



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

---

**Finance Committee  
AGENDA**

**November 18, 2022**

**12:00 – 1:30pm  
Board Room (lunch will be provided)**

**FINANCE COMMITTEE MEETING  
AGENDA  
November 18, 2022**

- |                                       |                 |
|---------------------------------------|-----------------|
| 1. Meeting Minutes Approval           | Ryan Fessler    |
| • September 28, 2022                  |                 |
| 2. Financials ending October 31, 2022 |                 |
| • Operations                          | Christine Salas |
| • Financial Notes                     | Matt Langley    |
| 3. Budget Approval                    |                 |
| • YMCA of Orange County               | Christine Salas |
| • Cap Ex                              | Matt Langley    |
| • Tipper, LLC                         |                 |



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

---

**Finance Committee  
MINUTES**

**September 28, 2022**

**FINANCE COMMITTEE MEETING  
MINUTES  
September 28, 2022**

**Present:** Brian Constable, Minh Hoang, Josh Scott, Ryan Fessler, Jeff McBride,  
Dolores Daly, Christine Salas, Matt Langley,  
**Absent:** Juliette Meunier

Brian Constable called the meeting to order at 1:06pm

1. Meeting Minutes Approval-Brian Constable

- July 22, 2022
  - Josh Scott motioned to approve the minutes as presented
  - Minh Hoang seconded the motion
  - Approved, no nays or abstentions

2. Financials ending August 31, 2022 – Financial reports are available on the board portal

- Operations - Dolores Daly gave a high-level overview of the following:

**Operations Performance in August to Budget and PY:**

**August Revenue was \$2.9M, which was under budget by \$138K/95%. \$358K/12.3% above PY**

- Revenue shortfall to budget was primarily the budgeting of new programs and additional summer headcounts that didn't meet budgeted expectations.
- August Membership revenue totaled \$459K, which was \$4K/1% over budget and \$40K/9% above PY. YTD MB revenue accounts for 12% of our overall revenue at \$3.37M, which is (\$54K)/(1.6%) below budget and \$497K/17% over prior year.
- August Child Care Revenue totaled \$1.9M, which was \$45K/(2.25%) under budget and \$290K/19% above PY. YTD Child Care revenue accounts for 54.3% of our overall revenue at \$15M, which is \$290K above budget and \$3.8M/34% over prior year.
- Excluding PPP Loan forgiveness YTD Revenue is \$22.7M on a budget of \$22.8M

**Wages and Benefits**

- August Salary and Wages came in 3.53% under budget. For August, salary as a % of revenue was budgeted at 59.33% and we performed a 59.96%. Excluding PPP funds, YTD PY salary were 59.6% of revenue and this year we are achieving 56.3% of revenue.
- YTD Benefits & Taxes are 4.2% below budget primarily due to employee insurance and worker's compensation benefits coming in below budget. An unbudgeted vacation accrual expense is negatively impacting the budget by \$205K.

**Flex and Fixed Expenses**

- August flex expenses were \$447/7.5% over budget primarily due to admission expense being \$58k higher than budget in our CYD programs
- August fixed expenses were \$1.4K/.01% over budget. Primarily due to increased credit card processing fees, higher fair share due to increased revenue and higher utility costs.

**Operating Net**

- August Operating Net was (\$137K), which was \$121K under budget.
- YTD Operating Net is \$4.6M, which is \$4.8M better than budget. Excluding PPP Loan forgiveness, YTD Operating Net is (\$207K), compared to budgeted (\$243K).

- Financial Notes - Matt Langley

**Finance Notes**

- Fidelity Loan
  - We utilized \$2.5M to retire the Fidelity loan.
- Cash Flow
  - August cash flow from operations was (\$326k)/\$748k YTD. Net cash flow for the period is (\$2.9M)/(\$2.7M) YTD.
- Balance Sheet
  - YTD investment in capital improvements totals \$717k
  - YTD change in investment portfolio totals (\$733k)
- CAPX – Ryan Fessler asked if we were on budget;
  - CAPX budget was approved at slightly over \$1M and we are currently below budget and do not anticipate going over.

3. Items for vote/approval - Matt Langley

- Lease Accounting Standards
  - CLA (auditors) have asked the Finance Committee to review and adopt the YMCA of Orange County Lease Accounting Policy (full policy is available by request). As a nonprofit we are required to adopt the Lease Standards at the beginning of the year.
  - Brian Constable motioned to approve the adoption of the policy
  - Ryan Fessler seconded the motion
  - Approved, no nays or abstentions



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

---

## Finance Reports

### Operations Performance in October and YTD:

October Revenue was \$3.2M, which was over budget by \$180K/6%. \$289K/10% over PY. YTD revenue \$59.6M, which is over budget by \$30M/104%.

- Increase in October revenue was primarily due to unbudgeted ELOP programs.
- YTD revenue is over budget due to Capital Campaign gift and Emergency funding revenue. Excluding those two revenue sources, YTD revenue would be \$93K over budget.
- October Membership revenue totaled \$456K, which was \$29K/6.72% over budget and \$39K/9.59% above PY. YTD MB revenue accounts for 15% of our overall revenue at \$4.2M, which is (\$20K)/(.47%) below budget.
- October Child Care Revenue totaled \$1.7M, which was (\$18K)/(1.05%) under budget and \$245K/16.98% above PY. YTD Child Care revenue accounts for 55.26% of our overall revenue at \$16.2M, which is (\$346K)/(2.09%) below budget. YTD ELOP revenue is \$553K.

### **Wages and Benefits**

- October Salary and Wages came in .43% over budget due to unbudgeted programs. This expense is offset by revenue. For October, salary as a % of revenue was budgeted at 53.13% and we performed 50.38%, so overall staff did a good job controlling expense.
- Oct Benefits are 6% over budget primarily due to an unbudgeted vacation accrual expense and unbudgeted recruitment and retention bonus pay outs.

### **Flex and Fixed Expenses**

- October flex expenses were \$103K/22% over budget primarily due to \$105K in write off of bad debt.
- October fixed expenses were (\$111K)/(20%) under budget. As mentioned previously, we began offering incentives for families to switch from credit card payments to ACH payments to lower controllable expenses. In October, we recouped 61% credit card expense by passing along processing fees directly to the member.

### **Operating Net**

- October Operating Net was \$211K, which was \$161K over budget.
- YTD Operating Net is \$30.5M, which is \$30.3M better than budget. Excluding PPP Loan forgiveness and Capital Campaign gift, YTD Operating Net is \$226K, compared to budgeted \$160K.

### **Finance Notes:**

#### **Cash Flow**

- October cash flow from operations was (\$296k)/\$422k YTD. Net cash flow for the period is (\$448k)/(\$3.2M) YTD.

#### **Balance Sheet**

- YTD investment in capital improvements totals \$985k. We are still pending receipt of significant billing for the Esencia portable installation from Capistrano USD in the \$500K-\$700K range.
- YTD change in investment portfolio improved \$861k to (\$1.07M).

**YMCA of Orange County**  
**Statement of Financial Position-Consolidated**  
10/31/2022

<u>Balance Sheet</u>		<u>Balance Sheet</u>		
Year End 12/31/2021	YTD Change	1 Year Ago 10/31/2021	Prior Mo. 9/30/2022	Current Mo. 10/31/2022
<b>ASSETS</b>				
<i>Current Assets</i>				
\$9,160,942	(\$3,235,800)	\$10,204,596	\$6,372,796	\$5,925,142
16,318,174	(676,629)	13,347,259	14,757,139	15,641,545
4,910,348	2,875,740	4,947,431	7,533,076	7,786,088
59,465	22,486,677	35,384	22,540,542	22,546,142
2,200	0	2,200	2,200	2,200
0	82,797	178,099	106,059	82,797
267,800	35,465	194,375	270,133	303,265
<b>30,718,929</b>	<b>21,568,250</b>	<b>28,909,344</b>	<b>51,581,945</b>	<b>52,287,179</b>
<i>Other Assets</i>				
11,052,372	315,948	11,104,425	11,296,631	11,368,320
<b>11,052,372</b>	<b>315,948</b>	<b>11,104,425</b>	<b>11,296,631</b>	<b>11,368,320</b>
<b>\$41,771,301</b>	<b>\$21,884,198</b>	<b>\$40,013,769</b>	<b>\$62,878,576</b>	<b>\$63,655,499</b>
<b>LIABILITIES AND NET ASSETS</b>				
<i>Current Liabilities</i>				
\$638,415	(\$146,190)	\$431,104	\$618,580	\$492,225
1,901,004	721,949	2,720,675	2,589,577	2,622,953
1,042,082	192,579	708,114	1,282,013	1,234,661
4,748,475	(4,748,475)	4,748,475	0	0
<b>8,329,976</b>	<b>(3,980,137)</b>	<b>8,608,368</b>	<b>4,490,170</b>	<b>4,349,839</b>
<i>Long-term Liabilities</i>				
200,000	(162,110)	115,884	72,032	37,890
2,788,510	(2,776,998)	2,774,026	13,815	11,512
<b>2,988,510</b>	<b>(2,939,108)</b>	<b>2,889,910</b>	<b>85,847</b>	<b>49,402</b>
<b>11,318,486</b>	<b>(6,919,245)</b>	<b>11,498,278</b>	<b>4,576,017</b>	<b>4,399,241</b>
<i>Net Assets</i>				
478,131	3,520,840	587,400	3,094,308	3,998,971
(92,235)	62,445	(89,565)	(17,465)	(29,790)
2,580,272	22,253,990	531,009	24,772,901	24,834,262
27,486,647	2,966,168	27,486,647	30,452,815	30,452,815
<b>30,452,815</b>	<b>28,803,443</b>	<b>28,515,491</b>	<b>58,302,559</b>	<b>59,256,258</b>
<b>\$41,771,301</b>	<b>\$21,884,198</b>	<b>\$40,013,769</b>	<b>\$62,878,576</b>	<b>\$63,655,499</b>
<i>Cash &amp; Investments Footnote:</i>				
6,390,209	(3,123,780)	10,036,152	3,830,942	3,266,429
16,318,174	(676,629)	13,347,259	14,757,139	15,641,545
2,770,733	(112,020)	168,444	2,541,854	2,658,713

