

800 ROCKVIEW DRIVE
WALNUT CREEK CA 94595

GOLDEN RAIN FOUNDATION
1001 GOLDEN RAIN ROAD
WALNUT CREEK CA 94595

Revenue

| | |
|---------------------------------------|-----------|
| Management Fees & Contracted Services | 4,648,793 |
| Billable Services | 3,287,208 |
| Other Revenue | 214,556 |
| | ----- |
| Total Revenue | 8,150,556 |

Expenses:

| | |
|-------------------------------|-----------|
| Labor | 7,167,304 |
| Materials | 594,701 |
| Vehicle Expense | 180,986 |
| Small Tools and Equipment | 12,030 |
| Other Operating Expense | 200,847 |
| Office Supplies and Equipment | 222,454 |
| Postage and Printing | 23,117 |
| Other Administrative Expenses | 45,393 |
| Utilities | 45,165 |
| | ----- |

Total Expenses **8,491,996**

Surplus/(Deficit) **(341,440)**

Cash Surplus/(Deficit) **(341,440)**

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| | August 2024 | 2023 Year End |
|----------------------------------------|------------------|------------------|
| Current Assets | | |
| Cash | 679,464 | 726,214 |
| Accounts Receivable | 917,262 | 713,270 |
| Prepays | (513) | (3,458) |
| Inventory | 270,752 | 261,923 |
| | ----- | ----- |
| Total Current Assets | 1,866,967 | 1,697,950 |
| | ----- | ----- |
| Property, Plant & Equipment | | |
| Building Improvements | 27,606 | 27,606 |
| Furniture and Fixtures | 36,991 | 36,991 |
| Computer Equipment | 32,378 | 32,378 |
| Less: | | |
| Accumulated Depreciation | (96,975) | (96,975) |
| | ----- | ----- |
| Net Property, Plant & Equi | 0 | 0 |
| | ----- | ----- |
| TOTAL ASSETS | 1,866,967 | 1,697,950 |
| | ===== | ===== |
| LIABILITIES & EQUITY | | |
| Liabilities: | | |
| Accounts Payable | 234,928 | 303,420 |
| Payroll | 1,912,816 | 1,333,867 |
| | ----- | ----- |
| Total Liabilities | 2,147,744 | 1,637,287 |
| | ----- | ----- |
| Equity | | |
| Retained Earnings | 3,136,234 | 3,136,234 |
| Dividends Paid | (3,075,572) | (3,075,572) |
| Accumulated Surplus/(Defici | (341,440) | 0 |
| | ----- | ----- |
| Total Equity | (280,778) | 60,662 |
| | ----- | ----- |
| TOTAL LIABILITIES & EQUITY | 1,866,966 | 1,697,949 |
| | ===== | ===== |

