



FOR YOUTH DEVELOPMENT
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

Finance Committee

March 19, 2021

**FINANCE COMMITTEE MEETING
AGENDA
March 19, 2021**

1. Approval of Meeting Minutes

Sean Peasley

- February 19, 2021

2. Financials - YOC

- Month Ending February 28, 2021

- Operations

Matt Langley/Christine Salas

- Balance Sheet

Matt Langley

- Cash Flow Projection

Matt Langley

- Not in packet. Will be sent prior to meeting on Friday

3. PPP Update

Christine Salas

Adjourn



FOR YOUTH DEVELOPMENT
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

Finance Committee Meeting Minutes

February 19, 2021

**FINANCE COMMITTEE MEETING
MINUTES
February 19, 2021**

Attendees: Sean Peasley, Juliette Meunier, Ryan Fessler, Minh Hoang, Jeff McBride, Dolores Daly, Christine Salas, Matt Langley

1. Approval of Meeting Minutes

Sean Peasley

- January 22, 2021
 - Minh Hoang motioned to minutes as presented
 - Juliette Meunier seconded the motion
 - APPROVED, no nays or abstentions

2. Financials

Dolores Daly

- Month Ending January 31, 2021
- YOC – Dolores Daly gave an overview

Balance Sheet Summary – All Funds:
YoY net assets decreased (\$6.4M)/(20.8%)
- \$2.6M Reduction in Cash
- \$400k Reduction in A/R

YoY total liabilities increased \$1.7M/21.2%
- \$1.4M Orange Asset (Dec'19 Sale)
- \$500k Fidelity Loan (Oct'20)
- \$631k Deferred Payroll Tax
- \$190k Insurance Reserve

Performance to Budget:
MTD Revenue \$1.84M which was (\$78k)/(4.0%) below budget and (\$1.84M)/(50.0%) below PY.
- Child Care Revenue performance continues to see tepid demand due to the Covid-19 Pandemic, (\$72k)/(7.5%) below budget.

Wages and Benefits:
- Wages and Benefits are (\$140K)/(9.5%) below budget and ran 72.4% of total Revenue versus a 76.8% budget. Operations at both facilities and child care did a good job flexing the wages when revenue numbers were not achieved.

Flex and Fixed Expenses
- Flex expenses are (\$111k)/(37.6%) below budget and ran 10% of total Revenue versus a 15.4% Budget. January promotional expenses shifted into future months and reduced spending due to lower headcount.
- Fixed expenses are (\$208k)/(38%) below budget and ran 18.9% of total Revenue versus a 29% Budget. Due to timing for professional and legal services, facility licensing, and computer equipment we expect to incur additional expenses in future months.

MTD Operating Net was (\$25k) which was \$381k better than Budget.

Context:
With numbers of cases dropping, we are preparing for health and wellness facilities to return indoors within the next three weeks. Once we return indoors, larger marketing promotions will take place to begin rebuilding our membership base. In 2020 we lost a total of 5,000 units between our five health and wellness centers. Fullerton had the largest loss of 58.26% of their membership base for a total of 1,570 units. Newport Mesa had the smallest loss of 780 units at 23.13% of their membership base. Child Care dropped an average of 64 kids per week in the month of December. Since the beginning of the year, we have seen that begin to reverse for an increase of 32 kids per week. With the case count dropping, a change to the child care recruitment and enrollment process is under development to have a sales lead handle all incoming inquiries for a faster response time and a more consistent experience.

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- Matt discussed moving the \$1.4M (sale of Orange) so there is no gap
- Ryan questioned the P&L – what is in the non-operating line (157)
 - Dolores – depreciation, scholarships awarded, vacation accrual in January \$100k hit below the line; any investment gain/loss
 - Dolores – in Jan we also had a big spend in insurance premiums

- Minh questioned end of page 7 – end of Dec through end of Jan (\$1.8M change in operating cash and \$1.4 increase in restricted cash)
 - \$1.4M is the cash from the Orange sale
 - Dolores announced that the Sale of Santa Ana closed and the cash will be in our accounts soon; \$4.2M
- Jeff gave an overview regarding the offer of Maple Hill, buyer is asking us to take higher risks which we will not negotiate on. Our attorney is working on it
- Jeff mentioned PPP. YMCA did not qualify last year. There is an amendment and the Y now qualifies. We have applied and are working with FMB. We are hoping that is another \$4.7M
- Juliette questioned the professional and legal services that was mentioned in the narrative
 - Dolores -legal fees came in late and \$20k did not hit the financials; no new lawsuits
- Tipper
 - Dolores asked if anyone had any questions
 - Matt – we are fully rented and have space coming up for lease but there is a 75% chance of renewal

Adjourn

Balance Sheet Summary – Fund 1:
YoY net assets increased \$1M/5.7%
- \$1M Increase in Cash

YoY total liabilities decreased (\$1.2M)/(17.8%)
- \$2M Deferred Revenue Reduction
- \$470k Payroll/Retirement Liability Reduction
- \$100k AP Reduction
- \$500k Fidelity Borrowing Added (Oct'20)
- \$656k Deferred Payroll Tax Increase
- \$173k Insurance Reserve Increase

Performance to Budget:

Revenue was \$1.84M which is (\$206k)/(10.0%) below budget and (\$1.8M)/(50.0%) below PY.

- Membership revenue is (\$79K)/(19.8%) below budget
- Child Care Revenue is (\$31K)/(3.2%) below budget
- Government grants is (\$53K)/(26%) below budget mainly due to West Covina Unified continuing virtual instruction and ASES program is virtual.
- Adventure Guides event revenue is (\$17k)/(23.5%) below budget. Direct offset is seen in flexed expenses.

Wages and Benefits:

- Wages and Benefits are (\$161K)/(12.97%) below budget and ran 58.15% of total revenue against a 60.15% budget. Operations at both facilities and child care sites continue to do a great job flexing their wages to match revenue.