YMCA of Orange County  
Statement of Financial Position-Consolidated  
10/31/2022

October					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	
<b>Revenue</b>													
\$0	\$0	\$0	\$0	\$0	\$3,480	0.01%	\$11,899	0.04%	(\$8,419)	\$12,709	(\$9,229)	\$11,899	
0	0	0	81,601	(81,601)	7,843,552	13.14%	0	0.00%	7,843,552	2,251,409	5,592,503	0	
32,435	7,290	25,145	23,920	8,515	309,636	0.52%	88,847	0.30%	220,789	102,382	207,254	103,427	
0	0	0	0	0	0	0.00%	0	0.00%	0	0	0	0	
57,457	0	57,457	90,916	(33,459)	0840 Contract Services Revenue	514,435	0.86%	301,843	1.03%	212,592	416,542	97,893	301,843
198,135	0	198,135	198,135	0	0841 ELG	553,553	0.00%	0	0.00%	553,553	0	553,553	0
6,226	7,799	(1,573)	8,005	(2,779)	0910 City Funding	64,833	0.11%	68,488	0.23%	(3,655)	84,128	(19,295)	79,084
224,495	236,258	(11,763)	270,250	(45,755)	0931 Government Grant Income-Restricted	1,836,288	3.08%	1,965,725	6.72%	(129,437)	1,460,336	375,952	2,392,156
107,997	114,128	(6,131)	108,652	(655)	1001 Adult Membership	1,058,677	1.77%	1,153,138	3.94%	(94,461)	1,066,105	(7,428)	1,374,008
55,939	57,586	(1,647)	55,931	8	1002 Couple Membership	605,566	0.91%	605,566	2.07%	(0)	542,058	52,508	717,211
72,127	55,000	17,127	56,405	15,722	1007 3rd Party Memberships	609,805	1.02%	550,000	1.88%	59,805	464,939	144,866	651,400
9,194	11,247	(2,053)	10,413	(1,191)	1014 College/Student Membership	109,509	0.18%	115,793	0.40%	(6,284)	122,511	(13,002)	137,302
720	900	(180)	240	480	1017 Daily	8,992	0.02%	10,660	0.04%	(1,678)	1,201	12,720	0
720	606	114	1,080	(360)	1018 Seniors Membership	8,280	0.01%	7,687	0.03%	593	10,935	(2,655)	8,856
205,409	182,846	22,563	177,698	27,711	1019 Family Membership	1,893,073	3.17%	1,801,201	6.16%	91,872	1,422,785	470,288	2,151,533
4,134	5,200	(1,066)	5,915	(1,781)	1020 Single Parent Family	47,101	0.08%	53,995	0.18%	(6,894)	63,322	(15,221)	64,223
31,701	30,908	793	33,077	(1,376)	1101 Adventure Guides Program Fees	333,420	0.56%	295,880	1.01%	37,522	244,986	88,416	357,696
185,652	(3)	185,655	1	(16)	1122 AG Employee Discount	(51)	0.00%	(6)	0.00%	(45)	(12)	(39)	(12)
177,875	7,777	170,098	222,576	(50,478)	1130 Y Adventure Guides Event	1,466,229	2.46%	1,025,975	3.51%	440,254	996,178	469,651	1,156,875
31(2)	24	(24,214)	30,256	(30,232)	1210 Facility Rental	349,754	0.59%	532,861	1.82%	(183,107)	288,190	61,564	641,409
9,945	15,400	(5,455)	11,025	(1,080)	1247 Membership Joining Fee	200,532	0.34%	214,100	0.73%	(13,568)	185,394	15,138	240,800
6,705	6,125	580	580	0	6705 1311 Resident Camp	351,971	0.59%	186,125	0.64%	165,846	85,092	266,879	212,375
5,626	0	5,626	90,365	(84,739)	1316 Camp User Group	119,069	0.20%	383,715	1.31%	(264,646)	447,055	(327,986)	383,715
0	0	0	0	0	1322 Camp-Employee Discount	0	0.00%	(4,500)	(0.02%)	4,500	0	0	(4,500)
5,379	5,960	(581)	1,096	4,283	1371 New Horizon Camp	71,787	0.12%	57,865	0.20%	13,922	45,987	25,790	69,855
41,474	52,500	(11,026)	52,282	(10,808)	1374 Regional Center	457,573	0.77%	504,300	1.72%	(46,727)	410,510	47,063	611,100
3,750	3,650	100	4,150	(400)	1410 Child Care Admin Reg Fee	555,101	0.93%	464,840	1.59%	90,261	486,934	68,167	466,690
1,732,819	1,742,028	(9,209)	1,493,870	238,949	1420 Child Development Fees	16,101,468	26.98%	16,452,235	56.23%	(350,767)	12,219,834	3,881,634	19,985,688
(36,653)	(28,607)	(8,046)	(30,379)	(8,046)	1421 CC Multi-Child Discounts	(349,728)	(0.59%)	(1,287,841)	(4.38%)	(938,113)	(256,878)	(92,850)	(344,845)
(5,888)	(4,997)	(891)	(5,918)	30	1422 Employee Discounts	(82,936)	(0.14%)	(62,999)	(0.22%)	(19,937)	(62,967)	(19,969)	(72,993)
4,409	4,960	(551)	(13,645)	13,045	1423 ASES Discounts	(4,630)	(0.01%)	(4,630)	(0.01%)	0	(4,355)	36,725	0
26,179	28,469	(2,280)	41,319	(15,130)	1518 Strength Training	250,300	0.42%	275,641	0.94%	(25,341)	220,601	29,699	326,651
13,287	15,284	(2,007)	13,511	(234)	1535 Fitness Programs	157,760	0.26%	161,829	0.55%	(4,069)	76,614	81,146	190,704
62,703	54,811	7,892	13,756	48,947	1540 Sports Programs	539,650	0.90%	595,525	2.04%	(55,875)	375,340	164,310	645,453
42,466	70,236	(27,770)	71,129	(29,726)	1550 Aquatics Program	711,729	1.19%	802,919	2.74%	(91,190)	718,835	(7,106)	887,884
2,490	8,350	(5,860)	5,635	(3,145)	1575 Training	56,240	0.09%	79,930	0.27%	(23,690)	32,505	23,735	94,070
382,070	422,124	(40,054)	404,564	(22,500)	1601 Youth In Government	8,984	0.02%	160,000	0.55%	(151,016)	0	8,984	318,000
5,606	5,606	0	5,606	0	5606 1610 Homeschool	9,088	0.02%	0	0.00%	9,088	0	9,088	0
28,063	52,033	(23,970)	22,708	5,355	1625 Community Programs	347,818	0.58%	602,620	2.06%	(254,802)	302,883	44,935	714,217
(20,453)	(12,352)	(8,101)	(18,136)	(2,317)	1712 Promotions	(269,413)	(0.45%)	(172,259)	(0.59%)	(97,154)	(172,560)	(96,853)	(96,853)
(377)	(321)	(56)	(322)	(45)	1720 Complimentary Memberships	(3,646)	(0.01%)	(3,210)	(0.01%)	(436)	(3,466)	(180)	(3,852)
44,326	10,750	33,576	22	44,104	1801 Miscellaneous	216,976	0.36%	85,227	0.29%	131,749	17,030	199,946	99,027
21,839	21,839	0	21,839	0	1803 Non-FFT Administratn Fee	32,575	0.05%	0	0.00%	32,575	0	32,575	0
5,665	75	5,590	1,425	(1,100)	8007 Returned Item/NSF Fee	14,780	0.02%	2,325	0.01%	12,455	11,850	2,930	2,400
4,516	0	4,516	3,850	666	1815 Misc. Fundraising	28,184	0.05%	1,260	0.00%	26,924	20,530	7,654	1,260
<b>3,227,427</b>	<b>3,047,101</b>	<b>180,326</b>	<b>2,938,255</b>	<b>289,172</b>	<b>Net Revenue Totals</b>	<b>59,673,632</b>	<b>100.00%</b>	<b>29,259,422</b>	<b>100.00%</b>	<b>30,414,210</b>	<b>24,771,967</b>	<b>34,901,665</b>	<b>34,888,570</b>
<b>Expense</b>													
619,100	555,321	(63,779)	1,504,690	885,590	2110 Salaries-F/T Exempt	5,829,363	9.77%	5,536,655	18.92%	(292,708)	13,241,982	7,412,619	6,643,416
9,624	8,546	1,078	7,024	(2,600)	2520 Maintenance-Janitorial Supplies	80,651	0.14%	85,905	0.29%	5,254	59,864	(20,787)	103,293
602,784	609,792	7,008	0	(602,784)	2120 Wages-P/T Non-Exempt	6,128,078	10.27%	6,567,837	22.45%	(439,759)	0	(6,128,078)	7,777,945
15,068	0	(15,068)	0	0	2135 Increase Pool-Ptne	0	0.00%	264,872	0.91%	264,872	0	0	328,771
6,994	0	(6,994)	0	(6,994)	2150 Overtime	230,078	0.39%	0	0.00%	(230,078)	0	(230,078)	0
1,626,016	1,618,985	(7,031)	1,504,690	(121,326)	Salary and Wages Total	16,069,587	26.93%	16,542,051	56.54%	(472,464)	13,241,982	(2,827,605)	19,801,059
21,804	5,500	(16,304)	1,018	(20,786)	2160 Bonus Pay	131,640	0.22%	29,000	0.10%	(102,640)	7,061	(124,579)	32,000
2,133	0	(2,133)	0	(2,133)	2175 Temporary - Agencies	9,409	0.02%	4,000	0.01%	(5,409)	36,843	27,434	8,000
91,248	95,848	(4,600)	145,459	54,211	2220 Retirement Plan Premiums	944,226	1.58%	943,360	3.22%	(866)	582,441	(361,785)	1,142,182
39,390	60,737	(21,347)	34,096	(5,294)	2245 Employee Insurance Benefits	377,252	0.63%	602,228	2.06%	(224,976)	342,966	(34,286)	724,629
23,939	23,939	0	(73,241)	(73,241)	2250 Vacation Accrual Expense	(260,804)	(0.43%)	0	0.00%	260,804	0	260,804	0
121,007	120,083	(924)	110,656	(10,351)	2310 FICA	1,211,632	2.03%	1,247,733	4.26%	(36,101)	970,548	(241,084)	1,488,727
12,548	12,145	(403)	11,403	(1,145)	2320 Unemployment Insur Prem	122,665	0.21%	124,074	0.42%	(1,409)	99,791	(22,874)	148,514
48,541	46,914	(1,627)	28,729	(19,812)	2330 Worker's Compensation	359,723	0.60%	483,094	1.65%	(123,371)	317,167	(42,566)	577,531
1,986,626	1,960,212	(26,414)	1,780,592	(206,034)	Wages and Benefits Total Expense	19,487,500	32.66%	19,977,372	68.28%	(490,372)	15,803,202	(3,683,798)	23,925,674
4,434	5,742	(1,308)	3,878	(556)	2510 Office/Misc Supplies	46,664	0.08%	60,178	0.21%	(13,514)	36,961	(9,703)	71,790
4,698	4,072	(626)	3,209	(1,489)	2560 Food & Bev	42,421	0.07%	41,708	0.14%	(713)	32,768	(9,653)	49,803
27,128	28,539	(1,411)	29,274	2,146	2610 Telephone-Regular Service	284,996	0.48%	293,792	1.00%	(8,796)	285,315	319	351,462
13,876	11,933	(1,943)	12,835	(550)	2670 Telephone-Cellular	132,769	0.22%	119,447	0.41%	(13,322)	109,907	(22,862)	144,048
1,354	1,354	0	1,301	425	2710 Postage	13,080	0.02%	12,676	0.04%	(404)	12,028	(1,052)	14,892
46,072	24,942	(21,148)	17,845	(28,227)	2845 Facility Maintenance	278,693	0.47%	264,474	0.90%	(14,219)	282,195	3,502	319,762
2,072	2,066	6	2,846	(2,846)	2930 Equipment Repairs/Maint	13,865	0.02%	26,058	0.09%	12,193	26,666	12,801	30,290
23,035	22,252	783	20,919	(1,894)	3012 Promo & Advertising	355,565	0.60%	292,968	0.95%	(62,597)	196,707	(165,995)	315,652
6,606	12,708	(6,102)	731	(5,875)	3013 Community Development	75,107	0.13%	127,306	0.44%	(52,199)	9,908	(65,191)	148,872
43	0	(43)	0	(43)	3110 Campaign Supplies & Recog.	13,792	0.02%	24,763	0.08%	10,971	7,411	(6,889)	25,163
(43)	0	(43)	0	0	3130 Campaign Printing Costs	0	0.00%	0	0.00%	0	0	0	0

