

**WACD Financial Report Comments**  
**June 30, 2023**

**Statement of Financial Position - ASSETS**

- Net Assets: Net Income for June was \$248,362.42

Executive Net Income (as of 06/30/23)	\$ -125,777.06
Unrealized Gains (Edward Jones)	\$ 95,764.22
PMC Net Income (as of 06/30/23)	\$ 278,375.26
Net Income	\$ 248,263.42

Current Assets - PMC: PMC assets (checking and savings) at Banner Bank are \$214,543.71 and PMC Savings Account at Edward Jones is \$404,584.61. In order to stay within the FDIC insured limit, 3 certificates of deposits were purchased for \$100,000.00 each. The certificate of deposits will mature at 3-month, 6 month and 9 months. This will allow the Plant Material Center to have funds to cover expenses during the non-harvest season.

To help the Executive Operation cover expenses for May and June, the IRS deposit (\$54,860.91, which was held at Edward Jones) was transferred into the Executive checking account. It was determined by our accountant that we no longer needed to allocate the funds for the IRS.

- Current Assets - Executive: Executive assets (checking and savings) at Wells Fargo Bank are \$31,754.78.
- Aged Receivables for PMC: \$7,171.34

0 - 30 Days	\$ 191.75	2024 Deposits	\$ 0.00
30 – 60 Days	\$ 4,044.94	2023 Orders Shipped	<u>\$ 7,171.34</u>
61 – 90 Days	\$ 2,934.65		\$ 7,171.33
Over 90 Days	\$		

- Long Term Investments: As of June 31<sup>st</sup>, the value of the Long-Term Investments was \$1,381,345.20 (a decrease of \$19,456.42 from April)

**Executive Operations Profit and Loss**

- Revenue is at 110.20% and expenses are at 119.45% for the Fiscal Year 2023-23. Executive Operations had a YTD net loss of **-\$125,777.06**.
- Bad Debt Expense – North Yakima, Cowlitz and Wahkiakum Conservation District did not pay their dues. The budget assumed that only one district would not pay their dues.
- Insurance Expense – The price for D&O insurance increased.

- Bank /Credit Card Charges exceed the original budget due to more districts paying dues and annual meeting registration with credit cards.
- Travels exceeded the original budget due to the Executive Board authorizing Hummnbird Consulting, LLC to speak at WADE.
- Automobile Insurance – This amount exceeded the budget due to the time of the invoice received and date due.
- Wages – The accountant wanted to see the executive salary separated from staff wages.
- Payroll Tax (SUTA) - State Unemployment in 2022, was \$62,500 (tax base) @ .0075. In 2023, the rate went to \$67,600 @ 1.06.
- Simple IRA – The amount if over due to the payment to Edward Jones for the June 30, 2022, which was withdrawn from our account on July 1, 2022 (new fiscal year). This number also includes the withdrawal on June 30, 2023.
- Consulting Services – The total exceeded the approved budgeted amount because of an invoice received from Monaghan Consulting which was budgeted in the FY21-22 budget. At the time the budget was prepared, we did not have signed contracts with Cieba Consulting, who’s rate did increase.

<b>Consulting Services</b>	
Monaghan Consulting	\$ 3,125.00
Cieba Consulting	\$ 19,846.65
TOTAL	\$ 22,791.65

<b>2022 Annual Meeting Summary</b>			
	Budgeted	Actual	Difference
Revenue	\$ 25,000.00	\$ 48,732.90	+ \$ 23,732.90
Expenses	\$ 25,000.00	\$ 58,706.59	- \$ 33,706.59
Net Income		-\$ 9,973.69	

**Executive Operations Income Statement Comparison Summary**

	Current Fiscal Year (7/22 – 06/23)	Prior Fiscal Year (7/21 – 06/22)
Revenues	\$ 380,216.02	\$ 333,282.19
Expenses	\$ -505,993.08	\$ -392,801.93
<b>Net Loss</b>	<b>\$ -127,777.06</b>	<b>\$ -59,519.74</b>

## Plant Materials Center Profit and Loss

- Revenue is at 123.87% and expenses are at 104.90% for the Fiscal Year 2023-23. The Plant Materials Center had a net income of \$248,362.42 (this number does not include the unrealized gains from Edward Jones).
- Education and Registration were over budget due to staff attending additional conferences - Jim attended the Western Forest and Conservation Nursery Association Meeting in Montana which was not included in the original budget.
- Insurance Expense – Adding the new truck on our insurance policy.
- Technology – At the June Board of Director’s meeting, the board authorized the PMC to purchase additional software (update to \$2,000) drone imagery and data storage software.
- Packaging Supplies are slightly over budget due to the increase in product and shipping costs. At the June Board of Director’s meeting, the board authorized the PMC to purchase additional seedling bags (\$20,000), shipping boxes (\$3,000) and additional plastic bags (\$8,000).
- Travel – Staff attended several conferences which caused the travel budget to exceed the original budget.
- Repair and Maintenance Equipment - At the June Board of Director’s meeting, the board authorized the PMC to purchase Irrigation Nozzles for \$4,800.00. The irrigation pumps also needed to be serviced.
- Chemicals exceeded the estimated budget due to increased costs in fumigation and other chemicals and discarding of the fumigation plastic.
- Seeds and transplant quantity and prices have increased. At the June Board of Director’s meeting, the board authorized the PMC to pay \$13,200 towards the purchase of seeds.
- Federal Income Tax – This total includes a payment of \$35,905 for the completion of the 2022 990-T. Our accountant had us make an estimated tax payment of \$26,000 toward our 2023 990-T taxes.
- Payroll Tax – FICA/Medicare – payroll tax increased in January 2023.
- Payroll Tax (SUTA) - State Unemployment in 2022, was \$62,500 (tax base) @ .0075. In 2023, the rate went to \$67,600 @ 1.06.

