



REGULAR MEETING OF THE FINANCE COMMITTEE*

**Wednesday, October 19, 2022 - 1:30 p.m.
Laguna Woods Village Sycamore Room/Virtual Meeting
24351 El Toro Road,
Laguna Woods, CA 92637**

Laguna Woods Village owners/residents are welcome to participate in all open committee meetings and submit comments or questions regarding virtual meetings using one of two options:

1. Join the Committee meeting via a Zoom link at: <https://us06web.zoom.us/j/83185869622> or by calling 669-900-6833 Access Code: 83185869622
2. Via email to meeting@vmsinc.org any time before the meeting is scheduled to begin or during the meeting. Please use the name of the committee in the subject line of the email. Name and unit number must be included.

NOTICE AND AGENDA

This Meeting May Be Recorded

1. Call to Order
2. Acknowledgement of Media
3. Approval of the Agenda
4. Approval of Meeting Report for August 17, 2022
5. Chair's Remarks
6. Member Comments (Items Not on the Agenda)

Items for Discussion:

7. Department Head Update
8. Preliminary Financial Statements dated September 30, 2022
9. Proposed Defunding at Year End
10. Endorsements from Standing Committees
 - a) Communities Activity Committee – Garden Center Fees
 - b) Security and Community Access Committee – Aliso Creek “No bicycle” Signage

Items for Future Agendas:

Concluding Business:

- Committee Member Comments
- Date of Next Meeting: Wednesday, December 21, 2022 at 1:30pm
- Recess to Closed Session

*A quorum of the GRF Board or more may also be present at the meeting.

Jim Hopkins, Chair
Steve Hormuth, Staff Officer
Telephone: 949-597-4201



FINANCE COMMITTEE MEETING
REPORT OF THE REGULAR OPEN SESSION

Wednesday, August 17, 2022 – 1:30 p.m.
Hybrid Meeting

DIRECTORS PRESENT: Jim Hopkins – Chair, Elsie Addington, Debbie Dotson, Mark Laws, Donna Rane-Szostak, Lenny Ross (Alternate for Azar), Diane Casey, Sue Stephens (Alternate for Al)

DIRECTORS ABSENT: Azar Asgari, Al Amado

ADVISORS PRESENT: Rosemarie DiLorenzo

STAFF PRESENT: Jose Campos, Pam Jensen, Brian Gruner, Erika Hernandez

OTHERS PRESENT: GRF – Bunny Carpenter, Egon Garthoffner, Juanita Skillman, Yvonne Horton, Reza Karimi

United – Advisor: Richard “Dick” Rader

Call to Order

Director James Hopkins chaired the meeting and was called to order at 1:33 p.m.

Acknowledgement of Media

The meeting was streamed through Granicus and made available via Zoom for members of the community to participate virtually.

Approval of Meeting Agenda

A motion was made and carried unanimously to approve the agenda as presented.

Approval of the Regular Meeting Report of June 15, 2022

A motion was made and carried unanimously to approve the committee report as presented.

Chair Remarks

None.

Member Comments (Items Not on the Agenda)

A member commented on the Facility Transfer Fee and requested that the board consider reimbursing one of the transfer fees paid for the second unit purchase. The committee suggested that this item be discussed during a board meeting as it does not pertain to Finance.

Department Head Update

Jose Campos, Assistant Director of Financials Services, briefly summarized the GRF 2023 Business Plan upcoming agenda.

Review Preliminary Financial Statements dated July 31, 2022

The committee reviewed the financial statements dated July 31, 2022. Questions were addressed.

SageView Presentation

Dan Quirk, Senior Investment Advisor from SageView Advisory Group, presented a summary of the current GRF investment portfolio. Discussion ensued and various questions were asked by Directors. No further action.

2021 Operating Surplus

Jose Campos presented a staff report recommending the Board approve a \$964,180 transfer from the Operating Fund to the Contingency Fund. In accordance with California Civil Code, a Common Interest Development shall not retain significant operating surplus. A motion was made and seconded to approve the recommendation. The motion passed by unanimous decision.

Endorsement from Standing Committees

Communities Activity Committee – Golf Fees. Jose Campos presented a staff report provided by CAC recommending the board to approve the proposed schedule of Golf fees for year 2023. A motion was made to accept and endorse this recommendation and present at the next Board meeting. The motion passed by unanimous decision.

Future Agenda Items

None.

Committee Member Comments

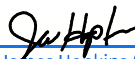
None.

Date of Next Meeting

Wednesday, October 19, 2022 at 1:30 p.m.

Recess to Closed Session

The meeting recessed to closed session at 3:25 p.m.



[James Hopkins \(Aug 23, 2022 15:44 PDT\)](#)

James Hopkins, Chair

MEMORANDUM

To: GRF Finance Committee
 From: Steve Hormuth, Director of Financial Services
 Date: October 19, 2022
 Re: Department Head Update

Financial Highlights

- **SUMMARY:** September 30, 2022, GRF was better than budget by \$825K, primarily due to lower employee compensation expense as outlined below, increased Trust Facilities Fees, resulting from more resales than anticipated, lower outside services costs primarily due to a late start in evening janitorial services. Savings was partially offset by unrealized loss on investments due to an adverse market.

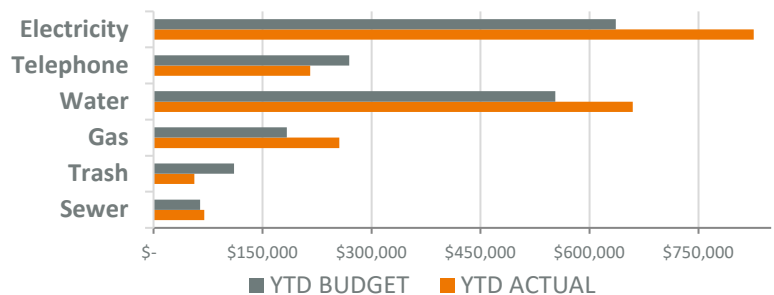
| INCOME STATEMENT (in Thousands) | | | |
|------------------------------------|----------------|----------------|--------------|
| | Actual | Budget | Variance |
| Assessment Revenues | \$24,931 | \$24,931 | \$0 |
| Other Revenues | 10,739 | 11,798 | (1,059) |
| Expenses | 33,021 | 34,905 | 1,884 |
| Revenue / (Expense) | \$2,649 | \$1,824 | \$825 |

- **COMPENSATION:**

Actual compensation and related costs was \$17.5M, which was less than budget by \$1.5M or 7.8%. Favorable variance was primarily due to vacancies in General Services for bus driver and janitorial positions, and Security Services due to vacancies for Security Officers for which recruitment is in progress. In addition, vacancies in Maintenance and Construction, Landscape Services, and Information Services furthered the variance.

- **UTILITIES:** Overall, utilities are (14.7%) unfavorable to budget, with expenditures of \$2.1M through September. The unfavorable variance is due to higher water expense for the golf course, as a result of 72% less rainfall than 3-year average used for budgeting and rising electricity and natural gas costs amongst all departments. Telephone expenses are lower than budget due to a re-negotiated contract with telephone provider, and trash expenses are lower due to a change in trash provider, resulting in a small offset to utilities variance.

| YTD Actual Variance \$ B/(W) | | | | VAR% B/(W) |
|------------------------------|------------------|------------------|--------------------|-------------|
| | Compensation | Related | Total | Total |
| All Units | \$837,537 | \$653,756 | \$1,491,293 | 7.8% |
| Office of CEO | 36,819 | 7,337 | 44,156 | 11.7% |
| Media and Comm | 66,642 | 60,009 | 126,652 | 7.8% |
| Information Services | 126,615 | 26,053 | 152,668 | 14.4% |
| General Services | 272,700 | 148,818 | 421,518 | 14.4% |
| Financial Services | 64,192 | 47,556 | 111,748 | 8.7% |
| Security Services | 95,870 | 159,962 | 255,832 | 5.7% |
| Landscape Services | 56,641 | 80,498 | 137,139 | 12.5% |
| Recreation Services | 11,287 | 80,568 | 91,855 | 2.3% |
| Human Resource Services | (28,807) | (5,751) | (34,558) | (4.9%) |
| M&C | 135,577 | 60,759 | 196,336 | 14.0% |
| Non-Work Center | 0 | (12,054) | (12,054) | 0.0% |



Discussions

Investment Update: The portfolio value of GRF's long term investments as of 9/30/2022, currently managed by SageView and held by Fidelity, has decreased 5.4% or \$1,023,007 since 9/30/2019. Due to rising interests having an adverse effect on bond funds, GRF has experienced significant declines in its reserve fund investment values. GRF's investment advisor communicated to the Finance Committee that further declines should be anticipated through year end but investment values are expected to recover within 18 months.

Calendar

The following scheduled meetings will be held:

- October 19, 2022 @ 1:30 p.m. GRF Finance Committee (September Financials)
- October 20, 2022 @ 9:30 a.m. GRF Agenda Prep Meeting
- November 1, 2022 @ 9:30 a.m. GRF Board Meeting
- November 9, 2022 @ 10:00 a.m. GRF Annual/Organizational Meeting
- November 14, 2022 @ 10:00 a.m. Presidents & 1st Vice Presidents Meeting
- November 17, 2022 @ 9:30 a.m. GRF Agenda Prep Meeting
- December 6, 2022 @ 9:30 a.m. GRF Board Meeting
- December 15, 2022 @ 9:30 a.m. GRF Agenda Prep Meeting
- December 21, 2022 @ 1:30 p.m. GRF Finance Committee (November Financials)

| October 2022 | | | | | | | November 2022 | | | | | | | December 2022 | | | | | | |
|--------------|----|----|----|----|----|----|---------------|----|----|----|----|----|----|---------------|----|----|----|----|----|----|
| Su | Mo | Tu | We | Th | Fr | Sa | Su | Mo | Tu | We | Th | Fr | Sa | Su | Mo | Tu | We | Th | Fr | Sa |
| | | | | | | 1 | | | 1 | 2 | 3 | 4 | 5 | | | | | 1 | 2 | 3 |
| 2 | 3 | 4 | 5 | 6 | 7 | 8 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 9 | 10 | 11 | 12 | 13 | 14 | 15 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 11 | 12 | 13 | 14 | 15 | 16 | 17 |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 | 27 | 28 | 29 | 30 | | | | 25 | 26 | 27 | 28 | 29 | 30 | 31 |
| 30 | 31 | | | | | | | | | | | | | | | | | | | |