**YMCA of Orange County**  
**Statement of Financial Position-Consolidated**  
**10/31/2022**

<b>October</b>					<b>YTD</b>								
<b>Actual</b>	<b>Budget</b>	<b>Act vs Bud Variance</b>	<b>Prior Year</b>	<b>Act vs Prior Yr Variance</b>	<b>Actual</b>	<b>% Rev</b>	<b>Budget</b>	<b>% Rev</b>	<b>Act vs Bud Variance</b>	<b>Prior Year</b>	<b>Act vs Prior Yr Variance</b>	<b>Annual Budget</b>	
0	0	0	0	0	(11)	0.00%	0	0.00%	11	19	30	0	
3,333	3,147	(186)	3,052	(281)	29,947	0.05%	31,679	0.11%	1,732	28,449	(1,498)	38,038	
35,705	39,115	3,410	35,479	(226)	434,688	0.73%	378,210	1.29%	(56,478)	309,470	(125,218)	446,430	
81	0	(81)	0	(81)	169	0.00%	0	0.00%	(169)	166	(3)	0	
0	0	0	(183)	(183)	0	0.00%	0	0.00%	0	0	0	0	
1,310	1,511	201	1,230	(80)	12,838	0.02%	11,501	0.04%	(1,337)	10,876	(1,962)	15,010	
0	99,829	99,829	(42)	(42)	6,736	0.01%	99,997	0.34%	93,261	363	(6,373)	500,001	
1,220	0	(1,220)	0	(1,220)	5,003	0.01%	2,500	0.01%	(2,503)	2,583	(2,440)	2,500	
38,461	32,935	(5,526)	31,709	(6,752)	313,588	0.53%	325,610	1.11%	12,022	270,383	(43,205)	386,404	
0	175	175	0	0	0	0.00%	281	0.00%	281	6	6	281	
3,848	2,379	(1,469)	6,014	2,166	94,643	0.16%	26,015	0.09%	(68,628)	34,666	(59,977)	32,210	
454,265	564,822	110,557	461,475	7,210	4,531,192	7.59%	4,770,578	16.30%	239,386	3,779,884	(751,308)	6,089,847	
<b>3,016,463</b>	<b>2,997,231</b>	<b>(19,232)</b>	<b>2,713,456</b>	<b>(303,007)</b>	<b>29,127,514</b>	<b>48.81%</b>	<b>29,099,444</b>	<b>99.45%</b>	<b>(28,070)</b>	<b>23,049,329</b>	<b>(6,078,185)</b>	<b>35,106,489</b>	
<b>\$210,964</b>	<b>\$49,870</b>	<b>\$161,094</b>	<b>\$224,799</b>	<b>(\$13,835)</b>	<b>\$30,546,118</b>	<b>51.19%</b>	<b>\$159,978</b>	<b>0.55%</b>	<b>\$30,386,140</b>	<b>\$1,722,638</b>	<b>\$28,823,480</b>	<b>(\$217,919)</b>	
(98,169)	(109,113)	10,944	(99,131)	962	2890 Depreciation Expense	(944,537)	(1.58%)	(1,060,497)	(3.62%)	115,960	(1,058,630)	114,093	(1,274,597)
2,587	(2,160)	4,747	(19,525)	22,112	5215 Interest Expense-External	(26,121)	(0.04%)	(22,284)	(0.08%)	(3,837)	(140,529)	114,408	(28,446)
(65,727)	(77,671)	11,944	(70,136)	4,409	0399 Scholarships Awarded	(765,209)	(1.28%)	(831,137)	(2.84%)	65,928	(644,690)	(120,519)	(991,806)
0	(833)	833	0	0	0351 FR Alloc - Subsidy-(Given)/Rec'd	0	0.00%	(8,334)	(0.03%)	8,334	0	0	(10,000)
0	(5,000)	5,000	0	0	0355 Cares/POF Funding Alloc	0	0.00%	(50,000)	(0.17%)	50,000	0	0	(60,000)
(7,764)	(7,764)	0	(7,764)	0	2812 In-Kind Rent	(77,643)	(0.13%)	(77,640)	(0.27%)	(3)	(77,643)	0	(93,168)
2,592	5,877	(3,285)	5,389	(2,797)	0210 Annual Campaign	545,575	0.91%	726,487	2.48%	(180,912)	618,883	(73,308)	738,700
8,325	1,500	6,825	7,195	1,130	0599 Special Event	320,048	0.54%	283,155	0.97%	36,893	187,860	132,188	283,155
10,307	5,575	4,732	4,545	5,762	1810 Interest	65,285	0.11%	55,783	0.19%	9,502	47,161	18,124	66,931
31,084	26,375	4,709	18,288	12,796	1811 Dividend Income	402,875	0.68%	263,750	0.90%	139,125	255,663	147,212	316,500
732,878	0	732,878	320,627	412,251	1994 Investment Valuation Change	(1,469,797)	(2.46%)	0	0.00%	(1,469,797)	976,556	(2,446,353)	0
6,436	0	6,436	(84)	6,520	1995 Short Term Gain on Investment	(27,855)	(0.05%)	0	0.00%	(27,855)	(33,025)	5,170	0
121,793	0	121,793	0	121,793	1996 Long Term Gain on Investment	428,135	0.72%	0	0.00%	428,135	378,100	50,035	0
0	0	0	459	(459)	1998 Gain(Loss) On Sale Of Assets	8,557	0.01%	0	0.00%	8,557	(811,616)	820,173	0
(12,325)	(5,588)	(6,737)	(39,276)	26,951	1999 Gain/(Loss)-Invest. In Subsidiary	(29,790)	(0.05%)	(55,877)	(0.19%)	26,087	(89,565)	59,775	(67,053)
(2,757)	(2,833)	76	(3,264)	507	3630 Investment Fees	(37,763)	(0.06%)	(28,330)	(0.10%)	(9,433)	(36,263)	(1,500)	(33,996)
0	0	0	(39,769)	39,769	3694 Other One Time/NonRecurring Exp	0	0.00%	0	0.00%	0	(157,528)	157,528	0
0	0	0	0	0	3696 Strategic Initiative Costs	0	0.00%	0	0.00%	0	(63,434)	63,434	0
(1,069)	0	(1,069)	(13)	(1,056)	3697 One-Time Non-Recurring (COVID-19 Expense)	(9,093)	(0.02%)	0	0.00%	(9,093)	(19,512)	10,419	0
2,214	0	2,214	(2,677)	4,891	3899 Special Event Expense	(155,136)	(0.26%)	(119,611)	(0.41%)	(35,525)	(115,141)	(39,995)	(119,611)
<b>730,405</b>	<b>(171,635)</b>	<b>(902,040)</b>	<b>74,864</b>	<b>(655,541)</b>	<b>Total Non-Operating Expenses</b>	<b>(1,772,469)</b>	<b>(2.97%)</b>	<b>(924,535)</b>	<b>(3.16%)</b>	<b>847,934</b>	<b>(783,353)</b>	<b>989,116</b>	<b>(1,273,391)</b>
<b>\$941,369</b>	<b>(\$121,765)</b>	<b>\$1,063,134</b>	<b>\$299,663</b>	<b>\$641,706</b>	<b>Net Outcome</b>	<b>\$28,773,649</b>	<b>48.22%</b>	<b>(\$764,557)</b>	<b>(2.61%)</b>	<b>\$29,538,206</b>	<b>\$939,285</b>	<b>\$27,834,364</b>	<b>(\$1,491,310)</b>
0	0	0	0	0	diff	0	0.00%	0	0.00%	0	6	6	0

