

**Golden Rain Foundation  
Coupon Computation - FINAL**

	2018 Budget		2019 Budget		Variance		Percentage Variance
	Coupon Amount	Net Exp/(Income)	Coupon Amount	Net Exp/(Income)	Coupon Amount	Net Exp/(Income)	
GRF Operations	214.14	17,155,438	220.55	17,668,851	6.41	513,413	2.99%
Trust Facility/Property Maintenance	5.67	454,000	5.32	426,000	(0.35)	(28,000)	-6.17%
Coupon Before Operating Cash Applied	219.81	17,609,438	225.87	18,094,851	6.06	485,413	2.76%
Refund of Prior Year Surplus	-	-	-	-	-	-	
Trust Maintenance Reserve	-	-	-	-	-	-	
Coupon Before Cable Television	219.81	17,609,438	225.87	18,094,851	6.06	485,413	2.76%
Cable Television	56.65	4,538,369	55.05	4,410,026	(1.60)	(128,343)	-2.83%
<b>Total Coupon</b>	<b>276.46</b>	<b>22,147,807</b>	<b>280.92</b>	<b>22,504,877</b>	<b>4.46</b>	<b>357,070</b>	<b>1.61%</b>

(1) Totals are subject to a minor rounding adjustment

**GOLDEN RAIN FOUNDATION  
YEAR 2018 BUDGET VS 2019 BUDGET  
NET OPERATING EXPENSE BY TYPE OF SERVICE - FINAL**

	2018 Budget		2019 Budget		Variance	
	Coupon Amount	Net Exp/(Income)	Coupon Amount	Net Exp/(Income)	Coupon Amount	Net Exp/(Income)
Executive	\$ 8.20	656,783	\$ 7.66	613,853	(0.54)	(42,930)
Human Resources	9.32	747,024	4.03	323,127	(5.29)	(423,897)
Accounting	7.85	629,015	8.05	644,637	0.20	15,622
Information Technology	6.22	498,106	5.82	466,404	(0.40)	(31,702)
Public Safety/Securitas	23.48	1,881,300	25.64	2,054,378	2.16	173,078
Bus Transportation	14.13	1,132,243	13.80	1,105,709	(0.33)	(26,534)
Counseling	5.01	401,261	4.89	391,504	(0.12)	(9,757)
Handyman Service	(1.13)	(90,750)	(0.78)	(62,641)	0.35	28,109
Recreation	10.04	804,015	13.37	1,071,148	3.33	267,133
Aquatics	7.76	621,843	8.37	670,861	0.61	49,018
Fitness Center	10.42	835,044	11.13	891,340	0.71	56,296
Golf Course	15.41	1,234,302	15.57	1,246,998	0.16	12,696
Lawn Bowling	1.75	139,848	1.80	144,435	0.05	4,587
Pro Shop	0.30	24,035	0.32	25,511	0.02	1,476
Facilities Maintenance	11.04	884,610	11.14	892,264	0.10	7,654
Vehicle Maintenance	3.55	284,423	4.69	375,428	1.14	91,005
Landscape Maintenance	11.04	884,220	11.03	883,352	(0.01)	(868)
Custodial Services	18.64	1,493,135	19.63	1,572,316	0.99	79,181
Rossmoor News	4.21	337,047	5.60	448,971	1.39	111,924
Rossmoor Channel	3.46	276,881	3.49	279,235	0.03	2,354
Unallocated/General Services	43.45	3,481,053	45.31	3,630,021	1.86	148,968
GRF Operations (1)	214.14	17,155,438	220.55	17,668,851	6.41	513,413

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## Golden Rain Foundation Historical Coupon Comparison By Function - FINAL

