

800 ROCKVIEW DRIVE
WALNUT CREEK CA 94595

GOLDEN RAIN FOUNDATION
1001 GOLDEN RAIN ROAD
WALNUT CREEK CA 94595

Revenue

Management Fees & Contracted Services	6,168,927
Billable Services	4,061,989
Other Revenue	558,525

Total Revenue	10,789,440

Expenses:

Labor	9,179,265
Materials	771,631
Vehicle Expense	223,530
Small Tools and Equipment	31,024
Other Operating Expense	170,270
Office Supplies and Equipment	386,914
Postage and Printing	22,231
Other Administrative Expenses	50,942
Utilities	62,681

Total Expenses **10,898,487**

Surplus/(Deficit) **(109,047)**

Cash Surplus/(Deficit) **(109,047)**

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	November 2023	2022 Year End
Current Assets		
Cash	886,998	408,304
Accounts Receivable	626,306	702,527
Prepays	(1,628)	(3,458)
Inventory	285,901	257,732
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Total Current Assets	1,797,577	1,365,105
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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	1,797,577	1,365,105
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 LIABILITIES & EQUITY		
Liabilities:		
Accounts Payable	296,359	199,435
Payroll	1,369,147	924,553
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Total Liabilities	1,665,506	1,123,988
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Equity		
Retained Earnings	3,316,689	3,316,689
Dividends Paid	(3,075,572)	(3,075,572)
Accumulated Surplus/(Defici	(109,047)	0
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Total Equity	132,070	241,117
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TOTAL LIABILITIES & EQUITY	1,797,576	1,365,105
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	MANAGEMENT FEE	MUTUAL BILLABLE	LANDSCAPE	MEMBER RECORDS	ALTERATION/ RESALES	TOTAL
Revenues	4,993,475	2,924,278	1,897,955	502,325	471,408	10,789,440
Expenses:						
Labor	4,632,494	2,510,460	1,330,332	274,154	431,825	9,179,265
Materials	0	432,998	338,267	0	0	771,265
Vehicle Expense	25,364	124,449	68,762	0	4,954	223,530
Other Operating Expens	59,850	139,193	21,019	1,780	8,714	230,556
Utilities	61,821	120	740	0	0	62,681
Office Supply/Admin Ex	183,900	29,736	13,579	21,471	7,558	256,244
Equipment Usage Fee	36,397	96,973	31,711	0	9,866	174,947
Total Expenses	4,999,826	3,333,929	1,804,411	297,405	462,917	10,898,487
Surplus/(Deficit)	(6,351)	(409,650)	93,543	204,920	8,491	(109,047)
Cash Surplus/(Deficit)	(6,351)	(409,650)	93,543	204,920	8,491	(109,047)

