



# THE RANCH

Belvedere Tiburon Joint Recreation Committee

REGULAR MEETING AGENDA

Monday, November 14, 2022 at 7pm

In person at Dairy Knoll Center, Room 1, 600 Ned's Way, Tiburon or via Zoom

The public is invited to attend in person at Dairy Knoll Center

## I Call Meeting to Order and Regular Meeting Roll Call

- Board Chair, Chelsea Schlunt of Belvedere
- Vice Chair, Jerry Riessen of Tiburon
- Tiburon Town Council Rep, Noah Griffin
- Belvedere City Council Rep, Sally Wilkinson
- Reed Union School District Rep, Sherry Wangenheim
- Belvedere Rep, Melissa Feder
- Belvedere Rep, Julianne Schaefer
- Tiburon Rep, Jason Rosell
- Tiburon Rep, Victoria Gazulis

## II Public Comment

The public may direct questions or comments related to The Ranch business to the Board and Director concerning matters not listed on the agenda for up to three minutes. The Board can take no action unless the matter is placed on a subsequent agenda.

## III Minutes

Approval of Minutes from Regular Board Meeting on September 19, 2022

MOTION \_\_\_\_\_ SECOND \_\_\_\_\_ VOTE \_\_\_\_\_

## V Discussion Item – Special Events

Discuss special events and their current role within The Ranch

STAFF REPORT, Recreation Director

## VI Action Item – COVID19 Personnel Policy

Discuss and vote to amend or terminate our current COVID19 vaccination personnel policy, which currently states:

### 3.07 COVID19 Vaccine Mandate

All prospective employees must be fully vaccinated for COVID19 and comply with the reporting requirement at the time of hire as a minimum qualification and condition of employment, unless a documented medical or religious exemption is approved.

MOTION \_\_\_\_\_ SECOND \_\_\_\_\_ VOTE \_\_\_\_\_

**VII Discussion Item - Financial Review**

- Review of August 2022 year to date numbers with Staff Report
- Discussion of upcoming company expenses, with public member Bob McCaskill
- First review and discussion of proposed DRAFT 23-24 Fiscal Year Budget

**VIII Action Item**

Nominate Board Chair for the 2023 calendar year. Julianne Schaefer for consideration.

MOTION \_\_\_\_\_ SECOND \_\_\_\_\_ VOTE \_\_\_\_\_

**IX Action Item**

Nominate Board Vice Chair for the 2023 calendar year. Victoria Gazulis for consideration.

MOTION \_\_\_\_\_ SECOND \_\_\_\_\_ VOTE \_\_\_\_\_

**X Adjourn**

**GENERAL PUBLIC INFORMATION**

**ASSISTANCE FOR PEOPLE WITH DISABILITIES**

In compliance with the Americans with Disabilities Act, if you need special assistance to participate in this meeting, please contact the Director of Belvedere-Tiburon Joint Recreation (415) 435-4355 ext. 1004. Notification 48 hours prior to the meeting will enable BTJR to make reasonable accommodation for full participation. (28 CFR 35,102-35,104 ADA Title II)

Upon request, The Ranch will provide written agenda materials in appropriate alternative formats, or disability-related modification or accommodation, including auxiliary aids or services, to enable individuals with disabilities to participate in public meetings. Please send a written request, including your name, mailing address, phone number and brief description of the requested materials and preferred alternative format or auxiliary aid or service at least 5 days before the meeting. Requests should be sent to the Director of Belvedere-Tiburon Joint Recreation at the above address.

**AVAILABILITY OF INFORMATION**

Copies of all agenda reports and supporting data are available for viewing and inspection at Dairy Knoll Center, 600 Neds Way, Tiburon. Agendas and Minutes are posted on our website [www.the-ranch-today.org](http://www.the-ranch-today.org) and at Dairy Knoll Center, Tiburon Town Hall and Belvedere City Hall.

**TIMING OF ITEMS ON AGENDA**

While The Ranch Board of Directors attempts to hear all items in order as stated on the agenda, it reserves the right to take items out of order. No set times are assigned to items appearing on the agenda.

**PUBLIC COMMENT**

The public may also submit comments in advance of the meeting by emailing The Ranch Administrative Assistant at:  
[officeadmin@theranchtoday.org](mailto:officeadmin@theranchtoday.org)

Please write "Public Comment" in the subject line. Comments submitted one hour prior to the commencement of the meeting will be presented to the Board and included in the public record for the meeting. Those received after this time will be added to the record and shared with Board Members after the meeting.





THE RANCH  
(Belvedere Tiburon Joint Recreation Committee)  
**Meeting Minutes**  
**Monday, September 19, 2022, 7:00 p.m.**  
Dairy Knoll, 600 Ned's Way, Tiburon CA 94920

**I. Call to Order and Roll Call**

Chair Schlunt called the meeting to order at 7:08p.m., with the following Board Members present:

Chelsea Schlunt - Tiburon Representative, Chair	Present
Jerry Riessen - Tiburon Representative, Vice Chair	Present
Jason Rosell – Tiburon Representative	Present
Victoria Gazulis– Tiburon Representative	Present
Noah Griffin – Tiburon Council Member	Absent
Melissa Feder – Belvedere Representative	Present
Julianne Schaefer – Belvedere Representative	Present
Sally Wilkinson – Belvedere Council Member	Present
Sherry Wangenheim – RUSD Representative	

Staff:

Jessica Hotchkiss, Recreation Director  
Candace Pennisi, Office Manager & Minutes

**II. Public Comment**

No Public Comment made.

**III. Minutes 07-18-22**

**Motion Jerry Second Wangenheim Vote 6 In Favor, 0 Against, 2 Abstained, 1 Absent**

**Motion Carried.**

Voted on as follows

AYES: Gazulis, Riessen, Wangenheim, Feder, Schaefer, Wilkinson

NAYS: None

ABSTAINED: Schlunt, Rosell

ABSENT: Griffin

**IV. THE RANCH Slideshow and Council Presentation**

Recreation Director Hotchkiss displayed a slide show at the Board Meeting. The slide show consisted of photos taken at Summer Camp 2022 and photos taken from all the programs The Ranch has to offer.

**V. Discussion Item - Pickleball at Point Tiburon Courts**

The Town of Tiburon is in the process of discussing putting up another pickleball court. Hotchkiss explained that after a year of Tiburon POST Commission and Tiburon Town Council meetings to discuss the POST's recommendation to Tiburon Town Council to add one pickleball court to the Point Tiburon/Teather Park courts, Tiburon Town Council has created an Ad Hoc Committee to continue to research the recommendation before taking a vote. The Ranch has assisted their research by attending meetings and answering questions, but there has not been a Council verdict on this recommendation as the Ad Hoc committee is still doing research at this time.

Vice Chair Reissen asked why the people are opposed to another pickleball court at Pt. Tiburon. Hotchkiss explained that people are concerned about the noise coming from the court when pickleball is played.

**VI. Discussion Item -Summer 2022 wrap up and Fall 2022 start**

Hotchkiss announced in the meeting that Summer had a strong enrollment of 1600 campers and camps were back at pre-pandemic participation numbers. Before summer started there was a concern that there wasn't going to be enough summer staff. Fortunately, the team was able to hire enough staff to cover all three of our major camps Angel Island, Fantastical Adventures, and Art and Garden Camp. Hotchkiss stated every week of Tennis Camps were sold out which was a first for them.

Adult classes are always slow during the summer months due to a lot of people of vacation including instructors which was to be expected, but Marin Social Sports remained strong and held its first Men's 18+ basketball league and grew its Sand Volleyball League to include a new competitive league in addition to our original social league. Vice Chair Jerry Riessen attended his first Marin Social Sports Men's basketball game as his nephew plays in the League.

The Fall has held a strong registration for youth afterschool programming which led to hiring new part-time staff to cover the large class sizes. Adults are back from their summer vacations and The Ranch has introduced new classes such as yoga, watercolor classes, cardio boxing, lindy hop dance, origami, and senior ballet. The Ranch is preparing for Winter Programming which will begin in January 2023.

Hotchkiss thanked everyone including the Tiburon Police Department and Public Works for their support/volunteering at the Run Tiburon 5k/10k event on September 11th. The event ended up having 700 racers participate.

Upcoming events for the Ranch include the Halloween Carnival on Sunday, October 23rd, and the "Get Ready to Go 94920" Emergency Preparedness event on October 16th

at McKegney Green. There will be a BBQ hosted by the Fire Department. There will also be booths supporting the event including groups like the boy scouts. The Ranch will have a booth where they will be promoting "Stop, Drop and Roll". Wilkinson proposed the Ranch's participation in the Grand Opening of the Belvedere playground

**VII. Financials**

Hotchkiss announced the conclusion of the 2021-2022 fiscal year audit and ended the year with a net positive of \$100k which will help build their reserves. The original Profit and Loss net was \$125K, but they had \$25K in vacation hours on the books as they closed the year, and that \$25k is held against their bottom line, so moving forward, Hotchkiss will encourage staff to use their vacation time so that future amounts are not held against this year's bottom line.

Hotchkiss explained the bulk of their fiscal year programming and revenue has been received. They are still on track to meet and exceed their revenue goals for this year ending in Feb. The area of Academy Expense Payroll, on page 2 under Fall AC1, has increased due to their decision to hire more staff to serve more of the community during this school year. The Supervisors and Director have begun their work creating next year's 2023-2024 budget so that the first draft of the proposed 2023-24 budget can be presented at the upcoming November Board Meeting.

**VIII. Board Chair Report**

Board Chair Schlunt would like to put on the agenda for the next board meeting to revisit the Covid-19 Vaccine/Booster Mandate and decide on whether to keep it mandatory.

Board Chair Schlunt also proposed that the next board meeting should take place on November 14<sup>th</sup> as schools are closed the week of November 21<sup>st</sup> due to Thanksgiving Break. The board decided that they will meet on November 14<sup>th</sup> as most members will be out of town.

**IX. Adjourn**

Next Regular Board meeting scheduled to be Monday, November 14th, 2022, at 7pm. Board Chair Schlunt adjourned the meeting at 7:51 pm.

