



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

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## **Finance Committee**

**April 16, 2021**

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

1. Approval of Meeting Minutes

Sean Peasley

- March 19, 2021

2. Financials

- Month Ending March 31, 2021 – YOC

- Operations

- Balance Sheet

- Cash Flow Projection

Dolores Daly

Matt Langley

Matt Langley

- Month Ending March 31, 2021 – Tipper

3. 2021 Branch Equipment and Leasehold Improvements

- Lender Finance

4. PPP Update

Christine Salas

- Restoration of Wages & Retirement Match

Ryan Fessler

Adjourn



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

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## **Finance Committee Meeting Minutes**

**March 19, 2021**

## FINANCE COMMITTEE MEETING MINUTES

### March 19, 2021

Attendees: Sean Peasley, Juliette Meunier, Ryan Fessler, Minh Hoang, Jeff McBride, Dolores Daly, Christine Salas, Matt Langley, Jess Meyers (12:30pm), Greg Custer (12:32pm)

Absent: Brian Constable

- Approval of Meeting Minutes Sean Peasley
  - February 19, 2021
    - Minh Hoang motioned to minutes as presented
    - Juliette Meunier seconded the motion
    - APPROVED, no nays or abstentions
- Financials Matt Langley
  - Month Ending February 28, 2021
  - YOC – Matt Langley gave an overview of the following:
  -

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.

- In addition to the above there are a couple of noteworthy updates
  - Budget was done last year when OC was in the red tier and close to moving into the orange tier; as of current day moving back into the red tier from the purple tier we are already seeing an childcare enrollment uptick; we are up to 1800 kids
  - CUSD gave us a verbal (twice) that they will be resubmitting a new 5-year contract renewal to the board in May via their consent calendar; no material changes to the verbiage of our current contract/our attorney is reviewing
- New Business Opportunities
  - YCS (community services) branch has opportunities going into other districts and applying for difference grants
  - OCTA wants to contract us to screen their employees each day (verbal only for now)
  - City of Fullerton has a few unused spaces we are looking into for health and wellness, childcare, other programing, etc in that area
  - CalOptima operates Silver sneakers, Silver and Fit paying a middle man to pay the Y for these services. CalOptima has reached out for an RFP to contact directly with the Y as an exclusive provider; could potentially bring in \$1.4M
- Minh – questions the \$40k in the revenue line for contracting services
  - CUSD struggled with full time hires for the extended learning program so we supplemented our staff; the net is small but it helped solidify our relationship with CUSD
- Minh – movement in line item on the balance sheet “Inter-branch/Inter-fund items; was \$5.8M and moved to \$7.3M
  - Matt Langley will follow up
    - The issue is due to how we presented the balance sheet in February compared to prior months. In February we presented only Fund 1 balance sheet versus in prior months we presented a consolidated balance sheet (Funds 1-5). Typically the Inter-branch/Inter-fund Items are eliminated (shows \$0) when consolidating Fund 1 with Fund 2 and 5, however when presenting only Fund 1 it shows the liability balance in Fund 1.
- Juliette – what % of memberships are still on hold
  - Current paid memberships in “on-hold” status is 23%. Activating all 23% would represent \$93,600 in additional monthly revenue
- Cash Flow
  - Matt gave a brief overview of the following:

	For the Period Ending	2/28/2021
	Cash at Beginning of Period	2,276,026
<b>Operations</b>		
Cash receipts from		
Childcare revenue	910,981	
Membership revenue	439,229	
Donations/Grants/Misc.	368,861	
Cash paid for		
Labor expenses	(1,360,303)	
Facility expenses	(236,132)	
Operating expenses	(498,900)	
Interest expense	(14,542)	
Misc.		
<b>Net Cash Flow from Operations</b>	<b>(390,806)</b>	
<b>Investing Activities</b>		
Cash receipts from		
Sale of property and equipment	4,216,960	
Sale of investment securities		
Interest earned	3	
Cash paid for		
Purchase of property and equipment	(8,001)	
Purchase of investment securities		
Misc.		
<b>Net Cash Flow from Investing Activities</b>	<b>4,208,963</b>	
<b>Financing Activities</b>		
Cash receipts from		
Borrowing		
Cash paid for		
Repayment of loans	(29,083)	
<b>Net Cash Flow from Financing Activities</b>	<b>(29,083)</b>	
<b>Net Increase in Cash</b>	<b>3,789,073</b>	
	Cash at End of Period	6,065,099

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- Sean wanted clarity on the investments; return over last year, did we invest?
  - We did not invest additional money
  - Last year it was at \$11.4M last year, now it's at \$11.9
  - Ryan asked if we paid back the money that we pulled down (\$500k from the market account)
    - Jeff – we have not yet and this committee will continue to talk this through over the next few months taking in consideration the property sales, PPP, etc. This conversation is part of a larger conversation regarding GRO and financial strategy
- PPP
  - Christine gave a brief recap and update
    - YMCA applied for PPP last year; uncertain if the 500 was headcount or FTE. It was 500 head count so we were denied
    - New amendment for PPP now defines 500 per location for non-profits and other business; we prepared our application through FMB weeks ago with a calculation of \$4.7M
      - SBA has not updated the programming to accommodate non-profits but we have been trying to push our application through for 2 days
      - SBA pushes their updates each night so FMB will continue to submit our application daily

Adjourn 12:59pm

**Operations Performance to Budget and PY:**

**Revenue including PPP funds totaled \$6.6M which is \$4.4M/208% above budget and \$4.5M / 218% above PY.**

**Excluding PPP Revenue was \$1.8M which was (\$271K) / (12.63%) below budget and (\$202K) / (9.75%) below PY.**

- Membership revenue is (\$95K)/(22.4%) below budget and \$21K / 7% above PY. Membership promotions for members on hold and new joins are actively underway. Facilities are reporting traffic into the branches and new member sign-ups are increasing.
- Child Care Revenue is (\$59K)/(5.7%) below budget and (\$141K) / (12.7%) below PY. CUSD will close school for two days in the month of March and the Y will provide care to any family from the district in need which will increase our exposure to those families not familiar with our child care programs. The District will reimburse the YMCA for the cost of the staff for those two days.
- PPP accounted for \$4.7M in Revenue

**YTD Wages and Benefits (PPP funds were excluded from revenue in analysis)**

- Wages and Benefits are (\$68K)/(22.1%) below budget and ran 69.20% of total revenue against a 62.39% budget. A few factors impacting this increase includes February payroll estimate shortfall recognized in March and Jan-March accrual of EL retro pay expenses. A few programs/branches did not flex salary expenses as quickly as needed.