	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Executive	8.48	7.39	7.24	7.39	7.25	7.41	7.75	7.73	8.20	7.66
Human Resources	6.84	7.00	6.84	6.78	6.73	7.03	7.53	8.66	9.32	4.03
Accounting	5.84	6.15	6.10	5.89	6.81	6.82	7.13	7.40	7.85	8.05
Information Technology	5.04	5.04	5.29	5.34	5.41	5.75	5.65	6.01	6.22	5.82
Public Safety/Securitas	20.12	20.67	21.29	21.29	22.37	22.86	23.63	23.15	23.48	25.64
Bus Transportation	13.90	14.23	15.09	14.75	14.43	14.24	13.21	14.29	14.13	13.80
Counseling	4.97	4.40	4.48	4.40	4.70	4.79	4.55	4.68	5.01	4.89
Handyman Service	(0.37)	(0.41)	(0.41)	(0.62)	(1.04)	(1.12)	(1.12)	(1.16)	(1.13)	(0.78)
Recreation	7.65	8.80	9.28	9.33	9.72	10.39	9.92	9.34	10.04	13.37
Aquatics	8.60	7.59	7.23	6.39	7.00	7.46	7.12	7.37	7.76	8.37
Fitness Center	7.51	7.70	7.84	7.88	8.52	9.42	9.75	9.66	10.42	11.13
Golf Course	14.62	13.61	14.59	13.95	14.45	15.01	14.79	14.24	15.41	15.57
Lawn Bowling	1.25	0.91	0.93	1.40	1.58	1.61	1.64	1.70	1.75	1.80
Pro Shop	0.83	0.68	0.63	0.45	0.22	(0.05)	0.01	0.30	0.30	0.32
Facilities Maintenance	9.69	7.69	7.81	8.52	9.45	10.07	10.15	10.59	11.04	11.14
Vehicle Maintenance	2.67	2.73	2.85	3.16	3.28	3.63	3.60	3.56	3.55	4.69
Landscape Maintenance	7.94	8.01	8.51	8.91	9.18	9.47	9.45	9.87	11.04	11.03
Custodial Services	10.62	12.51	13.59	14.12	15.78	16.54	17.77	17.98	18.64	19.63
Rossmoor News	3.93	2.76	2.70	2.88	2.59	2.66	2.78	3.19	4.21	5.60
Rossmoor Channel	3.22	2.94	3.01	2.99	3.07	3.02	3.04	3.23	3.46	3.49
Unallocated/General Services	36.72	41.52	42.87	45.22	49.74	39.64	39.85	42.88	43.45	45.31
<b>GRF Operations (1)</b>	<b>180.07</b>	<b>181.93</b>	<b>187.77</b>	<b>190.38</b>	<b>201.24</b>	<b>196.66</b>	<b>198.21</b>	<b>204.66</b>	<b>214.14</b>	<b>220.55</b>
Trust Maintenance Reserve							3.12	-	-	-
Trust Facility/Property Maintenance	11.35	7.70	8.12	16.10	4.11	11.50	11.07	4.54	5.67	5.32
Refund of Prior Year Surplus	(6.24)	(3.12)	(6.24)	(14.97)	(6.86)	(9.08)	(9.98)	(3.87)	-	-
Subtotal Before Cable TV	185.18	186.51	189.65	191.51	198.49	199.08	202.42	205.33	219.81	225.87
Cable TV	33.25	34.90	36.63	36.63	36.63	37.66	37.66	55.00	56.65	55.05
<b>Total Coupon (1)</b>	<b>218.43</b>	<b>221.41</b>	<b>226.28</b>	<b>228.14</b>	<b>235.12</b>	<b>236.73</b>	<b>240.08</b>	<b>260.33</b>	<b>276.46</b>	<b>280.92</b>

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800 ROCKVIEW DRIVE  
WALNUT CREEK CA 94595

