



FOR YOUTH DEVELOPMENT
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

Finance Committee

May 21, 2021

**FINANCE COMMITTEE MEETING
AGENDA
May 21, 2021**

1. Approval of Meeting Minutes

Sean Peasley

- April 16, 2021

2. Financials

- Month Ending April 31, 2021 – YOC
 - Operations
 - Balance Sheet
 - Cash Flow Projection

Dolores Daly
Matt Langley
Matt Langley

Adjourn



FOR YOUTH DEVELOPMENT
FOR HEALTHY LIVING
FOR SOCIAL RESPONSIBILITY

Finance Committee MINUTES

April 16, 2021

FINANCE COMMITTEE MEETING MINUTES April 16, 2021

Present: Sean Peasley, Ryan Fessler, Brian Constable, Minh Hoang, Juliette Meunier, Jeff McBride, Dolores Daly, Christine Salas, Matt Langley, Jess Meyers (joined at 12:24) and Greg Custer (joined at 12:25pm)

1. Approval of Meeting Minutes

Sean Peasley

- March 19, 2021
- Sean asked the committee if there were any changes or comments to the March 19th minutes
- Ryan Fessler motioned to approve the minutes as presented
- Minh Hoang seconded the motion
- APPROVED, no nays or abstentions

2. Financials

- Month Ending March 31, 2021 – YOC
- Operations - Dolores Daly gave an overview of the following:

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.

- Ryan questioned why we are not treating the PPP as a loan/liability and waiting to run it through P&L once it's forgiven
 - Matt explained that the expectation is that this loan will be forgiven and it's easier for the Y from an analytical standpoint to silo that into a singular month
 - Ryan suggests to run this by the auditors
 - *UPDATE 4/26* – Matt Langley spoke to our auditors. PPP funds of \$2M+ will automatically trigger an audit by SBA and it is recommended to hold the PPP funds as a liability until we receive certification from the SBA that the loan has been forgiven. Financials attached have been revised to reflect this change.
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- Dolores also added that CUSD has verbally agreed to re-up our contract for an additional 5 years which will be presented at the CUSD May Board Meeting
 - Balance Sheet Matt Langley
 - Balance Sheet has no major changes since last month

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

- Income Statement
 - Minor update – We set up an additional fund within our accounts to be able to eliminate the expense and revenue related to Tipper (see net revenue total)

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	(\$546,898.67)	\$5,067,386.13	Operating Net	\$4,485,842.99	43.47%	(\$541,975.00)	(8.84%)	\$5,027,817.99	\$548,181.47	\$3,839,661.52
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	(\$2,163,090.92)	\$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)	\$8,630,036.35

- Cash Flow Projection
 - We are not cash flow neutral (yet)
 - Child care enrollment has increased over the last month to about 62 kids/per week; the majority of increase will take place in the fall
 - Branch Membership is finally showing a positive net in units; this month alone we were at 189 positive units; gyms are fully open at the allowed capacity and majority of branches kept the outdoor equipment as well

Matt Langley

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.	
Net Cash Flow from Operations	4,200,462
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.	
Net Cash Flow from Investing Activities	(51,257)
Financing Activities	
Cash receipts from	
Borrowing	
Cash paid for	
Repayment of loans	
Net Cash Flow from Financing Activities	0
Net Increase in Cash	4,149,205
Cash at End of Period 10,214,303	

3. 2021 Branch Equipment and Leasehold Improvements

- Lender Finance
- Matt & Emilio have identified the need for PPE at the branches; Matt has reached out to credit facility lenders for quotes to cover the fixed asset additions; 3-year credit for up to 1M of investment for all equipment, total payoff amortized over 3 year is about \$45k for added interest.
- Committee recommends to use operation cash (for now) and we will revisit this discussion down the road once we have developed a long-term strategy around the upcoming growth of the company and debt

4. PPP Update

Christine Salas

- Christine Salas confirmed to the Finance Committee that we did in fact receive the PPP funds; one of our board members expressed concerns on qualification and if we really had a "need" for the funds. Therefore, we pulled together a PPP task force committee (Brian Constable, Ryan Fessler, Jess Meyers) to take a deeper look
 - Jess Meyers recapped the task force meeting and confirmed that our use of the PPP funds is completely in line with the intent and spirit of the program and would be happy to express or

recommend to the board that we move forward with the PPP funds

- Next Steps = our attorney is creating a board resolution and the task force will review the resolution and we will put this on the April Board Meeting Agenda
- Restoration of Wages & Retirement Match Ryan Fessler
 - Ryan's reflection/recap of last year - When the pandemic hit it's hardest the Y leadership team took pay cuts, the retirement contribution was deferred, staff moved to a 4-day work week – all while the Y kept going
 - What would be the cost for "pay restoration"?
 - Through mid-April the cost for deferred compensation would be \$53k
 - Retirement contributions cannot be deferred therefore we had to dropped the contribution down to 1% (from 11%). This took place throughout the second half of 2020 and into 2021. We cannot restore retirement but we can go back to a contribution of 11%. Y-Retirement has offered an 18% option.
 - The effect of going from 11% to 1% was \$1M (that we did not pay)
 - July through end of year
 - If we were to restore back to the 11% the additional expense would be \$375k/over budget and at 18% would be \$675k over budget
 - Committee agrees to giving staff merit increases (calculated at \$265k) and to restore the retirement contribution to 8% and then reevaluate in June/July for full contribution restoration up to 11%
 - Executive Leadership will put together an addendum around retirement and merit increase and will also continue conversations regarding restoration of executive leadership wages.

YMCA of Orange County
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3/31/2021

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5,708,495	(40,513)	Total Liabilities	6,714,571	5,718,733	5,667,982
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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	
Year End	
12/31/2020	YTD Change

ASSETS

		Current Assets	
\$2,284,532	\$7,548,989	Cash and cash equivalents	
11,758,136	745,840	Investments	
836,020	111,586	Accounts Receivable - Net Allowance	
10,000	69,655	Annual Pledges Receivable - Net Allowance	
(8,457)	10,657	Deposits and Prepaid Rent	
0	155,943	Prepaid Insurance	
317,116	(184,698)	Other Prepaid Expenses	
15,197,347	8,457,972	Total Current Assets	
		Other Assets	
13,375,119	(4,516,934)	Property, Plant and Equipment, Net	
(7,553,636)	250,505	Inter-branch/Inter-fund Items	
5,821,483	(4,266,429)	Total Other Assets	
<u>\$21,018,830</u>	<u>\$4,191,543</u>	Total Assets	

Balance Sheet		
1 Year Ago	Prior Mo.	Current Mo.
3/31/2020	2/28/2021	3/31/2021

\$4,826,738	\$5,679,362	\$9,833,521
10,020,074	12,095,330	12,503,976
186,761	886,238	947,606
139,810	56,744	79,655
30,266	(10,825)	2,200
195,244	131,984	155,943
257,048	140,507	132,418
15,655,941	18,979,340	23,655,319
14,478,417	8,894,482	8,858,185
(5,763,979)	(7,324,477)	(7,303,131)
8,714,438	1,570,005	1,555,054
<u>\$24,370,379</u>	<u>\$20,549,345</u>	<u>\$25,210,373</u>

