

Santa Lucia Conservancy
Year End Forecast & 2019 Budget Forecast
V3 October 16, 2018

	Approved 2018 Budget	Forecast to y/end 2018	Proposed 2019 Budget	Notes
REVENUE				
Grants & Donations	9,600	\$ 18,000	35,000	a)
Federal Grants (EQIP Grant)	6,651	29,200	59,528	b)
State Grants	35,000	35,000	110,000	c)
Operational Endowment Transfer (4%)	1,161,004	1,161,004	1,203,600	
Preserve Monitoring Reimb.	7,500	7,500	7,500	d)
Compliance Income/Reimbursements	-	-	-	e)
Other Income (RC cottage rental)	4,600	13,839	16,200	f)
Interest Savings	200	150	150	
	\$ 1,224,555	\$ 1,264,693	\$ 1,431,978	
EXPENSES				
7000 – Grants and Contracts	\$ 190,903	\$ 190,740	\$ 256,522	
7011 - Education	50,000	50,000	52,000	1)
7012 - Compliance Monitoring	8,000	9,500	3,028	2)
7013 - Land Management	49,053	59,960	71,766	3)
7014 - Research	23,850	20,820	55,860	4)
7015 - Ecological Monitoring	58,000	48,960	58,868	5)
7016 - Grassland advisors/DR Partnership	500		15,000	6)
7020 - Grants to Other Orgs	1,500	1,500		7)
7100 – Supported Organization	\$ 26,688	\$ 26,688	\$ 27,355	
7110 – Management Fee	26,688	26,688	\$ 27,355	
7120 – Grants			-	
7200 – Salaries & Related Expenses	\$ 753,885	\$ 602,759	\$ 716,785	
7220 – Salaries & Wages - Other	528,100	445,834	533,000	8)
7235 – Administrative Expenses	3,600	3,829	3,600	
7230 – Pension Plan Contribution	31,686	16,696	31,686	9)
7245 – Medical, Dental, Vision & Life	108,280	64,696	66,280	10)
7250 – Payroll Taxes – Other	43,568	38,025	43,568	
7255 – Payroll Processing	2,700	2,673	2,700	
7260 – Workers Comp Expenses	35,951	31,005	35,951	
7500 – Other Professional Expenses	\$ 54,000	\$ 155,753	\$ 190,000	
7520 – Accounting	35,500	37,300	35,000	11)
7530 – Legal Fees	15,000	45,653	30,000	12)
7535 - Speakers	500	-		
7540 – Professional Fees - Other	3,000	72,800	125,000	13)
8100 – Program Expenses	\$ 82,354	\$ 118,246	\$ 104,902	
8105 – Grazing Supplies & Services	4,000	8,200	7,654	
8110 – Field & Lab Supplies	7,259	27,497	10,710	14)
8120 – Education Supplies	3,000	5,300	3,500	
8130 – Computer Software & Updates	10,500	7,094	8,705	
8135 – Computer Maintenance	4,000	11,736	7,500	
8140 – Licenses, Permits, Certifications	150	557	920	

8150 – Workshops & Professional Dev.	4,025	4,100	13,185	15)
8160 – Repairs & Maintenance	2,500	4,995	5,000	
8170 – Utilities – program related	7,800	6,889	7,000	
8180 – Books, Subscriptions	500	200	500	
8185 – Dues & Memberships	7,720	9,528	10,228	
8190 – Vehicle Expenses - Field	17,000	18,250	16,000	
8192 – Vehicle Lease	3,000	3,000	3,000	16)
8195 · Property tax/CSD Fees-Wildlands	10,900	10,900	11,000	17)
8200 – Occupancy Expenses	\$ 44,500	\$ 48,578	\$ 47,700	
8210 – Rent, Other Occupancy	31,200	31,200	31,200	18)
8220 – Utilities – Occupancy Related	7,800	7,944	9,000	
8230 – Property Taxes		0		
8240 – Building Maintenance	5,500	9,434	7,500	
8255 – Relocation Expense				
8300 – Travel & Meeting Expenses	\$ 19,925	\$ 25,600	\$ 35,015	
8310 – Travel – General	225	3,600	2,300	
8320 – Conferences, Meetings	3,500	5,000	4,965	
8340 – Business and Staff Meetings	2,500	2,500	3,000	
8351 – Board Mtg Exp	7,500	9,500	5,500	
8352 – Board & Advisor Travel	6,000	5,000	5,000	
8355 – Study Trip		0	14,250	
8350 – Board Meeting – Other	200	0		
8500 – Misc. Expenses – Other	\$ 51,550	\$ 73,781	\$ 53,199	
8505 – Employee Recruitment		2,200	500	
8510 – Bank Fees		100	100	
8520 – General Liability & Umbrella & D&O	29,500	25,000	26,000	19)
8522 – Auto & Commercial Property				
8525 – Interest Expense		100		
8530 – Office Supplies	2,500	2,792	3,000	
8540 – Postage and Shipping	750	750	750	
8560 – Printing & Publications	5,200	7,717	6,800	
8570 – Advertising & Public Relations (community outreach)	7,100	14,622	11,549	20)
8580 – Telephone & Teleconference	6,000	4,000	4,500	
8590 – Other Expenses	500	16,500		21)
8600 – Business Expenses	\$ 750	\$ 350	\$ 500	
8620 – Sales/Use Tax	750	350	500	
8650 – Taxes Other		0	0	
Total Ordinary Expenses	\$ 1,224,555	\$ 1,242,495	\$ 1,431,978	
Net Profit (Loss)	\$ -	\$ 22,199	\$ (0)	

NOTES

- Grants sought for WWW photo platform, interns,eDNA
- EQIP reimbursements offset against Land Management Expense

- c) Potential grant from CalFire 2019: if not received, equivalent expenses will not occur in 2019
- d) Negotiated SLP reimbursements of shared compliance monitoring costs
- e) Reimbursements for associated costs incurred for conservation easement compliance
- f) Cottage rental income

- 1) Contractors fees, materials costs, and \$2,500 to offset busing costs.
- 2) Includes DRB consultant (Amie McPhee) in 2018; no DRB costs projected in 2019
- 3) Weed and brush management, Natural Lands Manager budget, non-salary (mowing, spraying)
- 4) Trike work, CTS eDNA, grassland birds w/VWS, soil carbon sampling - 2019 increase = fire and forest modelling assoc. with potential fire grant
- 5) Monitoring in grasslands, Flows, Photopoints
- 6) Grazing team advisors
- 7) CSUMB internship grant (if donor funds rec'd)
- 8) Assumes 7 full-time employees + up to \$15k potential match for intern support
- 9) Assumes all employees at 6% retirement benefit match.
- 10) Projected reduction due to staff changes
- 11) Vanderbilt CPA \$22,000, Audit \$13,500
- 12) Significant risk of substantially higher legal costs are understood - if required, the Board-Directed fund would be used.
- 13) Angela Hains Communications Consulting
- 14) Exceptional costs in 2018 included firefighting equipment (\$5,000), new radios (\$9,000), safety equip, gear for new employees
- 15) New staff training, professional development, board engagement
- 16) Field vehicle lease @\$250 per month-3 year finance lease
- 17) Property taxes for 3 donated parcels & \$10,500 CSD assessment - Garrett lot 21
- 18) Rent at RSC office
- 19) Insurance Package, Umbrella, D&O, Auto
- 20) Outreach events, brochures
- 21) Event-related /unusual expenses in 2018