Respectfully submitted,  
Candace Pennisi





**THE RANCH - BELVEDERE-TIBURON JOINT RECREATION COMMITTEE**  
**Proposed Budget for FY 23-24 - March 1, 2023 - February 29, 2024**

	Scenario 1			Scenario 2		Scenario 3		Scenario 4	
	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
<b>PROGRAM SUMMARY</b>									
Academy Revenues	644,433	653,735	294,263	609,226	779,926	744,000	744,000	744,000	744,000
Academy Expenses	399,166	388,492	165,702	384,497	526,157	511,500	511,500	511,500	511,500
<b>Net Academy Program</b>	<b>245,267</b>	<b>265,243</b>	<b>128,561</b>	<b>224,729</b>	<b>253,769</b>	<b>232,500</b>	<b>232,500</b>	<b>232,500</b>	<b>232,500</b>
Adult Revenues	166,601	201,635	58,518	165,548	229,778	220,000	220,000	220,000	220,000
Adult Expenses	97,129	128,018	49,154	108,114	148,840	140,500	140,500	140,500	140,500
<b>Net Adult Program</b>	<b>69,472</b>	<b>73,617</b>	<b>9,364</b>	<b>57,434</b>	<b>80,938</b>	<b>79,500</b>	<b>79,500</b>	<b>79,500</b>	<b>79,500</b>
Camps Revenues	557,195	649,337	149,497	487,533	632,798	612,350	608,100	612,350	608,100
Camps Expenses	333,914	350,130	78,734	247,369	354,954	361,000	361,000	361,000	361,000
<b>Net Camps Program</b>	<b>223,281</b>	<b>299,207</b>	<b>70,763</b>	<b>240,164</b>	<b>277,844</b>	<b>251,350</b>	<b>247,100</b>	<b>251,350</b>	<b>247,100</b>
Other Program Revenues	424,690	388,244	188,318	382,311	408,435	402,600	403,000	402,600	402,600
Other Program Expenses	289,484	265,567	113,223	252,942	272,989	267,400	267,600	267,400	267,400
<b>Net Other Program</b>	<b>135,206</b>	<b>122,677</b>	<b>75,095</b>	<b>129,369</b>	<b>135,446</b>	<b>135,200</b>	<b>135,400</b>	<b>135,200</b>	<b>135,200</b>
Interest Income	-	-	2,412	244	-	-	-	-	-
<b>Net non Program</b>	<b>-</b>	<b>-</b>	<b>2,412</b>	<b>244</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Facility Rental Income	18,658	20,999	858	3,823	2,000	5,000	5,000	5,000	5,000
Facility Rental Expense	790	2,566	118	105	200	500	500	500	500
<b>Total Facility Rental</b>	<b>17,868</b>	<b>18,433</b>	<b>740</b>	<b>3,718</b>	<b>1,800</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>
Subtotal Program Revenue	1,811,577	1,913,950	691,454	1,648,441	2,052,937	1,983,950	1,980,100	1,983,950	1,979,700
Subtotal Program Expense	1,120,483	1,134,773	406,931	993,027	1,303,140	1,280,900	1,281,100	1,280,900	1,280,900
<b>Program Net</b>	<b>691,094</b>	<b>779,177</b>	<b>284,523</b>	<b>655,414</b>	<b>749,797</b>	<b>703,050</b>	<b>699,000</b>	<b>703,050</b>	<b>698,800</b>
<b>REVENUE</b>									
Fees Revenue	-	-	-	67,022	55,000	52,000	52,000	52,000	52,000
Community Contributions Revenue	-	-	124,730	68,600	-	-	-	-	-
<b>EXPENSES</b>									
Administrative Expenses	(678,565)	(654,680)	(475,920)	(632,141)	(672,416)	(679,540)	(679,540)	(679,540)	(679,540)

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
Dairy Knoll Expenses	(57,012)	(55,855)	(23,975)	(33,669)	(47,025)	(47,600)	(47,600)	(47,600)	(47,600)
Solar Panel Buy Out								(66,000)	(66,000)
<b>Net Gain/loss</b>	<b>(44,362)</b>	<b>87,631</b>	<b>(90,642)</b>	<b>125,226</b>	<b>85,356</b>	<b>27,910</b>	<b>23,860</b>	<b>(38,090)</b>	<b>(42,340)</b>
Year End Reserves from Audit	125,359	214,285	165,783	274,581					
<b>ACADEMY</b>									
<b>Spring 2022(AC3)</b>									
Academy Revenues	163,111	150,982	14,264	95,406	160,026	175,000	175,000	175,000	175,000
Academy Expenses and Contractor Payouts	65,416	57,458	10,661	34,425	72,603	78,000	78,000	78,000	78,000
Academy Payroll	43,645	36,090	17,236	32,010	41,554	55,000	55,000	55,000	55,000
<b>Net Academy III</b>	<b>54,050</b>	<b>57,434</b>	<b>(13,633)</b>	<b>28,971</b>	<b>45,869</b>	<b>42,000</b>	<b>42,000</b>	<b>42,000</b>	<b>42,000</b>
<b>Fall 1 &amp; 2 2022(AC1)</b>									
Academy Revenues	151,539	200,180	209,178	226,698	323,000	290,000	290,000	290,000	290,000
Academy Expenses and Contractor Payouts	66,234	86,598	43,052	100,860	138,000	115,000	115,000	115,000	115,000
Academy Payroll	35,570	39,002	52,060	44,673	72,000	74,000	74,000	74,000	74,000
<b>Net Academy I</b>	<b>49,735</b>	<b>74,580</b>	<b>114,066</b>	<b>81,165</b>	<b>113,000</b>	<b>101,000</b>	<b>101,000</b>	<b>101,000</b>	<b>101,000</b>
<b>Winter 2023 (AC2)</b>									
Academy Revenues	166,912	151,278	65,720	165,346	200,000	185,000	185,000	185,000	185,000
Academy Expenses and Contractor Payouts	76,299	69,629	21,333	72,852	91,000	78,000	78,000	78,000	78,000
Academy Payroll	34,944	28,520	17,395	31,834	52,000	55,000	55,000	55,000	55,000
<b>Net Academy II</b>	<b>55,669</b>	<b>53,129</b>	<b>26,992</b>	<b>60,660</b>	<b>57,000</b>	<b>52,000</b>	<b>52,000</b>	<b>52,000</b>	<b>52,000</b>
Dance/Ballet Program Revenue	22,546	35,405	5,888	23,359	25,000	23,000	23,000	23,000	23,000
Dance/Ballet Program Expenses and Payroll	6,945	9,722	2,079	8,124	9,500	9,500	9,500	9,500	9,500
<b>Net Ballet Program</b>	<b>15,601</b>	<b>25,683</b>	<b>3,809</b>	<b>15,235</b>	<b>15,500</b>	<b>13,500</b>	<b>13,500</b>	<b>13,500</b>	<b>13,500</b>
Toddler Revenue	11,008	9,268	5	5,629	1,500	3,000	3,000	3,000	3,000
Toddler Expenses and Payroll	3,720	3,504	567	3,631	500	1,000	1,000	1,000	1,000
<b>Net Toddler Program</b>	<b>7,288</b>	<b>5,764</b>	<b>(562)</b>	<b>1,998</b>	<b>1,000</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
Teen Revenue	18,562	19,209	378	9,868	8,000	8,000	8,000	8,000	8,000
Teen Expense	12,356	16,620	1,319	8,114	6,000	6,000	6,000	6,000	6,000
<b>Net Teen Zone Program</b>	<b>6,206</b>	<b>2,589</b>	<b>(941)</b>	<b>1,754</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>	<b>2,000</b>
Cottillon Program Revenue	80,635	83,058	(1,170)	82,920	62,400	60,000	60,000	60,000	60,000
Cottillon Program Expense	35,418	37,179	-	47,974	43,000	40,000	40,000	40,000	40,000
<b>Net Cottillon Program</b>	<b>45,217</b>	<b>45,879</b>	<b>(1,170)</b>	<b>34,946</b>	<b>19,400</b>	<b>20,000</b>	<b>20,000</b>	<b>20,000</b>	<b>20,000</b>
<b>Total Academy Program</b>									
Revenue	644,433	653,735	294,263	609,226	779,926	744,000	744,000	744,000	744,000
Expenses	399,166	388,492	165,702	384,497	526,157	511,500	511,500	511,500	511,500
<b>Net</b>	<b>245,267</b>	<b>265,243</b>	<b>128,561</b>	<b>224,729</b>	<b>253,769</b>	<b>232,500</b>	<b>232,500</b>	<b>232,500</b>	<b>232,500</b>

Teen Revenue  
Teen Expense  
**Net Teen Zone Program**

Cottillon Program Revenue  
Cottillon Program Expense  
**Net Cottillon Program**

**Total Academy Program**  
Revenue  
Expenses  
**Net**

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	23-24	23-24	23-24	23-24
End Financials					F722-23				
Adult Spring									
Adult Revenue	48,972	68,564	14,368	49,951	94,322	90,000	90,000	90,000	90,000
Adult Expenses	34,603	39,396	20,460	27,842	59,540	56,000	56,000	56,000	56,000
<b>Net Spring</b>	<b>14,369</b>	<b>29,168</b>	<b>(6,092)</b>	<b>27,967</b>	<b>34,782</b>	<b>34,000</b>	<b>34,000</b>	<b>34,000</b>	<b>34,000</b>
Adult Summer									
Adult Revenues	32,465	31,809	14,398	48,444	53,456	48,000	48,000	48,000	48,000
Adult Expenses	13,030	27,736	9,520	32,972	36,000	31,200	31,200	31,200	31,200
<b>Net Summer</b>	<b>19,435</b>	<b>4,073</b>	<b>4,878</b>	<b>15,472</b>	<b>17,456</b>	<b>16,800</b>	<b>16,800</b>	<b>16,800</b>	<b>16,800</b>
Adult Fall									
Adult Revenues	34,503	57,547	12,666	36,319	42,000	42,000	42,000	42,000	42,000
Adult Expenses	26,173	29,670	9,324	24,364	27,300	27,300	27,300	27,300	27,300
<b>Net Fall</b>	<b>8,330</b>	<b>27,877</b>	<b>3,342</b>	<b>11,955</b>	<b>14,700</b>	<b>14,700</b>	<b>14,700</b>	<b>14,700</b>	<b>14,700</b>
Adult Winter									
Adult Revenues	50,661	43,715	17,086	30,834	40,000	40,000	40,000	40,000	40,000
Adult Expenses	23,323	31,216	9,850	22,936	26,000	26,000	26,000	26,000	26,000

