

**PRELIMINARY**

800 ROCKVIEW DRIVE  
WALNUT CREEK CA 94595

GOLDEN RAIN FOUNDATION  
1001 GOLDEN RAIN ROAD  
WALNUT CREEK CA 94595

**Revenue**

Management Fees & Contracted Services	6,729,738
Billable Services	4,465,190
Other Revenue	577,125
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Total Revenue	11,772,053

**Expenses:**

Labor	9,994,740
Materials	853,356
Vehicle Expense	241,492
Small Tools and Equipment	31,714
Other Operating Expense	178,508
Office Supplies and Equipment	429,053
Postage and Printing	23,803
Other Administrative Expenses	56,319
Utilities	68,701
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<b>Total Expenses</b>	<b>11,877,687</b>
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<b>Surplus/(Deficit)</b>	<b>(105,634)</b>
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<b>Cash Surplus/(Deficit)</b>	<b>(105,634)</b>
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	December 2023	2022 Year End
<b>Current Assets</b>		
Cash	741,874	408,304
Accounts Receivable	710,209	702,527
Prepays	(3,458)	(3,458)
Inventory	261,923	257,732
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<b>Total Current Assets</b>	<b>1,710,548</b>	<b>1,365,105</b>
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<b>Property, Plant &amp; Equipment</b>		
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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<b>Net Property, Plant &amp; Equi</b>	<b>0</b>	<b>0</b>
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<b>TOTAL ASSETS</b>	<b>1,710,548</b>	<b>1,365,105</b>
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 <b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities:</b>		
Accounts Payable	232,197	199,435
Payroll	1,342,867	924,553
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<b>Total Liabilities</b>	<b>1,575,065</b>	<b>1,123,988</b>
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<b>Equity</b>		
Retained Earnings	3,316,689	3,316,689
Dividends Paid	(3,075,572)	(3,075,572)
Accumulated Surplus/(Defici	(105,634)	0
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<b>Total Equity</b>	<b>135,482</b>	<b>241,117</b>
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<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,710,547</b>	<b>1,365,105</b>
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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
419,520	419,525	(5)	Management Fee	5,034,245	5,034,245	0
0	42,087	(42,087)	Miscellaneous Income	378,750	505,000	(126,250)
419,520	461,612	(42,092)	<b>TOTAL REVENUES</b>	5,412,995	5,539,245	(126,250)
<b>EXPENSES</b>						
387,354	399,181	11,827	Salaries and Wages	4,779,324	4,779,255	(69)
42,793	34,180	(8,613)	Temporary Help	283,317	263,259	(20,058)
430,147	433,361	3,214	<b>TOTAL LABOR</b>	5,062,641	5,042,514	(20,127)
0	0	0	Laundry & Uniform	71	0	(71)
243	87	(156)	Travel & Entertainment	1,512	1,000	(512)
1,830	1,830	0	Audit & Tax Preparation	21,960	21,960	0
0	115,553	115,553	Other Professional Services	58,187	641,963	583,776
1,573	1,500	(73)	Postage	19,963	18,000	(1,963)
0	337	337	Printing	1,806	4,000	2,194
10,699	8,337	(2,362)	Office Expense	116,352	100,000	(16,352)
2,066	413	(1,653)	Training and Seminars	6,964	5,000	(1,964)
3,096	23,866	20,770	Office Equipment	34,849	160,708	125,859
3,309	2,500	(809)	Equipment Usage Fee	39,705	30,000	(9,705)
22,815	154,423	131,608	<b>TOTAL OPERATING EXPENSES</b>	301,369	982,631	681,262
1,111	2,500	1,389	PG&E	9,797	30,000	20,203
757	900	143	Water	7,198	10,800	3,602
4,073	6,250	2,177	Telephone	50,766	75,000	24,234
5,941	9,650	3,709	<b>TOTAL UTILITIES</b>	67,761	115,800	48,039
0	237	237	Vehicle Licenses	2,357	2,800	443
687	462	(225)	Vehicle Maintenance	4,652	5,500	848
254	538	284	Vehicle Fuel	4,616	6,500	1,884
1,335	1,538	203	Vehicle Insurance	16,015	18,500	2,485
2,276	2,775	499	<b>TOTAL REPAIRS AND MAINTENANCE</b>	27,640	33,300	5,660
125	163	38	Bank/Loan Fees	1,717	2,000	283
125	163	38	<b>TOTAL FINANCIAL EXPENSES</b>	1,717	2,000	283
461,302	600,372	139,070	<b>TOTAL EXPENSES</b>	5,461,128	6,176,245	715,117
(41,782)	(138,760)	96,978	Surplus/(Deficit)	(48,133)	(637,000)	588,867
<b>(41,782)</b>	<b>(138,760)</b>	<b>96,978</b>	<b>Cash Surplus/(Deficit)</b>	<b>(48,133)</b>	<b>(637,000)</b>	<b>588,867</b>