**Plant Materials Center Sales Income Statement Comparison Summary**

	Current Fiscal Year (7/22 – 06/23)	Prior Fiscal Year (7/21 – 06/22)
Revenues	\$ 1,816,149.95	\$ 1,636,683.83
Expenses	\$ -1,537,774.69	\$ -1,337,236.83
<b>Net Income</b>	<b>\$ 278,375.26</b>	<b>\$ 299,447.00</b>
Unrealized Gains (Edward Jones)	\$ 95,764.22	\$ -169,476.64

*\*Total does not include Unrealized Gains or Losses from Edward Jones*

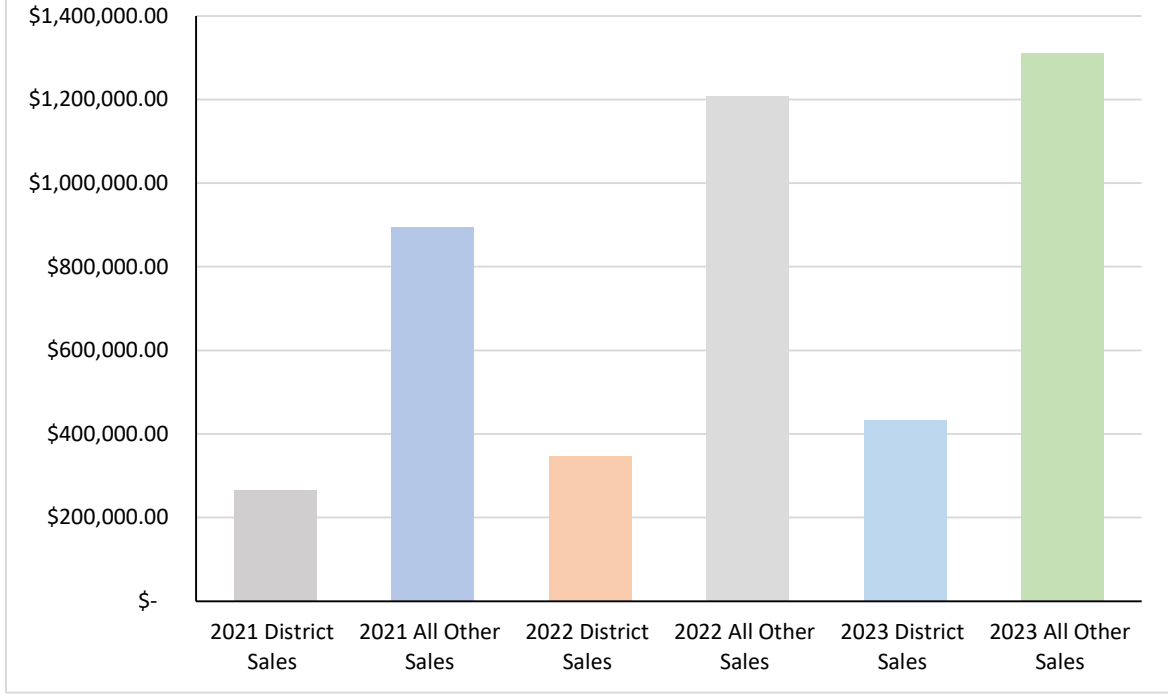
**FY22-23 Plant Sales**

Yearly Comparison	Budget	Total	Excess over Budget	% Of Budget	Number of Orders
June 2023	\$1,411,300.00	\$1,744,071.01	\$322,717.01	124%	460
June 2022	\$1,200,000.00	\$1,558,829.53	\$358,829.53	129%	559
June 2021	\$1,100,900.00	\$1,160,682.28	\$ 59,782.28	105%	559

June 2023	Total	# Of Orders	% Of Sales
District	\$ 432,160.08	77	25%
Non-District Sales	\$ 1,311,856.93	383	75%

June 2022	Total	# Of Orders	% Of Sales
District	\$ 354,593.15	47	23%
Non-District Sales	\$ 1,204,236.68	512	77%

### PMC Sales Comparison 2021 - 2023



Washington Association of Conservation Districts  
Statement of Financial Position  
June 30, 2023

ASSETS

Current Assets - PMC

PMC Checking (Banner Bank)	\$	164,710.02
PMC Savings (Banner Bank)		49,833.69
PMC CD's (Edward Jones)		300,980.18
PMC Savings (Edward Jones)		404,584.61
		920,108.50

Total PMC Current Assets 920,108.50

Current Assets - EXEC

WACD Checking (Wells Fargo)		10,384.02
WACD Savings (Wells Fargo)		21,370.76
		31,754.78