Golden Rain Foundation of Laguna Woods
Statement of Revenues & Expenses - By Fund Type - Preliminary
9/30/2022
(\$ IN THOUSANDS)

| OPERATING YEAR TO DATE | | | RESERVE: YEAR TO DATE | | | RESTRICTED: YEAR TO DATE | | | COMBINED: YEAR TO DATE | | |
|--|-----------|-----------|-----------------------|---------|----------|--------------------------|--------|----------|------------------------|----------|----------|
| ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE |
| Revenues: | | | | | | | | | | | |
| Assessments: | | | | | | | | | | | |
| 1 Operating | \$22,409 | \$22,410 | (\$1) | | | | | | \$22,409 | \$22,410 | (\$1) |
| 2 Additions to restricted funds | | | | 1,949 | 1,949 | | 573 | 573 | 2,522 | 2,522 | |
| 3 Total assessments | 22,409 | 22,410 | (1) | 1,949 | 1,949 | | 573 | 573 | 24,931 | 24,932 | (1) |
| Non-assessment revenues: | | | | | | | | | | | |
| 4 Trust facilities fees | | | | 4,862 | 4,033 | 829 | | | 4,862 | 4,033 | 829 |
| 5 Golf green fees | 1,380 | 1,201 | 179 | | | | | | 1,380 | 1,201 | 179 |
| 6 Golf operations | 280 | 268 | 12 | | | | | | 280 | 268 | 12 |
| 7 Merchandise sales | 508 | 351 | 157 | | | | | | 508 | 351 | 157 |
| 8 Clubhouse rentals and event fees | 403 | 468 | (65) | | | | | | 403 | 468 | (65) |
| 9 Rentals | 109 | 124 | (15) | | | | | | 109 | 124 | (15) |
| 10 Broadband services | 3,941 | 4,364 | (423) | | | | | | 3,941 | 4,364 | (423) |
| 11 Investment income | | | | 247 | 135 | 112 | 13 | 4 | 9 | 259 | 138 |
| 12 Unrealized gain/(loss) on AFS investments | | | | (1,765) | | (1,765) | | | | (1,765) | |
| 13 Miscellaneous | 722 | 850 | (129) | 39 | | 39 | | | 761 | 850 | (89) |
| 14 Total non-assessment revenue | 7,343 | 7,626 | (283) | 3,383 | 4,168 | (785) | 13 | 4 | 9 | 10,739 | 11,798 |
| 15 Total revenue | 29,752 | 30,037 | (285) | 5,331 | 6,116 | (785) | 586 | 577 | 9 | 35,669 | 36,730 |
| Expenses: | | | | | | | | | | | |
| 16 Employee compensation and related | 17,545 | 19,036 | 1,491 | | | | | | 17,545 | 19,036 | 1,491 |
| 17 Materials and supplies | 1,362 | 1,334 | (29) | 1 | | (1) | 9 | | (9) | 1,373 | 1,334 |
| 18 Cost of goods sold | 382 | 236 | (146) | | | | | | | 382 | 236 |
| 19 Community Events | 267 | 331 | 64 | | | | | | | 267 | 331 |
| 20 Utilities and telephone | 2,083 | 1,817 | (266) | | | | | | | 2,083 | 1,817 |
| 21 Fuel and oil | 563 | 408 | (154) | | | | | | | 563 | 408 |
| 22 Legal fees | 63 | 235 | 172 | | | | | | | 63 | 235 |
| 23 Professional fees | 389 | 451 | 62 | | | | | | | 389 | 451 |
| 24 Equipment rental | 187 | 162 | (25) | | | | | | | 187 | 162 |
| 25 Outside services | 2,007 | 2,213 | 206 | (4) | | 4 | | | | 2,002 | 2,213 |
| 26 Repairs and maintenance | 790 | 918 | 127 | (2) | | 2 | | | | 788 | 918 |
| 27 Other Operating Expense | 487 | 637 | 150 | | | | | | | 487 | 637 |
| 28 Income, property and sales tax | 26 | 20 | (6) | | | | | | | 26 | 20 |
| 29 Insurance | 2,036 | 2,133 | 97 | | | | 3 | | (3) | 2,039 | 2,133 |
| 30 Cable Programming/Copyright/Franchise | 3,104 | 3,246 | 142 | | | | | | | 3,104 | 3,246 |
| 31 Investment expense | | | | 10 | 12 | 2 | | 1 | 1 | 10 | 12 |
| 32 Net Allocation to Mutuals | (2,248) | (2,214) | 34 | | | | | | | (2,248) | (2,214) |
| 33 Uncollectible Accounts | 1 | 9 | 8 | | | | | | | 1 | 9 |
| 34 (Gain)/loss on sale or trade | 20 | (19) | (39) | | | | | | | 20 | (19) |
| 35 Depreciation and amortization | 3,939 | 3,939 | | | | | | | | 3,939 | 3,939 |
| 36 Total expenses | 33,004 | 34,893 | 1,890 | 5 | 12 | 7 | 12 | 1 | (12) | 33,021 | 34,905 |
| 37 Excess of revenues over expenses | (\$3,252) | (\$4,857) | \$1,605 | \$5,327 | \$6,105 | (\$778) | \$574 | \$576 | (\$3) | \$2,649 | \$1,824 |

Golden Rain Foundation of Laguna Woods
Statement of Revenues & Expenses - Preliminary
9/30/2022
(\$ IN THOUSANDS)

| | | CURRENT MONTH | | | YEAR TO DATE | | | PRIOR YEAR | TOTAL |
|--------------------------|---|---------------|---------|----------|--------------|----------|----------|------------|----------|
| | | ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET | VARIANCE | ACTUAL | BUDGET |
| Revenues: | | | | | | | | | |
| Assessments: | | | | | | | | | |
| 1 | Operating | \$2,490 | \$2,490 | | \$22,409 | \$22,410 | (\$1) | \$21,389 | \$29,880 |
| 2 | Additions to restricted funds | 280 | 280 | | 2,522 | 2,522 | | 2,178 | 3,362 |
| 3 | Total assessments | 2,770 | 2,770 | | 24,931 | 24,932 | (1) | 23,567 | 33,243 |
| Non-assessment revenues: | | | | | | | | | |
| 4 | Trust facilities fees | 501 | 448 | 53 | 4,862 | 4,033 | 829 | 3,602 | 5,378 |
| 5 | Golf green fees | 120 | 133 | (14) | 1,380 | 1,201 | 179 | 1,255 | 1,602 |
| 6 | Golf operations | 27 | 29 | (3) | 280 | 268 | 12 | 247 | 356 |
| 7 | Merchandise sales | 42 | 39 | 3 | 508 | 351 | 157 | 396 | 468 |
| 8 | Clubhouse rentals and event fees | 6 | 54 | (48) | 403 | 468 | (65) | 42 | 641 |
| 9 | Rentals | 12 | 14 | (2) | 109 | 124 | (15) | 106 | 165 |
| 10 | Broadband services | 455 | 512 | (56) | 3,941 | 4,364 | (423) | 3,722 | 5,818 |
| 11 | Investment income | 59 | 15 | 44 | 259 | 138 | 121 | 147 | 185 |
| 12 | Unrealized gain/(loss) on AFS investments | (489) | | (489) | (1,765) | | (1,765) | (393) | |
| 13 | Miscellaneous | 89 | 115 | (27) | 761 | 850 | (89) | 448 | 1,118 |
| 14 | Total non-assessment revenue | 821 | 1,359 | (538) | 10,739 | 11,798 | (1,059) | 9,569 | 15,731 |
| 15 | Total revenue | 3,591 | 4,130 | (538) | 35,669 | 36,730 | (1,061) | 33,136 | 48,973 |
| Expenses: | | | | | | | | | |
| 16 | Employee compensation and related | 2,067 | 2,081 | 15 | 17,545 | 19,036 | 1,491 | 16,221 | 25,396 |
| 17 | Materials and supplies | 228 | 140 | (88) | 1,373 | 1,334 | (40) | 1,236 | 1,766 |
| 18 | Cost of goods sold | 29 | 26 | (3) | 382 | 236 | (146) | 304 | 315 |
| 19 | Community Events | 45 | 42 | (4) | 267 | 331 | 64 | 18 | 463 |
| 20 | Utilities and telephone | 281 | 247 | (35) | 2,083 | 1,817 | (266) | 1,795 | 2,411 |
| 21 | Fuel and oil | 67 | 45 | (22) | 563 | 408 | (154) | 348 | 545 |
| 22 | Legal fees | 8 | 27 | 20 | 63 | 235 | 172 | 116 | 329 |
| 23 | Professional fees | 43 | 34 | (10) | 389 | 451 | 62 | 318 | 565 |
| 24 | Equipment rental | 14 | 20 | 6 | 187 | 162 | (25) | 195 | 216 |
| 25 | Outside services | 271 | 228 | (43) | 2,002 | 2,213 | 210 | 2,107 | 2,961 |
| 26 | Repairs and maintenance | 92 | 87 | (5) | 788 | 918 | 129 | 658 | 1,215 |
| 27 | Other Operating Expense | 53 | 64 | 12 | 487 | 637 | 150 | 424 | 851 |
| 28 | Income, property and sales tax | 2 | 2 | | 26 | 20 | (6) | 29 | 28 |
| 29 | Insurance | 227 | 237 | 10 | 2,039 | 2,133 | 94 | 1,982 | 2,845 |
| 30 | Cable Programming/Copyright/Franchise | 298 | 361 | 62 | 3,104 | 3,246 | 142 | 2,951 | 4,328 |
| 31 | Investment expense | | 1 | 1 | 10 | 12 | 2 | 10 | 16 |
| 32 | Net Allocation to Mutuals | (260) | (243) | 17 | (2,248) | (2,214) | 34 | (2,069) | (2,949) |
| 33 | Uncollectible Accounts | 1 | 1 | 1 | 1 | 9 | 8 | 7 | 12 |
| 34 | (Gain)/loss on sale or trade | | (2) | (2) | 20 | (19) | (39) | (164) | (25) |
| 35 | Depreciation and amortization | 420 | 420 | | 3,939 | 3,939 | | 3,989 | 3,939 |
| 36 | Total expenses | 3,887 | 3,820 | (68) | 33,021 | 34,905 | 1,885 | 30,479 | 45,227 |
| 37 | Excess of revenues over expenses | (\$296) | \$310 | (\$606) | \$2,649 | \$1,824 | \$824 | \$2,657 | \$3,746 |

Golden Rain Foundation of Laguna Woods
Operating Statement
9/30/2022
GOLDEN RAIN FOUNDATION

