



THE RANCH

Belvedere Tiburon Joint Recreation Committee

AGENDA

Monday, January 23, 2023 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

SPECIAL MEETING – 6:45pm

Call Meeting to Order and Roll Call

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

CLOSED SESSION

1. Public Employee Performance Review of Recreation Director

ADJOURN – to Regular Meeting

REGULAR MEETING – 7pm

Call Meeting to Order and Roll Call

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

ANNOUNCEMENT OF ACTION TAKEN IN CLOSED SESSION, IF ANY

1. **PUBLIC COMMENT** *(Julianne asks if there is any public comment in person or emails from Candace. Seeing none we move on.)*
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.

2. **MINUTES** Approval of Minutes from Regular Board Meeting on November 14, 2022

MOTION _____ SECOND _____ VOTE _____

3. **DISCUSSION ITEM – RUSD Update**

BOARD MEMBER REPORT – Liz Webb update on Reed Union School District

(any questions or comments from Board to Liz?)

4. **DISCUSSION ITEM – State of The Ranch**

STAFF REPORT – Update year to date on where we are at

(any questions from Board to Director?)

5. **DISCUSSION ITEM – Financial Review**

STAFF REPORT - Review of November 2022 year to date numbers with Staff Report

(any questions from Board to Director?)

6. **DISCUSSION ITEM – Solar Panel Contract Update**

STAFF REPORT – update on contract buyout option

(any questions from Board to Director?)

7. **ACTION ITEM – Approval of 2023-2024 Budget**

STAFF REPORT – explanation of expected budget

(Is there a Motion to approve the proposed draft 23-24 budget including the solar panel payout within this fiscal year?)

MOTION _____ SECOND _____ VOTE _____

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.theranchtoday.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

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, November 14, 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	Absent
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	Absent
Sherry Wangenheim – RUSD Representative	Present

Staff:

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

II. **Public Comment**

No Public Comment made.

III. **Minutes 09-19-22**

Motion Jerry Second Wangenheim Vote 6 In Favor, 0 Against, 0 Abstained, 3 Absent

Motion Carried.

Voted on as follows.

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

NAYS: None

ABSTAINED: None

ABSENT: Griffin, Rosell, Wilkinson

IV. Discussion Item-Special Events

As we know the pandemic gave The Ranch an opportunity to restart, refresh, and recently started to rebuild our reserves. The Ranch hosting special events for the community is important for marketing, advertising, and serving wide demographics. It's also a great opportunity for the community to see all our staff. Large special events are becoming more difficult to insure and expenses for these events have increased. 7 full time staff is the magic number to currently have a balanced budget. Special Events do not make money to cover a salary or part time position to oversee this service. In the past, we had an employee dedicated to special events and we were unable to make that a cost covering position. The events we currently run mostly by me thus using admin payroll to cover this service.

Post pandemic The Ranch has brought back the Spring Carnival, Run Tiburon 5k/10, New Event-Halloween Carnival, Father Daughter Dance and Gingerbread with Santa. The latest Run Tiburon 5k/10k is a great example of the latest challenge in running large special events. This year's event saw increases in all expenses and ended up losing \$1305. This event is funded by Titanium Racing, so The Ranch did not lose money. The funds they received from the event came from \$3000 in racer donations. The Ranch will continue to work with this event in 2023 as it provides a wonderful event for adults, however if they cannot increase participation to offset the growing expenses the future of the event is in danger.

Lastly, The Ranch has been able to create a team structure and seasonal programming that is comfortably covering all costs and providing a year end net positive without the need of large special events. The Ranch is continuing to look at what small new events they could provide or partner with that are not already being met in the community.

V. Action Item- COVID-19 Personnel Policy

The Board needed to discuss and vote to amend or terminate our current COVID 19 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.

Director Hotchkiss made note that this was not only geared toward the Ranch employees but also for contract staff and summer camp staff which totaled around 90 combined. Everyone followed this Policy and The Ranch lost very few people in the process.

Feder asked if the Ranch was the only organization in Marin County with this mandate?

Director Hotchkiss stated that she wasn't aware of any mandated Covid policies in Belvedere/Tiburon but could not speak for anywhere else in Marin County. Feder expressed that she'd prefer to not be an outlier and Shaefer agreed.

In discussion, Wangenheim brought up the verbiage of the Covid Policy in which it states that "all prospective employees must be fully vaccinated for Covid19". This brings to question that the policy means that new incoming employees should be required for a vaccine and not the current employees? Hotchkiss confirmed this was what was written and voted on.

Wangenheim made a motion to change the wording on the current policy to "In compliance with Public Health" and be done with it. Feder seconded this motion. Chair Schlunt then asked the question of whether we should just take out the policy mandate all together.

Riessen then tried to make a motion of this new idea when Hotchkiss pointed out that there was already a motion that has been seconded. The Board then voted against the motion to change to wordage on the mandate to correct the incorrect motion.

The Board discussed whether taking the Policy out completely would hinder insurance guidelines. Hotchkiss stated that this wasn't a question asked towards insurance company and is not aware of any hinderances.

Feder made a motion to remove the mandated policy completely.

Motion Feder Second Riessen Vote All in Favor

Motion Passed

Voted on as follows

AYES: Schlunt, Riessen, Feder, Schaeffer, Gazulis, Wangenheim

NAYS: None

ABSTAINED: None

ABSENT: Wilkinson, Rosell

VI. Discussion Item-Financial Review

Hotchkiss stated that The Ranch is projecting to end the net year of \$85K putting The Ranch in a great place mostly due to the highest youth participation the ranch has ever seen occurring this fall. This does not include winter enrollment which has not occurred yet.

Schlunt asked if there was an increase across the board in all grades not just the bump of TK. Hotchkiss stated that the largest group has been from REED Elementary school TK class. We currently have 17 TKers participating in our programs. Bel Aire numbers are back to what they were before the pandemic. Del Mar is slowly coming back. The Ranch has brought back Friday Night Hangouts/Workshops for Del Mar age group.

Adult classes are booming thanks to Marin Social Sports. Adult fitness classes have been growing which is especially important. Riessen asked if there was competition with Marin Social Sports specifically Basketball. Hotchkiss stated that there is competition but other departments in southern Marin aren't as large as Marin Social Sports to warrant their own basketball league.

Riessen expressed gratitude for Marin Social Sports as his grandson plays on teams.

