



California Water Efficiency Partnership

TO: CalWEP Plenary
FROM: Kimberly Yost, Accountant, and Sarah Foley, Interim Executive Director
DATE: March 30, 2017
SUBJECT: December 31, 2016 Financial Report and Grant Update

Recommendation

Accept the Financial Report for the quarter ending December 31, 2016.

Discussion

This report reflects minor adjustments made to the preliminary year-end report the Board received in January. The 4th quarter of 2016 closed with a positive increase to net assets of \$16,958 for the quarter and \$143,101 for the year. The budgeted increase to net assets for the year was \$18,274, resulting in a \$123,827 positive variance from actual. Some areas of note include:

Cash Allocation to Water Foundation and Special Projects Fund

The final figure for the Board designated funds that will be distributed pursuant to the methodology agreed to by the Board at its November 16, 2016, meeting, and the members' vote on December 30, 2016, is \$252,370. Of that amount, \$222,370 is accounted for as "Board Designated Funds Water Foundation." The remaining \$30,000, matched with an additional \$30,000, is accounted for as "Designated Funds Joint Project."

Grant Update

There have been no developments since staff's report at the January Board meeting. The ball remains in the Water Foundation's court. The Water Foundation is working on providing draft grant language that meets their needs, the needs of the former G2 members, and the Partnership's (i.e., the Council) needs. The Partnership will hold these funds until a grant agreement is executed with the Water Foundation.

The Water Foundation and Peter Vorster, on behalf of the former G2 board members who left at the end of December, are continuing to discuss the composition of the committee that will advise the Water Foundation. Trathen Heckman's potential role is part of that discussion. Peter Vorster has raised the potential for Trathen to serve as a non-voting member. Discussions continue. No decisions have been made.

Council staff and Water Foundation staff have a conference call scheduled for Friday, March 17.

Balance Sheet

Cash experienced a significant decrease over the quarter by approximately \$150,650 as we received no dues in the 4th quarter.

In 2016 a total of \$868,068 in dues were billed. At the end of the fiscal year \$819,452 in dues was collected, \$1,974 was in-kind, and \$46,642 was written off. Please refer to the enclosed dues report for more details.

Attachment #2

In addition, using a practice introduced in 2015, dues were recognized to spread the benefit evenly over the fiscal year by a deferral process. This process provides for a more meaningful comparison of matching revenues and expenses over the course of the year.

Cash Flow Statement

The Cash Flow statement reports a decrease in cash, mostly due to the decline in the collection of dues which is typical in the 3rd and 4th quarters.

Statement of Activities, Budget to Actual

The statement of activities report is formatted to provide actual data for each quarter and to compare actual to budget on a year-to-date.

The year to date variance in actual vs. budgeted increase to net assets of \$123,827 is mostly due to the vacancy of the Executive Director and Program Manager. Staff benefits were over budgeted in 2016 due to unknown costs at the time of the budgeting process. In addition, the database consultant worked significantly less hours than originally anticipated. These savings were offset by unanticipated costs incurred related to the organizational transition process.

The Directed Action Contract is now being implemented, however the revenue is still under budget as some of the tasks scheduled in the 3rd & 4th quarter have been postponed to 2017. The variance was offset by revenues from the CWEPI contract which was not included in the budget.

The H2ouse project, re-envisioned as a collaboration with Save Our Water, was budgeted in March for a total of \$10,855. Given SOW's decision not to update its home water calculator, this project will not go forward. Additional uses for these funds will be developed and the consent of the donors for those uses will be sought.

