

San Mateo Resource Conservation District
Financial Budget
As of March 31, 2022

| | FY 22 | 3.31.22 | |
|--|-------------------|------------------|--------------|
| | Budget | Actual | % |
| REVENUE | | | |
| <u>Program Revenue</u> | | | |
| Agricultural Ombudsman | 47,679 | 37,238 | 78% |
| Climate Mitigation and Adaptation | 322,823 | 129,691 | 40% |
| Conservation Technical Assistance | 190,478 | 74,622 | 39% |
| Cutting Green Tape | NA | 40,206 | NA |
| Erosion and Sediment Management | 76,087 | 42,537 | 56% |
| Fire and Forestry | 2,407,264 | 1,598,676 | 66% |
| Habitat Enhancement | 4,560,096 | 3,417,199 | 75% |
| Santa Cruz Mountains Stewardship Network | 1,429,162 | 677,008 | 47% |
| Stream Gage | NA | 20,058 | NA |
| Water Quality | 335,603 | 196,964 | 59% |
| Water Resources & Conservation | 2,618,568 | 1,082,618 | 41% |
| Subtotal Program Revenue | 11,987,761 | 7,316,816 | 61% |
| <u>Other Revenue</u> | | | |
| County Contributions | 200,000 | 200,000 | 100% |
| Donations | 20,000 | 23,163 | 116% |
| Interest Income | 1,300 | 946 | 73% |
| Misc. Income | NA | 42,371 | NA |
| Property Tax | 85,000 | 53,334 | 63% |
| Subtotal Other Revenue | 306,300 | 319,813 | 104% |
| Total Revenue | 12,294,061 | 7,636,629 | 62% |
| EXPENSES | | | |
| <u>Operating Expenses</u> | | | |
| Personnel (Salaries & Fringe) | 2,313,200 | 1,625,633 | 70% |
| Other | 294,500 | 207,388 | 70% |
| Subtotal Operating Expenses | 2,607,700 | 1,833,021 | 70% |
| <u>Program Expenses</u> | | | |
| Agricultural Ombudsman | 1,400 | 663 | 47% |
| Climate Mitigation and Adaptation | 55,220 | 9,113 | 17% |
| Conservation Technical Assistance | 56,185 | 19,292 | 34% |
| Cutting Green Tape | NA | 21,909 | NA |
| Erosion and Sediment Management | 8,045 | 2,540 | 32% |
| Fire and Forestry | 1,893,601 | 1,137,918 | 60% |
| Habitat Enhancement | 3,986,071 | 2,941,807 | 74% |
| Santa Cruz Mountains Stewardship Network | 1,285,198 | 519,546 | 40% |
| Stream Gage | NA | 8,738 | NA |
| Water Quality | 73,015 | 40,873 | 56% |
| Water Resources & Conservation | 2,340,600 | 939,615 | 40% |
| Subtotal Program Expenses | 9,699,335 | 5,642,013 | 58% |
| Total Expenses | 12,307,035 | 7,475,035 | 61% |
| NET | (12,974) | 161,594 | 1246% |
| Operating Reserve Allocation | 250,000 | | |