Flex and Fixed Expenses

- Flex expenses are (\$61K)/(20.49%) below budget and ran 14.53% total revenue against a 12.83% budget. The largest savings are from admission fees from AG events that did not take place. Promotions were reduced due to the current state orders. These funds will be used for promotions when orders are lifted and facilities can move back inside. Membership campaigns will commence mid-march if Covid numbers remain on the decline.
- Fixed expenses are (\$5K)/(1.3%) below budget and ran 19.13% of total revenue against a 16.99% budget. Multiple out-of-period expenses hit in February which were from January.

YTD Operating Net was (\$10k) which was \$27k better than budget.

Narrative:

With Orange County now in the red tier, we have moved a portion of our operations back inside. Each branch is carrying out a member facing refresh project that includes new images on walls, remodeled entry areas at some facilities, fresh paint, and additional deep cleaning. Marketing promotions targeting on-hold and lost members as well as promotions directed at attracting new members will commence as we aim to rebuild our membership base. While managing the day-to-day operations and preparing for re-opening indoors, staff have been identifying and actively pursuing 8 new business opportunities. If all opportunities are secured, the potential revenue increase could be in excess of \$2.9M with additional operating net of \$880k.

YMCA of Orange County
Statement of Financial Position-Consolidated
2/28/2021

Year End 12/31/2020	YTD Change		1 Year Ago 2/28/2020	Prior Mo. 1/31/2021	Current Mo. 2/28/2021
ASSETS					
15,580,539	3,784,538	Total Current Assets	18,318,787	15,246,549	19,365,077
5,821,483	(4,251,478)	Total Other Assets	8,788,674	7,341,367	1,570,005
<u>\$21,402,022</u>	<u>(\$466,940)</u>	Total Assets	<u>\$27,107,461</u>	<u>\$22,587,916</u>	<u>\$20,935,082</u>
LIABILITIES AND NET ASSETS					
3,614,468	1,329,220	Total Current Liabilities	5,471,700	6,393,963	4,943,688
2,094,058	(1,314,106)	Total Long-Term Liabilities	1,485,278	783,697	775,076
5,708,526	10,238	Total Liabilities	6,956,978	7,177,660	5,718,764
15,693,496	(477,178)	Total Net Assets	20,150,483	15,410,256	15,216,318
<u>\$21,402,022</u>	<u>(\$466,940)</u>	Total Liabilities And Net Assets	<u>\$27,107,461</u>	<u>\$22,587,916</u>	<u>\$20,935,082</u>
Cash & Investments Footnote:					
2,667,724	3,397,375	Available Operating Cash	5,097,869	2,276,026	6,065,099
11,758,136	337,194	Investments	11,453,135	11,847,503	12,095,330

YMCA of Orange County
Statement of Financial Position-Consolidated
2/28/2021

<i>Balance Sheet</i>			<i>Balance Sheet</i>		
Year End			1 Year Ago	Prior Mo.	Current Mo.
12/31/2020	YTD Change		2/29/2020	1/31/2021	2/28/2021
ASSETS					
<i>Current Assets</i>					
\$2,667,724	\$3,397,375	Cash and cash equivalents	\$5,097,869	\$2,276,026	\$6,065,099
11,758,136	337,194	Investments	11,453,135	11,847,503	12,095,330
836,020	50,218	Accounts Receivable - Net Allowance	1,204,542	741,104	886,238
10,000	46,744	Annual Pledges Receivable - Net Allowance	51,617	43,238	56,744
(8,457)	(2,368)	Deposits and Prepaid Rent	84,654	(9,641)	(10,825)
0	131,984	Prepaid Insurance	212,242	77,556	131,984
317,116	(176,609)	Other Prepaid Expenses	214,728	270,763	140,507
15,580,539	3,784,538	Total Current Assets	18,318,787	15,246,549	19,365,077
<i>Other Assets</i>					
13,375,119	(4,480,637)	Property, Plant and Equipment, Net	14,569,516	13,288,117	8,894,482
(7,553,636)	229,159	Inter-branch/Inter-fund Items	(5,780,842)	(5,946,750)	(7,324,477)
5,821,483	(4,251,478)	Total Other Assets	8,788,674	7,341,367	1,570,005
\$21,402,022	(\$466,940)	Total Assets	\$27,107,461	\$22,587,916	\$20,935,082
LIABILITIES AND NET ASSETS					
<i>Current Liabilities</i>					
\$953,968	(\$32,592)	Accounts Payable	\$955,420	\$922,033	\$921,376
2,190,526	(16,297)	Accrued Payroll and Employee Benefits	1,924,283	2,300,541	2,174,229
384,395	81,987	Program Fees Received In Advance - Other	2,501,842	1,781,621	466,382
85,579	1,274,023	Notes Payable - Current Portion	90,155	1,389,768	1,359,602
3,614,468	1,307,121	Total Current Liabilities	5,471,700	6,393,963	4,921,589
<i>Long-term Liabilities</i>					
300,000	(4,876)	Self-Insurance Liability and Other Reserves	122,102	301,068	295,124
1,794,058	(1,292,007)	Notes Payable	1,363,176	482,629	502,051
2,094,058	(1,296,883)	Total Long-Term Liabilities	1,485,278	783,697	797,175
5,708,526	10,238	Total Liabilities	6,956,978	7,177,660	5,718,764
<i>Net Assets</i>					
(4,553,713)	4,171,421	Current Operations - YMCA (excl. Tipper, LLC)	(96,726)	(188,354)	(382,292)
20,247,209	(4,648,599)	Unrestricted/Temporarily/Permanently Restricted	20,247,209	15,598,610	15,598,610
15,693,496	(477,178)	Total Net Assets	20,150,483	15,410,256	15,216,318
\$21,402,022	(\$466,940)	Total Liabilities And Net Assets	\$27,107,461	\$22,587,916	\$20,935,082