**CA Urban Water Conservation Council
Balance Sheet**

	<u>Current Year 4th Quarter 12/31/16</u>	<u>Current Year 3rd Quarter 09/30/16</u>	<u>Current Year 2nd Quarter 06/30/16</u>	<u>Current Year 1st Quarter 03/31/2016</u>	<u>Prior Year 4th Quarter 12/31/2015</u>
Assets					
<u>Current Assets</u>					
General Operating Account	\$428,663	\$579,316	\$670,623	\$502,017	\$295,715
Operating Reserves	177,504	177,869	177,340	176,502	174,449
Petty Cash	50	50	50	50	50
Accounts Receivable	67,396	111,593	153,338	484,832	204,493
Allowance for Doubtful Accounts	(3,000)	(3,000)	(3,000)	(4,902)	(4,902)
Grant/ Contract Receivable	0	2,817	0	0	0
Inventory - Publications	4,674	4,756	2,751	3,643	4,007
Deposits and Prepaid Expenses	19,459	19,481	21,418	11,618	13,813
Total Current Assets	<u>694,746</u>	<u>892,882</u>	<u>1,022,520</u>	<u>1,173,760</u>	<u>687,625</u>
<u>Property, Plant & Equipment</u>					
Office Furniture & Equipment	67,537	67,537	68,981	68,981	64,006
Website / Database	171,817	171,817	171,817	171,817	171,817
Accum Deprec - Office F & E	(63,544)	(63,081)	(63,912)	(63,339)	(62,960)
Accum Deprec - Website/Database	(98,231)	(91,072)	(83,913)	(76,753)	(69,594)
Total Property, Plant & Equipment	<u>77,579</u>	<u>85,201</u>	<u>92,973</u>	<u>100,706</u>	<u>103,269</u>
Total Assets	<u><u>\$772,325</u></u>	<u><u>\$978,083</u></u>	<u><u>\$1,115,493</u></u>	<u><u>\$1,274,466</u></u>	<u><u>\$790,894</u></u>
Liabilities and Net Assets					
<u>Liabilities</u>					
Accounts Payable	\$34,339	\$23,075	\$26,579	\$11,472	\$126,282
Accrued Vacation	6,810	4,230	5,616	8,190	4,569
Accrued Payroll & Payroll Tax Payable	5,716	2,286	2,554	1,651	7,881
Deferred Rent	9,453	10,061	10,669	11,276	11,884
SMART Rebate Deferred Revenue	76,467	90,715	100,284	65,893	75,984
Deferred Dues Revenue	0	215,076	375,369	588,845	0
Deferred Program Revenue	4,675	4,675	4,675	4,675	4,675
Total Liabilities	<u>137,460</u>	<u>350,118</u>	<u>525,746</u>	<u>692,002</u>	<u>231,275</u>
<u>Net Assets</u>					
Unrestricted Net Assets	(13,809)	269,193	269,493	270,807	202,359
Designated Net Assets (Reserves)*	176,380	175,748	175,448	174,133	174,080
Designated Net Assets -Water Foundaiton Grant	222,370	0	0	0	174,080
Designated Net Assets - Joint Project	60,000	0	0	0	0
Temporarily Restricted Net Assets	47,823	57,878	74,315	96,035	114,679
Current Year Change in Net Assets	142,101	125,143	70,488	41,486	68,501
Total Net Assets	<u>634,865</u>	<u>627,962</u>	<u>589,744</u>	<u>582,461</u>	<u>733,699</u>
Total Liabilities and Net Assets	<u><u>\$772,325</u></u>	<u><u>\$978,080</u></u>	<u><u>\$1,115,490</u></u>	<u><u>\$1,274,463</u></u>	<u><u>\$964,974</u></u>

* Please note that Designated Net Assets (Reserves) differs from the actual Operating Reserve balance under Current Assets as it excludes unrealized gain/loss and accrued interest on the CD investments. Interest will be posted to Reserves when actually received.

CALIFORNIA URBAN WATER CONSERVATION COUNCIL
CASH FLOW STATEMENT
FOR THE PERIOD 01/01/2016-12/31/2016

Cash Flows from Operating Activities:	<u>4th Quarter 12/31/16</u>	<u>3rd Quarter 09/30/16</u>	<u>2nd Quarter 06/30/16</u>	<u>1st Quarter 03/31/2016</u>
Increase (decrease) in net assets	\$16,958	\$54,655	\$29,002	\$41,486
Reconciliation to net cash provided by operating activities:				
Depreciation Expense	7,623	7,593	7,732	7,538
Changes in:				
Accounts Receivable	47,014	38,928	329,592	(280,339)
Inventory - Publications	82	(2,005)	892	364
Deposits and Prepaid Expenses	21	1,937	(9,798)	2,195
Accounts Payable	11,264	(3,504)	15,107	(114,810)
Accrued Vacation & Sick	2,580	(1,386)	(2,574)	3,621
Accrued Payroll	3,430	(268)	903	(6,230)
SMART Rebate Deferred Revenue	(14,248)	(9,569)	34,391	(10,091)
Deferred Rent	(608)	(608)	(607)	(608)
Deferred Dues Revenue	(215,076)	(160,293)	(213,476)	588,845
TRNA released in period	(10,055)	(16,437)	(21,720)	(18,644)
Net cash provided (used) by operating activities	<u>(151,015)</u>	<u>(90,957)</u>	<u>169,444</u>	<u>213,327</u>
Cash Flows from Investing Activities:				
Sale of property and equipment	0	179	0	-
Purchases of property and equipment	<u>0</u>	<u>0</u>	<u>0</u>	<u>(4,975)</u>
Net cash used by investing activities	-	179	0	(4,975)
Net increase (decrease) in cash and equivalents	<u>(151,015)</u>	<u>(90,778)</u>	<u>169,444</u>	<u>208,352</u>
Cash, Beginning of Period	<u>757,235</u>	<u>848,013</u>	<u>678,566</u>	<u>470,214</u>
Cash, End of Period	<u>\$606,220</u>	<u>\$757,235</u>	<u>\$848,010</u>	<u>\$678,566</u>
General Operating Account	\$428,663	\$579,316	\$670,623	\$502,017
Operating Reserves	177,504	177,869	177,340	176,502
Petty Cash	50	50	50	50
Total Cash	<u>\$ 606,217</u>	<u>\$ 757,235</u>	<u>\$ 848,013</u>	<u>\$ 678,569</u>