Bob McCaskill is present to speak about the upcoming solar panel discussion as well as Camp Create, he wants the Ranch to help support on.

Bob is a member of St. Stevens church. This church puts on a camp one week each summer for underprivileged children. Children who attend this camp come from Hilarita, the Canal District and Marin City. This camp is primarily an Art and Music camp with about 30 adult volunteers This camp cost about \$25,000 to run. To restart the camp after the 2 years of closure due to Covid, McCaskill has been speaking with Hotchkiss in hopes to use Angel Island as a primary focal point of the program. He is asking the Ranch to allow the 50 children to attend one week of camp. He explained that the Church will continue to provide transportation for children, provide breakfast, lunch, and dinner as well.

His proposition is that the church pays for camp at a some what reduced fee per child and asking the ranch to cover the rest. Hotchkiss stated that she wanted to bring this to the board sooner rather than later for discussion. She referenced the Financials where she has made a proposed budget of this scenario. Hotchkiss states if we included Camp Create into the budget giving each camper a reduced rate The Ranch would be suffering a \$6,000 loss. Hotchkiss believes this is a great opportunity for a very small cost to support an outside group that will get the current members of our community as well as people from the outside to come in and participate.

Schlunt is intrigued with implementing this into our program. She does question how this aligns with the Ranch's mission of helping the community.

The Ranch entered a 20-year solar panel contract with Energy Finance Associates in 2016 and is now eligible to buy out the contract. The Ranch is recovering well post pandemic and anticipates having \$340,000 in reserves by fiscal year end allowing the Ranch to entertain the idea of buying out the contract. If the Ranch were to buy out, in the 23-24FY, they would save \$41,000 in the remainder of the contract, but also take over the responsibility of maintenance and ownership of these solar panels which is a few thousand dollars a year.

The Town of Tiburon receives funds each year from the City of Belvedere to be applied towards Dairy Knoll as a part of their JPA building agreement. The Town of Tiburon is willing to give a share of these funds to be used towards a portion of the solar panel buy out per Council approval.

Obviously, the sooner they buy out the contract the more funds they save over the remaining 13 years, however The Ranch has a reserve policy goal to hold in reserves 50% of their administration and building expenses which is 7% away from meeting in the proposed 23-24FY budget. Bottom line, using any amount of our reserves, even with financial assistance from the Town, would set them further away from their reserve policy goal.

The Recreation Director suggests we proceed with buying out the contract in the 23-24FY using The Ranch reserves and Town facility funds despite not currently meeting our reserve policy goal as we are doing greater longer term financial damage every year, we do not buy out the contract.

VII. Action Item

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

Motion Feder Second Riessen Vote All in Favor

Motion Passed

Voted on as follows

AYES: Schlunt, Riessen, Feder, Schaeffer, Gazulis, Wangenheim

NAYS: None

ABSTAINED: None

ABSENT: Wilkinson, Rosell

VIII. Action Item

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

Motion Wangenheim Second Schaeffer Vote All in Favor

Motion Passed

Voted on as follows

AYES: Schlunt, Riessen, Feder, Schaeffer, Gazulis, Wangenheim

NAYS: None

ABSTAINED: None

ABSENT: Wilkinson, Rosell

IX. Adjourn

Next Regular Board meeting scheduled to be Monday, January 23rd, 2023, at 7pm. Board Chair Schlunt adjourned the meeting at 8:47 pm.

Respectfully submitted,
Candace Pennisi

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

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
PROGRAM SUMMARY							
Academy Revenues	644,433	653,735	294,263	609,226	646,500	774,683	825,229
Academy Expenses	399,166	388,492	165,702	384,497	401,500	295,486	527,017
Net Academy Program	245,267	265,243	128,561	224,729	245,000	479,197	298,212
Adult Revenues	166,601	201,635	58,518	165,548	175,000	179,135	186,278
Adult Expenses	97,129	128,018	49,154	108,114	109,000	110,772	119,558
Net Adult Program	69,472	73,617	9,364	57,434	66,000	68,363	66,720
Camps Revenues	557,195	649,337	149,497	487,533	597,945	633,094	633,143
Camps Expenses	333,914	350,130	78,734	247,369	370,494	352,819	352,819
Net Camps Program	223,281	299,207	70,763	240,164	227,451	280,275	280,324
Other Program Revenues	424,690	388,244	188,318	382,311	394,600	404,718	423,674
Other Program Expenses	289,484	265,567	113,223	252,942	246,740	210,682	288,881
Net Other Program	135,206	122,677	75,095	129,369	147,860	194,036	134,793
Interest Income	-	-	2,412	244	-	-	-
Net non Program	-	-	2,412	244	-	-	-
Facility Rental Income	18,658	20,999	858	3,823	8,500	2,440	2,520
Facility Rental Expense	790	2,566	118	105	1,000	-	-
Total Facility Rental	17,868	18,433	740	3,718	7,500	2,440	2,520

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
Subtotal Program Revenue	1,811,577	1,913,950	691,454	1,648,441	1,822,545	1,994,070	2,070,844
Subtotal Program Expense	1,120,483	1,134,773	406,931	993,027	1,128,734	969,759	1,288,275
Program Net	691,094	779,177	284,523	655,414	693,811	1,024,311	782,569

REVENUE

Fees Revenue	-	-	-	67,022	47,250	35,599	67,000
Community Contributions Revenue	-	-	124,730	68,600	-	-	-

EXPENSES

Administrative Expenses	(678,565)	(654,680)	(475,920)	(632,141)	(667,354)	(502,842)	(708,498)
Daily Knoll Expenses	(57,012)	(55,855)	(23,975)	(33,669)	(43,325)	(27,721)	(46,250)

Net Gain/Loss	(44,362)	87,631	(90,642)	125,226	30,382	529,347	94,821
Year End Reserves from Audit	125,359	214,285	165,783	274,581			

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
<i>End Financials</i>		<i>End Financials</i>	<i>End Financials</i>	<i>End Financials</i>	FY22-23		FY22-23
Academy Revenues	163,111	150,982	14,264	95,406	155,000	160,026	160,026
Academy Expenses and Contractor Payout	65,416	57,458	10,661	34,425	64,000	72,603	72,603
Academy Payroll	43,645	36,090	17,236	32,010	35,000	41,554	41,554
Net Academy III	54,050	57,434	(13,633)	28,971	56,000	45,869	45,869

ACADEMY

Spring 2022(AC3)