LIABILITIES AND NET ASSETS

		Current Liabilities	
\$665,662	(\$287,595)	Accounts Payable	
2,190,526	62,725	Accrued Payroll and Employee Benefits	
384,395	94,961	Program Fees Received In Advance - Other	
86,497	6,021,584	Notes Payable - Current Portion	
3,327,080	5,891,675	Total Current Liabilities	
		Long-term Liabilities	
300,000	(2,204)	Self-Insurance Liability and Other Reserves	
1,793,109	(1,276,394)	Notes Payable	
2,093,109	(1,278,598)	Total Long-Term Liabilities	
5,420,189	4,613,077	Total Liabilities	
		Net Assets	
(4,648,568)	4,227,034	Current Operations - YMCA	
20,247,209	(4,648,568)	Unrestricted/Temporarily/Permanently Restricted	
15,598,641	(421,534)	Total Net Assets	
<u>\$21,018,830</u>	<u>\$4,191,543</u>	Total Liabilities And Net Assets	

\$433,348	\$538,184	\$378,067
1,662,446	2,174,229	2,253,251
2,772,897	466,382	479,356
90,480	1,359,606	6,108,081
4,959,171	4,538,401	9,218,755
115,047	295,124	297,796
1,352,047	502,017	516,715
1,467,094	797,141	814,511
6,426,265	5,335,542	10,033,266
(2,303,095)	(384,838)	(421,534)
20,247,209	15,598,641	15,598,641
17,944,114	15,213,803	15,177,107
<u>\$24,370,379</u>	<u>\$20,549,345</u>	<u>\$25,210,373</u>

Cash & Investments Footnote:

2,284,532	7,548,989	Available Operating Cash
11,758,136	745,840	Investments

4,826,738	5,679,362	9,833,521
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	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	1.41%	3,000.00	0.05%	75,332.72	76,106.90	2,225.82	12,152.00
0.00	0.00	0.00	25,604.20	(25,604.20)	0116 Emergency Funding Revenue	4,480.50	0.08%	0.00	0.00%	4,480.50	25,604.20	(21,123.70)	0.00
8,350.00	36,159.00	(27,809.00)	7,844.00	506.00	0120 Cont-Fndtn/Trusts	37,875.90	0.68%	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	0.21%	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	9.74%	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	2.40%	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	0.52%	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	8.17%	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	5.78%	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	2.94%	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	1.92%	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 Membership	35,625.66	0.64%	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	0.06%	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	5.92%	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	0.34%	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	1.19%	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	2.27%	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	0.38%	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	0.83%	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	0.23%	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	1.59%	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	0.30%	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	51.19%	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)	(1.06%)	(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)	(0.32%)	(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)	(0.08%)	(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	0.07%	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	0.76%	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	0.19%	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)	(0.01%)	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	1.09%	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	0.03%	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	1.15%	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)	(0.76%)	(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)	(0.02%)	(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	0.06%	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	0.05%	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	0.06%	150.00	0.00%	3,069.50	3,960.00	(740.50)	600.00
1,876,115.60	2,147,272.00	(271,156.40)	2,078,868.93	(202,753.33)	Net Revenue Totals	5,571,852.96	100.00%	6,127,692.00	100.00%	(555,839.04)	9,470,770.72	(3,898,917.76)	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	63.27%	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	0.61%	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	0.43%	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	1.89%	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	4.67%	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	0.47%	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	2.56%	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	73.91%	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	3,044.96	8,488.59	5,852.55	2510 Office/Misc Supplies	8,520.23	0.15%	17,527.00	0.29%	9,006.77	23,040.63	14,520.40	70,415.00
8,062.27	8,768.00	705.73	12,153.16	4,090.89	2520 Maintenance/Janitorial Supplies	18,136.05	0.33%	33,687.00	0.55%	15,550.95	31,143.24	13,007.19	130,614.00
2,015.29	4,984.00	2,968.71	5,498.00	3,482.71	2560 Food & Bev	6,266.22	0.11%	14,694.00	0.24%	8,427.78	21,838.91	15,572.69	66,207.00
29,779.22	27,470.00	(2,309.22)	17,038.02	(12,741.20)	2610 Telephone-Regular Service	97,082.66	1.74%	80,090.00	1.31%	(16,992.66)	74,226.16	(22,856.50)	324,211.00
11,703.16	12,877.00	1,173.84	14,585.55	2,882.39	2670 Telephone-Cellular	33,119.35	0.59%	38,511.00	0.63%	5,391.65	44,212.28	11,092.93	153,984.00

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
2,770.70	3,671.00	900.30	326.60	(2,444.10)	2710 Postage	4,052.66	0.07%	7,764.00	0.13%	3,711.34	5,489.96	1,437.30	23,521.00
30,533.50	29,634.00	(899.50)	41,052.92	10,519.42	2845 Facility Maintenance	97,640.40	1.75%	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	0.11%	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	0.58%	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	0.03%	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	0.13%	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	0.06%	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	0.11%	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	0.01%	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	0.03%	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	0.08%	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	0.40%	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	0.54%	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	1.96%	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	1.63%	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	0.07%	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	0.02%	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	0.71%	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	0.04%	0.00	0.00%	(2,213.08)	3,615.50	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	0.12%	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	0.13%	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	0.37%	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	11.90%	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	0.59%	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	0.19%	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	0.48%	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 Conctrct	175,239.48	3.15%	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	4.68%	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	0.20%	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	1.37%	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	0.77%	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	0.24%	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	0.16%	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	0.26%	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	0.09%	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	0.33%	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	0.03%	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	0.31%	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	1.16%	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 SIF Expense	12,881.72	0.23%	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	0.74%	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	0.89%	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	0.13%	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	0.09%	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	0.12%	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	1.19%	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	0.05%	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	0.01%	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	1.19%	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	0.27%	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	18.90%	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	104.71%	6,669,667.00	108.84%	835,182.03	8,924,589.25	3,090,104.28	28,585,055.00
(\$227,988.54)	(\$98,075.00)	(\$129,913.54)	(\$546,899.67)	\$318,911.13	Operating Net	(\$262,632.01)	(4.71%)	(\$541,975.00)	(8.84%)	\$279,342.99	\$546,181.47	(\$808,813.48)	\$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)	(4.96%)	(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)	(0.21%)	(18,267.00)	(0.30%)	6,614.07	(16,422.54)	4,769.61	(72,013.00)

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

March					YTD								
		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
(53,241.13)	(62,051.00)	8,809.87	(49,101.38)	(4,139.75)	0399 Scholarships Awarded	(152,114.28)	(2.73%)	(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	0.00	0.00	(25,000.00)
89,623.00	0.00	89,623.00	0.00	89,623.00	0420 Use of Land/Buildings	268,869.00	4.83%	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)	(4.83%)	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	0.30%	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	1.35%	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	9.47%	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)	(0.92%)	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	3.37%	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)	(4.63%)	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	0.04%	(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)	(2.48%)	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)	(0.27%)	(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)	(0.96%)	(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)	(0.07%)	(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)	(0.16%)	0.00	0.00%	(9,138.47)	(3,574.08)	(5,564.39)	0.00
191,292.44	(194,237.00)	(385,529.44)	(1,616,181.25)	(1,807,473.69)	Total Non-Operating Expenses	(158,901.60)	(2.85%)	(588,698.00)	(9.61%)	(429,796.40)	(2,849,276.43)	(2,690,374.83)	(2,429,891.00)
(\$36,696.10)	(\$292,312.00)	\$255,615.90	(\$2,163,080.92)	\$2,126,384.82	Net Outcome	(\$421,533.61)	(7.57%)	(\$1,130,673.00)	(18.45%)	\$709,139.39	(\$2,303,094.96)	\$1,881,561.35	(\$758,389.00)

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
					Revenue							
1,876,115.60	2,147,272.00	(271,156.40)	2,078,868.93	(202,753.33)	Net Revenue Totals	5,571,852.96	100.00%	6,127,692.00	100.00%	(555,839.04)	9,470,770.72	(3,898,917.76)
					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	63.27%	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	73.91%	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	11.90%	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	18.90%	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	104.71%	6,669,667.00	108.84%	835,182.03	8,924,589.25	3,090,104.28
(227,988.54)	(\$98,075.00)	(\$129,913.54)	(\$546,899.67)	\$318,911.13	Operating Net	(\$262,632.01)	(4.71%)	(\$541,975.00)	(8.84%)	\$279,342.99	\$546,181.47	(\$808,813.48)
191,292.44	(194,237.00)	(385,529.44)	(1,616,181.25)	(1,807,473.69)	Total Non-Operating Expenses	(158,901.60)	(2.85%)	(588,698.00)	(9.61%)	(429,796.40)	(2,849,276.43)	(2,690,374.83)
(\$36,696.10)	(\$292,312.00)	\$255,615.90	(\$2,163,080.92)	\$2,126,384.82	Net Outcome	(\$421,533.61)	(7.57%)	(\$1,130,673.00)	(18.45%)	\$709,139.39	(\$2,303,094.96)	\$1,881,561.35

Operations Performance in April and YTD to Budget and PY:

April Revenue was \$1.9M which was (\$126k)/6.3% below budget and \$1M /105% above PY.