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| Curr Mo Actual | Curr Mo Budget | Variance Fav/(Unfav) | | YTD Actual | YTD Budget | Variance Fav/(Unfav) |
|-------------------|-------------------|-------------------------|--------------------------------------|------------------|------------------|-------------------------|
| 581,099 | 581,099 | 0 | Management Fee | 4,648,793 | 4,648,792 | 1 |
| 5,462 | 6,250 | (788) | OTHER BILLABLE SERVICES | 44,968 | 50,000 | (5,032) |
| 23,310 | 24,167 | (857) | ALTERATION FEES | 202,120 | 193,336 | 8,784 |
| 15,800 | 16,250 | (450) | RESALE INSPECTION FEES | 127,750 | 130,000 | (2,250) |
| 13,500 | 13,333 | 167 | DOCUMENT FEES | 89,100 | 106,664 | (17,564) |
| 182,876 | 143,667 | 39,209 | BILLABLE SERVICES-OPERATING | 1,017,962 | 1,149,336 | (131,374) |
| 209,633 | 155,417 | 54,216 | BILLABLE SERVICES-RESERVE | 1,272,524 | 1,243,336 | 29,188 |
| 10,990 | 15,417 | (4,427) | SET-UP FEE REVENUE | 98,490 | 123,336 | (24,846) |
| 32,400 | 33,333 | (933) | PROCESSING FEES | 212,150 | 266,664 | (54,514) |
| 4,590 | 4,167 | 423 | RESALE FEES | 41,290 | 33,336 | 7,954 |
| 35,825 | 31,667 | 4,158 | Landscape Billable | 311,244 | 253,336 | 57,908 |
| 10,520 | 10,521 | (1) | Miscellaneous Income | 84,166 | 84,168 | (2) |
| 1,126,005 | 1,035,288 | 90,717 | TOTAL REVENUES | 8,150,556 | 8,282,304 | (131,748) |
| | | | EXPENSES | | | |
| 879,624 | 875,091 | (4,533) | Salaries and Wages | 6,841,062 | 7,000,728 | 159,666 |
| 49,890 | 1,166 | (48,724) | Temporary Help | 326,241 | 9,328 | (316,913) |
| 929,514 | 876,257 | (53,257) | TOTAL LABOR | 7,167,304 | 7,010,056 | (157,248) |
| 192 | 0 | (192) | Carpentry | 192 | 0 | (192) |
| 7,160 | 7,667 | 507 | After Hours Contract | 60,860 | 61,336 | 476 |
| 97,962 | 71,377 | (26,585) | Consumable Materials | 581,360 | 571,016 | (10,344) |
| 0 | 2,083 | 2,083 | Landscape-Irrigation/Control Boxes/ | 4,017 | 16,664 | 12,647 |
| 0 | 458 | 458 | Pest Control | 8,842 | 3,664 | (5,178) |
| 2,488 | 3,042 | 554 | Laundry & Uniform | 24,453 | 24,336 | (117) |
| 152 | 83 | (69) | Travel & Entertainment | 1,079 | 664 | (415) |
| 9,180 | 1,679 | (7,501) | Audit & Tax Preparation | 20,940 | 13,432 | (7,508) |
| 31,932 | 64,496 | 32,564 | Other Professional Services | 128,087 | 515,968 | 387,881 |
| 1,744 | 1,500 | (244) | Postage | 18,421 | 12,000 | (6,421) |
| (14,419) | 619 | 15,038 | Printing | 4,696 | 4,952 | 256 |
| 31,396 | 13,557 | (17,839) | Office Expense | 137,033 | 108,456 | (28,577) |
| 300 | 967 | 667 | Training and Seminars | 3,739 | 7,736 | 3,997 |
| 0 | 3,417 | 3,417 | Office Equipment | 26,483 | 27,336 | 853 |
| 6,900 | 6,899 | (1) | Equipment Usage Fee | 55,200 | 55,192 | (8) |
| 1,219 | 2,666 | 1,447 | Power Tool Expense | 12,030 | 21,328 | 9,298 |
| 176,206 | 180,510 | 4,304 | TOTAL OPERATING EXPENSES | 1,087,431 | 1,444,080 | 356,649 |
| 947 | 1,250 | 303 | PG&E | 7,152 | 10,000 | 2,849 |
| 4,851 | 750 | (4,101) | Water | 7,317 | 6,000 | (1,317) |
| 3,759 | 6,667 | 2,908 | Telephone | 30,696 | 53,336 | 22,640 |
| 9,556 | 8,667 | (889) | TOTAL UTILITIES | 45,165 | 69,336 | 24,171 |
| 2,731 | 1,792 | (939) | Vehicle Licenses | 17,787 | 14,336 | (3,451) |
| 2,500 | 6,108 | 3,608 | Vehicle Maintenance | 58,301 | 48,864 | (9,437) |
| 6,353 | 7,066 | 713 | Vehicle Fuel | 49,811 | 56,528 | 6,717 |
| 6,886 | 7,001 | 115 | Vehicle Insurance | 55,087 | 56,008 | 921 |
| 18,470 | 21,967 | 3,497 | TOTAL REPAIRS AND MAINTENANCE | 180,986 | 175,736 | (5,250) |
| 934 | 975 | 41 | Bank/Loan Fees | 10,628 | 7,800 | (2,828) |
| 934 | 975 | 41 | TOTAL FINANCIAL EXPENSES | 10,628 | 7,800 | (2,828) |
| 1,134,680 | 1,088,376 | (46,304) | TOTAL EXPENSES | 8,491,514 | 8,707,008 | 215,494 |
| (8,675) | (53,088) | 44,413 | Surplus/(Deficit) | (340,958) | (424,704) | 83,746 |