San Mateo Resource Conservation District

Balance Sheet

As of March 31, 2022

| | <u>Mar 31, 22</u> |
|---|----------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 1030 · Checking Account (5269) | 486,817.29 |
| 1031 · Restricted State Funds (5012) (Butano Channel) | 2,997.52 |
| 1032 · Operating Reserve (0202) | 600,151.71 |
| Total Checking/Savings | <u>1,089,966.52</u> |
| Accounts Receivable | |
| 1200 · Accounts Receivable | 4,628,151.67 |
| Total Accounts Receivable | <u>4,628,151.67</u> |
| Total Current Assets | <u>5,718,118.19</u> |
| TOTAL ASSETS | <u>5,718,118.19</u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 2000 · Accounts Payable | 1,274,072.86 |
| Total Accounts Payable | <u>1,274,072.86</u> |
| Credit Cards | |
| 2025 · Visa - Nelson - 1952 | 424.74 |
| 2035 · Visa - Issel - 0129 | -5,803.99 |
| Total Credit Cards | <u>-5,379.25</u> |
| Other Current Liabilities | |
| 2045 · Accrued Payroll | 156,452.52 |
| 2060 · Accrued Time Off | 86,225.80 |
| 2400 · Deferred Revenue | |
| 2401 · NFWF - San Bruno Mtn Butterfly | 518,026.46 |
| 2405 · NFWF - Bonde Weir | 3,263.86 |
| 2406 · CARCD - Pesc. Water Monitoring | 1,921.74 |
| 2408 · Cutting Green Tape | 59,793.58 |
| 2410 · Santa Cruz Mountain Stewardship | 229,766.65 |
| 2411 · SCMSN - Atlas Project | 14,973.99 |
| 2412 · SCMSN-Spotlight Stewardship | 10,608.88 |
| 2414 · SCMSN - Veg Gen | 472,781.68 |
| 2415 · SCMSN - DEI | 9,481.47 |
| 2416 · SCMSN - COVID | 23.74 |
| 2420 · MROSD - Driscoll Ranch | 60.35 |
| 2421 · MROSD - Apple Orchard | 269,171.97 |
| 2425 · Randtron Antenna | 3,184.32 |
| 2430 · PG&E - Butano Mitigation Proj. | 215,598.67 |
| 2431 · PG&E - Project Development | 33,668.57 |
| 2432 · PG&E Foundation - Hedge Rows | 3,014.54 |
| 2433 · PG&E - Tree Planting | 2,956.33 |
| 2434 · PG&E - San Bruno Mountain | 132,342.35 |
| 2435 · Cloverdale Ponds | 75,132.38 |
| 2451 · SMC - Butano Channel | 270,865.40 |
| 2465 · NACD - Urban Farming TA | 2,035.78 |
| 2466 · NACD - Conservation TA | 58,674.75 |
| 2468 · SVCF - Water Farm, Fish, People | 100,000.00 |
| 2470 · SVCF - Carbon Farm Planning | 20,275.29 |
| 2471 · SVCF - Mobile Laundry Grant | 11,314.75 |
| 2473 · RLF - TMDL Pescadero Butano | 20,614.51 |
| 2475 · SAM - First Flush | 4,326.06 |
| 2476 · SAM - Mitigation | 11,228.54 |
| 2477 · COP - First Flush | -1,168.25 |
| 2489 · PAR - Carbon Farm Planning | 15,780.74 |
| 2490 · POST - DR Match Funds | 13,153.02 |
| 2491 · POST - Rangeland Compost | 5,526.78 |
| 2492 · POST - Ag CRAFT Event | 500.00 |
| 2493 · POST - Potrero Nuevo Pond | 40,000.00 |
| 2499 · Streamgages | 69,544.92 |
| Total 2400 · Deferred Revenue | <u>2,698,443.82</u> |
| Total Other Current Liabilities | <u>2,941,122.14</u> |
| Total Current Liabilities | <u>4,209,815.75</u> |
| Total Liabilities | 4,209,815.75 |
| Equity | |
| 3500 · Net Assets | 1,346,708.23 |
| Net Income | 161,594.21 |
| Total Equity | <u>1,508,302.44</u> |
| TOTAL LIABILITIES & EQUITY | <u>5,718,118.19</u> |

San Mateo Resource Conservation District

Profit & Loss

July 2021 through March 2022

Jul '21 - Mar 22

| | |
|---------------------------------------|---------------------|
| Ordinary Income/Expense | |
| Income | |
| 4010 - Contracts | 7,350,550.07 |
| 4020 - Donations | 23,185.58 |
| 4040 - Interest | 994.30 |
| 4055 - Property Tax | 57,759.03 |
| 4065 - SMC Operating Support | 203,639.98 |
| 4080 - Stipend | 500.00 |
| Total Income | 7,636,628.96 |
| Gross Profit | 7,636,628.96 |
| Expense | |
| 5100 - Personnel | |
| 5110 - Salary | 1,298,743.98 |
| 5120 - Benefits | 326,889.10 |
| Total 5100 - Personnel | 1,625,633.08 |
| 5200 - Operating Expense | |
| 5205 - Bank Fees | 331.86 |
| 5210 - Communications | 12,614.01 |
| 5215 - Dues-Membership-Subscriptions | 5,839.36 |
| 5220 - Equipment | 5,260.75 |
| 5225 - Information Technology | 25,740.99 |
| 5230 - Insurance | 343.56 |
| 5235 - Office Supplies | 308.31 |
| 5240 - Rent | 66,986.40 |
| 5245 - Accounting Services | 25,919.31 |
| 5250 - Legal Services | 4,452.60 |
| 5255 - Misc. Consulting Services | 25,985.00 |
| 5265 - Discretionary | 11,149.87 |
| 5270 - Prof. Development & Meetings | 5,653.30 |
| Total 5200 - Operating Expense | 190,585.32 |
| 5300 - Program Expenses | |
| 5310 - Project Implementation | 5,658,816.35 |
| Total 5300 - Program Expenses | 5,658,816.35 |
| Total Expense | 7,475,034.75 |
| Net Ordinary Income | 161,594.21 |
| Net Income | 161,594.21 |