Total EXEC Current Assets 31,754.78

Other Current Assets - PMC

Federal Income Tax Withholding		3,436.89
Inventory Value (June 30th)		204,467.14
		207,904.03

Total Other Current Assets 207,904.03

Aged Receivables - PMC

PMC Accounts Receivable		7,171.34
		7,171.34

Total PMC Aged Receivable 7,171.34

Prepaid Expenses - PMC

PMC Deposits on Seeds/Plants		43,983.00
		43,983.00

Total PMC Prepaid Income Tax 43,983.00

Accounts Receivables - EXEC

WACD Accounts Receivable		3,212.50
		3,212.50

Total EXEC Accounts Receivable 3,212.50

Prepaid Expenses - EXEC

Total EXEC Prepaid Expense		0.00
		0.00

Total Current Assets 1,214,134.15

Property and Equipment - PMC

Machinery (PMC)		407,618.94
Automobiles (PMC)		46,251.79
Computer Equipment (PMC)		4,438.95
Pole Building (PMC)		14,794.65
Lease Improvements (PMC)		40,100.12
Accum. Depreciation		(406,213.70)
		106,990.75

Total Property and Equipment - PMC 106,990.75

Property and Equipment - EXEC

Automobiles (EXEC)		70,513.07
Accum. Depreciation - Auto		(22,466.30)
		48,046.77

Total Property and Equipment - EXEC 48,046.77

Total Property and Equipment 155,037.52

Long Term Investments - PMC

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June 30, 2023

Long Term Invt (Edward Jones)	1,419,619.94	
Total Long Term Investments		1,419,619.94
Total Assets	\$	2,788,791.61

LIABILITIES AND NET ASSETS

<u>Current Liabilities - PMC</u>		
Accounts Payable (PMC)	\$ 10,035.42	
Accrued Vacation (PMC)	31,579.16	
Customer Deposit (Plants) 2024	31,153.38	
990 T FIT Payable	35,905.00	
Federal Taxes (941 - Office)	3,243.62	
Federal Taxes (943 - Nursery)	2,304.38	
SUTA Taxes (State)	1,855.10	
L&I Taxes	2,843.30	
WA Paid Family Leave	1,018.70	
Total PMC Current Liabilities		119,938.06
<u>Current Liabilities - EXEC</u>		
Accrued Vacation (EXEC)	25,907.42	
Total WACD Current Liabilities		25,907.42
Total Current Liabilities		145,845.48
<u>Net Assets</u>		
<u>Unrestricted Net Assets</u>		
Unrestricted Net Assets	1,234,303.46	
Net Income*	248,362.42	
Total Unrestricted Net Assets		1,482,665.88
<u>Restricted Net Assets - EXEC</u>		
Leadership Development Funds	2,019.10	
Total WACD Restricted Net Assets		2,019.10
<u>Restricted Net Assets - PMC</u>		
Operations Reserve Account	447,921.00	
Executive Reserve Account	99,221.00	
Capital Reserve Account	450,974.85	
<u>Prior Year Inventory Adjustment - PMC</u>		
Prior Year Inventory	160,144.30	
Total PMC Restricted Net Assets		1,158,261.15
Total Liabilities & Net Assets	\$	2,788,791.61

\*Net Income is the difference between the revenue and expenses  
(YEAR TO DATE ACTUALS) as shown on the Income Statement  
compared with Budget for Executive Operations and the Plant Materials Center

Exeuctive Operations  
Profit and Loss  
June 30, 2023

	Actuals for June 30, 2023	Year to Date Actual	Fiscal Year Budget	% of Budget
<u>Revenues</u>				
WACD - Annual Meeting	\$ 0.00	\$ 48,732.90	\$ 25,000.00	194.93
WACD - District Dues	0.00	157,800.05	157,000.00	100.51
WACD - Interest Income	2.63	31.57	12.00	263.08
WACD - Transfer Reserve Acct.	0.00	23,000.00	23,000.00	100.00
WACD - Other Income	0.00	1,586.85	0.00	0.00
WACD - Executive Operations	0.00	75,000.00	75,000.00	100.00
WACD - WSCC Contract	5,825.00	74,064.65	65,000.00	113.95
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Total Revenues	5,827.63	380,216.02	345,012.00	110.20
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<u>Expenses</u>				
Bad Debt Expense	0.00	10,466.67	3,888.89	269.14
Communications	43.44	2,473.23	5,000.00	49.46
Education & Registrations	0.00	1,900.96	2,000.00	95.05
Insurance Expense	9.66	3,305.80	3,000.00	110.19
IT Support & Technology	153.00	4,601.32	6,000.00	76.69
Memberships	0.00	3,001.00	3,001.00	100.00
Office Supplies	0.00	295.84	600.00	49.31
Bank / Credit Card Charges	24.00	1,258.99	550.00	228.91
Postage	0.00	60.00	150.00	40.00
Training and Development	0.00	5,000.00	5,000.00	100.00
Travel, Meals & Meetings	5,084.46	45,767.34	43,500.00	105.21
Office Rent	1,075.00	12,900.00	12,900.00	100.00
Automobile Expense	0.00	56.06	2,500.00	2.24
Automobile Insurance	519.18	937.82	500.00	187.56
Employee Medical Benefits	3,156.18	37,307.76	39,000.00	95.66
Wages (Staff)	9,519.50	82,707.88	82,656.68	100.06
Wages (Executive Director)	10,240.36	122,884.32	122,884.32	100.00
Payroll Tax - FICA/Med.	1,511.63	15,727.86	16,800.00	93.62
Payroll Tax - FUTA	0.00	94.51	95.00	99.48
Payroll Tax - L&I	76.29	617.39	696.00	88.71
Payroll Tax - SUTA	177.30	1,267.32	816.00	155.31
Simple IRA (Retirement)	982.12	6,547.07	6,250.00	104.75
Printing	0.00	0.00	800.00	0.00
Lobbying Services	3,333.33	19,999.98	20,000.00	100.00
Consulting Services	0.00	22,791.65	20,000.00	113.96
Sponsorships	0.00	5,000.00	0.00	0.00
Annual Meeting Expenses	0.00	58,706.59	25,000.00	234.83
Wages - Accrued Vacation	851.48	4,334.72	0.00	0.00
Depreciation Expense	0.00	35,981.00	0.00	0.00
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Total Expenses	36,756.93	505,993.08	423,587.89	119.45
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Net Income	\$ (30,929.30)	\$ (125,777.06)	\$ (78,575.89)	
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Executive Operations  
Income Statement  
For the Twelve Months Ending June 30, 2023