| | Actual | YEAR TO DATE Budget | VAR\$ B/(W) | VAR% B/(W) | TOTAL BUDGET |
|---|-------------------|------------------------|-----------------|-----------------|-------------------|
| Revenues: | | | | | |
| Assessments: | | | | | |
| Operating | | | | | |
| 41001000 - Monthly Assessments | \$22,408,992 | \$22,410,279 | (\$1,287) | (0.01%) | \$29,880,374 |
| Total Operating | 22,408,992 | 22,410,279 | (1,287) | (0.01%) | 29,880,374 |
| Additions To Restricted Funds | | | | | |
| 41001500 - Monthly Assessments - Contingency Fund | 573,120 | 573,120 | 0 | 0.00% | 764,160 |
| 41005000 - Monthly Assessments - Equipment Fund | 1,948,608 | 1,948,608 | 0 | 0.00% | 2,598,144 |
| Total Additions To Restricted Funds | 2,521,728 | 2,521,728 | 0 | 0.00% | 3,362,304 |
| Total Assessments | 24,930,720 | 24,932,007 | (1,287) | (0.01%) | 33,242,678 |
| Non-Assessment Revenues: | | | | | |
| Trust Facilities Fees | | | | | |
| 41006500 - Trust Facilities Fees | 4,861,948 | 4,033,125 | 828,823 | 20.55% | 5,377,500 |
| Total Trust Facilities Fees | 4,861,948 | 4,033,125 | 828,823 | 20.55% | 5,377,500 |
| Golf Green Fees | | | | | |
| 42001000 - Golf Green Fees - Residents | 1,174,448 | 1,017,738 | 156,710 | 15.40% | 1,357,000 |
| 42001500 - Golf Green Fees - Guests | 206,002 | 183,744 | 22,258 | 12.11% | 245,000 |
| Total Golf Green Fees | 1,380,450 | 1,201,482 | 178,968 | 14.90% | 1,602,000 |
| Golf Operations | | | | | |
| 42002000 - Golf Driving Range Fees | 117,728 | 126,324 | (8,596) | (6.80%) | 168,440 |
| 42003000 - Golf Cart Use Fees | 150,791 | 123,966 | 26,825 | 21.64% | 165,300 |
| 42004000 - Golf Lesson Fees | 7,480 | 14,994 | (7,514) | (50.11%) | 20,000 |
| 42005000 - Golf Club Storage Fees | 2,790 | 2,400 | 390 | 16.25% | 2,400 |
| 42005500 - Golf Club Rental Fees | 1,054 | 36 | 1,018 | 2827.78% | 50 |
| Total Golf Operations | 279,843 | 267,720 | 12,123 | 4.53% | 356,190 |
| Merchandise Sales | | | | | |
| 41501000 - Merchandise Sales - Pro Shop | 254,808 | 168,750 | 86,058 | 51.00% | 225,000 |
| 41501500 - Merchandise Sales - Warehouse | 14,131 | 13,499 | 632 | 4.68% | 17,999 |
| 41502500 - Merchandise Sales - Fitness | 138 | 693 | (555) | (80.09%) | 926 |
| 41503500 - Merchandise Sales - Broadband | 16,155 | 18,837 | (2,682) | (14.24%) | 25,125 |
| 41504800 - Merchandise Sales - Fuel & Oil | 177,905 | 100,494 | 77,411 | 77.03% | 134,000 |
| 41505000 - Bar Sales | 44,525 | 48,744 | (4,219) | (8.66%) | 65,000 |
| Total Merchandise Sales | 507,662 | 351,017 | 156,645 | 44.63% | 468,050 |
| Clubhouse Rentals and Event Fees | | | | | |
| 42501000 - Clubhouse Room Rentals - Residents | 233,690 | 270,774 | (37,084) | (13.70%) | 361,066 |
| 42501500 - Clubhouse Room Rentals - Exception Rate | 7,611 | 13,509 | (5,898) | (43.66%) | 16,663 |
| 42502000 - Clubhouse Event Fees - Residents | 151,809 | 179,409 | (27,600) | (15.38%) | 257,277 |
| 42502500 - Clubhouse Event Fees - Non Residents | 0 | 675 | (675) | (100.00%) | 900 |
| 42503000 - Village Greens Room Rentals - Residents | 9,275 | 2,997 | 6,278 | 209.48% | 4,000 |
| 42503500 - Village Greens Room Rentals - Non Residents | 930 | 747 | 183 | 24.50% | 1,000 |
| Total Clubhouse Rentals and Event Fees | 403,315 | 468,111 | (64,796) | (13.84%) | 640,906 |
| Rentals | | | | | |
| 43001000 - Garden Plot Rental | 43,342 | 42,750 | 592 | 1.38% | 57,000 |
| 43001500 - Shade House Rental Space | 382 | 297 | 85 | 28.62% | 400 |
| 45506500 - Rental Fee | 24,202 | 40,500 | (16,298) | (40.24%) | 54,000 |
| 48001500 - Lease Revenue | 40,930 | 40,500 | 430 | 1.06% | 54,000 |
| Total Rentals | 108,855 | 124,047 | (15,192) | (12.25%) | 165,400 |
| Fees and Charges for Services to Residents | | | | | |
| 46502000 - Resident Maintenance Fee | 298 | 0 | 298 | 0.00% | 0 |
| Total Fees and Charges for Services to Residents | 298 | 0 | 298 | 0.00% | 0 |
| Broadband Services | | | | | |
| 45001000 - Ad Insertion | 559,479 | 675,000 | (115,521) | (17.11%) | 900,000 |
| 45001500 - Premium Channel | 217,229 | 262,494 | (45,265) | (17.24%) | 350,000 |
| 45002000 - Cable Service Call | 58,635 | 73,494 | (14,859) | (20.22%) | 98,000 |
| 45002500 - Cable Commission | 32,178 | 69,741 | (37,563) | (53.86%) | 93,000 |
| 45003000 - High Speed Internet | 1,409,350 | 1,649,997 | (240,647) | (14.58%) | 2,200,000 |

Golden Rain Foundation of Laguna Woods
Operating Statement
9/30/2022
GOLDEN RAIN FOUNDATION

| | Actual | YEAR TO DATE Budget | VAR\$ B/(W) | VAR% B/(W) | TOTAL BUDGET |
|---|--------------------|------------------------|--------------------|-----------------|-------------------|
| 45003500 - Equipment Rental | 1,407,273 | 1,431,297 | (24,024) | (1.68%) | 1,908,400 |
| 45004000 - Video Production | 62,781 | 34,497 | 28,284 | 81.99% | 46,000 |
| 45004500 - Video Re-Production | 24 | 225 | (201) | (89.33%) | 300 |
| 45005000 - Message Board | 19,900 | 15,372 | 4,528 | 29.46% | 20,500 |
| 45005500 - Advertising | 173,930 | 151,500 | 22,430 | 14.81% | 202,000 |
| Total Broadband Services | 3,940,780 | 4,363,617 | (422,837) | (9.69%) | 5,818,200 |
| Investment Income | | | | | |
| 49001000 - Investment Income - Nondiscretionary | 59,248 | 3,452 | 55,796 | 1616.59% | 4,601 |
| 49002000 - Investment Income - Discretionary | 200,152 | 134,998 | 65,154 | 48.26% | 180,000 |
| Total Investment Income | 259,400 | 138,449 | 120,951 | 87.36% | 184,601 |
| Unrealized Gain/(Loss) On AFS Investments | | | | | |
| 49008100 - Unrealized Gain/(Loss) On Available For Sale Investments | (1,765,082) | 0 | (1,765,082) | 0.00% | 0 |
| Total Unrealized Gain/(Loss) On AFS Investments | (1,765,082) | 0 | (1,765,082) | 0.00% | 0 |
| Miscellaneous | | | | | |
| 43501000 - Horse Boarding Fee | 59,327 | 56,250 | 3,077 | 5.47% | 75,000 |
| 43501500 - Horse Feed Fee | 27,791 | 27,747 | 44 | 0.16% | 37,000 |
| 43502000 - Horse Trailer Parking Fee | 370 | 360 | 10 | 2.78% | 480 |
| 43502500 - Horse Lesson Fee - Resident | 16,310 | 10,872 | 5,438 | 50.02% | 14,500 |
| 43503500 - Horse Rental & Trail Ride Fee - Resident | 0 | 1,296 | (1,296) | (100.00%) | 1,728 |
| 44001500 - Pool Fee - Guests | 168 | 0 | 168 | 0.00% | 0 |
| 44002000 - Bridge Room Fee - Guests | 16,660 | 26,244 | (9,584) | (36.52%) | 35,000 |
| 44002500 - Parking Fees - Non Residents | 27,791 | 45,000 | (17,209) | (38.24%) | 45,000 |
| 44003000 - Class Fees | 122,508 | 88,994 | 33,514 | 37.66% | 117,800 |
| 44003500 - Locker Rental Fee | 10,565 | 8,577 | 1,988 | 23.18% | 11,454 |
| 44004500 - Clubhouse Labor Fee | 5,343 | 25,781 | (20,438) | (79.28%) | 34,335 |
| 44005500 - Clubhouse Catering Fee | 6,670 | 19,548 | (12,878) | (65.88%) | 26,102 |
| 44006000 - Tickets Sales - Residents | 0 | 630 | (630) | (100.00%) | 630 |
| 44006500 - Sponsorship Income | 68,349 | 56,241 | 12,108 | 21.53% | 75,000 |
| 44008000 - Club Group Organization Registration Fee | 3,990 | 0 | 3,990 | 0.00% | 0 |
| 46001000 - RV Storage Fee | 82,752 | 82,494 | 258 | 0.31% | 110,000 |
| 46002000 - Traffic Violation | 41,842 | 74,997 | (33,155) | (44.21%) | 100,000 |
| 46003500 - Security Standby Fee | 3,066 | 2,619 | 447 | 17.05% | 3,500 |
| 46004000 - Estate Sale Fee | 1,160 | 3,069 | (1,909) | (62.20%) | 4,100 |
| 44501000 - Additional Occupant Fee | 114,700 | 153,630 | (38,930) | (25.34%) | 204,855 |
| 44503500 - Resale Processing Fee | 0 | 3,744 | (3,744) | (100.00%) | 5,000 |
| 44504000 - Resident Id Card Fee | 9,025 | 14,472 | (5,447) | (37.64%) | 19,300 |
| 44506000 - Photo Copy Fee | 35,406 | 56,250 | (20,844) | (37.06%) | 75,000 |
| 44506500 - Auto Decal Fee | 39,594 | 45,000 | (5,406) | (12.01%) | 60,000 |
| 47001000 - Cash Discounts - Accounts Payable | 14,752 | 0 | 14,752 | 0.00% | 0 |
| 47001500 - Late Fee Revenue | 6,350 | 8,694 | (2,344) | (26.97%) | 11,600 |
| 47002800 - Fuel & Oil Administrative Fee | 8,100 | 26,100 | (18,000) | (68.97%) | 34,800 |
| 48001000 - Legal Fee | 15 | 0 | 15 | 0.00% | 0 |
| 46005500 - Disaster Task Force | 1,010 | 3,375 | (2,365) | (70.07%) | 4,500 |
| 49004500 - Donations | 9,000 | 0 | 9,000 | 0.00% | 0 |
| 49009000 - Miscellaneous Revenue | 28,506 | 8,379 | 20,127 | 240.21% | 11,220 |
| Total Miscellaneous | 761,119 | 850,363 | (89,244) | (10.49%) | 1,117,904 |
| Total Non-Assessment Revenue | 10,738,588 | 11,797,932 | (1,059,344) | (8.98%) | 15,730,751 |
| Total Revenue | 35,669,308 | 36,729,939 | (1,060,631) | (2.89%) | 48,973,429 |
| Expenses: | | | | | |
| Employee Compensation | | | | | |
| 51011000 - Salaries & Wages - Regular | 9,507,211 | 10,442,008 | 934,797 | 8.95% | 13,970,633 |
| 51021000 - Union Wages - Regular | 2,182,653 | 2,609,101 | 426,448 | 16.34% | 3,488,359 |
| 51041000 - Wages - Overtime | 157,376 | 125,749 | (31,627) | (25.15%) | 167,765 |
| 51051000 - Union Wages - Overtime | 24,880 | 33,168 | 8,288 | 24.99% | 44,271 |
| 51061000 - Holiday & Vacation | 977,241 | 888,714 | (88,527) | (9.96%) | 1,188,828 |
| 51071000 - Sick | 287,383 | 362,502 | 75,119 | 20.72% | 484,917 |
| 51091000 - Missed Meal Penalty | 33,958 | 21,746 | (12,212) | (56.16%) | 29,079 |
| 51101000 - Temporary Help | 84,486 | 14,059 | (70,427) | (500.95%) | 18,762 |
| 51981000 - Compensation Accrual | 404,321 | 0 | (404,321) | 0.00% | 0 |
| Total Employee Compensation | 13,659,509 | 14,497,046 | 837,537 | 5.78% | 19,392,615 |

