54,909.65</u>
LIABILITIES AND EQUITY	<u><u>110,650.22</u></u>	<u><u>68,985.28</u></u>

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Comparative Income Statement

	Actual 04/01/2024 to 03/21/2025		Budget 04/01/2024 to 03/31/2025	
REVENUE				
Program Revenue				
MPLAC funding	85,000.00		85,500.00	
Partner Program Revenue	42,000.00		42,000.00	
TIANS	20,769.22		3,000.00	
VIC funding	29,899.22		32,000.00	
Total Program Funding		177,668.44		162,500.00
Operational Funding - Mun of Y...	85,000.00		85,000.00	
Operational Funding - Town of ...	85,000.00		85,000.00	
Operational Funding - Mun of Ar...	85,000.00		85,000.00	
Total Operational Funding		255,000.00		255,000.00
Program Fees	23,955.55		9,500.00	
Doers & Dreamers revenues	3,675.00		0.00	
Visitors guide revenue	16,131.74		25,000.00	
On-line Store sales	2,624.47		1,500.00	
Room Levy - Group sales position	102,161.39		149,500.00	
Interest Revenue	100.29		200.00	
Miscellaneous Revenue	7,199.28		16,000.00	
Total Other Revenues		155,847.72		201,700.00
Total Revenues All Sources		588,516.16		619,200.00
TOTAL REVENUE		588,516.16		619,200.00
EXPENSE				
Program Costs				
Brand vehicle	12,338.97		12,000.00	
Marketing-Print	0.00		1,000.00	
Marketing-YAS visitors guide	22,446.14		36,000.00	
Marketing-Lure brochures	0.00		800.00	
Marketing-On-line	1,159.01		500.00	
Marketing-Partnerships	7,192.49		6,500.00	
Marketing-Other	9,481.50		10,143.00	
Marketing-Trade shows	20,414.58		12,000.00	
Inspiring Content	22,338.95		21,000.00	
Marketing Total		95,371.64		99,943.00
Fishing & Culinary-Living Wharv...	3,375.00		4,800.00	
Fishing & Culinary Total		3,375.00		4,800.00
VIC-Postage, Guide Requests	0.00		500.00	
VIC-Training, Admin	3,126.38		3,000.00	
VIC-Other	1,297.14		0.00	
Visitor Services Total		4,423.52		3,500.00
Group Sales-Events & Members...	2,295.13		0.00	
Group Sales-Bid Support	2,645.87		1,000.00	
Group Sales-Total		4,941.00		1,000.00
Small Cruise		29,780.60		16,000.00
Total Program Costs		137,891.76		125,243.00
Cost of goods sold				
Purchases		2,852.50		7,065.00
Total Cost of Goods Sold		2,852.50		7,065.00
Payroll Expenses				
Wages & Salaries		311,152.50		336,505.00
EI Expense		6,841.00		7,820.00
CPP Expense		16,617.16		18,175.00
Pension		18,855.75		12,365.00
Employee Benefits		10,352.54		13,434.00
Total Payroll Expense		363,818.95		388,299.00

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	Actual 04/01/2024 to 03/21/2025	Budget 04/01/2024 to 03/31/2025
General & Administrative Expe...		
Accounting & Legal	13,439.10	11,300.00
Business Fees, Licenses Membe...	9,176.23	6,000.00
MarTech	24,558.11	13,000.00
Courier & Postage	351.18	700.00
Website maintenance	2,724.83	6,000.00
Insurance	1,067.00	2,500.00
Interest & Bank Charges	1,140.96	1,500.00
Office Supplies	3,954.32	3,000.00
Miscellaneous Expenses	2,591.35	2,000.00
Rent	14,846.91	35,000.00
Repair & Maintenance	744.00	2,000.00
Training	8,326.37	4,000.00
Telephone & internet	5,859.17	6,000.00
Travel & Conf. - Exec Dir	1,990.56	2,500.00
Travel & Conf. - Tour. Dev. Mgr	(70.11)	1,000.00
Travel & Conf. - Mktng Mgr	297.11	1,000.00
Travel & Conf. - digital content Cr	211.12	1,000.00
Total Travel & Conferences	2,428.68	5,500.00
Total General & Admin. Expen...	<u>91,208.21</u>	<u>98,500.00</u>
TOTAL EXPENSE	<u>595,771.42</u>	<u>619,107.00</u>
NET INCOME	<u>(7,255.26)</u>	<u>93.00</u>