Academy Revenues
Academy Expenses and Contractor Payout
Academy Payroll
Net Academy III

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23 FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
Fall 1 & 2 2022(AC1)							
Academy Revenues	151,539	200,180	209,178	226,698	215,000	331,936	331,333
Academy Expenses and Contractor Payout	66,234	86,598	43,052	100,860	94,000	88,290	145,000
Academy Payroll	35,570	39,002	52,060	44,673	45,000	57,035	74,000
Net Academy I	49,735	74,580	114,066	81,165	76,000	186,611	112,333
Winter 2023 (AC2)							
Academy Revenues	166,912	151,278	65,720	165,346	160,000	192,904	240,000
Academy Expenses and Contractor Payout	76,299	69,629	21,333	72,852	70,000	229	95,000
Academy Payroll	34,944	28,520	17,395	31,834	32,000	1,190	45,000
Net Academy II	55,669	53,129	26,992	60,660	58,000	191,485	100,000
Dance/Ballet Program Revenue	22,546	35,405	5,888	23,359	18,000	26,364	28,543
Dance/Ballet Program Expenses and Payroll	6,945	9,722	2,079	8,124	9,000	8,676	9,500
Net Ballet Program	15,601	25,683	3,809	15,235	9,000	17,688	19,043
Toddler Revenue	11,008	9,268	5	5,629	6,500	2,525	5,327
Toddler Expenses and Payroll	3,720	3,504	567	3,631	4,500	160	2,000
Net Toddler Program	7,288	5,764	(562)	1,998	2,000	2,365	3,327
Teen Revenue	18,562	19,209	378	9,868	12,000	10,210	8,000
Teen Expense	12,356	16,620	1,319	8,114	8,000	4,377	5,000
Net Teen Zone Program	6,206	2,589	(941)	1,754	4,000	5,833	3,000
Cotillion Program Revenue	80,635	83,058	(1,170)	82,920	80,000	50,718	52,000
Cotillion Program Expense	35,418	37,179	-	47,974	40,000	21,372	37,360
Net Cotillion Program	45,217	45,879	(1,170)	34,946	40,000	29,346	14,640

Total Academy Program

Revenue
Expenses
Net

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
644,433	653,735	294,263	609,226	646,500	774,683	825,229
399,166	388,492	165,702	384,497	401,500	295,486	527,017
245,267	265,243	128,561	224,729	245,000	479,197	298,212

ADULTS

Adult Spring
Adult Revenue
Adult Expenses
Net Spring

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
48,972	68,564	14,368	49,951	50,000	94,362	94,322
34,603	39,396	20,460	27,842	30,000	60,864	60,864
14,369	29,168	(6,092)	27,967	20,000	33,498	33,458

Adult Summer

Adult Revenues
Adult Expenses
Net Summer

32,465	31,809	14,398	48,444	40,000	58,520	53,456
13,030	27,736	9,520	32,972	26,000	41,213	33,669
19,435	4,073	4,878	15,472	14,000	17,307	19,787

Adult Fall

Adult Revenues
Adult Expenses
Net Fall

34,503	57,547	12,666	36,319	40,000	25,097	25,000
26,173	29,670	9,324	24,364	26,000	8,695	16,250
8,330	27,877	3,342	11,955	14,000	16,402	8,750

Adult Winter

Adult Revenues

50,661	43,715	17,086	30,834	45,000	1,156	13,500
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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 November	22-23 Year End Projections
Adult Expenses	23,323	31,216	9,850	22,936	27,000	-	8,775
Net Winter	27,338	12,499	7,236	7,898	18,000	1,156	4,725
Total Adult Program							
Revenue	166,601	201,635	58,518	165,548	175,000	179,135	186,278
Supervision	97,129	128,018	49,154	108,114	-	-	-
Expenses					109,000	110,772	119,558
Net	69,472	73,617	9,364	57,434	66,000	68,363	66,720

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	Year End Projections
CAMPS							
CIT Revenue	22,349	28,831	4,840	21,000	21,000	23,428	23,428
CIT Expenses	16,711	15,336	32	1,275	11,800	11,003	11,003
Net CIT Camp	5,638	13,495	4,808	19,725	9,200	12,425	12,425
Angel Island Revenue	414,904	447,644	42,679	276,093	401,550	419,984	419,984
Angel Island Expense	261,067	254,453	11,078	153,776	257,405	242,797	242,797
Net Angel Island	153,837	193,191	31,601	122,317	144,145	177,187	177,187
Art & Garden Camp Revenue	20,060	25,327	38,325	42,140	38,160	43,914	43,914
Art & Garden Camp Expenses	10,141	14,092	17,887	17,327	21,715	23,823	23,823
Net Art & Garden camp	9,919	11,235	20,438	24,813	16,445	20,091	20,091

Fantastical Adventures Revenue
Fantastical Adventures Expenses

Net Camp FA

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
	99,882	147,535	63,653	148,531	137,235	145,817	145,817
	45,995	66,249	49,737	74,991	79,574	75,196	75,196
	53,887	81,286	13,916	73,540	57,661	70,621	70,621

Total Camps

Revenue

Expenses

Net

	557,195	649,337	149,497	487,764	597,945	633,143	633,143
	333,914	350,130	78,734	247,369	370,494	352,819	352,819
	223,281	299,207	70,763	240,395	227,451	280,324	280,324

OTHER PROGRAMS

Summer Youth Revenues

Summer Youth Expenses

Net Summer Youth

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	Year End Projections
	26,404	13,000	13,715	21,335	15,000	15,570	15,570
	18,993	5,470	9,129	14,180	9,000	10,277	10,277
	7,411	7,530	4,586	7,155	6,000	5,293	5,293

Taekwondo Program Revenues

Taekwondo Program Expenses

Net Taekwondo Program

	45,444	43,738	13,696	35,177	41,000	24,804	28,396
	29,712	32,202	9,176	25,475	26,650	8,425	19,887
	15,732	11,536	4,520	9,702	14,350	16,379	8,509

