

RURAL COUNTY REPRESENTATIVES OF CALIFORNIA
Statement of Revenue and Expenses
Budget Vs. Actual - Unaudited
For the Five Months Ended May 31, 2018

| | 2018 Annual Budget | Five Months Ended May 31, 2018 Budget | Five Months Ended May 31, 2018 Actual | Variance Favor/(Unfav) | Percent Variance Favor/(Unfav) |
|---------------------------------------|---------------------|---------------------------------------|---------------------------------------|------------------------|--------------------------------|
| Income: | | | | | |
| Member County Dues | \$ 251,825 | \$ 104,925 | \$ 104,929 | \$ 4 | 0.00% |
| Annual Meeting | 150,000 | 62,500 | 31,500 | (31,000) | -49.60% |
| Contract Support Services: | 4,810,000 | 2,004,170 | 2,004,166 | (4) | 0.00% |
| Excess Revenue from NHF | 1,000,000 | 416,665 | 250,000 | (166,665) | -40.00% |
| Contract Performance Fee | 1,750,000 | 729,165 | 0 | (729,165) | -100.00% |
| Other Revenue | 94,000 | 39,165 | 8,549 | (30,616) | -78.17% |
| Total Income | \$ 8,055,825 | \$ 3,356,590 | \$ 2,399,144 | \$ (957,446) | -28.52% |
| Expenditures: | | | | | |
| Accounting & Auditing | \$ 15,000 | \$ 6,250 | \$ 11,713 | \$ (5,463) | -87.41% |
| Annual Installation Reception | 15,000 | 6,250 | 8,739 | (2,489) | -39.82% |
| Communications/Public Relations | 75,000 | 31,250 | 11,417 | 19,833 | 63.47% |
| Community Relations | 35,000 | 14,585 | 14,892 | (307) | -2.10% |
| Computer Hardware & Maintenance | 204,500 | 85,210 | 35,551 | 49,659 | 58.28% |
| Conference - Annual Meeting | 200,000 | 83,335 | 5,341 | 77,994 | 93.59% |
| Conferences Attended by Staff | 25,210 | 10,505 | 3,391 | 7,114 | 67.72% |
| Consultants | 380,000 | 158,335 | 176,284 | (17,949) | -11.34% |
| Depreciation | 65,000 | 27,085 | 19,262 | 7,823 | 28.88% |
| Dues, Fees & Subscriptions | 50,245 | 20,935 | 27,415 | (6,480) | -30.95% |
| Equipment | 25,000 | 10,415 | 9,328 | 1,087 | 10.44% |
| Insurance | 51,900 | 21,625 | 15,946 | 5,679 | 26.26% |
| Internet Services | 37,200 | 15,500 | 7,488 | 8,012 | 51.69% |
| Legal Services | 140,000 | 58,335 | 1,397 | 56,938 | 97.61% |
| Meetings | 35,000 | 14,585 | 14,920 | (335) | -2.30% |
| Office Expense | 20,000 | 8,335 | 20,280 | (11,945) | -143.31% |
| Payroll | 3,798,931 | 1,582,890 | 1,468,789 | 114,101 | 7.21% |
| Payroll Taxes | 91,606 | 38,170 | 27,995 | 10,175 | 26.66% |
| Employee Benefits | 959,663 | 399,860 | 390,620 | 9,240 | 2.31% |
| OPEB Benefits | 275,000 | 114,585 | 73,429 | 41,156 | 35.92% |
| Printing and Duplicating | 21,000 | 8,750 | 13,294 | (4,544) | -51.93% |
| Rent | 333,000 | 138,750 | 122,438 | 16,312 | 11.76% |
| Sponsorships | 410,000 | 170,835 | 340,254 | (169,419) | -99.17% |
| Travel - Board Member Reimbursement | 120,000 | 50,000 | 58,903 | (8,903) | -17.81% |
| Travel | 75,200 | 31,335 | 43,543 | (12,208) | -38.96% |
| Other Expenses | 213,960 | 89,150 | 73,817 | 15,333 | 17.20% |
| Total Expenditures | \$ 7,672,415 | \$ 3,196,860 | \$ 2,996,446 | \$ 200,414 | 6.27% |
| Net Revenues over Expenditures | \$ 383,410 | \$ 159,730 | \$ (597,302) | \$ (757,032) | -473.94% |