GOLDEN RAIN FOUNDATION  
1001 GOLDEN RAIN ROAD  
WALNUT CREEK CA 94595

	2016 ACTUAL	2017 ACTUAL	JAN-JUNE2018 ACTUAL	2018 BUDGET	2019 BUDGET	DIFFERENCE	
<b>REVENUES</b>							
<b>OCCUPANCY INCOME</b>							
5001	CABLE TV COUPON	3,017,922	4,406,820	2,269,172	4,538,369	4,410,026	128,343
5101	OPERATION FEE COUPON	16,221,129	16,454,325	8,804,709	17,609,438	18,094,851	-485,413
5109	USE FEE MUTUAL OPERATIONS	5,180	0	0	0	0	0
5116	BUS GRANT	77,148	80,917	34,719	62,833	157,000	-94,167
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	TOTAL OCCUPANCY INCOME	19,321,379	20,942,062	11,108,601	22,210,640	22,661,877	-451,237
<b>COMMUNITY FACILITIES INCOME</b>							
5401	RENTALS-COMMUNITY	166,888	141,378	85,254	150,000	150,000	0
5404	GUEST GOLF FEES	255,255	214,082	120,580	300,000	280,000	20,000
5405	RESIDENT GOLF FEES	401,613	368,364	190,734	420,000	430,000	-10,000
5406	GOLF CARDS	309,000	296,000	268,525	320,000	330,000	-10,000
5409	EXCURSION COLLECTION	285,622	262,104	108,026	270,000	225,000	45,000
5410	TOURNAMENT FEES	22,692	24,956	8,000	30,000	25,000	5,000
5412	TICKETED EVENTS	133,529	208,555	91,661	208,000	208,000	0
5419	RV SPACE LEASE	0	0	0	0	30,000	-30,000
5420	PERSONAL TRAINING	144,568	101,962	77,165	140,000	160,000	-20,000
5430	MERCHANDISE SALES	193,574	198,035	106,020	215,000	210,000	5,000
5431	PRO SHOP CART RENTAL	101,463	90,973	49,105	115,000	115,000	0
5432	PRO SHOP CLUB REPAIR	427	741	775	500	1,000	-500
5433	PRO SHOP GOLF LESSON	32,298	36,355	19,182	36,000	38,000	-2,000
5434	PRO SHOP DRIVING RNG	55,827	51,525	25,999	60,000	60,000	0
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	TOTAL COMMUNITY FACILIT	2,102,755	1,995,029	1,151,026	2,264,500	2,262,000	2,500
<b>FINANCIAL INCOME</b>							
5502	INTEREST	16	167	128	0	0	0
5504	DISCOUNTS EARNED	2	0	0	0	0	0
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	TOTAL FINANCIAL INCOME	18	167	128	0	0	0
<b>NEWSPAPER INCOME</b>							
5701	NEWSPAPER SERVICES	1,550	1,300	0	0	0	0
5703	NEWSPAPER SUBSCRIPTION OTHER	1,798	2,270	1,402	2,500	2,500	0
5704	NEWSPAPER ADVERTISING	832,800	864,459	386,662	900,000	820,000	80,000
5705	CLASSIFIED ADVERTISING	61,754	59,419	32,142	70,000	70,000	0
5706	BUS ADVERTISING	38,650	48,900	10,080	30,000	30,000	0
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	TOTAL NEWSPAPER INCOME	936,552	976,348	430,285	1,002,500	922,500	80,000
<b>OTHER INCOME</b>							
5801	FACILITIES USAGE FEE	0	0	20,300	0	40,000	-40,000
5802	MISCELLANEOUS INCOME	56,048	27,212	16,543	45,000	45,000	0
5803	CREEKSIDE REVENUE	105,840	139,267	69,113	137,000	144,000	-7,000
5806	BUSINESS INCOME-VEHICLE MAINTENANCE	88,461	57,479	36,144	60,000	60,000	0
5810	RFID REVENUE	47,520	42,500	22,420	45,000	45,000	0
5820	HANDYMAN INCOME	347,006	353,360	190,442	388,000	388,000	0
5821	GAIN/LOSS OF FIXED ASSETS	7,870	13,275	13,317	0	0	0
5891	LATE CHARGES	60	0	0	0	0	0
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	TOTAL OTHER INCOME	652,804	633,094	368,279	675,000	722,000	-47,000
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	TOTAL REVENUE	23,013,509	24,546,699	13,058,319	26,152,640	26,568,377	-415,737
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<b>EXPENSES</b>							