YMCA OF ORANGE COUNTY

For the Ten Months Ending 10/31/2022

	October Revenue			Salary/Wages			Bonus/Benefits/Tax			Flex Expenses			Fixed Expenses			Non-Operating Expenses			Net Profit	
	Actual	Budget	Act vs Bud Var.	Actual	Budget	Act vs Bud Var.	Actual	Budget	Act vs Bud Var.	Actual	Budget	Act vs Bud Var.	Actual	Budget	Act vs Bud Var.	Operating Net	Actual	Budget		Act vs Bud Var.
	Fullerton	1,734,623.00	1,657,510.00	77,113.00	954,103.00	997,463.00	(43,360.00)	144,047.00	175,209.00	(31,162.00)	205,456.00	156,315.00	49,141.00	265,567.00	231,207.00	34,360.00	165,449.00	418,370.00		481,480.00
Huntington Beach	803,598.00	866,211.00	(62,613.00)	387,718.00	445,168.00	(57,450.00)	66,723.00	80,245.00	(13,522.00)	64,738.00	92,966.00	(28,228.00)	429,166.00	412,453.00	16,713.00	(144,746.00)	153,669.00	165,063.00	(11,394.00)	(298,416.00)
Newport Mesa	1,720,839.00	1,766,217.00	(45,378.00)	806,918.00	764,557.00	42,361.00	127,242.00	144,119.00	(16,877.00)	110,726.00	149,584.00	(38,858.00)	266,251.00	259,005.00	7,246.00	409,702.00	447,491.00	327,334.00	120,157.00	(37,788.00)
YMCA Community Service	881,349.00	1,295,830.00	(414,481.00)	480,539.00	701,705.00	(221,166.00)	99,400.00	139,215.00	(39,815.00)	172,765.00	221,715.00	(48,950.00)	92,130.00	123,938.00	(31,808.00)	36,515.00	151,747.00	259,465.00	(107,718.00)	(115,231.00)
Laguna Niguel	932,153.00	1,027,894.00	(95,741.00)	520,325.00	564,004.00	(43,679.00)	108,504.00	120,146.00	(11,642.00)	108,207.00	134,113.00	(25,906.00)	202,808.00	219,637.00	(16,829.00)	(7,691.00)	149,934.00	205,805.00	(55,871.00)	(157,625.00)
Mission Viejo	1,195,184.00	1,295,528.00	(98,344.00)	703,632.00	743,006.00	(39,374.00)	139,568.00	142,113.00	(2,545.00)	122,524.00	106,555.00	15,969.00	321,714.00	270,814.00	50,900.00	(52,255.00)	343,096.00	326,297.00	16,799.00	(435,351.00)
Resident Camp	434,812.00	565,340.00	(130,528.00)	259,269.00	262,066.00	(2,797.00)	46,516.00	50,015.00	(3,499.00)	248,264.00	155,657.00	92,607.00	120,089.00	128,489.00	(8,400.00)	(239,326.00)	140,831.00	164,548.00	(23,717.00)	(380,158.00)
Corporate Initiatives	30,693.00	53,075.00	(22,382.00)	86,130.00	45,631.00	40,499.00	16,150.00	5,921.00	10,229.00	9,885.00	4,890.00	4,995.00	1,649.00	6,555.00	(4,906.00)	(83,121.00)	(54,672.00)	(10,362.00)	(44,310.00)	(28,449.00)
Child & Youth Development	99,750.00	186.00	99,564.00	553,075.00	538,709.00	14,366.00	138,786.00	131,580.00	7,206.00	71,005.00	(63,498.00)	183,371.00	224,744.00	(41,373.00)	(846,486.00)	1,667.00	24,218.00	(22,551.00)	(648,153.00)	
CYD District Contracts	413,118.00	301,843.00	111,275.00	300,649.00	222,864.00	77,785.00	48,990.00	26,096.00	22,894.00	297.00	297.00	10,564.00	8,841.00	1,723.00	52,618.00	66,099.00	48,296.00	17,803.00	(13,481.00)	
CYD Teens	457,025.00	675,011.00	(217,986.00)	293,821.00	268,473.00	25,348.00	50,938.00	53,647.00	(2,710.00)	83,676.00	98,689.00	(15,013.00)	74,333.00	82,114.00	(7,781.00)	(45,742.00)	64,310.00	117,503.00	(53,193.00)	(110,052.00)
CYD Central Orange Coast	4,066,486.00	4,006,263.00	60,223.00	1,630,810.00	1,689,097.00	(58,287.00)	336,835.00	339,954.00	(3,119.00)	276,047.00	279,977.00	(3,930.00)	299,381.00	280,477.00	18,904.00	1,523,413.00	641,450.00	675,339.00	(33,889.00)	881,963.00
CYD Laguna Niguel	4,018,472.00	3,794,840.00	233,632.00	1,502,347.00	1,581,894.00	(79,547.00)	333,629.00	353,306.00	(19,677.00)	307,689.00	303,524.00	4,165.00	320,070.00	311,805.00	8,265.00	1,554,738.00	680,493.00	683,702.00	(3,209.00)	874,244.00
CYD Mission Viejo	4,355,171.00	4,025,806.00	329,365.00	1,589,217.00	1,740,876.00	(151,659.00)	307,976.00	349,623.00	(41,647.00)	374,233.00	331,574.00	42,659.00	388,635.00	369,460.00	19,175.00	1,695,110.00	707,045.00	725,928.00	(18,883.00)	988,065.00
CYD Beach Cities	2,881,071.00	2,784,472.00	96,599.00	1,246,914.00	1,289,876.00	(42,962.00)	271,683.00	288,611.00	(16,928.00)	295,480.00	219,759.00	75,721.00	195,562.00	196,930.00	(1,368.00)	871,433.00	454,005.00	471,041.00	(17,036.00)	417,428.00
CYD Pomona Valley	994,629.00	987,095.00	7,534.00	604,618.00	534,910.00	69,708.00	109,721.00	117,241.00	(7,520.00)	102,447.00	71,316.00	31,131.00	82,024.00	107,812.00	(25,788.00)	95,820.00	261,594.00	231,291.00	30,303.00	(165,774.00)
CYD San Gabriel Valley ASES	1,184,374.00	1,048,532.00	135,842.00	852,778.00	781,198.00	71,580.00	172,981.00	158,889.00	14,092.00	92,696.00	42,302.00	50,394.00	46,365.00	54,134.00	(7,769.00)	19,553.00	181,516.00	166,284.00	15,232.00	(161,962.00)
CYD Orange County ASES & YD	1,282,442.00	1,294,287.00	(11,845.00)	777,695.00	806,883.00	(29,188.00)	168,410.00	153,533.00	14,877.00	225,475.00	146,103.00	79,372.00	58,792.00	51,922.00	6,870.00	52,069.00	183,286.00	164,857.00	18,429.00	(131,216.00)
Adventure Guides	1,819,700.00	1,331,974.00	487,726.00	136,875.00	149,183.00	(12,308.00)	37,552.00	38,366.00	(814.00)	1,454,463.00	1,019,416.00	435,047.00	98,198.00	86,513.00	11,685.00	92,611.00	46,524.00	36,047.00	10,477.00	46,087.00
Tipper, LLC	214,475.00	428,721.00	(214,246.00)							97,117.00	74,216.00	22,901.00	151,553.00	137,577.00	13,976.00	(34,195.00)	216,601.00	188,580.00	28,021.00	(250,796.00)
Association Office	4,958,770.00	64,787.00	4,893,983.00	2,378,670.00	2,414,488.00	(35,818.00)	648,836.00	567,492.00	81,344.00	681,847.00	606,489.00	75,358.00	881,518.00	1,160,243.00	(278,725.00)	367,899.00	(3,623,742.00)	(4,508,052.00)	884,310.00	3,991,640.00
<b>Total</b>	<b>34,478,734.00</b>	<b>29,259,422.00</b>	<b>5,219,312.00</b>	<b>16,066,103.00</b>	<b>16,542,051.00</b>	<b>(475,948.00)</b>	<b>3,374,487.00</b>	<b>3,435,321.00</b>	<b>(60,834.00)</b>	<b>5,105,037.00</b>	<b>4,339,663.00</b>	<b>765,374.00</b>	<b>4,489,740.00</b>	<b>4,724,670.00</b>	<b>(234,930.00)</b>	<b>5,443,368.00</b>	<b>1,631,314.00</b>	<b>944,664.00</b>	<b>686,649.00</b>	<b>3,812,055.00</b>