Golden Rain Foundation of Laguna Woods
Operating Statement
9/30/2022
GOLDEN RAIN FOUNDATION

| | Actual | YEAR TO DATE Budget | VAR\$ B/(W) | VAR% B/(W) | TOTAL BUDGET |
|---|------------------|------------------------|------------------|-----------------|------------------|
| Compensation Related | | | | | |
| 52411000 - F.I.C.A. | 973,435 | 1,091,654 | 118,219 | 10.83% | 1,450,604 |
| 52421000 - F.U.I. | 19,542 | 20,136 | 594 | 2.95% | 20,136 |
| 52431000 - S.U.I. | 87,940 | 128,475 | 40,535 | 31.55% | 128,475 |
| 52441000 - Union Medical | 777,423 | 884,298 | 106,875 | 12.09% | 1,179,064 |
| 52451000 - Workers' Compensation Insurance | 543,594 | 670,994 | 127,400 | 18.99% | 897,555 |
| 52461000 - Non Union Medical & Life Insurance | 990,475 | 1,151,946 | 161,471 | 14.02% | 1,535,742 |
| 52471000 - Union Retirement Plan | 199,620 | 234,705 | 35,085 | 14.95% | 313,800 |
| 52481000 - Non-Union Retirement Plan | 250,349 | 356,996 | 106,647 | 29.87% | 477,635 |
| 52981000 - Compensation Related Accrual | 43,070 | 0 | (43,070) | 0.00% | 0 |
| Total Compensation Related | 3,885,449 | 4,539,205 | 653,756 | 14.40% | 6,003,011 |
| Materials and Supplies | | | | | |
| 53001000 - Materials & Supplies | 1,119,247 | 1,017,651 | (101,596) | (9.98%) | 1,344,679 |
| 53003000 - Materials Direct | 30,522 | 0 | (30,522) | 0.00% | 0 |
| 53003500 - Materials Direct - Grf | 198,518 | 289,143 | 90,625 | 31.34% | 385,618 |
| 53004000 - Freight | 24,839 | 26,812 | 1,972 | 7.36% | 35,361 |
| Total Materials and Supplies | 1,373,127 | 1,333,606 | (39,521) | (2.96%) | 1,765,658 |
| Cost of Goods Sold | | | | | |
| 53101000 - Cost Of Sales - Warehouse | 8,254 | 5,832 | (2,422) | (41.53%) | 7,815 |
| 53101500 - Cost Of Sales - Pro Shop | 183,100 | 106,497 | (76,603) | (71.93%) | 142,000 |
| 53102000 - Cost Of Sales - Alcohol | 12,934 | 16,119 | 3,185 | 19.76% | 21,500 |
| 53103400 - Cost Of Sales - Fuel & Oil | 177,905 | 100,494 | (77,411) | (77.03%) | 134,000 |
| 53103500 - Earthquake Materials | 199 | 7,497 | 7,298 | 97.34% | 10,000 |
| Total Cost of Goods Sold | 382,393 | 236,439 | (145,954) | (61.73%) | 315,315 |
| Community Events | | | | | |
| 53201000 - Community Events | 266,695 | 330,969 | 64,274 | 19.42% | 463,081 |
| Total Community Events | 266,695 | 330,969 | 64,274 | 19.42% | 463,081 |
| Utilities and Telephone | | | | | |
| 53301000 - Electricity | 826,188 | 635,966 | (190,222) | (29.91%) | 886,055 |
| 53301500 - Sewer | 69,597 | 64,190 | (5,407) | (8.42%) | 84,696 |
| 53302000 - Water | 659,661 | 552,900 | (106,761) | (19.31%) | 700,310 |
| 53302500 - Trash | 56,375 | 110,945 | 54,570 | 49.19% | 148,028 |
| 53303500 - Gas | 255,512 | 183,655 | (71,857) | (39.13%) | 232,781 |
| 53304000 - Telephone | 215,508 | 269,523 | 54,015 | 20.04% | 359,369 |
| Total Utilities and Telephone | 2,082,841 | 1,817,179 | (265,662) | (14.62%) | 2,411,239 |
| Fuel and Oil | | | | | |
| 53304500 - Fuel & Oil For Vehicles | 562,815 | 408,375 | (154,440) | (37.82%) | 544,500 |
| Total Fuel and Oil | 562,815 | 408,375 | (154,440) | (37.82%) | 544,500 |
| Legal Fees | | | | | |
| 53401500 - Legal Fees | 62,541 | 234,659 | 172,117 | 73.35% | 329,196 |
| Total Legal Fees | 62,541 | 234,659 | 172,117 | 73.35% | 329,196 |
| Professional Fees | | | | | |
| 53402000 - Audit & Tax Preparation Fees | 127,500 | 124,395 | (3,105) | (2.50%) | 143,010 |
| 53402500 - Payroll System Fees | 108,872 | 129,375 | 20,503 | 15.85% | 172,500 |
| 53403500 - Consulting Fees | 148,255 | 192,933 | 44,678 | 23.16% | 243,233 |
| 53404500 - Fees | 4,500 | 4,500 | 0 | 0.00% | 6,000 |
| Total Professional Fees | 389,127 | 451,203 | 62,076 | 13.76% | 564,743 |
| Equipment Rental | | | | | |
| 53501500 - Equipment Rental/Lease Fees | 186,734 | 162,066 | (24,668) | (15.22%) | 216,114 |
| Total Equipment Rental | 186,734 | 162,066 | (24,668) | (15.22%) | 216,114 |
| Outside Services | | | | | |
| 53601000 - Bank Fees | 56,364 | 52,493 | (3,871) | (7.37%) | 70,000 |
| 53601500 - Credit Card Transaction Fees | 210,349 | 142,758 | (67,591) | (47.35%) | 190,444 |
| 53602000 - Merchant Account Fees | 9,875 | 12,771 | 2,896 | 22.67% | 17,069 |
| 53602500 - Licensing Fees | 6,488 | 6,000 | (488) | (8.14%) | 6,000 |
| 53603000 - Permit Fees | 0 | 1,638 | 1,638 | 100.00% | 2,200 |
| 54603500 - Outside Services CC | 1,950 | 0 | (1,950) | 0.00% | 0 |
| 53704000 - Outside Services | 1,717,430 | 1,997,241 | 279,811 | 14.01% | 2,675,781 |
| Total Outside Services | 2,002,457 | 2,212,902 | 210,445 | 9.51% | 2,961,494 |

Golden Rain Foundation of Laguna Woods
Operating Statement
9/30/2022
GOLDEN RAIN FOUNDATION

| | Actual | YEAR TO DATE Budget | VAR\$ B/(W) | VAR% B/(W) | TOTAL BUDGET |
|--|--------------------|------------------------|-----------------|------------------|--------------------|
| Repairs and Maintenance | | | | | |
| 53701000 - Equipment Repair & Maint | 638,196 | 607,438 | (30,757) | (5.06%) | 801,623 |
| 53702000 - Street Repair & Maint | 0 | 2,619 | 2,619 | 100.00% | 3,500 |
| 53702500 - Building Repair & Maint | 139,429 | 296,226 | 156,797 | 52.93% | 395,054 |
| 53703000 - Elevator /Lift Maintenance | 9,412 | 8,307 | (1,105) | (13.30%) | 11,099 |
| 53703500 - Water Softener | 1,149 | 3,057 | 1,908 | 62.41% | 4,083 |
| Total Repairs and Maintenance | 788,186 | 917,647 | 129,462 | 14.11% | 1,215,359 |
| Other Operating Expense | | | | | |
| 53604000 - Pest Control Fees | 7,922 | 14,834 | 6,912 | 46.60% | 19,815 |
| 53801000 - Mileage & Meal Allowance | 1,611 | 10,554 | 8,943 | 84.74% | 14,244 |
| 53801500 - Travel & Lodging | 1,475 | 6,059 | 4,584 | 75.66% | 6,259 |
| 53802000 - Uniforms | 66,663 | 95,920 | 29,258 | 30.50% | 128,010 |
| 53802500 - Dues & Memberships | 10,255 | 16,515 | 6,260 | 37.90% | 20,418 |
| 53803000 - Subscriptions & Books | 13,842 | 8,339 | (5,503) | (65.99%) | 10,576 |
| 53803500 - Training & Education | 33,048 | 66,525 | 33,477 | 50.32% | 86,168 |
| 53804000 - Staff Support | 32,322 | 62,217 | 29,895 | 48.05% | 101,900 |
| 53901000 - Benefit Administrative Fees | 3,019 | 2,997 | (22) | (0.74%) | 4,000 |
| 53901500 - Volunteer Support | 181 | 11,133 | 10,952 | 98.38% | 14,850 |
| 53902000 - Physical Examinations | 38,070 | 32,060 | (6,010) | (18.75%) | 42,100 |
| 53902500 - Recruiting Fees | 73,730 | 69,750 | (3,980) | (5.71%) | 90,000 |
| 53903000 - Safety | 62,692 | 72,028 | 9,337 | 12.96% | 93,802 |
| 54001000 - Board Relations | 5,715 | 9,829 | 4,114 | 41.86% | 13,005 |
| 54001500 - Public Relations | 10,278 | 750 | (9,528) | (1270.43%) | 1,000 |
| 54002000 - Postage | 22,510 | 37,118 | 14,608 | 39.36% | 53,610 |
| 54002500 - Filing Fees / Permits | 103,512 | 117,809 | 14,297 | 12.14% | 148,103 |
| 54502500 - Cable Promotions | 0 | 2,250 | 2,250 | 100.00% | 3,000 |
| Total Other Operating Expense | 486,844 | 636,688 | 149,844 | 23.53% | 850,861 |
| Income, Property, and Sales Tax | | | | | |
| 54301000 - State & Federal Income Taxes | 0 | 747 | 747 | 100.00% | 1,000 |
| 54301500 - State & Local Taxes | 24,364 | 17,406 | (6,958) | (39.98%) | 23,242 |
| 54302000 - Property Taxes | 1,576 | 1,995 | 419 | 21.02% | 3,580 |
| Total Income, Property, and Sales Tax | 25,940 | 20,148 | (5,792) | (28.75%) | 27,822 |
| Insurance | | | | | |
| 54401000 - Hazard & Liability Insurance | 1,735,263 | 1,819,810 | 84,546 | 4.65% | 2,426,418 |
| 54401500 - D&O Liability | 52,100 | 52,047 | (53) | (0.10%) | 69,400 |
| 54402000 - Property Insurance | 237,007 | 243,649 | 6,642 | 2.73% | 324,866 |
| 54402500 - Auto Liability Insurance | 6,487 | 7,497 | 1,010 | 13.47% | 10,000 |
| 54403000 - General Liability Insurance | 3,908 | 2,970 | (938) | (31.59%) | 3,960 |
| 54403500 - Property Damage | 4,395 | 7,497 | 3,103 | 41.38% | 10,000 |
| Total Insurance | 2,039,160 | 2,133,470 | 94,310 | 4.42% | 2,844,643 |
| Cable Programming/Franchise | | | | | |
| 54501000 - Cable - Programming Fees | 2,981,225 | 3,011,247 | 30,022 | 1.00% | 4,015,000 |
| 54502000 - Cable - City of Laguna Woods Franchise Fees | 123,120 | 234,738 | 111,618 | 47.55% | 313,000 |
| Total Cable Programming/Franchise | 3,104,346 | 3,245,985 | 141,639 | 4.36% | 4,328,000 |
| Investment Expense | | | | | |
| 54201000 - Investment Expense | 9,941 | 12,330 | 2,389 | 19.37% | 16,440 |
| Total Investment Expense | 9,941 | 12,330 | 2,389 | 19.37% | 16,440 |
| Net Allocation to Mutuals | | | | | |
| 48501000 - Allocated To Grf Departments | (5,724,908) | (5,740,691) | (15,783) | (0.27%) | (7,650,358) |
| 54602500 - Allocated Expenses | 3,476,528 | 3,526,613 | 50,085 | 1.42% | 4,701,287 |
| Total Net Allocation To Mutuals | (2,248,380) | (2,214,078) | 34,302 | 1.55% | (2,949,071) |
| Uncollectible Accounts | | | | | |
| 54602000 - Bad Debt Expense | 1,257 | 9,072 | 7,815 | 86.15% | 12,100 |
| Total Uncollectible Accounts | 1,257 | 9,072 | 7,815 | 86.15% | 12,100 |
| (Gain)/Loss on Sale or Trade | | | | | |
| 54101000 - (Gain)/Loss - Warehouse Sales | 20,283 | (18,747) | (39,030) | (208.19%) | (25,000) |
| Total (Gain)/Loss on Sale or Trade | 20,283 | (18,747) | (39,030) | (208.19%) | (25,000) |
| Depreciation and Amortization | | | | | |

Golden Rain Foundation of Laguna Woods
Operating Statement
9/30/2022
GOLDEN RAIN FOUNDATION

| | Actual | YEAR TO DATE Budget | VAR\$ B/(W) | VAR% B/(W) | TOTAL BUDGET |
|--|--------------------|------------------------|------------------|---------------|--------------------|
| 55001000 - Depreciation And Amortization | 3,939,322 | 3,939,322 | 0 | 0.00% | 3,939,322 |
| Total Depreciation and Amortization | 3,939,322 | 3,939,322 | 0 | 0.00% | 3,939,322 |
| Total Expenses | 33,020,587 | 34,905,486 | 1,884,898 | 5.40% | 45,227,443 |
| Excess of Revenues Over Expenses | \$2,648,720 | \$1,824,453 | \$824,267 | 45.18% | \$3,745,986 |