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	2016 ACTUAL	2017 ACTUAL	JAN-JUNE2018 ACTUAL	2018 BUDGET	2019 BUDGET	DIFFERENCE
6104 OVERTIME WAGES	155,679	153,571	74,586	110,900	125,800	14,900
6107 TEMPORARY HELP	20,249	50,824	11,172	19,500	21,500	2,000
6110 SALARIES AND WAGES	7,255,343	7,539,259	3,841,195	8,197,450	8,335,533	138,083
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TOTAL SALARY AND WAGES	7,431,272	7,743,655	3,926,953	8,327,850	8,482,833	154,983
6200 EMPLOYEE BENEFITS	6,571	15,032	3,692	8,500	9,000	500
6201 SOCIAL SECURITY TAX	505,835	527,977	275,175	586,744	608,196	21,452
6202 FEDERAL UNEMPLOYMENT INSURANCE	37,865	31,299	4,467	6,067	6,149	82
6203 STATE UNEMPLOYMENT INSURANCE	46,373	44,487	22,677	39,097	39,549	452
6204 HEALTH INSURANCE-NON UNION	675,700	730,120	399,374	785,928	792,652	6,724
6205 LIFE INSURANCE - NON UNION	25,291	28,133	15,076	30,219	30,817	598
6206 LONG TERM DISABILITY INSURANCE	15,115	15,702	8,541	17,313	19,355	2,042
6207 RETIREMENT-NON UNION	707,250	726,499	353,625	707,250	707,250	0
6209 HEALTH & WELFARE 324	530,992	558,386	273,678	607,698	618,084	10,386
6210 RETIREMENT-UNION	936,551	954,284	458,573	1,003,733	1,014,313	10,580
6211 WORKER'S COMPENSATION	350,998	346,261	172,733	360,694	340,276	-20,418
6213 TRAVEL AND MEAL ALLOWANCE	12,205	10,372	5,424	17,350	14,100	-3,250
6214 401(k) MATCH GRF	90,801	100,398	51,770	101,224	113,005	11,781
6217 EMPLOYMENT ADS	10,088	12,393	7,540	8,500	10,000	1,500
6218 PRE-EMPLOYMENT PHYSICALS	11,833	10,178	3,516	21,000	12,000	-9,000
6219 STAFF TRAINING	17,964	37,988	17,672	42,000	46,800	4,800
6220 STAFF AMENITIES	29,486	31,651	6,160	35,000	36,000	1,000
6222 EMPLOYEE UNIFORMS & LAUNDRY	38,415	39,693	23,275	40,250	42,550	2,300
6224 DUES AND MEMBERSHIPS	33,839	28,804	23,255	32,265	41,515	9,250
6225 SUBSCRIPTIONS AND BOOKS	6,849	3,707	2,560	17,350	13,450	-3,900
6226 EMPLOYEE LICENSES/PERMITS/FEES	96	235	0	0	0	0
6227 VISION CARE	6,054	6,310	3,233	6,282	6,803	521
6229 DENTAL INSURANCE	48,824	52,344	27,704	55,247	56,845	1,598
6230 PERSONAL SAFETY EQUIPMENT	4,406	4,231	1,323	5,300	4,300	-1,000
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TOTAL OTHER EMPLOYEE EXPE	4,149,402	4,316,484	2,161,042	4,535,011	4,583,009	47,998
6302 PROFESSIONAL SERVICES	305,829	194,466	201,281	219,000	356,683	137,683
6303 LEGAL SERVICES	27,732	57,430	31,511	30,000	100,000	70,000
6310 POSTAGE AND DELIVERY	29,203	24,611	18,327	31,080	30,200	-880
6311 COPY/PRINTING SERVICES	11,755	6,414	4,926	12,400	12,300	-100
6312 BUSINESS PROMOTION	13,586	11,563	16,495	13,750	14,250	500
6318 OBSOLETE MATERIAL	0	1,165	0	0	0	0
6327 CONTRIBUTION	1,031	0	0	0	0	0
6401 COST OF MATERIAL USED/SOLD	150,063	208,436	82,614	173,500	168,500	-5,000
6402 ADMINISTRATIVE SUPPLIES	102,764	106,980	63,098	119,350	116,600	-2,750
6403 FUEL FOR VEHICLES	93,231	110,861	62,661	105,000	110,000	5,000
6404 AUTOMOTIVE SUPPLIES	118,827	102,088	53,430	110,000	111,500	1,500
6405 EMERGENCY PREPAREDNESS	3,639	3,158	1,432	3,000	3,000	0
6408 SAFETY/SECURITY SUPPLIES	19,609	20,080	11,979	20,300	23,300	3,000
6409 SUPPLIES-COMPUTER EQUIPMENT	63,710	59,582	30,608	82,000	40,000	-42,000
6410 ROUTINE ENTERTAINMENT SPECIAL	85,945	84,848	34,593	85,000	85,000	0
6414 MISCELLANEOUS OPERATIONS	-4,784	610	5,739	0	0	0
6415 SWIMMING POOL SUPPLIES	48,058	48,821	25,240	55,000	55,000	0
6416 LANDSCAPING SUPPLIES	60,434	45,099	35,643	65,000	65,000	0
6417 FERTILIZER SUPPLIES	102,789	123,753	60,768	103,500	94,000	-9,500
6419 TURF MAINTENACE SUPPLIES	61,364	36,321	36,091	60,000	70,000	10,000
6420 SUPPLIES	256,293	285,530	142,078	268,500	280,600	12,100
6430 APPLIANCE SUPPLIES	821	1,088	500	1,000	1,000	0
6431 MECHANICAL/ELECTRICAL SUPPLIES	37,426	33,087	13,925	31,000	31,000	0
6432 PLUMBING SUPPLIES	5,841	4,950	2,052	5,500	5,500	0
6440 BUILDING SUPPLIES	6,805	13,281	3,028	12,000	12,000	0
6441 RANGE SUPPLIES	7,081	5,664	5,293	6,000	6,000	0
6445 SUPPLIES LANDSCAPE EQUIPMENT	1,815	0	0	0	0	0
6447 COST OF TICKETED EVENTS	117,126	151,900	60,755	167,000	167,500	500