**ADULTS**  
**Adult Spring**  
Adult Revenue  
Adult Expenses  
**Net Spring**

**Adult Summer**  
Adult Revenues  
Adult Expenses  
**Net Summer**

**Adult Fall**  
Adult Revenues  
Adult Expenses  
**Net Fall**

**Adult Winter**  
Adult Revenues  
Adult Expenses

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
27,338	12,499	7,236	7,898	14,000	14,000	14,000	14,000	14,000
166,601	201,635	58,518	165,548	229,778	220,000	220,000	220,000	220,000
97,129	128,018	49,154	108,114	148,840	140,500	140,500	140,500	140,500
69,472	73,617	9,364	57,434	80,938	79,500	79,500	79,500	79,500

**Total Adult Program**

Revenue  
Supervision  
Expenses  
Net

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	Year End Projections FY22-23	Proposed 23-24	Proposed 23-24	Proposed 23-24	Proposed 23-24
End Financials	End Financials	End Financials	End Financials					
22,349	28,831	4,840	21,000	23,428	23,000	23,000	23,000	23,000
16,711	15,336	32	1,275	11,023	11,500	11,500	11,500	11,500
5,638	13,495	4,808	19,725	12,405	11,500	11,500	11,500	11,500
414,904	447,644	42,679	276,093	419,984	411,350	407,100	411,350	407,100
261,067	254,453	11,078	153,776	245,000	247,000	247,000	247,000	247,000
153,837	193,191	31,601	122,317	174,984	164,350	160,100	164,350	160,100
20,060	25,327	38,325	42,140	43,914	33,000	33,000	33,000	33,000
10,141	14,092	17,887	17,327	23,810	17,500	17,500	17,500	17,500
9,919	11,235	20,438	24,813	20,104	15,500	15,500	15,500	15,500
99,882	147,535	63,653	148,531	145,472	145,000	145,000	145,000	145,000
45,995	66,249	49,737	74,991	75,121	85,000	85,000	85,000	85,000
53,887	81,286	13,916	73,540	70,351	60,000	60,000	60,000	60,000
557,195	649,337	149,497	487,764	632,798	612,350	608,100	612,350	608,100
333,914	350,130	78,734	247,369	354,954	361,000	361,000	361,000	361,000
223,281	299,207	70,763	240,395	277,844	251,350	247,100	251,350	247,100

**CAMPS**

CIT Revenue  
CIT Expenses  
Net CIT Camp

Angel Island Revenue  
Angel Island Expense  
Net Angel Island

Art & Garden Camp Revenue  
Art & Garden Camp Expenses  
Net Art & Garden camp

Fantastical Adventures Revenue  
Fantastical Adventures Expenses  
Net Camp FA

**Total Camps**

Revenue  
Expenses  
Net

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both	
End Financials	End Financials	End Financials	End Financials	Proposed	Proposed	Proposed	Proposed	Proposed	
				FY22-23	23-24	23-24	23-24	23-24	
<b>OTHER PROGRAMS</b>									
Summer Youth Revenues	26,404	13,000	13,715	21,335	15,570	12,000	12,000	12,000	12,000
Summer Youth Expenses	18,993	5,470	9,129	14,180	6,364	7,800	7,800	7,800	7,800
<b>Net Summer Youth</b>	<b>7,411</b>	<b>7,530</b>	<b>4,586</b>	<b>7,155</b>	<b>9,206</b>	<b>4,200</b>	<b>4,200</b>	<b>4,200</b>	<b>4,200</b>
<b>Taekwondo Program Revenues</b>									
Taekwondo Program Revenues	45,444	43,738	13,696	35,177	29,000	29,000	29,000	29,000	29,000
Taekwondo Program Expenses	29,712	32,202	9,176	25,475	20,300	20,300	20,300	20,300	20,300
<b>Net Taekwondo Program</b>	<b>15,732</b>	<b>11,536</b>	<b>4,520</b>	<b>9,702</b>	<b>8,700</b>	<b>8,700</b>	<b>8,700</b>	<b>8,700</b>	<b>8,700</b>
<b>Tennis Program Revenues</b>									
Tennis Program Revenues	181,683	175,045	125,894	256,279	275,000	275,000	275,000	275,000	275,000
Tennis Program Expenses	125,465	127,641	77,256	194,100	212,000	212,000	212,000	212,000	212,000
<b>Net Tennis Program</b>	<b>56,218</b>	<b>47,405</b>	<b>48,638</b>	<b>62,179</b>	<b>63,000</b>	<b>63,000</b>	<b>63,000</b>	<b>63,000</b>	<b>63,000</b>
<b>BB League Revenues</b>									
BB League Revenues	19,391	21,627	53	10,785	15,000	16,000	16,000	16,000	16,000
BB League Expenses	7,254	6,528	1,449	5,921	6,500	6,000	6,000	6,000	6,000
<b>Net BB League Courts</b>	<b>12,137</b>	<b>15,099</b>	<b>(1,396)</b>	<b>4,864</b>	<b>8,500</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>	<b>10,000</b>
<b>Tennis Court Revenues</b>									
Tennis Court Revenues	22,348	23,635	32,960	52,609	55,251	52,000	52,000	52,000	52,000
Tennis Courts Expenses	5,212	5,808	5,368	7,223	14,000	10,000	10,000	10,000	10,000
<b>Net Tennis Courts</b>	<b>17,136</b>	<b>17,827</b>	<b>27,592</b>	<b>45,386</b>	<b>41,251</b>	<b>42,000</b>	<b>42,000</b>	<b>42,000</b>	<b>42,000</b>
<b>Special Event Revenues</b>									
Special Event Revenues	123,820	107,499	2,000	6,126	18,614	19,000	18,600	18,600	18,600
Special Event Expenses	84,447	69,445	3,841	4,508	11,825	11,500	11,300	11,300	11,300
<b>Net Special Events</b>	<b>39,373</b>	<b>38,053</b>	<b>(1,841)</b>	<b>1,618</b>	<b>6,789</b>	<b>7,500</b>	<b>7,300</b>	<b>7,300</b>	<b>7,300</b>
<b>Clothing/Uniform Sales</b>									
Clothing/Uniform Sales	-	1,993	-	1,535	2,000	-	-	-	-
Clothing/Uniform Expenses	-	(1,993)	-	-	(2,000)	-	-	-	-
<b>Net Clothing Sales</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Brochure Ad Income</b>									
Brochure Ad Income	5,600	3,700	-	-	-	-	-	-	-
Brochure Expense	18,401	16,480	7,004	-	-	-	-	-	-

OTHER PROGRAMS

Summer Youth Revenues

Summer Youth Expenses

**Net Summer Youth**

Taekwondo Program Revenues

Taekwondo Program Expenses

**Net Taekwondo Program**

Tennis Program Revenues

Tennis Program Expenses

**Net Tennis Program**

BB League Revenues

BB League Expenses

**Net BB League Courts**

Tennis Court Revenues

Tennis Courts Expenses

**Net Tennis Courts**

Special Event Revenues

Special Event Expenses

**Net Special Events**

Clothing/Uniform Sales

Clothing/Uniform Expenses

**Net Clothing Sales**

Brochure Ad Income

Brochure Expense

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
(12,801)	(12,760)	(7,004)						
424,690	388,244	188,318	382,311	408,435	402,600	403,000	402,600	402,600
289,484	265,567	113,223	252,942	272,989	267,400	267,600	267,400	267,400
<b>135,206</b>	<b>122,677</b>	<b>75,095</b>	<b>129,369</b>	<b>135,446</b>	<b>135,200</b>	<b>135,400</b>	<b>135,200</b>	<b>135,200</b>

**Total Other Program**

Revenue  
Expenses  
Net

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	Year End Projections FY22-23	23-24	23-24	23-24	23-24
1,977	3,200	510	-	-	-	-	-	-
135	-	-	-	-	-	-	-	-
<b>1,842</b>	<b>3,200</b>	<b>510</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>

**FACILITY RENTALS**

Tiburton Community Room Revenue  
Tiburton Community Room Expense  
Net Tiburton Community Room

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	Year End Projections FY22-23	23-24	23-24	23-24	23-24
7,165	10,201	183	1,213	1,000	2,500	2,500	2,500	2,500
416	2,186	118	-	-	250	250	250	250
<b>6,749</b>	<b>8,015</b>	<b>65</b>	<b>1,213</b>	<b>1,000</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>

**Net Belvedere Community Ctr**

Belvedere Community Ctr Revenues  
Belvedere Community Ctr Expense  
Net Belvedere Community Ctr

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	Year End Projections FY22-23	23-24	23-24	23-24	23-24
9,516	7,598	165	2,610	1,000	2,500	2,500	2,500	2,500
239	380	-	-	200	250	250	250	250
<b>9,277</b>	<b>7,217</b>	<b>165</b>	<b>2,610</b>	<b>800</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>

**Total Facility Rentals**

Revenue  
Expenses  
Supervision  
Net

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	Year End Projections FY22-23	23-24	23-24	23-24	23-24
18,658	20,999	858	3,823	2,000	5,000	5,000	5,000	5,000
790	2,566	118	-	200	500	500	500	500
<b>17,868</b>	<b>20,999</b>	<b>740</b>	<b>3,718</b>	<b>1,800</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>

**DAIRY KNOLL**

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	Year End Projections FY22-23	23-24	23-24	23-24	23-24
(7,351)	(6,685)	(5,799)	(7,369)	(10,000)	(8,000)	(8,000)	(8,000)	(8,000)