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
560,812	560,811	1	Management Fee	6,168,927	6,168,921	6
3,825	6,000	(2,175)	OTHER BILLABLE SERVICES	63,792	66,000	(2,208)
22,575	22,500	75	ALTERATION FEES	286,508	247,500	39,008
8,650	16,250	(7,600)	RESALE INSPECTION FEES	184,900	178,750	6,150
10,200	14,583	(4,383)	DOCUMENT FEES	137,235	160,413	(23,178)
129,801	116,667	13,134	BILLABLE SERVICES-OPERATING	1,431,264	1,283,337	147,927
105,176	166,496	(61,320)	BILLABLE SERVICES-RESERVE	1,290,533	1,831,456	(540,923)
16,295	15,417	878	SET-UP FEE REVENUE	138,689	169,587	(30,898)
22,900	35,000	(12,100)	PROCESSING FEES	322,550	385,000	(62,450)
3,350	4,167	(817)	RESALE FEES	42,540	45,837	(3,297)
5,517	14,583	(9,066)	Landscape Billable	343,753	160,413	183,340
0	42,083	(42,083)	Miscellaneous Income	378,750	462,913	(84,163)
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889,101	1,014,557	(125,456)	TOTAL REVENUES	10,789,440	11,160,127	(370,687)
			EXPENSES			
804,049	827,807	23,758	Salaries and Wages	8,816,978	9,091,913	274,936
27,627	35,260	7,633	Temporary Help	362,287	240,992	(121,295)
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831,676	863,067	31,391	TOTAL LABOR	9,179,265	9,332,905	153,640
10,740	7,667	(3,073)	After Hours Contract	85,920	84,337	(1,583)
62,389	67,647	5,258	Consumable Materials	756,990	744,117	(12,873)
14,275	500	(13,775)	Landscape-Irrigation/Control Boxes/	14,275	5,500	(8,775)
(180)	458	638	Pest Control	366	5,038	4,672
1,852	2,667	815	Laundry & Uniform	30,812	29,337	(1,475)
0	83	83	Travel & Entertainment	1,916	913	(1,003)
1,830	1,830	0	Audit & Tax Preparation	20,130	20,130	0
0	116,053	116,053	Other Professional Services	71,347	531,910	460,563
1,583	1,500	(83)	Postage	18,571	16,500	(2,071)
1,377	1,016	(361)	Printing	3,659	11,176	7,517
11,271	13,307	2,036	Office Expense	172,462	146,377	(26,085)
(687)	967	1,654	Training and Seminars	7,784	10,637	2,853
0	24,368	24,368	Office Equipment	31,721	142,342	110,621
15,904	15,675	(229)	Equipment Usage Fee	174,947	172,425	(2,522)
4,105	2,083	(2,022)	Power Tool Expense	31,024	22,913	(8,111)
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124,459	255,821	131,362	TOTAL OPERATING EXPENSES	1,421,924	1,943,652	521,728
933	2,500	1,567	PG&E	8,686	27,500	18,814
0	900	900	Water	6,441	9,900	3,459
3,835	6,250	2,415	Telephone	47,553	68,750	21,197
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4,769	9,650	4,881	TOTAL UTILITIES	62,681	106,150	43,469
0	2,275	2,275	Vehicle Licenses	19,066	25,025	5,959
16,606	6,489	(10,117)	Vehicle Maintenance	67,560	71,379	3,819
5,289	7,753	2,464	Vehicle Fuel	63,613	85,283	21,670
6,663	7,609	946	Vehicle Insurance	73,290	83,699	10,409
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28,558	24,126	(4,432)	TOTAL REPAIRS AND MAINTENANCE	223,530	265,386	41,856
1,052	934	(118)	Bank/Loan Fees	11,087	10,274	(813)
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1,052	934	(118)	TOTAL FINANCIAL EXPENSES	11,087	10,274	(813)
990,514	1,153,598	163,084	TOTAL EXPENSES	10,898,487	11,658,367	759,880
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(101,413)	(139,041)	37,629	Surplus/(Deficit)	(109,047)	(498,240)	389,193

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
<u>(101,413)</u>	<u>(139,041)</u>	<u>37,629</u>	Cash Surplus/(Deficit)	<u>(109,047)</u>	<u>(498,240)</u>	<u>389,193</u>

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
419,520	419,520	0	Management Fee	4,614,725	4,614,720	5
0	42,083	(42,083)	Miscellaneous Income	378,750	462,913	(84,163)
419,520	461,603	(42,083)	TOTAL REVENUES	4,993,475	5,077,633	(84,158)
EXPENSES						
402,865	399,458	(3,407)	Salaries and Wages	4,391,971	4,380,074	(11,897)
23,376	34,177	10,801	Temporary Help	240,524	229,079	(11,445)
426,241	433,635	7,394	TOTAL LABOR	4,632,494	4,609,153	(23,341)
0	0	0	Laundry & Uniform	71	0	(71)
0	83	83	Travel & Entertainment	1,269	913	(356)
1,830	1,830	0	Audit & Tax Preparation	20,130	20,130	0
0	115,553	115,553	Other Professional Services	58,187	526,410	468,223
1,402	1,500	98	Postage	18,390	16,500	(1,890)
0	333	333	Printing	1,806	3,663	1,857
9,221	8,333	(888)	Office Expense	105,653	91,663	(13,990)
(716)	417	1,133	Training and Seminars	4,897	4,587	(310)
0	23,868	23,868	Office Equipment	31,753	136,842	105,089
3,309	2,500	(809)	Equipment Usage Fee	36,397	27,500	(8,897)
15,045	154,417	139,372	TOTAL OPERATING EXPENSES	278,554	828,208	549,654
933	2,500	1,567	PG&E	8,686	27,500	18,814
0	900	900	Water	6,441	9,900	3,459
3,755	6,250	2,495	Telephone	46,693	68,750	22,057
4,689	9,650	4,961	TOTAL UTILITIES	61,821	106,150	44,329
0	233	233	Vehicle Licenses	2,357	2,563	206
317	458	141	Vehicle Maintenance	3,965	5,038	1,073
326	542	216	Vehicle Fuel	4,362	5,962	1,600
1,335	1,542	207	Vehicle Insurance	14,680	16,962	2,282
1,978	2,775	797	TOTAL REPAIRS AND MAINTENANCE	25,364	30,525	5,161
125	167	42	Bank/Loan Fees	1,592	1,837	245
125	167	42	TOTAL FINANCIAL EXPENSES	1,592	1,837	245
448,078	600,644	152,566	TOTAL EXPENSES	4,999,826	5,575,873	576,047
(28,557)	(139,041)	110,484	Surplus/(Deficit)	(6,351)	(498,240)	491,889
(28,557)	(139,041)	110,484	Cash Surplus/(Deficit)	(6,351)	(498,240)	491,889