Tennis Program Revenues

	181,683	175,045	125,894	256,279	250,000	273,861	283,000
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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 November	22-23 Year End Projections
Tennis Program Expenses	125,465	127,641	77,256	194,100	188,000	173,537	224,000
Net Tennis Program	56,218	47,405	48,638	62,179	62,000	100,324	59,000
BB League Revenues	19,391	21,627	53	10,785	19,000	19,905	22,000
BB League Expenses	7,254	6,528	1,449	5,921	6,000	90	10,000
Net BB League Courts	12,137	15,099	(1,396)	4,864	13,000	19,815	12,000
Tennis Court Revenues	22,348	23,635	32,960	52,609	52,000	57,000	58,000
Tennis Courts Expenses	5,212	5,808	5,368	7,223	8,000	7,570	14,500
Net Tennis Courts	17,136	17,827	27,592	45,386	44,000	49,430	43,500
Special Event Revenues	123,820	107,499	2,000	6,126	17,600	13,578	16,708
Special Event Expenses	84,447	69,445	3,841	4,508	9,090	10,783	11,217
Net Special Events	39,373	38,053	(1,841)	1,618	8,510	2,795	5,491
Clothing/Uniform Sales	-	-	-	-	-	-	-
Clothing/Uniform Expenses	-	1,993	-	1,535	-	-	(1,000)
Net Clothing Sales	-	(1,993)	-	-	-	-	1,000
Brochure Ad Income	5,600	3,700	-	-	-	-	-
Brochure Expense	18,401	16,480	7,004	-	-	-	-
	(12,801)	(12,780)	(7,004)				
Total Other Program							
Revenue	424,690	388,244	188,318	382,311	394,600	404,718	423,674
Expenses	289,484	265,567	113,223	252,942	246,740	210,682	288,881
Net	135,206	122,677	75,095	129,369	147,860	194,036	134,793

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
End Financials	End Financials	End Financials	End Financials	End Financials	FY22-23		
Tiburon Community Room Revenue	1,977	3,200	510	-	500	-	-
Tiburon Community Room Expense	135	-	-	-	-	-	-
Net Tiburon Community Room	1,842	3,200	510	-	500	-	-
Belvedere Community Ctr Revenues	7,165	10,201	183	1,213	4,000	2,920	3,000
Belvedere Community Ctr Expense	416	2,186	118	-	-	-	-
Net Belvedere Community Ctr	6,749	8,015	65	1,213	4,000	2,920	3,000
Dairy Knoll Rental Revenue	9,516	7,598	165	2,610	4,000	(480)	(480)
Dairy Knoll Rental Expenses	239	380	-	-	-	-	-
Net Dairy Knoll	9,277	7,217	165	2,610	4,000	(480)	(480)
Total Facility Rentals							
Revenue	18,658	20,999	858	3,823	8,500	2,440	2,520
Expenses	790	2,566	118	-	-	-	-
Supervision	-	-	-	105	1,000	-	-
Net	17,868	20,999	740	3,718	7,500	2,440	2,520

DAIRY KNOLL

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	Year End Projections

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
	End Financials	End Financials	End Financials	End Financials	FY22-23		FY22-23
PG&E Electricity/Gas/ Solar	(7,351)	(6,685)	(5,799)	(7,369)	(8,000)	(3,232)	(10,000)
Water/Sewer	(1,167)	(1,271)	(1,174)	(1,211)	(1,500)	(966)	(1,500)
Internet	(3,000)	(3,000)	(3,547)	(3,250)	(3,000)	(2,000)	(3,000)
Telephone/Communication/Fire	(3,927)	(4,109)	(3,704)	(3,424)	(4,325)	(2,997)	(4,000)
Email service	(2,599)	(1,719)	(2,855)	(2,189)	(3,000)	(2,357)	(3,050)
Tech Support	(2,830)	(2,061)	(1,692)	-	(2,500)	(495)	(2,000)
Bldg Maintenance Expenses	(7,807)	(2,115)	(1,796)	(4,159)	(5,000)	-	(500)
Building Supplies	(4,502)	(2,586)	(501)	(1,142)	(2,000)	(5,988)	(6,000)
Custodial Supplies	(2,057)	(1,428)	(1,899)	(2,791)	(3,000)	(1,582)	(3,000)
Custodian	(21,772)	(30,881)	(1,008)	(8,134)	(11,000)	(8,104)	(13,200)
Total Dairy Knoll	(57,012)	(55,855)	(23,975)	(33,669)	(43,325)	(27,721)	(46,250)

ADMINISTRATIVE EXPENSES

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	Year End Projections
	End Financials	End Financials	End Financials	End Financials	FY22-23		FY22-23
Accounting and Payroll Charges/ADP	(4,101)	(6,124)	(5,560)	(5,317)	(6,500)	(4,416)	(6,000)
Audit	(9,900)	(10,300)	(11,000)	(11,400)	(11,700)	(12,000)	(12,000)
Auto Mileage Allowance	(2,216)	(1,694)	(196)	(1,251)	(2,500)	(856)	(2,000)
Bank Charges and Bank Purchases	(837)	(976)	(1,006)	(947)	(1,300)	(1,017)	(1,500)
Copy Machine	(7,703)	(7,650)	(8,669)	(7,824)	(7,800)	(3,601)	(9,000)
Credit Card Charges	(11,134)	(48,744)	(28,435)	(66,310)	(50,000)	(40,464)	(77,300)

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
Equipment	(3,368)	(4,110)	(117)	(22,757)	(3,000)	(186)	(5,000)
Fingerprinting	(980)	(1,327)	(392)	(784)	(800)	(692)	(1,000)
Office Supplies	(5,155)	(3,955)	(253)	(520)	(3,000)	(117)	(500)
Payroll Taxes	(23,453)	(27,399)	(23,760)	(26,302)	(29,500)	(21,856)	(27,000)
Postage	(6,890)	(3,835)	(1,543)	(5,324)	(4,000)	(5,679)	(6,500)
Professional Services	(7,125)	(2,950)	(2,575)	(6,375)	(3,000)	(150)	(2,000)
Publicity	(8,938)	(9,618)	(3,829)	(7,089)	(9,000)	(8,816)	(10,000)
Recognition	(5,848)	(6,267)	(1,500)	(4,210)	(5,000)	(2,758)	(7,000)
Registration Software	(42,500)	(17,793)	(17,448)	(17,598)	(17,448)	(17,448)	(17,448)
Workers Comp Insurance	(19,738)	(16,901)	(14,992)	(13,182)	(17,000)	(6,821)	(14,000)
Unemployment	-	(1,069)	(14,078)	(3,282)	(3,000)	(1,897)	(2,000)
Administrative Staff Payroll	(385,931)	(358,105)	(278,552)	(337,056)	(379,444)	(284,212)	(380,000)
Health & Dental	(87,612)	(83,166)	(54,050)	(58,751)	(68,544)	(57,054)	(75,000)
Conferences and Meetings	(1,749)	(3,510)	(613)	(1,026)	(1,750)	(454)	(10,000)
Mass Mutual Retirement Benefits	(43,129)	(38,917)	(7,352)	(30,169)	(37,818)	(27,932)	(38,000)
Administrative Expense	(258)	(270)	-	(20)	(250)	(100)	(250)
Brochures (used to be in OTHER section)	-	-	-	(4,647)	(5,000)	(4,316)	(5,000)
Administrative Personnel Costs	(678,565)	(654,680)	(475,920)	(632,141)	(667,354)	(502,842)	(708,498)