**YTD Flex and Fixed Expenses (PPP funds were excluded from revenue in analysis)**

- Flex expenses are (\$61K)/(20.49%) below budget and ran 12.81% total revenue against a 14.38% budget. Largest savings are from a staff recognition and Annual Campaign events that did not take place. Promotions were reduced due to the state orders. These funds will be used from promotions when orders are lifted and facilities can move back inside. Membership campaigns began in march with Covid numbers declining and state orders lifting.
- Fixed expenses are (\$23K)/(6.1%) below budget and ran 18.6% of total revenue against a 17.39% budget. The largest variance was the placement fee for the controller position from the temp agency.

**YTD Operating Net was (\$228K) which was (\$129K) below budget (PPP funds were excluded from analysis)**

March was an important transition month for programs and facilities. Each branch completed a member facing refresh project that included new images on walls, new entry areas at some facilities, fresh paint and deep cleans. Large marketing promotions are currently underway to members on hold, lost members and new members as we begin to rebuild our membership base. Child Care enrollment continues to steadily increase at average of 2.3% per week over the last month. With state orders loosening and people becoming more comfortable with venturing out of their homes our efforts to regain our membership and child care enrollment are in full swing.

YMCA of Orange County  
Statement of Financial Position-Fund 1  
3/31/2021

Year End 12/31/2020	YTD Change		1 Year Ago 3/31/2020	Prior Mo. 2/28/2021	Current Mo. 3/31/2021
ASSETS					
15,580,539	8,455,562	Total Current Assets	15,996,419	19,365,077	24,036,101
5,821,483	(4,266,429)	Total Other Assets	8,714,438	1,570,005	1,555,054
<u>\$21,402,022</u>	<u>\$4,189,133</u>	Total Assets	<u>\$24,710,857</u>	<u>\$20,935,082</u>	<u>\$25,591,155</u>
LIABILITIES AND NET ASSETS					
3,615,386	1,238,085	Total Current Liabilities	5,247,477	4,921,592	4,853,471
2,093,109	(1,278,598)	Total Long-Term Liabilities	1,467,094	797,141	814,511
5,708,495	(40,513)	Total Liabilities	6,714,571	5,718,733	5,667,982
15,693,527	4,229,646	Total Net Assets	17,996,286	15,216,349	19,923,173
<u>\$21,402,022</u>	<u>\$4,189,133</u>	Total Liabilities And Net Assets	<u>\$24,710,857</u>	<u>\$20,935,082</u>	<u>\$25,591,155</u>
Cash & Investments Footnote:					
2,667,724	7,546,579	Available Operating Cash	5,167,216	6,065,099	10,214,303
11,758,136	745,840	Investments	10,020,074	12,095,330	12,503,976



**YMCA of Orange County**  
**Statement of Financial Position-Fund 1**  
**3/31/2021**

Balance Sheet			Balance Sheet		
Year End			1 Year Ago	Prior Mo.	Current Mo.
12/31/2020	YTD Change		3/31/2020	2/28/2021	3/31/2021
<b>ASSETS</b>					
		Current Assets			
\$2,667,724	\$7,546,579	Cash and cash equivalents	\$5,167,216	\$6,065,099	\$10,214,303
11,758,136	745,840	Investments	10,020,074	12,095,330	12,503,976
836,020	111,586	Accounts Receivable - Net Allowance	186,761	886,238	947,606
10,000	69,655	Annual Pledges Receivable - Net Allowance	139,810	56,744	79,655
(8,457)	10,657	Deposits and Prepaid Rent	30,266	(10,825)	2,200
0	155,943	Prepaid Insurance	195,244	131,984	155,943
317,116	(184,698)	Other Prepaid Expenses	257,048	140,507	132,418
15,580,539	8,455,562	Total Current Assets	15,996,419	19,365,077	24,036,101
		Other Assets			
13,375,119	(4,516,934)	Property, Plant and Equipment, Net	14,478,417	8,894,482	8,858,185
(7,553,636)	250,505	Inter-branch/Inter-fund Items	(5,763,979)	(7,324,477)	(7,303,131)
5,821,483	(4,266,429)	Total Other Assets	8,714,438	1,570,005	1,555,054
<u>\$21,402,022</u>	<u>\$4,189,133</u>	Total Assets	<u>\$24,710,857</u>	<u>\$20,935,082</u>	<u>\$25,591,155</u>
<b>LIABILITIES AND NET ASSETS</b>					
		Current Liabilities			
\$953,968	(\$192,710)	Accounts Payable	\$721,654	\$921,375	\$761,258
2,190,526	62,725	Accrued Payroll and Employee Benefits	1,662,446	2,174,229	2,253,251
384,395	94,961	Program Fees Received In Advance - Other	2,772,897	466,382	479,356
86,497	1,273,109	Notes Payable - Current Portion	90,480	1,359,606	1,359,606
3,615,386	1,238,085	Total Current Liabilities	5,247,477	4,921,592	4,853,471
		Long-term Liabilities			
300,000	(2,204)	Self-Insurance Liability and Other Reserves	115,047	295,124	297,796
1,793,109	(1,276,394)	Notes Payable	1,352,047	502,017	516,715
2,093,109	(1,278,598)	Total Long-Term Liabilities	1,467,094	797,141	814,511
5,708,495	(40,513)	Total Liabilities	6,714,571	5,718,733	5,667,982
		Net Assets			
(4,553,682)	8,878,214	Current Operations - YMCA (excl. Tipper, LLC)	(2,250,923)	(382,292)	4,324,532
20,247,209	(4,648,568)	Unrestricted/Temporarily/Permanently Restricted	20,247,209	15,598,641	15,598,641
15,693,527	4,229,646	Total Net Assets	17,996,286	15,216,349	19,923,173
<u>\$21,402,022</u>	<u>\$4,189,133</u>	Total Liabilities And Net Assets	<u>\$24,710,857</u>	<u>\$20,935,082</u>	<u>\$25,591,155</u>
<b>Cash &amp; Investments Footnote:</b>					
2,667,724	7,546,579	Available Operating Cash	5,167,216	6,065,099	10,214,303
11,758,136	745,840	Investments	10,020,074	12,095,330	12,503,976

