



**THE GOLDEN RAIN FOUNDATION
MEDIA AND COMMUNICATIONS COMMITTEE**

**Monday, September 21, 2020 - 1:30 PM
VIRTUAL MEETING
Laguna Woods Village Community Center Board Room
24351 El Toro Road**

NOTICE OF MEETING AND AGENDA

This meeting may be recorded.

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

1. 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 manor number must be included.
2. By calling 949-268-2020 beginning one half hour before the meeting begins and throughout the remainder of the meeting. You must provide your name and manor number.

1. Call to Order

2. Acknowledgement of Media

3. Approval of Agenda

4. Approval of Meeting Report – August 17, 2020

5. Chair's Remarks

6. Member Comments – Open Forum (Items Not on the Agenda)

The comments of directors, staff, consultants or other guests during committee meetings are not comments of Golden Rain Foundation (GRF) and are only the speaker's opinions. The position of GRF is only that expressed in motions or resolutions which are adopted by the Board of Directors.

7. Director's and Staff Responses to Member Comments

REPORTS:

8. Marketing and Communications Report – Director Eileen Paulin

9. Broadband Consultant Update – Director Eileen Paulin

ITEMS FOR DISCUSSION AND CONSIDERATION:

ITEMS FOR FUTURE AGENDAS:

CONCLUDING BUSINESS:

- 10. Committee Member Comments**
- 11. Date of Next Meeting – Monday, October 19 at 1:30 p.m.**
- 12. Adjournment**



OPEN MEETING

THE GOLDEN RAIN FOUNDATION
MEDIA AND COMMUNICATIONS COMMITTEE MEETING
Monday, August 17, 2020 at 1:30 p.m.
Laguna Woods Village Community Center Virtual Meeting
24351 El Toro Road, Laguna Woods, CA 92637

REPORT

MEMBERS PRESENT: Chair Sue Stephens, Directors Elsie Addington, Bunny Carpenter, Lynn Jarrett, Annie McCary and Juanita Skillman; Advisors Tom Nash and Carmen Pacella

MEMBERS ABSENT: Director Ryna Rothberg; Advisor Frank Tybor

OTHERS PRESENT: None

STAFF PRESENT: Eileen Paulin, Chuck Holland, Jackie Kupfert, Susan Logan-McCracken, Paul Ortiz and Ellyce Rothrock

1. **Call to Order**
Meeting was called to order at 1:29 p.m.
2. **Acknowledgement of Media**
None
3. **Approval of the Agenda**
Approved
4. **Approval of Meeting Report from June 15, 2020**
Approved
5. **Chair's Remarks**
Director Sue Stephens introduced herself and discussed her professional background and experience. She thanked VMS Director of Media and Communications Eileen Paulin and her staff for helping to acclimate her to the GRF Media and Communications Committee.
6. **Member Comments (Items Not on the Agenda)**
None
7. **Director's and Staff Responses to Member Comments**
None

REPORTS:

8. Media and Communications Report – Director Eileen Paulin

Ms. Paulin addressed post office issues with delivering the Village Breeze, which did mail.

Ms. Paulin mentioned that the June/July Employee Newsletter was published and distributed. She commended feature articles on adjusting to working at home during the pandemic and on Paul Ortiz' 40-year history with the company.

Ms. Paulin encouraged residents to register for power outage alerts.

Ms. Paulin discussed the emergency resolution that passed requiring face masks and to email questions about it to info@lagunawoodsvillage.com.

Ms. Paulin thanked all the people and organizations who generously donated masks to the Village.

Ms. Paulin reported on the success of the medical roundtable, that TV6 is continuing to broadcast six days each week and that open rates are good.

9. Broadband Update – Director Eileen Paulin

Ms. Paulin stated that internet subscriber counts are the highest they have been to date.

Ms. Paulin stated that there have been no major contract renewals for channels since the last GRF Media and Communications Committee meeting.

Ms. Paulin discussed cable costs.

ITEMS FOR DISCUSSION AND CONSIDERATION:

Update on The Broadband Group (TBG) consulting project: Ms. Paulin reported that the project with TBG is on schedule. TBG will be doing a site inspection this Thursday.

Update on Third Mutual CC&R voting project: Ms. Paulin discussed Third's CC&Rs initiative. The mutual is working with the Lew Edwards consulting group, Directors Annie McCary, Robert Mutchnick and Third Board of Directors President Steve Parsons for the upcoming elections.

Inform committee of communication protocol for COVID-19 related messages: Ms. Paulin discussed the protocol for COVID-related messages, mentioning TV6 and the message boards.

Virtual New Resident Orientations: Ms. Paulin announced that new resident orientations are returning virtually; docent tours remain on hold.

Village Breeze Editorial Board meeting: VMS Media and Communications Supervisor Ellyce Rothrock announced that the Village Breeze editorial board meeting will be held Monday, August 31, at 1:30 p.m. The purpose of this meeting is to share feedback and impressions on content and design.

Ms. Paulin commended the strong participation in the August/September issue's haiku contest as well as the overall content.

Review of for-profit phonebook publishers distributing in the Village policy: Ms. Paulin discussed with the committee the phone book that is published and delivered to the Village and whether that should continue.

Director Lynn Jarrett stated the map in the Village Breeze lessens the need for the phone book.

Director McCary stated that she would not miss the phone book.

Director Juanita Skillman suggested not distributing the phone book during the pandemic and responding that we will get back to the publisher after the pandemic.

Chair Stephens suggested distributing the phone books from the administration building but not while the building is closed during the pandemic.

Ms. Paulin suggested distributing the phone books from City Hall. Chair Stephens and Director Skillman concurred.

Advisor Carmen Pacella stated that the phone book is not needed in the Village anymore and that residents don't want their information public if it is distributed at City Hall. He also mentioned that the Village Breeze map eliminates the need for the map that is in the phone book.

Chair Stephens asked if private phone numbers are included and if residents could opt out. Ms. Paulin responded that residents might forget to opt out.

Director Skillman stated that residents are not automatically included if they don't have a land line.

Discussion: Advisor Tom Nash stated that if the phone books already have been printed and are ready to distribute, we should follow through. Ms. Paulin responded that one of the publishers has not printed them yet.

Chair Stephens asked if this should go to the staff at City Hall to decide. Ms. Paulin and VMS TV Services Manager Paul Ortiz suggested City Hall as a stepping point.

Director Elsie Addington stated that the phone book should be continued.

ITEMS FOR FUTURE AGENDAS:

CONCLUDING BUSINESS:

13. Committee Member Comments

Director Skillman mentioned that U.S. Census workers are due to come into the Village in the next month for those residents who did not complete the form online or via mail.

Director Skillman suggested communicating to the residents that as soon as they receive their ballots to fill them out and place them in the collection box outside City Hall.

Director Skillman mentioned that Assembly Bill 3182 would hurt residents' leasing and renting capabilities.

Director Skillman clarified that Third's vote on CC&Rs needs a two-thirds vote of the quorum and not of the membership.

As an alternative to docent tours, Director Skillman suggested the orientation videos on the website, as they cover a lot of what the docent tours covered for new residents.

Director Bunny Carpenter discussed the importance of communicating why we cannot give refunds on assessments. She mentioned that insurance dues have increased and that we are absorbing that cost. Director Skillman reiterated that we are legally obligated to not refund unused dues.

Director Addington discussed that she is working on an article that will discuss how the surplus may be used to offset operating expenses and benefit residents.

Ms. Paulin stated that she is working with the Census groups to get further information to the residents.

Ms. Paulin referred to CEO Jeff Parker's statement regarding giving refunds.