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	Year End Projections
Spring Carnival Revenue	-	3,875	-	770	4,000	4,186	4,186
Spring Carnival Expense	1,247	3,058	1,247	108	3,000	2,897	2,897
Spring Carnival Staffing	-	184	-	-	200	-	-
End Financials	End Financials	End Financials	End Financials	Projections	FY22-23	Actuals through November	FY22-23

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year	22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
Net Spring Carnival	(1,247)	633	(1,247)	662	800	1,289	1,289
Tiburron Car Show	-	19,926	-	-	-	-	1,500
Tournament Expense	-	15,642	-	-	-	-	-
Tournament Staffing	-	-	-	-	-	-	-
Net Golf Tournament	-	4,284	-	-	-	-	1,500
Tiburron Taps Revenue	2,000	39,731	2,000	-	-	-	-
Tiburron Taps Expense	2,445	16,283	2,445	-	-	-	-
Tiburron Taps Staffing	-	542	-	-	-	-	-
Net Tiburron Taps	(445)	22,906	(445)	-	-	-	-
Half Marathon Revenue	-	13,371	-	-	5,000	2,705	2,974
Half Marathon Expense	-	3,651	-	-	-	266	450
Half Marathon Staffing	-	552	-	-	-	-	-
Net Half Marathon	-	9,168	-	-	5,000	2,439	2,524
Halloween Carnival Revenue	-	5,060	-	2,908	4,000	4,128	4,128
Halloween Carnival Expense	-	2,548	-	2,281	2,500	3,416	3,128
Halloween Carinval Staffing	-	-	-	-	300	-	300
Net Halloween Carnival	-	2,512	-	627	1,200	712	700
Gingerbread Houses Revenue	-	1,440	-	2,448	2,100	2,520	2,920
Gingerbread Houses Expenses	-	1,139	-	1,969	1,300	1,712	1,934
Gingerbread Houses staffing	-	230	-	-	200	-	258
Net Gingerbread	-	71	-	479	600	808	728
Father Daughter Dance Revenue	-	2,765	-	-	2,500	-	1,000
Father Daughter Dance Expense	-	1,162	-	-	1,500	-	500

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

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year		22-23FY Approved Budget	22-23 FY Actuals through November	22-23 Year End Projections
	-	-	-	-		90	-	250
	-	1,603	-	-		910	-	250
	-	-	-	-		-	39	-
	149	7,664	149	150		-	1,474	1,500
	(149)	(7,664)	(149)	(150)		-	(1,435)	(1,500)
	2,000	86,168	2,000	6,126		17,600	13,578	16,708
	3,841	51,147	3,841	4,508		8,300	9,765	10,409
	-	1,508	-	-		790	-	808
	(1,841)	33,513	(1,841)	1,618		8,510	3,813	5,491

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

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	22-23 Year End Projections
PROGRAM SUMMARY								
Academy Revenues	644,433	653,735	294,263	609,226			828,000	825,229
Academy Expenses	399,166	388,492	165,702	384,497			526,000	527,017
Net Academy Program	245,267	265,243	128,561	224,729			302,000	298,212
Adult Revenues	166,601	201,635	58,518	165,548			111,000	186,278
Adult Expenses	97,129	128,018	49,154	108,114			74,450	119,558
Net Adult Program	69,472	73,617	9,364	57,434			36,550	66,720
Camps Revenues	557,195	649,337	149,497	487,533			605,100	633,143
Camps Expenses	333,914	350,130	78,734	247,369			359,000	352,819
Net Camps Program	223,281	299,207	70,763	240,164			246,100	280,324
Other Program Revenues	424,690	388,244	188,318	382,311			411,500	423,674
Other Program Expenses	289,484	265,567	113,223	252,942			269,950	288,881
Net Other Program	135,206	122,677	75,095	129,369			141,550	134,793
Interest Income	-	-	2,412	244			-	-
Net non Program	-	-	2,412	244			-	-
Facility Rental Income	18,658	20,999	858	3,823			5,000	2,520
Facility Rental Expense	790	2,566	118	105			800	-
Total Facility Rental	17,868	18,433	740	3,718			4,200	2,520
Subtotal Program Revenue	1,811,577	1,913,950	691,454	1,648,441			1,960,600	2,070,844
Subtotal Program Expense	1,120,483	1,134,773	406,931	993,027			1,230,200	1,288,275
Program Net	691,094	779,177	284,523	655,414			730,400	782,569

REVENUE

Fees Revenue	-	-	-	67,022			60,000	67,000
Community Contributions Revenue	-	-	124,730	68,600			-	-

EXPENSES

Administrative Expenses	(678,565)	(654,680)	(475,920)	(632,141)			(677,487)	(708,498)
Dairy Knoll Expenses	(57,012)	(55,855)	(23,975)	(33,669)			(43,500)	(46,250)
Solar Panel Buy Out							(58,000)	
Net Gain/Loss	(44,362)	87,631	(90,642)	125,226			11,413	94,821
Year End Reserves	125,359	214,285	165,783	274,581				