Cash & Investments Footnote:

2,667,724	3,397,375	Available Operating Cash	5,097,869	2,276,026	6,065,099
11,758,136	337,194	Investments	11,453,135	11,847,503	12,095,330

YMCA of Orange County

Association Summary by Minor Account
For the Two Months Ending Sunday, February 28, 2021
Association's Operating Summary

February					YTD								
Actual	Budget	Act vs Bud Variance	Prior Year	Act vs Prior Yr Variance		Actual	% Rev	Budget	% Rev	Act vs Bud Variance	Prior Year	Act vs Prior Yr Variance	Annual Budget
					Revenue								
1,856,370.84	2,062,773.00	(206,402.16)	3,708,054.04	(1,851,683.20)	Net Revenue Totals	3,695,737.36	100.00%	3,980,420.00	100.00%	(284,682.64)	7,391,901.79	(3,696,164.43)	30,256,557.00
					Expense								
1,272,542.70	1,450,093.00	177,550.30	2,065,129.55	792,586.85	Wages and Benefits Total Expense	2,604,816.49	70.48%	2,922,290.00	73.42%	317,473.51	4,201,398.50	1,596,582.01	19,131,257.00
238,339.14	299,768.00	61,428.86	562,694.11	324,354.97	Flex Expenses Sub-Total	422,800.34	11.44%	595,333.00	14.96%	172,532.66	905,509.85	482,709.51	4,380,432.00
355,226.64	350,552.00	(4,674.64)	556,114.03	200,887.39	Fixed Expenses Sub-Total	702,764.00	19.02%	906,697.00	22.78%	203,933.00	1,191,912.30	489,148.30	5,073,366.00
1,866,108.48	2,100,413.00	234,304.52	3,183,937.69	1,317,829.21	Total Operating Expenses	3,730,380.83	100.94%	4,424,320.00	111.15%	693,939.17	6,298,820.65	2,568,439.82	28,585,055.00
(\$9,737.64)	(\$37,640.00)	\$27,902.36	\$524,116.35	(\$533,853.99)	Operating Net	(\$34,643.47)	(0.94%)	(\$443,900.00)	(11.15%)	\$409,256.53	\$1,093,081.14	(\$1,127,724.61)	\$1,671,502.00
(192,541.79)	(189,903.00)	2,638.79	(826,545.58)	(634,003.79)	Total Non-Operating Expenses	(350,194.04)	(9.48%)	(394,461.00)	(9.91%)	(44,266.96)	(1,233,095.18)	(882,901.14)	(2,429,891.00)
(\$202,279.43)	(\$227,543.00)	\$25,263.57	(\$302,429.23)	\$100,149.80	Net Outcome	(\$384,837.51)	(10.41%)	(\$838,361.00)	(21.06%)	\$453,523.49	(\$140,014.04)	(\$244,823.47)	(\$758,389.00)

YMCA of Orange County
Association Summary by Minor Account
For the Two Months Ending Sunday, February 28, 2021
Association's Operating Summary