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
3,825	6,000	(2,175)	OTHER BILLABLE SERVICES	63,792	66,000	(2,208)
129,801	116,667	13,134	BILLABLE SERVICES-OPERATING	1,431,264	1,283,337	147,927
105,176	166,496	(61,320)	BILLABLE SERVICES-RESERVE	1,290,533	1,831,456	(540,923)
16,295	15,417	878	SET-UP FEE REVENUE	138,689	169,587	(30,898)
255,098	304,580	(49,482)	TOTAL REVENUES	2,924,278	3,350,380	(426,102)
EXPENSES						
159,659	255,496	95,837	Salaries and Wages	1,812,410	2,810,456	998,046
4,251	1,083	(3,168)	Temporary Help	121,764	11,913	(109,851)
163,910	256,579	92,669	TOTAL LABOR	1,934,174	2,822,369	888,195
656	1,417	761	Laundry & Uniform	17,270	15,587	(1,683)
0	0	0	Travel & Entertainment	370	0	(370)
0	500	500	Other Professional Services	13,160	5,500	(7,660)
91	208	117	Printing	286	2,288	2,002
1,425	2,250	825	Office Expense	28,021	24,750	(3,271)
0	250	250	Training and Seminars	1,091	2,750	1,660
0	0	0	Office Equipment	(32)	0	32
8,816	8,750	(66)	Equipment Usage Fee	96,973	96,250	(723)
1,057	1,583	526	Power Tool Expense	22,844	17,413	(5,431)
12,045	14,958	2,913	TOTAL OPERATING EXPENSES	179,982	164,538	(15,444)
20	0	(20)	Telephone	120	0	(120)
20	0	(20)	TOTAL UTILITIES	120	0	(120)
0	1,458	1,458	Vehicle Licenses	11,147	16,038	4,891
11,131	2,917	(8,214)	Vehicle Maintenance	40,674	32,087	(8,587)
2,372	3,667	1,295	Vehicle Fuel	30,063	40,337	10,274
3,870	4,167	297	Vehicle Insurance	42,565	45,837	3,272
17,373	12,209	(5,164)	TOTAL REPAIRS AND MAINTENANCE	124,449	134,299	9,850
193,348	283,746	90,398	TOTAL EXPENSES	2,238,725	3,121,206	882,481
61,749	20,834	40,915	Surplus/(Deficit)	685,553	229,174	456,379
61,749	20,834	40,915	Cash Surplus/(Deficit)	685,553	229,174	456,379

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
REVENUES						
141,291	141,291		0 Management Fee	1,554,202	1,554,201	1
5,517	14,583	(9,066)	Landscape Billable	343,753	160,413	183,340
146,808	155,874	(9,066)	TOTAL REVENUES	1,897,955	1,714,614	183,341
EXPENSES						
122,590	117,782	(4,808)	Salaries and Wages	1,330,332	1,295,602	(34,730)
122,590	117,782	(4,808)	TOTAL LABOR	1,330,332	1,295,602	(34,730)
1,495	21,709	20,214	Consumable Materials	323,993	238,799	(85,194)
14,275	500	(13,775)	Landscape Materials	14,275	5,500	(8,775)
(180)	458		638 Building Maintenance Misc.	366	5,038	4,672
1,196	1,250		54 Laundry & Uniform	13,234	13,750	516
0	0		0 Travel & Entertainment	277	0	(277)
0	0		0 Printing	89	0	(89)
538	833	295	Office Expense	12,745	9,163	(3,582)
0	150	150	Training and Seminars	467	1,650	1,183
0	500		500 Office Equipment	0	5,500	5,500
2,883	3,525	642	Equipment Usage Fee	31,711	38,775	7,064
3,048	500	(2,548)	Power Tool Expense	7,419	5,500	(1,919)
23,255	29,425	6,170	TOTAL OPERATING EXPENSES	404,577	323,675	(80,902)
60	0	(60)	Telephone	740	0	(740)
60	0	(60)	TOTAL UTILITIES	740	0	(740)
0	542	542	Vehicle Licenses	5,034	5,962	928
5,113	3,031	(2,082)	Vehicle Maintenance	22,198	33,341	11,143
2,401	3,444	1,043	Vehicle Fuel	27,086	37,884	10,798
1,313	1,650	337	Vehicle Insurance	14,444	18,150	3,706
8,828	8,667	(161)	TOTAL REPAIRS AND MAINTENANCE	68,762	95,337	26,575
154,733	155,874	1,141	TOTAL EXPENSES	1,804,411	1,714,614	(89,797)
(7,924)	0	(7,924)	Surplus/(Deficit)	93,543	0	93,543

