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|---------------|--|----------|------------------|----------|-----------------|-------------|---------------------------|--|
| 1 | | | | | pt. Revise | Dec. Revise | | |
| 2 | REVENUE: | | | | | | | |
| 3 | Foundations and Grants | | | | | | | |
| <u>4</u> 5 | Santa Ynez Valley Santa Barbara Core | \$ | 37,000 72,500 | \$ | 37,000 | \$ | 37,000 | |
| 6 | Santa Barbara Core Santa Barbara/SYV Min- Grant CAPIC | \$ \$ | 5,000 | \$ \$ | 72,500 5,000 | \$ \$ | 50,000 5,000 | |
| 7 | Santa Barbara -Valley Discretionary Grant | \$ | 5,000 | \$ | 5,000 | \$ | 5,000 | |
| 8 | Balin Trust | \$ | 5,000 | \$ | 5,000 | \$ | 5,000 | |
| 9 | Union Bank | \$ | 5,000 | \$ | 5,000 | \$ | 10,000 | |
| 10 | Wood Claeyssen's | \$ | 20,000 | \$ | 20,000 | \$ | 20,000 | |
| 11 | Latkin | \$ | 5,000 | \$ | 5,000 | \$ | 5,000 | |
| 12 | Jackson | \$ | 10,000 | \$ | 10,000 | \$ | 10,000 | |
| 13 | Towbes | \$ | 7,500 | \$ | 7,500 | \$ | 7,500 | |
| 14 | Hutton | \$ | 25,000 | \$ | 25,000 | \$ | 25,000 | |
| 15 | Cottage Health Systems-Adult Dental | | | | | | | |
| 16 17 | Cottage Health Systems-FSA Collab. | \$ | 5,400 | \$ | 5,400 | \$ | 5,400 | |
| 18 | Bank of Montecito Legacy Fund | \$ \$ | - | \$ | ····· | | | |
| 19 | Eagle Foundation | \$ | 30,000 | \$ | 30,000 | \$ | 25,000 | |
| 20 | Archstone Foundation | \$ | - | \$ | | φ | 20,000 | |
| 21 | Los Alamos Foundation | \$ | 6,000 | \$ | 6,000 | \$ | 6,000 | |
| 22 | Wheels 'N Windmills Auto Club | \$ | - | \$ | - | \$ | - | |
| 23 | Los Alamos Men's Club | \$ | 5,000 | \$ | 5,000 | \$ | 5,000 | |
| 24 | Chumash Foundation | \$ | 10,000 | \$ | 10,000 | \$ | 10,000 | |
| 25 | Sub Total: | \$ | 248,400 | \$ | 248,400 | \$ | 225,900 | |
| 26 | | | | | | | | |
| 27 | Government Agencies | | | | | | | |
| 28 | County of Santa Barbara HSC | \$ | 30,000 | \$ | 30,000 | \$ | 30,000 | |
| 29 30 | City of Solvang City of Buellton | \$ | 30,000 | \$ | 30,000 | \$ | 17,000 | |
| 31 | City of Buellton Census Contract | \$ \$ | 11,800 4,800 | \$ \$ | 11,800 4,800 | \$ \$ | 11,800 4,800 | |
| 32 | First 5 Children & Families-Fam Support | \$ | 58,000 | \$ | 58,000 | \$ | 58,000 | |
| 33 | First 5 Systems Change FFN | \$ | 30,000 | \$ | 30,000 | \$ | 30,000 | |
| 34 | Prop 63 SBC Behavioral Wellness | \$ | 51,000 | \$ | 52,000 | \$ | 52,000 | |
| 35 | Child Abuse PrevCALM Subcontract | \$ | 16,500 | \$ | 16,900 | \$ | 16,900 | |
| 36 | CDBG-Buellton | \$ | - | \$ | - | | | |
| 37 | CDBG-Solvang | \$ | - | \$ | - | | | |
| 38 | CDBG-SB County | \$ | 20,560 | \$ | 20,560 | \$ | 20,560 | |
| 39 | CDBG-Capital Improvements | \$ | | \$ | 150,700 | \$ | 150,700 | |
| 40 | SYVUHS Mentoring & Counseling Contract | \$ | 25,000 | \$ | 25,000 | \$ | 25,000 | |
| 41 | Buellton School Dist. Counseling Contract | \$ | 5,000 | \$ \$ | 5,000 | \$ | 5,000 | |
| 43 | Buellton S.D. Life Skills Solvang School Dist. Counseling Contract | \$ \$ | 4,000 | \$ \$ | 5,000 | \$ | - 5,000 | |
| 44 | Solvang S.D. Life Skills | \$ | 4,000 | \$ | 4,000 | \$ | 4,000 | |