# YMCA of Orange County

Association Summary by Minor Account  
For the Three Months Ending Wednesday, March 31, 2021  
Association's Operating Summary

March					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
Revenue												
6,624,590.60	2,147,272.00	4,477,318.60	2,078,868.93	4,545,721.67	Net Revenue Totals	10,320,327.96	100.00%	6,127,692.00	100.00%	4,192,635.96	9,470,770.72	849,557.24
Expense												
1,298,358.59	1,339,886.00	41,527.41	1,485,413.94	187,055.35	Salary and Wages	3,525,548.35	34.16%	3,841,681.00	62.69%	316,132.65	4,941,116.32	1,415,567.97
1,513,130.34	1,562,887.00	49,756.66	1,817,630.91	304,500.57	Wages and Benefits Total Expense	4,117,946.83	39.90%	4,485,177.00	73.20%	367,230.17	6,019,029.41	1,901,082.58
240,421.33	308,883.00	68,461.67	342,107.42	101,686.09	Flex Expenses Sub-Total	663,221.67	6.43%	904,216.00	14.76%	240,994.33	1,247,617.27	584,395.60
350,552.47	373,577.00	23,024.53	466,030.27	115,477.80	Fixed Expenses Sub-Total	1,053,316.47	10.21%	1,280,274.00	20.89%	226,957.53	1,657,942.57	604,626.10
2,104,104.14	2,245,347.00	141,242.86	2,625,768.60	521,664.46	Total Operating Expenses	5,834,484.97	56.53%	6,669,667.00	108.84%	835,182.03	8,924,589.25	3,090,104.28
\$4,520,486.46	(\$98,075.00)	\$4,618,561.46	(\$546,899.67)	\$5,067,386.13	Operating Net	\$4,485,842.99	43.47%	(\$541,975.00)	(8.84%)	\$5,027,817.99	\$546,181.47	\$3,939,661.52
191,292.44	(194,237.00)	(385,529.44)	(1,616,181.25)	(1,807,473.69)	Total Non-Operating Expenses	(158,901.60)	(1.54%)	(588,698.00)	(9.61%)	(429,796.40)	(2,849,276.43)	(2,690,374.83)
\$4,711,778.90	(\$292,312.00)	\$5,004,090.90	(\$2,163,080.92)	\$6,874,859.82	Net Outcome	\$4,326,941.39	41.93%	(\$1,130,673.00)	(18.45%)	\$5,457,614.39	(\$2,303,094.96)	\$6,630,036.35

**YMCA of Orange County**  
Association Summary by Minor Account  
For the Three Months Ending Wednesday, March 31, 2021  
Association's Operating Summary