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	22-23 Year End Projections
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	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year		Proposed Budget 23-24	22-23 Year End Projections
	End Financials	End Financials	End Financials	End Financials		23-24	FY22-23
ACADEMY							
Spring 2022(AC3)							
Academy Revenues	163,111	150,982	14,264	95,406		223,000	160,026
Academy Expenses and Contractor Payout	65,416	57,458	10,661	34,425		92,000	72,603
Academy Payroll	43,645	36,090	17,236	32,010		48,000	41,554
Net Academy III	54,050	57,434	(13,633)	28,971		83,000	45,869
Fall 1 & 2 2022(AC1)							
Academy Revenues	151,539	200,180	209,178	226,698		296,000	331,333
Academy Expenses and Contractor Payout	66,234	86,598	43,052	100,860		125,000	145,000
Academy Payroll	35,570	39,002	52,060	44,673		75,000	74,000
Net Academy I	49,735	74,580	114,066	81,165		96,000	112,333
Winter 2023 (AC2)							
Academy Revenues	166,912	151,278	65,720	165,346		220,000	240,000
Academy Expenses and Contractor Payout	76,299	69,629	21,333	72,852		90,000	95,000
Academy Payroll	34,944	28,520	17,395	31,834		50,000	45,000
Net Academy II	55,669	53,129	26,992	60,660		80,000	100,000
Dance/Ballet Program Revenue	22,546	35,405	5,888	23,359		28,000	28,543
Dance/Ballet Program Expenses and Payroll	6,945	9,722	2,079	8,124		10,000	9,500
Net Ballet Program	15,601	25,683	3,809	15,235		18,000	19,043
Toddler Revenue	11,008	9,268	5	5,629		3,000	5,327
Toddler Expenses and Payroll	3,720	3,504	567	3,631		1,000	2,000
Net Toddler Program	7,288	5,764	(562)	1,998		2,000	3,327
Teen Revenue	18,562	19,209	378	9,868		8,000	8,000
Teen Expense	12,356	16,620	1,319	8,114		5,000	5,000
Net Teen Zone Program	6,206	2,589	(941)	1,754		3,000	3,000
Cotillion Program Revenue	80,635	83,058	(1,170)	82,920		50,000	52,000
Cotillion Program Expense	35,418	37,179	-	47,974		30,000	37,360
Net Cotillion Program	45,217	45,879	(1,170)	34,946		20,000	14,640
Total Academy Program							
Revenue	644,433	653,735	294,263	609,226		828,000	825,229
Expenses	399,166	388,492	165,702	384,497		526,000	527,017
Net	245,267	265,243	128,561	224,729		302,000	298,212

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year		Proposed Budget 23-24	22-23 Year End Projections
	End Financials	End Financials	End Financials	End Financials		23-24	FY22-23

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	22-23 Year End Projections
ADULTS								
Adult Spring								
Adult Revenue	48,972	68,564	14,368	49,951			40,000	94,322
Adult Expenses	34,603	39,396	20,460	27,842			26,000	60,864
Net Spring	14,369	29,168	(6,092)	27,967			14,000	33,458
Adult Summer								
Adult Revenues	32,465	31,809	14,398	48,444			23,000	53,456
Adult Expenses	13,030	27,736	9,520	32,972			16,100	33,669
Net Summer	19,435	4,073	4,878	15,472			6,900	19,787
Adult Fall								
Adult Revenues	34,503	57,547	12,666	36,319			25,000	25,000
Adult Expenses	26,173	29,670	9,324	24,364			16,250	16,250
Net Fall	8,330	27,877	3,342	11,955			8,750	8,750
Adult Winter								
Adult Revenues	50,661	43,715	17,086	30,834			23,000	13,500
Adult Expenses	23,323	31,216	9,850	22,936			16,100	8,775
Net Winter	27,338	12,499	7,236	7,898			6,900	4,725
Total Adult Program								
Revenue	166,601	201,635	58,518	165,548			111,000	186,278
Supervision Expenses	97,129	128,018	49,154	108,114			74,450	119,558
Net	69,472	73,617	9,364	57,434			36,550	66,720

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	Year End Projections
	End Financials	End Financials	End Financials	End Financials			23-24	FY22-23
CAMPS								
CIT Revenue	22,349	28,831	4,840	21,000			23,000	23,428
CIT Expenses	16,711	15,336	32	1,275			11,500	11,003
Net CIT Camp	5,638	13,495	4,808	19,725			11,500	12,425
Angel Island Revenue	414,904	447,644	42,679	276,093			407,100	419,984
Angel Island Expense	261,067	254,453	11,078	153,776			250,000	242,797
Net Angel Island	153,837	193,191	31,601	122,317			157,100	177,187
Art & Garden Camp Revenue	20,060	25,327	38,325	42,140			30,000	43,914
Art & Garden Camp Expenses	10,141	14,092	17,887	17,327			17,500	23,823
Net Art & Garden camp	9,919	11,235	20,438	24,813			12,500	20,091
Fantastical Adventures Revenue	99,882	147,535	63,653	148,531			145,000	145,817

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			Proposed Budget 23-24	22-23 Year End Projections
45,995	66,249	49,737	74,991			80,000	75,196
53,887	81,286	13,916	73,540			65,000	70,621
557,195	649,337	149,497	487,764			605,100	633,143
333,914	350,130	78,734	247,369			359,000	352,819
223,281	299,207	70,763	240,395			246,100	280,324

18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	Year End Projections
End Financials	End Financials	End Financials	End Financials			23-24	FY22-23

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
 Clothing/Uniform Expenses
Net Clothing Sales

Brochure Ad Income
 Brochure Expense

26,404	13,000	13,715	21,335			12,000	15,570
18,993	5,470	9,129	14,180			7,800	10,277
7,411	7,530	4,586	7,155			4,200	5,293
45,444	43,738	13,696	35,177			28,000	28,396
29,712	32,202	9,176	25,475			19,600	19,887
15,732	11,536	4,520	9,702			8,400	8,509
181,683	175,045	125,894	256,279			275,000	283,000
125,465	127,641	77,256	194,100			212,000	224,000
56,218	47,405	48,638	62,179			63,000	59,000
19,391	21,627	53	10,785			22,000	22,000
7,254	6,528	1,449	5,921			10,000	10,000
12,137	15,099	(1,396)	4,864			12,000	12,000
22,348	23,635	32,960	52,609			55,000	58,000
5,212	5,808	5,368	7,223			10,000	14,500
17,136	17,827	27,592	45,386			45,000	43,500
123,820	107,499	2,000	6,126			19,500	16,708
84,447	69,445	3,841	4,508			11,550	11,217
39,373	38,053	(1,841)	1,618			7,950	5,491
-	-	-	-			-	-
-	1,993	-	1,535			(1,000)	(1,000)
-	(1,993)	-	-			-	1,000
5,600	3,700	-	-			-	-
18,401	16,480	7,004	-			-	-