| 45 | Los Olivos S.D. Life Skills | \$ | 2,000 | \$ | 2,000 | \$ | 2,000 | |
| 46 | SY Charter School | \$ | 17,000 | \$ | 17,000 | \$ | 17,000 | |
| 47 | HSC Mini Grant | \$ | 7,000 | \$ | 7,000 | \$ | 7,000 | |
| 48 | College S.D. MediCal Admin Activities | \$ | 20,500 | \$ | 20,500 | \$ | 20,500 | |
| 49 | College S.D. Life Skills | \$ | 2,000 | \$ | 2,000 | \$ | 2,000 | |
| 50 | S.B.C. Tobacco Prevention | \$ | 2,000 | \$ | 2,000 | \$ | 2,000 | |
| 51 | SBC Behavioral Wellness Drug Prev | \$ | 41,000 | \$ | 41,000 | \$ | 41,000 | |
| 52 | Drug free Communities | \$ | 125,000 | \$ | 125,000 | \$ | 125,000 | |
| 53 | S.B.C. Emergency Solutions Grant (ESG) | \$ | 14,500 | \$ | 14,500 | \$ | 14,500 | |
| 54 | SBCEO/SBC Pub Health Medical Grant | \$ | - 40.000 | \$ | - | \$ | - 40 000 | |
| 55 56 | Stop Act Grant | \$ | 12,000 | \$ | 12,000 | \$ | 12,000 | |
| 57 | CalFresh Grant CalSafe | \$ \$ | 150,269 | \$ | 150,269 | \$ | 150,269 | |
| 58 | Sub Total: | | 693,929 | \$ | 837,029 | \$ | 824,029 | |
| 59 | Gab Total. | · • | | <u> </u> | 007,029 | - | 0 <u>-</u> 4,0 <u>2</u> 3 | |
| 60 | United Way | | | | | | | |
| 61 | S.B. Community Focus | \$ | 1,500 | \$ | 1,500 | \$ | 1,600 | |
| 62 | Sub Total: | | | \$ | | \$ | 1,600 | |
| 63 | | | | | | Ĺ | | |
| 64 | | | | | | | | |
| 65 | | | | | | | | |



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|-----|---------------------------------|----|-----------|------|-----------|-----|-----------|
| 66 | | | Adopted | Sept | Revise | Dec | . Revise |
| 67 | | | | | | 1 | |
| 68 | Businesses | \$ | 3,500 | \$ | 3,500 | \$ | 3,500 |
| 70 | Service Clubs | | | | | 1 | |
| 71 | Solvang Rotary | | | | | | |
| 72 | Santa Ynez Valley Rotary | | | | | | |
| 73 | Los Olivos Rotary | \$ | 1,000 | \$ | 1,000 | \$ | 1,000 |
| 74 | Buellton Rotary | \$ | 500 | \$ | 500 | \$ | 500 |
| 75 | Sub Total: | \$ | 1,500 | \$ | 1,500 | \$ | 1,500 |
| 76 | Churches | | | | |] | |
| 77 | St. Marks | | | | | | |
| 78 | S Y Mission/St Vincent De Paul | | | 1 | | | |
| 79 | Bethania Lutheran | \$ | 700 | \$ | 700 | \$ | 700 |
| 80 | S.Y.V. Presbyterian | \$ | - | \$ | - | \$ | - |
| 81 | Other | \$ | - | \$ | - | \$ | - |
| 82 | Sub Total: | \$ | 700 | \$ | 700 | \$ | 700 |
| 83 | Individuals | \$ | 50,000 | \$ | 50,000 | \$ | 50,000 |
| 84 | PHP Fee For Service | | | | | | |
| 85 | Medical Transportation | | | | |] | |
| 86 | SBCEO MediCal Reenrollment Fees | \$ | 8,000 | \$ | 8,000 | \$ | 5,100 |
| 87 | SBCEO Outreach & Enrollment | | | \$ | 5,000 | \$ | 5,000 |
| 88 | MediCal/ACA Applications | \$ | 3,000 | \$ | - | \$ | - |
| 89 | Sub Total: | \$ | 11,000 | \$ | 13,000 | \$ | 10,100 |
| 90 | PHP Fund Raising | | | | | | |
| 91 | Empty Bowls-Brown Bag | \$ | 23,000 | \$ | 23,000 | \$ | 23,000 |
| 92 | Board Giving | \$ | 13,000 | \$ | 13,000 | \$ | 13,000 |
| 93 | Vehicle Donation Sales | \$ | 1,000 | \$ | 1,000 | \$ | 6,000 |
| 94 | Valley 100-WIGS | \$ | 28,500 | \$ | 28,500 | \$ | 28,500 |
| 95 | Vino de Sueños | \$ | 64,000 | \$ | 64,000 | \$ | 53,000 |
