

800 ROCKVIEW DRIVE
WALNUT CREEK CA 94595

PRELIMINARY
GOLDEN RAIN FOUNDATION
1001 GOLDEN RAIN ROAD
WALNUT CREEK CA 94595

Revenue

Management Fees & Contracted Services	5,810,977
Billable Services	4,421,285
Other Revenue	605,860

Total Revenue	10,838,122

Expenses:

Labor	8,209,163
Materials	730,269
Vehicle Expense	236,612
Small Tools and Equipment	14,465
Other Operating Expense	111,075
Office Supplies and Equipment	363,239
Postage and Printing	36,030
Other Administrative Expenses	46,495
Utilities	121,489

Total Expenses **9,868,837**

Surplus/(Deficit) **969,285**

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Cash Surplus/(Deficit) **969,285**

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	December 2021	2020 Year End
Current Assets		
Cash	1,027,986	160,785
Accounts Receivable	495,014	426,631
Prepays	9,147	13,474
Inventory	286,716	249,890
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Total Current Assets	1,818,863	850,779
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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)
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Net Property, Plant & Equi	0	0
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TOTAL ASSETS	1,818,863	850,779
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LIABILITIES & EQUITY		
Liabilities:		
Accounts Payable	150,146	135,717
Payroll	926,802	942,433
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Total Liabilities	1,076,948	1,078,150
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Equity		
Retained Earnings	2,848,201	2,848,201
Dividends Paid	(3,075,572)	(3,075,572)
Accumulated Surplus/(Defici	969,285	0
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Total Equity	741,914	(227,371)
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TOTAL LIABILITIES & EQUITY	1,818,862	850,779
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	MANAGEMENT FEE	MUTUAL BILLABLE	LANDSCAPE	MEMBER RECORDS	ALTERATION/ RESALES	TOTAL
Revenues	4,569,411	3,283,532	1,879,023	644,160	461,996	10,838,122
Expenses:						
Labor	3,777,245	2,533,770	1,294,862	255,328	347,958	8,209,163
Materials	0	472,620	256,689	0	0	729,310
Vehicle Expense	27,998	126,072	79,370	0	3,172	236,612
Other Operating Expens	9,307	122,387	14,233	1,677	7,437	155,041
Utilities	121,489	0	0	0	0	121,489
Office Supply/Admin Ex	159,347	28,703	6,860	25,792	5,445	226,146
Equipment Usage Fee	39,705	105,789	34,594	0	10,763	190,851
Legal Expense	0	0	0	225	0	225
Total Expenses	4,135,092	3,389,340	1,686,608	283,022	374,775	9,868,837
Surplus/(Deficit)	434,319	(105,808)	192,414	361,138	87,221	969,285
Cash Surplus/(Deficit)	434,319	(105,808)	192,414	361,138	87,221	969,285

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
348,868	348,863	5	Management Fee	4,186,411	4,186,411	0
0	0	0	Miscellaneous Income	383,000	0	383,000
348,868	348,863	5	TOTAL REVENUES	4,569,411	4,186,411	383,000
EXPENSES						
317,255	317,862	607	Salaries and Wages	3,750,838	3,814,311	63,473
6,410	87	(6,323)	Temporary Help	26,407	1,000	(25,407)
323,665	317,949	(5,716)	TOTAL LABOR	3,777,245	3,815,311	38,066
2,380	0	(2,380)	Laundry & Uniform	2,380	0	(2,380)
427	87	(340)	Travel & Entertainment	485	1,000	515
1,417	1,250	(167)	Audit & Tax Preparation	17,000	15,000	(2,000)
0	0	0	Other Professional Services	5,178	0	(5,178)
1,245	1,413	168	Postage	20,041	17,000	(3,041)
0	913	913	Printing	2,671	11,000	8,329
13,505	8,337	(5,168)	Office Expense	81,124	100,000	18,876
120	837	717	Training and Seminars	6,306	10,000	3,694
2,546	3,337	791	Office Equipment	31,720	40,000	8,280
3,309	3,413	104	Equipment Usage Fee	39,705	41,000	1,295
24,948	19,587	(5,361)	TOTAL OPERATING EXPENSES	206,611	235,000	28,389
1,012	2,913	1,901	PG&E	35,376	35,000	(376)
462	712	250	Water	8,234	8,500	266
8,149	5,000	(3,149)	Telephone	77,879	60,000	(17,879)
9,623	8,625	(998)	TOTAL UTILITIES	121,489	103,500	(17,989)
0	250	250	Vehicle Licenses	2,888	3,000	112
1,036	413	(623)	Vehicle Maintenance	4,809	5,000	191
377	413	36	Vehicle Fuel	5,503	5,000	(503)
1,549	1,463	(86)	Vehicle Insurance	14,798	17,600	2,802
2,962	2,539	(423)	TOTAL REPAIRS AND MAINTENANCE	27,998	30,600	2,602
131	163	32	Bank/Loan Fees	1,749	2,000	251
131	163	32	TOTAL FINANCIAL EXPENSES	1,749	2,000	251
361,329	348,863	(12,466)	TOTAL EXPENSES	4,135,092	4,186,411	51,319
(12,461)	0	(12,461)	Surplus/(Deficit)	434,319	0	434,319
(12,461)	0	(12,461)	Cash Surplus/(Deficit)	434,319	0	434,319