Ms. Paulin recommended the locked box at City Hall for election ballots.

Ms. Paulin recommended residents use the electronic link in a piece the department is sending out regarding AB 3182. That link is important to recording resident votes.

Ms. Paulin mentioned some of the virtual tours are on the website.

Ms. Paulin announced that MemorialCare offered to underwrite the wellness route between the Village and the MemorialCare/Saddleback campus.

Director McCary welcomed Chair Stephens and commended her on the meeting.

14. Date of Next Meeting – September 21, 2020, at 1:30 p.m.

15. Adjournment
3 p.m.


Sue Stephens, Chair
Media and Communications Committee

THIS PAGE INTENTIONALLY LEFT BLANK



STAFF REPORT

DATE: September 21, 2020
FOR: GRF Media and Communications Committee
SUBJECT: Marketing and Communications Activities Report – August 2020

RECOMMENDATION

Review Marketing and Communications Report.

BACKGROUND

Media and Communications staff prepares a monthly report for MACC. This report includes, but is not limited to, Media and Communications activities, communications projects, website management, analytics, docent tours, new resident orientations, CodeRED enrollment and more.

DISCUSSION

The website is an ever-evolving information hub updated daily via input from all departments, residents and clubs. Media and Communications maintains webmaster duties by writing, editing and posting content, which includes, but is not limited to, governance, news, club news, club updates, training, activities and calendars.

Media and Communications staff also continues to proactively engage, inform and share vital information with residents. The attached report presents engagement efforts in August through the iContact direct email service, through which flyers, newsletters and other tools are used to disseminate news and information. The average open and click rates illustrate interest and engagement in the content disseminated.

Workflow continues to be managed through the online project management system, Trello, which tracks work performed by staff and a freelance graphic artist, including deadlines, content, artwork, editing, fact checking, graphic design and distribution. In August, Trello tracked 55 projects. In addition, Media and Communications entered 25 emails into iContact and posted 163 items on the website and microsite.

Regular publications completed by the Media and Communications team in August include:

- What's Up in the Village (Friday eblast): Four editions
- Garden Center update
- Equestrian Center Newsletter (August 2020)
- Flex Alert announcement
- VMS employee announcement
- New Online Racket Sports Reservations announcement

Media and Communications staff also maintains specific email lists for select recipients to allow for more targeted communication while reducing communication fatigue. Current specialized lists include pool users, golf cart owners, Garden Center plot holders and real estate professionals. When the financial packet was distributed, residents were encouraged to sign up for the email distribution list. A new feature was provided allowing residents to choose specific communications and opt out of others they preferred not to receive. Media and Communications also can send email communications to VMS employees and directors on each of the boards.

Key messages that Media and Communications delivered in August include:

- How to Properly Wear a Face Mask
- Making Change
- Paving and Concrete Repair
- Serve on the GRF Board
- Enjoy Movies at the Village 'Drive-in'
- What's Up at the Equestrian Center
- Get to Where You Need to Go
- TV6 Movie Schedule Update
- Coronavirus and Our Community
- Upcoming Meetings
- The August/September Village Breeze Is Here
- Who Can You Call After Hours?
- Keep Cool, Conserve During Hot Temps
- Water Rate Increases Afloat
- Thank You, Generous Donors
- Watch, Participate in Virtual Board, Committee Meetings
- Welcome Guests Easily With DwellingLive
- Help Protect CA's Common Interest Communities
- Door-to-Door Visits Begin for 2020 Census
- Why the Resident Portal Is Your Friend
- CDC, OCFA Talk Hot Temp Safety
- United Seeks to Fill VMS Board Vacancy
- Local Ballot Drop Box Update
- Online Racket Sports Reservations
- Coin Distribution Program Offers More Options
- Don't Dump That TV or Microwave in the Trash
- Where's Your Ballot?
- Don't Get Your Mail-in Ballot Rejected

- South County Drive-thru Grocery Distribution
- Third, United Application Deadline Is September 1

Additionally, Media and Communications assisted other departments, staff, directors and outside agencies with the following projects in August:

- Created CEO update reports for regular board meetings
- Notified staff and residents about planned power outages in the community
- Passed vital information to Resident Services so they can be prepared with answers when residents call with questions
- Press relations, including disseminating press releases to the Laguna Woods Globe
- Transportation brochure and website landing page updates
- Various letters and correspondence for Maintenance and Construction, as well as signage for the Department of Recreation and special events
- Village-wide signage designed for posting throughout GRF facilities
- Edited documents and updates regarding facility and amenity reopenings

Tasking Completed by Village Television (TV6):

- "This Day" live six days a week focused on Village updates
- CEO Jeff Parker on air weekly
- Message boards updated regularly with important information
- Movies for residents' enjoyment on Mondays, Fridays and Saturdays
- A redesigned regular TV guide
- Special exercise classes for residents
- Produced over 10 public service announcements
- Working with the City to transition the City channel from analog to high definition
- Produced more than six commercials for Media Services 55
- Produce over 2,500 minutes of original programming each month
- In production with new health shows for MemorialCare

The Village Docent Tour Program is offered as marketing outreach to prospective residents looking to learn more about the community. Tours are available to new residents who wish to become familiar with the community, amenities and history. In August, these tours remained canceled due to the COVID-19 pandemic.

New resident orientations occur once a month for each mutual and are presented by one staff member and one board member. To welcome new residents, staff continues to write letters and contact new residents via email. In August, new resident orientations remained canceled due to the COVID-19 pandemic. New resident orientations will begin in October.

FINANCIAL ANALYSIS

None

Prepared By: Eileen Paulin, Director of Media and Communications
Ellyce Rothrock, Supervisor of Media and Communications
Susan Logan-McCracken, Communications Specialist

Reviewed By: Siobhan Foster, COO

Workflow Report, August 2020

Recreation	Marketing and Communications
New online reservation system for racket sports	Linked and posted to website August/September Village Breeze
Equestrian Center Code of Conduct flyer	October/November Village Breeze
Drive-in PowerPoint	8-6-20 Globe press releases
Equestrian Center Newsletter - August	8-7-20 Friday eblast
Garden Center eblast	8-13-20 Globe press releases
Daily posting of tennis reservations	8-14-20 Friday eblast
Paddle tennis procedure update	8-20-20 Globe press releases
Posted new virtual recreation content	8-21-20 Friday eblast
General Services	8-27-20 Globe press releases
PowerPoint presentation for director	8-28-20 Friday eblast
Board Relations	Village media flyer update
CEO Update GRF	Compiled, distributed Broadband reports
CEO Update United	Coordinated Broadband meetings
CEO Update Third	Daily web COVID-19 county counts
Virtual board meeting instructions	Village-wide signage
PPT presentations for various directors	Compile Google Analytics stats report
VMS update PPT for Dick Rader	MACC activities report, agenda, minutes
TV6 slide presentation for Director Troutman	Village Television
Edits on election documents	This Day live six days a week
Compiled DwellingLive notices, videos, listings for board use	Produced over 10 public service announcements
PPT presentation for Director Jarrett	CEO Jeff Parker on air weekly
Posted GRF, Third, United litigation letters and reports to website	Produced more than six commercials for Media Services 55
Human Resources	Message boards updated regularly
Personal Protective Equipment guidelines	Movies Mondays, Fridays, Saturdays
Sales	Redesigned regular TV Guide
Posted monthly real estate sales reports	Special exercise classes for residents
Resident Services	City channel transition to high definition
Neighborhoods website page update	Advertising signage
Golf cart route map redo	Media Services 55 media kit
Landscape	2,500 minutes original monthly programming
Landscape Maintenance Schedules	Health shows for MemorialCare
Transportation	Club Events to Website
Bus route updates	Club event postings to website
Labor Day flyer	Daily tennis court reservation web postings
Security & Social Services	iContact Emails
Coin distribution flyer	Entered 25 email addresses
Phone Buddy Program flyer edits	Webmaster
	Posted 163 items to the website