- April Membership revenue was (\$116K)/(26.2%) below budget and \$313K/2098% above PY. In the month of April we saw a net Membership increase of 177 units. Members are returning, but it is slower than we anticipated. Staff are focusing on recapturing members that have been on hold during the pandemic, member retention and new joins.
- April Child Care Revenue was \$13k/1% above budget and \$723k/131% above PY. CYD received \$82k in emergency funding in April.

YTD Revenue is \$7.5M which is (\$682K)/(8.2%) below budget and (\$2.9M)/(27.6%) below PY

- YTD CYD revenue was \$4.7M/ (\$177k)/(3.6%) below budget and (\$1.5M)/(24.5%) below PY
- YTD Membership revenue is \$1.3M/ (\$343k)/(20.7%) below budget and (\$240k)/(15.4%) below PY

Wages and Benefits

- April Wages and Benefits was (\$148K)/(12.3%) below budget. This is very impressive but it should be noted that that unbudgeted merit and equity increases became effective the second half of April and we will see the effect in future months.
- YTD Wages and Benefits are (\$464K)/(8.9%) below budget and ran 62.56% of total revenue against a 63.02% budget.

Flex and Fixed Expenses

- April flex expenses were (\$35K)/(12.3%) below budget and ran 12.65% of revenue against a 13.5% budget. YTD flex expenses are (\$276k)/(23.2%) below budget and ran 12.10% of revenue against a 14.45% budget. Staff are doing a consistent job in reducing expenses in line with reduced revenue.
- April fixed expenses were (\$42K)/(11%) below budget and ran 17.2% of revenue against a 18.2% budget. YTD fixed expenses are (\$269K)/(16.19%) below budget and ran 18.46% of revenue against a 20.21% budget.

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Operating Net

- April Operating Net was \$1k which was \$133K above budget. Yeah!
- YTD Operating Net is (\$262k) which is \$412k above budget.

In addition to managing and growing existing membership and program enrollment, staff have also focused on new revenue opportunities.

- CYD secured a new contract with CUSD in October of 2020 to provide Supervision staff during school time. YTD, that contract has produced \$180k in additional revenue and \$32k (17.19% of revenue) operating net. This contract also provided for an additional \$50k in savings by utilizing existing exempt directors and staff. This contract ends in June, but we are in discussion for a 2021-2022 contract extension.
- CYD secured a new contract with Pomona Unified School District that provided subsidized care for district teachers. YTD, that contract has produced \$69k in additional revenue and \$41k (59.02% of revenue) operating net.
- CYD continues to serve Hoag employees through the subsidized child care contract. This contract has produced \$68k in CYD revenue.
- Camp Elk is finalizing a contract that will utilize the camp facility June 1 – September 30th to lodge fire crews throughout the summer. The contract gives camp a minimum of 55 daily headcount guarantee. Potential revenue would be \$355k and anticipated operating net of \$237k (66.59% of revenue).
- Brach operation has secured a contract with the City of Pomona to operate two pools producing \$167k in additional revenue and \$23k (13.47% of revenue) operating net.
- YCS has received verbal approval to begin a Home Visitation program in collaboration with three other agencies. The contract will produce \$168k in revenue and \$34k (20.24% of revenue) operating net.
- There are five additional opportunities that have been pursued YTD and are waiting for decisions/awards to be made.

Finance Notes:

YTD we budgeted a (\$1.482M) net income loss, however YTD actuals have come in at (\$657k) loss, \$825k better than budget. The 2021 budget projected a (\$758k) net income loss and, without reprojecting the final 8-months, we now project to end the year with the \$53k net profit. As noted by operations, we have beat YTD budget by aligning expenditures to revenues with YTD revenues being (\$682k) below budget, operating expenses are (\$1.1M) under budget, resulting in \$418k better than budget on the operating expense line. Non-operating YTD costs were budgeted at (\$807k) loss, however better than expected changes in valuations on investments, \$634K YTD, has reduced the YTD non-operating cost loss to (\$171k). As past performance is no guarantee of future results, it should be noted that our investments can adversely change value thus negatively affect our bottom line.

Cash flow from operations was (\$63k) with a net cash loss of (\$101k) for the month. YTD net cash flow from operations is (\$1.368M) but with the sale of Santa Ana in February and the approval of our PPP loan in March, YTD net cash flow is \$7.45M. Jan-Mar cash receipts averaged \$1.73M, but cash receipts in April were significantly higher at \$2.0M.

YMCA of Orange County
Statement of Financial Position-Fund 1
4/30/2021

Balance Sheet			Balance Sheet		
Year End			1 Year Ago	Prior Mo.	Current Mo.
12/31/2020	YTD Change		4/30/2020	3/31/2021	4/30/2021
ASSETS					
15,580,539	8,661,564	Total Current Assets	15,694,557	24,036,101	24,242,103
5,821,483	(4,308,400)	Total Other Assets	8,610,963	1,555,054	1,513,083
<u>\$21,402,022</u>	<u>\$4,353,164</u>	Total Assets	<u>\$24,305,520</u>	<u>\$25,591,155</u>	<u>\$25,755,186</u>
LIABILITIES AND NET ASSETS					
3,615,386	6,151,619	Total Current Liabilities	5,353,794	9,601,946	9,767,005
2,093,109	(1,275,130)	Total Long-Term Liabilities	1,395,133	814,511	817,979
5,708,495	4,876,489	Total Liabilities	6,748,927	10,416,457	10,584,984
15,693,527	(523,325)	Total Net Assets	17,556,593	15,174,698	15,170,202
<u>\$21,402,022</u>	<u>\$4,353,164</u>	Total Liabilities And Net Assets	<u>\$24,305,520</u>	<u>\$25,591,155</u>	<u>\$25,755,186</u>
Cash & Investments Footnote:					
2,667,724	7,445,206	Available Operating Cash	4,460,742	10,214,303	10,112,930
11,758,136	974,547	Investments	10,507,843	12,503,976	12,732,683