CALIFORNIA URBAN WATER CONSERVATION COUNCIL
CALCULATION FOR ALLOCATION OF CASH
as of December 31, 2016

CASH

General Operating Account	\$ 428,663
Operating Reserves	<u>177,504</u>
Total Cash at December 31, 2016	\$ 606,167

Other Assets (Additions):

Accounts Receivable	67,396
Allowance for Doubtful Accounts	(3,000)
Deposits and Prepaid Expenses	<u>19,459</u>
Total Other Assets (Additions) to Cash	83,855

Liabilities (Reductions):

Accounts Payable	34,339
Accrued Vacation	6,810
Accrued Payroll & Payroll Tax Payable	5,716
Deferred Rent	9,453
SMART Rebate Deferred Revenue	76,467
Deferred Program Revenue	4,675
Temporarily Restricted Net Assets	<u>47,823</u>
Total Liabilities (Reductions) to Cash	185,283

Net Adjustment to Cash (101,428)

Cash Available for Allocation at December 31, 2016 **\$ 504,739**

Joint Project Fund	\$ 60,000
CUWCC Funds to Remain With Organization	222,370
Board Designated Funds Water Foundation	<u>222,370</u>
	<u><u>\$ 504,739</u></u>

CALIFORNIA URBAN WATER CONSERVATION COUNCIL
STATEMENT OF ACTIVITIES
FOR THE PERIOD 01/01/2016-12/31/2016

	4TH QTR ACTUAL	3RD QTR ACTUAL	2ND QTR ACTUAL	1ST QTR ACTUAL	YTD ACTUAL	YTD Budget	VARIANCE FROM BUDGET	Comments
REVENUE								
Membership Dues-Group 1	\$173,828	\$210,026	\$209,480	\$211,052	\$804,386	\$816,071	(\$11,685)	2016 Dues billed but not collected of \$38,749 were written off in December
Membership Dues-Group 2	(282)	0	0	2,820	2,538	2,538	-	
Membership Dues-Group 3	(1,763)	5,209	5,621	5,435	14,502	22,421	(7,919)	2016 Dues billed but not collected of \$7,610 were written off in December
Grant Revenue	0	3,198	21,720	18,644	43,562	5,000	38,562	Cost & Savings Study expected to be complete in 2015 but continued in 2016
Contract Revenue	51,344	2,817	34,769	7,219	96,149	117,203	(21,054)	Peer 2 Peer revenue was less than anticipated, limited by cost share requirement, DAC tasks rescheduled to 2017
Contributions	10,056	13,239	11,000	0	34,295	21,707	12,588	H2ouse, now Save Our Water Collaboration on hold
Sponsorships	0	0	5,000	0	5,000	0	5,000	Peer 2 Peer Sponsorship received, not budgeted
Publications	190	2,983	1,710	1,823	6,706	4,960	1,746	
Exhibit Booth Rental	0	0	2,000	0	2,000	7,500	(5,500)	Less exhibit booths than budgeted at Peer 2 Peer Conference
Workshop/Conference Registration	0	447	9,583	50	10,080	58,000	(47,920)	Fewer workshops and training took place than anticipated
Plenary Table	0	0	200	200	400	800	(400)	
SMART Rebates Issued	13,700	8,819	13,432	10,529	46,480	36,000	10,480	
SMART Rebate Admin Fee	1,784	1,535	3,094	3,439	9,852	12,000	(2,148)	
Interest Income & unrealized gain/loss	(366)	530	988	2,053	3,205	0	3,205	Includes interest and gain/loss accrued on CDs, \$1629 interest actually paid
TOTAL REVENUE	248,491	248,803	318,597	263,264	1,079,155	1,104,200	(25,045)	
EXPENSES								
Membership								
Labor & Salaries	16,417	13,734	20,386	25,207	75,744	81,120	(5,376)	ED time spent on Strategic Planning (1st & 2nd qtr), ED vacancy (3rd & 4th qtr)
Professional Services	39,689	23,173	0	0	62,862	0	62,862	Strategic Planning, facilitator expense
Program Consultants	0	0	0	0	0	2,760	(2,760)	Membership support consultant budgeted but not yet implemented
Website Maintenance	0	0	6,249	0	6,249	10,230	(3,981)	
Facility Rental & Charges	0	0	235	0	235	150	85	
Catering/Food Costs	1,508	0	143	477	2,128	850	1,278	
Staff Travel	1,471	1,521	2,264	2,957	8,213	13,050	(4,837)	Less staff travel than anticipated
Group 2 Travel Reimbursement	1,706	1,004	950	2,249	5,909	6,930	(1,021)	
Telephone-Conference Calls	2,469	2,489	2,296	2,486	9,740	10,350	(610)	Fewer conference calls than anticipated
Office Supplies	0	0	0	18	18	0	18	
Printing	0	100	0	0	100	0	100	
Depreciation Expense	749	749	749	749	2,996	3,000	(4)	
Total Membership	64,009	42,770	33,272	34,143	174,194	128,440	45,754	
Technical Assistance & Training								
Labor & Salaries	1,217	5,358	28,126	8,574	43,275	27,355	15,920	More labor for conferences than budgeted
Program Consultants	4,783	3,483	8,614	3,681	20,561	31,700	(11,139)	DAC projects not yet fully initiated
Professional Services	385	403	6,211	0	6,999	7,698	(699)	
IT Services	0	220	69	69	358	0	358	
Database Consultant	0	0	0	2,969	2,969	6,000	(3,031)	
Facility Rental & Charges	0	0	11,000	0	11,000	20,500	(9,500)	DAC projects not yet fully initiated
Catering/Food Costs	0	0	9,067	0	9,067	18,100	(9,033)	DAC projects not yet fully initiated
Speaker Travel	0	0	0	0	0	6,284	(6,284)	Speaker travel included in professional services above, less than anticipated
Staff Travel	0	0	3,032	1,178	4,210	9,868	(5,658)	
Group 2 Travel Reimbursement	0	0	208	0	208	0	208	
Telephone-Conference Calls	4	0	207	11	222	0	222	
Office Supplies	0	0	110	0	110	400	(290)	
Cost of Publications Sold	126	1,908	1,059	1,205	4,298	2,924	1,374	
Printing	0	0	471	0	471	2,500	(2,029)	
Total Technical Assistance & Training	6,515	11,372	68,174	17,687	103,748	133,328	(29,580)	
Database Application								
Labor & Salaries	0	317	59	283	659	12,448	(11,789)	
Professional Services	0	0	0	0	0	0	0	
Database Maintenance	0	0	0	0	0	2,000	(2,000)	
Database Consultant	910	3,240	7,220	13,087	24,457	70,500	(46,043)	Need for database consultant less than anticipated
Website Maintenance	5,324	4,697	4,549	4,597	19,167	19,800	(633)	
Telephone-Conference Calls	0	0	0	0	0	0	0	
Depreciation Expense	6,410	6,410	6,410	6,410	25,640	25,644	(4)	
Total Database Application	12,644	14,664	18,238	24,377	69,923	130,392	(60,469)	