**YMCA of Orange County YTD as of 10/31/2022**

Branch	Revenue			Wages & Benefits				Flex Expense			
	Actual	Budget	Variance	Actual	Budget	Variance	% of Rev	Actual	Budget	Variance	% of Rev
Fullerton	\$1,741,423	\$1,657,510	\$83,913	\$1,099,630	\$1,172,672	\$73,042	63%	\$206,131	\$156,315	(\$49,816)	12%
Huntington Beach	\$803,598	\$866,211	(\$62,613)	\$455,006	\$525,413	\$70,407	57%	\$65,147	\$92,966	\$27,819	8%
Newport Mesa	\$1,720,839	\$1,766,217	(\$45,378)	\$935,919	\$908,676	(\$27,243)	54%	\$110,824	\$149,584	\$38,760	6%
YMCA Community Services	\$881,349	\$1,295,830	(\$414,481)	\$580,879	\$840,920	\$260,041	66%	\$172,761	\$221,715	\$48,954	20%
Laguna Niguel	\$932,153	\$1,027,894	(\$95,741)	\$630,031	\$684,150	\$54,119	68%	\$108,610	\$134,113	\$25,503	12%
Mission Viejo	\$1,195,184	\$1,293,528	(\$98,344)	\$844,320	\$885,119	\$40,799	71%	\$122,167	\$106,555	(\$15,612)	10%
Resident Camp	\$473,026	\$565,340	(\$92,314)	\$306,059	\$312,081	\$6,022	65%	\$248,248	\$155,657	(\$92,591)	52%
Corp Initiatives	\$30,693	\$53,075	(\$22,382)	\$102,280	\$51,552	(\$50,728)	333%	\$9,885	\$4,890	(\$4,995)	32%
Child & Youth Development	\$99,750	\$186	\$99,564	\$694,276	\$670,289	(\$23,987)	696%	\$71,005	\$124,503	\$53,498	71%
CYD District Contracts	\$413,118	\$301,843	\$111,275	\$349,639	\$248,960	(\$100,679)	85%	\$297	\$0	(\$297)	0%
CYD Teens	\$457,025	\$675,011	(\$217,986)	\$345,373	\$322,120	(\$23,253)	76%	\$83,676	\$98,689	\$15,013	18%
CYD Central Orange Coast	\$4,066,486	\$4,006,263	\$60,223	\$1,971,285	\$2,029,051	\$57,766	48%	\$276,047	\$279,977	\$3,930	7%
CYD Laguna Niguel	\$4,018,472	\$3,784,840	\$233,632	\$1,840,713	\$1,935,200	\$94,487	46%	\$307,689	\$303,524	(\$4,165)	8%
CYD Mission Viejo	\$4,355,171	\$4,025,806	\$329,365	\$1,901,257	\$2,090,499	\$189,242	44%	\$374,233	\$331,574	(\$42,659)	9%
CYD Beach Cities	\$2,881,071	\$2,784,472	\$96,599	\$1,522,477	\$1,578,487	\$56,010	53%	\$294,970	\$219,759	(\$75,211)	10%
CYD Pomona Valley	\$994,629	\$987,095	\$7,534	\$715,763	\$652,151	(\$63,612)	72%	\$102,447	\$71,316	(\$31,131)	10%
CYD SGVY ASES	\$1,184,374	\$1,048,532	\$135,842	\$1,027,660	\$940,087	(\$87,573)	87%	\$92,696	\$42,302	(\$50,394)	8%
CYD OC ASES & YD	\$1,282,442	\$1,294,287	(\$11,845)	\$947,344	\$960,416	\$13,072	74%	\$225,475	\$146,103	(\$79,372)	18%
Adventure Guides	\$1,819,700	\$1,331,974	\$487,726	\$175,001	\$187,549	\$12,548	10%	\$1,454,366	\$1,019,416	(\$434,950)	80%
Association Office	\$4,968,770	\$64,787	\$4,903,983	\$3,042,087	\$2,981,980	(\$60,107)	61%	\$684,291	\$606,489	(\$77,802)	14%
<b>Total Net Revenue Totals</b>	<b>\$34,322,784</b>	<b>\$28,830,701</b>	<b>\$5,492,083</b>	<b>\$19,487,000</b>	<b>\$19,977,372</b>	<b>\$490,372</b>	<b>57%</b>	<b>\$5,012,203</b>	<b>\$4,277,278</b>	<b>(\$734,925)</b>	<b>25%</b>

Branch	Fixed Expense				Operating Net				Non-Op Expense			Net Outcome
	Actual	Budget	Variance	% of Rev	Actual	Budget	Variance	% of Rev	Actual	Budget	Variance	Actual
Fullerton	\$271,305	\$231,207	(\$40,098)	16%	\$164,357	\$97,316	\$67,041	9%	(\$410,046)	(\$481,480)	(\$71,434)	(\$245,689)
Huntington Beach	\$429,169	\$412,453	(\$16,716)	53%	(\$145,725)	(\$164,621)	\$18,896	-18%	(\$151,934)	(\$165,063)	(\$13,129)	(\$297,659)
Newport Mesa	\$267,072	\$259,005	(\$8,067)	16%	\$407,023	\$448,952	(\$41,929)	24%	(\$293,001)	(\$327,334)	(\$34,333)	\$114,022
YMCA Community Services	\$119,819	\$123,938	\$4,119	14%	\$7,889	\$109,257	(\$101,368)	1%	(\$148,497)	(\$259,465)	(\$110,968)	(\$140,608)
Laguna Niguel	\$204,220	\$219,637	\$15,417	22%	(\$10,708)	(\$10,006)	(\$702)	-1%	(\$132,842)	(\$205,805)	(\$72,963)	(\$143,550)
Mission Viejo	\$324,281	\$270,814	(\$53,467)	27%	(\$95,585)	\$31,040	(\$126,625)	-8%	(\$330,113)	(\$326,297)	\$3,816	(\$425,699)
Resident Camp	\$120,000	\$128,489	\$8,489	25%	(\$201,281)	(\$30,887)	(\$170,394)	-43%	(\$137,711)	(\$164,548)	(\$26,837)	(\$338,993)
Corp Initiatives	\$1,654	\$6,555	\$4,901	5%	(\$83,126)	(\$9,922)	(\$73,204)	-271%	\$54,672	\$10,362	(\$44,310)	(\$28,454)
Child & Youth Development	\$197,376	\$224,744	\$27,368	198%	(\$862,907)	(\$1,019,350)	\$156,443	-865%	(\$4,107)	(\$24,218)	(\$20,111)	(\$867,013)
CYD District Contracts	\$10,718	\$8,841	(\$1,877)	3%	\$52,464	\$44,042	\$8,422	13%	(\$66,099)	(\$48,296)	\$17,803	(\$13,635)
CYD Teens	\$72,918	\$82,114	\$9,196	16%	(\$44,942)	\$172,088	(\$217,030)	-10%	(\$66,528)	(\$117,503)	(\$50,975)	(\$111,470)
CYD Central Orange Coast	\$301,418	\$280,477	(\$20,941)	7%	\$1,517,736	\$1,416,758	\$100,978	37%	(\$641,450)	(\$675,339)	(\$33,889)	\$876,286
CYD Laguna Niguel	\$315,545	\$311,805	(\$3,740)	8%	\$1,554,524	\$1,234,311	\$320,213	39%	(\$684,928)	(\$683,702)	\$1,226	\$869,596
CYD Mission Viejo	\$387,117	\$369,460	(\$17,657)	9%	\$1,692,565	\$1,234,273	\$458,292	39%	(\$707,045)	(\$725,928)	(\$18,883)	\$985,520
CYD Beach Cities	\$197,934	\$196,930	(\$1,004)	7%	\$865,690	\$789,296	\$76,394	30%	(\$454,005)	(\$471,041)	(\$17,036)	\$411,685
CYD Pomona Valley	\$80,461	\$107,812	\$27,351	8%	\$95,959	\$155,816	(\$59,857)	10%	(\$261,594)	(\$231,291)	\$30,303	(\$165,635)
CYD SGVY ASES	\$44,470	\$54,134	\$9,664	4%	\$19,547	\$12,009	\$7,538	2%	(\$181,516)	(\$166,284)	\$15,232	(\$161,969)
CYD OC ASES & YD	\$60,596	\$51,922	(\$8,674)	5%	\$49,027	\$135,846	(\$86,820)	4%	(\$183,286)	(\$164,857)	\$18,429	(\$134,259)
Adventure Guides	\$96,367	\$86,513	(\$9,854)	5%	\$93,965	\$38,496	\$55,469	5%	\$29,201	(\$36,047)	(\$65,248)	\$123,166
Association Office	\$1,100,820	\$1,160,243	\$59,423	22%	\$141,572	(\$4,683,925)	\$4,825,497	3%	\$3,560,872	\$4,508,052	\$947,180	\$3,702,444
<b>Total Net Revenue Totals</b>	<b>\$4,610,645</b>	<b>\$4,633,001</b>	<b>\$22,356</b>	<b>13%</b>	<b>\$5,212,936</b>	<b>(\$56,950)</b>	<b>\$5,269,886</b>	<b>15%</b>	<b>(\$1,243,755)</b>	<b>(\$735,955)</b>	<b>\$507,800</b>	<b>\$3,969,181</b>

# Young Mens Christian Association - Orange County

## 12-Month Cash Flow

	Period Beginning	1/1/22	2/1/22	3/1/22	4/1/22	5/1/22	6/1/22	7/1/22	8/1/22	9/1/22	10/1/22	1/1/2022
	Period Ending	1/31/22	2/28/22	3/31/22	4/30/22	5/31/22	6/30/22	7/31/22	8/31/22	9/30/22	10/31/22	YTD
Cash at Beginning of Period		9,160,942	9,348,106	9,382,759	9,704,473	9,348,437	9,022,305	9,501,996	9,346,061	6,460,156	6,372,796	9,160,942
Cash at End of Period		9,348,106	9,382,759	9,704,473	9,348,437	9,022,305	9,501,996	9,346,061	6,460,156	6,372,796	5,925,142	5,925,142

Operations	Jan'22	Feb'22	Mar'22	Apr'22	May'22	Jun'22	Jul'22	Aug'22	Sep'22	Oct'22	2022 YTD
Cash receipts from											
Childcare revenue	2,191,889	1,899,863	2,085,417	1,940,915	1,680,823	2,593,096	2,236,995	2,138,673	2,288,867	2,169,966	21,226,503
Membership revenue	592,519	641,946	869,882	765,523	738,134	970,721	686,179	692,311	716,624	565,748	7,239,588
Donations/Grants/Misc.	68,007	231,067	32,065	9,750	43,489	56,034	133,478	91,898	90,572	2,590	758,950
Cash paid for											
Labor expenses	(1,479,285)	(1,822,581)	(1,724,483)	(1,836,934)	(1,627,136)	(1,871,335)	(2,161,283)	(2,078,525)	(2,132,077)	(1,941,812)	(18,675,452)
Facility expenses	(269,643)	(313,063)	(310,623)	(306,352)	(314,377)	(324,473)	(331,834)	(328,890)	(322,481)	(353,765)	(3,175,502)
Operating expenses	(878,720)	(532,972)	(581,583)	(841,242)	(666,586)	(613,086)	(535,229)	(837,924)	(671,267)	(741,707)	(6,900,317)
Interest expense	(1,593)	(21,491)	(4,968)	(2,856)	(3,572)	(3,933)	(5,361)	(4,010)		2,587	(45,198)
Misc.			(6,725)								(6,725)
<b>Net Cash Flow from Operations</b>	<b>223,175</b>	<b>82,768</b>	<b>358,981</b>	<b>(271,197)</b>	<b>(149,225)</b>	<b>807,024</b>	<b>22,944</b>	<b>(326,467)</b>	<b>(29,762)</b>	<b>(296,394)</b>	<b>421,847</b>

