

**REDWOOD COAST SENIORS, INC.**  
**Profit & Loss Statement**  
**Budget Versus Actual Variance Report**  
**For the Nine Months Ended March 31, 2021**

<b>INCOME</b>	<u>Actual</u>	<u>Budget</u>	<b>Favorable (Unfavorable) Variance</b>
<b>Grant Income</b>			
5016 · Mendocino Transit Authority	\$ 136,800	\$ 136,800	\$ 0
5017 · MCDSS Outreach	47,994	48,405	(411)
5019 · Senior Peer Counseling	28,687	28,687	0
5030 · Area Agency on Aging	207,415	207,415	0
5031 · CARES Act Emergency Funding	40,562	26,342	14,220
<b>Total Grant Income</b>	<u>461,458</u>	<u>447,649</u>	<u>13,809</u>
<b>Non-Grant Income</b>			
5230 · Adult Day Program	0	11,100	(11,100)
5240 · Transportation Fees - MTA	4,642	9,495	(4,853)
5250 · Group Meal Fees	0	1,075	(1,075)
5270 · Meal Donations Dining Room	7,003	21,100	(14,097)
5270 · Meal Donations Meals on Wheels	29,874	33,300	(3,426)
5410 · Sales - The Attic	5,742	39,500	(33,758)
5610 · Rent	20	4,050	(4,030)
5810 · The Community Foundation	22,411	25,000	(2,589)
<b>Note 01</b> 5820 · Donations - Cash - Restricted	26,251	5,830	20,421
<b>Note 02</b> 5825 · Donations - Cash - Unrestricted	30,956	30,875	81
<b>Note 03</b> 5830 · Donations - In-kind	38,284	163,647	(125,363)
<b>Note 04</b> 5910 · Other	80,461	560	79,901
<b>Total Non-Grant Income</b>	<u>245,644</u>	<u>345,532</u>	<u>(99,888)</u>
<b>Total Income</b>	<u>707,102</u>	<u>793,181</u>	<u>(86,079)</u>
<b>EXPENSES</b>			
<b>Staff Expense</b>			
6010 · Staff Wages	296,459	311,693	15,234
6020 · Payroll Taxes	22,984	23,844	860
6030 · Benefits	32,289	34,820	2,531
6060 · Staff Training	0	550	550
6070 · Employee Drug Testing/Background Check	670	555	(115)
6090 · Mileage Reimbursement	2,020	4,648	2,628
<b>Note 05</b> 6120 · Contract Labor	2,140	3,405	1,265
<b>Total Staff Expense</b>	<u>356,562</u>	<u>379,515</u>	<u>22,953</u>
<b>Volunteer Expense</b>			
<b>Note 06</b> 6015 · Volunteer Wages - In Kind	25,689	117,900	92,211
6130 · Volunteer Mileage Reimbursement	3,173	5,024	1,851
<b>Total Volunteer Expense</b>	<u>28,862</u>	<u>122,924</u>	<u>94,062</u>

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	<u>Actual</u>	<u>Budget</u>	<u>Favorable (Unfavorable) Variance</u>
<b>Equipment</b>			
6210 · Equipment Maintenance - Buses	1,903	5,400	3,497
6210 · Equipment Maintenance - Kitchen/Admin	1,382	2,160	778
6220 · Equipment Purchases	1,809	1,350	(459)
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<b>Total Equipment</b>	<u>5,094</u>	<u>8,910</u>	<u>3,816</u>
<b>Food Costs</b>			
<b>Note 07</b> 6610 · Raw Food	56,256	70,853	14,597
<b>Note 06</b> 6611 · Raw Food - In-Kind	11,997	11,997	0
6620 · Food Supplies	14,515	14,400	(115)
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<b>Total Food Costs</b>	<u>82,768</u>	<u>97,250</u>	<u>14,482</u>
<b>Direct Expense</b>			
7010 · Postage & Delivery	1,019	1,100	81
7015 · Donation Letter Expenses	0	1,500	1,500
7120 · Telephone & Internet Access	3,233	4,725	1,492
7210 · Copying/Printing	140	332	192
7250 · Dues & Subscriptions	611	382	(229)
7310 · Office Supplies	1,230	1,800	570
7320 · Supplies	3,516	4,950	1,434
7750 · Advertising	141	450	309
7810 · Auto - Fuel	5,017	11,700	6,683
<b>Note 08</b> 7950 · Other	5,000	5,000	0
<b>Note 06</b> 7951 · Other - In-Kind (The Attic)	598	33,750	33,152
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<b>Total Direct Expense</b>	<u>20,505</u>	<u>65,689</u>	<u>45,184</u>
<b>Utilities</b>			
9040 · Propane	4,717	4,970	253
9040 · Electricity	1,350	1,350	0
9042 · Water & Sewer	1,350	1,350	0
9044 · Garbage	3,618	3,537	(81)
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<b>Total Utilities</b>	<u>11,035</u>	<u>11,207</u>	<u>172</u>
<b>Maintenance</b>			
9090 · Building Repairs and Maintenance	35,717	1,800	(33,917)
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<b>Total Maintenance</b>	<u>35,717</u>	<u>1,800</u>	<u>(33,917)</u>