February					YTD								
Actual	Budget	Act vs Bud Variance	Prior Year	Act vs Prior Yr Variance		Actual	% Rev	Budget	% Rev	Act vs Bud Variance	Prior Year	Act vs Prior Yr Variance	Annual Budget
Revenue													
\$0.00	\$0.00	\$0.00	\$1,125.00	(\$1,125.00)	0110 Contributions-Unrestricted	\$0.00	0.00%	\$0.00	0.00%	\$0.00	\$1,125.00	(\$1,125.00)	\$0.00
0.00	0.00	0.00	0.00	0.00	0115 Contributions-Restricted	78,332.72	2.12%	3,000.00	0.08%	75,332.72	76,106.90	2,225.82	12,152.00
0.00	0.00	0.00	0.00	0.00	0116 Emergency Funding Revenue	4,480.50	0.12%	0.00	0.00%	4,480.50	0.00	4,480.50	0.00
9,535.90	19,466.00	(9,930.10)	11,790.36	(2,254.46)	0120 Cont-Fndtn/Trusts	29,525.90	0.80%	26,093.00	0.66%	3,432.90	37,674.36	(8,148.46)	202,300.00
3,679.60	0.00	3,679.60	3,941.43	(261.83)	0190 Contribution/Transfer fr Other NP's	7,339.01	0.20%	0.00	0.00%	7,339.01	5,323.57	2,015.44	0.00
196,880.31	191,089.00	5,791.31	241,661.18	(44,780.87)	0210 Annual Campaign	402,217.17	10.88%	336,634.00	8.46%	65,583.17	422,829.91	(20,612.74)	747,888.00
0.00	0.00	0.00	0.00	0.00	0599 Special Event	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00	238,386.00
40,179.09	0.00	40,179.09	37,100.00	3,079.09	0840 Contract Services Revenue	83,776.56	2.27%	0.00	0.00%	83,776.56	65,800.00	17,976.56	0.00
13,960.92	4,748.00	9,212.92	3,647.71	10,313.21	0910 City Funding	18,618.92	0.50%	11,996.00	0.30%	6,622.92	7,193.14	11,425.78	72,955.00
0.00	0.00	0.00	0.00	0.00	0920 Food Program	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00	21,721.00
149,892.87	203,047.00	(53,154.13)	215,933.38	(66,040.51)	0931 Government Grant Income-Restricted	298,715.47	8.08%	411,517.00	10.34%	(112,801.53)	418,459.15	(119,743.68)	2,155,273.00
105,500.89	117,233.00	(11,732.11)	133,556.79	(28,055.90)	1001 Adult Membership	213,544.28	5.78%	232,086.00	5.83%	(18,541.72)	266,076.92	(52,532.64)	1,540,467.00
54,523.96	67,850.00	(13,326.04)	89,084.82	(34,560.86)	1002 Couple Membership	111,506.88	3.02%	130,524.00	3.28%	(19,017.12)	177,277.06	(65,770.18)	1,008,707.00
33,588.28	35,226.00	(1,367.72)	72,494.62	(38,636.34)	1007 3rd Party Memberships	66,663.30	1.80%	66,352.00	1.67%	311.30	129,703.09	(63,039.79)	578,699.00
11,714.31	9,620.00	2,094.31	9,823.80	1,890.51	1014 College/Student Membrship	23,177.41	0.63%	19,031.00	0.48%	4,146.41	19,958.98	3,218.43	136,762.00
0.00	1,200.00	(1,200.00)	3,226.00	(3,226.00)	1017 Daily	0.00	0.00%	2,200.00	0.06%	(2,200.00)	5,378.00	(5,378.00)	26,800.00
1,080.00	641.00	439.00	2,283.62	(1,203.62)	1018 Seniors Membership	2,250.00	0.06%	1,360.00	0.03%	890.00	4,518.66	(2,268.66)	7,215.00
108,877.18	161,245.00	(52,367.82)	292,248.54	(183,371.36)	1019 Family Membership	221,266.55	5.99%	314,309.00	7.90%	(93,042.45)	585,040.40	(363,773.85)	2,620,422.00
6,305.00	8,325.00	(2,020.00)	18,750.21	(12,445.21)	1020 Single Parent Family	12,922.00	0.35%	16,650.00	0.42%	(3,728.00)	37,923.53	(25,001.53)	107,728.00
22,085.66	21,111.00	974.66	35,848.49	(13,762.83)	1101 Adventure Guides Program Fees	43,475.67	1.18%	42,222.00	1.06%	1,253.67	70,600.95	(27,125.28)	304,772.00
0.00	(11.00)	11.00	(9.58)	9.58	1122 AG Employee Discount	0.00	0.00%	(22.00)	0.00%	22.00	(19.16)	19.16	(203.00)
55,614.86	72,275.00	(16,660.14)	153,515.11	(97,900.25)	1130 Y Adventure Guides Event	63,631.31	1.72%	112,975.00	2.84%	(49,343.69)	268,026.22	(204,394.91)	834,490.00
6,816.80	9,389.00	(2,572.20)	32,572.90	(25,756.10)	1210 Facility Rental	14,902.60	0.40%	18,628.00	0.47%	(3,725.40)	54,220.55	(39,317.95)	132,118.00
13,104.00	14,233.00	(1,129.00)	10,760.00	2,344.00	1247 Membership Joining Fee	28,919.50	0.78%	55,162.00	1.39%	(26,242.50)	53,632.50	(24,713.00)	239,354.00
0.00	240.00	(240.00)	2,065.00	(2,065.00)	1274 Misc. Product Sales	0.00	0.00%	240.00	0.01%	(240.00)	2,275.00	(2,275.00)	1,380.00
0.00	0.00	0.00	0.00	0.00	1311 Resident Camp	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00	157,200.00
0.00	0.00	0.00	0.00	0.00	1316 Camp User Group	0.00	0.00%	0.00	0.00%	0.00	0.00	0.00	71,775.00
4,267.36	5,500.00	(1,232.64)	17,104.80	(12,837.44)	1371 New Horizons Camp	7,737.67	0.21%	11,500.00	0.29%	(3,762.33)	33,714.80	(25,977.13)	100,000.00
31,387.87	33,300.00	(1,912.13)	65,897.30	(34,509.43)	1374 Regional Center	53,317.92	1.44%	65,800.00	1.65%	(12,482.08)	141,997.35	(88,679.43)	655,000.00
4,200.00	2,125.00	2,075.00	6,500.00	(2,300.00)	1410 Child Care Admin Reg Fee	7,573.58	0.20%	4,275.00	0.11%	3,298.58	11,500.00	(3,926.42)	431,725.00
959,460.50	995,071.00	(35,610.50)	1,980,815.18	(1,021,354.68)	1420 Child Development Fees	1,861,182.35	50.36%	1,972,549.00	49.56%	(111,366.65)	3,956,104.48	(2,094,922.13)	15,793,757.00
