

800 ROCKVIEW DRIVE
WALNUT CREEK CA 94595

PRELIMINARY

GOLDEN RAIN FOUNDATION
1001 GOLDEN RAIN ROAD
WALNUT CREEK CA 94595

Revenue

Management Fees & Contracted Services	1,743,297
Billable Services	975,971
Other Revenue	36,750

Total Revenue	2,756,018

Expenses:

Labor	2,623,631
Materials	196,469
Vehicle Expense	64,764
Small Tools and Equipment	1,099
Other Operating Expense	91,189
Office Supplies and Equipment	113,215
Postage and Printing	9,721
Other Administrative Expenses	19,401
Utilities	15,402

Total Expenses	3,134,893
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Surplus/(Deficit)	(378,875)
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Cash Surplus/(Deficit)	(378,875)
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	March 2024	2023 Year End
Current Assets		
Cash	739,822	726,214
Accounts Receivable	685,112	713,270
Prepays	34,374	(3,458)
Inventory	250,160	261,923
	-----	-----
Total Current Assets	1,709,468	1,697,950
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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)
	-----	-----
Net Property, Plant & Equi	0	0
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TOTAL ASSETS	1,709,468	1,697,950
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 LIABILITIES & EQUITY		
Liabilities:		
Accounts Payable	288,933	303,420
Payroll	1,738,746	1,333,867
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Total Liabilities	2,027,680	1,637,287
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Equity		
Retained Earnings	3,136,234	3,136,234
Dividends Paid	(3,075,572)	(3,075,572)
Accumulated Surplus/(Defici	(378,875)	0
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Total Equity	(318,213)	60,662
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TOTAL LIABILITIES & EQUITY	1,709,467	1,697,949
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	MANAGEMENT FEE	MUTUAL BILLABLE	LANDSCAPE	MEMBER RECORDS	ALTERATION/ RESALES	TOTAL
Revenues	1,323,847	710,734	498,377	96,150	126,910	2,756,018
Expenses:						
Labor	1,368,315	674,289	378,083	76,504	126,441	2,623,631
Materials	0	88,637	99,855	0	0	188,493
Vehicle Expense	6,985	31,407	25,115	0	1,258	64,764
Other Operating Expens	61,933	32,587	15,887	965	3,260	114,632
Utilities	15,162	60	180	0	0	15,402
Office Supply/Admin Ex	59,676	7,725	3,037	7,825	1,995	80,258
Equipment Usage Fee	9,926	26,447	8,648	0	2,691	47,713
Total Expenses	1,521,998	861,151	530,806	85,294	135,643	3,134,893
Surplus/(Deficit)	(198,150)	(150,418)	(32,429)	10,856	(8,733)	(378,875)
Cash Surplus/(Deficit)	(198,150)	(150,418)	(32,429)	10,856	(8,733)	(378,875)

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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	1,743,297	1,743,297	0
5,454	6,250	(796)	OTHER BILLABLE SERVICES	17,392	18,750	(1,358)
29,030	24,167	4,863	ALTERATION FEES	72,185	72,501	(316)
22,525	16,250	6,275	RESALE INSPECTION FEES	54,725	48,750	5,975
11,300	13,333	(2,033)	DOCUMENT FEES	24,300	39,999	(15,699)
128,949	143,667	(14,718)	BILLABLE SERVICES-OPERATING	344,864	431,001	(86,137)
156,362	155,417	945	BILLABLE SERVICES-RESERVE	311,378	466,251	(154,873)
14,375	15,417	(1,042)	SET-UP FEE REVENUE	37,100	46,251	(9,151)
24,800	33,333	(8,533)	PROCESSING FEES	59,400	99,999	(40,599)
4,750	4,167	583	RESALE FEES	12,450	12,501	(51)
47,904	31,667	16,237	Landscape Billable	78,927	95,001	(16,074)
0	10,521	(10,521)	Miscellaneous Income	0	31,563	(31,563)
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1,026,549	1,035,288	(8,739)	TOTAL REVENUES	2,756,018	3,105,864	(349,846)
			EXPENSES			
844,577	875,084	30,507	Salaries and Wages	2,533,417	2,625,252	91,835
42,245	1,166	(41,079)	Temporary Help	90,215	3,498	(86,717)
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886,822	876,250	(10,572)	TOTAL LABOR	2,623,631	2,628,750	5,119
10,740	7,667	(3,073)	After Hours Contract	25,060	23,001	(2,059)
83,506	71,377	(12,129)	Consumable Materials	185,252	214,131	28,879
3,241	2,083	(1,158)	Landscape-Irrigation/Control Boxes/	3,241	6,249	3,008
327	458	131	Pest Control	7,977	1,374	(6,603)
7,488	3,042	(4,446)	Laundry & Uniform	14,361	9,126	(5,235)
68	83	15	Travel & Entertainment	(5)	249	254
1,680	1,679	(1)	Audit & Tax Preparation	5,040	5,037	(3)
34,597	64,496	29,899	Other Professional Services	61,535	193,488	131,953
2,648	1,500	(1,148)	Postage	8,776	4,500	(4,276)
0	619	619	Printing	945	1,857	912
14,102	13,557	(545)	Office Expense	52,531	40,671	(11,860)
298	967	669	Training and Seminars	2,024	2,901	877
1,663	3,417	1,754	Office Equipment	10,946	10,251	(695)
15,904	6,899	(9,005)	Equipment Usage Fee	47,713	20,697	(27,016)
445	2,666	2,221	Power Tool Expense	1,099	7,998	6,899
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176,707	180,510	3,803	TOTAL OPERATING EXPENSES	426,496	541,530	115,034
932	1,250	318	PG&E	3,601	3,750	149
286	750	464	Water	286	2,250	1,964
3,806	6,667	2,861	Telephone	11,514	20,001	8,487
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5,024	8,667	3,643	TOTAL UTILITIES	15,402	26,001	10,599
2,641	1,792	(849)	Vehicle Licenses	7,761	5,376	(2,385)
7,058	6,108	(950)	Vehicle Maintenance	19,782	18,324	(1,458)
5,824	7,066	1,242	Vehicle Fuel	16,564	21,198	4,634
6,886	7,001	115	Vehicle Insurance	20,658	21,003	345
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22,409	21,967	(442)	TOTAL REPAIRS AND MAINTENANCE	64,764	65,901	1,137
914	975	61	Bank/Loan Fees	4,599	2,925	(1,674)
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914	975	61	TOTAL FINANCIAL EXPENSES	4,599	2,925	(1,674)
1,091,876	1,088,369	(3,507)	TOTAL EXPENSES	3,134,893	3,265,107	130,214
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(65,327)	(53,081)	(12,246)	Surplus/(Deficit)	(378,875)	(159,243)	(219,632)