PG&E Electricity/Gas/ Solar

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
(1,167)	(1,271)	(1,174)	(1,211)	(1,500)	(1,500)	(1,500)	(1,500)	(1,500)
(3,000)	(3,000)	(3,547)	(3,250)	(3,000)	(3,400)	(3,400)	(3,400)	(3,400)
(3,927)	(4,109)	(3,704)	(3,424)	(4,325)	(4,300)	(4,300)	(4,300)	(4,300)
(2,599)	(1,719)	(2,855)	(2,189)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)
(2,830)	(2,061)	(1,692)	-	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)
(7,807)	(2,115)	(1,796)	(4,159)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)
(4,502)	(2,586)	(501)	(1,142)	(1,000)	(2,000)	(2,000)	(2,000)	(2,000)
(2,057)	(1,428)	(1,899)	(2,791)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)
(21,772)	(30,881)	(1,008)	(8,134)	(13,200)	(14,400)	(14,400)	(14,400)	(14,400)
<b>(57,012)</b>	<b>(55,855)</b>	<b>(23,975)</b>	<b>(33,669)</b>	<b>(47,025)</b>	<b>(47,600)</b>	<b>(47,600)</b>	<b>(47,600)</b>	<b>(47,600)</b>

**Total Dairy Knoll**

**ADMINISTRATIVE EXPENSES**

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	Year End Projections	23-24	23-24	23-24
	<b>End Financials</b>	<b>End Financials</b>	<b>End Financials</b>	<b>FY22-23</b>			
(4,101)	(6,124)	(5,560)	(5,317)	(6,500)	(6,500)	(6,500)	(6,500)
(9,900)	(10,300)	(11,000)	(11,400)	(12,000)	(12,700)	(12,700)	(12,700)
(2,216)	(1,694)	(196)	(1,251)	(1,500)	(2,000)	(2,000)	(2,000)
(837)	(976)	(1,006)	(947)	(1,700)	(1,500)	(1,500)	(1,500)
(7,703)	(7,650)	(8,669)	(7,824)	(8,100)	(8,000)	(8,000)	(8,000)
(11,134)	(48,744)	(28,435)	(66,310)	(55,000)	(53,000)	(53,000)	(53,000)
(3,368)	(4,110)	(117)	(22,757)	(3,000)	(3,000)	(3,000)	(3,000)
(980)	(1,327)	(392)	(784)	(1,000)	(1,000)	(1,000)	(1,000)
(5,155)	(3,955)	(253)	(520)	(1,000)	(1,000)	(1,000)	(1,000)
(23,453)	(27,399)	(23,760)	(26,302)	(28,000)	(28,000)	(28,000)	(28,000)
(6,890)	(3,835)	(1,543)	(5,324)	(4,000)	(5,000)	(5,000)	(5,000)
(7,125)	(2,950)	(2,575)	(6,375)	(3,000)	(3,000)	(3,000)	(3,000)
(8,938)	(9,618)	(3,829)	(7,089)	(9,000)	(9,000)	(9,000)	(9,000)
(5,848)	(6,267)	(1,500)	(4,210)	(5,000)	(5,000)	(5,000)	(5,000)
(42,500)	(17,793)	(17,448)	(17,598)	(17,448)	(20,588)	(20,588)	(20,588)
(19,738)	(16,901)	(14,992)	(13,182)	(14,000)	(14,000)	(14,000)	(14,000)
	(1,069)	(14,078)	(3,282)	(3,000)	(3,000)	(3,000)	(3,000)
(385,931)	(358,105)	(278,552)	(337,056)	(383,000)	(385,502)	(385,502)	(385,502)
(87,612)	(83,166)	(54,050)	(58,751)	(72,500)	(72,000)	(72,000)	(72,000)
(1,749)	(3,510)	(613)	(1,026)	(600)	(1,750)	(1,750)	(1,750)
(43,129)	(38,917)	(7,352)	(30,169)	(37,818)	(38,750)	(38,750)	(38,750)

**Accounting and Payroll Charges/ADP**

**Audit**

**Auto Mileage Allowance**

**Bank Charges and Bank Purchases**

**Copy Machine**

**Credit Card Charges**

**Equipment**

**Fingerprinting**

**Office Supplies**

**Payroll Taxes**

**Postage**

**Professional Services**

**Publicity**

**Recognition**

**Registration Software**

**Workers Comp Insurance**

**Unemployment**

**Administrative Staff Payroll**

**Health & Dental**

**Conferences and Meetings**

**Mass Mutual Retirement Benefits**

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
Administrative Expense									
Brochures (used to be in OTHER section)	(258)	(270)	-	(20)	(250)	(250)	(250)	(250)	(250)
<b>Administrative Personnel Costs</b>	<b>(678,565)</b>	<b>(654,680)</b>	<b>(475,920)</b>	<b>(632,141)</b>	<b>(672,416)</b>	<b>(679,540)</b>	<b>(679,540)</b>	<b>(679,540)</b>	<b>(679,540)</b>

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	Year End Projections FY22-23	FY22-23	FY22-23	FY22-23	FY22-23
Spring Carnival Revenue	-	3,875	-	770	4,186	4,000	4,000	4,000	4,000
Spring Carnival Expense	1,247	3,058	1,247	108	2,897	3,200	3,200	3,200	3,200
Spring Carnival Staffing	-	184	-	-	-	300	300	300	300
<b>Net Spring Carnival</b>	<b>(1,247)</b>	<b>633</b>	<b>(1,247)</b>	<b>662</b>	<b>1,289</b>	<b>500</b>	<b>500</b>	<b>500</b>	<b>500</b>
Tiburoun Car Show	-	19,926	-	-	2,000	3,000	3,000	3,000	3,000
Tournament Expense	-	15,642	-	-	-	-	-	-	-
Tournament Staffing	-	4,284	-	-	2,000	3,000	3,000	3,000	3,000
<b>Net Golf Tournament</b>	<b>-</b>	<b>4,284</b>	<b>-</b>	<b>-</b>	<b>2,000</b>	<b>3,000</b>	<b>3,000</b>	<b>3,000</b>	<b>3,000</b>
Tiburoun Taps Revenue	2,000	39,731	2,000	-	-	-	-	-	-
Tiburoun Taps Expense	2,445	16,283	2,445	-	-	-	-	-	-
Tiburoun Taps Staffing	-	542	-	-	-	-	-	-	-
<b>Net Tiburoun Taps</b>	<b>(445)</b>	<b>22,906</b>	<b>(445)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Half Marathon Revenue	-	13,371	-	-	3,000	3,000	3,000	3,000	3,000
Half Marathon Expense	-	3,651	-	-	-	500	500	500	500
Half Marathon Staffing	-	552	-	-	-	-	-	-	-
<b>Net Half Marathon</b>	<b>-</b>	<b>9,168</b>	<b>-</b>	<b>-</b>	<b>3,000</b>	<b>2,500</b>	<b>2,500</b>	<b>2,500</b>	<b>2,500</b>
Halloween Carnival Revenue	-	5,060	-	2,908	4,128	4,000	4,000	4,000	4,000
Halloween Carnival Expense	-	2,548	-	2,281	3,128	3,000	3,200	3,000	3,000
Halloween Carnival Staffing	-	-	-	-	300	300	300	300	300
<b>Net Halloween Carnival</b>	<b>-</b>	<b>2,512</b>	<b>-</b>	<b>627</b>	<b>700</b>	<b>700</b>	<b>500</b>	<b>700</b>	<b>700</b>
Gingerbread Houses Revenue	-	1,440	-	2,448	2,800	2,100	2,500	2,100	2,100
Gingerbread Houses Expenses	-	1,139	-	1,969	2,000	1,800	1,800	1,800	1,800
Gingerbread Houses staffing	-	230	-	-	300	200	200	200	200
<b>Net Gingerbread</b>	<b>-</b>	<b>71</b>	<b>-</b>	<b>479</b>	<b>500</b>	<b>100</b>	<b>500</b>	<b>100</b>	<b>100</b>



18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
-	2,765	-	-	2,500	2,500	2,500	2,500	2,500
-	1,162	-	-	1,500	2,000	2,000	2,000	2,000
-	-	-	-	200	-	-	-	-
-	1,603	-	-	800	500	500	500	500
-	-	-	-	-	-	-	-	-
149	7,664	149	150	1,500	-	-	-	-
(149)	(7,664)	(149)	(150)	(1,500)	-	-	-	-
2,000	86,168	2,000	6,126	18,614	18,600	19,000	18,600	18,600
3,841	51,147	3,841	4,508	11,025	10,500	10,700	10,500	10,500
-	1,508	-	-	800	800	800	800	800
(1,841)	33,513	(1,841)	1,618	6,789	7,300	7,500	7,300	7,300

Father Daughter Dance Revenue  
 Father Daughter Dance Expense  
 Father Daughter Dance Staffing  
**Net Father Daughter Dance**

Misc Revenue  
 Misc Expense  
**Net Misc (SE-Misc)**

Total Special Event Revenue  
 Total Special Event Expense  
 Total Special Event Staffing  
**Net Special Event**

(missing AI Ad Race event info)



## THE RANCH - SOLAR PANELS

Year of Term	Year	Panel Purchase Option Price	Energy Pruchase Rate	Average kWh a year	Annual Cost of Panels
1	2016	\$	0.2692	18,477	\$ 4,974
2	2017	\$	0.2800	18,477	\$ 5,174
3	2018	\$	0.2912	18,477	\$ 5,381
4	2019	\$	0.3028	18,477	\$ 5,595
5	2020	\$	0.3149	18,477	\$ 5,818
6	2021	\$ 67,584	0.3275	18,477	\$ 6,051
7	2022	\$ 67,584	0.3406	18,477	\$ 6,293
					\$ 39,286

### Remaining Years Under American Solar Purchase Agreement

8	2023	\$ 67,584	0.3542	18,477	\$ 6,545
9	2024	\$ 67,584	0.3684	18,477	\$ 6,807
10	2025	\$ 54,594	0.3832	18,477	\$ 7,080
11	2026	\$ 54,594	0.3985	18,477	\$ 7,363
12	2027	\$ 54,594	0.4144	18,477	\$ 7,657
13	2028	\$ 54,594	0.4310	18,477	\$ 7,964
14	2029	\$ 54,594	0.4482	18,477	\$ 8,281
15	2030	\$ 41,279	0.4662	18,477	\$ 8,614
16	2031	\$ 41,279	0.4848	18,477	\$ 8,958
17	2032	\$ 41,279	0.5042	18,477	\$ 9,316
18	2033	\$ 41,279	0.5244	18,477	\$ 9,689
19	2034	\$ 41,279	0.5453	18,477	\$ 10,076
20	2035	\$ 14,781	0.5672	18,477	\$ 10,480
					\$ 108,830