(19,987.74)	(21,220.00)	1,232.26	(37,045.02)	17,057.28	1421 CC Multi-Child Discounts	(38,714.95)	(1.05%)	(42,440.00)	(1.07%)	3,725.05	(74,810.04)	36,095.09	(277,353.00)
(5,655.35)	(6,234.00)	578.65	(8,641.90)	2,986.55	1422 Employee Discounts	(11,415.48)	(0.31%)	(11,968.00)	(0.30%)	552.52	(16,848.42)	5,432.94	(83,605.00)
(2,130.00)	(480.00)	(1,650.00)	(4,155.00)	2,025.00	1423 ASES Discounts	(2,130.00)	(0.06%)	(960.00)	(0.02%)	(1,170.00)	(8,295.00)	6,165.00	(6,600.00)
1,220.00	2,190.00	(970.00)	7,958.50	(6,738.50)	1508 Kidzone	1,985.00	0.05%	4,380.00	0.11%	(2,395.00)	15,226.50	(13,741.50)	124,473.00
14,848.90	23,049.00	(8,200.10)	43,506.08	(28,657.18)	1518 Strength Training	25,326.89	0.69%	43,725.00	1.10%	(18,398.11)	91,976.59	(66,649.70)	372,699.00
0.00	0.00	0.00	629.00	(629.00)	1525 Referee	0.00	0.00%	0.00	0.00%	0.00	963.00	(963.00)	0.00
3,650.00	4,963.00	(1,313.00)	27,166.75	(23,516.75)	1535 Fitness Programs	8,014.50	0.22%	10,193.00	0.26%	(2,178.50)	63,927.59	(55,913.09)	56,133.00
6,070.00	10,750.00	(4,680.00)	98,494.55	(92,424.55)	1540 Sports Programs	5,335.00	0.14%	10,750.00	0.27%	(5,415.00)	232,037.66	(226,702.66)	452,789.00
11,984.61	16,161.00	(4,176.39)	46,232.25	(34,247.64)	1550 Aquatics Program	32,628.40	0.88%	29,854.00	0.75%	2,774.40	86,634.51	(54,006.11)	715,476.00
1,545.00	8,826.00	(7,281.00)	15,038.00	(13,493.00)	1575 Training	1,545.00	0.04%	16,421.00	0.41%	(14,876.00)	24,864.25	(23,319.25)	66,409.00
0.00	0.00	0.00	49,667.50	(49,667.50)	1601 Youth In Government	0.00	0.00%	0.00	0.00%	0.00	68,212.50	(68,212.50)	78,250.00
20,324.82	57,472.00	(37,147.18)	29,157.21	(8,832.39)	1625 Community Programs	38,377.63	1.04%	114,944.00	2.89%	(76,566.37)	83,816.46	(45,438.83)	689,664.00
(10,029.26)	(5,080.00)	(4,949.26)	(7,430.54)	(2,598.72)	1712 Promotions	(24,130.40)	(0.65%)	(48,416.00)	(1.22%)	24,285.60	(55,509.18)	31,378.78	(155,582.00)
(424.00)	(825.00)	401.00	(594.00)	170.00	1720 Complimentary Memberships	(945.00)	(0.03%)	(1,650.00)	(0.04%)	705.00	(1,259.00)	314.00	(9,900.00)
1,020.00	153.00	867.00	2,164.00	(1,144.00)	1801 Miscellaneous	2,104.00	0.06%	306.00	0.01%	1,798.00	19,313.01	(17,209.01)	33,636.00
825.00	75.00	750.00	2,950.00	(2,125.00)	1807 Returned Item/NSF Fee	1,625.00	0.04%	100.00	0.00%	1,525.00	5,050.00	(3,425.00)	625.00
183.50	50.00	133.50	1,220.00	(1,036.50)	1815 Misc. Fundraising	1,054.50	0.03%	100.00	0.00%	954.50	3,660.00	(2,605.50)	600.00
1,856,370.84	2,062,773.00	(206,402.16)	3,708,054.04	(1,851,683.20)	Net Revenue Totals	3,695,737.36	100.00%	3,980,420.00	100.00%	(284,682.64)	7,391,901.79	(3,696,164.43)	30,256,557.00
Expense													
1,079,490.11	1,240,955.00	161,464.89	1,698,430.34	618,940.23	Salary and Wages	2,227,189.76	60.26%	2,501,795.00	62.85%	274,605.24	3,455,702.38	1,228,512.62	16,272,254.00
20,469.47	0.00	(20,469.47)	6,050.50	(14,418.97)	2175 Temporary - Agencies	20,469.47	0.55%	0.00	0.00%	(20,469.47)	8,911.90	(11,557.57)	35,216.00
7,737.61	7,601.00	(136.61)	105,282.39	97,544.78	2220 Retirement Plan Premiums	14,941.71	0.40%	15,464.00	0.39%	522.29	214,883.17	199,941.46	246,950.00
32,020.56	45,934.00	(13,913.44)	55,816.33	23,795.77	2245 Employee Insurance Benefits	68,147.82	1.84%	91,169.00	2.29%	23,021.18	112,976.70	44,828.88	546,141.00
80,847.81	94,931.00	(14,083.19)	126,221.82	45,374.01	2310 FICA	167,118.96	4.52%	191,389.00	4.81%	24,270.04	258,730.57	91,611.61	1,216,004.00
8,144.78	9,311.00	(1,166.22)	1,688.96	9,833.74	2320 Unemployment Insur Prem	16,673.85	0.45%	18,777.00	0.47%	2,103.15	19,989.92	3,316.07	122,079.00
43,832.36	51,361.00	(7,528.64)	63,494.43	19,662.07	2330 Worker's Compensation	90,274.92	2.44%	103,696.00	2.61%	13,421.08	130,203.86	39,928.94	692,613.00
1,272,542.70	1,450,093.00	177,550.30	2,065,129.55	792,586.85	Wages and Benefits Total Expense	2,604,816.49	70.48%	2,922,290.00	73.42%	317,473.51	4,201,398.50	1,596,582.01	19,131,257.00
2,995.63	6,145.00	(3,149.37)	7,430.44	4,434.81	2510 Office/Misc Supplies	5,884.19	0.16%	11,846.00	0.30%	5,961.81	14,552.04	8,667.85	70,415.00
5,036.68	13,505.00	(8,468.32)	12,293.63	7,256.95	2520 Maintenance/Janitorial Supplies	10,073.78	0.27%	24,919.00	0.63%	14,845.22	18,990.08	8,916.30	130,614.00
2,470.44	5,226.00	(2,755.56)	9,413.50	6,943.06	2560 Food & Bev	4,250.93	0.12%	9,710.00	0.24%	5,459.07	16,340.91	12,089.98	66,207.00
39,581.93	26,506.00	(13,075.93)	38,089.24	(1,492.69)	2610 Telephone-Regular Service	67,303.44	1.82%	52,620.00	1.32%	(14,683.44)	57,188.14	(10,115.30)	324,211.00
10,515.74	12,827.00	(2,311.26)	15,619.63	5,103.89	2670 Telephone-Cellular	21,416.19	0.58%	25,634.00	0.64%	4,217.81	29,626.73	8,210.54	153,984.00