**CALIFORNIA URBAN WATER CONSERVATION COUNCIL
STATEMENT OF ACTIVITIES
FOR THE PERIOD 01/01/2016-12/31/2016**

	4TH QTR ACTUAL	3RD QTR ACTUAL	2ND QTR ACTUAL	1ST QTR ACTUAL	YTD ACTUAL	YTD Budget	VARIANCE FROM BUDGET	Comments
Conservation & Research Programs								
Labor & Salaries	12,317	16,279	20,676	4,821	54,093	75,837	(21,744)	DAC projects not yet fully initiated
Program Consultants	43,435	11,015	21,167	12,816	88,433	30,481	57,952	EBMUD CSANS project, AWE drought study
Website Maintenance	375	375	375	375	1,500	750	750	
SMART Rebates Issued	13,700	8,819	13,432	10,529	46,480	36,000	10,480	
Catering/Food Costs	0	0	0	0	0	0	0	
Staff Travel	0	(17)	2,383	0	2,366	750	1,616	
Conferences and Meetings	150	0	115	0	265	0	265	
Office Supplies	0	0	0	0	0	250	(250)	
Total Conservation & Research Programs	69,977	36,471	58,148	28,541	193,137	144,068	49,069	
Administration								
Labor & Salaries	27,786	29,462	40,892	47,301	145,441	215,514	(70,073)	More ED time spent on Strategic Planning than anticipated (1st & 2nd qtr), ED vacancy (3rd & 4th qtr)
Payroll Tax	4,260	5,363	9,786	8,966	28,375	38,159	(9,784)	Overall labor & salaries less than budgeted
Worker's Compensation	820	820	916	973	3,529	4,518	(989)	
Employee Medical & Benefits	6,183	8,525	6,939	5,826	27,473	53,200	(25,727)	Currently covering three less staff for benefits than budgeted
Employer 401(k) Match	3,436	4,232	6,920	5,516	20,104	25,577	(5,473)	
Staff Development	411	222	184	424	1,241	4,500	(3,259)	
Professional & Legal Services	4,529	315	672	0	5,516	6,500	(984)	
Accounting	8,550	7,766	9,310	10,141	35,767	39,000	(3,233)	
Audit & Tax Preparation	0	2,600	11,300	2,000	15,900	16,000	(100)	
Payroll & HR Services	1,677	1,850	1,810	3,002	8,339	9,658	(1,319)	
IT Services	(1,869)	3,585	629	6,218	8,563	18,238	(9,675)	Staff transitioned from cloud based service; future costs expected to be under budget
Officer Stipend	2,500	2,500	2,500	2,500	10,000	10,000	0	
Marketing & Outreach	222	222	222	906	1,572	1,128	444	
Member Recognition	0	0	0	0	0	2,500	(2,500)	
Membership Dues - In-Kind	1,128	846	0	0	1,974	1,974	0	
Staff Travel	600	650	797	0	2,047	1,000	1,047	
Office Rent & Parking	13,673	14,099	14,434	14,016	56,222	60,468	(4,246)	Fewer staff parking passes needed
Liability Insurance	0	1,633	0	2,655	4,288	4,440	(152)	
Equipment Leases & Maintenance	1,082	1,191	1,082	1,219	4,574	4,927	(353)	
Telephone	1,488	1,236	2,429	1,538	6,691	9,600	(2,909)	
Office Supplies	84	147	1,058	1,311	2,600	5,600	(3,000)	
Printing	290	68	232	182	772	3,100	(2,328)	
Postage & Shipping	813	93	160	304	1,370	1,290	80	
Dues & Subscriptions	0	0	0	1,500	1,500	1,750	(250)	
Other Office Expense	261	1,012	820	153	2,246	2,397	(151)	
Depreciation Expense	464	434	573	379	1,850	660	1,190	
Bad Debt Expense	0	0	(1,902)	0	(1,902)	8,000	(9,902)	Since dues AR does not carry forward, no reason to budget bad debt in future
Publications valuation chg & w/o	0	0	0	0	0	0	0	
Total Administration	78,388	88,871	111,763	117,030	396,052	549,698	(153,646)	
Total Expenses	231,533	194,148	289,595	221,778	937,054	1,085,926	(148,872)	
Total increase in net assets	\$16,958	\$54,655	\$29,002	\$41,486	\$142,101	\$18,274	\$123,827	