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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
10,200	14,583	(4,383)	DOCUMENT FEES	137,235	160,413	(23,178)
22,900	35,000	(12,100)	PROCESSING FEES	322,550	385,000	(62,450)
3,350	4,167	(817)	RESALE FEES	42,540	45,837	(3,297)
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36,450	53,750	(17,300)	TOTAL REVENUES	502,325	591,250	(88,925)
			EXPENSES			
25,517	23,429	(2,088)	Salaries and Wages	274,154	257,719	(16,435)
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25,517	23,429	(2,088)	TOTAL LABOR	274,154	257,719	(16,435)
0	417	417	Printing	191	4,587	4,396
88	1,333	1,245	Office Expense	20,506	14,663	(5,843)
29	83	54	Training and Seminars	774	913	139
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117	1,833	1,716	TOTAL OPERATING EXPENSES	21,471	20,163	(1,308)
50	142	92	Bank/Loan Fees	1,780	1,562	(218)
-----	-----	-----		-----	-----	-----
50	142	92	TOTAL FINANCIAL EXPENSES	1,780	1,562	(218)
25,684	25,404	(280)	TOTAL EXPENSES	297,405	279,444	(17,961)
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10,766	28,346	(17,580)	Surplus/(Deficit)	204,920	311,806	(106,886)
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10,766	28,346	(17,580)	Cash Surplus/(Deficit)	204,920	311,806	(106,886)
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Curr Mo Actual	Curr Mo Budget	Variance Fav/(Unfav)		YTD Actual	YTD Budget	Variance Fav/(Unfav)
22,575	22,500	75	ALTERATION FEES	286,508	247,500	39,008
8,650	16,250	(7,600)	RESALE INSPECTION FEES	184,900	178,750	6,150
31,225	38,750	(7,525)	TOTAL REVENUES	471,408	426,250	45,158
EXPENSES						
40,710	31,642	(9,068)	Salaries and Wages	431,825	348,062	(83,763)
40,710	31,642	(9,068)	TOTAL LABOR	431,825	348,062	(83,763)
0	0	0	Laundry & Uniform	236	0	(236)
181	0	(181)	Postage	181	0	(181)
1,286	58	(1,228)	Printing	1,286	638	(648)
0	558	558	Office Expense	5,536	6,138	602
0	67	67	Training and Seminars	555	737	182
897	900	3	Equipment Usage Fee	9,866	9,900	34
0	0	0	Power Tool Expense	762	0	(762)
2,364	1,583	(781)	TOTAL OPERATING EXPENSES	18,422	17,413	(1,009)
0	42	42	Vehicle Licenses	528	462	(66)
45	83	38	Vehicle Maintenance	724	913	189
189	100	(89)	Vehicle Fuel	2,102	1,100	(1,002)
145	250	105	Vehicle Insurance	1,600	2,750	1,150
379	475	96	TOTAL REPAIRS AND MAINTENANCE	4,954	5,225	271
877	625	(252)	Bank/Loan Fees	7,715	6,875	(840)
877	625	(252)	TOTAL FINANCIAL EXPENSES	7,715	6,875	(840)
44,330	34,325	(10,005)	TOTAL EXPENSES	462,917	377,575	(85,342)
(13,105)	4,425	(17,530)	Surplus/(Deficit)	8,491	48,675	(40,184)
(13,105)	4,425	(17,530)	Cash Surplus/(Deficit)	8,491	48,675	(40,184)