### Investing Activities

Cash receipts from											
Sale of property and equipment	150	2,025	11,556	1,350	200				1,013		16,295
Tipper Revenue		66,782	56,243	44,382	46,224	41,076	50,143	41,281	43,291	41,458	430,881
Interest earned	1,769	1,471	1,635	1,580	2,684	3,158	4,893	4,005	5,406	8,713	35,314
Cash paid for											
Purchase of property and equipment	(7,929)	(34,119)	(31,546)	(82,308)	(152,012)	(323,564)	(67,642)	(17,852)	(97,827)	(169,858)	(984,657)
Tipper Expenses		(54,273)	(45,156)	(19,843)	(44,003)	(18,003)	(136,274)	(18,107)	(9,482)	(31,573)	(376,714)
Misc.											-
<b>Net Cash Flow from Investing Activities</b>	<b>(6,011)</b>	<b>(18,115)</b>	<b>(7,268)</b>	<b>(54,839)</b>	<b>(146,907)</b>	<b>(297,333)</b>	<b>(148,880)</b>	<b>9,327</b>	<b>(57,598)</b>	<b>(151,260)</b>	<b>(878,882)</b>

### Financing Activities

Cash receipts from											
Borrowing											-
Cash paid for											
Repayment of loans	(30,000)	(30,000)	(30,000)	(30,000)	(30,000)	(30,000)	(30,000)	(2,568,765)			(2,778,765)
<b>Net Cash Flow from Financing Activities</b>	<b>(30,000)</b>	<b>(2,568,765)</b>	<b>0</b>	<b>0</b>	<b>(2,778,765)</b>						

<b>Net Cash Flow</b>	<b>187,164</b>	<b>34,653</b>	<b>321,714</b>	<b>(356,036)</b>	<b>(326,131)</b>	<b>479,691</b>	<b>(155,936)</b>	<b>(2,885,905)</b>	<b>(87,360)</b>	<b>(447,654)</b>	<b>(3,235,800)</b>
----------------------	----------------	---------------	----------------	------------------	------------------	----------------	------------------	--------------------	-----------------	------------------	--------------------



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

---

## **2023 Budget Documents**

### **YMCA of Orange County Cap Ex**

## 2023 Operational Budget Narrative

### Revenue:

Total 2023 operational revenue is \$44,228,039 representing 99% of pre-Covid 2019 revenue and 112.60% of 2022 revenue. Fee based child care revenue is \$24,849,360 representing 95% of pre-Covid revenue and 115% of 2022 revenue. Adding Expanded Learning Opportunity Program (ELOP) funding to child care revenue the total is \$29,541,178 representing 113% of pre-Covid child care revenue. Overall membership revenue is \$5,549,454 representing 72% of pre-Covid 2019 membership revenue and 108% of 2022 revenue. Child care accounts for 67% of overall revenue, membership accounts for 13%, and the remaining 20% of revenue comes from capital campaign donation, government grants, Adventure Guides, contributions, and a variety of other programs.

The largest growth in revenue comes from our ELOP programs, adding an additional \$4.6M. Total potential revenue for ELOP is \$8M. In 2023, we are budgeting 58% of the total potential revenue due to ramp up time and staff shortages.

### Capital Campaign:

Due to the very generous capital campaign donation and the associated payment schedule which extends through 2030, we are required to defer \$5.8M of the total pledge based on present value calculations. As such, based upon the anticipated payment dates, we will recognize \$1,347,096 of the deferred balance in the 2023 Budget.

The largest variances in revenue is due to the \$5.2M of Emergency Funding received in 2022 that will not be received in 2023.

Membership rates increase 4% effective January 2023 and child care rates increased 4% in the Fall of 2022 as well as parents were encouraged to move to ACH or the credit card processing fees were passed along to those that stayed on a credit card payment method. This resulted in the YMCA recovering \$300K/60% of our annual credit card fees planned for 2023. Prior to the decision to change any rates, competition shops were completed for every program and analyzed to ensure the Y remains in the "sweet spot" for pricing.

The revenue growth budgeted in 2023 is 12.60% and is lower than what we are projecting to achieve in 2022 at 19.02%. We consider this conservative and achievable.

### Salaries/Wages:

Budgeted 2023 salaries are \$24M/57% of revenue (excluding the capital campaign revenue). Forecasted 2022 salaries are \$19M/56% of revenue (excluding emergency funding revenue). We anticipate a total of 28.90% increase in salary and wages due to merit increases and a near-fully staffed scenario. Our largest increase, 45.50%, is at the front line/program delivery level. These staff provide direct support and care to kids, families, and members.

### Benefits:

Budgeted benefits are \$4.6M/11% of revenue (excluding capital campaign revenue). Forecasted 2022 benefits are \$4M/12% of revenue (excluding emergency funding revenue). The \$652K/16% increase in benefits is a result of the increase of taxes and WC insurance due to higher wages.

**Flex and Fixed Expenses:**

Budgeted 2023 flex expenses are \$6.3M/15% of revenue and increasing a total of \$866K/16% from 2022 with the largest increases in program expense and nutrition expense directly associated with the new ELOP program.

Budgeted 2023 fixed expenses are \$6.3M/15% of revenue and increasing a total of \$493K/8% from 2022 with the largest increases in consulting fees, maintenance contracts, utilities, school district fees and misc. administrative expense.

In both flexed and fixed expenses, we accounted for increases in the cost of products, utilities and services.

**Operating Net:**

The 2023 Budgeted operating net is \$2.3M including capital campaign donation and \$996K excluding the gift. In 2022 we are forecasted to achieve a \$4.8M operating net including emergency funding revenue and <\$383K> excluding that funding. The 2023 budget is conservative with consideration of a pending recession.

**Non-Operating Revenue/Expenses:**

The non-operating budget includes \$885K Campaign and \$880K Scholarship Expense. Based on prior experience we are budgeting \$403K dividends less investment fees along with \$60K interest revenue. Non-cash expenses of \$93K for in-kind rent and \$1.37M depreciation round out the non-operating section.

Unrealized gains/losses from our investment portfolio are disregarded for budget purposes.

**Significant Assumptions**

Significant assumptions made in the preparations of the 2023 budget are as follows:

Performance review wage increases excluding employer taxes total \$393K.

Legal reserve accrual totals \$100K.

Unemployment expense estimated at \$100K.

Camp Elk will also assume self-insured status for property insurance reducing expense \$100K.

**2023 Budget Cash Flow**

Beginning cash position is based on October 2022 ending cash position with estimated year-end spending.

We anticipate receipt of \$4.65M in Q1-Q3'21 ERC sometime in 2023.

Capital expenditures for 2023 total \$951K for YMCA of Orange County operations and \$180K for Tipper totaling \$1.13M.

## 2023 YMCA of Orange County Budget

Description	ACTUAL FY2021	PROJECTION FY2022	BUDGET PLAN FY2023	VAR\$ PLAN/PROJ	VAR% PLAN/PROJ
<b>REVENUE</b>					
0115 Contributions-Restricted	101,084	3,480	9,000	5,520	158.6%
0116 Emergency Funding Revenue	2,221,884	5,256,092	0	(5,256,092)	0.0%
0120 Contribution-Found/Trusts	2,680,719	196,655	138,900	(57,755)	(29.4%)
0270 Capital Campaign	0	0	1,347,096	1,347,096	0.0%
0351 FR Subsidy Allocation	(45,000)	(44,666)	0	44,666	0.0%
0355 CARES/PDF Allocation	(4,306)	(92,582)	0	92,582	0.0%
0840 Contract Services Revenue	466,391	403,151	219,990	(183,161)	(45.4%)
0841 ELOP	0	553,553	4,691,818	4,138,265	747.6%
0910 City Funding	83,990	67,339	47,631	(19,708)	(29.3%)
0931 Gov't Grant Income-Restricted	1,957,991	2,226,889	2,582,453	355,564	16.0%
1001 Adult Membership	1,275,850	1,270,574	1,319,222	48,648	3.8%
1002 Couple Membership	648,268	649,455	673,217	23,762	3.7%
1007 3rd Party Memberships	565,771	741,011	744,730	3,718	0.5%
1014 College/Student Membership	143,324	129,923	141,377	11,454	8.8%
1017 Daily	1,981	11,042	11,848	806	7.3%
1018 Seniors Membership	13,050	9,449	6,795	(2,654)	(28.1%)
1019 Family Membership	1,750,290	2,258,268	2,612,693	354,425	15.7%
1020 Single Parent Family	73,346	57,329	39,572	(17,757)	(31.0%)
1101 Adventure Guides Program Fees	306,242	395,218	392,522	(2,696)	(0.7%)
1122 AG Employee Discount	(23)	(57)	(71)	(14)	24.6%
1130 Adventure Guide Events Revenue	1,271,272	1,597,139	1,184,700	(412,439)	(25.8%)
1210 Facility Revenue	103,768	157,914	161,326	3,412	2.2%
1247 Joining Fee	203,466	228,162	241,566	13,404	5.9%
1311 Resident Camp Camper Revenue	85,092	351,971	305,900	(46,071)	(13.1%)
1316 Resident Camp User Group Rev	624,870	129,769	175,345	45,577	35.1%
1371 New Horizons Camp Revenue	61,886	83,757	95,872	12,115	14.5%
1374 NH-Regional Center	498,223	564,373	592,306	27,933	4.9%
1410 Child Care Admin Reg Fee	491,984	536,826	458,460	(78,366)	(14.6%)
1420 Child Development Fees	15,234,885	19,296,534	22,254,991	2,958,457	15.3%
1421 CC Multi-Child Discounts	(319,147)	(402,987)	(367,550)	35,437	(8.8%)
1422 CC Employee Discount	(76,392)	(91,731)	(78,994)	12,737	(13.9%)
1423 ASES Discounts	(69,085)	(4,630)	0	4,630	0.0%
1501 General PE Programs	0	0	137,600	137,600	0.0%
1508 Kid Zone Revenue	114,023	141,890	187,535	45,645	32.2%
1518 Strength Training	263,380	296,727	329,432	32,705	11.0%
1535 Fitness Program Revenue	95,938	181,104	206,972	25,868	14.3%
1540 Sports Program Revenue	403,146	627,818	1,085,342	457,524	72.9%
1550 Aquatics Program Revenue	762,258	793,809	887,315	93,506	11.8%
1575 Training Revenue	40,752	66,940	63,461	(3,479)	(5.2%)
1601 Youth In Government	2,400	166,984	180,000	13,016	7.8%
1610 Homeschool Program Revenue	0	9,088	236,570	227,482	2503.1%
1625 Community Programs Revenue	317,329	460,143	843,236	383,093	83.3%
1712 Promotions	(203,757)	(288,865)	(294,855)	(5,990)	2.1%
1720 Complimentary Membership	(4,078)	(4,288)	(4,524)	(236)	5.5%
1801 Miscellaneous Revenue	32,287	197,084	60,620	(136,464)	(69.2%)
1803 Non-EFT Administration Fee	0	32,551	301,519	268,968	826.3%
1807 Returned Item/NSF Fee	14,400	14,580	0	(14,580)	0.0%
1815 Misc. Fundraising Revenue	24,906	27,974	5,100	(22,874)	(81.8%)
<b>REVENUE TOTAL</b>	<b>32,214,658</b>	<b>39,262,758</b>	<b>44,228,039</b>	<b>4,965,281</b>	<b>12.6%</b>
<b>EXPENSES</b>					
2110 Salaries/Wages	15,929,483	6,883,499	8,095,200	1,211,701	17.6%
2120 Wages-F/T Non-Exempt	0	4,588,290	5,894,489	1,306,199	28.5%
2130 Wages-P/T Non-Exempt	0	7,169,437	10,433,483	3,264,046	45.5%
2135 Wage Pool Increase	0	(5,532)	0	5,532	0.0%