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	22-23 Year End Projections
	(12,801)	(12,780)	(7,004)					
Total Other Program								
Revenue	424,690	388,244	188,318	382,311			411,500	423,674
Expenses	289,484	265,567	113,223	252,942			269,950	288,881
Net	135,206	122,677	75,095	129,369			141,550	134,793

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	Year End Projections
	End Financials	End Financials	End Financials	End Financials			23-24	FY22-23
FACILITY RENTALS								
Tiburon Community Room Revenue	1,977	3,200	510	-			-	-
Tiburon Community Room Expense	135		-	-			-	-
Net Tiburon Community Room	1,842	3,200	510	-			-	-
Belvedere Community Ctr Revenues	7,165	10,201	183	1,213			2,000	3,000
Belvedere Community Ctr Expense	416	2,186	118	-			400	-
Net Belvedere Community Ctr	6,749	8,015	65	1,213			1,600	3,000
Dairy Knoll Rental Revenue	9,516	7,598	165	2,610			3,000	(480)
Dairy Knoll Rental Expenses	239	380	-	-			400	-
Net Dairy Knoll	9,277	7,217	165	2,610			2,600	(480)
Total Facility Rentals								
Revenue	18,658	20,999	858	3,823			5,000	2,520
Expenses	790	2,566	118	-			800	-
Supervision	-	-	-	105			-	-
Net	17,868	20,999	740	3,718			4,200	2,520

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	Year End Projections
	End Financials	End Financials	End Financials	End Financials			23-24	FY22-23
DAIRY KNOLL								
PG&E Electricity/Gas/ Solar	(7,351)	(6,685)	(5,799)	(7,369)			(2,000)	(10,000)
Water/Sewer	(1,167)	(1,271)	(1,174)	(1,211)			(1,800)	(1,500)
Internet	(3,000)	(3,000)	(3,547)	(3,250)			(3,400)	(3,000)
Telephone/Communication/Fire	(3,927)	(4,109)	(3,704)	(3,424)			(4,300)	(4,000)
Email service	(2,599)	(1,719)	(2,855)	(2,189)			(2,500)	(3,050)
Tech Support	(2,830)	(2,061)	(1,692)	-			(2,500)	(2,000)
Bldg Maintenance Expenses	(7,807)	(2,115)	(1,796)	(4,159)			(5,000)	(500)
Building Supplies	(4,502)	(2,586)	(501)	(1,142)			(2,000)	(6,000)
Custodial Supplies	(2,057)	(1,428)	(1,899)	(2,791)			(4,000)	(3,000)
Custodian	(21,772)	(30,881)	(1,008)	(8,134)			(16,000)	(13,200)

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	22-23 Year End Projections
Total Dairy Knoll	(57,012)	(55,855)	(23,975)	(33,669)			(43,500)	(46,250)

ADMINISTRATIVE EXPENSES

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	Year End Projections
	End Financials	End Financials	End Financials	End Financials			23-24	FY22-23
Accounting and Payroll Charges/ADP	(4,101)	(6,124)	(5,560)	(5,317)			(6,250)	(6,000)
Audit	(9,900)	(10,300)	(11,000)	(11,400)			(12,700)	(12,000)
Auto Mileage Allowance	(2,216)	(1,694)	(196)	(1,251)			(2,000)	(2,000)
Bank Charges and Bank Purchases	(837)	(976)	(1,006)	(947)			(1,500)	(1,500)
Copy Machine	(7,703)	(7,650)	(8,669)	(7,824)			(9,600)	(9,000)
Credit Card Charges	(11,134)	(48,744)	(28,435)	(66,310)			(75,000)	(77,300)
Equipment	(3,368)	(4,110)	(117)	(22,757)			(3,000)	(5,000)
Fingerprinting	(980)	(1,327)	(392)	(784)			(1,000)	(1,000)
Office Supplies	(5,155)	(3,955)	(253)	(520)			(500)	(500)
Payroll Taxes	(23,453)	(27,399)	(23,760)	(26,302)			(27,000)	(27,000)
Postage	(6,890)	(3,835)	(1,543)	(5,324)			(6,500)	(6,500)
Professional Services	(7,125)	(2,950)	(2,575)	(6,375)			(2,000)	(2,000)
Publicity	(8,938)	(9,618)	(3,829)	(7,089)			(9,000)	(10,000)
Recognition	(5,848)	(6,267)	(1,500)	(4,210)			(5,000)	(7,000)
Registratrion Software	(42,500)	(17,793)	(17,448)	(17,598)			(20,937)	(17,448)
Workers Comp Insurance	(19,738)	(16,901)	(14,992)	(13,182)			(15,000)	(14,000)
Unemployment	-	(1,069)	(14,078)	(3,282)			(2,000)	(2,000)
Administrative Staff Payroll	(385,931)	(358,105)	(278,552)	(337,056)			(364,000)	(380,000)
Health & Dental	(87,612)	(83,166)	(54,050)	(58,751)			(68,000)	(75,000)
Conferences and Meetings	(1,749)	(3,510)	(613)	(1,026)			(2,000)	(10,000)
Mass Mutual Retirement Benefits	(43,129)	(38,917)	(7,352)	(30,169)			(37,050)	(38,000)
Administrative Expense	(258)	(270)	-	(20)			(250)	(250)
Brochures	-	-	-	(4,647)			(7,200)	(5,000)
Administrative Personnel Costs	(678,565)	(654,680)	(475,920)	(632,141)			(677,487)	(708,498)

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	Year End Projections
	End Financials	End Financials	End Financials	Projections			FY22-23	FY22-23
Spring Carnival Revenue	-	3,875	-	770			4,000	4,186
Spring Carnival Expense	1,247	3,058	1,247	108			3,000	2,897
Spring Carinval Staffing	-	184	-	-			300	-
Net Spring Carnival	(1,247)	633	(1,247)	662			700	1,289
Tiburon Car Show	-	19,926	-	-			2,000	1,500
Tournament Expense	-	15,642	-	-			-	-