Note: annual rate increase if 4%

Cost of Remaining 13 years = \$108,830  
 Estimated Cost of buyout in the 23-24 Fiscal Year = \$67,584  
 Savings (ignoring time value of money) = \$41,246





# THE RANCH

## Proposed 23-24FY Budget & Financial Information

### THE RANCH MISSION STATEMENT

*To enhance the experience of living in our community to play an active role in making it be a happier, healthier and more filling place (and way) to live.*

## Population information for Tiburon and Belvedere

2021 TOTAL  
COMBINED  
POPULATION:

**11,278**

24% Youth - 76% Adults

- 5 and under: 327
- 5-9 years old: 679
- 10-14 years old: 1006
- 15-19 years old: 615
- 20-44 years old: 1866
- 45-64 years old: 3797
- 65+ years old: 2985

TOTAL Average  
Participants Per Week  
of **Fall 2021**:

- Tots: 10
- TK-8 Youth: 662
- Adult Progs: 175
- Marin Social  
Sports Progs: 320
- 350 tennis key  
households

TOTAL Average  
Participants Per Week  
of **Fall 2022**:

- Tots: 38
- TK-8 Youth: 891
- Adult Progs: 163
- Marin Social  
Sports Progs: 512
- 338 tennis key  
households

## **22-23FY Highlights**

- Fall 2022 saw the largest youth participation in the history of the organization
- From Tots – Bel Aire we saw increased registration
- Tennis still very strong despite staffing issues and decreasing class sizes and number of classes offered
- Participated in the Tiburon Classic Car Show, Library Grand Opening, Get Ready to go 94920!, and the Tiburon Wine Festival
- Gave presentations on The Ranch to RUSD School Board and Belvedere City Council
- Sold out Spring Carnival and Halloween Carnival
- Sold out Art & Garden Camps and Tennis Camps for the first time
- Addition of the once-a-week Bel Aire lunch program funded by the PTA
- Sold out all Marin Social Sport programs
- Sold out school year vacation day camps and Conference Care week
- Purchase of new benches and windscreens at the tennis courts

## **NOTES ON THE RANCH 23-24FY BUDGET CREATION:**

- Our net programming and fee revenue is what covers our facility and admin expenses.
- When creating the annual budget, we strive to keep our facility and admin expenses to our remaining net revenue of around 40%.
- Staff is proposing a net positive year to continue to grow our reserves to pay for future expenses, such as:
  - Solar Panel Contract buy out approx. \$66,000
  - Tennis Court Resurfacing approx. \$25,000
  - Dairy Knoll Center interior maintenance approx. \$30,000
  - Vehicle Purchase approx. \$20,000
- Our Current reserve at end of Feb 2022 was \$274,581. Anticipate this to increase to \$340,000 end of 22-23FY
- This budget was created recognizing the following:
  - Maintaining solid programming
  - State level increases to minimum wage and salaries
  - Aware of what programs are no longer working
  - Lost momentum on rentals
  - Not hiring full time maintenance person, but have a regularly schedule janitorial service and handyman when needed



**THE RANCH 202-2024 Fiscal Year Draft Budget**

Program Revenue (all revenue from in house and independent contractor programs)	\$1,978,950	97% of revenue
Rental Revenue	\$5000	.3% of revenue
Processing Fees	\$52,000	3% of revenue
<b>TOTAL REVENUE</b>	<b>\$2,035,950</b>	

Program Expenses (all Independent Contractor payouts, program staff payroll, program supplies)	\$1,280,900	64% of expenses
Admin Expense (all buisness expenses and administrative staff payroll)	\$679,540	34% of expenses
DK Expense (building related expenses)	\$47,600	2% of expenses
<b>TOTAL EXPENSE</b>	<b>\$2,008,040</b>	

<b>THE RANCH 23-24 FY NET PROJECTIONS:</b>	<b>\$27,910</b>
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## **The Ranch has 6 revenue streams included in 23-24FY proposed budget:**

### **1. ADULT PROGRAMS**

- Fitness Classes
- Game Programs
- Misc. Arts, Languages
- Marin Social Sports

### **2. YOUTH PROGRAMS**

- Summer Camps
- Afterschool Programs
- Dance
- Taekwondo
- Cotillion
- Tot programs
- Teen programs
- Youth Basketball League

### **3. TENNIS**

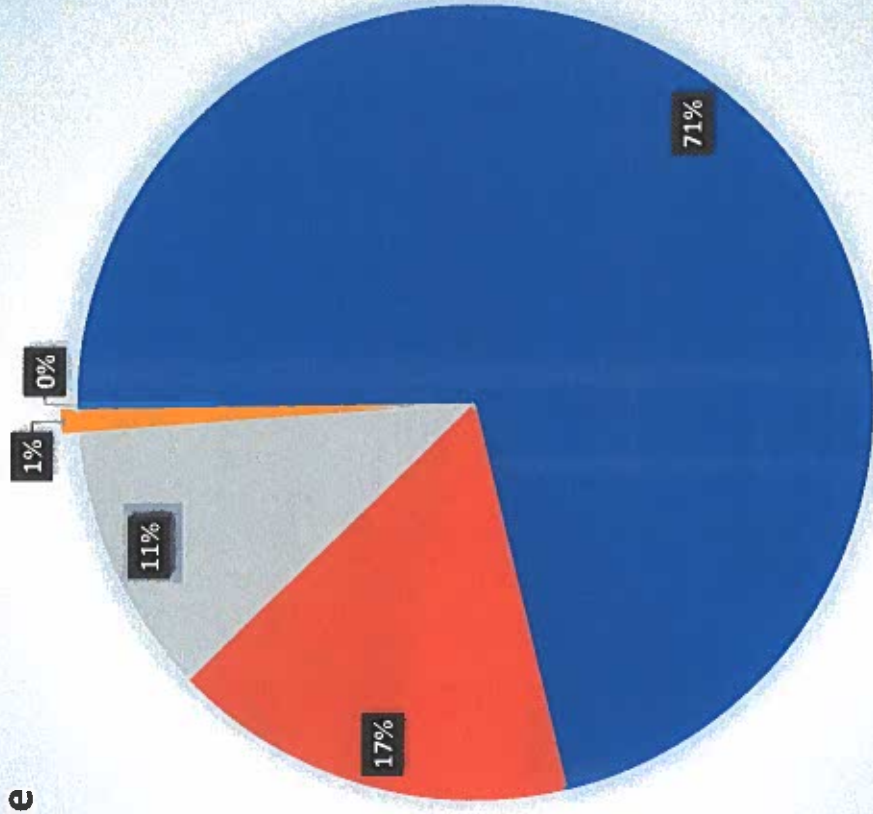
- Tennis Classes
- Tennis Key Sales

### **4. SPECIAL EVENTS**

- Father Daughter Dance
- Spring Carnival
- Halloween Carnival
- Gingerbread with Santa
- Tiburon Classic Car Show
- Run Tiburon

### **5. FACILITY RENTALS**

# Projected Gross Revenue Breakout \$1,983,950



■ Youth \$1,413,350

■ Tennis \$327,000

■ Adults \$22,000

■ Special Events \$18,600

■ Facility Rentals \$5,000

# Projected Net Revenue Breakout \$703,050

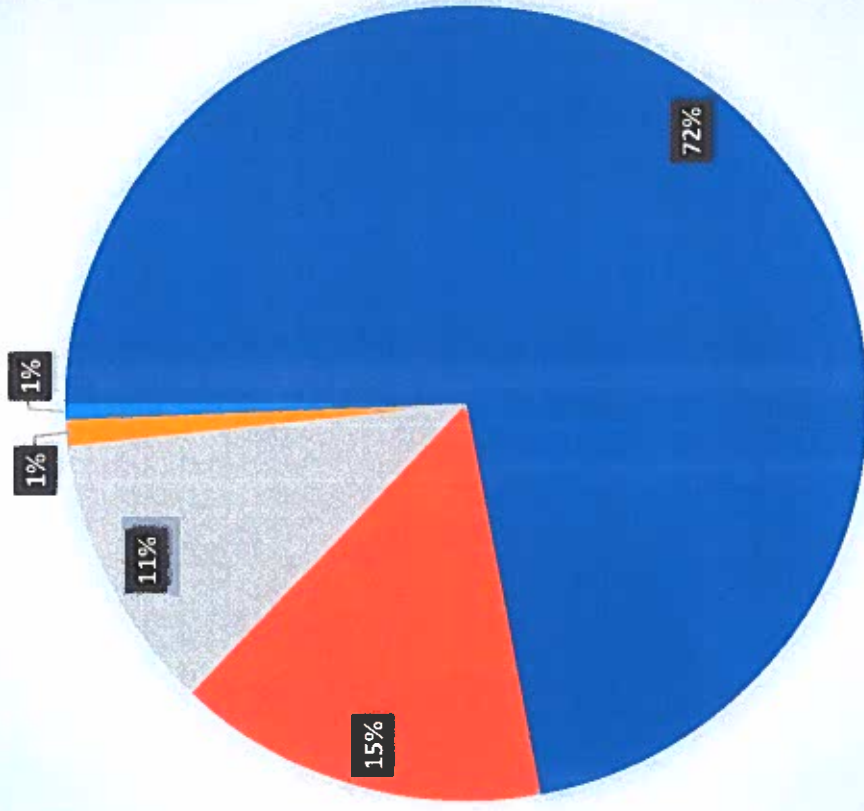
■ Youth \$506,750

■ Tennis \$105,000

■ Adults \$79,500

■ Special Events \$7,300

■ Facility Rentals \$4,500



## **RESERVE POLICY**

*Goal to build a reserve of half our annual non program related expenses*

- 50% of total DK and Admin expenses for proposed 23-24FY would be: \$363,570
- Our reserves could end for 22-23FY at \$340,000 = Not at reserve policy goal for 23-24FY
- Goal off by 7% or \$23, 570