March					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	\$0.00	\$0.00	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	0.76%	3,000.00	0.05%	75,332.72	76,106.90	2,225.82	12,152.00
4,748,475.00	0.00	4,748,475.00	25,604.20	4,722,870.80	0116 Emergency Funding Revenue	4,752,955.50	46.05%	0.00	0.00%	4,752,955.50	25,604.20	4,727,351.30	0.00
8,350.00	36,159.00	(27,809.00)	7,844.00	506.00	0120 Cont-Fndtn/Trusts	37,875.90	0.37%	62,252.00	1.02%	(24,376.10)	45,518.36	(7,642.46)	202,300.00
4,118.19	0.00	4,118.19	362.16	3,756.03	0190 Contribution/Transfer fr Other NP's	11,457.20	0.11%	0.00	0.00%	11,457.20	5,685.73	5,771.47	0.00
140,371.50	128,377.00	11,994.50	248,933.76	(108,562.26)	0210 Annual Campaign	542,588.67	5.26%	465,011.00	7.59%	77,577.67	671,763.67	(129,175.00)	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
49,749.00	0.00	49,749.00	18,200.00	31,549.00	0840 Contract Services Revenue	133,525.56	1.29%	0.00	0.00%	133,525.56	84,000.00	49,525.56	0.00
10,525.00	4,748.00	5,777.00	18,620.15	(8,095.15)	0910 City Funding	29,143.92	0.28%	16,744.00	0.27%	12,399.92	25,813.29	3,330.63	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
156,700.75	217,091.00	(60,390.25)	173,786.80	(17,086.05)	0931 Government Grant Income-Restricted	455,416.22	4.41%	628,608.00	10.26%	(173,191.78)	592,245.95	(136,829.73)	2,155,273.00
108,668.05	121,345.00	(12,676.95)	65,394.25	43,273.80	1001 Adult Membership	322,212.33	3.12%	353,431.00	5.77%	(31,218.67)	331,471.17	(9,258.84)	1,540,467.00
52,317.45	71,645.00	(19,327.55)	43,447.97	8,869.48	1002 Couple Membership	163,824.33	1.59%	202,169.00	3.30%	(38,344.67)	220,725.03	(56,900.70)	1,008,707.00
40,247.91	38,251.00	1,996.91	38,481.02	1,766.89	1007 3rd Party Memberships	106,911.21	1.04%	104,603.00	1.71%	2,308.21	168,184.11	(61,272.90)	578,699.00
12,448.25	9,589.00	2,859.25	4,736.80	7,711.45	1014 College/Student Membrship	35,625.66	0.35%	28,620.00	0.47%	7,005.66	24,695.78	10,929.88	136,762.00
0.00	1,300.00	(1,300.00)	646.00	(646.00)	1017 Daily	0.00	0.00%	3,500.00	0.06%	(3,500.00)	6,024.00	(6,024.00)	26,800.00
1,125.00	641.00	484.00	1,087.50	37.50	1018 Seniors Membership	3,375.00	0.03%	2,001.00	0.03%	1,374.00	5,606.16	(2,231.16)	7,215.00
108,382.13	173,467.00	(65,084.87)	144,402.40	(36,020.27)	1019 Family Membership	329,648.68	3.19%	487,776.00	7.96%	(158,127.32)	729,442.80	(399,794.12)	2,620,422.00
6,110.00	8,325.00	(2,215.00)	9,406.88	(3,296.88)	1020 Single Parent Family	19,032.00	0.18%	24,975.00	0.41%	(5,943.00)	47,330.41	(28,298.41)	107,728.00
23,069.35	21,111.00	1,958.35	35,384.99	(12,315.64)	1101 Adventure Guides Program Fees	66,545.02	0.64%	63,333.00	1.03%	3,212.02	105,985.94	(39,440.92)	304,772.00
0.00	(11.00)	11.00	(9.58)	9.58	1122 AG Employee Discount	0.00	0.00%	(33.00)	0.00%	33.00	(28.74)	28.74	(203.00)
62,669.86	55,995.00	6,674.86	15,048.18	47,621.68	1130 Y Adventure Guides Event	126,301.17	1.22%	168,970.00	2.76%	(42,668.83)	283,074.40	(156,773.23)	834,490.00
6,121.80	9,239.00	(3,117.20)	7,679.10	(1,557.30)	1210 Facility Rental	21,024.40	0.20%	27,867.00	0.45%	(6,842.60)	61,899.65	(40,875.25)	132,118.00
17,523.00	13,688.00	3,835.00	6,080.00	11,443.00	1247 Membership Joining Fee	46,442.50	0.45%	68,850.00	1.12%	(22,407.50)	59,712.50	(13,270.00)	239,354.00
0.00	0.00	0.00	225.00	(225.00)	1274 Misc. Product Sales	0.00	0.00%	240.00	0.00%	(240.00)	2,500.00	(2,500.00)	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
4,832.80	7,000.00	(2,167.20)	6,605.00	(1,772.20)	1371 New Horizons Camp	12,570.47	0.12%	18,500.00	0.30%	(5,929.53)	40,319.80	(27,749.33)	100,000.00
35,479.06	36,500.00	(1,020.94)	17,028.00	18,451.06	1374 Regional Center	88,796.98	0.86%	102,300.00	1.67%	(13,503.02)	159,025.35	(70,228.37)	655,000.00
9,275.00	2,175.00	7,100.00	11,150.00	(1,875.00)	1410 Child Care Admin Reg Fee	16,848.58	0.16%	6,450.00	0.11%	10,398.58	22,650.00	(5,801.42)	431,725.00
991,217.50	1,056,669.00	(65,451.50)	1,131,469.16	(140,251.66)	1420 Child Development Fees	2,852,399.85	27.64%	3,029,218.00	49.43%	(176,818.15)	5,087,573.64	(2,235,173.79)	15,793,757.00