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
<u>(65,327)</u>	<u>(53,081)</u>	<u>(12,246)</u>	Cash Surplus/(Deficit)	<u>(378,875)</u>	<u>(159,243)</u>	<u>(219,632)</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	1,323,847	1,323,846	1
0	10,521	(10,521)	Miscellaneous Income	0	31,563	(31,563)
441,282	451,803	(10,521)	TOTAL REVENUES	1,323,847	1,355,409	(31,562)
EXPENSES						
440,324	413,353	(26,971)	Salaries and Wages	1,307,153	1,240,059	(67,094)
21,712	83	(21,629)	Temporary Help	61,163	249	(60,914)
462,036	413,436	(48,600)	TOTAL LABOR	1,368,315	1,240,308	(128,007)
24	0	(24)	Laundry & Uniform	24	0	(24)
68	83	15	Travel & Entertainment	(5)	249	254
1,680	1,679	(1)	Audit & Tax Preparation	5,040	5,037	(3)
34,597	63,604	29,007	Other Professional Services	61,535	190,812	129,277
2,648	1,500	(1,148)	Postage	8,776	4,500	(4,276)
0	167	167	Printing	668	501	(167)
8,129	8,333	204	Office Expense	33,226	24,999	(8,227)
0	417	417	Training and Seminars	1,024	1,251	227
1,663	2,917	1,254	Office Equipment	10,946	8,751	(2,195)
3,309	1,458	(1,851)	Equipment Usage Fee	9,926	4,374	(5,552)
52,118	80,158	28,040	TOTAL OPERATING EXPENSES	131,161	240,474	109,313
932	1,250	318	PG&E	3,601	3,750	149
286	750	464	Water	286	2,250	1,964
3,726	6,667	2,941	Telephone	11,274	20,001	8,727
4,944	8,667	3,723	TOTAL UTILITIES	15,162	26,001	10,839
747	208	(539)	Vehicle Licenses	940	624	(316)
825	458	(367)	Vehicle Maintenance	1,079	1,374	295
298	542	244	Vehicle Fuel	997	1,626	629
1,323	1,250	(73)	Vehicle Insurance	3,968	3,750	(218)
3,193	2,458	(735)	TOTAL REPAIRS AND MAINTENANCE	6,985	7,374	389
125	167	42	Bank/Loan Fees	374	501	127
125	167	42	TOTAL FINANCIAL EXPENSES	374	501	127
522,416	504,886	(17,530)	TOTAL EXPENSES	1,521,998	1,514,658	(7,340)
(81,133)	(53,083)	(28,050)	Surplus/(Deficit)	(198,150)	(159,249)	(38,901)
(81,133)	(53,083)	(28,050)	Cash Surplus/(Deficit)	(198,150)	(159,249)	(38,901)

