

**APPROVED**  
**Eden Health District**  
**Annual Budget**  
**Fiscal Year 2020**

**Financial Highlights**

The budget is prepared to meet the goal of improving financial health and expanding our services to the community through partnering with Davis Street, offering health education classes and community grants. In FY20 the District predicts a cash gain of \$1,428,105 which is \$411,976 more than the estimated gain in FY19. The gain is primarily attributable to a decrease in operating expenses of \$735,189 which was offset with a decrease in revenue of \$323,213. The primary expenses contributing to the reduction in operating expenses were election expense of \$655,938 and the elimination of SLMAB operating expenses of \$371,096. These decreases were offset with an increase of \$63,882 for Dublin, \$70,211 for the EMB, \$110,522 for Community Education and \$47,230 for the District Office. Of the decrease in revenue, SLMAB's revenue decreased \$635,288 and was offset with increased revenue for Dublin of \$141,033 and the EMB for \$65,526. SLMAB was sold in March 2019 and the sales proceeds were invested which increased interest income by \$106,074 in FY20.

Dublin's revenue increased \$141,033 in FY20. Of the increase, \$122,454 is annual rental increases from the existing tenants. In addition, Sutter took occupancy of John Muir's space on February 15, 2019 which contributed an additional \$48,267 to revenue. These increases were offset with a reduction in other tenant reimbursements in FY20 by \$29,688. Other tenant reimbursements were higher in FY19 due to the reconciliation of FY18 estimated CAM expense against the actual expense incurred. The reconciliation showed an additional amount due from the tenants who were billed in FY19. The EMB's revenue increased \$65,526 in FY20. Of the increase, \$28,035 was due to an additional 843 sq. ft. of space leased to CA Skin Care in October 2019. The remaining amount was due to annual rental increases from the existing tenants.

Expenses for Dublin increased \$63,882. Of the increase, \$58,703 is for repairs and maintenance. The primary increases were \$15K for re-stripping the parking lot, \$8K for the 5 year fire sprinkler testing, \$5.5K for window caulking, \$3K for lobby chairs, \$3K for updating the lobby directional sign, \$3K for roof repairs, \$3K for interior painting, \$3K for contingent elevator repairs and \$2.8K for increased janitorial services. Expenses for the EMB increased \$70,211. Of this increase, \$54,219 is for repairs and maintenance. Of the increase \$31,250 is for the rental of 25 parking spaces from Sutter Hospital. In addition, \$5,717 was budgeted for HVAC contingencies, \$4,800 for parking lot re-stripping, \$4,581 for general repairs, \$3,300 for maintenance personnel, and \$3,152 for irrigation repairs and pruning.

Community education expense increased \$110,522 for FY20. Of the increase \$66,667 is for the first of three grant payments for Mia's Dream Park in Hayward and \$30K is due to the carryover of the FY19 grant budget that was not awarded in FY19. Community Education is predicted to be \$7,134 higher in FY20 due to an increase in the internship program activity compared to FY19. The District Office expenses, not including election expense, increased \$47,230. Of this increase \$34K is for contingency consulting, \$11,646 is for increased public relations, and \$5,581 is increased investment fees resulting from a higher investment value. These increases were offset with a reduction of \$4,254 in legal fees and \$3,277 in utility expense.

As mentioned above, cash inflows are projected to be \$1,428,105 which is an increase of \$411,976 compared to FY19. Dublin will have a cash gain of \$2.118 million which is an increase of \$77,151. The Eden Medical Building will have a cash gain of \$449,119 which is a decrease of \$4,685. SLMAB will have a cash gain of \$0 which is a decrease of \$264,192. These cash gains will be offset with a cash consumption of \$666,667 for Community Education and \$678,627 of overhead expenses for the District office.

Approved capital improvements for Dublin Gateway, EMB and the District Office are included in the package and are line with the 10 year capital plan prepared in FY17.