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
2,913	5,663	(2,750)	OTHER BILLABLE SERVICES	69,392	68,000	1,392
125,280	107,087	18,193	BILLABLE SERVICES-OPERATING	1,405,708	1,285,000	120,708
87,308	195,413	(108,105)	BILLABLE SERVICES-RESERVE	1,625,782	2,345,000	(719,218)
24,000	16,663	7,337	SET-UP FEE REVENUE	182,651	200,000	(17,350)
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239,501	324,826	(85,325)	TOTAL REVENUES	3,283,532	3,898,000	(614,468)
			EXPENSES			
209,926	257,197	47,271	Salaries and Wages	2,517,285	3,086,375	569,090
2,912	0	(2,912)	Temporary Help	16,485	0	(16,485)
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212,838	257,197	44,359	TOTAL LABOR	2,533,770	3,086,375	552,605
0	163	163	Carpentry	0	2,000	2,000
7,160	7,500	340	After Hours Contract	93,975	90,000	(3,975)
35,131	43,386	8,255	Consumable Materials	472,620	520,599	47,979
1,196	1,413	217	Laundry & Uniform	17,097	17,000	(97)
79	0	(79)	Travel & Entertainment	243	0	(243)
0	375	375	Other Professional Services	330	4,500	4,170
0	0	0	Postage	38	0	(38)
0	288	288	Printing	1,427	3,500	2,073
1,056	2,163	1,107	Office Expense	25,915	26,000	85
0	125	125	Training and Seminars	1,080	1,500	420
0	663	663	Office Equipment	0	8,000	8,000
8,816	9,163	347	Equipment Usage Fee	105,789	110,000	4,211
2,687	1,250	(1,437)	Power Tool Expense	10,984	15,000	4,016
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56,125	66,489	10,364	TOTAL OPERATING EXPENSES	729,498	798,099	68,601
0	1,163	1,163	Vehicle Licenses	13,102	14,000	898
3,099	3,337	238	Vehicle Maintenance	34,832	40,000	5,168
2,101	2,913	812	Vehicle Fuel	34,186	35,000	814
4,518	3,500	(1,018)	Vehicle Insurance	43,952	42,000	(1,952)
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9,718	10,913	1,195	TOTAL REPAIRS AND MAINTENANCE	126,072	131,000	4,928
278,681	334,599	55,918	TOTAL EXPENSES	3,389,340	4,015,474	626,134
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(39,179)	(9,773)	(29,406)	Surplus/(Deficit)	(105,808)	(117,474)	11,666
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(39,179)	(9,773)	(29,406)	Cash Surplus/(Deficit)	(105,808)	(117,474)	11,666
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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
REVENUES						
135,381	135,380		1 Management Fee	1,624,566	1,624,560	6
5,955	15,000	(9,045)	Landscape Billable	254,457	180,000	74,457
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141,335	150,380	(9,045)	TOTAL REVENUES	1,879,023	1,804,560	74,463
EXPENSES						
100,876	113,467	12,591	Salaries and Wages	1,294,862	1,361,615	66,753
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100,876	113,467	12,591	TOTAL LABOR	1,294,862	1,361,615	66,753
28,789	23,820	(4,969)	Consumable Materials	255,901	285,895	29,994
0	500		500 Landscape Materials	788	6,000	5,212
0	125		125 Building Maintenance Misc.	959	1,500	541
841	1,000		159 Laundry & Uniform	9,794	12,000	2,206
376	250	(126)	Office Expense	6,590	3,000	(3,590)
0	44		44 Training and Seminars	270	550	280
0	250		250 Office Equipment	0	3,000	3,000
2,883	4,837	1,954	Equipment Usage Fee	34,594	58,000	23,406
0	337		337 Power Tool Expense	3,480	4,000	520
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32,888	31,163	(1,725)	TOTAL OPERATING EXPENSES	312,376	373,945	61,569
0	413		413 Vehicle Licenses	5,396	5,000	(396)
2,060	2,163	103	Vehicle Maintenance	28,826	26,000	(2,826)
2,264	2,000	(264)	Vehicle Fuel	28,139	24,000	(4,139)
1,880	1,163	(717)	Vehicle Insurance	17,009	14,000	(3,009)
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6,204	5,739	(465)	TOTAL REPAIRS AND MAINTENANCE	79,370	69,000	(10,370)
139,968	150,369	10,401	TOTAL EXPENSES	1,686,608	1,804,560	117,952
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1,367	11	1,356	Surplus/(Deficit)	192,414	0	192,414
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13,725	3,337	10,388	DOCUMENT FEES	174,620	40,000	134,620
36,250	28,337	7,913	PROCESSING FEES	421,300	340,000	81,300
3,550	1,750	1,800	RESALE FEES	48,240	21,000	27,240
<u>53,525</u>	<u>33,424</u>	<u>20,101</u>	TOTAL REVENUES	<u>644,160</u>	<u>401,000</u>	<u>243,160</u>
			EXPENSES			
22,320	19,097	(3,223)	Salaries and Wages	255,328	229,109	(26,219)
<u>22,320</u>	<u>19,097</u>	<u>(3,223)</u>	TOTAL LABOR	<u>255,328</u>	<u>229,109</u>	<u>(26,219)</u>
0	0	0	Legal Fees	225	0	(225)
0	337	337	Printing	11,784	4,000	(7,784)
1,155	250	(905)	Office Expense	13,139	3,000	(10,139)
0	0	0	Training and Seminars	869	0	(869)
<u>1,155</u>	<u>587</u>	<u>(568)</u>	TOTAL OPERATING EXPENSES	<u>26,017</u>	<u>7,000</u>	<u>(19,017)</u>
107	87	(20)	Bank/Loan Fees	1,677	1,000	(677)
<u>107</u>	<u>87</u>	<u>(20)</u>	TOTAL FINANCIAL EXPENSES	<u>1,677</u>	<u>1,000</u>	<u>(677)</u>
<u>23,582</u>	<u>19,771</u>	<u>(3,811)</u>	TOTAL EXPENSES	<u>283,022</u>	<u>237,109</u>	<u>(45,913)</u>
29,943	13,653	16,290	Surplus/(Deficit)	361,138	163,891	197,247
<u>29,943</u>	<u>13,653</u>	<u>16,290</u>	Cash Surplus/(Deficit)	<u>361,138</u>	<u>163,891</u>	<u>197,247</u>