YMCA of Orange County
Statement of Financial Position-Fund 1
4/30/2021

Balance Sheet	
Year End	
12/31/2020	YTD Change

Balance Sheet		
1 Year Ago	Prior Mo.	Current Mo.
4/30/2020	3/31/2021	4/30/2021

ASSETS

		Current Assets			
\$2,667,724	\$7,445,206	Cash and cash equivalents	\$4,460,742	\$10,214,303	\$10,112,930
11,758,136	974,547	Investments	10,507,843	12,503,976	12,732,683
836,020	146,992	Accounts Receivable - Net Allowance	172,135	947,606	983,012
10,000	51,472	Annual Pledges Receivable - Net Allowance	139,569	79,655	61,472
(8,457)	16,948	Deposits and Prepaid Rent	2,200	2,200	8,491
0	178,102	Prepaid Insurance	185,821	155,943	178,102
317,116	(151,703)	Other Prepaid Expenses	226,247	132,418	165,413
15,580,539	8,661,564	Total Current Assets	15,694,557	24,036,101	24,242,103
		Other Assets			
13,375,119	(4,579,728)	Property, Plant and Equipment, Net	14,374,142	8,858,185	8,795,391
(7,553,636)	271,328	Inter-branch/Inter-fund Items	(5,763,179)	(7,303,131)	(7,282,308)
5,821,483	(4,308,400)	Total Other Assets	8,610,963	1,555,054	1,513,083
<u>\$21,402,022</u>	<u>\$4,353,164</u>	Total Assets	<u>\$24,305,520</u>	<u>\$25,591,155</u>	<u>\$25,755,186</u>

LIABILITIES AND NET ASSETS

		Current Liabilities			
\$953,968	(\$193,334)	Accounts Payable	\$901,071	\$761,258	\$760,634
2,190,526	125,789	Accrued Payroll and Employee Benefits	1,655,392	2,253,251	2,316,315
384,395	205,249	Program Fees Received In Advance - Other	2,627,058	479,356	589,644
86,497	6,013,915	Notes Payable - Current Portion	170,273	6,108,081	6,100,412
3,615,386	6,151,619	Total Current Liabilities	5,353,794	9,601,946	9,767,005
		Long-term Liabilities			
300,000	(443)	Self-Insurance Liability and Other Reserves	125,952	297,796	299,557
1,793,109	(1,274,687)	Notes Payable	1,269,181	516,715	518,422
2,093,109	(1,275,130)	Total Long-Term Liabilities	1,395,133	814,511	817,979
5,708,495	4,876,489	Total Liabilities	6,748,927	10,416,457	10,584,984
		Net Assets			
(4,553,682)	4,125,243	Current Operations - YMCA (excl. Tipper, LLC)	(2,690,616)	(423,943)	(428,439)
20,247,209	(4,648,568)	Unrestricted/Temporarily/Permanently Restricted	20,247,209	15,598,641	15,598,641
15,693,527	(523,325)	Total Net Assets	17,556,593	15,174,698	15,170,202
<u>\$21,402,022</u>	<u>\$4,353,164</u>	Total Liabilities And Net Assets	<u>\$24,305,520</u>	<u>\$25,591,155</u>	<u>\$25,755,186</u>

		Cash & Investments Footnote:			
2,667,724	7,445,206	Available Operating Cash	4,460,742	10,214,303	10,112,930
11,758,136	974,547	Investments	10,507,843	12,503,976	12,732,683

YMCA of Orange County
 Association Summary by Minor Account
 For the Four Months Ending Friday, April 30, 2021
 Association's Operating Summary

April						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								
1,974,367.18	2,100,125.00	(125,757.82)	961,239.44	1,013,127.74	Net Revenue Totals	7,546,220.14	100.00%	8,227,817.00	100.00%	(681,596.86)	10,432,010.16	(2,885,790.02)	30,256,557.00
					Expense								
1,195,344.03	1,343,191.00	147,846.97	778,842.56	(416,501.47)	Salary and Wages	4,720,892.38	62.56%	5,184,872.00	63.02%	463,979.62	5,719,958.88	999,066.50	16,272,254.00
1,383,397.33	1,564,778.00	181,380.67	1,238,786.02	(144,611.31)	Wages and Benefits Total Expense	5,501,344.16	72.90%	6,049,955.00	73.53%	548,610.84	7,257,815.43	1,756,471.27	19,131,257.00
249,763.78	285,096.00	35,332.22	109,978.91	(139,784.87)	Flex Expenses Sub-Total	912,985.45	12.10%	1,189,312.00	14.45%	276,326.55	1,357,596.18	444,610.73	4,380,432.00
340,090.13	382,493.00	42,402.87	336,959.69	(3,130.44)	Fixed Expenses Sub-Total	1,393,406.60	18.46%	1,662,767.00	20.21%	269,360.40	1,994,902.26	601,495.66	5,073,366.00
1,973,251.24	2,232,367.00	259,115.76	1,685,724.62	(287,526.62)	Total Operating Expenses	7,807,736.21	103.47%	8,902,034.00	108.19%	1,094,297.79	10,610,313.87	2,802,577.66	28,585,055.00
\$1,115.94	(\$132,242.00)	\$133,357.94	(\$724,485.18)	\$725,601.12	Operating Net	(\$261,516.07)	(3.47%)	(\$674,217.00)	(8.19%)	\$412,700.93	(\$178,303.71)	(\$83,212.36)	\$1,671,502.00
(12,883.15)	(218,661.00)	(205,777.85)	283,569.74	296,452.89	Total Non-Operating Expenses	(171,784.75)	(2.28%)	(807,359.00)	(9.81%)	(635,574.25)	(2,565,706.69)	(2,393,921.94)	(2,429,891.00)
(\$11,767.21)	(\$350,903.00)	\$339,135.79	(\$440,915.44)	\$429,148.23	Net Outcome	(\$433,300.82)	(5.74%)	(\$1,481,576.00)	(18.01%)	\$1,048,275.18	(\$2,744,010.40)	\$2,310,709.58	(\$758,389.00)

YMCA of Orange County
Association Summary by Minor Account
For the Four Months Ending Friday, April 30, 2021
Association's Operating Summary