	Monthly Total June 2023	Monthly Total June 2022	Current FY 7/1/22 - 06/30/23	Previous FY 7/1/21 - 06/30/22
<u>Revenues</u>				
WACD - Annual Meeting	\$ 0.00	\$ 0.00	\$ 48,732.90	\$ 13,040.00
WACD - District Dues	0.00	0.00	157,800.05	157,000.05
WACD - Interest Income	2.63	0.85	31.57	12.14
WACD - Transfer Reserve Acct.	0.00	23,000.00	23,000.00	23,000.00
WACD - Other Income	0.00	0.00	1,586.85	455.00
WACD - Executive Operations	0.00	0.00	75,000.00	75,000.00
WACD - WSCC Contract	5,825.00	14,300.00	74,064.65	64,775.00
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Total Revenues	5,827.63	37,300.85	380,216.02	333,282.19
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<u>Expenses</u>				
Bad Debt Expense	0.00	0.00	10,466.67	3,488.89
Communications	43.44	252.08	2,473.23	2,449.82
Education & Registrations	0.00	0.00	1,900.96	0.00
Insurance Expense	9.66	9.66	3,305.80	2,247.92
IT Support & Technology	153.00	1,029.92	4,601.32	5,587.73
Memberships	0.00	3,001.00	3,001.00	3,001.00
Office Supplies	0.00	30.07	295.84	206.19
Bank / Credit Card Charges	24.00	21.50	1,258.99	515.79
Postage	0.00	0.00	60.00	21.30
Training and Development	0.00	5,000.00	5,000.00	5,000.00
Travel, Meals & Meetings	5,084.46	3,802.63	45,767.34	17,776.79
Office Rent	1,075.00	1,075.00	12,900.00	12,700.00
Automobile Expense	0.00	0.00	56.06	1,614.87
Automobile Insurance	519.18	438.64	937.82	910.42
Employee Medical Benefits	3,156.18	3,042.90	37,307.76	35,600.95
Wages (Staff)	9,519.50	18,766.79	82,707.88	192,550.77
Wages (Executive Director)	10,240.36	0.00	122,884.32	0.00
Payroll Tax - FICA/Med.	1,511.63	1,435.66	15,727.86	14,736.51
Payroll Tax - FUTA	0.00	0.00	94.51	94.58
Payroll Tax - L&I	76.29	49.55	617.39	601.05
Payroll Tax - SUTA	177.30	119.61	1,267.32	789.73
Simple IRA (Retirement)	982.12	563.01	6,547.07	5,839.11
Lobbying Services	3,333.33	3,000.00	19,999.98	21,000.00
Consulting Services	0.00	1,475.00	22,791.65	31,875.00
Sponsorships	0.00	0.00	5,000.00	0.00
Annual Meeting Expenses	0.00	0.00	58,706.59	31,375.53
Wages - Accrued Vacation	851.48	115.39	4,334.72	2,734.94
Depreciation Expense	0.00	83.04	35,981.00	83.04
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Total Expenses	36,756.93	43,311.45	505,993.08	392,801.93
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Net Income	\$ (30,929.30)	\$ (6,010.60)	\$ (125,777.06)	\$ (59,519.74)
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Plant Material Center  
Profit and Loss  
June 30, 2023