EDEN HEALTH DISTRICT  
APPROVED

	BUDGET Q1'FY20	BUDGET Q2'FY20	BUDGET Q3'FY20	BUDGET Q4'FY20	FY2020 BUDGET Eden Health District	ESTIMATED FY2019 ACTUALS Eden Health District	FY19 Estimated Actual vs FY20 Budget Higher/(Lower)	
Rental income	\$ 753,404	\$ 765,654	\$ 767,752	\$ 772,675	\$ 3,059,485	\$ 3,531,876	\$ (472,391)	(A)
CAM Reimbursement	340,163	343,185	343,185	343,185	1,369,719	1,313,885	55,834	(A)
PAMF's Bldg 4050 Reimbursements	94,092	94,092	94,092	94,092	376,368	359,410	16,958	
Interest Income	51,946	51,946	51,946	51,946	207,784	101,710	106,074	(B)
Other Income/Tenant Reimbursements	25,500	25,500	25,500	25,500	102,000	131,688	(29,688)	
<b>Total Revenues</b>	<b>1,265,105</b>	<b>1,280,378</b>	<b>1,282,475</b>	<b>1,287,398</b>	<b>5,115,356</b>	<b>5,438,570</b>	<b>(323,213)</b>	
<b>Expenses</b>								
Salaries & Benefits	108,808	108,808	108,808	108,808	435,232	435,166	66	
Consulting	7,575	7,775	7,575	7,775	30,700	27,579	3,121	
Consulting Contingency	8,550	8,550	8,550	8,550	34,200	-	34,200	(C)
Legal Fees	11,000	11,000	11,000	11,000	44,000	40,444	3,556	
Audit/Tax Preparation Fees	5,500	5,500	5,500	5,500	22,000	22,000	(0)	
Public Relations	3,750	3,750	3,750	3,750	15,000	3,354	11,646	
Management Fees	69,868	70,338	71,442	71,442	283,090	308,922	(25,832)	
Community Education	10,500	10,500	10,500	10,500	42,000	34,866	7,134	(D)
Utilities (Gas, Electric & Water)	60,781	47,308	42,055	54,033	204,177	303,211	(99,034)	
Repairs & Maintenance	305,402	284,715	275,998	273,563	1,139,676	1,192,593	(52,917)	(E)
Investment Fees	6,593	6,593	6,593	6,593	26,372	20,791	5,581	(B)
Insurance	14,523	14,523	14,640	14,640	58,325	62,426	(4,101)	
Purchased Services	10,773	10,773	10,773	10,773	43,092	71,909	(28,817)	
Other Direct Expense	19,023	19,023	19,254	20,754	78,054	102,580	(24,526)	
Election Expense	-	-	-	-	-	655,938	(655,938)	(F)
Property Taxes	56,616	56,615	63,415	56,615	233,261	227,738	5,523	
Interest Expense	100,470	99,417	97,290	96,229	393,405	408,923	(15,518)	(G)
Sponsorships	5,000	6,500	17,000	9,500	38,000	34,000	4,000	
Davis Street Partnership	62,500	62,500	62,500	62,500	250,000	250,000	0	
Grants to service providers	79,167	79,167	79,167	79,167	316,667	220,000	96,667	(H)
Amortization	36,840	36,840	36,840	36,841	147,361	169,147	(21,786)	(I)
Depreciation	449,736	449,686	448,935	448,935	1,797,292	2,128,025	(330,733)	(I)
<b>Total Expenses</b>	<b>1,432,974</b>	<b>1,399,880</b>	<b>1,401,584</b>	<b>1,397,467</b>	<b>5,631,904</b>	<b>6,719,612</b>	<b>(1,087,708)</b>	
<b>Net Profit/(Loss)</b>	<b>(\$167,868)</b>	<b>(\$119,502)</b>	<b>(\$119,109)</b>	<b>(\$110,069)</b>	<b>(\$516,548)</b>	<b>(\$1,281,043)</b>	<b>\$764,495</b>	
<b>Cash Basis Gain/(Loss)</b>	<b>\$318,708</b>	<b>\$367,024</b>	<b>\$366,666</b>	<b>\$375,707</b>	<b>\$1,428,105</b>	<b>1,016,129</b>	<b>\$411,976</b>	

- A) Revenue is lower in FY20 primarily due to the sale of the SLMAB where revenue in FY19 was \$635,288. The reduction was offset with increased revenue for Dublin of \$130,021 and the EMB by \$32,877. See individual building budget for details.
- B) Variance due to higher investment value than FY19.
- C) Variance due to the inclusion of consulting contingency expense for FY20.
- D) Community education expense was lower in FY19 due to the delay in the internship program.
- E) Repairs & maintenance increased \$56,534 for Dublin Gateway, \$54,219 for EMB which was offset with a decrease of \$166,097 for SLMAB. See individual building budget for details.
- F) Variance due to election of new Directors in FY19.
- G) Decrease in expense is due to higher loan principal payments in FY20.
- H) Grant expense for FY20 includes a \$66K grant for Mia's Dream coupled with a carryover of \$30K of grant expense not awarded in FY19.
- I) Variance due to fully depreciated building improvements and fully amortized lease commissions.