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
17,360	21,663	(4,303)	ALTERATION FEES	267,070	260,000	7,070
10,250	13,087	(2,837)	RESALE INSPECTION FEES	194,926	157,000	37,926
27,610	34,750	(7,140)	TOTAL REVENUES	461,996	417,000	44,996
EXPENSES						
29,226	28,462	(764)	Salaries and Wages	347,958	341,522	(6,436)
29,226	28,462	(764)	TOTAL LABOR	347,958	341,522	(6,436)
0	0	0	Postage	70	0	(70)
0	62	62	Printing	0	700	700
515	500	(15)	Office Expense	5,375	6,000	625
0	63	63	Training and Seminars	0	800	800
897	663	(234)	Equipment Usage Fee	10,763	8,000	(2,763)
1,412	1,288	(124)	TOTAL OPERATING EXPENSES	16,208	15,500	(708)
0	57	57	Vehicle Licenses	296	750	454
50	57	7	Vehicle Maintenance	512	750	238
(21)	87	108	Vehicle Fuel	776	1,000	224
(33)	163	196	Vehicle Insurance	1,588	2,000	412
(4)	364	368	TOTAL REPAIRS AND MAINTENANCE	3,172	4,500	1,328
632	413	(219)	Bank/Loan Fees	7,437	5,000	(2,437)
632	413	(219)	TOTAL FINANCIAL EXPENSES	7,437	5,000	(2,437)
31,266	30,527	(739)	TOTAL EXPENSES	374,775	366,522	(8,253)
(3,656)	4,223	(7,879)	Surplus/(Deficit)	87,221	50,478	36,743
(3,656)	4,223	(7,879)	Cash Surplus/(Deficit)	87,221	50,478	36,743