	18-19 Year	19-20 Year	20-21 Year COVID YR	21-22 Year			Proposed Budget 23-24	22-23 Year End Projections
Tournament Staffing	-	-	-	-			-	-
Net Golf Tournament	-	4,284	-	-			2,000	1,500
Tiburon Taps Revenue	2,000	39,731	2,000	-			-	-
Tiburon Taps Expense	2,445	16,283	2,445	-			-	-
Tiburon Taps Staffing	-	542	-	-			-	-
Net Tiburon Taps	(445)	22,906	(445)	-			-	-
Half Marathon Revenue	-	13,371	-	-			4,000	2,974
Half Marathon Expense	-	3,651	-	-			500	450
Half Marathon Staffing	-	552	-	-			-	-
Net Half Marathon	-	9,168	-	-			3,500	2,524
Halloween Carnival Revenue	-	5,060	-	2,908			4,000	4,128
Halloween Carnival Expense	-	2,548	-	2,281			3,000	3,128
Halloween Carinval Staffing	-	-	-	-			300	300
Net Halloween Carnival	-	2,512	-	627			700	700
Gingerbread Houses Revenue	-	1,440	-	2,448			3,000	2,920
Gingerbread Houses Expenses	-	1,139	-	1,969			1,900	1,934
Gingerbread Houses staffing	-	230	-	-			300	258
Net Gingerbread	-	71	-	479			800	728
Father Daughter Dance Revenue	-	2,765	-	-			2,500	1,000
Father Daughter Dance Expense	-	1,162	-	-			2,000	500
Father Daughter Dance Staffing	-	-	-	-			250	250
Net Father Daughter Dance	-	1,603	-	-			500	250
Misc Revenue	-	-	-	-			-	-
Misc Expense	149	7,664	149	150			-	1,500
Net Misc (SE-Misc)	(149)	(7,664)	(149)	(150)			-	(1,500)
Total Special Event Revenue	2,000	86,168	2,000	6,126			19,500	16,708
Total Special Event Expense	3,841	51,147	3,841	4,508			10,400	10,409
Total Special Event Staffing	-	1,508	-	-			1,150	808
Net Special Event	(1,841)	33,513	(1,841)	1,618			7,950	5,491

(missing AI Ad Race event info)



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**

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

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

- 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

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

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

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

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 949201, 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. \$58,000
 - 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 \$342,402 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 2023-2024 Fiscal Year Draft Budget

Program Revenue (all revenue from in house and independent contractor programs)	\$1,956,400	97% of revenue
Rental Revenue	\$4,200	1% of revenue
Processing Fees	\$60,000	3% of revenue
TOTAL REVENUE	\$2,020,600	

Program Expenses (all Independent Contractor payouts, program staff payroll, program supplies)	\$1,230,200	61% of expenses
Admin Expense (all buisness expenses and administrative staff payroll)	\$677,487	34% of expenses
DK Expense (building related expenses)	\$43,500	2% of expenses
TOTAL EXPENSES	\$2,008,040	

THE RANCH 23-24 NET PROJECTIONS (if solar panels not bought out)	\$69,413
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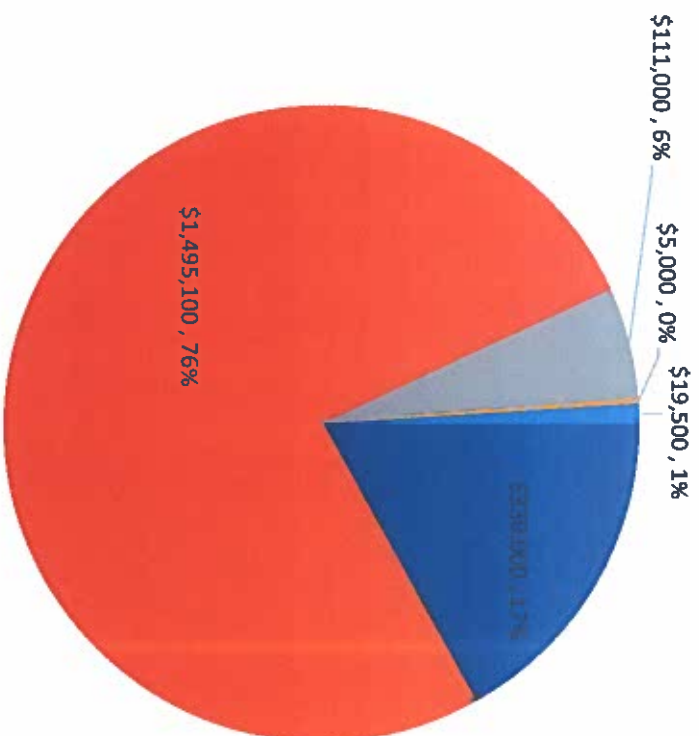
THE RANCH 23-24 NET PROJECTIONS (if solar panels bought out)	\$11,413
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RESERVE POLICY

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

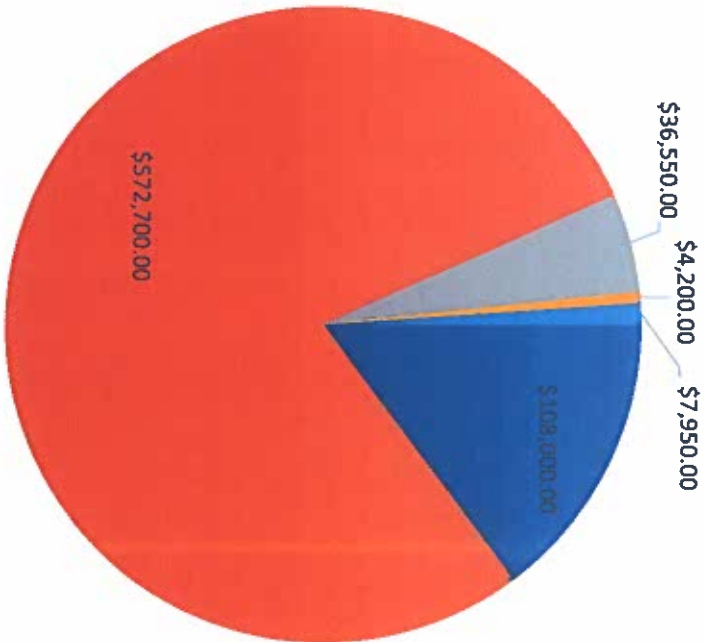
- 50% of non program related expenses for proposed 23-24 FY are **\$360,493**
- Our 22-23 FY reserves could end at approximately **\$342,402 = 95% of our goal**

23-24 FY Projected Gross Revenue \$1,960,600



- Tennis 17%
- Youth 76%
- Adults 6%
- Rentals .5%
- Special Events 1%

23-24 Projected Net Revenue \$1,230,200



- Tennis 9%
- Youth 47%
- Adults 3%
- Rentals 1%
- Special Events 1%