San Mateo Resource Conservation District
Profit & Loss

July 2021 through March 2022

| | <u>Jul 21</u> | <u>Aug 21</u> | <u>Sep 21</u> | <u>Oct 21</u> | <u>Nov 21</u> | <u>Dec 21</u> | <u>Jan 22</u> | <u>Feb 22</u> | <u>Mar 22</u> | <u>TOTAL</u> |
|--|-------------------|-------------------|---------------------|--------------------|--------------------|---------------------|--------------------|--------------------|---------------------|---------------------|
| Ordinary Income/Expense | | | | | | | | | | |
| Income | | | | | | | | | | |
| 4010 · Contracts | 456,549.38 | 917,035.23 | 2,246,744.36 | 58,892.53 | 100.00 | 1,338,636.24 | 41,036.26 | 963.25 | 2,290,592.82 | 7,350,550.07 |
| 4020 · Donations | 222.98 | 1,756.19 | 15,522.98 | 2,022.98 | 122.98 | 1,740.13 | 1,751.38 | 22.98 | 22.98 | 23,185.58 |
| 4040 · Interest | 72.58 | 70.18 | 306.89 | 54.23 | 53.27 | 191.61 | 52.50 | 48.18 | 144.86 | 994.30 |
| 4055 · Property Tax | 760.46 | 4,776.69 | 67.53 | 2,727.24 | 3,445.45 | 35,350.94 | 4,305.89 | 6,324.83 | 0.00 | 57,759.03 |
| 4065 · SMC Operating Support | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 200,000.00 | 3,639.98 | 203,639.98 |
| 4080 · Stipend | 0.00 | 500.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 |
| Total Income | <u>457,605.40</u> | <u>924,138.29</u> | <u>2,262,641.76</u> | <u>63,696.98</u> | <u>3,721.70</u> | <u>1,375,918.92</u> | <u>47,146.03</u> | <u>207,359.24</u> | <u>2,294,400.64</u> | <u>7,636,628.96</u> |
| Gross Profit | 457,605.40 | 924,138.29 | 2,262,641.76 | 63,696.98 | 3,721.70 | 1,375,918.92 | 47,146.03 | 207,359.24 | 2,294,400.64 | 7,636,628.96 |
| Expense | | | | | | | | | | |
| 5100 · Personnel | | | | | | | | | | |
| 5110 · Salary | 135,958.76 | 129,998.91 | 150,302.85 | 149,713.14 | 145,032.32 | 149,040.34 | 148,734.90 | 144,698.02 | 145,264.74 | 1,298,743.98 |
| 5120 · Benefits | 29,126.87 | 20,945.49 | 19,254.28 | 21,943.50 | 26,704.84 | 11,918.57 | 143,701.36 | 47,459.97 | 5,834.22 | 326,889.10 |
| Total 5100 · Personnel | <u>165,085.63</u> | <u>150,944.40</u> | <u>169,557.13</u> | <u>171,656.64</u> | <u>171,737.16</u> | <u>160,958.91</u> | <u>292,436.26</u> | <u>192,157.99</u> | <u>151,098.96</u> | <u>1,625,633.08</u> |
| 5200 · Operating Expense | | | | | | | | | | |
| 5205 · Bank Fees | 0.00 | 0.00 | 0.00 | 299.71 | -0.01 | -145.84 | 39.00 | 82.75 | 56.25 | 331.86 |
| 5210 · Communications | 691.92 | 691.78 | 6,002.07 | 754.48 | 830.48 | 982.27 | 544.80 | 604.42 | 1,511.79 | 12,614.01 |
| 5215 · Dues-Membership-Subscriptions | 0.00 | 22.33 | 0.00 | 3,582.93 | 2,040.00 | 144.60 | 0.00 | 0.00 | 49.50 | 5,839.36 |
