

Reporte Anual

Año:
 Moneda:

RESUMEN DEL AÑO

	TOTAL	Mensual	Enero	Febrero	Marzo	Abril	Mayo	Junio	Julio	Agosto	Septiembre	Octubre	Noviembre	Diciembre
INGRESOS	1,314,049.97	109,504.16	86,715.65	159,031.94	152,793.15	118,029.94	103,787.95	60,621.39	85,544.18	92,632.27	57,702.50	15,069.00	139,032.25	243,089.75
Treks	1,314,049.97	109,504.16	86,715.65	159,031.94	152,793.15	118,029.94	103,787.95	60,621.39	85,544.18	92,632.27	57,702.50	15,069.00	139,032.25	243,089.75
Eventos	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mercancia	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Socios	4,564.00	380.33	-	-	285.00	975.00	-	-	-	-	3,304.00	-	-	-
Donaciones	25,256.97	2,104.75	-	-	-	-	-	-	-	-	-	3,400.52	7,823.62	14,032.83
Total de ingresos	1,343,870.94	111,989.25	86,715.65	159,031.94	153,078.15	119,004.94	103,787.95	60,621.39	85,544.18	92,632.27	61,006.90	18,469.52	146,855.87	257,122.58
COSTOS	535,194.11	44,599.51	32,237.85	45,928.93	36,198.79	54,014.13	20,016.30	43,594.80	35,128.00	38,467.91	40,867.77	29,383.65	45,229.09	64,126.89
Treks	535,194.11	44,599.51	32,237.85	45,928.93	36,198.79	54,014.13	20,016.30	43,594.80	35,128.00	38,467.91	40,867.77	29,383.65	45,229.09	64,126.89
Eventos	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mercancia	26,250.00	2,187.50	-	-	-	13,125.00	-	-	13,125.00	-	-	-	-	-
Socios	4,564.00	380.33	-	-	285.00	975.00	-	-	-	-	3,304.00	-	-	-
Donaciones	25,256.97	2,104.75	-	-	-	-	-	-	-	-	-	3,400.52	7,823.62	14,032.83
Total de costos	561,444.11	46,787.01	32,237.85	45,928.93	36,198.79	54,014.13	33,143.30	43,594.80	48,253.00	38,467.91	40,867.77	29,383.65	45,229.09	64,126.89
Treks	778,855.86	64,904.66	54,477.80	113,105.01	66,594.36	64,015.81	83,769.65	17,026.59	50,416.18	54,164.36	16,834.73	14,314.65	93,803.16	178,962.86
Eventos	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Mercancia	26,250.00	2,187.50	-	-	-	-	13,125.00	-	13,125.00	-	-	-	-	-
Socios	4,564.00	380.33	-	-	285.00	975.00	-	-	-	-	3,304.00	-	-	-
Donaciones	25,256.97	2,104.75	-	-	-	-	-	-	-	-	-	3,400.52	7,823.62	14,032.83
Total de ganancia	782,426.83	65,202.24	54,477.80	113,105.01	66,879.36	64,990.81	70,644.65	17,026.59	37,291.18	54,164.36	20,138.73	10,914.13	101,626.78	192,955.69
Personales	103,854.66	8,654.66	12,632.90	12,632.74	12,632.74	12,616.78	12,632.90	12,634.40	12,634.40	12,634.40	12,634.40	6,320.00	15,434.40	6,317.80
Operativos	99,938.70	8,328.23	5,149.50	4,830.65	14,288.33	7,000.00	6,999.00	4,386.75	2,419.95	9,532.35	4,544.10	3,850.30	19,732.79	18,408.10
Marketing	8,849.00	737.42	1,000.00	-	70.00	-	2,095.00	692.00	252.00	700.00	1,900.00	470.00	1,275.00	395.00
Financieros	7,658.90	638.24	10.85	25.45	19.70	608.38	399.25	14.40	5.50	3,276.07	567.28	100.30	1,371.13	1,350.49
Actividades	7,000.00	583.33	-	-	-	-	-	-	-	-	-	7,000.00	-	-
Comunitarios	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Inversiones	450.00	37.50	-	-	450.00	-	-	-	-	-	-	-	-	-
Total de gastos	227,751.26	18,979.27	19,771.55	17,488.84	27,421.37	19,022.04	22,126.15	17,698.75	2,677.45	13,508.42	13,331.38	11,420.60	37,813.32	26,471.39
NETO	554,675.57	46,222.96	35,706.25	95,616.17	39,457.99	45,968.77	48,518.50	672.16	34,613.73	40,655.94	6,807.35	22,334.73	63,813.46	166,524.30