**CALIFORNIA URBAN WATER CONSERVATION COUNCIL
1040-000-000 RESERVE ACCOUNT-MORGAN STANLEY
As of December 31, 2016**

DOC #: SM STMT_MTH YR
BATCH 1391

CD NAME	CUSIP	CD Amount	ISSUED DATE	MATURE DATE	Matured	COUPON RATE	INTEREST PAID	MONTH PAID	AMOUNT	INTEREST PAID in 2016
Bank of India New York City NY	06278CY90	20,000.00	4/16/2015	4/27/2016	(20,000.00)	0.50% maturity			-	99.45
Ally BK Midval UT	02006LQF3	20,000.00	4/16/2015	10/24/2016	(20,000.00)	0.55% semi-annual		apr,oct	-	110.60
Goldman Sachs New York	38148JRM5	20,000.00	4/16/2015	4/24/2017		0.85% semi-annual		apr,oct	20,000.00	170.46
JP Morgan Chase	48125YBD5	20,000.00	4/16/2015	10/30/2017		1.05% quarterly		jan, apr, jul, oct	20,000.00	210.58
Goldman Sachs New York	38148JRJ2	20,000.00	4/16/2015	4/24/2018		1.15% semi-annual		apr,oct	20,000.00	230.64
Cleveland OH	88413QBE7	20,000.00	4/16/2015	10/29/2018		1.20% semi-annual		apr,oct	20,000.00	240.66
Goldman Sachs New York	38148J5X5	30,000.00	1/12/2016	1/22/2019		1.41% semi-annual		jan, jul	30,000.00	367.15
Amex Centuron Salt Lake City UT	02587DF78	20,000.00	10/29/2015	11/4/2019		2.00% semi-annual		may, nov	20,000.00	199.45
									130,000.00	1,628.99

Cash Equivalents

46,379.58

	Monthly Accrual	Accumulated Accrued Interest
Accrued Interest		
2015 balance	303.47	303.47
January 2016	86.20	389.67
February 2016	155.41	545.08
March 2016	166.10	711.18
April 2016	(366.76)	344.42
May 2016	(42.69)	301.73
June 2016	152.19	453.92
July 2016	(142.90)	311.02
August 2016	156.61	467.63
September 2016	151.55	619.18
October 2016	(273.23)	345.95
November 2016	(56.71)	289.24
December 2016	148.16	437.40

	Monthly unrealized gain/loss	Annual Accumulated gain/loss
Unrealized gain/loss		
2015 balance	(671.80)	(671.80)
January 2016	774.40	102.60
February 2016	495.20	597.80
March 2016	322.80	920.60
April 2016	77.20	997.80
May 2016	382.80	1,380.60
June 2016	57.40	1,438.00
July 2016	120.90	1,558.90
August 2016	(29.40)	1,529.50
September 2016	(26.90)	1,502.60
October 2016	(0.70)	1,501.90
November 2016	(199.50)	1,302.40
December 2016	(615.60)	686.80

Account Balance before deposit

177,503.78

**CA Urban Water Conservation Council
As of December 31, 2016**

Schedule of Accounts Receivable

Grouping	Days Old					Total
	0-30 12/01-12/30	31-60 11/01-11/30	61-90 10/02-10/31	91-120 09/02-10/01	120-121+ all prior - 09/01/16	
Group 1	\$0	\$0	\$0	\$0	\$0	\$0
Group 2	0	0	0	0	0	0
Group 3	0	0	0	0	0	0
DWR	3,350	0	0	0	32,877	36,227 (a)
Other Grantors	30,788	0	0	0	0	30,788
Misc	47	234	0	0	100	381
	<u>\$34,185</u>	<u>\$234</u>	<u>\$0</u>	<u>\$0</u>	<u>\$32,977</u>	<u>\$67,396</u>
					Overpayments	-
					Total Accounts Receivable as of December 31, 2016	<u>\$67,396</u>

