



REVENUE

	FY 20	12.31.19	Notes
	Budget	Actual	Remaining
REVENUE			
<u>Program Revenue</u>			
Agricultural Ombudsman	\$44,588	\$18,240	\$26,348
Climate Mitigation and Adaptation	\$197,856	\$53,077	\$144,779
Conservation Technical Assistance	\$179,568	\$39,594	\$139,974
Erosion and Sediment Management	\$640,084	\$50,465	\$589,619
Fire and Forestry	\$239,040	\$81,698	\$157,342
Habitat Enhancement	\$8,289,785	\$5,316,602	\$2,973,182
Santa Cruz Mountains Stewardship Network	\$442,680	\$158,926	\$283,754
Water Resources & Conservation	\$2,569,066	\$2,366,905	\$202,161
Water Quality	\$272,634	\$96,611	\$176,023
Billing Rate Adjustments	\$50,000		\$50,000
Subtotal Program Revenue	\$12,925,301	\$8,182,120	\$4,743,181
<u>Other Revenue</u>			
County Contributions	\$200,000	\$200,000	
Individual Contributions	\$10,000	\$96,268	(\$86,268)
Interest Income	\$500	\$3,251	(\$2,751)
Misc. Income	\$0		
Property Tax	\$65,000	\$41,946	\$23,054
Service Fees	\$0	\$17,026	(\$17,026)
Subtotal Other Revenue	\$275,500	\$358,491	<b style="color: red;">(\$82,991)
Total Revenue	\$13,200,801	\$8,540,611	\$4,660,190
EXPENSES			
<u>Operating Expenses</u>			
Personnel (Salaries & Fringe)	\$ 1,654,251	\$ 653,066	\$1,001,185
Other	\$ 323,000	\$ 69,155	\$253,845
Subtotal Operating Expenses	\$1,977,251	\$ 722,221	\$1,255,030
<u>Program Expenses</u>			
Agricultural Ombudsman	\$600	\$221	\$379
Climate Mitigation and Adaptation	\$49,566	\$6,781	\$42,785
Conservation Technical Assistance	\$85,823	\$3,378	\$82,445
Erosion and Sediment Management	\$593,500	\$41,375	\$552,125
Fire and Forestry	\$135,000	\$16,617	\$118,383
Habitat Enhancement	\$7,620,169	\$4,926,096	\$2,694,074
Santa Cruz Mountains Stewardship Network	\$307,380	\$101,982	\$205,398
Water Resources & Conservation	\$2,231,600	\$2,220,158	\$11,442
Water Quality	\$101,034	\$45,114	\$55,920
Subtotal Program Expenses	\$11,124,672	\$7,361,722	\$3,762,950
Total Expenses	\$13,101,923	\$ 8,083,943	\$5,017,980
NET	\$98,878	\$456,668	<b style="color: red;">(\$357,790)
Operating Reserve Allocation	\$ 250,000		

San Mateo Resource Conservation District

Balance Sheet

As of December 31, 2019

	<u>Dec 31, 19</u>
ASSETS	
Current Assets	
Checking/Savings	
1030 · Checking Account (5269)	2,028,568.67
1031 · Restricted State Funds (5012) (Butano Channel)	179,580.25
1032 · Operating Reserve (0202)	148,930.35
Total Checking/Savings	<u>2,357,079.27</u>
Accounts Receivable	
1200 · Accounts Receivable	3,913,236.76
Total Accounts Receivable	<u>3,913,236.76</u>
Total Current Assets	<u>6,270,316.03</u>
TOTAL ASSETS	<u><u>6,270,316.03</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · Accounts Payable	2,155,889.17
Total Accounts Payable	<u>2,155,889.17</u>
Credit Cards	
2025 · Visa - Nelson - 0145	1,134.98
2035 · Visa - Issel - 0129	3,065.13
Total Credit Cards	<u>4,200.11</u>
Other Current Liabilities	
2045 · Accrued Payroll	98,933.77
2060 · Accrued Time Off	57,273.50
2400 · Deferred Revenue	
2405 · Bonde Weir	4,051.36
2409 · SCMSN- Regional Climate Action	70,103.43
2410 · Santa Cruz Mountain Stewardship	200,794.65
2411 · SCMSN - Atlas Project	270,629.84
2412 · SCMSN-Spotlight Stewardship	35,810.98
2413 · SCMSN-Permitting	10,932.38
2414 · SCMSN - Veg Gen	50,000.00
2420 · MROSD - Driscoll Ranch	9,018.20
2421 · MROSD - Apple Orchard	13,747.75
2425 · Randtron Antenna	3,424.32
2430 · PG&E - Butano Mitigation Proj.	855,399.80
2431 · PG&E - Project Development	6,989.07
2432 · PG&E Foundation - Hedge Rows	15,000.00
2434 · PG&E - San Bruno Mountain	174,886.50
2435 · Cloverdale Ponds	75,132.38
2445 · SMC Old Haul Raod Phase 1	4,186.98
2450 · STATE - Butano Channel (HE-BC-STATE)	90,822.89
2451 · SMC - Butano Channel	309,875.30
2465 · NACD - Urban Farming TA	6,637.30