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| Curr Mo Actual | Curr Mo Budget | Variance Fav/(Unfav) | | YTD Actual | YTD Budget | Variance Fav/(Unfav) |
|-------------------|-------------------|-------------------------|-------------------------------|------------------|------------------|-------------------------|
| <u>(8,675)</u> | <u>(53,088)</u> | <u>44,413</u> | Cash Surplus/(Deficit) | <u>(340,958)</u> | <u>(424,704)</u> | <u>83,746</u> |

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| Curr Mo Actual | Curr Mo Budget | Variance Fav/(Unfav) | | YTD Actual | YTD Budget | Variance Fav/(Unfav) |
|-------------------|-------------------|-------------------------|--------------------------------------|------------------|------------------|-------------------------|
| 441,282 | 441,282 | 0 | Management Fee | 3,530,259 | 3,530,256 | 3 |
| 10,520 | 10,521 | (1) | Miscellaneous Income | 84,166 | 84,168 | (2) |
| 451,802 | 451,803 | (1) | TOTAL REVENUES | 3,614,425 | 3,614,424 | 1 |
| EXPENSES | | | | | | |
| 442,927 | 413,353 | (29,574) | Salaries and Wages | 3,436,663 | 3,306,824 | (129,839) |
| 34,651 | 83 | (34,568) | Temporary Help | 224,256 | 664 | (223,592) |
| 477,579 | 413,436 | (64,143) | TOTAL LABOR | 3,660,919 | 3,307,488 | (353,431) |
| 0 | 0 | 0 | Laundry & Uniform | 114 | 0 | (114) |
| 152 | 83 | (69) | Travel & Entertainment | 798 | 664 | (134) |
| 9,180 | 1,679 | (7,501) | Audit & Tax Preparation | 20,940 | 13,432 | (7,508) |
| 31,085 | 63,604 | 32,519 | Other Professional Services | 127,241 | 508,832 | 381,591 |
| 1,744 | 1,500 | (244) | Postage | 18,421 | 12,000 | (6,421) |
| (2,726) | 167 | 2,893 | Printing | 4,184 | 1,336 | (2,848) |
| 11,010 | 8,333 | (2,677) | Office Expense | 77,960 | 66,664 | (11,296) |
| 0 | 417 | 417 | Training and Seminars | 2,334 | 3,336 | 1,002 |
| 0 | 2,917 | 2,917 | Office Equipment | 26,483 | 23,336 | (3,147) |
| 1,458 | 1,458 | 0 | Equipment Usage Fee | 11,667 | 11,664 | (3) |
| 51,903 | 80,158 | 28,255 | TOTAL OPERATING EXPENSES | 290,141 | 641,264 | 351,123 |
| 947 | 1,250 | 303 | PG&E | 7,152 | 10,000 | 2,849 |
| 4,851 | 750 | (4,101) | Water | 7,317 | 6,000 | (1,317) |
| 3,759 | 6,667 | 2,908 | Telephone | 30,136 | 53,336 | 23,200 |
| 9,556 | 8,667 | (889) | TOTAL UTILITIES | 44,605 | 69,336 | 24,731 |
| 0 | 208 | 208 | Vehicle Licenses | 2,074 | 1,664 | (410) |
| 163 | 458 | 295 | Vehicle Maintenance | 1,972 | 3,664 | 1,692 |
| 523 | 542 | 19 | Vehicle Fuel | 3,231 | 4,336 | 1,105 |
| 1,323 | 1,250 | (73) | Vehicle Insurance | 10,582 | 10,000 | (582) |
| 2,009 | 2,458 | 449 | TOTAL REPAIRS AND MAINTENANCE | 17,859 | 19,664 | 1,805 |
| 125 | 167 | 42 | Bank/Loan Fees | 998 | 1,336 | 338 |
| 125 | 167 | 42 | TOTAL FINANCIAL EXPENSES | 998 | 1,336 | 338 |
| 541,171 | 504,886 | (36,285) | TOTAL EXPENSES | 4,014,522 | 4,039,088 | 24,566 |
| (89,369) | (53,083) | (36,286) | Surplus/(Deficit) | (400,097) | (424,664) | 24,567 |
| (89,369) | (53,083) | (36,286) | Cash Surplus/(Deficit) | (400,097) | (424,664) | 24,567 |