iContact Report, August 2020

Date	Title	Contacts	Open	Bounce	No Info.	Clicks	Smartphone	Tablet	Computer	Unsubscribe	Complained
8/6/2020	Use Garden Center Cell Number, Not Personal Staff Number	326	64.7%	0.6%	34.7%	0.0%	54.0%	5.0%	41.0%	0	0
8/7/2020	What's Up in the Village	15,864	53.7%	0.6%	45.7%	34.0%	48.0%	7.0%	45.0%	3	1
8/7/2020	The August 2020 Equestrian Center Newsletter Is Here!	39	61.5%	10.3%	28.2%	44.0%	56.0%	0.0%	44.0%	0	0
8/14/2020	What's Up in the Village	15,808	52.9%	0.5%	46.6%	29.0%	46.0%	7.0%	47.0%	12	2
8/17/2020	Flex Alert Issued Through Wednesday	15,598	55.0%	0.5%	44.5%	2.0%	53.0%	6.0%	41.0%	6	2
8/21/2020	What's Up in the Village	15,791	52.0%	0.6%	47.4%	31.0%	49.0%	7.0%	44.0%	8	1
8/25/2020	Former VMS Employee Arrested on Federal Charges	15,579	56.9%	0.5%	42.5%	0.0%	61.0%	6.0%	33.0%	6	2
8/26/2020	Updates: New Online Racket Sports Reservations; Coin Program Offers \$10, \$20 Rolls	15,575	46.3%	0.5%	53.1%	1.0%	52.0%	7.0%	41.0%	3	0
8/28/2020	What's Up in the Village	15,775	52.3%	0.5%	47.2%	29.0%	48.0%	7.0%	45.0%	8	2
			Averages								Totals
			55.0%	1.6%	43.3%	18.9%	51.9%	5.8%	42.3%	46	10

New Resident Orientations Year to Date
New resident orientations will begin in October.

United Mutual

Date	Attendance	Director
Wednesday, January 08, 2020	20	Achrekar
Friday, February 07, 2020	16	Addington
Wednesday, March 11, 2020	11	Armendariz
Friday, April 03, 2020	0	Ardani
Wednesday, May 13, 2020	0	Bastani
Friday, June 05, 2020	0	Gilmore
Wednesday, July 08, 2020	0	Liberatore
Friday, August 07, 2020	0	Margolis
Wednesday, September 09, 2020		Randazzo
Friday, October 02, 2020		Skillman
Wednesday, November 11, 2020		Torng
Friday, December 04, 2020		
	47	

Third Mutual

Date	Attendance	Director
Friday, January 17, 2020	18	Frankel
Wednesday, February 19, 2020	30	Parsons
Friday, March 20, 2020	0	Pearlstone
Wednesday, April 15, 2020	0	Karimi
Friday, May 15, 2020	0	McCary
Wednesday, June 17, 2020	0	Jarrett
Friday, July 17, 2020	0	Engdahl
Wednesday, August 19, 2020	0	Wayne
Friday, September 18, 2020		Mutchnick
Wednesday, October 21, 2020		Parsons
Friday, November 20, 2020		Jarrett
Wednesday, December 16, 2020		Gibson
	48	



STAFF REPORT

DATE: September 21, 2020
FOR: GRF Media and Communications Committee
SUBJECT: Broadband Services Update

RECOMMENDATION

Receive and file report.

BACKGROUND

Regular monthly reports are submitted to the Media and Communications Committee (MACC) for review. Included in this staff report are the contract renewals, subscriber counts and proforma operating statements.

DISCUSSION

The Broadband Services Division, including TV Operations, TV studio, media services, high-speed internet and digital services, are a part of the Media and Communications Department. Eileen Paulin, Director of Media and Communications, will be providing Broadband Services updates on an ongoing basis.

FINANCIAL ANALYSIS

None

Prepared By: Susan Logan-McCracken, Communications Specialist

Reviewed By: Eileen Paulin, Director of Media and Communications

ATTACHMENTS(S)

- i. Subscriber Counts
- ii. Contract Renewals
- iii. Proforma Operating Statements

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

Subscriber Counts

	JAN	FEB	MAR	APRIL	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG
Subscriber Counts																				
Digital Subscribers	6,379	6,634	6,657	6,627	6,622	6,692	6,726	6,773	6,793	6,811	6,833	6,850	6,848	6,851	6,811	6,814	6,812	6,815	6,812	6,812
Set-Top Boxes																				
DVR's	6,064	6,076	6,060	6,017	5,616	5,889	5,829	5,832	5,821	5,816	5,822	5,829	5,812	5,809	5,783	5,764	5,756	5,749	5,736	5,740
Standard	704	711	697	687	674	653	642	624	603	530	412	372	333	236	131	104	26	1	1	1
HD Standard	2,072	2,068	2,068	2,069	2,086	2,069	2,067	2,052	2,030	2,036	2,034	2,032	2,025	2,029	2,034	2,036	2,045	2,043	2,043	2,037
TiVo MG2	184	191	218	228	277	299	336	360	369	383	397	404	415	424	427	436	443	452	455	468
TiVo Qi3	182	194	224	236	277	298	346	369	381	399	415	427	440	450	452	459	467	472	472	476
DTA	386	380	371	370	368	363	363	363	360	355	350	343	339	337	337	335	332	332	332	305
HD Converter's	598	764	796	828	843	882	941	1,028	1,089	1,171	1,299	1,348	1,391	1,492	1,576	1,613	1,677	1,709	1,709	1,721
Pay-TV																				
HBO	916	914	912	940	932	920	915	913	904	892	889	877	871	861	860	857	860	859	859	847
Cinemax	122	124	124	122	118	119	117	116	115	115	112	115	114	115	120	115	115	116	116	116
Showtime	448	448	450	441	437	441	436	437	439	427	424	428	424	425	427	426	430	426	426	414
Starz/Encore	323	306	301	297	292	291	289	289	284	281	271	275	271	293	296	297	293	289	289	278
PBC	17	18	18	18	18	18	17	18	18	17	16	16	16	19	18	20	18	19	19	17
International Ch.																				
TV Asia	2	2	2	2	2	2	2	2	1	1	1	1	1	1	1	1	1	1	1	1
CTI-Zhong Tian	14	14	14	13	14	14	15	15	15	15	15	15	14	14	14	14	14	14	14	15
The Filipino Channel	45	46	46	43	43	42	44	43	43	43	43	43	42	41	42	43	40	39	39	35
CCTV4	10	10	10	9	9	9	10	9	9	8	8	8	8	8	8	8	8	8	8	8
Channel One Russia	12	12	12	12	12	12	12	12	12	12	11	11	10	10	10	10	10	10	11	10
tvK	10	10	10	10	9	10	11	11	11	12	12	12	11	11	11	11	11	11	11	12
TV5Monde	27	27	27	26	26	27	27	26	25	24	24	24	23	24	24	23	24	24	26	26
RAI Italia	9	9	8	7	7	8	8	8	8	8	8	8	8	8	8	9	9	9	9	9
TV Japan	50	50	49	49	48	50	51	51	51	50	51	51	51	50	50	51	51	53	54	54
Total International	179	180	178	171	170	174	180	177	175	173	173	173	168	167	168	170	168	169	173	170
High Speed Data																				
High Speed Data	9,905	9,934	9,934	9,944	9,966	9,899	9,920	9,950	9,966	9,981	10,031	10,087	10,116	10,181	10,190	10,200	10,217	10,241	10,271	10,303