April						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	1.04%	3,000.00	0.04%	75,332.72	76,106.90	2,225.82	12,152.00	
81,900.00	0.00	81,900.00	346,906.77	(265,006.77)	0116 Emergency Funding Revenue	86,380.50	1.14%	0.00	0.00%	86,380.50	372,510.97	(286,130.47)	0.00	
7,290.00	6,627.00	663.00	0.00	7,290.00	0120 Cont-Fndtn/Trusts	45,165.90	0.60%	68,879.00	0.84%	(23,713.10)	45,518.36	(352.46)	202,300.00	
3,595.00	0.00	3,595.00	1,248.08	2,346.92	0190 Contribution/Transfer fr Other NP's	15,052.20	0.20%	0.00	0.00%	15,052.20	6,933.81	8,118.39	0.00	
36,166.62	76,678.00	(40,511.38)	27,418.40	8,748.22	0210 Annual Campaign	578,755.29	7.67%	541,689.00	6.58%	37,066.29	699,182.07	(120,426.78)	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	
46,037.25	0.00	46,037.25	0.00	46,037.25	0840 Contract Services Revenue	179,562.81	2.38%	0.00	0.00%	179,562.81	84,000.00	95,562.81	0.00	
8,733.59	7,248.00	1,485.59	3,500.00	5,233.59	0910 City Funding	37,877.51	0.50%	23,992.00	0.29%	13,885.51	29,313.29	8,564.22	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	
118,829.44	200,499.00	(81,669.56)	211,245.28	(92,415.84)	0931 Government Grant Income-Restricted	574,245.66	7.61%	829,107.00	10.08%	(254,861.34)	803,491.23	(229,245.57)	2,155,273.00	
106,454.17	123,332.00	(16,877.83)	0.00	106,454.17	1001 Adult Membership	428,666.50	5.68%	476,763.00	5.79%	(48,096.50)	331,471.17	97,195.33	1,540,467.00	
50,735.03	73,538.00	(22,802.97)	0.00	50,735.03	1002 Couple Membership	214,559.36	2.84%	275,707.00	3.35%	(61,147.64)	220,725.03	(6,165.67)	1,008,707.00	
32,913.95	39,251.00	(6,337.05)	14,911.75	18,002.20	1007 3rd Party Memberships	139,825.16	1.85%	143,854.00	1.75%	(4,028.84)	183,095.86	(43,270.70)	578,699.00	
12,482.94	9,650.00	2,832.94	0.00	12,482.94	1014 College/Student Membership	48,108.60	0.64%	38,270.00	0.47%	9,838.60	24,695.78	23,412.82	136,762.00	
0.00	1,744.00	(1,744.00)	0.00	0.00	1017 Daily	0.00	0.00%	5,244.00	0.06%	(5,244.00)	6,024.00	(6,024.00)	26,800.00	
1,080.00	641.00	439.00	0.00	1,080.00	1018 Seniors Membership	4,455.00	0.06%	2,642.00	0.03%	1,813.00	5,606.16	(1,151.16)	7,215.00	
118,086.14	187,788.00	(69,701.86)	0.00	118,086.14	1019 Family Membership	447,734.82	5.93%	675,564.00	8.21%	(227,829.18)	729,442.80	(281,707.98)	2,620,422.00	
6,090.50	8,325.00	(2,234.50)	0.00	6,090.50	1020 Single Parent Family	25,122.50	0.33%	33,300.00	0.40%	(8,177.50)	47,330.41	(22,207.91)	107,728.00	
23,613.43	21,111.00	2,502.43	(17,710.43)	41,323.86	1101 Adventure Guides Program Fees	90,158.45	1.19%	84,444.00	1.03%	5,714.45	88,275.51	1,882.94	304,772.00	
0.00	(11.00)	11.00	(9.58)	9.58	1122 AG Employee Discount	0.00	0.00%	(44.00)	(0.00%)	44.00	(38.32)	38.32	(203.00)	
76,103.36	50,275.00	25,828.36	0.00	76,103.36	1130 Y Adventure Guides Event	202,404.53	2.68%	219,245.00	2.66%	(16,840.47)	283,074.40	(80,669.87)	834,490.00	
6,713.80	11,239.00	(4,525.20)	2,290.40	4,423.40	1210 Facility Rental	27,738.20	0.37%	39,106.00	0.48%	(11,367.80)	64,190.05	(36,451.85)	132,118.00	
22,913.00	20,925.00	1,988.00	0.00	22,913.00	1247 Membership Joining Fee	69,355.50	0.92%	89,775.00	1.09%	(20,419.50)	59,712.50	9,643.00	239,354.00	
0.00	0.00	0.00	0.00	0.00	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	7,950.00	(7,950.00)	0.00	0.00	1316 Camp User Group	0.00	0.00%	7,950.00	0.10%	(7,950.00)	0.00	0.00	71,775.00	
7,854.00	7,500.00	354.00	0.00	7,854.00	1371 New Horizons Camp	20,424.47	0.27%	26,000.00	0.32%	(5,575.53)	40,319.80	(19,895.33)	100,000.00	
72,411.02	38,000.00	34,411.02	541.20	71,869.82	1374 Regional Center	161,208.00	2.14%	140,300.00	1.71%	20,908.00	159,566.55	1,641.45	655,000.00	
29,100.00	3,000.00	26,100.00	950.00	28,150.00	1410 Child Care Admin Reg Fee	45,948.58	0.61%	9,450.00	0.11%	36,498.58	23,600.00	22,348.58	431,725.00	
1,013,671.20	1,069,027.00	(55,355.80)	353,969.55	659,701.65	1420 Child Development Fees	3,866,071.05	51.23%	4,098,245.00	49.81%	(232,173.95)	5,441,543.19	(1,575,472.14)	15,793,757.00	
(21,005.47)	(21,225.00)	219.53	(3,228.65)	(17,776.82)	1421 CC Multi-Child Discounts	(80,073.54)	(1.06%)	(83,888.00)	(1.02%)	3,814.46	(98,531.87)	18,458.33	(277,353.00)	
(5,735.65)	(6,302.00)	566.35	(1,629.58)	(4,106.07)	1422 Employee Discounts	(23,496.98)	(0.31%)	(24,504.00)	(0.30%)	1,007.02	(24,813.12)	1,316.14	(83,605.00)	
(150.00)	(480.00)	330.00	(160.00)	10.00	1423 ASes Discounts	(4,650.00)	(0.06%)	(1,920.00)	(0.02%)	(2,730.00)	(12,580.00)	7,930.00	(6,600.00)	
4,280.00	6,385.00	(2,105.00)	0.00	4,280.00	1508 Kidzone	8,390.00	0.11%	13,616.00	0.17%	(5,226.00)	16,996.50	(8,606.50)	124,473.00	
19,839.22	27,130.00	(7,290.78)	0.00	19,839.22	1518 Strength Training	62,389.50	0.83%	96,576.00	1.17%	(34,186.50)	113,079.47	(50,689.97)	372,699.00	
0.00	0.00	0.00	0.00	0.00	1525 Referee	0.00	0.00%	0.00	0.00%	0.00	1,061.00	(1,061.00)	0.00	
6,287.07	5,519.00	768.07	1,740.00	4,547.07	1535 Fitness Programs	17,062.07	0.23%	20,365.00	0.25%	(3,302.93)	72,488.68	(55,426.61)	56,133.00	
58,444.33	20,602.00	37,842.33	1,940.01	56,504.32	1540 Sports Programs	58,029.83	0.77%	67,590.00	0.82%	(9,560.17)	237,626.28	(179,596.45)	452,789.00	
30,369.86	56,147.00	(25,777.14)	0.00	30,369.86	1550 Aquatics Program	90,949.68	1.21%	117,462.00	1.43%	(26,512.32)	104,423.68	(13,474.00)	715,476.00	
10,243.75	6,402.00	3,841.75	0.00	10,243.75	1575 Training	11,788.75	0.16%	29,794.00	0.36%	(18,005.25)	27,659.25	(15,870.50)	66,409.00	
0.00	750.00	(750.00)	0.00	0.00	1601 Youth In Government	0.00	0.00%	1,500.00	0.02%	(1,500.00)	68,212.50	(68,212.50)	78,250.00	
20,955.26	57,472.00	(36,516.74)	16,943.24	4,012.02	1625 Community Programs	84,902.27	1.13%	229,888.00	2.79%	(144,985.73)	124,958.99	(40,056.72)	689,664.00	
(34,797.50)	(18,490.00)	(16,307.50)	(350.00)	(34,447.50)	1712 Promotions	(77,163.12)	(1.02%)	(72,021.00)	(0.88%)	(5,142.12)	(58,639.31)	(18,523.81)	(155,582.00)	
(287.00)	(825.00)	538.00	(49.00)	(238.00)	1720 Complimentary Memberships	(1,571.00)	(0.02%)	(3,300.00)	(0.04%)	1,729.00	(1,955.42)	384.42	(9,900.00)	
1,060.00	2,653.00	(1,593.00)	747.00	313.00	1801 Miscellaneous	4,426.00	0.06%	3,612.00	0.04%	814.00	21,347.01	(16,921.01)	33,636.00	
975.00	0.00	975.00	25.00	950.00	1807 Returned Item/NSF Fee	3,750.00	0.05%	125.00	0.00%	3,625.00	7,400.00	(3,650.00)	625.00	
1,113.87	50.00	1,063.87	0.00	1,113.87	1815 Misc. Fundraising	4,333.37	0.06%	200.00	0.00%	4,133.37	3,960.00	373.37	600.00	
1,974,367.18	2,100,125.00	(125,757.82)	961,239.44	1,013,127.74	Net Revenue Totals	7,546,220.14	100.00%	8,227,817.00	100.00%	(681,596.86)	10,432,010.16	(2,885,790.02)	30,256,557.00	
Expense														
1,195,344.03	1,343,191.00	147,846.97	778,842.56	(416,501.47)	Salary and Wages	4,720,892.38	62.56%	5,184,872.00	63.02%	463,979.62	5,719,958.88	999,066.50	16,272,254.00	
0.00	0.00	0.00	0.00	0.00	2175 Temporary - Agencies	33,843.31	0.45%	0.00	0.00%	(33,843.31)	12,403.17	(21,440.14)	35,216.00	
8,395.58	8,232.00	(163.58)	64,372.53	55,976.95	2220 Retirement Plan Premiums	32,093.23	0.43%	31,957.00	0.39%	(136.23)	380,227.80	348,134.57	246,950.00	
31,909.13	45,612.00	(13,702.87)	68,867.09	36,957.96	2245 Employee Insurance Benefits	137,354.85	1.82%	182,394.00	2.22%	45,039.15	234,711.92	97,357.07	546,141.00	
89,628.84	100,884.00	11,255.16	57,359.78	(32,269.06)	2310 FICA	349,909.52	4.64%	394,769.00	4.80%	44,859.48	426,083.10	76,173.58	1,216,004.00	
9,444.13	10,076.00	(631.87)	240,893.67	231,449.54	2320 Unemployment Insur Prem	35,867.11	0.48%	38,906.00	0.47%	3,038.89	269,434.66	233,567.55	122,079.00	
48,675.62	56,783.00	(8,107.38)	28,450.39	(20,225.23)	2330 Worker's Compensation	191,383.76	2.54%	217,057.00	2.64%	25,673.24	214,995.90	23,612.14	692,613.00	
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YMCA of Orange County
Association Summary by Minor Account
For the Four Months Ending Friday, April 30, 2021
Association's Operating Summary