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| Curr Mo Actual | Curr Mo Budget | Variance Fav/(Unfav) | | YTD Actual | YTD Budget | Variance Fav/(Unfav) |
|-------------------|-------------------|-------------------------|-------------------------------|-----------------|------------------|-------------------------|
| 5,462 | 6,250 | (788) | OTHER BILLABLE SERVICES | 44,968 | 50,000 | (5,032) |
| 182,876 | 143,667 | 39,209 | BILLABLE SERVICES-OPERATING | 1,017,962 | 1,149,336 | (131,374) |
| 209,633 | 155,417 | 54,216 | BILLABLE SERVICES-RESERVE | 1,272,524 | 1,243,336 | 29,188 |
| 10,990 | 15,417 | (4,427) | SET-UP FEE REVENUE | 98,490 | 123,336 | (24,846) |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 408,961 | 320,751 | 88,210 | TOTAL REVENUES | 2,433,944 | 2,566,008 | (132,064) |
| EXPENSES | | | | | | |
| 242,003 | 273,547 | 31,544 | Salaries and Wages | 1,846,665 | 2,188,376 | 341,711 |
| 15,239 | 1,083 | (14,156) | Temporary Help | 101,985 | 8,664 | (93,321) |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 257,241 | 274,630 | 17,389 | TOTAL LABOR | 1,948,651 | 2,197,040 | 248,389 |
| 192 | 0 | (192) | Carpentry | 192 | 0 | (192) |
| 7,160 | 7,667 | 507 | After Hours Contract | 60,860 | 61,336 | 476 |
| 73,354 | 39,167 | (34,187) | Consumable Materials | 353,392 | 313,336 | (40,056) |
| 1,839 | 1,500 | (339) | Laundry & Uniform | 12,395 | 12,000 | (395) |
| 0 | 0 | 0 | Travel & Entertainment | 131 | 0 | (131) |
| 847 | 892 | 45 | Other Professional Services | 847 | 7,136 | 6,289 |
| (3,442) | 125 | 3,567 | Printing | 235 | 1,000 | 765 |
| 6,075 | 2,500 | (3,575) | Office Expense | 24,436 | 20,000 | (4,436) |
| 0 | 250 | 250 | Training and Seminars | 298 | 2,000 | 1,702 |
| 1,583 | 1,583 | 0 | Equipment Usage Fee | 12,667 | 12,664 | (3) |
| 769 | 2,083 | 1,314 | Power Tool Expense | 11,216 | 16,664 | 5,448 |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 88,376 | 55,767 | (32,609) | TOTAL OPERATING EXPENSES | 476,668 | 446,136 | (30,532) |
| 0 | 0 | 0 | Telephone | 140 | 0 | (140) |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 0 | 0 | 0 | TOTAL UTILITIES | 140 | 0 | (140) |
| 2,136 | 1,000 | (1,136) | Vehicle Licenses | 10,438 | 8,000 | (2,438) |
| 951 | 2,917 | 1,966 | Vehicle Maintenance | 26,265 | 23,336 | (2,929) |
| 3,175 | 3,667 | 492 | Vehicle Fuel | 24,543 | 29,336 | 4,793 |
| 4,020 | 4,167 | 147 | Vehicle Insurance | 32,162 | 33,336 | 1,174 |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 10,282 | 11,751 | 1,469 | TOTAL REPAIRS AND MAINTENANCE | 93,409 | 94,008 | 599 |
| 355,900 | 342,148 | (13,752) | TOTAL EXPENSES | 2,518,868 | 2,737,184 | 218,316 |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 53,062 | (21,397) | 74,459 | Surplus/(Deficit) | (84,923) | (171,176) | 86,253 |
| ===== | ===== | ===== | | ===== | ===== | ===== |
| 53,062 | (21,397) | 74,459 | Cash Surplus/(Deficit) | (84,923) | (171,176) | 86,253 |
| ===== | ===== | ===== | | ===== | ===== | ===== |