**THE RANCH - BELVEDERE-TIBURON JOINT RECREATION COMMITTEE**  
**Proposed Budget for FY 22-23 - March 1, 2022 - February 28, 2023**  
**2022 August**

Scenario 1 Scenario 2 Scenario 3 Scenario 4

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24	Proposed Budget 23-24	Proposed Budget 23-24
<b>PROGRAM SUMMARY</b>											
Academy Revenues	644,433	653,735	294,263	609,226	646,500	478,111	779,926	744,000	744,000	744,000	744,000
Academy Expenses	399,166	388,492	165,702	384,497	401,500	129,736	526,157	511,500	511,500	511,500	511,500
<b>Net Academy Program</b>	<b>245,267</b>	<b>265,243</b>	<b>128,561</b>	<b>224,729</b>	<b>245,000</b>	<b>348,375</b>	<b>253,769</b>	<b>232,500</b>	<b>232,500</b>	<b>232,500</b>	<b>232,500</b>
Adult Revenues	166,601	201,635	58,518	165,548	175,000	149,647	229,778	220,000	220,000	220,000	220,000
Adult Expenses	97,129	128,018	49,154	108,114	109,000	71,654	148,840	140,500	140,500	140,500	140,500
<b>Net Adult Program</b>	<b>69,472</b>	<b>73,617</b>	<b>9,364</b>	<b>57,434</b>	<b>66,000</b>	<b>77,993</b>	<b>80,938</b>	<b>79,500</b>	<b>79,500</b>	<b>79,500</b>	<b>79,500</b>
Camps Revenues	557,195	649,337	149,497	487,533	597,945	633,094	632,798	612,350	612,350	612,350	608,100
Camps Expenses	333,914	350,130	78,734	247,369	370,494	374,103	354,954	361,000	361,000	361,000	361,000
<b>Net Camps Program</b>	<b>223,281</b>	<b>299,207</b>	<b>70,763</b>	<b>240,164</b>	<b>227,451</b>	<b>258,991</b>	<b>277,844</b>	<b>251,350</b>	<b>247,100</b>	<b>251,350</b>	<b>247,100</b>
Other Program Revenues	424,690	388,244	188,318	382,311	394,600	304,541	408,435	403,000	403,000	403,000	402,600
Other Program Expenses	289,484	265,567	113,223	252,942	246,740	176,144	272,989	267,400	267,400	267,400	267,400
<b>Net Other Program</b>	<b>135,206</b>	<b>122,677</b>	<b>75,095</b>	<b>129,369</b>	<b>147,860</b>	<b>128,397</b>	<b>135,446</b>	<b>135,200</b>	<b>135,400</b>	<b>135,200</b>	<b>135,200</b>
Interest Income	-	-	2,412	244	-	-	-	-	-	-	-
<b>Net non Program</b>	<b>-</b>	<b>-</b>	<b>2,412</b>	<b>244</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Facility Rental Income	18,658	20,999	858	3,823	8,500	995	2,000	5,000	5,000	5,000	5,000
Facility Rental Expense	790	2,566	118	105	1,000	-	200	500	500	500	500
<b>Total Facility Rental</b>	<b>17,868</b>	<b>18,433</b>	<b>740</b>	<b>3,718</b>	<b>7,500</b>	<b>995</b>	<b>1,800</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>
Subtotal Program Revenue	1,811,577	1,913,950	691,454	1,648,441	1,822,545	1,566,388	2,052,937	1,980,100	1,983,950	1,983,950	1,979,700
Subtotal Program Expense	1,120,483	1,134,773	406,931	993,027	1,128,734	751,637	1,303,140	1,281,100	1,280,900	1,280,900	1,280,900
<b>Program Net</b>	<b>691,094</b>	<b>779,177</b>	<b>284,523</b>	<b>655,414</b>	<b>693,811</b>	<b>814,751</b>	<b>749,797</b>	<b>703,050</b>	<b>703,050</b>	<b>703,050</b>	<b>698,800</b>

**REVENUE**

Fees Revenue	-	-	-	67,022	47,250	32,651	55,000	52,000	52,000	52,000	52,000
Community Contributions Revenue	-	-	124,730	68,600	-	-	-	-	-	-	-

**EXPENSES**

Administrative Expenses	(678,565)	(654,680)	(475,920)	(632,141)	(667,354)	(336,300)	(672,416)	(679,540)	(679,540)	(679,540)	(679,540)
Daily Knoll Expenses	(57,012)	(55,855)	(23,975)	(33,669)	(43,325)	(14,319)	(47,025)	(47,600)	(47,600)	(47,600)	(47,600)
Solar Panel Buy Out										(66,000)	(66,000)
<b>Net Gain/Loss</b>	<b>(44,362)</b>	<b>87,631</b>	<b>(90,942)</b>	<b>125,226</b>	<b>30,382</b>	<b>496,783</b>	<b>85,356</b>	<b>23,860</b>	<b>23,860</b>	<b>23,860</b>	<b>(42,340)</b>
<b>Year End Reserves from Audit</b>	<b>125,359</b>	<b>214,285</b>	<b>165,783</b>	<b>274,581</b>							

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23- 24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
<b>ACADEMY</b>											
<b>Spring 2022(AC3)</b>											
Academy Revenues	163,111	150,982	14,264	95,406	155,000	160,026	160,026	175,000	175,000	175,000	175,000
Academy Expenses and Contractor Payouts	65,416	57,458	10,661	34,425	64,000	72,603	72,603	78,000	78,000	78,000	78,000
Academy Payroll	43,645	36,090	17,236	32,010	35,000	41,554	41,554	55,000	55,000	55,000	55,000
Net Academy III	54,050	57,434	(13,633)	28,971	56,000	45,869	45,869	42,000	42,000	42,000	42,000
<b>Fall 1 &amp; 2 2022(AC1)</b>											
Academy Revenues	151,539	200,180	209,178	226,698	215,000	268,540	323,000	290,000	290,000	290,000	290,000
Academy Expenses and Contractor Payouts	66,234	86,598	43,002	100,860	94,000	2,581	138,000	115,000	115,000	115,000	115,000
Academy Payroll	35,570	39,002	52,060	44,673	45,000	2,831	72,000	74,000	74,000	74,000	74,000
Net Academy I	49,735	74,580	114,066	81,165	76,000	263,128	113,000	101,000	101,000	101,000	101,000
<b>Winter 2023 (AC2)</b>											
Academy Revenues	166,912	151,278	65,720	165,346	160,000	-	200,000	185,000	185,000	185,000	185,000
Academy Expenses and Contractor Payouts	76,299	69,629	21,333	72,852	70,000	-	91,000	78,000	78,000	78,000	78,000
Academy Payroll	34,944	28,520	17,395	31,834	32,000	-	52,000	55,000	55,000	55,000	55,000
Net Academy II	55,669	53,129	26,992	60,660	58,000	-	57,000	52,000	52,000	52,000	52,000
<b>Dance/Ballet Program Revenue</b>											
Dance/Ballet Program Revenue	22,546	35,405	5,888	23,359	18,000	18,858	25,000	23,000	23,000	23,000	23,000
Dance/Ballet Program Expenses and Payroll	6,945	9,722	2,079	8,124	9,000	4,920	9,500	9,500	9,500	9,500	9,500
Net Ballet Program	15,601	25,683	3,809	15,235	9,000	13,938	15,500	13,500	13,500	13,500	13,500
<b>Toddler Revenue</b>											
Toddler Revenue	11,008	9,268	5	5,629	6,500	87	1,500	3,000	3,000	3,000	3,000
Toddler Expenses and Payroll	3,720	3,504	567	3,631	4,500	160	500	1,000	1,000	1,000	1,000
Net Toddler Program	7,288	5,764	(562)	1,998	2,000	(73)	1,000	2,000	2,000	2,000	2,000
<b>Teen Revenue</b>											
Teen Revenue	18,562	19,209	378	9,868	12,000	6,400	8,000	8,000	8,000	8,000	8,000
Teen Expense	12,356	16,620	1,319	8,114	8,000	2,519	6,000	6,000	6,000	6,000	6,000
Net Teen Zone Program	6,206	2,589	(941)	1,754	4,000	3,881	2,000	2,000	2,000	2,000	2,000
<b>Cottillon Program Revenue</b>											
Cottillon Program Revenue	80,635	83,058	(1,170)	82,920	80,000	24,200	62,400	60,000	60,000	60,000	60,000
Cottillon Program Expense	38,418	37,179	-	47,974	40,000	2,568	43,000	40,000	40,000	40,000	40,000
Net Cottillon Program	45,217	45,879	(1,170)	34,946	40,000	21,632	19,400	20,000	20,000	20,000	20,000
<b>Total Academy Program</b>											
Revenue	644,433	653,735	294,263	609,226	646,500	478,111	779,926	744,000	744,000	744,000	744,000
Expenses	399,166	388,492	165,702	384,497	401,500	129,736	526,157	511,500	511,500	511,500	511,500
Net	245,267	265,243	128,561	224,729	245,000	348,375	253,769	232,500	232,500	232,500	232,500



18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24	Proposed Budget 23-24	Proposed Budget 23-24
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18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24	Proposed Budget 23-24	Proposed Budget 23-24
End Financials	End Financials	End Financials	End Financials	FY22-23	FY22-23	FY22-23	23-24	23-24	23-24	23-24
48,972	68,564	14,368	49,951	50,000	94,322	94,322	90,000	90,000	90,000	90,000
34,603	39,396	20,460	27,842	30,000	59,540	59,540	56,000	56,000	56,000	56,000
14,369	29,168	(6,092)	27,967	20,000	34,782	34,782	34,000	34,000	34,000	34,000
32,465	31,809	14,398	48,444	40,000	53,456	53,456	48,000	48,000	48,000	48,000
13,030	27,736	9,520	32,972	26,000	12,114	36,000	31,200	31,200	31,200	31,200
19,435	4,073	4,878	15,472	14,000	41,342	17,456	16,800	16,800	16,800	16,800
34,503	57,547	12,666	36,319	40,000	949	42,000	42,000	42,000	42,000	42,000
26,173	29,670	9,324	24,364	26,000	-	27,300	27,300	27,300	27,300	27,300
8,330	27,877	3,342	11,955	14,000	949	14,700	14,700	14,700	14,700	14,700
50,661	43,715	17,086	30,834	45,000	920	40,000	40,000	40,000	40,000	40,000
23,323	31,216	9,850	22,936	27,000	-	26,000	26,000	26,000	26,000	26,000
27,338	12,499	7,236	7,898	18,000	920	14,000	14,000	14,000	14,000	14,000
166,601	201,635	58,518	165,548	175,000	149,647	229,778	220,000	220,000	220,000	220,000
97,129	128,018	49,154	108,114	109,000	71,654	148,840	140,500	140,500	140,500	140,500
69,472	73,617	9,364	57,434	66,000	77,993	80,938	79,500	79,500	79,500	79,500