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	2016 ACTUAL	2017 ACTUAL	JAN-JUNE2018 ACTUAL	2018 BUDGET	2019 BUDGET	DIFFERENCE
6450 GOLF CART LEASE	33,387	32,519	15,152	33,500	33,500	0
6455 SUPPLIES SMALL TOOLS/EQUIPMENT	19,467	22,019	14,872	29,100	29,000	-100
6460 PAINTING SUPPLIES	6,146	3,961	485	6,000	3,000	-3,000
6463 COST OF RESIDENT EXCURSIONS	219,828	209,587	67,172	210,000	165,000	-45,000
TOTAL OPERATING EXPENSES	2,006,822	2,009,873	1,101,747	2,057,480	2,189,433	131,953
6501 TRANSPORTATION TAX/LICENSES	10,168	8,642	10,418	8,700	12,500	3,800
6502 FEDERAL/STATE INCOME TAX	800	800	800	800	800	0
6503 PROPERTY TAX	847,380	888,000	446,113	937,000	1,030,000	93,000
6504 PERSONAL PROPERTY TAX	22,000	349	8	0	0	0
6505 SALES AND USE TAX	2,451	1,552	1,903	0	0	0
6506 OTHER LICENSES AND FEES	34,474	36,194	24,922	56,000	54,000	-2,000
TOTAL TAXES	917,274	935,537	484,163	1,002,500	1,097,300	94,800
6601 HAZARD INSURANCE	76,721	75,102	52,366	80,000	120,000	40,000
6602 AUTOMOBILE INSURANCE	62,583	55,587	26,018	59,000	58,000	-1,000
6604 BUSINESS LIABILITY INSURANCE	183,468	174,141	87,920	189,000	185,000	-4,000
6606 CYBER INSURANCE	13,803	13,263	6,720	14,000	14,000	0
6610 SPECIFIC FIDELITY INSURANCE	20,369	20,261	10,110	21,000	21,000	0
6612 EARTHQUAKE INSURANCE	0	175,413	91,097	184,000	200,000	16,000
6613 OFFICERS/DIRECTORS INSURANCE	73,690	73,690	36,845	77,000	77,000	0
6614 UMBRELLA LIABILITY	103,366	90,141	45,801	99,000	96,000	-3,000
TOTAL INSURANCE	533,999	677,599	356,878	723,000	771,000	48,000
6701 WATER	318,436	337,185	110,956	409,000	442,500	33,500
6702 TELEPHONE	128,249	150,158	55,975	96,980	119,480	22,500
6703 WASTE DISPOSAL	142,106	113,563	68,383	154,000	144,000	-10,000
6704 GAS AND ELECTRICITY	754,970	782,544	382,232	761,200	779,000	17,800
6705 RECYCLING PROGRAM	13,469	424	743	0	0	0
6707 TV CABLE CONTRACT	3,017,100	4,407,032	2,205,013	4,538,369	4,410,026	-128,343
TOTAL UTILITIES	4,374,330	5,790,907	2,823,303	5,959,549	5,895,006	-64,543
6801 NEWSPAPER PRINTING	199,276	213,997	110,239	220,000	226,000	6,000
6803 PUBLIC SAFETY CONTRACT	1,862,989	1,813,278	926,175	1,856,800	1,884,651	27,851
6807 ELEVATOR CONTRACT	5,540	4,088	8,873	10,000	10,000	0
6809 COMPUTER PROGRAM MAINTENANCE	150,001	137,600	75,552	139,000	155,500	16,500
TOTAL CONTRACTUAL SERVICE	2,217,806	2,168,964	1,120,839	2,225,800	2,276,151	50,351
6901 EQUIPMENT RENTAL	20,489	12,789	7,274	14,950	15,450	500
6903 EQUIPMENT REPAIR/MAINTENANCE	216,486	234,719	139,776	219,500	220,000	500
6905 BUILDING REPAIR/MAINTENANCE	45,382	43,791	21,779	60,000	57,500	-2,500
6906 ELECTRICAL REPAIR/MAINTENANCE	-610	13,700	293	12,000	12,000	0
6907 PEST CONTROL	22,210	9,858	11,910	18,500	17,500	-1,000
6919 REPAIR TEES, GREENS & FAIRWAYS	222,719	198,674	66,044	191,600	176,000	-15,600
6927 SWIMMING POOL REPAIR/MAINTENAN	456	7,550	0	5,000	10,000	5,000
6929 APPLIANCE/MECHANICAL REPAIR/MA	12,328	18,090	8,740	15,000	15,000	0
6935 TREE MAINTENANCE/REMOVAL	137,682	112,790	60,177	142,000	130,000	-12,000
6939 FENCE REPAIR/MAINTENANCE	0	1,355	0	0	0	0
6972 LANDSCAPE REPAIR/MAINTENANCE	110,624	103,752	64,439	116,000	118,495	2,495
6981 TRUST FACILITY MAINTENANCE	730,474	430,371	126,123	454,000	426,000	-28,000
TOTAL REPAIRS AND MAINTEN	1,518,240	1,187,440	506,554	1,248,550	1,197,945	-50,605
7003 BANK CHARGES-ALL TYPES	69,546	68,885	40,615	71,400	74,200	2,800
7005 UNCOLLECTIBLE ACCOUNTS	0	240	0	1,500	1,500	0