YMCA of Orange County
Association Summary by Minor Account
For the Two Months Ending Sunday, February 28, 2021
Association's Operating Summary

February					YTD									
Actual	Budget	Act vs Bud Variance	Prior Year	Act vs Prior Yr Variance		Actual	% Rev	Budget	% Rev	Act vs Bud Variance	Prior Year	Act vs Prior Yr Variance	Annual Budget	
922.81	863.00	(59.81)	3,809.77	2,886.96	2710 Postage	1,281.96	0.03%	4,093.00	0.10%	2,811.04	5,163.36	3,881.40	23,521.00	
33,495.18	26,752.00	(6,743.18)	16,338.29	(17,156.89)	2845 Facility Maintenance	67,106.90	1.82%	51,596.00	1.30%	(15,510.90)	26,061.91	(41,044.99)	305,155.00	
3,011.68	1,486.00	(1,525.68)	6,153.62	3,141.94	2930 Equipment Repairs/Maint	3,928.21	0.11%	4,711.00	0.12%	782.79	7,427.83	3,499.62	27,795.00	
4,079.61	32,320.00	28,240.39	34,556.85	30,477.24	3012 Promo & Advertising	9,502.42	0.26%	64,179.00	1.61%	54,676.58	72,757.69	63,255.27	389,522.00	
497.81	551.00	53.19	2,426.13	1,928.32	3013 Community Development	1,220.52	0.03%	1,772.00	0.04%	551.48	6,859.49	5,638.97	28,729.00	
837.71	5,473.00	4,635.29	10,338.09	9,500.38	3110 Campaign Supplies & Recog.	7,041.99	0.19%	16,107.00	0.40%	9,065.01	10,598.53	3,556.54	34,386.00	
0.00	0.00	0.00	6,781.40	6,781.40	3130 Campaign Printing Costs	0.00	0.00%	0.00	0.00%	0.00	6,781.40	6,781.40	0.00	
924.09	4,267.00	3,342.91	6,060.38	5,136.29	3210 Mileage Reimbursement	1,721.66	0.05%	8,530.00	0.21%	6,808.34	12,399.35	10,677.69	52,276.00	
(1,153.47)	5,256.00	6,409.47	11,151.13	12,304.60	3320 Staff Development/Training	4,531.34	0.12%	8,534.00	0.21%	4,002.66	14,209.63	9,678.29	79,508.00	
543.89	215.00	(328.89)	457.06	(86.83)	3326 Travel Expense	543.89	0.01%	440.00	0.01%	(103.89)	3,005.97	2,462.08	8,479.00	
229.13	495.00	265.87	179.62	(49.51)	3336 Volunteer Recog/Training	229.13	0.01%	545.00	0.01%	315.87	284.34	55.21	15,635.00	
515.90	3,960.00	3,444.10	1,854.90	1,339.00	3337 Staff Recognition	1,152.11	0.03%	8,290.00	0.21%	7,137.89	10,979.85	9,827.74	91,409.00	
1,498.34	4,047.00	2,548.66	7,928.93	6,430.59	3345 Meeting Expense	2,482.14	0.07%	8,214.00	0.21%	5,731.86	12,855.02	10,372.88	54,440.00	
4,493.79	3,577.00	(916.79)	3,124.19	(1,369.60)	3360 Dues & Subscriptions	15,348.36	0.42%	10,686.00	0.27%	(4,662.36)	11,672.29	(3,676.07)	64,054.00	
11,041.35	8,829.00	(2,212.35)	165,106.45	154,065.10	3418 Adv Guide Event Exp	15,271.74	0.41%	22,136.00	0.56%	6,864.26	262,801.04	247,529.30	124,269.00	
49,677.49	45,866.00	(3,811.49)	89,920.21	40,242.72	3425 Program Expense	84,056.03	2.27%	101,705.00	2.56%	17,648.97	158,095.06	74,039.03	759,094.00	
40,282.42	58,750.00	18,467.58	52,239.62	11,957.20	3429 Admission/Prog. Venue Costs	44,180.32	1.20%	83,500.00	2.10%	39,319.68	53,114.91	8,934.59	888,340.00	
187.64	1,292.00	1,104.36	1,332.34	1,144.70	3459 Staff Uniforms	3,445.71	0.09%	7,850.00	0.20%	4,404.29	2,082.68	(1,363.03)	54,064.00	
0.00	0.00	0.00	0.00	0.00	3482 Accreditation Expense	953.00	0.03%	0.00	0.00%	(953.00)	0.00	(953.00)	1,971.00	
14,863.95	18,428.00	3,564.05	33,845.52	18,981.57	3492 Nutrition	25,583.48	0.69%	37,260.00	0.94%	11,676.52	52,284.25	26,700.77	329,812.00	
0.00	0.00	0.00	7,476.39	7,476.39	3520 Transportation	0.00	0.00%	0.00	0.00%	0.00	7,162.39	7,162.39	110,806.00	
319.60	0.00	(319.60)	1,223.81	904.21	3915 Misc. Fundraising Expense	545.24	0.01%	0.00	0.00%	(545.24)	1,996.79	1,451.55	0.00	
2,150.85	4,637.00	2,486.15	4,894.33	2,743.48	4320 Employment Advertising	3,124.52	0.08%	8,337.00	0.21%	5,212.48	7,995.00	4,870.48	39,968.00	
1,896.50	6,337.00	4,440.50	3,635.21	1,738.71	4360 Hiring Costs	3,685.25	0.10%	10,673.00	0.27%	6,987.75	5,619.27	1,934.02	107,593.00	
0.00	1,021.00	1,021.00	4,677.32	4,677.32	5050 Equipment/Asset Purchases	210.06	0.01%	8,305.00	0.21%	8,094.94	8,227.47	8,017.41	19,455.00	
7,422.45	1,137.00	(6,285.45)	4,336.11	(3,086.34)	5310 Write-off Bad Debt	16,725.83	0.45%	3,141.00	0.08%	(13,584.83)	8,376.43	(8,349.40)	24,720.00	
238,339.14	299,768.00	61,428.86	562,694.11	324,354.97	Flex Expenses Sub-Total	422,800.34	11.44%	595,333.00	14.96%	172,532.66	905,509.85	482,709.51	4,380,432.00	