Notes:

(a) \$12,923 DWR retention receivable

Temporary Restricted Net Assets

H2ouse	39,157
Special Projects	<u>8,666</u>
Total TRNA as of December 31, 2016	<u>\$47,823</u>

Labor and Benefits Summary

Labor and Benefits	YTD Actual	Membership	Technical Assistance & Training	Database Application	Conservation & Research Programs	Administration
	Totals					
Labor & Salaries	\$319,212	\$75,744	\$43,275	\$659	\$54,093	\$145,441
Payroll Tax	28,375	6,733	3,847	59	4,808	12,928
Worker's Comp	3,529	837	478	7	598	1,608
EE Medical & Benefits	27,473	6,519	3,724	57	4,656	12,517
ER 401(k) Match	20,104	4,770	2,725	42	3,407	9,160
Totals	<u>\$398,693</u>	<u>\$94,604</u>	<u>\$54,050</u>	<u>\$823</u>	<u>\$67,562</u>	<u>\$181,655</u>

Actual vs. Budget Analysis

Labor and Benefits	YTD Actual	2016 YTD Budget	Variance
	Labor & Salaries	\$319,212	\$412,274
Payroll Tax	28,375	38,159	(9,784)
Worker's Comp	3,529	4,518	(989)
EE Medical & Benefits	27,473	53,200	(25,727)
ER 401(k) Match	20,104	25,577	(5,473)
Totals	<u>\$398,693</u>	<u>\$533,727</u>	<u>\$(135,034)</u>

**CALIFORNIA URBAN WATER CONSERVATION COUNCIL
2015 DUES MEMBERSHIP BILLED AND PAID
AS OF DECEMBER 31, 2016**

Invoice No.	CYMA N Member Name	Inv. Amount	Payment	In-Kind	Write Off	Date Paid	Balance
GROUP 1 DUES							
G1-2016-7	7 Alameda County Water District	6,048.64	6,048.64			3/14/2016	-
G1-2016-803	803 Apple Valley Ranchos Water Co.	3,341.30	3,341.30			6/2/2016	-
G1-2016-10	10 Atascadero Mutual Water Co.	2,896.00	2,896.00			5/16/2016	-
G1-2016-12	12 Bear Valley Community Services	1,319.58	1,319.58			4/25/2016	-
G1-2016-530	530 Bellflower-Somerset Water Co.	2,749.76	2,749.76			3/14/2016	-
G1-2016-22	22 Calaveras County WD	2,841.53			2,841.53	11/30/2016	-
G1-2016-32	32 California Water Service Co.	25,756.83	25,756.83			6/21/2016	-
G1-2016-34	34 Calleguas Municipal WD	8,006.00	8,006.00			6/21/2016	-
G1-2016-35	35 Camrosa Water District	3,123.22	3,123.22			3/23/2016	-
G1-2016-560	560 Carlsbad Municipal Water District*	3,661.90	3,661.90			4/25/2016	-
G1-2016-36	36 Carpinteria Valley WD	2,649.85	2,649.85			4/11/2016	-
G1-2016-37	37 Casitas Municipal WD	1,681.96	1,681.96			3/8/2016	-
G1-2016-308	308 Castaic Lake Water Agency	3,280.00	3,280.00			3/14/2016	-
G1-2016-330	330 Citrus Heights Water District	3,273.52	3,273.52			3/8/2016	-
G1-2016-396	396 City of Benicia	2,927.84	2,927.84			3/8/2016	-
G1-2016-435	435 City of Big Bear Lake	2,870.89	2,870.89			3/8/2016	-
G1-2016-47	47 City of Brentwood	3,226.93	3,226.93			3/16/2016	-
G1-2016-48	48 City of Burbank, PSD	3,695.25	3,695.25			7/12/2016	-
G1-2016-49	49 City of Calexico	1,220.35			1,220.35	11/30/2016	-
G1-2016-50	50 City of Calistoga	1,251.57	1,251.57			6/13/2016	-
G1-2016-51	51 City of Camarillo	3,019.77	3,019.77			6/13/2016	-
G1-2016-751	751 City of Chino	3,638.42	3,638.42			3/1/2016	-
G1-2016-559	559 City of Chino Hills	3,422.58	3,422.58			3/1/2016	-
G1-2016-776	776 City of Colusa	1,305.69	1,305.69			4/5/2016	-
G1-2016-53	53 City of Corona Water Utilities	4,573.53	4,573.53			2/23/2016	-
G1-2016-55	55 City of Davis Public Works Dep	3,154.36	3,154.36			3/1/2016	-
G1-2016-709	709 City of Delano	2,957.13	2,957.13			4/5/2016	-
G1-2016-547	547 City of Downey	3,494.21	3,494.21			3/14/2016	-
G1-2016-56	56 City of Escondido	3,851.33	3,851.33			4/18/2016	-
G1-2016-441	441 City of Folsom	3,518.67	3,518.67			3/11/2016	-
G1-2016-306	306 City of Fountain Valley	3,031.38	3,031.38			7/6/2016	-
G1-2016-58	58 City of Fresno	10,200.60	10,200.60			3/1/2016	-
G1-2016-59	59 City of Fullerton	4,106.41	4,106.41			3/8/2016	-
G1-2016-61	61 City of Glendale Water & Power	4,182.84	4,182.84			3/31/2016	-
G1-2016-63	63 City of Hayward	3,838.53	3,838.53			3/14/2016	-
G1-2016-64	8326 City of Hollister	2,654.65			2,654.65	11/30/2016	-
G1-2016-804	804 City of Indio/Indio Water Auth	3,703.43	3,703.43			4/11/2016	-
G1-2016-65	65 City of La Verne	2,778.68	2,778.68			3/8/2016	-
G1-2016-69	69 City of Mountain View	3,229.75	3,229.75			3/1/2016	-
G1-2016-404	404 City of Napa	3,527.03	3,527.03			3/14/2016	-
G1-2016-531	531 City of Newport Beach	3,602.13	3,602.13			4/18/2016	-
G1-2016-070	070 City of Oceanside, WD	4,462.35	4,462.35			5/31/2016	-
G1-2016-710	710 City of Orange	4,325.70	4,325.70			3/1/2016	-
G1-2016-520	520 City of Oxnard	4,255.79	4,255.79			8/19/2016	-
G1-2016-71	71 City of Palo Alto	3,299.74	3,299.74			8/31/2016	-
G1-2016-72	72 City of Pasadena	4,375.90	4,375.90			3/24/2016	-
G1-2016-823	823 City of Paso Robles	2,896.50	2,896.50			3/8/2016	-
G1-2016-73	73 City of Patterson	2,685.25	2,685.25			3/22/2016	-
G1-2016-379	379 City of Petaluma	3,396.19	3,396.19			6/7/2016	-
G1-2016-440	440 City of Pismo Beach	2,565.95			2,565.95	11/30/2016	-
G1-2016-74	74 City of Pittsburg	3,173.59	3,173.59			3/22/2016	-
G1-2016-75	75 City of Pomona	3,947.94	3,947.94			3/22/2016	-
G1-2016-76	76 City of Poway	3,128.39	3,128.39			5/6/2016	-