	Actuals for June 30, 2023	Year to Date Actual	Fiscal Year Budget	% of Budget
<u>Operating Revenues</u>				
Brokered Plants	\$ 0.00	\$ 113,396.08	\$ 75,000.00	151.19
Contract Growing	0.00	19,715.57	85,000.00	23.19
Plant Sales	0.00	1,608,144.59	1,250,000.00	128.65
Gravel Bed Grant	0.00	801.03	0.00	0.00
Interest Income	3,034.43	16,807.22	325.00	5,171.45
Restocking Fee	0.00	1,664.75	500.00	332.95
Other Income	568.53	3,581.75	1,500.00	238.78
Split Order Fee / Storage Fee	0.00	295.00	800.00	36.88
Shipping Charges Reimbursed	0.00	51,649.71	53,000.00	97.45
Finance Income	0.00	94.25	0.00	0.00
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Total Operating Revenues	3,602.96	1,816,149.95	1,466,125.00	123.87
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<u>Edward Jones Investment Account</u>				
Unrealized Gain/Loss	39,794.52	95,764.22	0.00	
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Total Revenues	43,397.48	1,911,914.17	1,466,125.00	
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<u>Expenses</u>				
Accounting Expenses	980.00	9,740.00	8,500.00	114.59
Advertising	120.00	1,980.88	2,500.00	79.24
Bank / Credit Card Charges	746.96	10,457.80	14,500.00	72.12
Brokered Stock	0.00	80,036.07	60,000.00	133.39
Communications	191.24	2,454.31	2,500.00	98.17
Education & Registrations	0.00	1,545.00	1,000.00	154.50
Executive Operations	0.00	75,000.00	75,000.00	100.00
Farm and Nursery Supplies	2,750.19	14,194.72	12,000.00	118.29
Gravel Bed Supplies	0.00	801.03	0.00	0.00
Fuel	1,386.60	6,933.63	7,000.00	99.05
Insurance Expense	497.03	7,062.30	6,700.00	105.41
IT Support & Technology	908.70	6,242.05	4,000.00	156.05
Lease Payment	1.00	1.00	1.00	100.00
Licenses & Memberships	73.00	1,791.04	2,500.00	71.64
Office Supplies	119.73	1,962.42	2,000.00	98.12
Packaging Supplies	21,647.24	50,488.90	25,000.00	201.96
Postage	0.00	492.22	500.00	98.44
Property Tax	0.00	2,313.12	3,000.00	77.10
Federal Income Tax Expense	8,670.00	70,575.00	0.00	0.00
Repair & Maintenance - Bldg	504.82	3,396.49	10,000.00	33.96
Repair & Maintenance - Equip.	6,891.97	11,427.68	7,000.00	163.25
Taxes - B&O Tax	62.80	8,202.43	9,000.00	91.14
Training and Development	0.00	0.00	1,000.00	0.00
Travel	749.40	3,307.70	1,000.00	330.77
Utilities	539.40	11,192.53	12,500.00	89.54
Management Fee (State of WA)	0.00	0.00	100.00	0.00
Investment Management Fees	1,519.78	17,220.09	17,000.00	101.29
Cold Storage	0.00	3,450.00	7,000.00	49.29
Shipping - Inbound	0.00	3,694.88	4,000.00	92.37
Shipping - Outbound	286.20	45,449.08	48,000.00	94.69
Chemicals	1,035.54	54,774.17	50,000.00	109.55
Fertilizer	0.00	11,442.15	13,000.00	88.02
Seeds	14,880.40	82,668.69	60,000.00	137.78
Transplants	0.00	42,792.77	37,000.00	115.66
Employee Medical Benefits	6,755.77	94,882.72	99,300.00	95.55
Wages - Staff	27,279.39	393,965.39	420,000.00	93.80
Wages - Staff Overtime	0.00	174.15	300.00	58.05

Plant Material Center  
Profit and Loss  
June 30, 2023

	Actuals for June 30, 2023	Year to Date Actual	Fiscal Year Budget	% of Budget
Wages - Seasonal Labor	12,591.15	310,576.74	350,000.00	88.74
Wages - Labor Contractor	0.00	0.00	5,000.00	0.00
Simple IRA (Retirement)	786.91	8,653.96	12,600.00	68.68
Payroll Tax - FICA/Medicare	3,050.06	54,099.95	48,000.00	112.71
Payroll Tax - FUTA	23.80	1,203.98	1,500.00	80.27
Payroll Tax - L&I	676.41	15,139.86	21,000.00	72.09
Payroll Tax - SUTA	454.84	5,911.92	5,000.00	118.24
Wages - Accrued Vacation	(1,016.28)	10,075.87	0.00	0.00
	<u>115,164.05</u>	<u>1,537,774.69</u>	<u>1,466,001.00</u>	
Total Expenses	115,164.05	1,537,774.69	1,466,001.00	104.90
Net Income	\$ <u><u>(71,766.57)</u></u>	\$ <u><u>374,139.48</u></u>	\$ <u><u>124.00</u></u>	

Plant Materials Center  
Income Statement  
For the Twelve Months Ending June 30, 2023