San Mateo Resource Conservation District

Balance Sheet

As of December 31, 2019

	<u>Dec 31, 19</u>
2470 · SVCF - Carbon Farm Planning	8,354.38
2473 · TMDL - Pescadero Butano	55,000.00
2475 · SAM - First Flush	-210.96
2476 · SAM - Mitigation	15,000.00
2480 · Colma - Cemetery Sustainability	1,414.75
2490 · POST - DR Match Funds	136,437.36
2491 · POST - Rangeland Compost	7,378.90
Total 2400 · Deferred Revenue	<u>2,430,817.56</u>
Total Other Current Liabilities	<u>2,587,024.83</u>
Total Current Liabilities	4,747,114.11
Long Term Liabilities	
2500 · Recoverable Grants	200,000.00
2600 · Deferred Rentention (>1yr)	195,681.29
Total Long Term Liabilities	<u>395,681.29</u>
Total Liabilities	5,142,795.40
Equity	
3500 · Net Assets	672,917.21
Net Income	454,603.42
Total Equity	<u>1,127,520.63</u>
TOTAL LIABILITIES & EQUITY	<u><u>6,270,316.03</u></u>

San Mateo Resource Conservation District

Profit & Loss

July through December 2019

Jul - Dec 19

Ordinary Income/Expense

Income

4010 · Contracts	8,199,145.43
4020 · Donations	
4025 · Annual Appeal Donation	4,642.80
4030 · General Support Donations	90,500.00
4035 · Individual Donation	1,125.30
Total 4020 · Donations	96,268.10
4040 · Interest	3,251.17
4050 · SMC Contributions	
4055 · SMC Property Tax	41,910.81
4060 · SMC Property Sale Proceeds	35.38
4065 · SMC Operating Support	200,000.00
Total 4050 · SMC Contributions	241,946.19

Total Income 8,540,610.89

Gross Profit 8,540,610.89

Expense

5100 · Personnel	
5110 · Salary	549,066.77
5120 · Benefits	103,999.27
Total 5100 · Personnel	653,066.04
5200 · Operating Expense	
5205 · Bank Fees	278.91
5210 · Communications	4,457.25
5215 · Dues-Membership-Subscriptions	1,307.00
5220 · Equipment	1,042.78
5225 · Information Technology	10,336.89
5230 · Insurance	47.50
5235 · Office Supplies	548.15
5240 · Rent	19,731.40
5245 · Accounting Services	17,448.75
5250 · Legal Services	308.10
5255 · Misc. Consulting Services	8,877.12
5265 · Discretionary ()	1,270.41
5270 · Prof. Development & Meetings	3,501.02
Total 5200 · Operating Expense	69,155.28
5300 · Program Expenses	
5310 · Project Implementation	7,363,786.15
Total 5300 · Program Expenses	7,363,786.15