## 2023 YMCA of Orange County Budget

Description	ACTUAL FY2021	PROJECTION FY2022	BUDGET PLAN FY2023	VAR\$ PLAN/PROJ	VAR% PLAN/PROJ
2150 Overtime Pay	0	225,322	0	(225,322)	0.0%
2155 Break Penalty Pay	0	79,772	0	(79,772)	0.0%
<b>SALARY &amp; WAGE TOTAL</b>	<b>15,929,483</b>	<b>18,940,789</b>	<b>24,423,171</b>	<b>5,482,382</b>	<b>28.9%</b>
2160 Bonus Pay	653,684	137,182	50,000	(87,182)	(63.6%)
2175 Temporary - Agencies	40,582	13,409	117,996	104,587	780.0%
2220 Retirement Plan Premiums	935,901	1,127,185	1,252,565	125,379	11.1%
2245 EE Insurance Benefit	447,957	492,502	522,274	29,772	6.0%
2250 Vacation Accrual Expense	69,095	260,599	70,000	(190,598)	(73.1%)
2310 FICA	1,201,075	1,426,238	1,841,889	415,651	29.1%
2320 Unemployment Insur Prem	(128,523)	144,489	99,929	(44,560)	(30.8%)
2330 Workers' Compensation Ins	191,546	443,325	742,722	299,397	67.5%
<b>BENEFITS SUBTOTAL</b>	<b>3,411,316</b>	<b>4,044,929</b>	<b>4,697,375</b>	<b>652,446</b>	<b>16.1%</b>
<b>WAGES &amp; BENEFITS TOTAL</b>	<b>19,340,799</b>	<b>22,985,718</b>	<b>29,120,546</b>	<b>6,134,828</b>	<b>26.7%</b>
2510 Office/Misc Supplies	50,150	54,098	74,584	20,486	37.9%
2520 Maintenance Supplies	72,331	88,026	98,638	10,611	12.1%
2560 Food & Beverage Supplies	37,740	45,788	71,491	25,703	56.1%
2610 Telephone-Regular Service	336,570	336,990	365,815	28,824	8.6%
2670 Telephone-Cellular/Pagers	126,327	151,272	132,526	(18,746)	(12.4%)
2710 Postage	13,074	14,659	13,440	(1,219)	(8.3%)
2845 Facility Repairs & Maintenance	265,497	226,337	224,476	(1,862)	(0.8%)
2930 Equipment Repairs/Mainten	35,927	17,780	15,776	(2,004)	(11.3%)
3012 Promo & Advertise	247,467	406,712	441,463	34,751	8.5%
3013 Community Development	13,543	95,469	126,847	31,379	32.9%
3110 Campaign Costs	12,839	14,192	25,950	11,758	82.9%
3210 Mileage Reimbursement	21,790	35,755	61,858	26,102	73.0%
3320 Staff Development_Training	66,609	75,449	95,803	20,353	27.0%
3321 Staff Training	0	2,060	25,000	22,940	1113.6%
3326 Travel Expense	5,261	11,788	9,720	(2,068)	(17.5%)
3336 Volunteer Recog/Training	12,442	12,754	15,722	2,968	23.3%
3337 Staff Recognition	59,455	68,924	119,960	51,036	74.0%
3345 Meeting Expense	47,456	61,870	95,927	34,057	55.0%
3360 Dues & Subscriptions	71,949	62,392	70,812	8,420	13.5%
3418 YGP Events Program Expense	250,233	275,579	304,705	29,126	10.6%
3425 Program Expense	738,351	851,296	1,466,839	615,543	72.3%
3429 Admissions Expense	1,244,452	1,807,873	1,521,869	(286,004)	(15.8%)
3459 Staff Uniforms	63,133	48,761	59,962	11,202	23.0%
3482 Accreditation Expense	2,924	2,168	2,168	0	0.0%
3492 Nutrition	212,120	292,549	494,846	202,297	69.1%
3520 Transportation	75,010	137,419	195,412	57,993	42.2%
3915 Misc. Fundraising Expense	15,787	13,385	0	(13,385)	0.0%
4110 Unreconciled Cash Advance	0	52	0	(52)	0.0%
4320 Employment Advertising	44,660	44,133	39,933	(4,200)	(9.5%)
4360 Interview/Hiring Costs	90,172	103,674	102,933	(742)	(0.7%)
4365 Volunteer Onboarding Costs	0	384	0	(384)	0.0%
5050 Equipment/Asset Purchases	133,587	31,317	97,916	66,598	212.7%
5310 Bad Debt Reserve	40,728	139,871	24,600	(115,271)	(82.4%)
<b>FLEX EXPENSES</b>	<b>4,407,582</b>	<b>5,530,776</b>	<b>6,396,988</b>	<b>866,212</b>	<b>15.7%</b>
2410 Legal Fees	162,408	236,840	274,800	37,960	16.0%
2415 Audit Fees	48,877	52,200	56,000	3,800	7.3%
2450 Consulting Fees	231,331	167,801	263,544	95,743	57.1%
2480 DP Service/Maint Contrct	630,920	649,997	716,826	66,829	10.3%
2810 Facility Rental-Office	1,050,588	1,058,847	1,064,178	5,331	0.5%
2811 Facility Rent Offsite Storage	42,865	54,759	54,263	(497)	(0.9%)
2820 Bldg Licenses & Permits	366	131	131	0	0.0%
2831 Electricity	401,781	487,764	487,346	(418)	(0.1%)

## 2023 YMCA of Orange County Budget

Description	ACTUAL FY2021	PROJECTION FY2022	BUDGET PLAN FY2023	VAR\$ PLAN/PROJ	VAR% PLAN/PROJ
2832 Gas	123,686	123,396	143,508	20,112	16.3%
2833 Water and Sewer	53,528	62,421	69,065	6,644	10.6%
2834 Refuse Collection	36,469	32,069	33,282	1,212	3.8%
2843 Landscape Maintenance	59,869	63,975	62,588	(1,387)	(2.2%)
2844 Contracted Maintenance Expense	98,683	194,554	252,388	57,834	29.7%
2849 Pool Maintenance	100,263	91,210	89,616	(1,594)	(1.7%)
2850 Real and Personal Taxes	7,447	5,417	4,244	(1,172)	(21.6%)
2870 School District Fees	95,389	105,816	150,238	44,422	42.0%
2880 Property/Liability Insur	516,154	551,336	490,000	(61,336)	(11.1%)
2885 SIR Expense	255,243	102,461	100,000	(2,461)	(2.4%)
2911 Equipment Lease/Rental	151,392	139,175	131,694	(7,480)	(5.4%)
3426 Program Enhancements	1,878	3,245	900	(2,345)	(72.3%)
3433 Special Grant Expenses-Reimb.	186	750	0	(750)	0.0%
3486 Program License & Permits	95,800	107,152	120,018	12,866	12.0%
3510 Vehicle Insurance	31,613	39,024	43,465	4,441	11.4%
3541 Veh License/Gas/Repair	48,601	68,164	60,653	(7,511)	(11.0%)
3610 Cash Over/Short	22	(11)	0	11	0.0%
3620 Bank Fees	36,447	36,306	36,000	(306)	(0.8%)
3625 Credit Card EFT Proc Fees	375,256	501,118	506,300	5,182	1.0%
3640 Late/Financing Charges	246	169	0	(169)	0.0%
3660 Courier Service - Regular	13,302	16,347	15,238	(1,109)	(6.8%)
3690 Misc Administrative Exp	3,050	406,740	565,661	158,921	39.1%
3698 Contributions to otherNP	2,563	5,003	2,258	(2,745)	(54.9%)
3710 Fair Share	399,376	416,551	514,888	98,337	23.6%
3912 Sales Tax	5	0	0	0	0.0%
5051 Computer Hdwr/Stwr & Acc	126,088	92,938	57,768	(35,170)	(37.8%)
<b>FIXED EXPENSES</b>	<b>5,201,688</b>	<b>5,873,665</b>	<b>6,366,860</b>	<b>493,195</b>	<b>8.4%</b>
<b>EXPENSE TOTAL</b>	<b>28,950,069</b>	<b>34,390,159</b>	<b>41,884,394</b>	<b>7,494,235</b>	<b>21.8%</b>
<b>OPERATING NET</b>	<b>3,264,589</b>	<b>4,872,599</b>	<b>2,343,644</b>	<b>(2,528,955)</b>	<b>(51.9%)</b>
0210 Annual Campaign	756,706	757,879	724,000	(33,879)	(4.5%)
0350 FR Scholarship Allocation	(9,607)	0	0	0	0.0%
0399 Scholarships Awarded	(764,063)	(880,047)	(879,265)	782	(0.1%)
0599 Special Event Revenue	187,160	320,048	324,100	4,052	1.3%
1810 Interest Revenue	54,445	76,433	60,000	(16,433)	(21.5%)
1811 Dividend Income	331,194	401,892	448,000	46,108	11.5%
1994 Investment Valuation Act	1,288,028	(1,365,116)	0	1,365,116	0.0%
1995 Short Term Gain on Invst	(31,551)	(39,045)	0	39,045	0.0%
1996 Long Term Gain on Invstmt	378,079	428,135	0	(428,135)	0.0%
1998 Gain/Loss on Sale of Asset	(14,329)	8,557	0	(8,557)	0.0%
1999 Gain/Loss Investment in Subsid	(92,235)	(40,966)	0	40,966	0.0%
<b>NON-OPERATING REVENUE FINANCIAL REPORTING</b>	<b>2,083,827</b>	<b>(332,229)</b>	<b>676,835</b>	<b>1,009,064</b>	<b>(303.7%)</b>
2812 In-Kind Rent	93,172	93,171	93,171	(1)	0.0%
2890 Depreciation Expense	1,000,721	916,638	1,135,008	218,369	23.8%
3630 Investment Fees	42,946	40,351	45,000	4,649	11.5%
3694 Other OneTime/NonRecurring Exp	127,528	0	0	0	0.0%
3696 Strategic Initiative Costs	69,502	0	90,000	90,000	0.0%
3697 COVID-19 Expense	15,013	9,093	0	(9,093)	0.0%
3899 Special Event Expense	118,059	155,136	162,961	7,825	5.0%
4810 Association Services	(41,239)	(75,776)	0	75,776	0.0%
5215 Interest Expense-External	74,101	1,265	0	(1,265)	0.0%
<b>NON-OPERATING EXPENSES FINANCIAL REPORTING</b>	<b>1,487,455</b>	<b>1,133,865</b>	<b>1,526,139</b>	<b>392,274</b>	<b>34.6%</b>
<b>NON-OPERATING TOTAL FINANCIAL REPORTING</b>	<b>596,371</b>	<b>(1,466,094)</b>	<b>(849,304)</b>	<b>616,790</b>	<b>(42.1%)</b>
<b>NET OUTCOME</b>	<b>3,860,960</b>	<b>3,406,505</b>	<b>1,494,340</b>	<b>(1,912,165)</b>	<b>(56.1%)</b>