**ADULTS**

Adult Spring  
Adult Revenue  
Adult Expenses  
Net Spring

Adult Summer  
Adult Revenue  
Adult Expenses  
Net Summer

Adult Fall  
Adult Revenue  
Adult Expenses  
Net Fall

Adult Winter  
Adult Revenue  
Adult Expenses  
Net Winter

Total Adult Program  
Revenue  
Supervision  
Expenses  
Net

**CAMPS**

CIT Revenue  
CIT Expenses  
Net CIT Camp

Angel Island Revenue

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	Year End Projections	Proposed	Proposed	Proposed	Proposed
End Financials	End Financials	End Financials	End Financials	FY22-23	FY22-23	FY22-23	23-24	23-24	23-24	23-24
22,349	28,831	4,840	21,000	21,000	23,428	23,428	23,000	23,000	23,000	23,000
16,711	15,336	32	1,275	11,800	11,023	11,023	11,500	11,500	11,500	11,500
5,638	13,495	4,808	19,725	9,200	12,405	12,405	11,500	11,500	11,500	11,500
414,904	447,644	42,679	276,093	401,550	419,984	419,984	411,350	411,350	411,350	407,100

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
Angel Island Expense	261,067	254,453	11,078	153,776	257,405	241,582	245,000	247,000	247,000	247,000	247,000
Net Angel Island	153,837	193,191	31,601	122,317	144,145	178,402	174,994	164,350	160,100	164,350	160,100
Art & Garden Camp Revenue	20,060	25,327	38,325	42,140	38,160	43,914	43,914	33,000	33,000	33,000	33,000
Art & Garden Camp Expenses	10,141	14,092	17,887	17,327	21,715	23,823	23,810	17,500	17,500	17,500	17,500
Net Art & Garden camp	9,919	11,235	20,438	24,813	16,445	20,091	20,104	15,500	15,500	15,500	15,500
Fantastical Adventures Revenue	99,882	147,535	63,653	148,531	137,235	145,472	145,472	145,000	145,000	145,000	145,000
Fantastical Adventures Expenses	45,995	66,249	49,737	74,991	79,574	75,121	75,121	85,000	85,000	85,000	85,000
Net Camp FA	53,887	81,286	13,916	73,540	57,661	70,351	70,351	60,000	60,000	60,000	60,000
Total Camps											
Revenue	557,195	649,337	149,497	487,764	597,945	632,798	632,798	612,350	608,100	612,350	608,100
Expenses	333,914	350,130	78,734	247,369	370,494	351,549	354,954	361,000	361,000	361,000	361,000
Net	223,281	299,207	70,763	240,395	227,451	281,249	277,844	251,350	247,100	251,350	247,100
18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	Proposed FY22-23	Proposed 23-24	Proposed 23-24	Proposed 23-24	Proposed 23-24	
End Financials	End Financials	End Financials COVID YR	End Financials	FY22-23		FY22-23	23-24	23-24	23-24	23-24	
<b>OTHER PROGRAMS</b>											
Summer Youth Revenues	26,404	13,000	13,715	21,335	15,000	15,570	12,000	12,000	12,000	12,000	
Summer Youth Expenses	18,993	5,470	9,129	14,180	9,000	6,364	7,800	7,800	7,800	7,800	
Net Summer Youth	7,411	7,530	4,586	7,155	6,000	9,206	4,200	4,200	4,200	4,200	
Taekwondo Program Revenues	45,444	43,738	13,696	35,177	41,000	18,385	29,000	29,000	29,000	29,000	
Taekwondo Program Expenses	29,712	32,202	9,176	25,475	26,650	7,560	20,300	20,300	20,300	20,300	
Net Taekwondo Program	15,732	11,536	4,520	9,702	14,350	10,825	8,700	8,700	8,700	8,700	
Tennis Program Revenues	181,683	175,045	125,894	256,279	250,000	213,594	275,000	275,000	275,000	275,000	
Tennis Program Expenses	125,465	127,641	77,256	194,100	188,000	155,783	212,000	212,000	212,000	212,000	
Net Tennis Program	56,218	47,405	48,638	62,179	62,000	57,811	63,000	63,000	63,000	63,000	
BB League Revenues	19,391	21,627	53	10,785	19,000	-	15,000	16,000	16,000	16,000	
BB League Expenses	7,254	6,528	1,449	5,921	6,000	90	6,500	6,000	6,000	6,000	
Net BB League Courts	12,137	15,099	(1,396)	4,864	13,000	(90)	8,500	10,000	10,000	10,000	
Tennis Court Revenues	22,348	23,635	32,960	52,609	52,000	52,806	52,000	52,000	52,000	52,000	
Tennis Courts Expenses	5,212	5,808	5,368	7,223	8,000	2,617	10,000	10,000	10,000	10,000	
Net Tennis Courts	17,136	17,827	27,592	45,386	44,000	50,189	42,000	42,000	42,000	42,000	

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23- 24	Proposed Budget 23- 24	Proposed Budget 23- 24	Proposed Budget 23- 24
Special Event Revenues	123,820	107,499	2,000	6,126	17,600	4,186	18,614	18,600	19,000	18,600	18,600
Special Event Expenses	84,447	69,445	3,841	4,508	9,090	3,730	11,825	11,300	11,500	11,300	11,300
<b>Net Special Events</b>	<b>39,373</b>	<b>38,053</b>	<b>(1,841)</b>	<b>1,618</b>	<b>8,510</b>	<b>456</b>	<b>6,789</b>	<b>7,300</b>	<b>7,500</b>	<b>7,300</b>	<b>7,300</b>
Clothing/Uniform Sales	-	1,993	-	1,535	-	-	2,000	-	-	-	-
Clothing/Uniform Expenses	-	(1,993)	-	-	-	-	(2,000)	-	-	-	-
<b>Net Clothing Sales</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Brochure Ad Income	5,600	3,700	-	-	-	-	-	-	-	-	-
Brochure Expense	18,401	16,480	7,004	-	-	-	-	-	-	-	-
<b>Total Other Program</b>	<b>(12,801)</b>	<b>(12,780)</b>	<b>(7,004)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Revenue	424,690	388,244	188,318	382,311	394,600	304,541	408,435	402,600	403,000	402,600	402,600
Expenses	289,484	265,567	113,223	252,942	246,740	176,144	272,989	267,400	267,600	267,400	267,400
<b>Net</b>	<b>135,206</b>	<b>122,677</b>	<b>75,095</b>	<b>129,369</b>	<b>147,860</b>	<b>128,397</b>	<b>135,446</b>	<b>135,200</b>	<b>135,400</b>	<b>135,200</b>	<b>135,200</b>

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	Year End Projections	23-24	23-24	23-24	23-24
<b>End Financials</b>	<b>1,977</b>	<b>3,200</b>	<b>510</b>	<b>-</b>	<b>500</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Tiburon Community Room Revenue	135	-	-	-	-	-	-	-	-	-	-
Tiburon Community Room Expense	-	-	-	-	-	-	-	-	-	-	-
<b>Net Tiburon Community Room</b>	<b>1,842</b>	<b>3,200</b>	<b>510</b>	<b>-</b>	<b>500</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Belvedere Community Ctr Revenues	7,165	10,201	183	1,213	4,000	995	1,000	2,500	2,500	2,500	2,500
Belvedere Community Ctr Expense	416	2,186	118	-	-	-	-	250	250	250	250
<b>Net Belvedere Community Ctr</b>	<b>6,749</b>	<b>8,015</b>	<b>65</b>	<b>1,213</b>	<b>4,000</b>	<b>995</b>	<b>1,000</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>
Dairy Knoll Rental Revenue	9,516	7,598	165	2,610	4,000	-	1,000	2,500	2,500	2,500	2,500
Dairy Knoll Rental Expenses	239	380	-	-	-	-	200	250	250	250	250
<b>Net Dairy Knoll</b>	<b>9,277</b>	<b>7,217</b>	<b>165</b>	<b>2,610</b>	<b>4,000</b>	<b>-</b>	<b>800</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>	<b>2,250</b>
<b>Total Facility Rentals</b>	<b>18,658</b>	<b>20,999</b>	<b>858</b>	<b>3,823</b>	<b>8,500</b>	<b>995</b>	<b>2,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>	<b>5,000</b>
Expenses	790	2,566	118	-	1,000	-	200	500	500	500	500
Supervision	-	-	-	105	-	-	-	-	-	-	-
<b>Net</b>	<b>17,868</b>	<b>20,999</b>	<b>740</b>	<b>3,718</b>	<b>7,500</b>	<b>995</b>	<b>1,800</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>	<b>4,500</b>

**FACILITY RENTALS**

Tiburon Community Room Revenue  
Tiburon Community Room Expense  
**Net Tiburon Community Room**

Belvedere Community Ctr Revenues  
Belvedere Community Ctr Expense  
**Net Belvedere Community Ctr**

