

ORCHARDS RESIDENTS ASSOCIATION
2023 BUDGET

REVENUE

| | 2023 | Budget | Variance | Notes |
|--------------------------------|------------------|------------------|----------------|-------|
| Membership fees | 910,819 | 818,973 | 91,846 | A |
| Rental and programming | 314,960 | 207,721 | 107,239 | B |
| Sponsorship and grants | 53,040 | 27,047 | 25,993 | C |
| Contract revenue | 93,824 | 44,264 | 49,560 | D |
| Interest and other | 3,600 | 2,220 | 1,380 | |
| TOTAL ESTIMATED REVENUE | 1,376,243 | 1,100,225 | 276,018 | |

EXPENSES

| | | | | |
|-------------------------------------------|------------------|----------------|----------------|---|
| Salaries and benefits | 632,552 | 548,733 | 83,819 | E |
| Programs and Events | 88,610 | 66,965 | 21,645 | F |
| Repairs and maintenance | 99,500 | 77,750 | 21,750 | G |
| Administration | 89,615 | 81,770 | 7,845 | H |
| Utilities | 124,500 | 124,410 | 90 | |
| Professional | 48,600 | 48,600 | - | |
| Advertising and promotion | 3,900 | 3,200 | 700 | |
| Insurance | 20,900 | 20,400 | 500 | |
| Property tax | 10,000 | 10,000 | - | |
| TOTAL ESTIMATED OPERATING EXPENSES | 1,118,176 | 981,828 | 136,349 | |

| | | | | |
|----------------------------------------|----------------|----------------|----------------|--|
| OPERATING REVENUE OVER EXPENSES | 258,067 | 118,398 | 139,669 | |
|----------------------------------------|----------------|----------------|----------------|--|

| | | | | |
|------------------------------------------------|-----------|-----------|----------|---|
| Interest | (196,422) | (104,421) | (92,001) | I |
| Amortization of Deferred Capital Contributions | 79,518 | 79,518 | - | |
| Amortization of Capital Assets | (195,000) | (195,000) | - | |

| | | | | |
|------------------------------------------------------|-----------------|------------------|---------------|--|
| TOTAL REVENUE OVER EXPENSE SURPLUS/ (DEFICIT) | (53,837) | (101,505) | 47,668 | |
|------------------------------------------------------|-----------------|------------------|---------------|--|

OTHER CASH COLLECTIONS / (EXPENDITURES)

| | | | | |
|---------------------------------------------------------------------|-----------|----------|----------|---|
| Loan Principal Draws / (Repayments) | (119,734) | (94,826) | (24,908) | J |
| Capital Sales / (Purchases) | (35,495) | (79,000) | 43,505 | K |
| Change in Working Capital | 38,506 | 71,369 | (32,863) | L |
| Add Back: Amortization of Capital Assets (Non-Cash) | 195,000 | 195,000 | - | |
| Subtract: Amortization of Deferred Capital Contributions (Non-Cash) | (79,518) | (79,518) | - | |

| | | | | |
|------------------------------------------------------|-----------------|-----------------|---------------|--|
| TOTAL REVENUE OVER EXPENSE SURPLUS/ (DEFICIT) | (55,078) | (88,481) | 33,402 | |
|------------------------------------------------------|-----------------|-----------------|---------------|--|

Notes to the ORA 2022 Budget

- A** Membership fees have increased 2.5% from 2022 and the Association is forecasting an additional 218 members to join
- B** Increased room rental rates to market value, and increase program revenue with no covid restrictions in Q1 and Q2 compared
- C** In 2023, will utilize the Summer Job Grant program to apply for additional grants to hire summer camp leaders. Addition of new sponsors resulting in an increase in sponsorship revenue.
- D** New Show Home Village Ambassador contract was unbudgeted in 2022 and is renewed for 2023. Brookfield maintenance contract revenue increase due to snow removal and landscaping work in the community.
- E** Fully open in 2023 and therefore fully staffed to pre-covid levels. Execute our own summer camps and hire staff on a summer grant that is recovered in "Sponsorship and Grants." Addition of the Show Home Village Ambassador role; this salary is forecasted to be recovered with a 10% profit under "Contract" revenue.
- F** An increase in programming for all ages is expected as the facility expects a return to pre-covid levels in 2023. These programs generate a targeted margin of 30% that is reinvested in maintenance and building operations.
- G** Repair & Maintenance costs have increased primarily due to: 1) Increased fuel costs; 2) Higher anticipated repair costs on equipment > 5 yrs. old. 3) Anticipated repairs to the facility's interior flooring.
- H** Increases largely relate to increased use of credit card payments (fees, rentals and programming) and the associated
- I** Throughout 2022, the variable interest rate on the RA's ATB loan has increased from 2.95% to a current rate of 6.45%. The 2023 budget has assumed the interest rate will remain flat at 6.45% throughout the year.
- J** Consistent with our original loan agreement, the outstanding term of the RA's ATB loan was revised from 25 years remaining to 15 years remaining in August 2022. This will result in a higher monthly principal payment for the duration of repayment.
- K** Our capital purchases for 2023 will be a replacement of our IT server, new chairs for rentals, stage for indoor and outdoor events, outdoor volleyball court and construction of community garden plots with approval of grant where we cover half the
- L** Decrease relates primarily to the repayment of \$40K of CEBA Loan (interest free); offset partially by increased