(20,353.12)	(20,223.00)	(130.12)	(20,493.18)	140.06	1421 CC Multi-Child Discounts	(59,068.07)	(0.57%)	(62,663.00)	(1.02%)	3,594.93	(95,303.22)	36,235.15	(277,353.00)
(6,345.85)	(6,234.00)	(111.85)	(6,335.12)	(10.73)	1422 Employee Discounts	(17,761.33)	(0.17%)	(18,202.00)	(0.30%)	440.67	(23,183.54)	5,422.21	(83,605.00)
(2,370.00)	(480.00)	(1,890.00)	(4,125.00)	1,755.00	1423 ASES Discounts	(4,500.00)	(0.04%)	(1,440.00)	(0.02%)	(3,060.00)	(12,420.00)	7,920.00	(6,600.00)
2,125.00	2,851.00	(726.00)	1,270.00	855.00	1508 Kidzone	4,110.00	0.04%	7,231.00	0.12%	(3,121.00)	16,996.50	(12,886.50)	124,473.00
17,223.39	25,721.00	(8,497.61)	21,102.88	(3,879.49)	1518 Strength Training	42,550.28	0.41%	69,446.00	1.13%	(26,895.72)	113,079.47	(70,529.19)	372,699.00
0.00	0.00	0.00	98.00	(98.00)	1525 Referee	0.00	0.00%	0.00	0.00%	0.00	1,061.00	(1,061.00)	0.00
2,760.50	4,653.00	(1,892.50)	6,821.09	(4,060.59)	1535 Fitness Programs	10,775.00	0.10%	14,846.00	0.24%	(4,071.00)	70,748.68	(59,973.68)	56,133.00
(5,749.50)	36,238.00	(41,987.50)	3,648.61	(9,398.11)	1540 Sports Programs	(414.50)	0.00%	46,988.00	0.77%	(47,402.50)	235,686.27	(236,100.77)	452,789.00
27,951.42	31,461.00	(3,509.58)	17,789.17	10,162.25	1550 Aquatics Program	60,579.82	0.59%	61,315.00	1.00%	(735.18)	104,423.68	(43,843.86)	715,476.00
0.00	6,971.00	(6,971.00)	2,795.00	(2,795.00)	1575 Training	1,545.00	0.01%	23,392.00	0.38%	(21,847.00)	27,659.25	(26,114.25)	66,409.00
0.00	750.00	(750.00)	0.00	0.00	1601 Youth In Government	0.00	0.00%	750.00	0.01%	(750.00)	68,212.50	(68,212.50)	78,250.00
25,569.38	57,472.00	(31,902.62)	24,199.29	1,370.09	1625 Community Programs	63,947.01	0.62%	172,416.00	2.81%	(108,468.99)	108,015.75	(44,068.74)	689,664.00
(18,235.22)	(5,115.00)	(13,120.22)	(2,780.13)	(15,455.09)	1712 Promotions	(42,365.62)	(0.41%)	(53,531.00)	(0.87%)	11,165.38	(58,289.31)	15,923.69	(155,582.00)
(339.00)	(825.00)	486.00	(647.42)	308.42	1720 Complimentary Memberships	(1,284.00)	(0.01%)	(2,475.00)	(0.04%)	1,191.00	(1,906.42)	622.42	(9,900.00)
1,262.00	653.00	609.00	1,287.00	(25.00)	1801 Miscellaneous	3,366.00	0.03%	959.00	0.02%	2,407.00	20,600.01	(17,234.01)	33,636.00
1,150.00	25.00	1,125.00	2,325.00	(1,175.00)	1807 Returned Item/NSF Fee	2,775.00	0.03%	125.00	0.00%	2,650.00	7,375.00	(4,600.00)	625.00
2,165.00	50.00	2,115.00	300.00	1,865.00	1815 Misc. Fundraising	3,219.50	0.03%	150.00	0.00%	3,069.50	3,960.00	(740.50)	600.00
6,624,590.60	2,147,272.00	4,477,318.60	2,078,868.93	4,545,721.67	Net Revenue Totals	10,320,327.96	100.00%	6,127,692.00	100.00%	4,192,635.96	9,470,770.72	849,557.24	30,256,557.00
Expense													
1,298,358.59	1,339,886.00	41,527.41	1,485,413.94	187,055.35	Salary and Wages	3,525,548.35	34.16%	3,841,681.00	62.69%	316,132.65	4,941,116.32	1,415,567.97	16,272,254.00
13,373.84	0.00	(13,373.84)	3,491.27	(9,882.57)	2175 Temporary - Agencies	33,843.31	0.33%	0.00	0.00%	(33,843.31)	12,403.17	(21,440.14)	35,216.00
8,755.94	8,261.00	(494.94)	100,972.10	92,216.16	2220 Retirement Plan Premiums	23,697.65	0.23%	23,725.00	0.39%	27.35	315,855.27	292,157.62	246,950.00
37,297.90	45,613.00	8,315.10	52,868.13	15,570.23	2245 Employee Insurance Benefits	105,445.72	1.02%	136,782.00	2.23%	31,336.28	165,844.83	60,399.11	546,141.00
93,161.72	102,496.00	9,334.28	109,992.75	16,831.03	2310 FICA	260,280.68	2.52%	293,885.00	4.80%	33,604.32	368,723.32	108,442.64	1,216,004.00
9,749.13	10,053.00	303.87	8,551.07	(1,198.06)	2320 Unemployment Insur Prem	26,422.98	0.26%	28,830.00	0.47%	2,407.02	28,540.99	2,118.01	122,079.00
52,433.22	56,578.00	4,144.78	56,341.65	3,908.43	2330 Worker's Compensation	142,708.14	1.38%	160,274.00	2.62%	17,565.86	186,545.51	43,837.37	692,613.00
1,513,130.34	1,562,887.00	49,756.66	1,817,630.91	304,500.57	Wages and Benefits Total Expense	4,117,946.83	39.90%	4,485,177.00	73.20%	367,230.17	6,019,029.41	1,901,082.58	19,131,257.00
2,636.04	5,681.00												