20,637.28	22,500.00	1,862.72	18,379.50	(2,257.78)	2410 Legal Fees	20,637.28	0.56%	45,000.00	1.13%	24,362.72	18,379.50	(2,257.78)	270,000.00	
7,100.00	0.00	(7,100.00)	400.00	(6,700.00)	2415 Audit Fees	7,100.00	0.19%	11,250.00	0.28%	4,150.00	400.00	(6,700.00)	60,000.00	
3,594.75	8,813.00	5,218.25	37,450.00	33,855.25	2450 Consulting Fees	6,935.00	0.19%	16,438.00	0.41%	9,503.00	88,450.00	81,515.00	114,689.00	
57,518.50	42,357.00	(15,161.50)	79,177.76	21,659.26	2480 DP Service/Maint Conctrct	129,473.08	3.50%	201,056.00	5.05%	71,582.92	228,334.80	98,861.72	698,501.00	
88,230.00	87,671.00	(559.00)	106,831.77	18,601.77	2810 Facility Rent	175,569.00	4.75%	175,342.00	4.41%	(227.00)	206,283.75	30,714.75	1,146,423.00	
3,320.63	2,918.00	(402.63)	3,227.24	(93.39)	2811 Facility Rent Offsite Storage	7,415.61	0.20%	5,901.00	0.15%	(1,514.61)	6,652.60	(763.01)	41,110.00	
0.00	259.00	259.00	951.50	951.50	2820 Bldg Licenses & Permits	0.00	0.00%	259.00	0.01%	259.00	951.50	951.50	972.00	
25,654.29	32,910.00	7,255.71	28,610.31	2,956.02	2831 Electricity	52,092.05	1.41%	65,940.00	1.66%	13,847.95	56,739.34	4,647.29	433,517.00	
16,643.34	12,212.00	(4,431.34)	15,939.48	(703.86)	2832 Gas	29,564.12	0.80%	25,445.00	0.64%	(4,119.12)	32,093.17	2,529.05	111,302.00	
5,043.62	4,288.00	(755.62)	5,553.43	509.81	2833 Water and Sewer	9,372.65	0.25%	10,117.00	0.25%	744.35	9,415.05	42.40	71,343.00	
3,082.82	2,968.00	(114.82)	3,902.92	820.10	2834 Refuse Collection	6,206.52	0.17%	5,936.00	0.15%	(270.52)	7,230.84	1,024.32	36,591.00	
7,202.30	4,819.00	(2,383.30)	5,490.36	(1,711.94)	2843 Landscape Maint	9,360.30	0.25%	11,221.00	0.28%	1,860.70	10,903.36	1,543.06	62,185.00	
1,259.97	4,862.00	3,602.03	23,804.75	22,544.78	2844 Contracted Maintenance	2,429.72	0.07%	10,146.00	0.25%	7,716.28	51,603.21	49,173.49	60,432.00	
5,482.51	7,474.00	1,991.49	7,041.16	1,558.65	2849 Pool Repairs & Maintenance	10,293.71	0.28%	14,948.00	0.38%	4,654.29	21,133.70	10,839.99	94,199.00	
(285.16)	399.00	684.16	185.42	470.58	2850 Real And Personal Taxes	2,541.91	0.07%	1,412.00	0.04%	(1,129.91)	4,189.96	1,648.05	11,074.00	
5,673.04	5,743.00	69.96	12,908.74	7,235.70	2870 School Fees	11,188.04	0.30%	11,329.00	0.28%	140.96	25,939.58	14,751.54	92,527.00	
21,512.00	21,512.00	0.00	40,392.00	18,880.00	2880 Property/Liability Insurance	41,604.00	1.13%	41,817.00	1.05%	213.00	80,579.00	38,975.00	335,900.00	
5,692.00	5,692.00	0.00	11,125.00	5,433.00	2885 SIR Expense	6,759.72	0.18%	11,045.00	0.28%	4,285.28	22,102.00	15,342.28	88,422.00	
12,333.84	13,793.00	1,459.16	12,550.49	216.65	2911 Equipment Lease/Rental	25,922.32	0.70%	28,399.00	0.71%	2,476.68	25,028.24	(894.08)	171,528.00	
24.03	0.00	(24.03)	27.10	3.07	3426 Program Enhancements	24.03	0.00%	0.00	0.00%	(24.03)	347.93	323.90	0.00	
0.00	0.00	0.00	3,946.36	3,946.36	3433 Special Funding/Grant Expenses	185.54	0.01%	0.00	0.00%	(185.54)	3,946.36	3,760.82	0.00	
5,489.40	2,947.00	(2,542.40)	3,741.60	(1,747.80)	3486 Program License & Permits	38,856.50	1.05%	76,002.00	1.91%	37,145.50	53,617.52	14,761.02	119,040.00	
2,497.00	2,497.00	0.00	2,476.00	(21.00)	3510 Vehicle Insurance	4,994.00	0.14%	4,994.00	0.13%	0.00	4,952.00	(42.00)	32,214.00	
2,559.32	2,576.00	16.68	2,980.74	421.42	3541 Veh License/Gas/Repair	3,829.24	0.10%	4,514.00	0.11%	684.76	6,894.86	3,065.62	36,507.00	
(0.80)	0.00	0.80	0.00	0.80	3610 Cash Over/Short	(0.80)	0.00%	0.00	0.00%	0.80	6.00	6.80	0.00	
3,036.50	2,571.00	(465.50)	6,387.79	3,351.29	3620 Bank Fees	3,347.65	0.09%	5,252.00	0.13%	1,904.35	4,948.10	1,600.45	30,979.00	
22,863.15	28,088.00	5,224.85	49,803.37	26,940.22	3625 Credit Card Eft Proc Fees	43,350.54	1.17%	53,281.00	1.34%	9,930.46	101,264.19	57,913.65	426,725.00	
6.06	0.00	(6.06)	0.00	(6.06)	3640 Late/Financing Charges	22.12	0.00%	0.00	0.00%	(22.12)	0.00	(22.12)	0.00	
1,081.54	1,406.00	324.46	1,606.42	524.88	3660 Courier Service - Regular	1,619.81	0.04%	2,766.00	0.07%	1,146.19	2,361.32	741.51	17,501.00	
0.00	0.00	0.00	4,778.67	4,778.67	3690 Misc Admin Expense	359.35	0.01%	1,430.00	0.04%	1,070.65	106.33	(253.02)	1,475.00	
0.00	0.00	0.00	7,500.00	7,500.00	3698 Contributions -									