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
5,454	6,250	(796)	OTHER BILLABLE SERVICES	17,392	18,750	(1,358)
128,949	143,667	(14,718)	BILLABLE SERVICES-OPERATING	344,864	431,001	(86,137)
156,362	155,417	945	BILLABLE SERVICES-RESERVE	311,378	466,251	(154,873)
14,375	15,417	(1,042)	SET-UP FEE REVENUE	37,100	46,251	(9,151)
305,140	320,751	(15,611)	TOTAL REVENUES	710,734	962,253	(251,519)
			EXPENSES			
214,505	273,545	59,040	Salaries and Wages	645,237	820,635	175,398
20,533	1,083	(19,450)	Temporary Help	29,052	3,249	(25,803)
235,038	274,628	39,590	TOTAL LABOR	674,289	823,884	149,595
10,740	7,667	(3,073)	After Hours Contract	25,060	23,001	(2,059)
32,666	39,167	6,501	Consumable Materials	88,637	117,501	28,864
626	1,500	874	Laundry & Uniform	6,427	4,500	(1,927)
0	892	892	Other Professional Services	0	2,676	2,676
0	125	125	Printing	0	375	375
3,416	2,500	(916)	Office Expense	7,427	7,500	73
298	250	(48)	Training and Seminars	298	750	452
8,816	1,583	(7,233)	Equipment Usage Fee	26,447	4,749	(21,698)
445	2,083	1,638	Power Tool Expense	1,099	6,249	5,150
57,006	55,767	(1,239)	TOTAL OPERATING EXPENSES	155,396	167,301	11,905
20	0	(20)	Telephone	60	0	(60)
20	0	(20)	TOTAL UTILITIES	60	0	(60)
1,696	1,000	(696)	Vehicle Licenses	5,488	3,000	(2,488)
2,690	2,917	227	Vehicle Maintenance	5,632	8,751	3,119
3,057	3,667	610	Vehicle Fuel	8,226	11,001	2,775
4,020	4,167	147	Vehicle Insurance	12,061	12,501	440
11,463	11,751	288	TOTAL REPAIRS AND MAINTENANCE	31,407	35,253	3,846
303,527	342,146	38,619	TOTAL EXPENSES	861,151	1,026,438	165,287
1,613	(21,395)	23,008	Surplus/(Deficit)	(150,418)	(64,185)	(86,233)
1,613	(21,395)	23,008	Cash Surplus/(Deficit)	(150,418)	(64,185)	(86,233)

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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	419,450	419,451	(1)
47,904	31,667	16,237	Landscape Billable	78,927	95,001	(16,074)
187,721	171,484	16,237	TOTAL REVENUES	498,377	514,452	(16,075)
EXPENSES						
122,323	122,425	102	Salaries and Wages	378,083	367,275	(10,808)
122,323	122,425	102	TOTAL LABOR	378,083	367,275	(10,808)
50,840	32,210	(18,630)	Consumable Materials	96,614	96,630	16
3,241	2,083	(1,158)	Landscape Materials	3,241	6,249	3,008
327	458	131	Building Maintenance Misc.	7,977	1,374	(6,603)
6,839	1,500	(5,339)	Laundry & Uniform	7,910	4,500	(3,410)
974	833	(141)	Office Expense	3,037	2,499	(538)
0	150	150	Training and Seminars	0	450	450
0	500	500	Office Equipment	0	1,500	1,500
2,883	3,525	642	Equipment Usage Fee	8,648	10,575	1,927
0	500	500	Power Tool Expense	0	1,500	1,500
65,103	41,759	(23,344)	TOTAL OPERATING EXPENSES	127,428	125,277	(2,151)
60	0	(60)	Telephone	180	0	(180)
60	0	(60)	TOTAL UTILITIES	180	0	(180)
198	542	344	Vehicle Licenses	1,333	1,626	293
3,333	2,650	(683)	Vehicle Maintenance	12,832	7,950	(4,882)
2,288	2,690	402	Vehicle Fuel	6,763	8,070	1,307
1,396	1,417	21	Vehicle Insurance	4,187	4,251	64
7,215	7,299	84	TOTAL REPAIRS AND MAINTENANCE	25,115	21,897	(3,218)
194,700	171,483	(23,217)	TOTAL EXPENSES	530,806	514,449	(16,357)
(6,979)	1	(6,980)	Surplus/(Deficit)	(32,429)	3	(32,432)

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
11,300	13,333	(2,033)	DOCUMENT FEES	24,300	39,999	(15,699)
24,800	33,333	(8,533)	PROCESSING FEES	59,400	99,999	(40,599)
4,750	4,167	583	RESALE FEES	12,450	12,501	(51)
40,850	50,833	(9,983)	TOTAL REVENUES	96,150	152,499	(56,349)
			EXPENSES			
25,772	23,612	(2,160)	Salaries and Wages	76,504	70,836	(5,668)
25,772	23,612	(2,160)	TOTAL LABOR	76,504	70,836	(5,668)
0	250	250	Printing	277	750	473
166	1,333	1,167	Office Expense	6,846	3,999	(2,847)
0	83	83	Training and Seminars	702	249	(453)
166	1,666	1,500	TOTAL OPERATING EXPENSES	7,825	4,998	(2,827)
190	183	(7)	Bank/Loan Fees	965	549	(416)
190	183	(7)	TOTAL FINANCIAL EXPENSES	965	549	(416)
26,128	25,461	(667)	TOTAL EXPENSES	85,294	76,383	(8,911)
14,722	25,372	(10,650)	Surplus/(Deficit)	10,856	76,116	(65,260)
14,722	25,372	(10,650)	Cash Surplus/(Deficit)	10,856	76,116	(65,260)