April						YTD							
<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>
15,060.23	22,757.00	7,696.77	12,778.34	(2,281.89)	2845 Facility Maintenance	112,700.63	1.49%	103,987.00	1.26%	(8,713.63)	79,893.17	(32,807.46)	305,155.00
2,208.86	3,411.00	1,202.14	837.39	(1,371.47)	2930 Equipment Repairs/Maint	8,983.47	0.12%	10,198.00	0.12%	1,214.53	15,723.88	6,740.41	27,795.00
31,155.12	32,544.00	1,388.88	3,432.80	(27,722.32)	3012 Promo & Advertising	63,433.16	0.84%	130,315.00	1.58%	66,881.84	144,860.84	81,427.68	389,522.00
3,302.74	5,025.00	1,722.26	(182.00)	(3,484.74)	3013 Community Development	4,784.35	0.06%	8,647.00	0.11%	3,862.65	10,199.68	5,415.33	28,729.00
0.00	140.00	140.00	237.12	237.12	3110 Campaign Supplies & Recog.	7,411.45	0.10%	24,532.00	0.30%	17,120.55	13,952.17	6,540.72	34,386.00
0.00	0.00	0.00	0.00	0.00	3130 Campaign Printing Costs	0.00	0.00%	0.00	0.00%	0.00	14,093.80	14,093.80	0.00
1,646.94	4,371.00	2,724.06	1,712.63	65.69	3210 Mileage Reimbursement	5,000.12	0.07%	17,236.00	0.21%	12,235.88	18,913.90	13,913.78	52,276.00
12,420.86	4,791.00	(7,629.86)	5,655.81	(6,765.05)	3320 Staff Development/Training	18,465.14	0.24%	21,752.00	0.26%	3,286.86	30,381.06	11,915.92	79,508.00
(68.72)	483.00	551.72	0.00	68.72	3326 Travel Expense	688.81	0.01%	2,238.00	0.03%	1,549.19	3,584.77	2,895.96	8,479.00
28.61	1,240.00	1,211.39	0.00	(28.61)	3336 Volunteer Recog/Training	366.57	0.00%	3,190.00	0.04%	2,823.43	284.34	(82.23)	15,635.00
2,415.54	4,192.00	1,776.46	439.57	(1,975.97)	3337 Staff Recognition	4,328.51	0.06%	29,087.00	0.35%	24,758.49	29,636.12	25,307.61	91,409.00
1,817.99	3,467.00	1,649.01	422.60	(1,395.39)	3345 Meeting Expense	6,525.92	0.09%	17,035.00	0.21%	10,509.08	19,558.75	13,032.83	54,440.00
5,006.64	3,357.00	(1,649.64)	4,410.57	(596.07)	3360 Dues & Subscriptions	27,330.98	0.36%	17,465.00	0.21%	(9,865.98)	18,645.94	(8,685.04)	64,054.00
21,903.51	18,759.00	(3,144.51)	(239,822.09)	(261,725.60)	3418 Adv Guide Event Exp	51,732.72	0.69%	51,754.00	0.63%	21.28	24,298.32	(27,434.40)	124,269.00
29,047.08	52,338.00	23,290.92	(10,963.42)	(40,010.50)	3425 Program Expense	138,081.42	1.83%	198,350.00	2.41%	60,268.58	204,217.18	66,135.76	759,094.00
50,412.60	28,550.00	(21,862.60)	266,530.69	216,118.09	3429 Admission/Prog. Venue Costs	141,325.19	1.87%	154,050.00	1.87%	12,724.81	320,044.75	178,719.56	888,340.00
4,734.55	267.00	(4,467.55)	0.00	(4,734.55)	3459 Staff Uniforms	8,615.39	0.11%	9,379.00	0.11%	763.61	3,962.65	(4,652.74)	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
13,302.83	21,696.00	8,393.17	1,907.22	(11,395.61)	3492 Nutrition	53,055.80	0.70%	77,902.00	0.95%	24,846.20	84,480.11	31,424.31	329,812.00
0.00	0.00	0.00	0.00	0.00	3520 Transportation	73.35	0.00%	0.00	0.00%	(73.35)	7,162.39	7,089.04	110,806.00
1,276.92	0.00	(1,276.92)	0.00	(1,276.92)	3915 Misc. Fundraising Expense	3,490.00	0.05%	0.00	0.00%	(3,490.00)	3,615.50	125.50	0.00
2,736.88	2,251.00	(485.88)	0.00	(2,736.88)	4320 Employment Advertising	9,155.01	0.12%	16,011.00	0.19%	6,855.99	11,313.45	2,158.44	39,968.00
3,946.00	4,574.00	628.00	4,929.00	983.00	4360 Hiring Costs	11,102.50	0.15%	20,206.00	0.25%	9,103.50	22,029.46	10,926.96	107,593.00
5,696.06	953.00	(4,743.06)	0.00	(5,696.06)	5050 Equipment/Asset Purchases	5,906.12	0.08%	9,482.00	0.12%	3,575.88	9,674.26	3,768.14	19,455.00
(354.75)	2,407.00	2,761.75	1,873.41	2,228.16	5310 Write-off Bad Debt	20,231.18	0.27%	6,700.00	0.08%	(13,531.18)	11,339.24	(8,891.94)	24,720.00
249,763.78	285,096.00	35,332.22	109,978.91	(139,784.87)	Flex Expenses Sub-Total	912,985.45	12.10%	1,189,312.00	14.45%	276,326.55	1,357,596.18	444,610.73	4,380,432.00
28,355.00	22,500.00	(5,855.00)	8,796.78	(19,558.22)	2410 Legal Fees	60,961.28	0.81%	90,000.00	1.09%	29,038.72	49,640.28	(11,321.00)	270,000.00
3,550.00	11,438.00	7,888.00	21,500.00	17,950.00	2415 Audit Fees	14,200.00	0.19%	33,750.00	0.41%	19,550.00	21,900.00	7,700.00	60,000.00
6,837.00	4,601.00	(2,236.00)	12,225.00	5,388.00	2450 Consulting Fees	33,775.00	0.45%	35,251.00	0.43%	1,476.00	128,141.00	94,366.00	114,689.00
48,248.02	45,710.00	(2,538.02)	46,994.07	(1,253.95)	2480 DP Service/Maint Contrct	223,487.50	2.96%	292,954.00	3.56%	69,466.50	342,435.61	118,948.11	698,501.00
80,214.39	93,962.00	13,747.61	83,904.76	3,690.37	2810 Facility Rent	341,076.62	4.52%	356,975.00	4.34%	15,898.38	380,070.77	38,994.15	1,146,423.00
3,912.07	2,920.00	(992.07)	2,653.47	(1,258.60)	2811 Facility Rent Offsite Storage	15,015.69	0.20%	11,739.00	0.14%	(3,276.69)	12,401.26	(2,614.43)	41,110.00
15.00	0.00	(15.00)	40.00	25.00	2820 Bldg Licenses & Permits	125.00	0.00%	259.00	0.00%	134.00	991.50	866.50	972.00