Golden Rain Foundation of Laguna Woods
Balance Sheet - Preliminary
9/30/2022

| | | <u>Current Month End</u> | <u>Prior Year December 31</u> |
|-----------|---|------------------------------|-----------------------------------|
| | Assets | | |
| 1 | Cash and cash equivalents | \$4,261,521 | \$2,481,456 |
| 2 | Non-discretionary investments | 15,475,464 | 9,801,805 |
| 3 | Discretionary investments | 17,955,602 | 19,530,473 |
| 4 | Receivable/(Payable) from mutuals | (811,718) | (149,472) |
| 5 | Accounts receivable and interest receivable | 1,555,506 | 1,473,355 |
| 6 | Operating supplies | 793,727 | 906,611 |
| 7 | Prepaid expenses and deposits | 1,697,577 | 1,940,904 |
| 8 | Property and equipment | 144,972,663 | 144,205,572 |
| 9 | Accumulated depreciation property and equipment | (89,142,264) | (86,845,989) |
| 10 | Intangible assets, net | 151,290 | 143,580 |
| 11 | Total Assets | <u>\$96,909,366</u> | <u>\$93,488,295</u> |
| | Liabilities and Fund Balances | | |
| | Liabilities: | | |
| 12 | Accounts payable and accrued expenses | \$1,527,904 | \$2,861,542 |
| 13 | Accrued compensation and related costs | 6,428,030 | 4,342,979 |
| 14 | Deferred income | 577,225 | 556,287 |
| 15 | Income tax payable | 10 | 10 |
| 16 | Total liabilities | <u>\$8,533,169</u> | <u>\$7,760,818</u> |
| | Fund balances: | | |
| 17 | Fund balance prior years | 85,727,477 | 82,640,239 |
| 18 | Change in fund balance - current year | 2,648,720 | 3,087,238 |
| 19 | Total fund balances | <u>88,376,198</u> | <u>85,727,477</u> |
| 20 | Total Liabilities and Fund Balances | <u>\$96,909,366</u> | <u>\$93,488,295</u> |

Golden Rain Foundation of Laguna Woods
Fund Balance Sheet - Preliminary
9/30/2022

| | | <u>Operating Fund</u> | <u>Facilities Fund</u> | <u>Equipment Fund</u> | <u>Trust Facilities Fee Fund</u> | <u>Contingency Fund</u> | <u>Total</u> |
|--------------------------------------|---|----------------------------|----------------------------|---------------------------|--------------------------------------|-----------------------------|----------------------------|
| Assets | | | | | | | |
| 1 | Cash and cash equivalents | \$1,496,052 | | \$781,625 | \$1,364,962 | \$618,882 | \$4,261,521 |
| 2 | Non-discretionary investments | | | 4,019,494 | 7,521,479 | 3,934,490 | 15,475,464 |
| 3 | Discretionary investments | | 17,737,601 | | | 218,001 | 17,955,602 |
| 4 | Receivable/(Payable) from mutuals | (811,718) | | | | | (811,718) |
| 5 | Receivable/(Payable) from operating fund | 1,974,141 | | | | (1,974,141) | |
| 6 | Accounts receivable and interest receivable | 1,507,167 | 6,885 | 14,361 | 16,600 | 10,493 | 1,555,506 |
| 7 | Operating supplies | 793,727 | | | | | 793,727 |
| 8 | Prepaid expenses and deposits | 1,685,577 | 12,000 | | | | 1,697,577 |
| 9 | Property and equipment | 141,404,525 | 2,166,695 | 1,318,559 | | 82,884 | 144,972,663 |
| 10 | Accumulated depreciation property and equipment | (89,142,264) | | | | | (89,142,264) |
| 11 | Intangible assets, net | 151,290 | | | | | 151,290 |
| 12 | Total Assets | <u>\$59,058,497</u> | <u>\$19,923,181</u> | <u>\$6,134,039</u> | <u>\$8,903,041</u> | <u>\$2,890,608</u> | <u>\$96,909,366</u> |
| Liabilities and Fund Balances | | | | | | | |
| Liabilities: | | | | | | | |
| 13 | Accounts payable and accrued expenses | \$1,146,764 | \$81,541 | \$169,125 | | \$130,474 | \$1,527,904 |
| 14 | Accrued compensation and related costs | 6,428,030 | | | | | 6,428,030 |
| 15 | Deferred income | 577,225 | | | | | 577,225 |
| 16 | Income tax payable | 10 | | | | | 10 |
| 17 | Total liabilities | <u>\$8,152,029</u> | <u>\$81,541</u> | <u>\$169,125</u> | | <u>\$130,474</u> | <u>\$8,533,169</u> |
| Fund balances: | | | | | | | |
| 18 | Fund balance prior years | 53,265,604 | 21,602,303 | 4,652,387 | 4,020,747 | 2,186,436 | 85,727,477 |
| 19 | Change in fund balance - current year | (3,251,620) | (1,528,357) | 1,972,706 | 4,882,294 | 573,698 | 2,648,720 |
| 20 | Fund transfers | 892,484 | (232,305) | (660,179) | | | |
| 21 | Total fund balances | <u>50,906,468</u> | <u>19,841,641</u> | <u>5,964,914</u> | <u>8,903,041</u> | <u>2,760,134</u> | <u>88,376,198</u> |
| 22 | Total Liabilities and Fund Balances | <u>\$59,058,497</u> | <u>\$19,923,181</u> | <u>\$6,134,039</u> | <u>\$8,903,041</u> | <u>\$2,890,608</u> | <u>\$96,909,366</u> |

Golden Rain Foundation of Laguna Woods
Changes in Fund Balances - Preliminary
9/30/2022

| | <u>Operating Fund</u> | <u>Facilities Fund</u> | <u>Equipment Fund</u> | <u>Trust Facilities Fee Fund</u> | <u>Contingency Fund</u> | <u>Total</u> |
|---|---------------------------|----------------------------|---------------------------|--------------------------------------|-----------------------------|-------------------|
| Revenues: | | | | | | |
| Assessments: | | | | | | |
| 1 Operating | \$22,408,992 | | | | | \$22,408,992 |
| 2 Additions to restricted funds | | | 1,948,608 | | 573,120 | 2,521,728 |
| 3 Total assessments | <u>22,408,992</u> | | <u>1,948,608</u> | | <u>573,120</u> | <u>24,930,720</u> |
| Non-assessment revenues: | | | | | | |
| 4 Trust facilities fees | | | | 4,861,948 | | 4,861,948 |
| 5 Golf green fees | 1,380,450 | | | | | 1,380,450 |
| 6 Golf operations | 279,843 | | | | | 279,843 |
| 7 Merchandise sales | 507,662 | | | | | 507,662 |
| 8 Clubhouse rentals and event fees | 403,315 | | | | | 403,315 |
| 9 Rentals | 108,855 | | | | | 108,855 |
| 10 Fees and charges for services to residents | 298 | | | | | 298 |
| 11 Broadband services | 3,940,780 | | | | | 3,940,780 |
| 12 Interest income | | 208,591 | 17,602 | 20,346 | 12,861 | 259,400 |
| 13 Unrealized gain/(loss) on AFS investments | | (1,765,082) | | | | (1,765,082) |
| 14 Miscellaneous | 721,820 | 33,249 | 6,049 | | | 761,119 |
| 15 Total non-assessment revenue | <u>7,343,023</u> | <u>(1,523,242)</u> | <u>23,652</u> | <u>4,882,294</u> | <u>12,861</u> | <u>10,738,588</u> |
| 16 Total revenue | <u>29,752,015</u> | <u>(1,523,242)</u> | <u>1,972,260</u> | <u>4,882,294</u> | <u>585,981</u> | <u>35,669,308</u> |
| Expenses: | | | | | | |
| 17 Employee compensation and related | 17,544,958 | | | | | 17,544,958 |
| 18 Materials and supplies | 1,362,429 | (439) | 1,714 | | 9,424 | 1,373,127 |
| 19 Cost of goods sold | 382,393 | | | | | 382,393 |
| 20 Community Events | 266,695 | | | | | 266,695 |
| 21 Utilities and telephone | 2,082,841 | | | | | 2,082,841 |
| 22 Fuel and oil | 562,815 | | | | | 562,815 |
| 23 Legal fees | 62,541 | | | | | 62,541 |
| 24 Professional fees | 389,127 | | | | | 389,127 |
| 25 Equipment rental | 186,734 | | | | | 186,734 |
| 26 Outside services | 2,006,845 | (4,388) | | | | 2,002,457 |
| 27 Repairs and maintenance | 790,346 | | (2,160) | | | 788,186 |
| 28 Other Operating Expense | 486,844 | | | | | 486,844 |
| 29 Property and sales tax | 25,940 | | | | | 25,940 |
| 30 Insurance | 2,036,301 | | | | 2,860 | 2,039,160 |
| 31 Cable Programming/Copyright/Franchise | 3,104,346 | | | | | 3,104,346 |
| 32 Investment expense | | 9,941 | | | | 9,941 |

Golden Rain Foundation of Laguna Woods
Changes in Fund Balances - Preliminary
9/30/2022

| | | <u>Operating Fund</u> | <u>Facilities Fund</u> | <u>Equipment Fund</u> | <u>Trust Facilities Fee Fund</u> | <u>Contingency Fund</u> | <u>Total</u> |
|----|---|---------------------------|----------------------------|---------------------------|--------------------------------------|-----------------------------|--------------------|
| 33 | Uncollectible Accounts | 1,257 | | | | | 1,257 |
| 34 | (Gain)/loss on sale or trade | 20,283 | | | | | 20,283 |
| 35 | Depreciation and amortization | 3,939,322 | | | | | 3,939,322 |
| 36 | Net allocations to mutuals | (2,248,380) | | | | | (2,248,380) |
| 37 | Total expenses | <u>33,003,635</u> | <u>5,115</u> | <u>(446)</u> | | <u>12,283</u> | <u>33,020,587</u> |
| 38 | Excess of revenues over expenses | <u>(\$3,251,620)</u> | <u>(\$1,528,357)</u> | <u>\$1,972,706</u> | <u>\$4,882,294</u> | <u>\$573,698</u> | <u>\$2,648,720</u> |
| 39 | Excluding unrealized gain/(loss) and depreciation | <u>\$687,702</u> | <u>\$236,725</u> | <u>\$1,972,706</u> | <u>\$4,882,294</u> | <u>\$573,698</u> | <u>\$8,353,125</u> |

**GOLDEN RAIN FOUNDATION
NON-DISCRETIONARY ACCOUNT HELD BY BANK OF AMERICA
SCHEDULE OF INVESTMENTS
09-30-22**

| I.D. NO. | DESCRIPTION | STATED RATE | SETTLEMENT DATE | MATURITY DATE | PAR VALUE | ORIGINAL COST | ANNUALIZED YTD YIELD * | BOOK VALUE | 9/30/2022 MARKET VALUE | UNREALIZED GAIN/(LOSS) |
|--|----------------------------------|----------------|--------------------|------------------|------------------------|------------------------|---------------------------|------------------------|---------------------------|---------------------------|
| | BANK OF AMERICA INTEREST SAVINGS | 0.70% | | | \$2,052,158.80 | \$2,052,158.80 | | \$2,052,158.80 | \$2,052,158.80 | \$0.00 |
| 912796V63 | U.S. Treasury Bill | 1.750% | 06-30-22 | 10-20-22 | \$2,000,000.00 | \$1,989,393.33 | | \$1,998,484.76 | \$1,997,636.00 | (\$848.76) |
| 912796V71 | U.S. Treasury Bill | 2.290% | 08-25-22 | 10-27-22 | \$3,000,000.00 | \$2,988,184.88 | | \$2,994,664.14 | \$2,994,861.00 | \$196.86 |
| 912796YG8 | Cash Management Bill | 1.950% | 06-30-22 | 11-01-22 | \$5,000,000.00 | \$4,968,266.67 | | \$4,992,066.67 | \$4,989,035.00 | (\$3,031.67) |
| 912796W70 | U.S. Treasury Bill | 2.570% | 08-25-22 | 11-25-22 | \$3,500,000.00 | \$3,477,460.00 | | \$3,486,427.53 | \$3,485,489.00 | (\$938.53) |
| TOTAL FOR NON-DISCRETIONARY INVESTMENTS | | | | | \$15,552,158.80 | \$15,475,463.68 | 0.91% | \$15,523,801.90 | \$15,519,179.80 | (\$4,622.10) |