| 5220 · Equipment | 2,153.07 | 0.00 | 1,303.21 | 506.33 | 0.00 | 575.08 | 0.00 | 0.00 | 723.06 | 5,260.75 |
| 5225 · Information Technology | 738.82 | 7,215.62 | 1,141.25 | 4,669.83 | 1,759.25 | 3,239.74 | 3,238.00 | 2,307.99 | 1,430.49 | 25,740.99 |
| 5230 · Insurance | 0.00 | 102.38 | 0.00 | 241.18 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 343.56 |
| 5235 · Office Supplies | 0.00 | 0.00 | 0.00 | 176.35 | 96.00 | 0.00 | 35.96 | 0.00 | 0.00 | 308.31 |
| 5240 · Rent | 12,999.40 | 970.00 | 13,144.00 | 0.00 | 13,144.00 | 0.00 | 13,144.00 | 13,585.00 | 0.00 | 66,986.40 |
| 5245 · Accounting Services | 1,120.00 | 855.00 | 1,400.00 | 0.00 | 0.00 | 19,708.00 | 62.82 | 2,770.00 | 3.49 | 25,919.31 |
| 5250 · Legal Services | 2,734.60 | 0.00 | 629.00 | 677.60 | 0.00 | 0.00 | 0.00 | 96.80 | 314.60 | 4,452.60 |
| 5255 · Misc. Consulting Services | 1,560.00 | 520.00 | 2,790.00 | 1,665.00 | 1,725.00 | 15,700.00 | 1,125.00 | 0.00 | 900.00 | 25,985.00 |
| 5265 · Discretionary | 0.00 | 3,549.85 | 44.05 | 0.00 | 2,973.90 | 540.00 | 2,167.79 | 1,824.28 | 50.00 | 11,149.87 |
| 5270 · Prof. Development & Meetings | 1,105.00 | 375.00 | 1,083.64 | -492.00 | 50.00 | 1,111.16 | 1,345.00 | 807.44 | 268.06 | 5,653.30 |
| Total 5200 · Operating Expense | <u>23,102.81</u> | <u>14,301.96</u> | <u>27,537.22</u> | <u>12,081.41</u> | <u>22,618.62</u> | <u>41,855.01</u> | <u>21,702.37</u> | <u>22,078.68</u> | <u>5,307.24</u> | <u>190,585.32</u> |
| 5300 · Program Expenses | | | | | | | | | | |
| 5310 · Project Implementation | 86,584.35 | 746,701.98 | 2,211,033.21 | 193,939.86 | 266,764.99 | 455,861.61 | 179,447.94 | 182,952.69 | 1,335,529.72 | 5,658,816.35 |
| Total 5300 · Program Expenses | <u>86,584.35</u> | <u>746,701.98</u> | <u>2,211,033.21</u> | <u>193,939.86</u> | <u>266,764.99</u> | <u>455,861.61</u> | <u>179,447.94</u> | <u>182,952.69</u> | <u>1,335,529.72</u> | <u>5,658,816.35</u> |
| Total Expense | <u>274,772.79</u> | <u>911,948.34</u> | <u>2,408,127.56</u> | <u>377,677.91</u> | <u>461,120.77</u> | <u>658,675.53</u> | <u>493,586.57</u> | <u>397,189.36</u> | <u>1,491,935.92</u> | <u>7,475,034.75</u> |
| Net Ordinary Income | 182,832.61 | 12,189.95 | -145,485.80 | -313,980.93 | -457,399.07 | 717,243.39 | -446,440.54 | -189,830.12 | 802,464.72 | 161,594.21 |
| Net Income | <u>182,832.61</u> | <u>12,189.95</u> | <u>-145,485.80</u> | <u>-313,980.93</u> | <u>-457,399.07</u> | <u>717,243.39</u> | <u>-446,440.54</u> | <u>-189,830.12</u> | <u>802,464.72</u> | <u>161,594.21</u> |

As of March 31, 2022