## 2023 Capital Expense Budget

Location	Request Type	Sum of Amount
Child Care	Building & LH Improve	387,560
	Furn-Fixtures-Equip	20,000
	Vehicles	50,000
Fullerton	Building & LH Improve	36,500
Huntington Beach	Building & LH Improve	30,000
	Furn-Fixtures-Equip	119,040
Laguna Niguel	Building & LH Improve	12,000
	Furn-Fixtures-Equip	20,000
Mission Viejo	Building & LH Improve	116,500
	Furn-Fixtures-Equip	60,000
Newport Beach	Building & LH Improve	19,475
YMCA Community Services	Vehicles	80,000
Tipper	Building & LH Improve	179,772
<b>Grand Total</b>		<b>1,130,847</b>

# Young Mens Christian Association - Orange County

## 2023 Budget Cash Flow Statement - Consolidated

For the Period Ending 12/31/2023  
 Estimated Cash at Beginning of Period 3,527,864

### Operations

Cash receipts from	
Childcare revenue	29,952,932
Membership revenue	9,268,363
Donations/Grants/Misc.	8,631,669
Cash paid for	
Labor expenses	(29,240,547)
Facility expenses	(3,879,032)
Operating expenses	(8,674,975)
Interest expense	
Misc.	
<b>Net Cash Flow from Operations</b>	<b>6,058,410</b>

### Investing Activities

Cash receipts from	
Sale of property and equipment	
Tipper Revenue	186,314
Interest earned	60,000
Cash paid for	
Purchase of property and equipment	(1,130,847)
Tipper Expenses	(284,488)
Misc.	
<b>Net Cash Flow from Investing Activities</b>	<b>(1,169,021)</b>

### Financing Activities

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

**Net Increase in Cash** **4,889,389**

Cash at End of Period 8,417,253



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

---

## **2023 Budget Documents**

**Tipper, LLC**

## 2023 Tipper, LLC Budget

Description	ACTUAL FY2021	PROJECTION FY2022	BUDGET PLAN FY2023	VAR\$ PLAN/PROJ	VAR% PLAN/PROJ
<b>REVENUE</b>					
1210 Facility Revenue	514,238	399,887	461,558	61,671	15.4%
1801 Miscellaneous Revenue	0	0	0	0	0.0%
<b>REVENUE TOTAL</b>	514,238	399,887	461,558	61,671	15.4%
<b>EXPENSES</b>					
2510 Office/Misc Supplies	47	0	0	0	0.0%
2520 Maintenance Supplies	6,402	3,585	0	(3,585)	0.0%
2610 Telephone-Regular Service	4,203	1,914	2,640	726	37.9%
2710 Postage	755	379	720	341	90.0%
2845 Facility Repairs & Maintenance	72,333	86,628	95,471	8,843	10.2%
3012 Promo & Advertise	1,765	940	3,000	2,060	219.2%
<b>FLEX EXPENSES</b>	85,504	93,446	101,831	8,385	9.0%
2415 Audit Fees	12,000	9,000	12,000	3,000	33.3%
2450 Consulting Fees	3,632	8,105	8,663	558	6.9%
2480 DP Service/Maint Contrct	1,039	1,261	1,150	(111)	(8.8%)
2820 Bldg Licenses & Permits	34	0	0	0	0.0%
2831 Electricity	53,575	38,117	69,200	31,083	81.5%
2832 Gas	11,727	9,419	13,805	4,386	46.6%
2833 Water and Sewer	3,165	2,405	6,550	4,145	172.3%
2834 Refuse Collection	3,387	2,704	3,700	996	36.8%
2843 Landscape Maintenance	11,645	11,528	14,381	2,853	24.8%
2850 Real and Personal Taxes	45,975	51,142	48,088	(3,054)	(6.0%)
2880 Property/Liability Insur	12,970	8,876	0	(8,876)	0.0%
3486 Program License & Permits	0	20	0	(20)	0.0%
3620 Bank Fees	160	0	0	0	0.0%
<b>FIXED EXPENSES</b>	175,436	154,501	194,657	40,156	26.0%
<b>EXPENSE TOTAL</b>	260,940	247,947	296,488	48,541	19.6%
<b>OPERATING NET</b>	253,298	151,940	165,070	13,130	8.6%
2890 Depreciation Expense	220,467	167,675	237,406	69,731	41.6%
3694 Other OneTime/NonRecurring Exp	30,000	0	0	0	0.0%
5215 Interest Expense-External	95,066	0	0	0	0.0%
<b>NON-OPERATING EXPENSES FINANCIAL REPO</b>	345,533	167,675	237,406	69,731	41.6%
<b>NON-OPERATING TOTAL FINANCIAL REPORTI</b>	(345,533)	(167,675)	(237,406)	(69,731)	41.6%
<b>NET OUTCOME</b>	(92,235)	(15,735)	(72,336)	(56,601)	359.7%



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

---

## **Lease Accounting Policy**

**YMCA OF ORANGE COUNTY  
POLICY AND PROCEDURE MANUAL**

Title:	<b>LEASE ACCOUNTING POLICY</b>		
	<input checked="" type="checkbox"/> Policy <span style="margin-left: 200px;"><input type="checkbox"/> Procedure</span>		
File Number:	1.000	Original Issue Date:	September 28, 2022
		Date of Revision:	_____
Issuing Authority:	Executive Leadership Team		

**Leases (Adoption of ASC 842)**

YMCA of Orange County (YMCAOC) will adopt ASC 842, Leases, effective January 1, 2022. The standard requires the recognition of lease assets and liabilities for those leases classified previously as operating leases. For leases with a term of 12 months or less, YMCAOC elects not to recognize any lease assets or liabilities, as allowed under the standards. YMCAOC has elected to apply the provisions of this standard to the beginning of the period of adoption through the modified retrospective approach. As such, adoption will be reflected for all of 2022 in accordance with ASC 842. The entity has elected not to recast the comparative periods presented when transitioning to ASC 842.

**Finance (Capital Lease) vs. Operating and Classification**

Leases formerly known as operating will be capitalized as a ROU (Right of Use) asset and the corresponding liability will be classified as a lease liability. Financing lease criteria is similar to the capital lease criteria under ASC 840. An additional criteria that may result in a financing lease is whether the asset leased is so specialized in nature it would have no alternative use at the end of the lease term. Lease payments should be discounted at the lease commencement date with the rate implicit in the lease. If not readily available, the incremental borrowing rate should be used. YMCAOC's accounting department will determine the incremental borrowing rate in place at lease commencement. YMCAOC's policy is to use the rate in effect during the lease term (and not considering any term extension, even if reasonably assured). Additionally, YMCAOC's policy is not to separate out non-lease components (such as taxes, CAM, and/or insurance) from lease costs in determining the minimum lease payments.

**Embedded Leases**

YMCAOC will review contracts and recurring charges in the income statement and evaluate any service contract and equipment contract for any embedded leases.

**Recognition Threshold**

YMCAOC considered its existing capitalization threshold for property, plant, and equipment of \$5,000 as a reasonable recognition threshold for lease liabilities that takes into account the effect of individual lease liabilities and in the aggregate determined in accordance with ASC 842 in concluding an individual lease capitalization threshold of \$5,000 per identified lease or potential lease.

### **Right-Of-Use and Financing Leases**

For ROU leases, lease expense will be recorded on a straight-line basis over the lease term, amortized in a single line of the income statement as "lease expense".

For financing leases, there will be an amortization and interest component, which will be presented separately in the income statement. Interest is calculated using the effective interest method.

### **Modification to Leases**

All new leases, extensions, and other modifications will be reviewed individually for the impact on existing leases and the balances currently recorded for any future impact.

### **Presentation in Financial Statements**

All quantitative and qualitative factors related to lease implementation including lease expense and maturity analysis including proper disclosure of the discounted and undiscounted cash flows will be included.

### **Exceptions to the Standard**

Any exclusions which are not explicitly noted in the policy will be evaluated and any considerations or judgements made will be disclosed in the financial disclosures.