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
7,025	6,000	1,025	OTHER BILLABLE SERVICES	70,817	72,000	(1,183)
117,297	116,663	634	BILLABLE SERVICES-OPERATING	1,548,561	1,400,000	148,561
94,233	166,500	(72,267)	BILLABLE SERVICES-RESERVE	1,384,766	1,997,956	(613,190)
22,450	15,413	7,037	SET-UP FEE REVENUE	161,139	185,000	(23,861)
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241,005	304,576	(63,571)	TOTAL REVENUES	3,165,283	3,654,956	(489,673)
			<b>EXPENSES</b>			
189,643	255,496	65,853	Salaries and Wages	2,578,339	3,065,952	487,613
4,740	1,087	(3,653)	Temporary Help	126,504	13,000	(113,504)
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194,383	256,583	62,200	TOTAL LABOR	2,704,843	3,078,952	374,109
7,160	7,663	503	After Hours Contract	93,080	92,000	(1,080)
23,101	45,932	22,831	Consumable Materials	456,098	551,250	95,152
2,192	1,413	(779)	Laundry & Uniform	19,462	17,000	(2,462)
0	0	0	Travel & Entertainment	370	0	(370)
0	500	500	Other Professional Services	13,160	6,000	(7,160)
0	212	212	Printing	286	2,500	2,214
2,637	2,250	(387)	Office Expense	30,658	27,000	(3,658)
0	250	250	Training and Seminars	1,091	3,000	1,910
0	0	0	Office Equipment	(32)	0	32
8,816	8,750	(66)	Equipment Usage Fee	105,789	105,000	(789)
581	1,587	1,006	Power Tool Expense	23,425	19,000	(4,425)
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44,486	68,557	24,071	TOTAL OPERATING EXPENSES	743,386	822,750	79,364
20	0	(20)	Telephone	140	0	(140)
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20	0	(20)	TOTAL UTILITIES	140	0	(140)
1,301	1,462	161	Vehicle Licenses	12,448	17,500	5,052
2,293	2,913	620	Vehicle Maintenance	42,966	35,000	(7,966)
2,528	3,663	1,135	Vehicle Fuel	32,591	44,000	11,409
3,870	4,163	293	Vehicle Insurance	46,434	50,000	3,566
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9,991	12,201	2,210	TOTAL REPAIRS AND MAINTENANCE	134,440	146,500	12,060
248,880	337,341	88,461	TOTAL EXPENSES	3,582,809	4,048,202	465,393
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(7,875)	(32,765)	24,890	Surplus/(Deficit)	(417,526)	(393,246)	(24,280)
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<b>(7,875)</b>	<b>(32,765)</b>	<b>24,890</b>	<b>Cash Surplus/(Deficit)</b>	<b>(417,526)</b>	<b>(393,246)</b>	<b>(24,280)</b>
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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
<b>REVENUES</b>						
141,291	141,292	(1)	Management Fee	1,695,493	1,695,493	0
109,762	14,587	95,175	Landscape Billable	453,514	175,000	278,514
251,053	155,879	95,174	<b>TOTAL REVENUES</b>	2,149,007	1,870,493	278,514
<b>EXPENSES</b>						
122,782	117,780	(5,002)	Salaries and Wages	1,453,114	1,413,382	(39,732)
122,782	117,780	(5,002)	<b>TOTAL LABOR</b>	1,453,114	1,413,382	(39,732)
57,883	21,709	(36,174)	Consumable Materials	381,876	260,508	(121,368)
0	500	500	Landscape Materials	14,275	6,000	(8,275)
741	462	(279)	Building Maintenance Misc.	1,108	5,500	4,392
1,355	1,250	(105)	Laundry & Uniform	14,589	15,000	411
0	0	0	Travel & Entertainment	277	0	(277)
0	0	0	Printing	89	0	(89)
988	837	(151)	Office Expense	13,733	10,000	(3,733)
0	150	150	Training and Seminars	467	1,800	1,333
0	500	500	Office Equipment	0	6,000	6,000
2,883	3,525	642	Equipment Usage Fee	34,594	42,300	7,706
0	500	500	Power Tool Expense	7,419	6,000	(1,419)
63,850	29,433	(34,417)	<b>TOTAL OPERATING EXPENSES</b>	468,427	353,108	(115,319)
60	0	(60)	Telephone	800	0	(800)
60	0	(60)	<b>TOTAL UTILITIES</b>	800	0	(800)
658	538	(120)	Vehicle Licenses	5,692	6,500	808
1,369	3,032	1,663	Vehicle Maintenance	23,567	36,373	12,806
1,964	3,446	1,482	Vehicle Fuel	29,050	41,330	12,280
1,313	1,650	337	Vehicle Insurance	15,757	19,800	4,043
5,304	8,666	3,362	<b>TOTAL REPAIRS AND MAINTENANCE</b>	74,067	104,003	29,936
191,996	155,879	(36,117)	<b>TOTAL EXPENSES</b>	1,996,408	1,870,493	(125,915)
<b>59,056</b>	<b>0</b>	<b>59,056</b>	<b>Surplus/(Deficit)</b>	<b>152,600</b>	<b>0</b>	<b>152,600</b>