SERVICIOS

Servicio	Categoría	Unidades	Ingresos	Promedio Mes	% de ingresos	Costos	Promedio Mes	% de costos	Ganancia	Promedio Mes	% margen	Ganancia/Unid
Lago	Treks	0	1,314,049.97	109,504.16	98%	400,451.21	33,270.93	71%	913,598.76	76,133.23	70%	
Todos Santos	Treks	0	0.00	0.00	0%	33,495.50	2,791.29	6%	-33,495.50	-2,791.29		
Talamulco	Treks	0	0.00	0.00	0%	6,211.00	517.58	1%	-6,211.00	-517.58		
Zunil	Treks	0	0.00	0.00	0%	2,585.00	215.42	0%	-2,585.00	-215.42		
Santa Maria	Treks	0	0.00	0.00	0%	2,142.00	178.50	0%	-2,142.00	-178.50		
Santiagoulo	Treks	0	0.00	0.00	0%	2,892.00	241.00	1%	-2,892.00	-241.00		
Comidas	Treks	0	0.00	0.00	0%	87,417.40	7,284.78	16%	-87,417.40	-7,284.78		
Gasolina	Treks	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Comisiones	Treks	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Hospedaje	Treks	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Shirt	Mercancia	0	0.00	0.00	0%	26,250.00	2,187.50	5%	-26,250.00	-2,187.50		
Patch	Mercancia	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Trail Mix	Mercancia	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Shuttle	Socios	0	4,564.00	380.33	0%	0.00	0.00	0%	4,564.00	380.33	100%	
Acatenango	Socios	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Reddy	Donaciones	0	25,256.97	2,104.75	2%	0.00	0.00	0%	25,256.97	2,104.75	100%	
Many Hospes	Donaciones	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Arboles	Donaciones	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Mensuales	Donaciones	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
Party	Eventos	0	0.00	0.00	0%	0.00	0.00	0%	0.00	0.00		
TOTAL			1,343,870.94	111,989.25		561,444.11	46,787.01		782,426.83	65,202.24		

CATEGORIAS DE SERVICIOS

Categorías de servicios	Unidades	Ingresos	% de ingresos	Costos	% de costos	Ganancia	% margen	Ganancia/Unid
Treks	0	1,314,049.97	98%	535,194.11	65%	778,855.86	59%	0.00
Eventos	0	0.00	0%	0.00	0%	0.00	0%	0.00
Mercancia	0	0.00	0%	26,250.00	5%	-26,250.00	0%	0.00
Socios	0	4,564.00	0%	0.00	0%	4,564.00	100%	0.00
Donaciones	0	25,256.97	2%	0.00	0%	25,256.97	100%	0.00

GASTOS

Gasto	Categoría	Gastos	Promedio mes	% de gastos	% de ganancia
Sueldo coordinador	Personales	103,854.66	8,654.66	46%	13%
Sueldo practicante	Personales	0.00	0.00	0%	0%
Cuadros de guías	Personales	0.00	0.00	0%	0%
Mantenimiento de equipo	Operativos	37,101.50	3,091.79	16%	5%
Mantenimiento de vehículo	Operativos	40.00	3.33	0%	0%
Renta de oficina	Operativos	0.00	0.00	0%	0%
Compras de la oficina	Operativos	21,457.33	1,788.11	9%	3%
Servicios de la oficina	Operativos	1,896.00	158.00	1%	0%
Transportes	Operativos	8,699.60	724.97	4%	1%
Otros	Operativos	30,744.27	2,562.02	13%	4%
Publicidad	Marketing	7,574.00	631.17	3%	1%
Servicios de marketing	Marketing	1,275.00	106.25	1%	0%
Viajes de promoción	Marketing	0.00	0.00	0%	0%
Bank fees	Financieros	7,463.32	621.94	3%	1%
Conciliaciones	Financieros	195.58	16.30	0%	0%
Actividades de Edellac	Actividades	7,000.00	583.33	3%	1%
Actividades del Hogar	Actividades	0.00	0.00	0%	0%
Actividades de OT	Actividades	0.00	0.00	0%	0%
Solicitudes	Comunitarios	0.00	0.00	0%	0%
Arboles	Comunitarios	0.00	0.00	0%	0%
Inversiones de la oficina	Inversiones	450.00	37.50	0%	0%
		0.00	0.00	0%	0%
		0.00	0.00	0%	0%
		0.00	0.00	0%	0%
		0.00	0.00	0%	0%
TOTAL		227,751.26	18,979.27	29%	

CATEGORIAS DE GASTOS

Categorías de gastos	Gastos	Promedio mes	% de gastos	% de ganancia
Personales	103,854.66	8,654.66	46%	13%
Operativos	99,938.70	8,328.23	44%	13%
Marketing	8,849.00	737.42	4%	1%
Financieros	7,658.90	638.24	3%	1%
Actividades	7,000.00	583.33	3%	1%
Comunitarios	0.00	0.00	0%	0%
Inversiones	0.00	0.00	0%	0%