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| Curr Mo Actual | Curr Mo Budget | Variance Fav/(Unfav) | | YTD Actual | YTD Budget | Variance Fav/(Unfav) |
|-------------------|-------------------|-------------------------|--------------------------------------|---------------|---------------|-------------------------|
| REVENUES | | | | | | |
| 139,817 | 139,817 | 0 | Management Fee | 1,118,533 | 1,118,536 | (3) |
| 35,825 | 31,667 | 4,158 | Landscape Billable | 311,244 | 253,336 | 57,908 |
| 175,642 | 171,484 | 4,158 | TOTAL REVENUES | 1,429,777 | 1,371,872 | 57,905 |
| EXPENSES | | | | | | |
| 127,406 | 122,427 | (4,979) | Salaries and Wages | 1,022,783 | 979,416 | (43,367) |
| 127,406 | 122,427 | (4,979) | TOTAL LABOR | 1,022,783 | 979,416 | (43,367) |
| 24,608 | 32,210 | 7,602 | Consumable Materials | 227,968 | 257,680 | 29,712 |
| 482 | 2,083 | 1,601 | Landscape Materials | 4,499 | 16,664 | 12,165 |
| 0 | 458 | 458 | Building Maintenance Misc. | 8,842 | 3,664 | (5,178) |
| 649 | 1,500 | 851 | Laundry & Uniform | 11,944 | 12,000 | 56 |
| 0 | 0 | 0 | Travel & Entertainment | 150 | 0 | (150) |
| 4,267 | 833 | (3,434) | Office Expense | 11,415 | 6,664 | (4,751) |
| 300 | 150 | (150) | Training and Seminars | 405 | 1,200 | 795 |
| 0 | 500 | 500 | Office Equipment | 0 | 4,000 | 4,000 |
| 3,525 | 3,525 | 0 | Equipment Usage Fee | 28,200 | 28,200 | 0 |
| 451 | 500 | 49 | Power Tool Expense | 814 | 4,000 | 3,186 |
| 34,282 | 41,759 | 7,477 | TOTAL OPERATING EXPENSES | 294,237 | 334,072 | 39,835 |
| 0 | 0 | 0 | Telephone | 420 | 0 | (420) |
| 0 | 0 | 0 | TOTAL UTILITIES | 420 | 0 | (420) |
| 595 | 542 | (53) | Vehicle Licenses | 4,738 | 4,336 | (402) |
| 1,372 | 2,650 | 1,278 | Vehicle Maintenance | 29,388 | 21,200 | (8,188) |
| 2,460 | 2,690 | 230 | Vehicle Fuel | 20,496 | 21,520 | 1,024 |
| 1,396 | 1,417 | 21 | Vehicle Insurance | 11,166 | 11,336 | 170 |
| 5,823 | 7,299 | 1,476 | TOTAL REPAIRS AND MAINTENANCE | 65,789 | 58,392 | (7,397) |
| 167,511 | 171,485 | 3,974 | TOTAL EXPENSES | 1,383,230 | 1,371,880 | (11,350) |
| 8,131 | (1) | 8,132 | Surplus/(Deficit) | 46,547 | (8) | 46,555 |

