

2021 Budget By Business Line

Notes

Income

EXTERNAL INCOME

CIOG (operating grant)	3		-
Facility Cons. Grant			-
FCSS Grant	4	160,607.00	
ESCC Grant (COE)	5	39,780.00	
New Horizons Grant	6	-	
Casino Deferred Income	7	62,949.61	
Canada Emergency Wage Subsidy (CEWS)	8	60,000.00	
GST	9	-	
Interest	10	-	
TOTAL EXTERNAL INCOME			323,336.61

INTERNAL INCOME

Membership Income	11		36,000.00
Sales	12	15,134.78	
Membership Services	13	205,430.67	
Fundraising	14	66,500.00	
Kitchen Sales	15	-	
Building Rental	16	-	
TOTAL INTERNAL INCOME			323,065.44

			INCOME TOTAL
			646,402.05

EXPENSES

Sales	12		200.00
Membership Services	13	456,511.24	
Fundraising	14	2,000.00	
FCSS Funded Programs	4	160,845.72	
Home Supports Program	5	40,455.01	
Kitchen Expenses	15	13,798.07	
Building Rental	16	-	
EXPENSES TOTAL			673,810.04

			PROFIT/LOSS
			(27,407.99)

BANK ACCOUNTS - Balances End of Each Month

Scotia Bank Chequing (Casino)			-
Servus Chequing (Operations)		125,822.80	
Servus Savings		951.06	
Servus - Common Shares		1.36	
Servus - Profit Sharing		229.56	
Contingency Fund		-	
Term Deposits		205,558.67	
BANK ACCOUNTS BALANCE			332,563.45

2021 Budget
Wages and Corporate Costs Separated

	Notes	
Income		
EXTERNAL INCOME		
CIOG (operating grant)	3	-
Facility Cons. Grant		-
FCSS Grant	4	160,607.00
ESCC Grant (COE)	5	39,780.00
New Horizons Grant	6	-
Casino Deferred Income	7	62,949.61
Canada Emergency Wage Subsidy (CEWS)	8	60,000.00
GST	9	-
Interest	10	-
TOTAL EXTERNAL INCOME		323,336.61
 INTERNAL INCOME		
Membership Income	11	36,000.00
Sales	12	15,134.78
Membership Services	13	205,430.67
Fundraising	14	66,500.00
Kitchen Sales	15	-
Building Rental	16	-
TOTAL INTERNAL INCOME		323,065.44
INCOME TOTAL		646,402.05
 EXPENSES		
Wages	1	349,562.31
Corporate Costs	2	205,415.72
Sales	12	200.00
Membership Services	13	112,112.00
Fundraising	14	2,000.00
FCSS Funded Programs	4	4,520.00
Home Supports Program	5	-
Kitchen Expenses	15	-
Building Rental	16	-
EXPENSES TOTAL		673,810.04
PROFIT/LOSS		(27,407.99)
 BANK ACCOUNTS - Balances End of Each Month		
Scotia Bank Chequing (Casino)		-
Servus Chequing (Operations)		125,822.80
Servus Savings		951.06
Servus - Common Shares		1.36
Servus - Profit Sharing		229.56
Contingency Fund		-
Term Deposits		205,558.67
BANK ACCOUNTS BALANCE		332,563.45

Budget Notes

1 Wages

Total Wages For 2021 353,854.79 or 29,487.90 per month

Includes full time wages for Operations Manager, Volunteer Coordinator (funded), Program Coordinator, Home Supports (Funded), Outreach Coordinator (Funded), Custodian, and one new position (funded)

Includes all source deductions and basic benefits. RRSPs and the Health Spending Account have been discontinued

These expenses are assigned to the different cost centres at the following rates

Leslie	Outreach	100% Funded
Deborah	Home Supports	100% Funded
Melanie	Programming	70%
	Administration/Bookkeeping	30%
Steve	Facility	100%
Mary Anne	Volunteer Coordination	100% Funded
Peggy	Corporate Services	100%
	New Position	100% Funded