Dairy Knoll Rental Revenue  
Dairy Knoll Rental Expenses  
**Net Dairy Knoll**

**Total Facility Rentals**  
Revenue  
Expenses  
Supervision  
**Net**

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
PG&E Electricity/Gas/ Solar	(7,351)	(6,685)	(5,799)	(7,369)	(8,000)	(3,109)	(10,000)	(8,000)	(8,000)	(8,000)	(8,000)
Water/Sewer	(1,167)	(1,271)	(1,174)	(1,211)	(1,500)	(694)	(1,500)	(1,500)	(1,500)	(1,500)	(1,500)
Internet	(3,000)	(3,000)	(3,547)	(3,250)	(3,000)	(1,250)	(3,000)	(3,400)	(3,400)	(3,400)	(3,400)
Telephone/Communication/Fire	(3,927)	(4,109)	(3,704)	(3,424)	(4,325)	(1,956)	(4,325)	(4,300)	(4,300)	(4,300)	(4,300)
Email service	(2,599)	(1,719)	(2,855)	(2,189)	(3,000)	(1,637)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)
Tech Support	(2,830)	(2,061)	(1,692)	-	(2,500)	(138)	(2,500)	(2,500)	(2,500)	(2,500)	(2,500)
Bldg Maintenance Expenses	(7,807)	(2,115)	(1,796)	(4,159)	(5,000)	-	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)
Building Supplies	(4,502)	(2,586)	(501)	(1,142)	(2,000)	(408)	(1,000)	(2,000)	(2,000)	(2,000)	(2,000)
Custodial Supplies	(2,057)	(1,428)	(1,899)	(2,791)	(2,000)	(1,323)	(4,000)	(4,000)	(4,000)	(4,000)	(4,000)
Custodial	(21,772)	(30,881)	(1,008)	(8,134)	(11,000)	(3,804)	(13,200)	(14,400)	(14,400)	(14,400)	(14,400)
<b>Total Dairy Knoll</b>	<b>(57,012)</b>	<b>(55,855)</b>	<b>(23,975)</b>	<b>(33,669)</b>	<b>(43,325)</b>	<b>(14,319)</b>	<b>(47,025)</b>	<b>(47,600)</b>	<b>(47,600)</b>	<b>(47,600)</b>	<b>(47,600)</b>

**ADMINISTRATIVE EXPENSES**

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget FY22-23	22-23 FY Actuals through August	Year End Projections FY22-23	23-24	23-24	23-24	23-24
Accounting and Payroll Charges/ADP	(4,101)	(6,124)	(5,560)	(5,317)	(6,500)	(3,253)	(6,500)	(6,500)	(6,500)	(6,500)	(6,500)
Audit	(9,900)	(10,300)	(11,000)	(11,400)	(11,700)	(4,750)	(12,000)	(12,700)	(12,700)	(12,700)	(12,700)
Auto Mileage Allowance	(2,216)	(1,694)	(196)	(1,251)	(2,500)	(501)	(1,500)	(2,000)	(2,000)	(2,000)	(2,000)
Bank Charges and Bank Purchases	(837)	(976)	(1,006)	(947)	(1,300)	(761)	(1,700)	(1,500)	(1,500)	(1,500)	(1,500)
Copy Machine	(7,703)	(7,650)	(8,669)	(7,824)	(7,800)	(2,837)	(8,100)	(8,000)	(8,000)	(8,000)	(8,000)
Credit Card Charges	(11,134)	(48,744)	(28,435)	(66,310)	(50,000)	(17,558)	(55,000)	(53,000)	(53,000)	(53,000)	(53,000)
Equipment	(3,368)	(4,110)	(1,177)	(22,757)	(3,000)	-	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)
Fingerprinting	(980)	(1,327)	(392)	(784)	(800)	(628)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
Office Supplies	(5,155)	(3,955)	(253)	(520)	(3,000)	(192)	(1,000)	(1,000)	(1,000)	(1,000)	(1,000)
Payroll Taxes	(23,453)	(27,399)	(23,760)	(26,302)	(29,500)	(17,417)	(28,000)	(28,000)	(28,000)	(28,000)	(28,000)
Postage	(6,890)	(3,835)	(1,543)	(5,324)	(4,000)	(2,596)	(4,000)	(5,000)	(5,000)	(5,000)	(5,000)
Professional Services	(7,125)	(2,950)	(2,575)	(6,375)	(3,000)	(150)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)
Publicity	(8,936)	(9,618)	(3,829)	(7,089)	(9,000)	(7,857)	(9,000)	(9,000)	(9,000)	(9,000)	(9,000)
Recognition	(5,848)	(6,267)	(1,500)	(4,210)	(5,000)	(2,263)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)
Registration Software	(42,500)	(17,793)	(17,448)	(17,588)	(17,448)	(17,448)	(17,448)	(20,588)	(20,588)	(20,588)	(20,588)
Workers Comp Insurance	(19,738)	(16,901)	(14,992)	(13,182)	(17,000)	(4,947)	(14,000)	(14,000)	(14,000)	(14,000)	(14,000)
Unemployment	-	(1,069)	(14,078)	(3,282)	(3,000)	(1,897)	(3,000)	(3,000)	(3,000)	(3,000)	(3,000)
Administrative Staff Payroll	(385,931)	(358,105)	(278,552)	(337,056)	(379,444)	(193,062)	(383,000)	(385,502)	(385,502)	(385,502)	(385,502)
Health & Dental	(87,612)	(83,166)	(54,050)	(58,751)	(68,544)	(35,591)	(72,500)	(72,000)	(72,000)	(72,000)	(72,000)
Conferences and Meetings	(1,749)	(3,510)	(613)	(1,026)	(1,750)	(413)	(600)	(1,750)	(1,750)	(1,750)	(1,750)

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23-24	Proposed Budget 23-24	Proposed Budget 23-24
(43,129)	(38,917)	(7,352)	(30,169)	(37,818)	(18,579)	(37,818)	(38,750)	(38,750)	(38,750)
(258)	(270)	-	(20)	(250)	(100)	(250)	(250)	(250)	(250)
-	-	-	(4,647)	(5,000)	(3,498)	(5,000)	(5,000)	(5,000)	(5,000)
<b>(678,565)</b>	<b>(654,680)</b>	<b>(475,920)</b>	<b>(632,141)</b>	<b>(667,354)</b>	<b>(336,300)</b>	<b>(672,416)</b>	<b>(679,540)</b>	<b>(679,540)</b>	<b>(679,540)</b>

Mass Mutual Retirement Benefits  
 Administrative Expense  
 Brochures (used to be in OTHER section)  
**Administrative Personnel Costs**

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 FY Approved Budget	22-23 FY Actuals through August	Year End Projections	FY22-23	FY22-23	FY22-23
End Financials	End Financials	End Financials	Projections	FY22-23		FY22-23			
-	3,875	-	770	4,000	4,186	4,186	4,000	4,000	4,000
1,247	3,058	1,247	108	3,000	2,897	2,897	3,200	3,200	3,200
-	184	-	-	200	-	-	300	300	300
(1,247)	633	(1,247)	662	800	1,289	1,289	500	500	500
-	19,926	-	-	-	-	2,000	3,000	3,000	3,000
-	15,642	-	-	-	-	-	-	-	-
-	-	-	-	-	-	-	-	-	-
-	4,284	-	-	-	-	2,000	3,000	3,000	3,000
2,000	39,731	2,000	-	-	-	-	-	-	-
2,445	16,283	2,445	-	-	-	-	-	-	-
-	542	-	-	-	-	-	-	-	-
(445)	22,906	(445)	-	-	-	-	-	-	-
-	13,371	-	-	5,000	-	3,000	3,000	3,000	3,000
-	3,651	-	-	-	-	-	500	500	500
-	552	-	-	-	-	-	-	-	-
-	9,168	-	-	5,000	-	3,000	2,500	2,500	2,500
-	5,060	-	2,908	4,000	-	4,128	4,000	4,000	4,000
-	2,548	-	2,281	2,500	518	3,128	3,000	3,000	3,000
-	-	-	-	300	-	300	300	300	300
-	2,512	-	627	1,200	(518)	700	500	500	700
-	1,440	-	2,448	2,100	-	2,800	2,100	2,100	2,100
-	1,139	-	1,969	1,300	-	2,000	1,800	1,800	1,800
-	230	-	-	200	-	300	200	200	200
-	71	-	479	600	-	500	100	100	100
-	2,765	-	-	2,500	-	2,500	2,500	2,500	2,500
-	1,162	-	-	1,500	-	1,500	2,000	2,000	2,000
-	-	-	-	90	-	200	-	-	-
-	1,603	-	-	910	-	800	500	500	500

Spring Carnival Revenue  
 Spring Carnival Expense  
 Spring Carnival Staffing  
**Net Spring Carnival**

Tiburou Car Show  
 Tournament Expense  
 Tournament Staffing  
**Net Golf Tournament**

Tiburou Taps Revenue  
 Tiburou Taps Expense  
 Tiburou Taps Staffing  
**Net Tiburou Taps**

Half Marathon Revenue  
 Half Marathon Expense  
 Half Marathon Staffing  
**Net Half Marathon**

Halloween Carnival Revenue  
 Halloween Carnival Expense  
 Halloween Carnival Staffing  
**Net Halloween Carnival**

Gingerbread Houses Revenue  
 Gingerbread Houses Expenses  
 Gingerbread Houses staffing  
**Net Gingerbread**

Father Daughter Dance Revenue  
 Father Daughter Dance Expense  
 Father Daughter Dance Staffing  
**Net Father Daughter Dance**

Misc Revenue  
 Misc Expense  
 Net Misc (SE-Misc)  
 Total Special Event Revenue  
 Total Special Event Expense  
 Total Special Event Staffing  
 Net Special Event  
 (missing AI Ad Race event info)

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through August	22-23 Year End Projections	Proposed Budget 23- 24	Proposed Budget 23- 24 w/ camp create	Proposed Budget 23-24 w/ solar panels	Proposed Budget 23-24 w/ both
-	-	-	-	-	-	-	-	-	-	-
149	7,664	149	150	-	315	1,500	-	-	-	-
(149)	(7,664)	(149)	(150)	-	(315)	(1,500)	-	-	-	-
2,000	86,168	2,000	6,126	17,600	4,166	18,614	18,600	19,000	18,600	18,600
3,841	51,147	3,841	4,508	8,300	3,730	11,025	10,500	10,700	10,500	10,500
-	1,508	-	-	790	-	800	800	800	800	800
(1,841)	33,513	(1,841)	1,618	8,510	456	6,789	7,300	7,500	7,300	7,300