*Yield is based on all investments held during the year

**GOLDEN RAIN FOUNDATION
DISCRETIONARY ACCOUNT - SAGEVIEW/FIDELITY
SCHEDULE OF INVESTMENTS
09-30-22**

| I.D. NO. | DESCRIPTION | SETTLEMENT DATE | MATURITY DATE | PAR VALUE | ORIGINAL COST | ANNUALIZED YTD YIELD * | BOOK VALUE | 9/30/2022 MARKET VALUE | UNREALIZED GAIN/(LOSS) |
|-------------------------------------|----------------------------------|--------------------|------------------|------------------|------------------|---------------------------|------------------|---------------------------|---------------------------|
| 31635V216 | FIDELITY GOVT CASH RESERVES | | | \$290,196.58 | \$290,196.58 | | \$290,196.58 | 290,196.58 | \$0.00 |
| 922031851 | FUMBX Fidelity Treas Bond Index | 12-13-19 | - | \$3,872,115.84 | \$3,872,115.84 | | \$3,872,115.84 | 3,612,155.23 | (\$259,960.61) |
| 92206C607 | VFIRX Vanguard Treas Admiral | 12-13-19 | - | \$5,672,426.07 | \$5,672,426.07 | | \$5,672,426.07 | 5,279,855.45 | (\$392,570.62) |
| 92206C755 | VSCSX Vanguard Corp Bond Index | 12-13-19 | - | \$5,491,203.76 | \$5,491,203.76 | | \$5,491,203.76 | 4,961,255.73 | (\$529,948.03) |
| | VMBSX Vanguard Sec Index Admiral | 12-13-19 | - | \$4,506,000.36 | \$4,506,000.36 | | \$4,506,000.36 | 3,812,138.56 | (\$693,861.80) |
| TOTAL FOR DISCRETIONARY INVESTMENTS | | | | \$19,831,942.61 | \$19,831,942.61 | 1.29% | \$19,831,942.61 | \$17,955,601.55 | (\$1,876,341.06) |
| TOTAL INVESTMENTS | | | | \$ 35,384,101.41 | \$ 35,307,406.29 | 1.17% | \$ 35,355,744.51 | \$ 33,474,781.35 | |

*Yield is based on all investments held during the year

Golden Rain Foundation & Trust Reserve Expenditures Report

EQUIPMENT FUND

Period Ending: 9/30/2022

| | | BUDGET | EXPENDITURES | |
|---|-----------------|----------------------|--------------|-----------------------|
| ITEM | RESOLUTION DATE | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance |
| 2017 | | | | |
| JP171100000 - Dynamics CRM Software ** | 9/6/2016 | 226,773 | 207,318 | 19,455 |
| 2019 | | | | |
| JP190340000 - Service Center Generator | 9/4/2018 | 150,000 | 0 | 150,000 |
| JP190440000 - CH 5 Piano Refinishing | 9/4/2018 | 12,000 | 9,460 | 0 |
| 2020 | | | | |
| JP200140000 - Add: Van | 9/3/2019 | 30,000 | 26,243 | 3,757 |
| JP200210000 - Transfer Switches for CH 4 & CH 6 | 9/3/2019 | 100,000 | 0 | 100,000 |
| JP200220000 - Clubhouse Camera Installation | 9/3/2019 | 75,000 | 0 | 75,000 |
| JP200270000 - Centralized Irrigation System | 9/3/2019 | 100,000 | 100,000 | 0 |
| JP200500000 - CH 4 Workshop Chairs | 9/3/2019 | 26,800 | 22,344 | 0 |
| JP200610000 - CH 7 Lobby Furniture | 9/3/2019 | 15,000 | 6,572 | 8,428 |
| JP200620000 - CH 7 Commercial Appliances | 9/3/2019 | 15,000 | 0 | 15,000 |
| JP200640000 - CH 7 Commercial Dishwasher | 9/3/2019 | 7,000 | 0 | 7,000 |
| JP200670000 - CH 6 Commercial Dishwasher | 9/3/2019 | 7,000 | 0 | 7,000 |
| JP200700000 - CH 5 Patio Furniture/Benches | 9/3/2019 | 20,000 | 16,654 | 0 |
| 2021 | | | | |
| JP210040000 - Flooring and Work Stations | 9/1/2020 | 23,000 | 13,414 | 0 |
| JP210060000 - Active Net Integration Software | 9/1/2020 | 20,000 | 3,813 | 16,187 |
| JP210090000 - Mower - Riding Greens | 9/1/2020 | 49,000 | 0 | 49,000 |
| JP210100000 - Centralized Irrigation System | 9/1/2020 | 200,000 | 1,123 | 198,878 |
| JP210120000 - Mini Skid-Steer Loader (2) | 9/1/2020 | 50,000 | 31,392 | 0 |
| JP210290000 - Dispatch Center | 9/1/2020 | 43,000 | 44,918 | 0 |

Golden Rain Foundation & Trust Reserve Expenditures Report

EQUIPMENT FUND

Period Ending: 9/30/2022

| ITEM | RESOLUTION DATE | BUDGET | EXPENDITURES | |
|---|-----------------|----------------------|--------------|-----------------------|
| | | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance |
| JP210300000 - Portable Radios | 9/1/2020 | 30,000 | 8,325 | 21,675 |
| JP210310000 - Misc Vehicle Purchases | 9/1/2020 | 200,000 | 51,360 | 148,640 |
| JP210320000 - Vans (4) | 9/1/2020 | 160,000 | 26,541 | 133,459 |
| JP210340000 - Security Vehicles (4) | 9/1/2020 | 140,000 | 146,046 | 0 |
| JP210350000 - F-250 Truck (4) | 9/1/2020 | 140,000 | 0 | 140,000 |
| JP210360000 - F-250 Crew Cab (3) | 9/1/2020 | 126,000 | 109,968 | 0 |
| JP210370000 - Pickup Trucks (5) | 9/1/2020 | 125,000 | 128,604 | 0 |
| JS210080000 - Network System Upgrade | 2/2/2021 | 350,000 | 334,725 | 15,275 |
| 2022 | | | | |
| JP220010000 - CH 5 Pool Cover | 9/7/2021 | 9,000 | 8,872 | 0 |
| JP220020000 - Set Top Boxes | 9/7/2021 | 300,000 | 74,331 | 225,669 |
| JP220030000 - Infrastructure | 9/7/2021 | 250,000 | 86,589 | 163,411 |
| JP220040000 - Signal Receivers and Transcoders | 9/7/2021 | 25,000 | 4,529 | 20,471 |
| JP220050000 - UPS Battery for Power Supplies | 9/7/2021 | 22,000 | 12,562 | 9,438 |
| JP220060000 - Village Television Studio Equipment | 9/7/2021 | 17,500 | 5,472 | 12,028 |
| JP220070000 - ENG Cameras (2) | 9/7/2021 | 15,000 | 0 | 15,000 |
| JP220090000 - CH 5 Stage Curtains (Ballroom) | 9/7/2021 | 27,000 | 0 | 27,000 |
| JP220100000 - Financial Software | 9/7/2021 | 1,500,000 | 358,734 | 1,141,266 |
| JP220110000 - Village Website Replacement | 9/7/2021 | 175,000 | 0 | 175,000 |
| JP220120000 - CAD Format Plotter | 9/7/2021 | 8,000 | 7,953 | 0 |
| JP220130000 - CH 1 Treadmills (3) | 9/7/2021 | 30,500 | 0 | 30,500 |
| JP220140000 - CH 1 Elliptical Trainer | 9/7/2021 | 5,000 | 0 | 5,000 |
| JP220150000 - Rough Mower | 9/7/2021 | 87,000 | 0 | 87,000 |

Golden Rain Foundation & Trust Reserve Expenditures Report

EQUIPMENT FUND

Period Ending: 9/30/2022

| ITEM | RESOLUTION DATE | BUDGET | EXPENDITURES | |
|---|-----------------|----------------------|--------------|-----------------------|
| | | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance |
| JP220160000 - Centralized Irrigation System | 9/7/2021 | 200,000 | 0 | 200,000 |
| JP220170000 - Utility Loaders (2) | 9/7/2021 | 60,000 | 0 | 60,000 |
| JP220180000 - Navigation Mowers - Walkers (3) | 9/7/2021 | 45,000 | 0 | 45,000 |
| JP220190000 - 48" Lazer Lawn Mowers (3) | 9/7/2021 | 30,000 | 0 | 30,000 |
| JP220200000 - 60" Lazer Lawn Mower | 9/7/2021 | 12,000 | 0 | 12,000 |
| JP220210000 - Building Maintenance Operations Equipment | 9/7/2021 | 50,000 | 0 | 50,000 |
| JP220220000 - Maintenance Services Equipment | 9/7/2021 | 50,000 | 0 | 50,000 |
| JP220230000 - Miscellaneous Fleet/Paving Equipment | 9/7/2021 | 30,000 | 9,081 | 20,919 |
| JP220270000 - Trailer for Office Work Space | 9/7/2021 | 50,000 | 24,560 | 25,440 |
| JP220360000 - Solar powered radar signs (2) | 9/7/2021 | 10,000 | 9,417 | 583 |
| JP220370000 - Misc Vehicle Purchases | 9/7/2021 | 200,000 | 0 | 200,000 |
| JP220380000 - Transportation Bus | 9/7/2021 | 200,000 | 0 | 200,000 |
| JP220390000 - Standard Pickup Truck (7) | 9/7/2021 | 175,000 | 0 | 175,000 |
| JP220400000 - Work Van (4) | 9/7/2021 | 160,000 | 0 | 160,000 |
| JP220410000 - Security Vehicle (4) | 9/7/2021 | 140,000 | 0 | 140,000 |
| JP220420000 - F-150 Truck (4) | 9/7/2021 | 140,000 | 0 | 140,000 |
| JP220430000 - F-250 Crew Cab (3) | 9/7/2021 | 126,000 | 0 | 126,000 |
| JP220440000 - Utility Vehicles (8) | 9/7/2021 | 120,000 | 0 | 120,000 |
| JP220450000 - Equipment Trailer (3) | 9/7/2021 | 45,000 | 0 | 45,000 |
| JP220460000 - Add: F250 Crew Cab | 9/7/2021 | 42,000 | 0 | 42,000 |
| JP220470000 - Add: Utility Vehicles (2) | 9/7/2021 | 30,000 | 0 | 30,000 |
| JP220480000 - Add: Small Pickup Truck | 9/7/2021 | 25,000 | 0 | 25,000 |
| JP220490000 - Add: Equipment Trailer | 9/7/2021 | 15,000 | 0 | 15,000 |

Golden Rain Foundation & Trust Reserve Expenditures Report

EQUIPMENT FUND

Period Ending: 9/30/2022

| ITEM | RESOLUTION DATE | BUDGET | EXPENDITURES | |
|--|--------------------|----------------------|--------------|--------------------------|
| | | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance |
| JS220060000 - Add: ProCore Aerator for 27-Hole Golf Course | 2/1/2022 | 34,869 | 0 | 34,869 |
| JS220090000 - Add: Additional Financial Software Replacement | 2/1/2022 | 2,500,000 | 0 | 2,500,000 |
| JS220290000 - Add: Replacement of Stop Signs | 7/5/2022 | 42,913 | 0 | 42,913 |
| | | 9,444,355 | 1,890,920 | 7,510,261 |
| | | | | 10,867,291 |