2020 Contract Renewals

Network	Channel	Sub Count	Increase	2020 Rate	Increase	2021 Rate	Increase
Bravo	267	3,220	9%	0.47	4.00%	0.49	4.10%
CNBC	108	3,220	7%	0.75	5.50%	0.78	3.90%
E! Entertainment	273	3,220	22%	0.462	3.00%	0.5	7.60%
The Golf Channel	24	3,220	4%	0.611	4.50%	0.64	4.50%
KNBC - LA (In Market)	4	3,220	20%	3	17.00%	3.25	7.70%
KVEA - Los Angeles	52	3,220	29%	0.9	13.50%	1.02	11.80%
MSNBC	109	3,220	33%	0.95	5.30%	1	5.00%
NBC Sports Network	312	3,220	7%	1.05	7.70%	1.14	7.90%
Olympusat BYU	203	3,220	0%	0	0.00%	0	0.00%
Olympusat SonLife Broadcasting Net.	111	3,200	0%	0	0.00%	0	0.00%
Oxygen	138	3,220	-344%	0.062	1.60%	0.064	3.10%
Olympics Package		3,220	9%	0.22	0.00%	0.24	8.40%
SyFy	168	3,220	8%	0.53	3.80%	0.55	3.70%
Universal HD	483	3,220	0%	0	0.00%	0	0.00%
USA Network	143	3,220	8%	1.83	6.00%	1.94	5.70%
			13%		4.80%		4.90%

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

GOLDEN RAIN FOUNDATION OF LAGUNA WOODS
SUMMARY: DEPARTMENT OF BROADBAND SERVICES
For the Six Months Ending 6/30/2020

	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	ANNUAL BUDGET
Revenues:					
Non-Assessment Revenues:					
Merchandise Sales					
41503500 - Merchandise Sales - Broadband	\$7,509.00	\$15,648.00	(\$8,139.00)	(52.01%)	31,300
Total Merchandise Sales	7,509.00	15,648.00	(8,139.00)	(52.01%)	31,300
Clubhouse Rentals and Event Fees					
42502000 - Clubhouse Event Fees - Residents	(20.00)		(20.00)	0.00%	
42502500 - Clubhouse Event Fees - Non Residents	640.14		640.14	0.00%	
Total Clubhouse Rentals and Event Fees	620.14	0.00	620.14	0.00%	0
Broadband Services					
45001500 - Premium Channel	175,989.34	199,998.00	(24,008.66)	(12.00%)	400,000
45002000 - Cable Service Call	37,780.00	49,830.00	(12,050.00)	(24.18%)	99,670
45002500 - Cable Commission	52,021.46	28,494.00	23,527.46	82.57%	57,000
45003000 - High Speed Internet	831,733.89	799,998.00	31,735.89	3.97%	1,600,000
45003500 - Equipment Rental	933,639.76	933,996.00	(356.24)	(0.04%)	1,868,000
Total Broadband Services	2,031,164.45	2,012,316.00	18,848.45	0.94%	4,024,670
Miscellaneous					
47001500 - Late Fee Revenue	2,646.83	2,898.00	(251.17)	(8.67%)	5,800
49009000 - Miscellaneous Revenue	19.35		19.35	0.00%	
Total Miscellaneous	2,666.18	2,898.00	(231.82)	(8.00%)	5,800
Total Non-Assessment Revenue	2,041,959.77	2,030,862.00	11,097.77	0.55%	4,061,770
Total Revenue	2,041,959.77	2,030,862.00	11,097.77	0.55%	4,061,770
Expenses:					
Employee Compensation					
51011000 - Salaries & Wages - Regular	283,337.99	304,822.52	21,484.53	7.05%	616,352
51041000 - Wages - Overtime	3,822.74	9,000.00	5,177.26	57.53%	18,000
51061000 - Holiday & Vacation	27,049.70	24,000.76	(3,048.94)	(12.70%)	48,530
51071000 - Sick	5,949.53	9,789.76	3,840.23	39.23%	19,795
51091000 - Missed Meal Penalty	889.30		(889.30)	0.00%	
51981000 - Compensation Accrual	2,552.96		(2,552.96)	0.00%	
Total Employee Compensation	323,602.22	347,613.04	24,010.82	6.91%	702,676
Compensation Related					
52411000 - F.I.C.A.	23,810.88	25,903.91	2,093.03	8.08%	52,378
52421000 - F.U.I.	462.00	700.00	238.00	34.00%	700
52431000 - S.U.I.	3,157.00	3,500.00	343.00	9.80%	3,500
52451000 - Workers' Compensation Insurance	15,887.95	18,519.07	2,631.12	14.21%	37,446
52461000 - Non Union Medical & Life Insurance	29,908.91	40,463.28	10,554.37	26.08%	80,927
52481000 - Non-Union Retirement Plan	6,989.32	12,631.98	5,642.66	44.67%	25,542
52981000 - Compensation Related Accrual	301.72		(301.72)	0.00%	
Total Compensation Related	80,517.78	101,718.24	21,200.46	20.84%	200,492
Materials and Supplies					
53001000 - Materials & Supplies	16,429.28	17,520.00	1,090.72	6.23%	35,065
53004000 - Freight	90.19		(90.19)	0.00%	
Total Materials and Supplies	16,519.47	17,520.00	1,000.53	5.71%	35,065
Utilities and Telephone					
53301000 - Electricity	56,682.73	60,700.00	4,017.27	6.62%	124,400
Total Utilities and Telephone	56,682.73	60,700.00	4,017.27	6.62%	124,400
Legal Fees					
53401500 - Legal Fees		1,248.00	1,248.00	100.00%	2,500

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

Total Legal Fees	0.00	1,248.00	1,248.00	100.00%	2,500
Outside Services					
53601500 - Credit Card Transaction Fees	41,522.11	34,500.00	(7,022.11)	(20.35%)	69,000
53704000 - Outside Services	273,376.39	280,190.00	6,813.61	2.43%	559,856
Total Outside Services	314,898.50	314,690.00	(208.50)	(0.07%)	628,856
Repairs and Maintenance					
53701000 - Equipment Repair & Maint	19,475.67	7,383.00	(12,092.67)	(163.79%)	33,632
53702500 - Building Repair & Maint	289.80		(289.80)	0.00%	
Total Repairs and Maintenance	19,765.47	7,383.00	(12,382.47)	(167.72%)	33,632
Other Operating Expense					
53801000 - Mileage & Meal Allowance		96.00	96.00	100.00%	200
53801500 - Travel & Lodging		1,000.00	1,000.00	100.00%	2,000
53802000 - Uniforms	940.52	1,680.00	739.48	44.02%	3,368
53802500 - Dues & Memberships	1,449.00	1,650.00	201.00	12.18%	3,300
53803500 - Training & Education		600.00	600.00	100.00%	600
Total Other Operating Expense	2,389.52	5,026.00	2,636.48	52.46%	9,468
Property and Sales Tax					
54301500 - State & Local Taxes	540.08		(540.08)	0.00%	
Total Property and Sales Tax	540.08	0.00	(540.08)	0.00%	0
Cable Programming/Franchise					
54501000 - Cable - Programming Fees	1,767,650.66	1,749,996.00	(17,654.66)	(1.01%)	3,500,000
54501500 - Cable - Copyright Fees		33,498.00	33,498.00	100.00%	67,000
54502000 - Cable - City of Laguna Woods Franchise Fees	104,083.48	115,824.00	11,740.52	10.14%	231,648
Total Cable Programming/Franchise	1,871,734.14	1,899,318.00	27,583.86	1.45%	3,798,648
Net Allocation to Mutuals					
54602500 - Allocated Expenses	144,023.31	59,580.04	(84,443.27)	(141.73%)	120,017
Total Net Allocation To Mutuals	144,023.31	59,580.04	(84,443.27)	(141.73%)	120,017
Uncollectible Accounts					
54602000 - Bad Debt Expense		4,998.00	4,998.00	100.00%	10,000
Total Uncollectible Accounts	0.00	4,998.00	4,998.00	100.00%	10,000
Depreciation and Amortization					
55001000 - Depreciation And Amortization	131,607.69	131,607.69		0.00%	131,608
Total Depreciation and Amortization	131,607.69	131,607.69	0.00	0.00%	131,608
Total Expenses	2,962,280.91	2,951,402.01	(10,878.90)	(0.37%)	5,797,362
Excess of Revenues Over Expenses	(\$920,321.14)	(\$920,540.01)	\$218.87	0.02%	(1,735,592)