| 96 | Bike Trek | \$ | 18,600 | \$ | 18,600 | \$ | 18,600 |
| 97 | Polo Classic | \$ | 142,000 | \$ | 195,000 | \$ | 195,000 |
| 98 | Marriott Golf Tourney | \$ | 15,000 | \$ | 15,000 | \$ | 4,174 |
| 99 | Annual Report | \$ | 4,000 | \$ | 4,000 | \$ | 4,000 |
| 100 | Sub Total: | \$ | 309,100 | \$ | 362,100 | \$ | 345,274 |
| 101 | Thrift Store | \$ | 300,000 | \$ | 300,000 | \$ | 300,000 |
| 102 | Donated Medical/Dental Services | \$ | 50,000 | \$ | 50,000 | \$ | 50,000 |
| 103 | Donated Food | \$ | 348,000 | \$ | 348,000 | \$ | 348,000 |
| 104 | Donated Goods for Clients | \$ | 15,000 | \$ | 15,000 | \$ | 15,000 |
| 105 | Donated Professional Services | \$ | 28,000 | \$ | 28,000 | \$ | 28,000 |
| 106 | Donated Rents | \$ | 56,000 | \$ | 56,000 | \$ | 56,000 |
| 107 | Leases | \$ | 16,000 | \$ | 16,000 | \$ | 16,000 |
| 108 | PHP Room Rental | \$ | 300 | \$ | 300 | \$ | 300 |
| | Other | \$ | 1,500 | \$ | 1,500 | \$ | 1,500 |
| 110 | Misc Interest | \$ | 600 | \$ | 600 | \$ | 600 |
| 111 | TOTAL REVENUE: | \$ | 2,135,029 | \$ | 2,333,129 | \$ | 2,278,003 |



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|---------------|---|----------|------------------|----------|------------------|----------------|--------------------|
| 112 | EXPENSE: | | Adopted | Sep | t. Revise | De | c. Revise |
| 113 | Salary | \$ | 820,850 | \$ | 852,000 | \$ | 848,600 |
| 114 | Payroll Tax | \$ | 71,222 | \$ | 75,098 | \$ | 74,818 |
| 115 | Retirement | \$ | 19,686 | \$ | 20,796 | \$ | 21,966 |
| 116 | Health Insurance | \$ | 84,000 | \$ | 84,000 | \$ | 71,400 |
| 117 | Other Employee Benefits | \$ | 10,850 | \$ | 10,850 | \$ | 10,850 |
| 118 119 | Workers Compensation | \$ | 54,858 | \$ | 56,750 | \$ | 56,630 |
| - | Subtotal Personnel: Utilities Assistance | \$ \$ | 1,061,466 | \$ | 1,099,494 | \$ | 1,084,264 1,500 |
| 121 | Food Purchase | \$ | 12,000 | \$ | 12,000 | \$ | 12,000 |
| $\overline{}$ | Medical Assistance | \$ | 3.000 | \$ | 3,000 | \$ | 3,000 |
| $\overline{}$ | Adult Dental Fund | | | | | - | |
| 124 | Rental Assistance | \$ | 10,000 | \$ | 10,000 | \$ | 10,000 |
| 125 | Fulfill-A-Wish Assistance | \$ | 3,500 | \$ | 3,500 | \$ | 3,500 |
| 126 | Scholarships | \$ | 500 | \$ | 500 | \$ | 500 |
| 127 | Other Direct Assistance | \$ | 3,500 | \$ | 3,500 | \$ | 3,500 |
| 128 | Subtotal Direct Assistance: | \$ | 34,000 | \$ | 34,000 | \$ | 34,000 |
| | Donated Medical/Dental Services | \$ | 50,000 | \$ | 50,000 | \$ | 50,000 |
| | Donated Food | \$ | 348,000 | \$ | 348,000 | \$ | 348,000 |
| 131 | Donated Goods for Client | \$ | 15,000 | \$ | 15,000 | \$ | 15,000 |
| 132 | Donated Professional Services | \$ | 28,000 | \$ | 28,000 | \$ | 28,000 |
| 133 | Donationed Rents | \$ | 56,000 | \$ | 56,000 | \$ | 56,000 |
| 134 | Subtotal Donated Goods & Services: | \$ | 497,000 | \$ | 497,000 | \$ | 497,000 |
| 135 | Education Materials/Supportive Services | \$ | 1,000 | \$ | 1,000 | \$ | 1,000 |
| | Vehicle Expense | \$ | 6,500 | \$ | 6,500 | \$ | 6,500 |