	Monthly Total June 2023	Monthly Total June 2022	Current FY 7/1/22 - 06/30/23	Previous FY 7/1/21 - 06/30/22
<b>Revenues</b>				
Brokered Plants	\$ 0.00	\$ 19,527.75	\$ 113,396.08	\$ 124,767.93
Contract Growing	0.00	0.00	19,715.57	13,381.30
Plant Sales	0.00	50.00	1,608,144.59	1,431,648.25
Plug Sales	0.00	74.59	0.00	74.59
Gravel Bed Grant	0.00	0.00	801.03	0.00
Interest Income	3,034.43	233.00	16,807.22	561.46
Restocking Fee	0.00	0.00	1,664.75	5,309.67
Other Income	568.53	0.00	3,581.75	5,125.27
Split Order Fee / Storage Fee	0.00	0.00	295.00	840.00
Shipping Charges Reimbursed	0.00	0.00	51,649.71	54,873.48
Finance Income	0.00	101.88	94.25	101.88
<b>Total Operating Revenues</b>	<b>3,602.96</b>	<b>19,987.22</b>	<b>1,816,149.95</b>	<b>1,636,683.83</b>
<b>Edward Jones Investment Account</b>				
Unrealized Gain/Loss	39,794.52	(61,874.02)	95,764.22	(169,476.64)
<b>Total Revenues</b>	<b>43,397.48</b>	<b>(41,886.80)</b>	<b>1,911,914.17</b>	<b>1,467,207.19</b>
<b>Expenses</b>				
Accounting Expenses	980.00	5,105.00	9,740.00	10,570.00
Advertising	120.00	164.00	1,980.88	1,640.59
Bank / Credit Card Charges	746.96	945.62	10,457.80	15,879.62
Brokered Stock	0.00	0.00	80,036.07	93,134.93
Communications	191.24	89.25	2,454.31	2,194.34
Education & Registrations	0.00	0.00	1,545.00	241.00
Executive Operations	0.00	0.00	75,000.00	75,000.00
Farm and Nursery Supplies	2,750.19	956.64	14,194.72	11,919.11
Gravel Bed Supplies	0.00	0.00	801.03	0.00
Fuel	1,386.60	2,042.92	6,933.63	6,766.74
Insurance Expense	497.03	441.50	7,062.30	6,589.59
IT Support & Technology	908.70	5,073.38	6,242.05	7,567.08
Lease Payment	1.00	1.00	1.00	1.00
Licenses & Memberships	73.00	188.50	1,791.04	2,463.42
Office Supplies	119.73	101.90	1,962.42	1,810.63
Packaging Supplies	21,647.24	0.00	50,488.90	21,494.18
Postage	0.00	57.75	492.22	359.57
Property Tax	0.00	0.00	2,313.12	2,736.01
Federal Income Tax Expense	8,670.00	0.00	70,575.00	0.00
Repair & Maintenance - Bldg	504.82	491.48	3,396.49	1,542.24
Repair & Maintenance - Equip.	6,891.97	1,191.73	11,427.68	6,741.97
Taxes - B&O Tax	62.80	134.52	8,202.43	8,440.62
Travel	749.40	0.00	3,307.70	315.18
Utilities	539.40	695.18	11,192.53	11,226.21
Management Fee (State of WA)	0.00	0.00	0.00	55.47
Investment Management Fees	1,519.78	1,416.92	17,220.09	18,020.54
Cold Storage	0.00	0.00	3,450.00	4,313.14
Shipping - Inbound	0.00	0.00	3,694.88	3,991.59
Shipping - Outbound	286.20	106.10	45,449.08	45,700.04
Chemicals	1,035.54	395.00	54,774.17	46,294.39
Fertilizer	0.00	0.00	11,442.15	11,611.55
Seeds	14,880.40	2,370.75	82,668.69	57,121.25
Transplants	0.00	10,379.18	42,792.77	35,179.56
Inventory Adjustment	0.00	(44,322.84)	0.00	(44,322.84)
Employee Medical Benefits	6,755.77	7,492.29	94,882.72	87,852.48
Wages - Staff	27,279.39	52,049.61	393,965.39	341,759.54
Wages - Staff Overtime	0.00	0.00	174.15	263.45

For Management Purposes Only

Plant Materials Center  
Income Statement  
For the Twelve Months Ending June 30, 2023

	Monthly Total June 2023	Monthly Total June 2022	Current FY 7/1/22 - 06/30/23	Previous FY 7/1/21 - 06/30/22
Wages - Seasonal Labor	12,591.15	(24,843.20)	310,576.74	284,645.78
Simple IRA (Retirement)	786.91	599.29	8,653.96	8,995.97
Payroll Tax - FICA/Medicare	3,050.06	2,875.31	54,099.95	48,372.91
Payroll Tax - FUTA	23.80	0.00	1,203.98	907.79
Payroll Tax - L&I	676.41	911.32	15,139.86	19,210.75
Payroll Tax - SUTA	454.84	239.09	5,911.92	3,643.99
Wages - Accrued Vacation	(1,016.28)	(389.59)	10,075.87	2,180.05
Depreciation Expense	0.00	36,057.96	0.00	36,057.96
IRS Penalty	0.00	434.87	0.00	842.44
Federal Income Tax	0.00	35,905.00	0.00	35,905.00
	<u>115,164.05</u>	<u>99,357.43</u>	<u>1,537,774.69</u>	<u>1,337,236.83</u>
Total Expenses				
Net Income	\$ <u><u>(71,766.57)</u></u>	\$ <u><u>(141,244.23)</u></u>	\$ <u><u>374,139.48</u></u>	\$ <u><u>129,970.36</u></u>

WA. Assoc. of Conservation Districts  
**Account Reconciliation**  
 As of Jun 30, 2023  
 1082 - WACD Checking (Wells Fargo)  
 Bank Statement Date: June 30, 2023