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

GOLDEN RAIN FOUNDATION OF LAGUNA WOODS
020 - CABLE TV NETWORK
For the Six Months Ending 6/30/2020

	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	ANNUAL BUDGET
Revenues:					
Non-Assessment Revenues:					
Merchandise Sales					
41503500 - Merchandise Sales - Broadband	\$7,509.00	\$15,648.00	(\$8,139.00)	(52.01%)	31,300
Total Merchandise Sales	7,509.00	15,648.00	(8,139.00)	(52.01%)	31,300
Clubhouse Rentals and Event Fees					
42502000 - Clubhouse Event Fees - Residents	(20.00)		(20.00)	0.00%	
42502500 - Clubhouse Event Fees - Non Residents	640.14		640.14	0.00%	
Total Clubhouse Rentals and Event Fees	620.14	0.00	620.14	0.00%	0
Broadband Services					
45001500 - Premium Channel	175,989.34	199,998.00	(24,008.66)	(12.00%)	400,000
45002000 - Cable Service Call	37,780.00	49,830.00	(12,050.00)	(24.18%)	99,670
45002500 - Cable Commission	52,021.46	28,494.00	23,527.46	82.57%	57,000
45003500 - Equipment Rental	927,689.76	933,996.00	(6,306.24)	(0.68%)	1,868,000
Total Broadband Services	1,193,480.56	1,212,318.00	(18,837.44)	(1.55%)	2,424,670
Miscellaneous					
47001500 - Late Fee Revenue	2,646.83	2,898.00	(251.17)	(8.67%)	5,800
49009000 - Miscellaneous Revenue	19.35		19.35	0.00%	
Total Miscellaneous	2,666.18	2,898.00	(231.82)	(8.00%)	5,800
Total Non-Assessment Revenue	1,204,275.88	1,230,864.00	(26,588.12)	(2.16%)	2,461,770
Total Revenue	1,204,275.88	1,230,864.00	(26,588.12)	(2.16%)	2,461,770
Expenses:					
Employee Compensation					
51011000 - Salaries & Wages - Regular	283,337.99	285,687.83	2,349.84	0.82%	577,661
51041000 - Wages - Overtime	3,822.74	9,000.00	5,177.26	57.53%	18,000
51061000 - Holiday & Vacation	27,049.70	22,372.26	(4,677.44)	(20.91%)	45,237
51071000 - Sick	5,949.53	9,125.52	3,175.99	34.80%	18,452
51091000 - Missed Meal Penalty	889.30		(889.30)	0.00%	
51981000 - Compensation Accrual	2,552.96		(2,552.96)	0.00%	
Total Employee Compensation	323,602.22	326,185.61	2,583.39	0.79%	659,350
Compensation Related					
52411000 - F.I.C.A.	23,810.88	24,264.71	453.83	1.87%	49,063
52421000 - F.U.I.	462.00	644.00	182.00	28.26%	644
52431000 - S.U.I.	3,157.00	3,220.00	63.00	1.96%	3,220
52451000 - Workers' Compensation Insurance	15,887.95	17,098.63	1,210.68	7.08%	34,573
52461000 - Non Union Medical & Life Insurance	29,908.91	37,091.34	7,182.43	19.36%	74,183
52481000 - Non-Union Retirement Plan	6,989.32	11,774.88	4,785.56	40.64%	23,809
52981000 - Compensation Related Accrual	301.72		(301.72)	0.00%	
Total Compensation Related	80,517.78	94,093.56	13,575.78	14.43%	185,492
Materials and Supplies					
53001000 - Materials & Supplies	16,429.28	17,520.00	1,090.72	6.23%	35,065
53004000 - Freight	90.19		(90.19)	0.00%	
Total Materials and Supplies	16,519.47	17,520.00	1,000.53	5.71%	35,065
Utilities and Telephone					
53301000 - Electricity	56,682.73	60,700.00	4,017.27	6.62%	124,400
Total Utilities and Telephone	56,682.73	60,700.00	4,017.27	6.62%	124,400
Legal Fees					
53401500 - Legal Fees		1,248.00	1,248.00	100.00%	2,500
Total Legal Fees	0.00	1,248.00	1,248.00	100.00%	2,500
Outside Services					

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

53601500 - Credit Card Transaction Fees	41,522.11	34,500.00	(7,022.11)	(20.35%)	69,000
53704000 - Outside Services	273,376.39	280,190.00	6,813.61	2.43%	559,856
Total Outside Services	314,898.50	314,690.00	(208.50)	(0.07%)	628,856
Repairs and Maintenance					
53701000 - Equipment Repair & Maint	19,475.67	7,383.00	(12,092.67)	(163.79%)	33,632
53702500 - Building Repair & Maint	289.80		(289.80)	0.00%	
Total Repairs and Maintenance	19,765.47	7,383.00	(12,382.47)	(167.72%)	33,632
Other Operating Expense					
53801000 - Mileage & Meal Allowance		96.00	96.00	100.00%	200
53801500 - Travel & Lodging		1,000.00	1,000.00	100.00%	2,000
53802000 - Uniforms	940.52	1,680.00	739.48	44.02%	3,368
53802500 - Dues & Memberships	1,449.00	1,650.00	201.00	12.18%	3,300
53803500 - Training & Education		600.00	600.00	100.00%	600
Total Other Operating Expense	2,389.52	5,026.00	2,636.48	52.46%	9,468
Property and Sales Tax					
54301500 - State & Local Taxes	540.08		(540.08)	0.00%	
Total Property and Sales Tax	540.08	0.00	(540.08)	0.00%	0
Cable Programming/Franchise					
54501000 - Cable - Programming Fees	1,767,650.66	1,749,996.00	(17,654.66)	(1.01%)	3,500,000
54501500 - Cable - Copyright Fees		33,498.00	33,498.00	100.00%	67,000
54502000 - Cable - City of Laguna Woods Franchise Fees	104,083.48	115,824.00	11,740.52	10.14%	231,648
Total Cable Programming/Franchise	1,871,734.14	1,899,318.00	27,583.86	1.45%	3,798,648
Net Allocation to Mutuals					
54602500 - Allocated Expenses	121,480.48	51,542.67	(69,937.81)	(135.69%)	103,829
Total Net Allocation To Mutuals	121,480.48	51,542.67	(69,937.81)	(135.69%)	103,829
Uncollectible Accounts					
54602000 - Bad Debt Expense		4,998.00	4,998.00	100.00%	10,000
Total Uncollectible Accounts	0.00	4,998.00	4,998.00	100.00%	10,000
Depreciation and Amortization					
55001000 - Depreciation And Amortization	131,607.69	131,607.69		0.00%	131,608
Total Depreciation and Amortization	131,607.69	131,607.69	0.00	0.00%	131,608
Total Expenses	2,939,738.08	2,914,312.53	(25,425.55)	(0.87%)	5,722,848
Excess of Revenues Over Expenses	(\$1,735,462.20)	(\$1,683,448.53)	(\$52,013.67)	(3.09%)	(3,261,078)