**YMCA of Orange County**  
Association Summary by Minor Account  
For the Three Months Ending Wednesday, March 31, 2021  
Association's Operating Summary

March						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
30,533.50	29,634.00	(899.50)	41,052.92	10,519.42	2845 Facility Maintenance	97,640.40	0.95%	81,230.00	1.33%	(16,410.40)	67,114.83	(30,525.57)	305,155.00
2,846.40	2,076.00	(770.40)	7,458.66	4,612.26	2930 Equipment Repairs/Maint	6,774.61	0.07%	6,787.00	0.11%	12.39	14,886.49	8,111.88	27,795.00
22,775.62	33,592.00	10,816.38	68,670.35	45,894.73	3012 Promo & Advertising	32,278.04	0.31%	97,771.00	1.60%	65,492.96	141,428.04	109,150.00	389,522.00
261.09	1,850.00	1,588.91	3,522.19	3,261.10	3013 Community Development	1,481.61	0.01%	3,622.00	0.06%	2,140.39	10,381.68	8,900.07	28,729.00
369.46	8,285.00	7,915.54	3,116.52	2,747.06	3110 Campaign Supplies & Recog.	7,411.45	0.07%	24,392.00	0.40%	16,980.55	13,715.05	6,303.60	34,386.00
0.00	0.00	0.00	7,312.40	7,312.40	3130 Campaign Printing Costs	0.00	0.00%	0.00	0.00%	0.00	14,093.80	14,093.80	0.00
1,631.52	4,335.00	2,703.48	4,801.92	3,170.40	3210 Mileage Reimbursement	3,353.18	0.03%	12,865.00	0.21%	9,511.82	17,201.27	13,848.09	52,276.00
1,512.94	8,427.00	6,914.06	10,515.62	9,002.68	3320 Staff Development/Training	6,044.28	0.06%	16,961.00	0.28%	10,916.72	24,725.25	18,680.97	79,508.00
213.64	1,315.00	1,101.36	578.80	365.16	3326 Travel Expense	757.53	0.01%	1,755.00	0.03%	997.47	3,584.77	2,827.24	8,479.00
108.83	1,405.00	1,296.17	0.00	(108.83)	3336 Volunteer Recog/Training	337.96	0.00%	1,950.00	0.03%	1,612.04	284.34	(53.62)	15,635.00
760.86	16,605.00	15,844.14	18,216.70	17,455.84	3337 Staff Recognition	1,912.97	0.02%	24,895.00	0.41%	22,982.03	29,196.55	27,283.58	91,409.00
2,225.79	5,354.00	3,128.21	6,281.13	4,055.34	3345 Meeting Expense	4,707.93	0.05%	13,568.00	0.22%	8,860.07	19,136.15	14,428.22	54,440.00
6,975.98	3,422.00	(3,553.98)	2,563.08	(4,412.90)	3360 Dues & Subscriptions	22,324.34	0.22%	14,108.00	0.23%	(8,216.34)	14,235.37	(8,088.97)	64,054.00
14,557.47	10,859.00	(3,698.47)	1,319.37	(13,238.10)	3418 Adv Guide Event Exp	29,829.21	0.29%	32,995.00	0.54%	3,165.79	264,120.41	234,291.20	124,269.00
24,978.31	44,307.00	19,328.69	57,085.54	32,107.23	3425 Program Expense	109,034.34	1.06%	146,012.00	2.38%	36,977.66	215,180.60	106,146.26	759,094.00
46,732.27	42,000.00	(4,732.27)	399.15	(46,333.12)	3429 Admission/Prog. Venue Costs	90,912.59	0.88%	125,500.00	2.05%	34,587.41	53,514.06	(37,398.53)	888,340.00
435.13	1,262.00	826.87	1,879.97	1,444.84	3459 Staff Uniforms	3,880.84	0.04%	9,112.00	0.15%	5,231.16	3,962.65	81.81	54,064.00
0.00	0.00	0.00	0.00	0.00	3482 Accreditation Expense	953.00	0.01%	0.00	0.00%	(953.00)	0.00	(953.00)	1,971.00
14,169.49	18,946.00	4,776.51	30,288.64	16,119.15	3492 Nutrition	39,752.97	0.39%	56,206.00	0.92%	16,453.03	82,572.89	42,819.92	329,812.00
73.35	0.00	(73.35)	0.00	(73.35)	3520 Transportation	73.35	0.00%	0.00	0.00%	(73.35)	7,162.39	7,089.04	110,806.00
1,667.84	0.00	(1,667.84)	1,618.71	(49.13)	3915 Misc. Fundraising Expense	2,213.08	0.02%	0.00	0.00%	(2,213.08)	3,615.02	1,402.42	0.00
3,293.81	5,423.00	2,129.19	3,318.45	24.64	4320 Employment Advertising	6,418.33	0.06%	13,760.00	0.22%	7,341.67	11,313.45	4,895.12	39,968.00
3,471.25	4,959.00	1,487.75	11,481.19	8,009.94	4360 Hiring Costs	7,156.50	0.07%	15,632.00	0.26%	8,475.50	17,100.46	9,943.96	107,593.00
0.00	224.00	224.00	1,446.79	1,446.79	5050 Equipment/Asset Purchases	210.06	0.00%	8,529.00	0.14%	8,318.94	9,674.26	9,464.20	19,455.00
3,860.10	1,152.00	(2,708.10)	1,089.40	(2,770.70)	5310 Write-off Bad Debt	20,585.93	0.20%	4,293.00	0.07%	(16,292.93)	9,465.83	(11,120.10)	24,720.00
240,421.33	308,883.00	68,461.67	342,107.42	101,686.09	Flex Expenses Sub-Total	663,221.67	6.43%	904,216.00	14.76%	240,994.33	1,247,617.27	584,395.60	4,380,432.00
11,969.00	22,500.00	10,531.00	22,464.00	10,495.00	2410 Legal Fees	32,606.28	0.32%	67,500.00	1.10%	34,893.72	40,843.50	8,237.22	270,000.00
3,550.00	11,250.00	7,700.00	0.00	(3,550.00)	2415 Audit Fees	10,650.00	0.10%	22,500.00	0.37%	11,850.00	400.00	(10,250.00)	60,000.00
20,003.00	7,375.00	(12,628.00)	27,466.00	7,463.00	2450 Consulting Fees	26,938.00	0.26%	23,813.00	0.39%	(3,125.00)	115,916.00	88,978.00	114,689.00
45,766.40	46,188.00	421.60	67,106.74	21,340.34	2480 DP Service/Maint Contrct	175,239.48	1.70%	247,244.00	4.03%	72,004.52	295,441.54	120,202.06	698,501.00
85,293.23	87,671.00	2,377.77	89,882.26	4,589.03	2810 Facility Rent	260,862.23	2.53%	263,013.00	4.29%	2,150.77	296,166.01	35,303.78	1,146,423.00
3,688.01	2,918.00	(770.01)	3,095.19	(592.82)	2811 Facility Rent Offsite Storage	11,103.62	0.11%	8,819.00	0.14%	(2,284.62)	9,747.79	(1,355.83)	41,110.00
110.00	0.00	(110.00)	0.00	(110.00)	2820 Bldg Licenses & Permits	110.00	0.00%	259.00	0.00%	149.00	951.50	841.50	972.00