Total Expense 8,086,007.47

Net Ordinary Income 454,603.42

Net Income 454,603.42

San Mateo Resource Conservation District

Profit & Loss

July through December 2019

	<u>Jul - Sep 19</u>	<u>Oct - Dec 19</u>	<u>TOTAL</u>
Ordinary Income/Expense			
Income			
4010 - Contracts	5,662,423.87	2,536,721.56	8,199,145.43
4020 - Donations			
4025 - Annual Appeal Donation	4,500.00	142.80	4,642.80
4030 - General Support Donations	90,500.00	0.00	90,500.00
4035 - Individual Donation	425.30	700.00	1,125.30
Total 4020 - Donations	<u>95,425.30</u>	<u>842.80</u>	<u>96,268.10</u>
4040 - Interest	1,953.83	1,297.34	3,251.17
4050 - SMC Contributions			
4055 - SMC Property Tax	3,745.19	38,165.62	41,910.81
4060 - SMC Property Sale Proceeds	35.38	0.00	35.38
4065 - SMC Operating Support	200,000.00	0.00	200,000.00
Total 4050 - SMC Contributions	<u>203,780.57</u>	<u>38,165.62</u>	<u>241,946.19</u>
Total Income	<u>5,963,583.57</u>	<u>2,577,027.32</u>	<u>8,540,610.89</u>
Gross Profit	5,963,583.57	2,577,027.32	8,540,610.89
Expense			
5100 - Personnel			
5110 - Salary	290,721.76	258,345.01	549,066.77
5120 - Benefits	61,549.66	42,449.61	103,999.27
Total 5100 - Personnel	<u>352,271.42</u>	<u>300,794.62</u>	<u>653,066.04</u>
5200 - Operating Expense			
5205 - Bank Fees	243.31	35.60	278.91
5210 - Communications	2,260.37	2,196.88	4,457.25
5215 - Dues-Membership-Subscriptions	0.00	1,307.00	1,307.00
5220 - Equipment	1,042.78	0.00	1,042.78
5225 - Information Technology	1,111.02	9,225.87	10,336.89
5230 - Insurance	0.00	47.50	47.50
5235 - Office Supplies	131.68	416.47	548.15
5240 - Rent	9,865.60	9,865.80	19,731.40
5245 - Accounting Services	10,768.75	6,680.00	17,448.75
5250 - Legal Services	0.00	308.10	308.10
5255 - Misc. Consulting Services	0.00	8,877.12	8,877.12
5265 - Discretionary ()	0.00	1,270.41	1,270.41
5270 - Prof. Development & Meetings	1,943.58	1,557.44	3,501.02
Total 5200 - Operating Expense	<u>27,367.09</u>	<u>41,788.19</u>	<u>69,155.28</u>
5300 - Program Expenses			
5310 - Project Implementation	5,165,830.58	2,197,955.57	7,363,786.15
Total 5300 - Program Expenses	<u>5,165,830.58</u>	<u>2,197,955.57</u>	<u>7,363,786.15</u>
Total Expense	<u>5,545,469.09</u>	<u>2,540,538.38</u>	<u>8,086,007.47</u>
Net Ordinary Income	418,114.48	36,488.94	454,603.42
Net Income	<u><u>418,114.48</u></u>	<u><u>36,488.94</u></u>	<u><u>454,603.42</u></u>

San Mateo Resource Conservation District
Profit & Loss
 July through December 2019