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

GOLDEN RAIN FOUNDATION OF LAGUNA WOODS
050 - INTERNET SERVICE
For the Six Months Ending 6/30/2020

	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	ANNUAL BUDGET
Revenues:					
Non-Assessment Revenues:					
Broadband Services					
45003000 - High Speed Internet	\$831,733.89	\$799,998.00	\$31,735.89	3.97%	1,600,000
45003500 - Equipment Rental	5,950.00		5,950.00	0.00%	
Total Broadband Services	837,683.89	799,998.00	37,685.89	4.71%	1,600,000
Total Non-Assessment Revenue	837,683.89	799,998.00	37,685.89	4.71%	1,600,000
Total Revenue	837,683.89	799,998.00	37,685.89	4.71%	1,600,000
Expenses:					
Employee Compensation					
51011000 - Salaries & Wages - Regular		19,134.69	19,134.69	100.00%	38,690
51061000 - Holiday & Vacation		1,628.50	1,628.50	100.00%	3,293
51071000 - Sick		664.24	664.24	100.00%	1,343
Total Employee Compensation	0.00	21,427.43	21,427.43	100.00%	43,326
Compensation Related					
52411000 - F.I.C.A.		1,639.20	1,639.20	100.00%	3,314
52421000 - F.U.I.		56.00	56.00	100.00%	56
52431000 - S.U.I.		280.00	280.00	100.00%	280
52451000 - Workers' Compensation Insurance		1,420.44	1,420.44	100.00%	2,872
52461000 - Non Union Medical & Life Insurance		3,371.94	3,371.94	100.00%	6,744
52481000 - Non-Union Retirement Plan		857.10	857.10	100.00%	1,733
Total Compensation Related	0.00	7,624.68	7,624.68	100.00%	15,000
Net Allocation to Mutuals					
54602500 - Allocated Expenses	22,542.83	8,037.37	(14,505.46)	(180.48%)	16,188
Total Net Allocation To Mutuals	22,542.83	8,037.37	(14,505.46)	(180.48%)	16,188
Total Expenses	22,542.83	37,089.48	14,546.65	39.22%	74,514
Excess of Revenues Over Expenses	\$815,141.06	\$762,908.52	\$52,232.54	6.85%	1,525,486

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

GOLDEN RAIN FOUNDATION OF LAGUNA WOODS
SUMMARY: DEPARTMENT OF MEDIA AND COMMUNICATIONS
For the Six Months Ending 6/30/2020

	YEAR TO DATE				ANNUAL
	Actual	Budget	VAR\$ B/(W)	VAR% B/(W)	BUDGET
Revenues:					
Non-Assessment Revenues:					
Broadband Services					
45001000 - Ad Insertion	\$334,707.40	\$492,498.00	(\$157,790.60)	(32.04%)	985,000
45004000 - Video Production	29,873.50	24,996.00	4,877.50	19.51%	50,000
45004500 - Video Re-Production	297.00	996.00	(699.00)	(70.18%)	2,000
45005000 - Message Board	10,150.00	9,498.00	652.00	6.86%	19,000
45005500 - Advertising	13,371.50	18,996.00	(5,624.50)	(29.61%)	38,000
Total Broadband Services	388,399.40	546,984.00	(158,584.60)	(28.99%)	1,094,000
Total Non-Assessment Revenue	388,399.40	546,984.00	(158,584.60)	(28.99%)	1,094,000
Total Revenue	388,399.40	546,984.00	(158,584.60)	(28.99%)	1,094,000
Expenses:					
Employee Compensation					
51011000 - Salaries & Wages - Regular	413,953.07	368,392.87	(45,560.20)	(12.37%)	744,789
51041000 - Wages - Overtime	3,184.09	4,500.00	1,315.91	29.24%	9,000
51061000 - Holiday & Vacation	62,225.55	26,638.41	(35,587.14)	(133.59%)	53,863
51071000 - Sick	3,974.40	10,865.67	6,891.27	63.42%	21,970
51091000 - Missed Meal Penalty	793.43	942.00	148.57	15.77%	1,900
51101000 - Temporary Help		246.00	246.00	100.00%	500
51981000 - Compensation Accrual	5,629.26		(5,629.26)	0.00%	
Total Employee Compensation	489,759.80	411,584.95	(78,174.85)	(18.99%)	832,023
Compensation Related					
52411000 - F.I.C.A.	33,939.00	31,051.15	(2,887.85)	(9.30%)	62,778
52421000 - F.U.I.	392.19	638.00	245.81	38.53%	788
52431000 - S.U.I.	2,679.93	3,056.00	376.07	12.31%	3,408
52451000 - Workers' Compensation Insurance	4,384.94	3,099.32	(1,285.62)	(41.48%)	6,266
52461000 - Non Union Medical & Life Insurance	42,539.14	35,405.40	(7,133.74)	(20.15%)	70,811
52481000 - Non-Union Retirement Plan	11,881.33	16,235.88	4,354.55	26.82%	32,825
52981000 - Compensation Related Accrual	(635.87)		635.87	0.00%	
Total Compensation Related	95,180.66	89,485.75	(5,694.91)	(6.36%)	176,875
Materials and Supplies					
53001000 - Materials & Supplies	3,939.55	6,258.00	2,318.45	37.05%	12,600
53004000 - Freight	70.73		(70.73)	0.00%	
Total Materials and Supplies	4,010.28	6,258.00	2,247.72	35.92%	12,600
Outside Services					
53601500 - Credit Card Transaction Fees	2,457.95	4,248.00	1,790.05	42.14%	8,500
53602500 - Licensing Fees	3,500.00	2,946.00	(554.00)	(18.81%)	5,900
53704000 - Outside Services	83,470.68	51,012.00	(32,458.68)	(63.63%)	102,050
Total Outside Services	89,428.63	58,206.00	(31,222.63)	(53.64%)	116,450
Repairs and Maintenance					
53701000 - Equipment Repair & Maint	995.19	792.00	(203.19)	(25.66%)	1,600
53703000 - Elevator /Lift Maintenance				0.00%	
Total Repairs and Maintenance	995.19	792.00	(203.19)	(25.66%)	1,600
Other Operating Expense					
53801000 - Mileage & Meal Allowance	1,042.24	1,680.00	637.76	37.96%	3,375
53801500 - Travel & Lodging		1,998.00	1,998.00	100.00%	4,000
53802500 - Dues & Memberships		120.00	120.00	100.00%	250
53803000 - Subscriptions & Books		48.00	48.00	100.00%	100
53803500 - Training & Education		246.00	246.00	100.00%	500
53901500 - Volunteer Support	662.97	48.00	(614.97)	(1281.19%)	100
54002000 - Postage	9,010.08		(9,010.08)	0.00%	