Beginning GL Balance			44,570.87
Add: Cash Receipts			3,083.90
Less: Cash Disbursements			(30,522.31)
Add (Less) Other			(6,748.44)
Ending GL Balance			<u>10,384.02</u>
Ending Bank Balance			13,206.61
Add back deposits in transit			
Total deposits in transit			
(Less) outstanding checks			
	Jun 20, 2023	8797	(650.58)
	Jun 27, 2023	8798	(519.18)
	Jun 28, 2023	8799	(1,652.83)
			<u>(2,822.59)</u>
Total outstanding checks			(2,822.59)
Add (Less) Other			
Total other			
Unreconciled difference			<u>0.00</u>
Ending GL Balance			<u><u>10,384.02</u></u>

WA. Assoc. of Conservation Districts  
Account Reconciliation  
As of Jun 30, 2023  
1086 - WACD Savings (Wells Fargo)  
Bank Statement Date: June 30, 2023

Filter Criteria includes: Report is printed in Detail Format.

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Beginning GL Balance	21,368.13
Add: Cash Receipts	
Less: Cash Disbursements	
Add (Less) Other	<u>2.63</u>
Ending GL Balance	<u>21,370.76</u>
Ending Bank Balance	21,370.76
Add back deposits in transit	<u>                    </u>
Total deposits in transit	
(Less) outstanding checks	<u>                    </u>
Total outstanding checks	
Add (Less) Other	<u>                    </u>
Total other	
Unreconciled difference	<u>0.00</u>
Ending GL Balance	<u>21,370.76</u>

WA. Assoc. of Conservation Districts  
**Account Reconciliation**  
As of Jun 30, 2023  
1000 - PMC Checking (Banner Bank)  
Bank Statement Date: June 30, 2023

Beginning GL Balance		219,858.86
Add: Cash Receipts		65,699.74
Less: Cash Disbursements		(92,170.39)
Add (Less) Other		(28,678.19)
Ending GL Balance		<u>164,710.02</u>
Ending Bank Balance		191,453.66
Add back deposits in transit		
Total deposits in transit		
(Less) outstanding checks		
	Apr 24, 2023    28325	(105.00)
	Jun 6, 2023    28394	(5.43)
	Jun 15, 2023    28401	(120.00)
	Jun 20, 2023    28419	(166.19)
	Jun 27, 2023    28421	(130.15)
	Jun 27, 2023    28422	(9,745.76)
	Jun 27, 2023    28423	(2,356.49)
	Jun 29, 2023    28424	(3,085.50)
	Jun 29, 2023    28425	(101.10)
	Jun 29, 2023    28426	(149.02)
	Jun 30, 2023    28427	(3,343.49)
	Jun 30, 2023    28428	(2,087.06)
	Jun 29, 2023    28431	(465.34)
	Jun 30, 2023    28432	(1,950.52)
	Jun 29, 2023    28437	(659.39)
	Jun 29, 2023    28440	(117.83)
	Jun 30, 2023    28441	(2,155.37)
Total outstanding checks		(26,743.64)
Add (Less) Other		
Total other		
Unreconciled difference		<u>0.00</u>
Ending GL Balance		<u><u>164,710.02</u></u>



WA. Assoc. of Conservation Districts  
Account Reconciliation  
As of Jun 30, 2023  
1010 - PMC Savings (Banner Bank)  
Bank Statement Date: June 30, 2023

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Beginning GL Balance	49,831.21
Add: Cash Receipts	
Less: Cash Disbursements	
Add (Less) Other	<u>2.48</u>
Ending GL Balance	<u>49,833.69</u>
Ending Bank Balance	49,833.69
Add back deposits in transit	<u>                    </u>
Total deposits in transit	
(Less) outstanding checks	<u>                    </u>
Total outstanding checks	
Add (Less) Other	<u>                    </u>
Total other	
Unreconciled difference	<u>0.00</u>
Ending GL Balance	<u>49,833.69</u>

WA. Assoc. of Conservation Districts  
Account Reconciliation  
As of Jun 30, 2023  
1022 - Long Term Invt (Edward Jones)  
Bank Statement Date: June 30, 2023

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Beginning GL Balance	1,381,345.20
Add: Cash Receipts	
Less: Cash Disbursements	
Add (Less) Other	<u>38,274.74</u>
Ending GL Balance	<u>1,419,619.94</u>
Ending Bank Balance	1,419,619.94
Add back deposits in transit	<u>                    </u>
Total deposits in transit	
(Less) outstanding checks	<u>                    </u>
Total outstanding checks	
Add (Less) Other	<u>                    </u>
Total other	
Unreconciled difference	<u>0.00</u>
Ending GL Balance	<u><u>1,419,619.94</u></u>

WA. Assoc. of Conservation Districts  
Account Reconciliation  
As of Jun 30, 2023  
1010.20 - PMC CD's (Edward Jones)  
Bank Statement Date: June 30, 2023

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Beginning GL Balance	299,649.14
Add: Cash Receipts	
Less: Cash Disbursements	
Add (Less) Other	<u>1,331.04</u>
Ending GL Balance	<u>300,980.18</u>
Ending Bank Balance	300,980.18
Add back deposits in transit	<u>                    </u>
Total deposits in transit	
(Less) outstanding checks	<u>                    </u>
Total outstanding checks	
Add (Less) Other	<u>                    </u>
Total other	
Unreconciled difference	<u>0.00</u>
Ending GL Balance	<u>300,980.18</u>