Invoice No.	CYMA N Member Name	Inv. Amount	Payment	In-Kind	Write Off	Date Paid	Balance
G1-2016-77	77 City of Redwood City	3,353.63	3,353.63			3/16/2016	-
G1-2016-79	79 City of Riverside PUD	6,124.34			6,124.34	11/30/2016	-
G1-2016-395	395 City of Rohnert Park	2,748.88	2,748.88			3/14/2016	-
G1-2016-342	342 City of Roseville	4,489.15	4,489.15			4/11/2016	-
G1-2016-80	80 City of Sacramento	9,677.22	9,677.22			4/11/2016	-
G1-2016-81	81 City of San Buenaventura	3,752.97	3,752.97			3/1/2016	-
G1-2016-774	774 City of San Clemente	3,167.23	3,167.23			3/29/2016	-
G1-2016-82	82 City of San Diego	17,275.01	17,275.01			4/11/2016	-
G1-2016-85	85 City of San Jose, Environmenta	3,895.73	3,895.73			3/8/2016	-
G1-2016-86	86 City of San Juan Capistrano	2,958.56	2,958.56			6/13/2016	-
G1-2016-87	87 City of San Luis Obispo	2,939.49	2,939.49			3/8/2016	-
G1-2016-258	258 City of Santa Ana	4,762.28	4,762.28			4/11/2016	-
G1-2016-88	88 City of Santa Barbara, Public	3,498.66	3,498.66			3/29/2016	-
G1-2016-362	362 City of Santa Cruz Water Dept.	3,284.02	3,284.02			3/14/2016	-
G1-2016-439	439 City of Santa Maria	3,435.19	3,435.19			3/22/2016	-
G1-2016-89	89 City of Santa Monica	3,248.33	3,248.33			6/21/2016	-
G1-2016-90	90 City of Santa Rosa	4,350.27	4,350.27			2/23/2016	-
G1-2016-91	91 City of Shasta Lake	2,550.71			2,550.71	3/1/2016	-
	City of Soladad	1,353.36	1,353.36			5/16/2016	-
G1-2016-382	382 City of Sonoma	2,572.26	2,572.26			3/4/2016	-
G1-2016-716	716 City of Stockton	4,857.94	4,857.94			4/25/2016	-
G1-2016-805	805 City of Turlock	3,644.54	3,644.54			3/29/2016	-
G1-2016-94	94 City of Upland	3,544.20	3,544.20			3/1/2016	-
G1-2016-349	349 City of Vacaville	3,600.01	3,600.01			6/7/2016	-
G1-2016-795	795 City of Vernon	1,470.42	1,470.42			3/14/2016	-
G1-2016-273	273 City of Yreka	2,524.77	2,524.77			3/8/2016	-
G1-2016-98	98 Coastside County Water Distric	2,653.80	2,653.80			3/1/2016	-
G1-2016-101	101 Contra Costa Water District	6,927.94	6,927.94			8/9/2016	-
G1-2016-854	854 Crescenta Valley Water Dist.	2,744.40	2,744.40			6/13/2016	-
G1-2016-104	104 Crestline Village WD	2,538.78	2,538.78			3/1/2016	-
G1-2016-106	106 Cucamonga Valley WD	5,309.65	5,309.65			3/1/2016	-
G1-2016-112	112 Dublin San Ramon Services Dist	3,187.05	3,187.05			6/7/2016	-
G1-2016-114	114 East Bay Municipal Utility Dis	19,028.25	19,028.25			3/14/2016	-
G1-2016-274	274 East Orange County WD	1,252.09	1,252.09			6/16/2016	-
G1-2016-113	113 Eastern Municipal WD	9,824.25	9,824.25			3/4/2016	-