26,044.88	34,425.00	8,380.12	18,265.81	(7,779.07)	2831 Electricity	102,208.13	1.35%	133,854.00	1.63%	31,645.87	103,075.68	867.55	433,517.00
9,527.05	12,186.00	2,658.95	5,133.81	(4,393.24)	2832 Gas	52,461.22	0.70%	50,224.00	0.61%	(2,237.22)	48,756.41	(3,704.81)	111,302.00
6,116.34	4,955.00	(1,161.34)	4,764.97	(1,351.37)	2833 Water and Sewer	19,266.12	0.26%	21,711.00	0.26%	2,444.88	20,388.88	1,122.76	71,343.00
2,757.45	3,058.00	300.55	2,475.02	(282.43)	2834 Refuse Collection	11,599.52	0.15%	11,962.00	0.15%	362.48	12,938.78	1,339.26	36,591.00
5,017.18	4,702.00	(315.18)	5,104.55	87.37	2843 Landscape Maint	19,529.13	0.26%	20,650.00	0.25%	1,120.87	18,921.08	(608.05)	62,185.00
751.55	5,284.00	4,532.45	2,430.41	1,678.86	2844 Contracted Maintenance	5,505.45	0.07%	20,292.00	0.25%	14,786.55	68,627.55	63,122.10	60,432.00
6,497.11	7,474.00	976.89	6,366.00	(131.11)	2849 Pool Repairs & Maintenance	24,747.85	0.33%	30,474.00	0.37%	5,726.15	32,219.20	7,471.35	94,199.00
862.95	11.00	(851.95)	2,305.94	1,442.99	2850 Real And Personal Taxes	2,769.35	0.04%	3,516.00	0.04%	746.65	6,497.60	3,728.25	11,074.00
5,971.02	6,020.00	48.98	25,560.00	19,588.98	2870 School Fees	23,064.22	0.31%	23,319.00	0.28%	254.78	64,287.03	41,222.81	92,527.00
23,202.00	23,202.00	0.00	41,152.00	17,950.00	2880 Property/Liability Insurance	88,003.00	1.17%	88,216.00	1.07%	213.00	162,184.00	74,181.00	335,900.00
6,063.00	6,063.00	0.00	11,315.00	5,252.00	2885 SIR Expense	18,944.72	0.25%	23,230.00	0.28%	4,285.28	44,608.00	25,663.28	88,422.00
11,616.63	14,566.00	2,949.37	16,253.57	4,636.94	2911 Equipment Lease/Rental	52,932.27	0.70%	56,938.00	0.69%	4,005.73	55,567.16	2,634.89	171,528.00
6.00	0.00	(6.00)	0.00	(6.00)	3426 Program Enhancements	82.21	0.00%	0.00	0.00%	(82.21)	525.04	442.83	0.00
0.00	0.00	0.00	0.00	0.00	3433 Special Funding/Grant Expenses	185.54	0.00%	0.00	0.00%	(185.54)	4,397.25	4,211.71	0.00
2,968.42	3,579.00	610.58	1,791.50	(1,176.92)	3486 Program License & Permits	52,619.40	0.70%	82,848.00	1.01%	30,228.60	57,099.79	4,480.39	119,040.00
2,497.00	2,497.00	0.00	2,476.00	(21.00)	3510 Vehicle Insurance	9,988.00	0.13%	9,988.00	0.12%	0.00	9,904.00	(84.00)	32,214.00
3,006.09	1,957.00	(1,049.09)	2,874.56	(131.53)	3541 Veh License/Gas/Repair	8,033.35	0.11%	10,071.00	0.12%	2,037.65	11,216.94	3,183.59	36,507.00
0.00	0.00	0.00	(0.10)	(0.10)	3610 Cash Over/Short	19.20	0.00%	0.00	0.00%	(19.20)	5.90	(13.30)	0.00
2,711.06	2,567.00	(144.06)	3,764.02	1,052.96	3620 Bank Fees	9,236.14	0.12%	10,414.00	0.13%	1,177.86	11,998.29	2,762.15	30,979.00
25,711.30	28,680.00	2,968.70	5,376.14	(20,335.16)	3625 Credit Card Eft Proc Fees	91,873.15	1.22%	111,319.00	1.35%	19,445.85	150,417.82	58,544.67	426,725.00
6.06	0.00	(6.06)	62.29	56.23	3640 Late/Financing Charges	102.06	0.00%	0.00	0.00%	(102.06)	(421.71)	(523.77)	0.00
1,110.80	1,392.00	281.20	667.01	(443.79)	3660 Courier Service - Regular	3,826.39	0.05%	5,529.00	0.07%	1,702.61	4,580.77	754.38	17,501.00
0.00	0.00	0.00	0.00	0.00	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	0.00	0.00	3698 Contributions - Other NP	0.00	0.00%	0.00	0.00%	0.00	11,500.00	11,500.00	500.00
22,764.00	22,764.00	0.00	0.00	(22,764.00)	3710 Fair Share	88,882.00	1.18%	88,882.00	1.08%	0.00	122,727.00	33,845.00	330,246.00
372.82	0.00	(372.82)	0.00	(372.82)	3899 Special Event Expense	372.82	0.00%	0.00	0.00%	(372.82)	12.91	(359.91)	97,291.00
3.00	149.00	149.00	127.37	127.37	3912 Sales Tax	6.40	0.00%	199.00	0.00%	192.60	148.83	142.43	849.00
3,377.94	9,182.00	5,804.06	2,579.74	(798.20)	5051 Computer Hdwr/Stwr	18,148.52	0.24%	36,773.00	0.45%	18,624.48	36,706.04	18,557.52	79,324.00
340,090.13	382,493.00	42,402.87	336,959.69	(3,130.44)	Fixed Expenses Sub-Total	1,393,406.60	18.46%	1,662,767.00	20.21%	269,360.40	1,994,902.26	601,495.66	5,073,366.00
1,973,251.24	2,232,367.00	259,115.76	1,685,724.62	(287,526.62)	Total Operating Expenses	7,807,736.21	103.47%	8,902,034.00	108.19%	1,094,297.79	10,610,313.87	2,802,577.66	28,585,055.00
\$1,115.94	(\$132,242.00)	\$133,357.94	(\$724,485.18)	\$725,601.12	Operating Net	(\$261,516.07)	(3.47%)	(\$674,210.00)	(8.19%)	\$412,700.93	(\$178,303.71)	(\$83,212.36)	\$1,671,502.00
(87,820.49)	(98,546.00)	10,725.51	(119,274.73)	31,454.24	2890 Depreciation Expense	(364,359.77)	(4.83%)	(398,771.00)	(4.85%)	34,411.23	(476,375.33)	112,015.56	(1,168,603.00)
(5,710.07)	(5,839.00)	128.93	(5,346.79)	(363.28)	5215 Interest Expense-External	(17,363.00)	(0.23%)	(24,106.00)	(0.29%)	6,743.00	(21,769.33)	4,406.33	(72,013.00)
(52,291.13)	(65,267.00)	12,975.87	(7,143.68)	(45,147.45)	0399 Scholarships Awarded	(204,405.41)	(2.71%)	(254,833.00)	(3.10%)	50,427.59	(210,049.72)	5,644.31	(817,938.00)
0.00	(2,083.00)	2,083.00	0.00	0									