24,071.20	33,489.00	9,417.80	28,070.53	3,999.33	2831 Electricity	76,163.25	0.74%	99,429.00	1.62%	23,265.75	84,809.87	8,646.62	433,517.00
13,370.05	12,593.00	(777.05)	11,529.43	(1,840.62)	2832 Gas	42,934.17	0.42%	38,038.00	0.62%	(4,896.17)	43,622.60	688.43	111,302.00
3,777.13	6,639.00	2,861.87	6,208.86	2,431.73	2833 Water and Sewer	13,149.78	0.13%	16,756.00	0.27%	3,606.22	15,623.91	2,474.13	71,343.00
2,635.55	2,968.00	332.45	3,232.92	597.37	2834 Refuse Collection	8,842.07	0.09%	8,904.00	0.15%	61.93	10,463.76	1,621.69	36,591.00
5,151.65	4,727.00	(424.65)	2,913.17	(2,238.48)	2843 Landscape Maint	14,511.95	0.14%	15,948.00	0.26%	1,436.05	13,816.53	(695.42)	62,185.00
2,324.18	4,862.00	2,537.82	14,593.93	12,269.75	2844 Contracted Maintenance	4,753.90	0.05%	15,008.00	0.24%	10,254.10	66,197.14	61,443.24	60,432.00
7,957.03	8,052.00	94.97	4,719.50	(3,237.53)	2849 Pool Repairs & Maintenance	18,250.74	0.18%	23,000.00	0.38%	4,749.26	25,853.20	7,602.46	94,199.00
(635.51)	2,093.00	2,728.51	1.70	637.21	2850 Real And Personal Taxes	1,906.40	0.02%	3,505.00	0.06%	1,598.60	4,191.66	2,285.26	11,074.00
5,905.16	5,970.00	64.84	12,787.45	6,882.29	2870 School Fees	17,093.20	0.17%	17,299.00	0.28%	205.80	38,727.03	21,633.83	92,527.00
23,197.00	23,197.00	0.00	40,453.00	17,256.00	2880 Property/Liability Insurance	64,801.00	0.63%	65,014.00	1.06%	213.00	121,032.00	56,231.00	335,900.00
6,122.00	6,122.00	0.00	11,191.00	5,069.00	2885 SIR Expense	12,881.72	0.12%	17,167.00	0.28%	4,285.28	33,293.00	20,411.28	88,422.00
15,393.32	13,973.00	(1,420.32)	14,285.35	(1,107.97)	2911 Equipment Lease/Rental	41,315.64	0.40%	42,372.00	0.69%	1,056.36	39,313.59	(2,002.05)	171,528.00
52.18	0.00	(52.18)	177.11	124.93	3426 Program Enhancements	76.21	0.00%	0.00	0.00%	(76.21)	525.04	448.83	0.00
0.00	0.00	0.00	450.89	450.89	3433 Special Funding/Grant Expenses	185.54	0.00%	0.00	0.00%	(185.54)	4,397.25	4,211.71	0.00
10,794.48	3,267.00	(7,527.48)	1,690.77	(9,103.71)	3486 Program License & Permits	49,650.98	0.48%	79,269.00	1.29%	29,618.02	55,308.29	5,657.31	119,040.00
2,497.00	2,497.00	0.00	2,476.00	(21.00)	3510 Vehicle Insurance	7,491.00	0.07%	7,491.00	0.12%	0.00	7,428.00	(63.00)	32,214.00
1,198.02	3,600.00	2,401.98	1,447.52	249.50	3541 Veh License/Gas/Repair	5,027.26	0.05%	8,114.00	0.13%	3,086.74	8,342.38	3,315.12	36,507.00
20.00	0.00	(20.00)	0.00	(20.00)	3610 Cash Over/Short	19.20	0.00%	0.00	0.00%	(19.20)	6.00	(13.20)	0.00
3,177.43	2,595.00	(582.43)	3,286.17	108.74	3620 Bank Fees	6,525.08	0.06%	7,847.00	0.13%	1,321.92	8,234.27	1,709.19	30,979.00
22,811.31	29,358.00	6,546.69	43,777.49	20,966.18	3625 Credit Card Eft Proc Fees	66,161.85	0.64%	82,639.00	1.35%	16,477.15	145,041.68	78,879.83	426,725.00
73.88	0.00	(73.88)	(484.00)	(557.88)	3640 Late/Financing Charges	96.00	0.00%	0.00	0.00%	(96.00)	(484.00)	(580.00)	0.00
1,095.78	1,371.00	275.22	1,552.44	456.66	3660 Courier Service - Regular	2,715.59	0.03%	4,137.00	0.07%	1,421.41	3,913.76	1,198.17	17,501.00
0.00	0.00	0.00	325.27	325.27	3690 Misc Admin Expense	359.35	0.00%	1,430.00	0.02%	1,070.65	431.60	72.25	1,475.00
0.00	0.00	0.00	4,000.00	4,000.00	3698 Contributions - Other NP	0.00	0.00%	0.00	0.00%	0.00	11,500.00	11,500.00	500.00
23,097.00	23,097.00	0.00	41,108.00	18,011.00	3710 Fair Share	66,118.00	0.64%	66,118.00	1.08%	0.00	122,727.00	56,609.00	330,246.00
0.00	0.00	0.00	12.91	12.91	3899 Special Event Expense	0.00	0.00%	0.00	0.00%	0.00	12.91	12.91	97,291.00
0.00	0.00	0.00	0.00	0.00	3912 Sales Tax	6.40	0.00%	50.00	0.00%	43.60	21.46	15.06	849.00
6,086.99	5,205.00	(881.99)	6,208.67	121.68	5051 Computer Hdwr/Stwr	14,770.58	0.14%	27,591.00	0.45%	12,820.42	34,126.30	19,355.72	79,324.00
350,552.47	373,577.00	23,024.53	466,030.27	115,477.80	Fixed Expenses Sub-Total	1,053,316.47	10.21%	1,280,274.00	20.89%	226,957.53	1,657,942.57	604,626.10	5,073,366.00
2,104,104.14	2,245,347.00	141,242.86	2,625,768.60	521,664.46	Total Operating Expenses	5,834,484.97	56.53%	6,669,667.00	108.84%	835,182.03	8,924,589.25	3,090,104.28	28,585,055.00
\$4,520,486.46	(\$98,075.00)	\$4,618,561.46	(\$546,899.67)	\$5,067,386.13	Operating Net	\$4,485,842.99	43.47%	(\$541,975.00)	(8.84%)	\$5,027,817.99	\$546,181.47	\$3,939,661.52	\$1,671,502.00
(87,787.62)	(98,570.00)	10,782.38	(120,717.60)	32,929.98	2890 Depreciation Expense	(276,539.28)	(2.68%)	(300,225.00)	(4.90%)	23,685.72	(357,100.60)	80,561.32	(1,168,603.00)
(488.07)	(5,900.00)	5,411.93	(5,548.31)	5,060.24	5215 Interest Expense-External	(11,652.93)	(0.11%)	(18,267.00)	(0.30%)	6,614.07	(16,422.54)	4,769.61	(72,013.00)
(53,241.13)	(62,051.00)	8,809.87	(49,101.38)	(4,139.75)	0399 Scholarships Awarded	(152,114.28)	(1.47%)	(189,566.00)	(3.09%)	37,451.72	(202,906.04)	50,791.76	(817,938.00)
0.00	(2,083.00)	2,083.00	0.00	0.00	0355 Cares/PDF Funding Alloc	0.00	0.00%	(6,253.00)	(0.10%)	6,253.00	0.		