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| Curr Mo Actual | Curr Mo Budget | Variance Fav/(Unfav) | | YTD Actual | YTD Budget | Variance Fav/(Unfav) |
|-------------------|-------------------|-------------------------|-------------------------------|----------------|----------------|-------------------------|
| 13,500 | 13,333 | 167 | DOCUMENT FEES | 89,100 | 106,664 | (17,564) |
| 32,400 | 33,333 | (933) | PROCESSING FEES | 212,150 | 266,664 | (54,514) |
| 4,590 | 4,167 | 423 | RESALE FEES | 41,290 | 33,336 | 7,954 |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 50,490 | 50,833 | (343) | TOTAL REVENUES | 342,540 | 406,664 | (64,124) |
| | | | EXPENSES | | | |
| 23,699 | 23,614 | (85) | Salaries and Wages | 199,155 | 188,912 | (10,243) |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 23,699 | 23,614 | (85) | TOTAL LABOR | 199,155 | 188,912 | (10,243) |
| (6,689) | 250 | 6,939 | Printing | 277 | 2,000 | 1,723 |
| 7,625 | 1,333 | (6,292) | Office Expense | 17,374 | 10,664 | (6,710) |
| 0 | 83 | 83 | Training and Seminars | 702 | 664 | (38) |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 936 | 1,666 | 730 | TOTAL OPERATING EXPENSES | 18,352 | 13,328 | (5,024) |
| 123 | 183 | 60 | Bank/Loan Fees | 2,005 | 1,464 | (541) |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 123 | 183 | 60 | TOTAL FINANCIAL EXPENSES | 2,005 | 1,464 | (541) |
| 24,758 | 25,463 | 705 | TOTAL EXPENSES | 219,512 | 203,704 | (15,808) |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 25,732 | 25,370 | 362 | Surplus/(Deficit) | 123,028 | 202,960 | (79,932) |
| ===== | ===== | ===== | | ===== | ===== | ===== |
| ----- | ----- | ----- | | ----- | ----- | ----- |
| 25,732 | 25,370 | 362 | Cash Surplus/(Deficit) | 123,028 | 202,960 | (79,932) |
| ===== | ===== | ===== | | ===== | ===== | ===== |

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| Curr Mo Actual | Curr Mo Budget | Variance Fav/(Unfav) | | YTD Actual | YTD Budget | Variance Fav/(Unfav) |
|-------------------|-------------------|-------------------------|-------------------------------|-----------------|-----------------|-------------------------|
| 23,310 | 24,167 | (857) | ALTERATION FEES | 202,120 | 193,336 | 8,784 |
| 15,800 | 16,250 | (450) | RESALE INSPECTION FEES | 127,750 | 130,000 | (2,250) |
| 39,110 | 40,417 | (1,307) | TOTAL REVENUES | 329,870 | 323,336 | 6,534 |
| EXPENSES | | | | | | |
| 43,589 | 42,150 | (1,439) | Salaries and Wages | 335,795 | 337,200 | 1,405 |
| 43,589 | 42,150 | (1,439) | TOTAL LABOR | 335,795 | 337,200 | 1,405 |
| 0 | 42 | 42 | Laundry & Uniform | 0 | 336 | 336 |
| (1,561) | 77 | 1,638 | Printing | 0 | 616 | 616 |
| 2,419 | 558 | (1,861) | Office Expense | 5,848 | 4,464 | (1,384) |
| 0 | 67 | 67 | Training and Seminars | 0 | 536 | 536 |
| 333 | 333 | 0 | Equipment Usage Fee | 2,667 | 2,664 | (3) |
| 0 | 83 | 83 | Power Tool Expense | 0 | 664 | 664 |
| 1,191 | 1,160 | (31) | TOTAL OPERATING EXPENSES | 8,514 | 9,280 | 766 |
| 0 | 42 | 42 | Vehicle Licenses | 537 | 336 | (201) |
| 15 | 83 | 68 | Vehicle Maintenance | 676 | 664 | (12) |
| 194 | 167 | (27) | Vehicle Fuel | 1,540 | 1,336 | (204) |
| 147 | 167 | 20 | Vehicle Insurance | 1,176 | 1,336 | 160 |
| 356 | 459 | 103 | TOTAL REPAIRS AND MAINTENANCE | 3,929 | 3,672 | (257) |
| 686 | 625 | (61) | Bank/Loan Fees | 7,626 | 5,000 | (2,626) |
| 686 | 625 | (61) | TOTAL FINANCIAL EXPENSES | 7,626 | 5,000 | (2,626) |
| 45,822 | 44,394 | (1,428) | TOTAL EXPENSES | 355,864 | 355,152 | (712) |
| (6,712) | (3,977) | (2,735) | Surplus/(Deficit) | (25,994) | (31,816) | 5,822 |
| (6,712) | (3,977) | (2,735) | Cash Surplus/(Deficit) | (25,994) | (31,816) | 5,822 |