YMCA of Orange County
 Association Summary by Minor Account
 For the Four Months Ending Friday, April 30, 2021
 Association's Operating Summary

April						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
89,623.00	0.00	89,623.00	0.00	89,623.00	0420 Use of Land/Buildings	358,492.00	4.75%	0.00	0.00%	358,492.00	0.00	358,492.00	0.00
(89,623.00)	0.00	(89,623.00)	0.00	(89,623.00)	2812 In-Kind Rent	(358,492.00)	(4.75%)	0.00	0.00%	(358,492.00)	0.00	(358,492.00)	0.00
1,749.23	6,002.00	(4,252.77)	6,199.08	(4,449.85)	1810 Interest	18,543.60	0.25%	24,008.00	0.29%	(5,464.40)	33,212.73	(14,669.13)	72,023.00
21,338.75	20,000.00	1,338.75	17,765.55	3,573.20	1811 Dividend Income	96,713.57	1.28%	80,000.00	0.97%	16,713.57	111,319.58	(14,606.01)	240,000.00
106,652.21	0.00	106,652.21	471,120.29	(364,468.08)	1994 Investment Valuation Change	634,066.36	8.40%	0.00	0.00%	634,066.36	(1,391,144.12)	2,025,210.48	0.00
18,180.57	0.00	18,180.57	0.00	18,180.57	1995 Short Term Gain on Investment	(33,161.41)	(0.44%)	0.00	0.00%	(33,161.41)	(307,878.68)	274,717.27	0.00
80,921.40	0.00	80,921.40	520.82	80,400.58	1996 Long Term Gain on Investment	268,902.65	3.56%	0.00	0.00%	268,902.65	(165,270.82)	434,173.47	0.00
0.00	0.00	0.00	0.00	0.00	1998 Gain(Loss) On Sale Of Assets	(257,834.55)	(3.42%)	0.00	0.00%	(257,834.55)	8,775.00	(266,609.55)	0.00
(7,271.02)	(26,262.00)	18,990.98	(1,221.53)	(6,049.49)	1999 Gain/(Loss)-Invest. In Subsidiary	(4,861.73)	(0.06%)	(38,649.00)	(0.47%)	33,787.27	(53,393.95)	48,532.22	(98,360.00)
(35,867.36)	0.00	(35,867.36)	0.00	(35,867.36)	2250 Vacation Accrual Expense	(173,808.23)	(2.30%)	0.00	0.00%	(173,808.23)	0.00	(173,808.23)	0.00
(2,531.99)	(5,000.00)	2,468.01	(6,288.95)	3,756.96	3630 Investment Fees	(17,589.19)	(0.23%)	(20,000.00)	(0.24%)	2,410.81	(16,797.65)	(791.54)	(60,000.00)
(28,945.59)	(20,833.00)	(8,112.59)	0.00	(28,945.59)	3694 Other OneTime/NonRecurring Exp	(82,539.01)	(1.09%)	(83,336.00)	(1.01%)	796.99	0.00	(82,539.01)	(250,000.00)
(18,441.50)	(20,833.00)	2,391.50	0.00	(18,441.50)	3696 Strategic Initiative Costs	(22,104.00)	(0.29%)	(83,336.00)	(1.01%)	61,232.00	0.00	(22,104.00)	(250,000.00)
(2,846.16)	0.00	(2,846.16)	(72,760.32)	69,914.16	3697 One-Time Non-Recurring (COVID-19 Expense)	(11,984.63)	(0.16%)	0.00	0.00%	(11,984.63)	(76,334.40)	64,349.77	0.00
(12,883.15)	(218,661.00)	(205,777.85)	283,569.74	296,452.89	Total Non-Operating Expenses	(171,784.75)	(2.28%)	(807,359.00)	(9.81%)	(635,574.25)	(2,565,706.69)	(2,393,921.94)	(2,429,891.00)
(\$11,767.21)	(\$350,903.00)	\$339,135.79	(\$440,915.44)	\$429,148.23	Net Outcome	(\$433,300.82)	(5.74%)	(\$1,481,576.00)	(18.01%)	\$1,048,275.18	(\$2,744,010.40)	\$2,310,709.58	(\$758,389.00)

Young Mens Christian Association - Orange County

Cash Flow Statement - Fund 1

For the Period Ending 4/30/2021
Cash at Beginning of Period 10,214,303

Operations

Cash receipts from	
Childcare revenue	1,093,254
Membership revenue	578,570
Donations/Grants/Misc.	331,884
Cash paid for	
Labor expenses	(1,375,075)
Facility expenses	(195,507)
Operating expenses	(479,511)
Interest expense	(16,391)
Misc.	
Net Cash Flow from Operations	(62,775)

Investing Activities

Cash receipts from	
Sale of property and equipment	500
Sale of investment securities	
Interest earned	3
Cash paid for	
Purchase of property and equipment	(25,026)
Purchase of investment securities	
Misc.	
Net Cash Flow from Investing Activities	(24,523)

Financing Activities

Cash receipts from	
Borrowing	
Cash paid for	
Repayment of loans	(14,075)
Net Cash Flow from Financing Activities	(14,075)

Net Increase in Cash	(101,373)
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Cash at End of Period 10,112,930

Young Mens Christian Association - Orange County

12-Month Cash Flow

Period Beginning	1/1/21	2/1/21	3/1/21	4/1/21
Period Ending	1/31/21	2/28/21	3/31/21	4/30/21
Cash at Beginning of Period	2,667,724	2,276,026	6,065,099	10,214,303
Cash at End of Period	2,276,026	6,065,099	10,214,303	10,112,930

Operations	Jan'21	Feb'21	Mar'21	Apr'21
Cash receipts from				
Childcare revenue	1,078,558	910,981	1,026,533	1,093,254
Membership revenue	354,257	439,229	467,345	578,570
Donations/Grants/Misc.	278,115	368,861	268,973	331,884
Cash paid for				
Labor expenses	(1,335,747)	(1,360,303)	(1,315,967)	(1,375,075)
Facility expenses	(218,514)	(228,541)	(217,562)	(195,507)
Operating expenses	(507,895)	(491,950)	(776,749)	(479,511)
Interest expense	(15,117)	(28,724)	(586)	(16,391)
Misc.				
Net Cash Flow from Operations	(366,343)	(390,447)	(548,013)	(62,775)

Investing Activities

Cash receipts from				
Sale of property and equipment		4,216,960		500
Sale of investment securities				
Interest earned	90	3	233	3
Cash paid for				
Purchase of property and equipment	(11,479)	(8,001)	(51,490)	(25,026)
Purchase of investment securities				
Misc.				
Net Cash Flow from Investing Activities	(11,389)	4,208,963	(51,257)	(24,523)

Financing Activities

Cash receipts from				
Borrowing			4,748,475	
Cash paid for				
Repayment of loans	(13,966)	(29,442)		(14,075)
Net Cash Flow from Financing Activities	(13,966)	(29,442)	4,748,475	(14,075)
Net Cash Flow	(391,699)	3,789,073	4,149,205	(101,373)