**YMCA of Orange County**  
 Association Summary by Minor Account  
 For the Three Months Ending Wednesday, March 31, 2021  
 Association's Operating Summary

<b>March</b>						<b>YTD</b>							
<i>Actual</i>	<i>Budget</i>	<i>Act vs Bud Variance</i>	<i>Prior Year</i>	<i>Act vs Prior Yr Variance</i>		<i>Actual</i>	<i>% Rev</i>	<i>Budget</i>	<i>% Rev</i>	<i>Act vs Bud Variance</i>	<i>Prior Year</i>	<i>Act vs Prior Yr Variance</i>	<i>Annual Budget</i>
89,623.00	0.00	89,623.00	0.00	89,623.00	0420 Use of Land/Buildings	268,869.00	2.61%	0.00	0.00%	268,869.00	0.00	268,869.00	0.00
(89,623.00)	0.00	(89,623.00)	0.00	(89,623.00)	2812 In-Kind Rent	(268,869.00)	(2.61%)	0.00	0.00%	(268,869.00)	0.00	(268,869.00)	0.00
2,376.91	6,002.00	(3,625.09)	16,852.86	(14,475.95)	1810 Interest	16,794.37	0.16%	18,006.00	0.29%	(1,211.63)	27,013.65	(10,219.28)	72,023.00
36,432.36	20,000.00	16,432.36	40,430.70	(3,998.34)	1811 Dividend Income	75,374.82	0.73%	60,000.00	0.98%	15,374.82	93,554.03	(18,179.21)	240,000.00
323,066.31	0.00	323,066.31	(840,858.45)	1,163,924.76	1994 Investment Valuation Change	527,414.15	5.11%	0.00	0.00%	527,414.15	(1,862,264.41)	2,389,678.56	0.00
(3,957.38)	0.00	(3,957.38)	(310,932.24)	306,974.86	1995 Short Term Gain on Investment	(51,341.98)	(0.50%)	0.00	0.00%	(51,341.98)	(307,878.68)	256,536.70	0.00
51,083.72	0.00	51,083.72	(336,905.32)	387,989.04	1996 Long Term Gain on Investment	187,981.25	1.82%	0.00	0.00%	187,981.25	(165,791.64)	353,772.89	0.00
3,471.66	0.00	3,471.66	3,100.00	371.66	1998 Gain(Loss) On Sale Of Assets	(257,834.55)	(2.50%)	0.00	0.00%	(257,834.55)	8,775.00	(266,609.55)	0.00
4,954.49	(4,969.00)	9,923.49	(8,884.65)	13,839.14	1999 Gain(Loss)-Invest. In Subsidiary	2,409.29	0.02%	(12,387.00)	(0.20%)	14,796.29	(52,172.42)	54,581.71	(98,360.00)
(21,377.61)	0.00	(21,377.61)	0.00	(21,377.61)	2250 Vacation Accrual Expense	(137,940.87)	(1.34%)	0.00	0.00%	(137,940.87)	0.00	(137,940.87)	0.00
(2,623.51)	(5,000.00)	2,376.49	(42.78)	(2,580.73)	3630 Investment Fees	(15,057.20)	(0.15%)	(15,000.00)	(0.24%)	(57.20)	(10,508.70)	(4,548.50)	(60,000.00)
(52,624.42)	(20,833.00)	(31,791.42)	0.00	(52,624.42)	3694 Other OneTime/NonRecurring Exp	(53,593.42)	(0.52%)	(62,503.00)	(1.02%)	8,909.58	0.00	(53,593.42)	(250,000.00)
(3,662.50)	(20,833.00)	17,170.50	0.00	(3,662.50)	3696 Strategic Initiative Costs	(3,662.50)	(0.04%)	(62,503.00)	(1.02%)	58,840.50	0.00	(3,662.50)	(250,000.00)
(4,330.77)	0.00	(4,330.77)	(3,574.08)	(756.69)	3697 One-Time Non-Recurring (COVID-19 Expense)	(9,138.47)	(0.09%)	0.00	0.00%	(9,138.47)	(3,574.08)	(5,564.39)	0.00
<b>191,292.44</b>	<b>(194,237.00)</b>	<b>(385,529.44)</b>	<b>(1,616,181.25)</b>	<b>(1,807,473.69)</b>	<b>Total Non-Operating Expenses</b>	<b>(158,901.60)</b>	<b>(1.54%)</b>	<b>(588,698.00)</b>	<b>(9.61%)</b>	<b>(429,796.40)</b>	<b>(2,849,276.43)</b>	<b>(2,690,374.83)</b>	<b>(2,429,891.00)</b>
<b><u>\$4,711,778.90</u></b>	<b><u>(\$292,312.00)</u></b>	<b><u>\$5,004,090.90</u></b>	<b><u>(\$2,163,080.92)</u></b>	<b><u>\$6,874,859.82</u></b>	<b>Net Outcome</b>	<b><u>\$4,326,941.39</u></b>	<b><u>41.93%</u></b>	<b><u>(\$1,130,673.00)</u></b>	<b><u>(18.45%)</u></b>	<b><u>\$5,457,614.39</u></b>	<b><u>(\$2,303,094.96)</u></b>	<b><u>\$6,630,036.35</u></b>	<b><u>(\$758,389.00)</u></b>
21,936.95	0.00	(21,936.95)	0.00	(21,936.95)	diff	21,936.95	0.21%	0.00	0.00%	(21,936.95)	0.00	(21,936.95)	0.00

# Young Mens Christian Association - Orange County

## Cash Flow Statement - Fund 1

For the Period Ending 3/31/2021  
Cash at Beginning of Period 6,065,099

### Operations

Cash receipts from	
Childcare revenue	1,026,533
Membership revenue	467,345
Donations/Grants/Misc.	5,017,448
Cash paid for	
Labor expenses	(1,315,967)
Facility expenses	(99,234)
Operating expenses	(895,076)
Interest expense	(586)
Misc.	
<b>Net Cash Flow from Operations</b>	<b>4,200,462</b>

### Investing Activities

Cash receipts from	
Sale of property and equipment	
Sale of investment securities	
Interest earned	233
Cash paid for	
Purchase of property and equipment	(51,490)
Purchase of investment securities	
Misc.	
<b>Net Cash Flow from Investing Activities</b>	<b>(51,257)</b>

### Financing Activities

Cash receipts from	
Borrowing	
Cash paid for	
Repayment of loans	
<b>Net Cash Flow from Financing Activities</b>	<b>0</b>

<b>Net Increase in Cash</b>	<b>4,149,205</b>
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Cash at End of Period 10,214,303

## YMCA of Orange County

Profit & Loss Statement by Major Account  
For the Three Months Ending Wednesday, March 31, 2021  
Tipper, LLC

### YTD

### Prior YTD

#### Revenue

	<i>Actual</i>	<i>Budget</i>	<i>Act vs Bud Variance</i>	<i>% Variance</i>	<i>Prior Year</i>	<i>Act vs PY Variance</i>	<i>% Variance</i>
1200 Facility Revenue	136,269.90	126,738.00	9,531.90	8%	82,893.42	53,376.48	64%
<b>Total Revenue</b>	<b>136,269.90</b>	<b>126,738.00</b>	<b>9,531.90</b>	<b>8%</b>	<b>82,893.42</b>	<b>53,376.48</b>	<b>64%</b>

#### Expense

2400 Professional Fees	3,860.08	6,241.00	(2,380.92)	(38%)	2,400.00	1,460.08	61%
2500 Supplies	1,296.21	1,650.00	(353.79)	(21%)	722.24	573.97	79%
2600 Telephone	951.89	585.00	366.89	63%	363.69	588.20	162%
2700 Postage	157.00	60.00	97.00	162%	17.00	140.00	824%
2800 Occupancy	53,214.57	43,981.00	9,233.57	21%	46,954.16	6,260.41	13%
3000 Public Relations/Promotions	202.50	0.00	202.50	0%	0.00	202.50	0%
<b>Total Operating Expenses</b>	<b>59,682.25</b>	<b>52,517.00</b>	<b>7,165.25</b>	<b>14%</b>	<b>50,457.09</b>	<b>9,225.16</b>	<b>18%</b>

#### Operating Net

<b>76,587.65</b>	<b>74,221.00</b>	<b>2,366.65</b>	<b>3%</b>	<b>32,436.33</b>	<b>44,151.32</b>	<b>136%</b>
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289* Depreciation Exp	(55,116.72)	(55,116.00)	(0.72)	0%	(55,116.72)	0.00	0%
5200 Interest Expense	(19,061.64)	(31,500.00)	12,438.36	(39%)	(29,492.03)	10,430.39	(35%)

#### Net Outcome

<b>\$2,409.29</b>	<b>(\$12,395.00)</b>	<b>\$14,804.29</b>	<b>(119%)</b>	<b>(\$52,172.42)</b>	<b>\$54,581.71</b>	<b>(105%)</b>
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