This is a large part of the cost for each cost centre

Wages are 51% of total expenses

2 Corporate Costs

Corporate Costs include all costs that are not specific to a certain cost centre

These include administrative wages, custodial wages, staff development, contract workers (IT, communications and marketing), professional services (accounting, legal, and consultation services), corporate services (advertising and promotion, business fees/licenses/memberships, AGM expenses, board recognition and development, newsletter printing, corporate safety program), office expenses (office supplies, postage, accounting software, MySeniorsCentre, administration zoom licenses, mailchimp, other programs), computer equipment and maintenences, banking fees, insurance, facility expenses (utilities, telephone/cable/internet, building maintenance, building improvements, snow removal, garbage removal, janitorial supplies, COVID safety equipment and supplies), and taxes

These expenses are assigned to the different cost centres at the following rates

Break Out	
Outreach	4%
Home Supports	2%
Volunteer	2%
Membership Services	88%
Fundraising	0%
Kitchen	4%
Sales	0%
Building Rental	0%

This is a large part of the cost for each cost centre

Corporate Costs are 30% of total expenses

Budget Notes

3 Operating Grant

This budget is planned without an operating grant from the city

In 2020 we received \$224,000

If we receive this grant, it will be received in March

We don't know if this grant or how much will be available until after the city decides on its budget

We are monitoring if this grant will become available

4 FCSS Grant

This funds 100% of the Outreach Program and Volunteer Program - wages and other expenses

This amount has been guaranteed in 2021

5 ESCC Grant

This funds 100% the Home Supports Program

This amount has been guaranteed in 2021

6 New Horizons Grant

There has been an application submitted for this grant but we have not received any notice from the

Federal Government on if we have received it

7 Casino Deferred Income

Covers Communications (Website Development), IT Support, Utilities, Cable, Snow Removal, Insurance

After October, the money from the last casino as well as any gaming proceeds we earn will be used up

8 Canada Emergency Wage Subsidy (CEWS)

This is calculated and submitted by the accountant every month

The amount is based on of an estimated average that we received during the first 4 periods of the program

It is currently scheduled until summer 2021 but cannot be relied upon beyond that time

This is received for unfunded positions

9 GST Refund

We should receive a GST refund. This was not clearly recorded previously and cannot be accurately predicted at this point

10 Interest

The current GL is set up in a way that doesn't clearly track any interest that we are earning and it cannot be accurately predicted at this point

Budget Notes

11 Membership Income

Membership is budgeted to be for 1200 members at \$30 each

12 Sales

This includes all of the craft items that are made in the centre and sold
In the future, it may include amounts from online stores or SEESA branded merchandise

13 Membership Services

This includes all income from classes, clubs, and events

Classes are planned for 8 sessions throughout the year, 5 or 6 weeks each

The plan is to run 46 classes, split between online and in person.

Total classes run in centre will be affected by Alberta Health Services guidelines for what can run

See the attached Participation options document for the pricing for classes, clubs, and the fitness centre for both members and non-members

The equipment fee of \$3 per class and \$0.50 per club is to offset annual equipment replacement and music licensing fees based on an estimated equipment inventory of \$20,000 (annual replacement is 20% of total value) and \$2500 in music licensing fees

Equipment includes workshop machines and tools, kitchen appliances, tables, chairs, sound equipment
Cost of mandatory music licensing, as provided by Entandem, SOCAN, and ReSound, covers royalties on music used

Fitness Centre has a equipment fee of \$100/person/year to offset annual equipment replacement based on estimated equipment inventory of \$15,000 (annual replacement is 20% of total value)

Instructor wage is predicted to be a range of \$40-60/hr

A number of our clubs are currently predicted to not run because of Alberta Health Services guidelines or high touch surfaces

Equipment fees will be placed in a deferred account to be used specifically for equipment replacement and music licensing

Some events are proposed but none are planned in a manner that will allow for budgeting

2021 fees for classes, clubs, fitness centre, and special events reflects SEESA's commitment to sustainability

14 Fundraising

Fundraising consists of donations, a campaign for access for memberships, a small rummage sale in the fall, and a silent auction

The donations are calculated at 600 members at \$100 each

Expenses are limited to donor appreciation