* Incurred to Date

** Reduced Total Appropriations, based on defunding

Golden Rain Foundation & Trust Reserve Expenditures Report

FACILITIES & TRUST FUNDS

Period Ending: 9/30/2022

| | | BUDGET | EXPENDITURES | |
|--|--------------------|-------------------------|--------------|--------------------------|
| ITEM | RESOLUTION DATE | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance |
| 2017 | | | | |
| JP172700000 - PAC HVAC System | 9/6/2016 | 300,000 | 118,196 | 181,804 |
| 2018 | | | | |
| JP182600000 - Community Center Remodel*** | 9/5/2017 | 278,738 | 185,840 | 0 |
| 2019 | | | | |
| JP190010000 - PAC Renovation - Phase 1*** | 10/2/2018 | 733,353 | 733,353 | 0 |
| JP190190000 - Gate 16 Driving Range Improvements**** | 10/2/2018 | 638,000 | 59,183 | 578,817 |
| JP190350000 - Replace Welding Shop | 10/2/2018 | 100,000 | 22,535 | 77,465 |
| 2020 | | | | |
| JP200170000 - Maintenance Parking Lot Lighting | 9/3/2019 | 250,000 | 34,946 | 0 |
| JP200660000 - CH 6 Video Projector Installation | 9/3/2019 | 30,000 | 0 | 30,000 |
| 2021 | | | | |
| JP210170000 - Broadband HVAC System | 9/1/2020 | 300,000 | 0 | 300,000 |
| JP210180000 - Welding Shop Replacement | 9/1/2020 | 275,000 | 0 | 275,000 |
| JP210190000 - Slope Renovation | 9/1/2020 | 143,000 | 142,369 | 0 |
| JP210220000 - Building E Assessment and Design Development | 9/1/2020 | 50,000 | 26,000 | 0 |
| JS210060000 - Replace Non-Compliant Hydraulic Mower Lifts | 9/7/2021 | 56,278 | 28,219 | 28,059 |
| JS210400000 - Pickleball Court Lighting | 10/5/2021 | 25,000 | 24,249 | 0 |
| 2022 | | | | |
| JP220080000 - CH 1 Assessment/Renovation | 9/7/2021 | 1,250,000 | 27,014 | 1,222,986 |
| JP220240000 - Building E Assessment and Design Development | 9/7/2021 | 200,000 | 0 | 200,000 |
| JP220250000 - Slope Renovation | 9/7/2021 | 153,576 | 63,990 | 89,586 |

Golden Rain Foundation & Trust Reserve Expenditures Report

FACILITIES & TRUST FUNDS

Period Ending: 9/30/2022

| ITEM | RESOLUTION DATE | BUDGET | EXPENDITURES | |
|--|--------------------|-------------------------|--------------------|--------------------------|
| | | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance |
| JP220260000 - Miscellaneous Projects | 9/7/2021 | 125,000 | 5,973 | 119,027 |
| JP220280000 - GRF Reserve Study | 9/7/2021 | 25,000 | 25,000 | 0 |
| JP220290000 - Garden Center 2 - Roofs | 9/7/2021 | 18,000 | 15,687 | 0 |
| JP220300000 - Equestrian Siding/Enclosure of Hay Barn | 9/7/2021 | 6,000 | 0 | 6,000 |
| JP220310000 - Asphalt Paving and Sealcoat Programs | 9/7/2021 | 704,091 | 601,374 | 102,717 |
| JP220320000 - Parkway Concrete Repairs | 9/7/2021 | 200,000 | 199,704 | 0 |
| JP220330000 - Gate 12 Security Upgrade | 9/7/2021 | 66,696 | 26,575 | 0 |
| JP220340000 - Security Building HVAC System | 9/7/2021 | 65,000 | 0 | 65,000 |
| JP220350000 - Shepherd's Crook | 9/7/2021 | 35,000 | 33,792 | 0 |
| JS220050000 - Add to GRF Reserve Study | 1/4/2022 | 25,000 | 25,000 | 0 |
| JS220230000 - Non-Compliant Hydraulic Mower Add. Funds | 1/4/2022 | 22,569 | 0 | 22,569 |
| Total Facilities Fund | | \$6,075,301 | \$2,399,000 | \$3,299,030 |

* Incurred to Date
 ** Reduced Total Appropriations, based on defunding
 *** Partially defunded
 **** Project combined with JP183800000 Golf Netting at Garden Center 1

Golden Rain Foundation & Trust Reserve Expenditures Report

CONTINGENCY FUND

Period Ending: 9/30/2022

| | | BUDGET | EXPENDITURES | |
|--|-----------------|----------------------|--------------|-----------------------|
| ITEM | RESOLUTION DATE | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance |
| 2020 | | | | |
| JS20010B000 - Independent Strategic Review - Broadband | 2/4/2020 | 50,000 | 43,259 | 0 |
| | | | | |
| 2022 | | | | |
| JS220240000 - Moving of Bus Benches | 6/7/2022 | 97,625 | 39,625 | 58,000 |
| | | | | |
| Total Contingency Fund | | \$147,625 | \$82,884 | \$58,000 |

* Incurred to Date

STAFF REPORT

DATE: **October 19, 2022**
FOR: **Board of Directors**
SUBJECT: **Proposed Defunding at Year End – Reserves Report**

RECOMMENDATION

Staff recommends defunding three items from the Equipment Fund, one from Facilities Fund, and reducing one from Equipment Fund on December 31, 2022 outlined below.

BACKGROUND

Staff in all departments went through the Reserve Expenditures Report and identified items that can be closed out at the end of the year or reduced. The reasoning is explained under Discussion.

DISCUSSION

Equipment Fund

| ITEM - Equipment Fund | BUDGET | EXPENDITURES | | Recommended Reduction | Net Remaining Encumbrance |
|---|----------------------|--------------|-----------------------|-----------------------|---------------------------|
| | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance | | |
| JP200210000 - Transfer Switches for CH 4 & CH 6 | 100,000 | 0 | 100,000 | 100,000 | 0 |
| JP220130000 - CH 1 Treadmills (3) | 30,500 | 0 | 30,500 | 30,500 | 0 |
| JP220140000 - CH 1 Elliptical Trainer | 5,000 | 0 | 5,000 | 5,000 | 0 |
| JP220410000 - Security Vehicle (4) | 140,000 | 0 | 140,000 | 60,000 | 80,000 |

Transfer Switches for CH 4 & CH 6: The 2020 Capital Plan included funding for the installation of Transfer Switches located at Clubhouses 4 and 6, in anticipation of emergency generators at those clubhouses. Service Generators have not been requested for these clubhouses, therefore staff recommends defunding of this item as transfer switches should be ordered together to ensure compatibility.

Clubhouse 1 Treadmills (3) and Clubhouse 1 Elliptical Trainer: The 2022 Capital Plan included funding for the replacement of three treadmills and one elliptical trainer that have exceeded their useful life. Beginning in 2023, fitness equipment will be leased and for this reason, staff recommends defunding of these items.

Security Vehicle (4): The 2022 Capital Plan included funding for the replacement of four security vehicles. Two of the four vehicles are in good condition and not yet in need of replacement. Therefore, staff recommends an encumbrance reduction of \$60,000, leaving a remaining encumbrance of \$80,000 for the two vehicles that will be replaced.

Facilities Fund

| ITEM | BUDGET | EXPENDITURES | | Recommended Reduction | Net Remaining Encumbrance |
|---|-------------------------|--------------|--------------------------|--------------------------|------------------------------|
| | TOTAL Appropriations | I-T-D* | REMAINING Encumbrance | | |
| JP220240000 - Building E Assessment and Design Development | 200,000 | 0 | 200,000 | 200,000 | 0 |

Building E Assessment and Design Development: The 2022 Capital Plan included funding for the assessment and design development of Building E due to the building experiencing structural movement as it was built on a concrete slab. In the 2023 Capital Plan, \$750,000 for Building E Design Development and Construction was approved inclusive of the \$200,000 mentioned above, therefore staff recommends defunding the 2022 capital expenditure in full.

As part of our standard process, the 2022 annual capital items will be closed out at year end and replaced with 2023 capital items.

FINANCIAL ANALYSIS

Recommended reduction of Equipment Fund totals \$195,500 and Facilities fund totals \$200,000.

Prepared By: Ada Montesinos, Senior Financial Analyst

Reviewed By: Steve Hormuth, Director of Financial Services

ENDORSEMENT (to Finance Committee)

Garden Center Rental Fees

Authorize the Community Activities Committee recommendation to review and approve the proposed Schedule of Garden Center Rental Fees with an effective date of January 1, 2023.

A motion was made to accept the proposed Schedule of Garden Center Rental Fees with an effective date of January 1, 2023.

Motion passed 4-2-1 (Director Blackwell and Director Casey voted no; Director Rothberg was absent).



STAFF REPORT

DATE: September 8, 2022
FOR: Community Activities Committee
SUBJECT: Garden Center Rental Fee Review

RECOMMENDATION

Review and approve the proposed Schedule of Garden Center Rental Fees with an effective date of January 1, 2023.

BACKGROUND

The Garden Center Rental Fees administered by the Golden Rain Foundation of Laguna Woods (GRF) Board of Directors adhere to the Shared Cost Guidelines established in Resolution 90-12-132 (ATT1), whereby certain fees can be imposed upon users of various recreation facilities in order to control crowding and minimize over-usage, and to recover operating costs.

During December 3, 2019 board meeting of GRF, the Board adopted the Garden Center Rental Pricing Policy through Resolution 90-19-61 (ATT2). The 2019 Pricing Policy adopted a shared cost for Garden Plots and Shade Area Benches of 68% while Tree Plots have a shared cost of 82%. Combined, the plots have a blended shared cost of approximately 73%.

DISCUSSION

To ensure Garden Center Rental Fees are being reviewed regularly and that revenues earned from fees are sufficient to offset a consistent and agreed upon share of costs, staff compiled a five-year analysis of revenues and expenses including a percent funded by fees. In accordance with the fee review process established in August 2022, fees with annual revenues of less than \$100K will be reviewed once every five years. As part of said review, staff will compare garden center revenues earned through fees to expenses incurred. Staff will then propose fee changes (increase/decrease) to ensure the shared costs stay within a set percentage.

| 5 Year Fee Review | Actual 2019 | Actual 2020 | Actual 2021 | Budget 2022 | Budget 2023 | Proposed 2023 |
|-------------------|----------------|----------------|----------------|----------------|----------------|------------------|
| Revenue | \$45,583 | \$57,451 | \$57,108 | \$57,400 | \$75,400 | \$77,233 |
| Expense | | | | | | |
| Compensation | 79,634 | 92,376 | 79,778 | 136,737 | 142,563 | 142,563 |
| Utilities | 50,617 | 67,550 | 78,007 | 63,553 | 66,734 | 66,734 |
| Other * | 59,434 | 27,622 | 70,594 | 71,586 | 74,618 | 74,618 |
| Total Expense | \$189,685 | \$187,548 | \$228,389 | \$271,876 | \$283,915 | |

| 5 Year Fee Review Cont. | Actual 2019 | Actual 2020 | Actual 2021 | Budget 2022 | Budget 2023 | Proposed 2023 |
|-------------------------|----------------|----------------|----------------|----------------|----------------|------------------|
| Percent Funded by Fees | 24% | 31% | 25% | 21% | 26% | 27% |
| Percent Shared | 76% | 69% | 75% | 79% | 74% | 73% |

* Other Expense: Materials & Supplies, Outside Services and Depreciation

The proposed 2023 revenues of \$77,233 include Garden and Tree Plot Rental Revenue of \$76,752 and Shade Area Bench Rental Revenue of \$481. The proposed Garden Center Fees are listed in the table below, see also ATT3.