DUBLIN GATEWAY  
APPROVED

	BUDGET Q1'FY20	BUDGET Q2'FY20	BUDGET Q3'FY20	BUDGET Q4'FY20	FY2020 BUDGET  Dublin Gateway	ESTIMATED FY2019 ACTUALS  Dublin Gateway	FY19 Estimated Actual vs FY20 Budget Higher/(Lower)
<b>Revenues</b>							
Rental	\$615,696	\$619,208	\$621,306	\$626,229	\$2,482,440	\$2,352,419	\$130,021 (A)
CAM Reimbursement	289,212	289,212	289,212	289,212	1,156,848	1,133,106	23,742 (A)
PAMF's Bldg 4050 Reimbursements	94,092	94,092	94,092	94,092	376,368	359,410	16,958
Other Income/Tenant Reimbursements	25,500	25,500	25,500	25,500	102,000	131,688	(29,688) (B)
Interest Income	0	0	0	0	0	0	0
<b>Total Revenues</b>	<b>\$1,024,500</b>	<b>\$1,028,012</b>	<b>\$1,030,110</b>	<b>\$1,035,033</b>	<b>\$4,117,656</b>	<b>\$3,976,623</b>	<b>\$141,033</b>
<b>Expenses</b>							
Legal Fees	1,125	1,125	1,125	1,125	4,500	1,190	3,310
Management Fees (Incl Personnel)	62,322	62,322	63,426	63,426	251,496	248,226	3,270
Utilities	40,393	28,180	25,707	36,810	131,090	127,069	4,021
Repairs & Maintenance	252,619	236,401	225,966	227,791	942,775	884,072	58,703 (C)
Insurance	4,695	4,695	4,695	4,695	18,780	18,745	35
Other Direct Cost	5,788	5,788	5,788	7,288	24,652	20,114	4,538 (D)
Property Taxes	56,616	56,615	63,415	56,615	233,261	227,738	5,523
Interest Expense	100,470	99,417	97,290	96,229	393,405	408,923	(15,518) (E)
Amortization	32,082	32,082	32,082	32,083	128,329	132,590	(4,261)
Depreciation	319,374	319,324	318,573	318,573	1,275,844	1,319,678	(43,834) (F)
<b>Total Expenses</b>	<b>875,483</b>	<b>845,948</b>	<b>838,066</b>	<b>844,634</b>	<b>3,404,132</b>	<b>3,388,345</b>	<b>15,787</b>
<b>Net Profit/(Loss)</b>	<b>\$149,017</b>	<b>\$182,064</b>	<b>\$192,044</b>	<b>\$190,399</b>	<b>713,524</b>	<b>588,278</b>	<b>(34,290)</b>
<b>Cash Basis Gain/(Loss)</b>	<b>\$500,473</b>	<b>\$533,470</b>	<b>\$542,699</b>	<b>\$541,055</b>	<b>\$2,117,697</b>	<b>\$2,040,546</b>	<b>\$77,151</b>

- A) Variance is primarily due to annual increases in existing tenants leases. In addition Sutter Health took over John Muirs suite on February 15, 2019. As a result rent will increase \$48,267 in FY20.
- B) Variance due to CAM true up calculated in FY18 and recorded in FY19.
- C) Increased expense due to \$15K for parking lot re-stripping and seal, \$8K for 5 year fire sprinkler testing, \$5.5K for window caulking, \$3K for lobby chairs, \$3K for update to lobby directional sign, \$3K for roof repairs, \$3K for interior painting, \$2.8K for increased janitorial service and \$3K for contingent elevator repairs.
- D) Increase due to additional garbage service.
- E) Decrease in expense is due to higher loan principal payments in FY20.
- F) Variance due to the retirement of fully depreciated tenant improvements.