YMCA of Orange County

Association Summary by Minor Account
For the Two Months Ending Sunday, February 28, 2021
Association's Operating Summary

February					YTD								
		Act vs Bud Variance	Prior Year	Act vs Prior Yr Variance		Actual	% Rev	Budget	% Rev	Act vs Bud Variance	Prior Year	Act vs Prior Yr Variance	Annual Budget
(49,845.43)	(60,785.00)	10,939.57	(80,587.12)	30,741.69	0399 Scholarships Awarded	(98,873.15)	(2.68%)	(127,515.00)	(3.20%)	28,641.85	(153,804.66)	54,931.51	(817,938.00)
0.00	(2,083.00)	2,083.00	0.00	0.00	0355 Cares/PDF Funding Alloc	0.00	0.00%	(4,170.00)	(0.10%)	4,170.00	0.00	0.00	(25,000.00)
179,246.00	0.00	179,246.00	0.00	179,246.00	0420 Use of Land/Buildings	179,246.00	4.85%	0.00	0.00%	179,246.00	0.00	179,246.00	0.00
(179,246.00)	0.00	(179,246.00)	0.00	(179,246.00)	2812 In-Kind Rent	(179,246.00)	(4.85%)	0.00	0.00%	(179,246.00)	0.00	(179,246.00)	0.00
8,261.06	6,002.00	2,259.06	5,871.64	2,389.42	1810 Interest	14,417.46	0.39%	12,004.00	0.30%	2,413.46	10,160.79	4,256.67	72,023.00
19,744.57	20,000.00	(255.43)	34,737.99	(14,993.42)	1811 Dividend Income	38,942.46	1.05%	40,000.00	1.00%	(1,057.54)	53,123.33	(14,180.87)	240,000.00
245,803.51	0.00	245,803.51	(692,911.62)	938,715.13	1994 Investment Valuation Change	204,347.84	5.53%	0.00	0.00%	204,347.84	(1,021,405.96)	1,225,753.80	0.00
(23,636.06)	0.00	(23,636.06)	0.00	(23,636.06)	1995 Short Term Gain on Investment	(47,384.60)	(1.28%)	0.00	0.00%	(47,384.60)	3,053.56	(50,438.16)	0.00
191.74	0.00	191.74	47,215.59	(47,023.85)	1996 Long Term Gain on Investment	136,897.53	3.70%	0.00	0.00%	136,897.53	171,113.68	(34,216.15)	0.00
(261,306.21)	0.00	(261,306.21)	0.00	(261,306.21)	1998 Gain(Loss) On Sale Of Assets	(261,306.21)	(7.07%)	0.00	0.00%	(261,306.21)	5,675.00	(266,981.21)	0.00
(8,340.95)	(401.00)	(7,939.95)	(11,531.98)	3,191.03	1999 Gain/(Loss)-Invest. In Subsidiary	(2,545.20)	(0.07%)	(7,418.00)	(0.19%)	4,872.80	(43,287.77)	40,742.57	(98,360.00)
(20,370.68)	0.00	(20,370.68)	0.00	(20,370.68)	2250 Vacation Accrual Expense	(116,563.26)	(3.15%)	0.00	0.00%	(116,563.26)	0.00	(116,563.26)	0.00
(5,034.54)	(5,000.00)	(34.54)	(19.68)	(5,014.86)	3630 Investment Fees	(12,433.69)	(0.34%)	(10,000.00)	(0.25%)	(2,433.69)	(10,465.92)	(1,967.77)	(60,000.00)
(969.00)	(20,833.00)	19,864.00	0.00	(969.00)	3694 Other OneTime/NonRecurring Exp	(969.00)	(0.03%)	(41,670.00)	(1.05%)	40,701.00	0.00	(969.00)	(250,000.00)
0.00	(20,833.00)	20,833.00	0.00	0.00	3696 Strategic Initiative Costs	0.00	0.00%	(41,670.00)	(1.05%)	41,670.00	0.00	0.00	(250,000.00)
(1,219.73)	0.00	(1,219.73)	0.00	(1,219.73)	3697 One-Time Non-Recurring (COVID-19 Expense)	(4,807.70)	(0.13%)	0.00	0.00%	(4,807.70)	0.00	(4,807.70)	0.00
(192,541.79)	(189,903.00)	2,638.79	(826,545.58)	(634,003.79)	Total Non-Operating Expenses	(350,194.04)	(9.48%)	(394,461.00)	(9.91%)	(44,266.96)	(1,233,095.18)	(882,901.14)	(2,429,891.00)
(\$202,279.43)	(\$227,543.00)	\$25,263.57	(\$302,429.23)	\$100,149.80	Net Outcome	(\$384,837.51)	(10.41%)	(\$838,361.00)	(21.06%)	\$453,523.49	(\$140,014.04)	(\$244,823.47)	(\$758,389.00)