Proposed Schedule of Garden Center Rental Fees

| Plot Type | 2022 Annual Fee Current | 2023 Annual Fee Proposed | Change |
|------------------|-------------------------------|--------------------------------|---------|
| Garden Plots | \$57.00 | \$72.00 | \$15.00 |
| Tree Plots | \$57.00 | \$72.00 | \$15.00 |
| Shade Area Bench | \$11.00 | \$13.00 | \$2.00 |

FINANCIAL ANALYSIS

If approved, the Schedule of Garden Center Rental Fees will reflect total expenses covered by fees of 27% and a cost shared by the community of 73%, consistent with Resolution 90-19-61 (ATT2). The proposed change in Garden Center Rental Fees would increase revenue by an estimated \$19,833 in 2023, as compared to 2022 Budgeted revenues. While the proposed change increases the 2023 Garden Center revenues to \$77,233, or \$1,833 in excess of the approved 2023 GRF Business Plan, no changes will be made to 2023 Budgeted Revenue of \$75,400.

Prepared By: Steve Hormuth, Director of Financial Services

Reviewed By: Brian Gruner, Recreation and Special Events Director
Jose Campos, Assistant Director of Financial Services

Attachment(s): ATT 1 – Shared Cost Guidelines GRF Resolution 90-12-132
ATT 2 – Garden Center Rental Pricing Policy Resolution 90-19-61
ATT 3 – Garden Center Rental Pricing Analysis

Committee Routing: GRF Finance Committee October 19, 2022

RESOLUTION 90-12-132

GUIDELINES FOR SHARED COSTS AND FEES

RESOLVED, November 6, 2012, that the following Guidelines for the sharing of costs and for the levying and collection of fees reflect the policies and practices which have developed over the history of Laguna Woods Village. The Guidelines are subject to change from time to time at the discretion of the Golden Rain Foundation Board of Directors (GRF).

A. General Principles and the Shared Cost Concept:

- I. Shared costs are costs of furnishing, maintaining, or operating facilities and services which all Laguna Woods Village residents use or enjoy, or have the right to use or enjoy. They are costs budgeted as Golden Rain Foundation operating or reserve expenditures shared equally throughout Laguna Woods Village by manor. The monthly assessment by each manor ownership reflects an equal portion of these costs per the amended Trust Agreement dated March 30, 1964, Paragraph 6: "Golden Rain costs shall be included in monthly assessment on a pro-rata basis to members of respective corporations."
- II. Reasonable fees may be imposed pursuant to the Trust Agreement, as amended.

B. Exceptions to the Shared Cost Concept:

I. Utilization Control

In order to control crowding, to minimize over-usage, or to impose reasonable limitations on guests, fees may be imposed on users of a shared cost facility or service.

II. Financial Support of a Facility/Service

Reasonable fees may be imposed on the users of a new or existing shared cost facility or service if GRF determines that fees would be appropriate to help offset costs and reduce assessments.

III. Exclusive Use of Facility by Resident

Where only a small number of residents are allowed access to a facility, GRF may impose a fee to recover certain costs of operating that facility.

C. Special Facilities:

Since the inception of Laguna Woods Village, two facilities have consistently been declared to be free from the imposition of fees for use thereof by Laguna Woods Village residents.

I. The first of such special facilities is the aquatics and necessary related facilities. The special classification of aquatics derives from the view traditionally held by the Laguna Woods Village community that the "swimming pool" is an integral part of residential real property.

II. The second such special facility is the Laguna Woods Village Transportation System. Its special classification derives from assurances of the original developer that the community bus system would furnish certain fare-free bus transportation to Laguna Woods Village residents. Rendition of this free bus service has been endorsed and continued by the first and subsequently elected Golden Rain Foundation Boards of Directors.

Additionally, there are other facilities where it would be difficult to collect fees or where it may not prove to be cost effective.

D. Definition of Fees:

Inasmuch as GRF provides multipurpose facilities and services, a formula for determining fees shall be applied to each such facility or service separately in order to determine an appropriate fee amount. When establishing fees, GRF will review direct costs of operating the facility, reserve requirements for equipment and facility improvements, **and** utilization.

I. Facilities Fee - A payment imposed on the user of a shared facility in order to control use or recover a portion of the facility costs. The fee should represent an equitable and reasonable division of cost between the user and the monthly assessment.

II. Administrative Service Fee - A payment imposed on the user of a service provided by administrative personnel of the Managing Agent or a contracted service provider.

III. Entertainment Fee - A fee assessed to individuals for a Recreation coordinated event.

IV. Additional Occupant Fee - A payment imposed for each additional occupant over two in a manor, whether owner or tenant, for the right to use community facilities or services.

V. Nonresident/Guest Fees - A payment imposed on a nonresident, including all non-Laguna Woods Village organizations, for use of a community facility or service.

In the event that the owner(s) of any manor shall lease said manor to a tenant or tenants, such tenant(s) shall be entitled to the use of all GRF facilities or services as aforesaid during the term of said lease and the owner(s) shall not be entitled to such use of said facilities or services.

RESOLVED FURTHER, that Resolution G-89-115 adopted November 7, 1989 is hereby superseded and cancelled; and

RESOLVED FURTHER, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out the purpose of this resolution.



RESOLUTION 90-19-61

Garden Center Pricing Policy

WHEREAS, according to Resolution 90-12-132, which established guidelines for shared costs and certain fees, can be imposed upon users of various recreational facilities in order to control crowding, to minimize over-usage, and to recover operating costs.

WHEREAS, the Board periodically reviews fees as part of the business planning process to determine adequacy of revenues and shared costs and their adoption of the 2020 Business Plan included certain fee changes.

NOW THEREFORE BE IT RESOLVED, December 3, 2019, that the Board of Directors of the Corporation hereby adopts the GRF Garden Center Pricing Policy:

Garden Center Rental Pricing Policy

- Garden Plot Rental Fee shall be charged annually for each type of plot (Garden Plot, Tree Plot, and Shade Area Bench)
- The Plot Rental Fee, rounded up to the nearest dollar, shall be based on the estimated annual per square foot cost of the facility applied to the maximum square feet per size category of Garden plots and the average square feet for Tree and Shade Area Bench Plots; and will be adjusted annually on the basis of annual operational costs, capital costs, and the percentage(s) shared (subsidized) by the community at large as illustrated in the table below:

| Plot Type | Percentage Shared by the Community* |
|------------------|--|
| Garden Plots | 68 |
| Tree Plots | 82 |
| Shade Area Bench | 68 |

*Per Resolution 90-12-132, Guidelines for Shared Costs & Fees, 1% to 99%

If grandfathered up to 400 Sq. Ft., the resident will pay for two Garden plots.

- The GRF Board of Directors will periodically review the estimated annual cost of each plot type and determine what shared percentage to apply in



order to maintain an equitable and reasonable division between the user and the monthly assessment (per Resolution 90-12-132, Guidelines for Shared Costs and Fees)

RESOLVED FURTHER, that rototilling and plot clean-up services will become chargeable services and shall be removed from the Fee Schedule;

RESOLVED FURTHER, that this resolution shall be effective January 1, 2020 at which time Resolution 90-17-05 adopted February 7, 2017, is hereby superseded and canceled; and

RESOLVED FURTHER, that the officers and agents of this Corporation are hereby authorized on behalf of the Corporation to carry out this resolution.

2022 Garden Center Fee Review

Proposed Effective Date: Jan 1, 2023

| 2023 WC 521 Expenses | Budgeted Expense | Source |
|---------------------------|------------------|-------------------------------|
| Compensation & Related | \$142,564 | Budget Comparison Report |
| Materials & Supplies | \$11,500 | Budget Comparison Report |
| Utilities (Water & Trash) | \$66,734 | Budget Comparison Report |
| Outside Services | \$9,077 | Budget Comparison Report |
| Other Operating | \$1,000 | Budget Comparison Report |
| Property Taxes | \$275 | Budget Comparison Report |
| Allocations | \$8,765 | Budget Comparison Report |
| Depreciation | \$44,000 | Estimated: 2022 Plus Increase |
| Total Facility Expense | \$283,915 | |

| Plot Type | Square Feet | Number of Plots |
|----------------------|-------------|-----------------|
| Garden Plots | 163,281 | 809 |
| Tree Plots | 92,022 | 257 |
| Shade House | 1,344 | 37 |
| Total Square Footage | 256,647 | 1,103 |

| | | |
|-------------------------|--------|----------|
| Expense Per Square Foot | \$1.11 | |
| Expense Per Plot | | \$257.40 |

| Plot Type | Plot Size in Sq. Ft. | Annual Cost | Shared % Res 90-19-61 | % Resident Pays | Annual Fee Rounded Up |
|-------------------|----------------------|-------------|--------------------------|--------------------|--------------------------|
| Garden Plots | 202 | \$223.46 | 68% | 32% | \$72.00 |
| Tree Plots | 358 | \$396.04 | 82% | 18% | \$72.00 |
| Shade House Plots | 36 | \$39.82 | 68% | 32% | \$13.00 |
| Totals | | | 73% | 27% | |

| Plot Type | Current Fee | Projected 2022 Revenue | Proposed Fee | Proposed Revenue | Fee Change | Revenue Change \$ | Revenue Change % |
|-------------------|-------------|------------------------|--------------|---------------------|------------|----------------------|---------------------|
| Garden Plots | \$57.00 | \$46,113 | \$72.00 | \$58,248 | \$15.00 | \$12,135 | 26% |
| Tree Plots | \$57.00 | \$14,649 | \$72.00 | \$18,504 | \$15.00 | \$3,855 | 26% |
| Shade House Plots | \$11.00 | \$407 | \$13.00 | \$481 | \$2.00 | \$74 | 18% |
| Totals | | \$61,169 | | \$77,233 | | \$16,064 | |

Non-Assessment Revenue

| | |
|-------------------------------------|----------|
| 43001000 - Garden Plot Revenue | \$76,752 |
| 43001500 - Shade House Rental Space | \$481 |
| Total Rentals | \$77,233 |

STAFF REPORT

DATE: June 27, 2022
FOR: Security & Community Access Committee
SUBJECT: Aliso Creek “No bicycle” signage

RECOMMENDATION

Staff recommends adding 4 universal “Bicycles are prohibited” signage to the main entrance points of the Aliso Creek Park, with a supplemental appropriation of \$740 to be funded from the Equipment Fund.

BACKGROUND

Security has received complaints of individuals riding bicycles within the Aliso Creek Park. Currently there are no signs prohibiting bicycle riding in that area. At the April 25, 2022, GRF Security and Community Access Committee (SCAC) meeting, this issue was brought up as a discussion item. After deliberating, the SCAC directed staff to draft a report to place signs prohibiting bicycle riding in that area.

The Golden Rain Foundation (GRF) - Traffic Rules and Regulations and the United Laguna Woods Mutual - Vehicle, Traffic, and Parking Rules, both stipulate that bicycles are prohibited at the Aliso Creek Park in Section 9.2.

DISCUSSION

The Security Services Department assessed the signage posted at the entrances of the Aliso Creek Park. Although the entrance signage does list Aliso Creek Park rules, bicycles being prohibited was not listed on any of these signs.

The purpose of adding the universal “Bicycles are prohibited” signage to the main entrance areas is to educate bicyclists who may not be aware that bicycles are prohibited at Aliso Creek Park.

The universal “Bicycles are prohibited” signage will be mounted on its own pole to stand out and increase visibility for individuals entering the park. It will also allow Security to appropriately enforce this violation.

FINANCIAL ANALYSIS

If approved, the cost will be approximately \$740 and will be funded from the Equipment Fund. Any ongoing maintenance cost will be included as part of the Business Plan.

Below is the cost associated with this purchase:

| Proposed Outlay | Estimated Cost |
|-----------------------------|----------------|
| Sign, Telespar post, Cement | \$495 |
| Labor (VMS personnel) | \$245 |
| Total | \$740 |

Prepared By: Tom Siviglia, Security Operations Manager

Reviewed By: Robert Carrol, Director of General Services
Eric Nuñez, Director of Security Services
Steve Hormuth, Director of Financial Services

ATTACHMENT(S)

Attachment 1: Universal No Bicycles signage

COMMITTEE ROUTING

GRF SCAC June 27, 2022

GRF Finance October 19, 2022

Universal No Bicycles signage