Budget FY2020  
Trended Income Statement

EDEN MEDICAL BUILDING  
APPROVED

	BUDGET Q1'FY20	BUDGET Q2'FY20	BUDGET Q3'FY20	BUDGET Q4'FY20	FY2020 BUDGET Eden Medical Bldg	ESTIMATED FY2019 ACTUALS Eden Medical Bldg	FY19 Estimated Actual to FY20 Budget Higher/(Lower)
<b>Revenues</b>							
Rental	\$137,708	\$146,446	\$146,446	\$146,446	\$577,046	\$544,169	\$32,877 (A)
CAM Reimbursement	50,951	53,973	53,973	53,973	212,871	180,779	32,092 (A)
Interest Income	300	300	300	300	1,200	642	558
<b>Total Revenues</b>	<u>\$188,959</u>	<u>\$200,719</u>	<u>\$200,719</u>	<u>\$200,719</u>	<u>\$791,117</u>	<u>\$725,590</u>	<u>\$65,526</u>
Management Fees	7,546	8,016	8,016	8,016	31,594	29,474	2,120
Utilities	20,388	19,128	16,348	17,223	73,087	69,749	3,338
Legal Fees	1,125	1,125	1,125	1,125	4,500	0	4,500
Repairs & Maintenance	51,520	47,051	48,769	44,509	191,849	137,630	54,219 (B)
Insurance	1,788	1,788	1,905	1,905	7,386	6,084	1,302
Other Direct Cost	8,280	8,280	8,511	8,511	33,582	28,850	4,732 (C)
Amortization	4,758	4,758	4,758	4,758	19,032	18,926	106
Depreciation	130,362	130,362	130,362	130,362	521,448	528,879	(7,431) (D)
<b>Total Expenses</b>	<u>\$225,767</u>	<u>\$220,508</u>	<u>\$219,794</u>	<u>\$216,409</u>	<u>\$882,478</u>	<u>\$819,592</u>	<u>\$62,886</u>
<b>Net Profit/(Loss)</b>	<u>(\$36,808)</u>	<u>(\$19,789)</u>	<u>(\$19,075)</u>	<u>(\$15,690)</u>	<u>(\$91,361)</u>	<u>(\$94,002)</u>	<u>\$2,640</u>
<b>Cash Gain/(Loss)</b>	<u>\$98,312</u>	<u>\$115,331</u>	<u>\$116,045</u>	<u>\$119,430</u>	<u>\$449,119</u>	<u>\$453,803</u>	<u>(\$4,685)</u>

- A) Variance due to an additional 843 sq.ft. of space to be occupied by CA Skin Care in October 2019. The remaining increase is due to annual increases in existing tenants rent.
- B) Increase primarily due to the rental of 25 parking spaces for \$31,250 from Sutter Hospital. In addition, HVAC contingency expense increased \$5,717, parking lot repairs increased \$4,800 (re-stripping), general repairs increased \$4,581, maintenance personnel increased \$3,300, and irrigation and pruning expense increased \$3,152.
- C) Variance due to an increase in garbage expense for larger bin sizes.
- D) Decrease due to the retirement of fully depreciated building and tenant improvements.

Budget FY2020  
Trended Income Statement

COMMUNITY SERVICES  
APPROVED

	BUDGET Q1'FY20	BUDGET Q2'FY20	BUDGET Q3'FY20	BUDGET Q4'FY20	FY2020 BUDGET  Community Services	ESTIMATED FY2019 ACTUALS  Community Services	FY19 Estimated Actual to FY20 Budget Higher/(Lower)
<b>Revenue</b>							
Other Income	0	0	0	0	0	0	0
Total Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0
<b>Expenses</b>							
Consulting	5,000	5,000	5,000	5,000	20,000	17,279	2,721
Community Education	10,500	10,500	10,500	10,500	42,000	34,866	7,134 (A)
Sponsorships	5,000	6,500	17,000	9,500	38,000	34,000	4,000
Davis Street Partnership	62,500	62,500	62,500	62,500	250,000	250,000	0
Grants to service providers	79,167	79,167	79,167	79,167	316,667	220,000	96,667 (B)
<b>Total Expenses</b>	162,167	163,667	174,167	166,667	666,667	556,145	110,522
<b>Net Profit/(Loss)</b>	<u>(\$162,167)</u>	<u>(\$163,667)</u>	<u>(\$174,167)</u>	<u>(\$166,667)</u>	<u>(\$666,667)</u>	<u>(\$556,145)</u>	<u>(\$110,522)</u>
<b>Cash Basis Gain/(Loss)</b>	<u>(\$162,167)</u>	<u>(\$163,667)</u>	<u>(\$174,167)</u>	<u>(\$166,667)</u>	<u>(\$666,667)</u>	<u>(\$556,145)</u>	<u>(\$110,522)</u>

A) Community education expense was lower in FY18 due to the delay in the internship program.

B) Grant expense for FY20 includes a \$66K grant for Mia's Dream coupled with a carryover of \$30K of grant expense not awarded in FY19.