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

54502500 - Cable Promotions		1,746.00	1,746.00	100.00%	3,500
Total Other Operating Expense	10,715.29	5,886.00	(4,829.29)	(82.05%)	11,825
Property and Sales Tax					
54301500 - State & Local Taxes	21.36	96.00	74.64	77.75%	200
54302000 - Property Taxes	18.69		(18.69)	0.00%	
Total Property and Sales Tax	40.05	96.00	55.95	58.28%	200
Cable Programming/Franchise					
54502000 - Cable - City of Laguna Woods Franchise Fees	23,583.04	30,000.00	6,416.96	21.39%	60,000
Total Cable Programming/Franchise	23,583.04	30,000.00	6,416.96	21.39%	60,000
Net Allocation to Mutuals					
48501000 - Allocated To Grf Departments	(225,428.55)	(80,373.72)	145,054.83	180.48%	(161,883)
54602500 - Allocated Expenses	109,235.17	53,640.98	(55,594.19)	(103.64%)	108,317
Total Net Allocation To Mutuals	(116,193.38)	(26,732.74)	89,460.64	334.65%	(53,565)
Uncollectible Accounts					
54602000 - Bad Debt Expense		2,616.00	2,616.00	100.00%	5,250
Total Uncollectible Accounts	0.00	2,616.00	2,616.00	100.00%	5,250
Depreciation and Amortization					
55001000 - Depreciation And Amortization	36,143.52	36,143.52		0.00%	36,144
Total Depreciation and Amortization	36,143.52	36,143.52	0.00	0.00%	36,144
Total Expenses	633,663.08	614,335.48	(19,327.60)	(3.15%)	1,199,401
Excess of Revenues Over Expenses	(\$245,263.68)	(\$67,351.48)	(\$177,912.20)	(264.15%)	(105,401)

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

GOLDEN RAIN FOUNDATION OF LAGUNA WOODS
010 - MEDIA AND COMMUNICATIONS ADMIN
For the Six Months Ending 6/30/2020

	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	ANNUAL BUDGET
Expenses:					
Employee Compensation					
51011000 - Salaries & Wages - Regular	\$132,112.47	\$59,052.12	(\$73,060.35)	(123.72%)	119,404
51041000 - Wages - Overtime	198.37		(198.37)	0.00%	
51061000 - Holiday & Vacation	15,420.86	5,025.71	(10,395.15)	(206.84%)	10,162
51071000 - Sick	1,212.59	2,049.96	837.37	40.85%	4,145
51091000 - Missed Meal Penalty	22.04		(22.04)	0.00%	
51981000 - Compensation Accrual	9,108.75		(9,108.75)	0.00%	
Total Employee Compensation	158,075.08	66,127.79	(91,947.29)	(139.04%)	133,711
Compensation Related					
52411000 - F.I.C.A.	10,121.33	5,058.79	(5,062.54)	(100.07%)	10,229
52421000 - F.U.I.	77.03	84.00	6.97	8.30%	84
52431000 - S.U.I.	526.35	420.00	(106.35)	(25.32%)	420
52451000 - Workers' Compensation Insurance	1,159.00	482.08	(676.92)	(140.42%)	975
52461000 - Non Union Medical & Life Insurance	20,396.45	5,057.94	(15,338.51)	(303.26%)	10,116
52481000 - Non-Union Retirement Plan	985.08	2,645.12	1,660.04	62.76%	5,348
52981000 - Compensation Related Accrual	712.43		(712.43)	0.00%	
Total Compensation Related	33,977.67	13,747.93	(20,229.74)	(147.15%)	27,172
Materials and Supplies					
53001000 - Materials & Supplies	552.95		(552.95)	0.00%	
Total Materials and Supplies	552.95	0.00	(552.95)	0.00%	0
Outside Services					
53704000 - Outside Services	42,258.68		(42,258.68)	0.00%	
Total Outside Services	42,258.68	0.00	(42,258.68)	0.00%	0
Repairs and Maintenance					
53703000 - Elevator /Lift Maintenance				0.00%	
Total Repairs and Maintenance	0.00	0.00	0.00	0.00%	0
Other Operating Expense					
53801500 - Travel & Lodging		498.00	498.00	100.00%	1,000
53901500 - Volunteer Support	662.97		(662.97)	0.00%	
54002000 - Postage	9,010.08		(9,010.08)	0.00%	
Total Other Operating Expense	9,673.05	498.00	(9,175.05)	(1842.38%)	1,000
Property and Sales Tax					
54302000 - Property Taxes	18.69		(18.69)	0.00%	
Total Property and Sales Tax	18.69	0.00	(18.69)	0.00%	0
Net Allocation to Mutuals					
48501000 - Allocated To Grf Departments	(225,428.55)	(80,373.72)	145,054.83	180.48%	(161,883)
54602500 - Allocated Expenses	18,900.60	21,284.02	2,383.42	11.20%	43,149
Total Net Allocation To Mutuals	(206,527.95)	(59,089.70)	147,438.25	249.52%	(118,734)
Depreciation and Amortization					
55001000 - Depreciation And Amortization	23,459.46	23,459.46		0.00%	23,459
Total Depreciation and Amortization	23,459.46	23,459.46	0.00	0.00%	23,459
Total Expenses	61,487.63	44,743.48	(16,744.15)	(37.42%)	66,608

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

Excess of Revenues Over Expenses	<u>(\$61,487.63)</u>	<u>(\$44,743.48)</u>	<u>(\$16,744.15)</u>	<u>(37.42%)</u>	<u>(66,608)</u>
----------------------------------	----------------------	----------------------	----------------------	-----------------	-----------------

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

GOLDEN RAIN FOUNDATION OF LAGUNA WOODS
030 - TV STUDIO
For the Six Months Ending 6/30/2020

	Actual	YEAR TO DATE Budget	VAR\$ B/(W)	VAR% B/(W)	ANNUAL BUDGET
Revenues:					
Non-Assessment Revenues:					
Broadband Services					
45004000 - Video Production	\$29,873.50	\$24,996.00	\$4,877.50	19.51%	50,000
45004500 - Video Re-Production	297.00	996.00	(699.00)	(70.18%)	2,000
45005000 - Message Board	10,150.00	9,498.00	652.00	6.86%	19,000
45005500 - Advertising	13,371.50	18,996.00	(5,624.50)	(29.61%)	38,000
Total Broadband Services	53,692.00	54,486.00	(794.00)	(1.46%)	109,000
Total Non-Assessment Revenue	53,692.00	54,486.00	(794.00)	(1.46%)	109,000
Total Revenue	53,692.00	54,486.00	(794.00)	(1.46%)	109,000
Expenses:					
Employee Compensation					
51011000 - Salaries & Wages - Regular	168,112.64	215,258.65	47,146.01	21.90%	435,240
51041000 - Wages - Overtime	1,678.27	3,000.00	1,321.73	44.06%	6,000
51061000 - Holiday & Vacation	19,389.69	17,713.24	(1,676.45)	(9.46%)	35,816
51071000 - Sick	2,442.83	7,225.14	4,782.31	66.19%	14,609
51091000 - Missed Meal Penalty	645.11	870.00	224.89	25.85%	1,750
51101000 - Temporary Help		246.00	246.00	100.00%	500
51981000 - Compensation Accrual	(3,774.11)		3,774.11	0.00%	
Total Employee Compensation	188,494.43	244,313.03	55,818.60	22.85%	493,916
Compensation Related					
52411000 - F.I.C.A.	14,848.60	18,375.09	3,526.49	19.19%	37,153
52421000 - F.U.I.	231.16	392.00	160.84	41.03%	392
52431000 - S.U.I.	1,579.58	1,960.00	380.42	19.41%	1,960
52451000 - Workers' Compensation Insurance	2,200.81	1,751.04	(449.77)	(25.69%)	3,541
52461000 - Non Union Medical & Life Insurance	18,148.31	23,603.58	5,455.27	23.11%	47,207
52481000 - Non-Union Retirement Plan	6,071.43	9,607.88	3,536.45	36.81%	19,427
52981000 - Compensation Related Accrual	(1,748.27)		1,748.27	0.00%	
Total Compensation Related	41,331.62	55,689.59	14,357.97	25.78%	109,680
Materials and Supplies					
53001000 - Materials & Supplies	2,779.98	4,944.00	2,164.02	43.77%	9,950
53004000 - Freight	57.33		(57.33)	0.00%	
Total Materials and Supplies	2,837.31	4,944.00	2,106.69	42.61%	9,950
Outside Services					
53704000 - Outside Services	40,537.00	48,894.00	8,357.00	17.09%	97,800
Total Outside Services	40,537.00	48,894.00	8,357.00	17.09%	97,800
Repairs and Maintenance					
53701000 - Equipment Repair & Maint	963.13	372.00	(591.13)	(158.91%)	750
Total Repairs and Maintenance	963.13	372.00	(591.13)	(158.91%)	750
Other Operating Expense					
53801000 - Mileage & Meal Allowance		60.00	60.00	100.00%	125
53803500 - Training & Education		246.00	246.00	100.00%	500
53901500 - Volunteer Support		48.00	48.00	100.00%	100
Total Other Operating Expense	0.00	354.00	354.00	100.00%	725
Property and Sales Tax					
54301500 - State & Local Taxes	21.36	96.00	74.64	77.75%	200
Total Property and Sales Tax	21.36	96.00	74.64	77.75%	200
Cable Programming/Franchise					
54502000 - Cable - City of Laguna Woods Franchise Fees	2,881.89	3,000.00	118.11	3.94%	6,000