WA. Assoc. of Conservation Districts  
Account Reconciliation  
As of Jun 30, 2023  
1010.30 - PMC Savings (Edward Jones)  
Bank Statement Date: June 30, 2023

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Beginning GL Balance	403,305.17
Add: Cash Receipts	
Less: Cash Disbursements	
Add (Less) Other	<u>1,279.44</u>
Ending GL Balance	<u>404,584.61</u>
Ending Bank Balance	404,584.61
Add back deposits in transit	<u>                    </u>
Total deposits in transit	
(Less) outstanding checks	<u>                    </u>
Total outstanding checks	
Add (Less) Other	<u>                    </u>
Total other	
Unreconciled difference	<u>0.00</u>
Ending GL Balance	<u><u>404,584.61</u></u>

WA. Assoc. of Conservation Districts  
**PMC Aged Payables**  
As of Jun 30, 2023

Vendor ID Vendor Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
CA125 Elan Financial Services  1-866-552-8855	Credit Card 06/23	2,122.44				2,122.44
CA125 Elan Financial Services		2,122.44				2,122.44
PR100 Productivity Plus Account  800-357-1837	BUR-309724	4,719.89				4,719.89
PR100 Productivity Plus Account		4,719.89				4,719.89
SK150 Skagit Farmers Supply  360-757-4055	6013055 293260 12333	1,035.54 1,069.75 207.80				1,035.54 1,069.75 207.80
SK150 Skagit Farmers Supply		2,313.09				2,313.09
WI100 Wittenberg CPA  360-426-0230	27468	880.00				880.00
WI100 Wittenberg CPA		880.00				880.00
Report Total		10,035.42				10,035.42

WA. Assoc. of Conservation Districts  
 Executive - Aged Receivables  
 As of Jun 30, 2023

Customer ID Customer Bill To Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
ZWSCC WA State Conservation Commis	Invoice #11	3,212.50				3,212.50
		3,212.50				3,212.50
Report Total		3,212.50				3,212.50

WA. Assoc. of Conservation Districts  
**PMC Aged Receivables**  
As of Jun 30, 2023

Customer ID Customer Bill To Contact Telephone 1	Invoice/CM #	0 - 30	31 - 60	61 - 90	Over 90 days	Amount Due
AL170 All Season Plants Andy Sharp 360-909-5357	23-486 Final	191.75				191.75
AL170 All Season Plants		191.75				191.75
JM010 JM Tree Trimming Joe Mendoza 360-300-7481	23-408 Final			2,934.65		2,934.65
JM010 JM Tree Trimming				2,934.65		2,934.65
LI060 Linda Coldiron Linda S. Coldiron 509-671-2857	23-386 Final		86.16			86.16
LI060 Linda Coldiron			86.16			86.16
NO130 Nooksack Salmon Enhancement Eli Dewitt 360-715-0283	23-482 Final		135.01			135.01
NO130 Nooksack Salmon Enhancement			135.01			135.01
PE030 Pend Oreille Conservation Distri Corey Brenner 509-447-1155	23-308 Final 23-453 Final 23-462 Final		724.12 272.32 217.93			724.12 272.32 217.93
PE030 Pend Oreille Conservation Distri			1,214.37			1,214.37
WE190 Western Native Plants, LLC (Me Megan Nichols 541-363-1050	23-230 Final		2,609.40			2,609.40
WE190 Western Native Plants, LLC (Me			2,609.40			2,609.40
Report Total		191.75	4,044.94	2,934.65		7,171.34

## SICK AND ANNUAL LEAVE - June 2023

### SICK LEAVE

Name	Beginning Balance 06/01/23	Accrued June	YTD Accrued	Taken June	YTD Taken	Sick Remaining 06/30/23
Oscar Arias Garcia	56	8	48	8	8	56
Ryan Baye	198	8	48	16	48	190
Jim Brown	1034	8	48	0	7	1042
Jacque Gautheir	134.25	8	48	0	23	142.25
John Knox	39	8	48	8	57	39
Lori Mclaughlin	154.5	8	48	6	16	156.5
Maria Rivera	12	8	48	16	48	4
Tom Salzer	253	8	48	4	14	257

### ANNUAL LEAVE

Name	Beginning Balance 06/01/23	Personnel Holiday & Holiday	Accrued June	YTD Accrued	Taken June	YTD Taken	Vacation Remaining 06/30/23	Liability
Oscar Arias Garcia	56	8	8	48	0	0	64	\$ 1,944.00
Ryan Baye	278	16	12	72	0	8	290	\$ 9,660.42
Jim Brown	265	16	12	72	24	59	253	\$ 13,665.20
Jacque Gautheir	136	0	10	60	0	0	146	\$ 3,906.96
John Knox	79	8	8	48	40	40	47	\$ 1,728.65
Lori Mclaughlin	241	0	12	72	8	41	245	\$ 9,915.15
Maria Rivera	12	0	8	44	0	32	20	\$ 419.20
Tom Salzer	267	0	16	96	8	8	275	\$ 16,247.00

\$ 57,486.58

This is the amount that on the Statement of Financial Position (June)

\$	31,579.16	PMC
\$	25,907.42	WACD
\$	57,486.58	