Budget FY2020  
Trended Income Statement

SAN LEANDRO MEDICAL ARTS BLDG  
APPROVED

	BUDGET Q1'FY20	BUDGET Q2'FY20	BUDGET Q3'FY20	BUDGET Q4'FY20	FY2020 BUDGET SLMAB	ESTIMATED FY2019 ACTUALS SLMAB	FY19 Estimated Actual vs FY20 Budget Higher/(Lower)
<b>Revenues</b>							
Interest Income	0	0	0	0	0		
Rental Income	\$0	\$0	\$0	\$0	\$0	\$635,288	(\$635,288)
<b>Total Revenues</b>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$635,288</u>	<u>(\$635,288)</u>
<b>Expenses</b>							
Management Fees	0	0	0	0	0	31,222	(31,222)
Utilities	0	0	0	0	0	103,116	(103,116)
Repairs & Maintenance	0	0	0	0	0	166,097	(166,097)
Insurance	0	0	0	0	0	7,537	(7,537)
Purchased Services	0	0	0	0	0	29,103	(29,103)
Other Direct Cost	0	0	0	0	0	34,021	(34,021)
Amortization	0	0	0	0	0	17,631	(17,631)
Depreciation	0	0	0	0	0	279,468	(279,468)
<b>Total Expenses</b>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$668,195</u>	<u>(\$668,195)</u>
<b>Net Profit/(Loss)</b>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>(\$32,907)</u>	<u>\$32,907</u>
<b>Cash Basis Gain/(Loss)</b>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$264,192</u>	<u>(\$264,192)</u>

Budget FY2020  
Trended Income Statement

DISTRICT OFFICE  
APPROVED

	BUDGET Q1'FY20	BUDGET Q2'FY20	BUDGET Q3'FY20	BUDGET Q4'FY20	FY2020 BUDGET District Office	ESTIMATED FY2019 ACTUALS District Office	FY19 Estimated Actual to FY20 Budget Higher/(Lower)
<b>Revenue</b>							
Interest Income	\$51,646	\$51,646	\$51,646	\$51,646	\$206,584	\$101,068	\$105,516 (A)
<b>Total Revenue</b>	\$51,646	\$51,646	\$51,646	\$51,646	\$206,584	\$101,068	\$105,516
<b>Expenses</b>							
Salaries & Benefits	108,808	108,808	108,808	108,808	435,232	435,166	66
Consulting	2,575	2,775	2,575	2,775	10,700	10,300	400
Consulting Contingency	8,550	8,550	8,550	8,550	34,200	0	34,200 (B)
Legal Fees	8,750	8,750	8,750	8,750	35,000	39,254	(4,254)
Audit Fees	5,500	5,500	5,500	5,500	22,000	22,000	(0)
Public Relations	3,750	3,750	3,750	3,750	15,000	3,354	11,646 (C)
Utilities	0	0	0	0	0	3,277	(3,277) (D)
Repairs & Maintenance	1,263	1,263	1,263	1,263	5,052	4,794	258
Investment Fees	6,593	6,593	6,593	6,593	26,372	20,791	5,581 (A)
Directors and Officers Insurance	8,040	8,040	8,040	8,040	32,159	30,060	2,099
Purchased Services	10,773	10,773	10,773	10,773	43,092	42,806	286
Other Direct Cost	4,955	4,955	4,955	4,955	19,820	19,595	225
Election Expense	0	0	0	0	0	655,938	(655,938) (E)
<b>Total Expenses</b>	169,557	169,757	169,557	169,757	678,627	1,287,335	(608,708)
<b>Net Overhead to be Allocated to MOB's</b>	<u>(\$117,911)</u>	<u>(\$118,111)</u>	<u>(\$117,911)</u>	<u>(\$118,111)</u>	<u>(\$472,043)</u>	<u>(\$1,186,267)</u>	<u>714,224</u>

- A) Variance due to a higher investment balance in FY20 compared to FY19.
- B) Variance due to the inclusion of consulting contingency expense for FY20.
- C) Variance due to an estimated increase in public relations expense for FY20.
- D) Variance due to the elimination of utility expense which was shared with the City of San Leandro and the SLMAB.
- E) Variance due to the election of new Directors in FY19.

Eden Health District  
Capital Expenditure Request  
Fiscal Year 2020 Budget

**Dublin Gateway**

Parking Lot Asphalt Replacement	\$ 75,000
HVAC Compressor (2) Replacement	22,180
Carpet Replacement (Bldg 4000 common areas)	14,500
HVAC Fans & Motor Replacement	12,000
Roof Safety Measures	7,878
<b>Total Capital Requested</b>	<b><u><u>\$ 131,558</u></u></b>

**District Office**

Computer Server	\$ 15,279
Dell Workstations (3)	5,385
<b>Total Capital Requested</b>	<b><u><u>\$ 20,664</u></u></b>

The EMB has no capital request for fiscal year 2020.