800 ROCKVIEW DRIVE  
WALNUT CREEK CA 94595

GOLDEN RAIN FOUNDATION  
1001 GOLDEN RAIN ROAD  
WALNUT CREEK CA 94595

	2016 ACTUAL	2017 ACTUAL	JAN-JUNE2018 ACTUAL	2018 BUDGET	2019 BUDGET	DIFFERENCE
TOTAL FINANCIAL EXPENSES	69,546	69,125	40,615	72,900	75,700	2,800
7102 VEHICLE MAINTENANCE	<u>172,677</u>	<u>151,629</u>	<u>75,543</u>	<u>198,000</u>	<u>173,000</u>	<u>-25,000</u>
TOTAL INTER-DEPARTMENT C	172,677	151,629	75,543	198,000	173,000	-25,000
8551 RECOVERIES-INTER DEPARTMENT	<u>-172,677</u>	<u>-151,629</u>	<u>-75,543</u>	<u>-198,000</u>	<u>-173,000</u>	<u>25,000</u>
TOTAL RECOVERIES	-172,677	-151,629	-75,543	-198,000	-173,000	25,000
TOTAL EXPENSES	23,218,689	24,899,582	12,522,094	26,152,640	26,568,377	415,737
DIFFERENCE	<u>-205,181</u>	<u>-352,883</u>	<u>536,225</u>	<u>0</u>	<u>0</u>	<u>0</u>