	<u>Jul 19</u>	<u>Aug 19</u>	<u>Sep 19</u>	<u>Oct 19</u>	<u>Nov 19</u>	<u>Dec 19</u>	<u>TOTAL</u>
Ordinary Income/Expense							
Income							
4010 · Contracts	529,846.33	318,297.71	4,814,279.83	5,000.00	379,003.16	2,152,718.40	8,199,145.43
4020 · Donations							
4025 · Annual Appeal Donation	0.00	0.00	4,500.00	0.00	50.00	92.80	4,642.80
4030 · General Support Donations	5,500.00	10,000.00	75,000.00	0.00	0.00	0.00	90,500.00
4035 · Individual Donation	0.00	365.30	60.00	200.00	0.00	500.00	1,125.30
Total 4020 · Donations	<u>5,500.00</u>	<u>10,365.30</u>	<u>79,560.00</u>	<u>200.00</u>	<u>50.00</u>	<u>592.80</u>	<u>96,268.10</u>
4040 · Interest	661.85	643.20	648.78	511.04	261.39	524.91	3,251.17
4050 · SMC Contributions							
4055 · SMC Property Tax	294.49	3,368.39	82.31	0.00	6,415.42	31,750.20	41,910.81
4060 · SMC Property Sale Proceeds	0.00	0.00	35.38	0.00	0.00	0.00	35.38
4065 · SMC Operating Support	0.00	0.00	200,000.00	0.00	0.00	0.00	200,000.00
Total 4050 · SMC Contributions	<u>294.49</u>	<u>3,368.39</u>	<u>200,117.69</u>	<u>0.00</u>	<u>6,415.42</u>	<u>31,750.20</u>	<u>241,946.19</u>
Total Income	<u>536,302.67</u>	<u>332,674.60</u>	<u>5,094,606.30</u>	<u>5,711.04</u>	<u>385,729.97</u>	<u>2,185,586.31</u>	<u>8,540,610.89</u>
Gross Profit	536,302.67	332,674.60	5,094,606.30	5,711.04	385,729.97	2,185,586.31	8,540,610.89
Expense							
5100 · Personnel							
5110 · Salary	102,353.76	99,252.32	89,115.68	87,382.84	86,415.54	84,546.63	549,066.77
5120 · Benefits	25,409.19	16,786.96	19,353.51	14,822.02	16,435.20	11,192.39	103,999.27
Total 5100 · Personnel	<u>127,762.95</u>	<u>116,039.28</u>	<u>108,469.19</u>	<u>102,204.86</u>	<u>102,850.74</u>	<u>95,739.02</u>	<u>653,066.04</u>
5200 · Operating Expense							
5205 · Bank Fees	0.00	213.31	30.00	34.00	0.00	1.60	278.91
5210 · Communications	984.05	542.66	733.66	648.36	752.21	796.31	4,457.25
5215 · Dues-Membership-Subscriptions	0.00	0.00	0.00	1,282.00	25.00	0.00	1,307.00
5220 · Equipment	0.00	966.32	76.46	0.00	0.00	0.00	1,042.78
5225 · Information Technology	980.94	65.04	65.04	762.04	2,903.64	5,560.19	10,336.89
5230 · Insurance	0.00	0.00	0.00	47.50	0.00	0.00	47.50
5235 · Office Supplies	54.68	51.50	25.50	25.50	104.31	286.66	548.15
5240 · Rent	230.00	230.00	9,405.60	230.00	9,405.80	230.00	19,731.40
5245 · Accounting Services	1,797.50	0.00	8,971.25	0.00	3,630.00	3,050.00	17,448.75
5250 · Legal Services	0.00	0.00	0.00	0.00	308.10	0.00	308.10
5255 · Misc. Consulting Services	0.00	0.00	0.00	0.00	5,860.48	3,016.64	8,877.12
5265 · Discretionary ()	0.00	0.00	0.00	0.00	268.09	1,002.32	1,270.41
5270 · Prof. Development & Meetings	682.71	586.37	674.50	599.76	942.26	15.42	3,501.02
Total 5200 · Operating Expense	<u>4,729.88</u>	<u>2,655.20</u>	<u>19,982.01</u>	<u>3,629.16</u>	<u>24,199.89</u>	<u>13,959.14</u>	<u>69,155.28</u>
5300 · Program Expenses							
5310 · Project Implementation	1,444,761.55	805,535.26	2,915,533.77	948,276.27	596,316.80	653,362.50	7,363,786.15
Total 5300 · Program Expenses	<u>1,444,761.55</u>	<u>805,535.26</u>	<u>2,915,533.77</u>	<u>948,276.27</u>	<u>596,316.80</u>	<u>653,362.50</u>	<u>7,363,786.15</u>
Total Expense	<u>1,577,254.38</u>	<u>924,229.74</u>	<u>3,043,984.97</u>	<u>1,054,110.29</u>	<u>723,367.43</u>	<u>763,060.66</u>	<u>8,086,007.47</u>
Net Ordinary Income	<u>-1,040,951.71</u>	<u>-591,555.14</u>	<u>2,050,621.33</u>	<u>-1,048,399.25</u>	<u>-337,637.46</u>	<u>1,422,525.65</u>	<u>454,603.42</u>
Net Income	<u>-1,040,951.71</u>	<u>-591,555.14</u>	<u>2,050,621.33</u>	<u>-1,048,399.25</u>	<u>-337,637.46</u>	<u>1,422,525.65</u>	<u>454,603.42</u>