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	<u>Actual</u>	<u>Budget</u>	<b>Favorable (Unfavorable) Variance</b>
<b>Overhead/Other</b>			
9110 · Bank Charges/Payroll Service/Credit Card Fees	991	720	(271)
9120 · Finance Charges/Penalties	37	0	(37)
9340 · Licenses/Permits/Filing Fees	2,408	875	(1,533)
9360 · Registration Renewal	171	200	29
9420 · Liability Insurance	8,154	8,154	0
9420 · Directors & Officers Insurance	1,498	1,498	0
9430 · Workers Comp Insurance	14,611	18,503	3,892
9440 · Auto Insurance	9,153	9,153	0
<b>Note 09</b> 9460 · Unemployment Insurance Program	2,250	2,250	0
	<u>39,273</u>	<u>41,353</u>	<u>2,080</u>
<b>Total Overhead</b>			
	<u>39,273</u>	<u>41,353</u>	<u>2,080</u>
<b>Total Expense</b>	<u>568,781</u>	<u>728,648</u>	<u>148,660</u>
<b>Net Operating Gain (Loss) before Depreciation</b>	138,321	<u>\$ 64,533</u>	<u>\$ 73,788</u>
9930 · Depreciation Expense	20,286		
<b>Net Operating Gain (Loss)</b>	<u>118,035</u>		
5935 · Unrealized Gain (Loss) - Royal Alliance	<u>73,828</u>		
<b>Net Income</b>	<u>\$ 191,863</u>		

**Notes**

**Note 01   5820 · Donations - Cash - Restricted**

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Adult Day Program	\$ 2,230	\$ 4,805	\$ (2,575)
Dining Room-Coffee	0	275	(275)
Garden Fence	23,971	0	23,971
Meals on Wheels	50	750	(700)
	<u>\$ 26,251</u>	<u>\$ 5,830</u>	<u>\$ 20,421</u>

**Note 02   5825 · Donations - Cash - Unrestricted**

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Donation Letter	\$ 0	\$ 16,850	\$ (16,850)
General Donations	26,267	6,300	19,967
Harvest Market Tokens	4,689	4,725	(36)
Fundraiser Meal Donations	0	3,000	(3,000)
	<u>\$ 30,956</u>	<u>\$ 30,875</u>	<u>\$ 81</u>

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**Notes - Continued**

**Note 03      5830 - Donations - In-kind**

	Actual	Budget	Variance
Volunteer Wages	\$ 25,689	117,900	\$ (92,211)
The Attic	598	33,750	(33,152)
Dining Room & MOW Food	11,997	11,997	0
	\$ 38,284	\$ 163,647	\$ (125,363)

**Note 04      5910 - Other**

In March 2021, RCS received a disbursement of \$6,804.81 from the Community Foundation's FEMA Covid-19 program and a \$500 reimbursement check from North Coast Opportunities.

**Note 05      6120 - Contract Labor**

	Actual	Budget	Variance
Day Program Music	0	1,155	1,155
Computer Consultant	1,900	2,250	350
Dining Room	240	0	(240)
	\$ 2,140	\$ 3,405	\$ 1,265

**Note 06      6015 - Volunteer Wages - In Kind**

**6611 - Raw Food - In Kind**

**7951 - Other - In Kind**

These expenses are offset by Donations - In-Kind.

**Note 07      6610 - Raw Food**

	Actual	Budget	Variance
Dining Room & Meals on Wheels	\$ 56,128	\$ 69,053	\$ 12,925
Fundraiser Meals	0	1,200	1,200
Admin/Volunteer Dinner	128	600	472
	\$ 56,256	\$ 70,853	\$ 14,597

**Note 08      7950 - Other**

The \$5,000 expenditure reflects the final billing for the 2020 Financial Audit. The cost was originally estimated at \$10,000.

**Note 09      9460 - Unemployment Insurance Program**

California State Unemployment Insurance claims are administered by 501(c) Agencies Trust. Redwood Coast Seniors qualifies for this program because it is a 501(c)(3) corporation. RCS does not pay State Unemployment Tax through payroll tax deductions but instead pays an estimated amount to 501(c) Agencies Trust. These deposits become part of a pool from other non-profit companies who also participate in this service. Instead of paying estimated amounts of Unemployment Insurance to the state, RCS only pays based on actual claims, which results in a cost savings.

RCS is required to maintain a reserve account based on prior years' state unemployment insurance claims. This reserve account is analyzed as of December 31 every year, and the quarterly amount RCS is required to pay is adjusted accordingly.