

ORCHARDS RESIDENTS ASSOCIATION

2024 BUDGET

REVENUE

	2024 Budget	2023 Budget	Variance	Notes
Membership fees	1,063,085	910,819	152,266	A
Rental and programming	360,101	314,960	45,141	B
Sponsorship and grants	69,956	53,040	16,916	C
Contract revenue	69,125	93,824	(24,699)	D
Interest and other	5,790	3,600	2,190	
TOTAL ESTIMATED REVENUE	1,568,057	1,376,243	191,814	

EXPENSES

Salaries and benefits	644,071	632,552	11,519	E
Programs and Events	98,264	88,610	9,654	F
Repairs and maintenance	118,880	99,500	19,380	G
Administration	100,435	89,615	10,820	H
Utilities	136,400	124,500	11,900	I
Professional	61,500	48,600	12,900	J
Advertising and promotion	4,800	3,900	900	
Insurance	21,850	20,900	950	
Property tax	10,000	10,000	-	
TOTAL ESTIMATED OPERATING EXPENSES	1,196,200	1,118,177	78,023	

OPERATING REVENUE OVER EXPENSES	371,857	258,066	113,790	
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Interest	(233,133)	(239,661)	6,527	K
Amortization of Deferred Capital Contributions	79,518	79,518	-	
Amortization of Capital Assets	(195,000)	(195,000)	-	

TOTAL REVENUE OVER EXPENSE SURPLUS/ (DEFICIT)	23,242	(97,076)	120,318	
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OTHER CASH COLLECTIONS / (EXPENDITURES)

Loan Principal Draws / (Repayments)	(116,948)	(120,421)	3,473	L
Capital Sales / (Purchases)	(61,200)	(35,495)	(25,705)	M
Change in Working Capital	38,506	38,506	-	
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)	(919)	(99,004)	98,085	
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Notes to the ORA 2024 Budget

- A** Membership fees have increased 4.4% from 2023 and the Association is forecasting an additional 345 members to join throughout 2024.
- B** Lease space contract defined for 5 years in 2023 and added Cherry room lease agreement. Increased room rental rates to market value for ballroom and after hours fee. Added 2 new Spring and Summer youth programming.
- C** In 2024, will utilize the Summer Job Grant program to hire summer camp leaders. Addition of new sponsors resulting in an increase in sponsorship revenue.
- D** Show Home Village Ambassador contract not renewed in 2023. Brookfield maintenance contract revenue increase due to snow removal and landscaping work in the community.
- E** Execute our own summer camps and hire staff on a summer grant that is recovered in "Sponsorship and Grants."
- F** 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 > 6 yrs. old. 3) Anticipated repairs to the facility's HVAC.
- H** Increases largely relate to increased use of credit card payments (fees, rentals and programming) and the associated processing fees.
- I** Utility rates increased and locked into a 5 year rate starting October 2023.
- J** Audit costs increased by 40%, additional \$6K.
- K** 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.
- L** 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.
- M** Our capital purchases for 2024 will be a replacement of our entire Hawthorne floor, storage for tables and chairs outdoors, picnic table shaded areas outdoors, and larger bounce house for events and rentals.