| 137 138 | Consulting Contractors | \$ \$ | 8,000 112,900 | \$ \$ | 8,000 112,900 | \$ \$ | 8,000 112,900 |
| | Contractors Equipment Lease Inc. Copy Expense | \$ | 112,900 | \$ | 112,900 | \$ | 112,900 |
| | Equipment Purchase | \$ | 5,000 | \$ | 5,000 | \$ | 5,000 |
| | Accounting and Audit | \$ | 17,500 | \$ | 17,500 | \$ | 17,500 |
| 142 | Printing | \$ | 1,500 | \$ | 1,500 | \$ | 1,500 |
| - | Meeting Expenses | \$ | 2,600 | \$ | 2,600 | \$ | 2,600 |
| | Employee Recruitment | \$ | 500 | \$ | 500 | \$ | 500 |
| | Advertising & Promotion | \$ | 5,000 | \$ | 5,000 | \$ | 5,000 |
| 146 | Program Incentives | \$ | 1,500 | \$ | 1,500 | \$ | 1,500 |
| 147 | Prop, Liab, & D&O Insurance | \$ | 18,700 | \$ | 18,700 | \$ | 18,700 |
| | Office Supplies & Expense | \$ | 24,900 | \$ | 24,900 | \$ | 24,900 |
| 149 | Postage | \$ | 1,500 | \$ | 1,500 | \$ | 1,500 |
| 150 | Equipment Repairs & Maintenance | \$ | 1,000 | \$ | 1,000 | \$ | 1,000 |
| 151 | Education & Training | \$ | 4,600 | \$ | 4,600 | \$ | 4,600 |
| 152 | Travel | \$ | 500 | \$ | 500 | \$ | 500 |
| 153 | Thrift Store Move | \$ | 2,618 | \$ | 2,618 | \$ | 4,600 |
| - | Rent/Mortgage | \$ \$ | 64,000 | \$ \$ | 64,000 | \$ \$ | 58,000 |
| | Utilities Telephone | \$ | 14,000 11,500 | \$ | 14,000 11,500 | \$ | 14,000 12,700 |
| | Mileage Reimbursement/Transportation | \$ | 4,100 | \$ | 4,100 | \$ | 4,100 |
| | Dues, Licenses, & Subscriptions | \$ | 1,001 | \$ | 1,001 | \$ | 1,001 |
| - | Bank, Payroll,& Retirement Fees | \$ | 12,667 | \$ | 12,667 | \$ | 12,667 |
| | Building Improvements | \$ | 500 | \$ | 137,500 | \$ | 137,500 |
| | Property Tax | \$ | 500 | \$ | 500 | \$ | 500 |
| | Legal | \$ | | \$ | 8,000 | \$ | 8,000 |
| 163 | Building Maintenance | \$ | 8,000 | \$ | 8,000 | \$ | 8,000 |
| 168 | Subtotal General: | \$ | 352,088 | \$ | 489,088 | \$ | 486,270 |
| 169 | Fundraising | | | | | | |
| 170 | Bike Trek | \$ | 5,500 | | 5,500 | \$ | 5,500 |
| 171 | VDS | \$ | 9,000 | \$ | 9,000 | \$ | 9,528 |
| 172 | Empty Bowls | \$ | 4,500 | \$ | 4,500 | \$ | 4,900 |
| 173 174 | A-RU | | E 000 | • | F 000 | | E 000 |
| 175 | Annual Report Vintners' Weekend | \$ | 5,000 | \$ | 5,000 | \$ | 5,000 |
| 176 | Vehicles | \$ | 500 | \$ | 500 | \$ | 3,000 |
| 177 | Polo Classic | \$ | 80,000 | \$ | 118,000 | \$ | 118,000 |
| 178 | Subtotal Fundraising: | \$ | 104,500 | \$ | 142,500 | \$ | 145,928 |
| 179 | Interest Expense | \$ | - | \$ | -, | Ť | -,0 |
| 180 | TOTAL EXPENSE: | \$ | 2,049,054 | \$ | 2,262,082 | \$ | 2,247,462 |
| 181 | NET REVENUE (EXPENSE) | \$ | 85,976 | \$ | 71,047 | \$ | 30,541 |
| 182 | REVENUE AVAILABLE TO RESERVES: | | 85,976 | \$ | 71,047 | \$ | 30,541 |
| | Contribution to Operating Reserve | \$ | 64,482 | \$ | 53,285 | \$ | 22,906 |
| 184 | Contribution to Building R & R Reserve | \$ | 8,598 | \$ | 7,105 | \$ | 3,054 |
| 185 | Contribution to Equipment Reserve | \$ | 8,598 | \$ | 7,105 | \$ | 3,054 |
| 186 | Contribution to Change Capital Reserve | \$ | 4,299 | \$ | 3,552 | \$ | 1,527 |
| 187 | BALANCE: | \$ | <u> </u> | \$ | - | \$ | - |





Cell: F187 Comment: 1/19/17