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

Total Cable Programming/Franchise	2,881.89	3,000.00	118.11	3.94%	6,000
Net Allocation to Mutuals					
54602500 - Allocated Expenses	90,334.57	32,356.96	(57,977.61)	(179.18%)	65,169
Total Net Allocation To Mutuals	90,334.57	32,356.96	(57,977.61)	(179.18%)	65,169
Uncollectible Accounts					
54602000 - Bad Debt Expense		120.00	120.00	100.00%	250
Total Uncollectible Accounts	0.00	120.00	120.00	100.00%	250
Depreciation and Amortization					
55001000 - Depreciation And Amortization	12,684.06	12,684.06		0.00%	12,684
Total Depreciation and Amortization	12,684.06	12,684.06	0.00	0.00%	12,684
Total Expenses	380,085.37	402,823.64	22,738.27	5.64%	797,123
Excess of Revenues Over Expenses	(\$326,393.37)	(\$348,337.64)	\$21,944.27	6.30%	(688,123)

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

GOLDEN RAIN FOUNDATION OF LAGUNA WOODS
040 - MEDIA SERVICES
For the Six Months Ending 6/30/2020

	YEAR TO DATE				ANNUAL
	Actual	Budget	VAR\$ B/(W)	VAR% B/(W)	BUDGET
Revenues:					
Non-Assessment Revenues:					
Broadband Services					
45001000 - Ad Insertion	\$334,707.40	\$492,498.00	(\$157,790.60)	(32.04%)	985,000
Total Broadband Services	334,707.40	492,498.00	(157,790.60)	(32.04%)	985,000
Total Non-Assessment Revenue	334,707.40	492,498.00	(157,790.60)	(32.04%)	985,000
Total Revenue	334,707.40	492,498.00	(157,790.60)	(32.04%)	985,000
Expenses:					
Employee Compensation					
51011000 - Salaries & Wages - Regular	113,727.96	94,082.10	(19,645.86)	(20.88%)	190,145
51041000 - Wages - Overtime	1,307.45	1,500.00	192.55	12.84%	3,000
51061000 - Holiday & Vacation	27,415.00	3,899.46	(23,515.54)	(603.05%)	7,885
51071000 - Sick	318.98	1,590.57	1,271.59	79.95%	3,216
51091000 - Missed Meal Penalty	126.28	72.00	(54.28)	(75.39%)	150
51981000 - Compensation Accrual	294.62		(294.62)	0.00%	
Total Employee Compensation	143,190.29	101,144.13	(42,046.16)	(41.57%)	204,396
Compensation Related					
52411000 - F.I.C.A.	8,969.07	7,617.27	(1,351.80)	(17.75%)	15,395
52421000 - F.U.I.	84.00	162.00	78.00	48.15%	312
52431000 - S.U.I.	574.00	676.00	102.00	15.09%	1,028
52451000 - Workers' Compensation Insurance	1,025.13	866.20	(158.93)	(18.35%)	1,751
52461000 - Non Union Medical & Life Insurance	3,994.38	6,743.88	2,749.50	40.77%	13,488
52481000 - Non-Union Retirement Plan	4,824.82	3,982.88	(841.94)	(21.14%)	8,050
52981000 - Compensation Related Accrual	399.97		(399.97)	0.00%	
Total Compensation Related	19,871.37	20,048.23	176.86	0.88%	40,024
Materials and Supplies					
53001000 - Materials & Supplies	606.62	1,314.00	707.38	53.83%	2,650
53004000 - Freight	13.40		(13.40)	0.00%	
Total Materials and Supplies	620.02	1,314.00	693.98	52.81%	2,650
Outside Services					
53601500 - Credit Card Transaction Fees	2,457.95	4,248.00	1,790.05	42.14%	8,500
53602500 - Licensing Fees	3,500.00	2,946.00	(554.00)	(18.81%)	5,900
53704000 - Outside Services	675.00	2,118.00	1,443.00	68.13%	4,250
Total Outside Services	6,632.95	9,312.00	2,679.05	28.77%	18,650
Repairs and Maintenance					
53701000 - Equipment Repair & Maint	32.06	420.00	387.94	92.37%	850
Total Repairs and Maintenance	32.06	420.00	387.94	92.37%	850
Other Operating Expense					
53801000 - Mileage & Meal Allowance	1,042.24	1,620.00	577.76	35.66%	3,250
53801500 - Travel & Lodging		1,500.00	1,500.00	100.00%	3,000
53802500 - Dues & Memberships		120.00	120.00	100.00%	250
53803000 - Subscriptions & Books		48.00	48.00	100.00%	100
54502500 - Cable Promotions		1,746.00	1,746.00	100.00%	3,500
Total Other Operating Expense	1,042.24	5,034.00	3,991.76	79.30%	10,100
Cable Programming/Franchise					
54502000 - Cable - City of Laguna Woods Franchise Fees	20,701.15	27,000.00	6,298.85	23.33%	54,000
Total Cable Programming/Franchise	20,701.15	27,000.00	6,298.85	23.33%	54,000
Uncollectible Accounts					
54602000 - Bad Debt Expense		2,496.00	2,496.00	100.00%	5,000

Golden Rain Foundation of Laguna Woods
Media and Communications Committee
September 21, 2020

Total Uncollectible Accounts	0.00	2,496.00	2,496.00	100.00%	5,000
Total Expenses	<u>192,090.08</u>	<u>166,768.36</u>	<u>(25,321.72)</u>	<u>(15.18%)</u>	<u>335,670</u>
Excess of Revenues Over Expenses	<u>\$142,617.32</u>	<u>\$325,729.64</u>	<u>(\$183,112.32)</u>	<u>(56.22%)</u>	<u>649,330</u>