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
10,700	14,587	(3,887)	DOCUMENT FEES	147,935	175,000	(27,065)
27,150	35,000	(7,850)	PROCESSING FEES	349,700	420,000	(70,300)
7,900	4,163	3,737	RESALE FEES	50,440	50,000	440
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45,750	53,750	(8,000)	TOTAL REVENUES	548,075	645,000	(96,925)
			<b>EXPENSES</b>			
24,600	23,431	(1,169)	Salaries and Wages	298,754	281,150	(17,604)
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24,600	23,431	(1,169)	TOTAL LABOR	298,754	281,150	(17,604)
0	413	413	Printing	191	5,000	4,809
6,079	1,337	(4,742)	Office Expense	26,585	16,000	(10,585)
0	87	87	Training and Seminars	774	1,000	226
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6,079	1,837	(4,242)	TOTAL OPERATING EXPENSES	27,551	22,000	(5,551)
86	138	52	Bank/Loan Fees	1,865	1,700	(165)
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86	138	52	TOTAL FINANCIAL EXPENSES	1,865	1,700	(165)
30,765	25,406	(5,359)	TOTAL EXPENSES	328,170	304,850	(23,320)
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14,985	28,344	(13,359)	Surplus/(Deficit)	219,905	340,150	(120,245)
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14,985	28,344	(13,359)	<b>Cash Surplus/(Deficit)</b>	<b>219,905</b>	<b>340,150</b>	<b>(120,245)</b>
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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
17,010	22,500	(5,490)	ALTERATION FEES	303,518	270,000	33,518
8,275	16,250	(7,975)	RESALE INSPECTION FEES	193,175	195,000	(1,825)
25,285	38,750	(13,465)	TOTAL REVENUES	496,693	465,000	31,693
<b>EXPENSES</b>						
43,564	31,642	(11,922)	Salaries and Wages	475,389	379,704	(95,685)
43,564	31,642	(11,922)	TOTAL LABOR	475,389	379,704	(95,685)
0	0	0	Laundry & Uniform	236	0	(236)
0	0	0	Postage	181	0	(181)
0	62	62	Printing	1,286	700	(586)
311	562	251	Office Expense	5,848	6,700	852
359	63	(296)	Training and Seminars	914	800	(114)
897	900	3	Equipment Usage Fee	10,763	10,800	37
109	0	(109)	Power Tool Expense	871	0	(871)
1,677	1,587	(90)	TOTAL OPERATING EXPENSES	20,099	19,000	(1,099)
0	38	38	Vehicle Licenses	528	500	(28)
146	87	(59)	Vehicle Maintenance	869	1,000	131
100	100	0	Vehicle Fuel	2,202	1,200	(1,002)
145	250	105	Vehicle Insurance	1,746	3,000	1,254
391	475	84	TOTAL REPAIRS AND MAINTENANCE	5,345	5,700	355
624	625	1	Bank/Loan Fees	8,340	7,500	(840)
624	625	1	TOTAL FINANCIAL EXPENSES	8,340	7,500	(840)
46,256	34,329	(11,927)	TOTAL EXPENSES	509,173	411,904	(97,269)
(20,971)	4,421	(25,392)	Surplus/(Deficit)	(12,480)	53,096	(65,576)
<b>(20,971)</b>	<b>4,421</b>	<b>(25,392)</b>	<b>Cash Surplus/(Deficit)</b>	<b>(12,480)</b>	<b>53,096</b>	<b>(65,576)</b>