G1-2016-335	335 El Dorado Irrigation District	4,501.86	4,501.86			3/11/2016	-
G1-2016-116	116 El Toro Water District	2,958.54	2,958.54			3/1/2016	-
G1-2016-810	810 Elk Grove Water District	3,016.91	3,016.91			3/1/2016	-
G1-2016-403	403 Elsinore Valley MWD	5,214.60	5,214.60			3/22/2016	-
G1-2016-120	120 Fair Oaks Water District	3,077.81	3,077.81			6/7/2016	-
G1-2016-121	121 Fallbrook PUD	2,972.11	2,972.11			4/5/2016	-
G1-2016-122	122 Foothill Municipal WD	1,558.00	1,558.00			3/8/2016	-
G1-2016-320	320 Forestville Water District	1,231.68	1,231.68			3/1/2016	-
G1-2016-211	211 Golden State Water Company	16,367.73	16,367.73			3/8/2016	-
G1-2016-126	126 Goleta Water District	3,267.42	3,267.42			3/29/2016	-
G1-2016-765	765 Great Oaks Water Company	3,340.89	3,340.89			3/10/2016	-
G1-2016-128	128 Helix Water District	5,004.60	5,004.60			4/19/2016	-
G1-2016-130	130 Hidden Valley Lake CSD	1,277.32	1,277.32			3/14/2016	-
G1-2016-131	131 Hilmar County Water District	1,272.18	1,272.18			3/8/2016	-
G1-2016-134	134 Indian Wells Valley WD	2,929.73	2,929.73			3/10/2016	-
G1-2016-135	135 Inland Empire Utilities Agency	3,781.00	3,781.00			6/2/2016	-
G1-2016-139	139 Jurupa Community Services Dist	3,946.42	3,946.42			3/14/2016	-
G1-2016-141	141 Kern County Water Agency	3,280.00	3,280.00			4/5/2016	-
G1-2016-309	309 Lake Arrowhead CSD	2,651.16	2,651.16			3/1/2016	-
G1-2016-775	775 Lake Sherwood CSD	1,247.30			1,247.30	11/30/2016	-
G1-2016-766	766 Lakeside Water District	2,696.40	2,696.40			4/20/2016	-
G1-2016-147	147 Las Virgenes MWD	3,572.52	3,572.52			3/4/2016	-
G1-2016-66	66 Long Beach Water Department	6,936.39	6,936.39			6/7/2016	-
G1-2016-151	151 Los Angeles County Waterworks	6,197.43	6,197.43			4/5/2016	-

Invoice No.	CYMA N Member Name	Inv. Amount	Payment	In-Kind	Write Off	Date Paid	Balance
G1-2016-152	152 Los Angeles Dept. of Water	39,462.18	39,462.18			6/16/2016	-
G1-2016-861	861 Los Osos CSD	1,285.57	1,285.57			7/22/2016	-
G1-2016-158	158 Marin Municipal Water District	4,785.38	4,785.38			3/8/2016	-
G1-2016-159	159 Marina Coast Water District	2,607.84	2,607.84			3/1/2016	-
G1-2016-160	160 Mesa Water District	3,606.79	3,606.79			3/8/2016	-
G1-2016-161	161 Metropolitan Water District	15,000.00	15,000.00			3/22/2016	-
G1-2016-14	14 Mid-Peninsula Water District	2,693.31	2,693.31			6/2/2016	-
G1-2016-740	740 Mojave Water Agency	3,280.00	3,280.00			6/2/2016	-
G1-2016-163	163 Monte Vista Water District	3,351.65	3,351.65			4/5/2016	-
G1-2016-164	164 Montecito Water District	2,639.32			2,639.32	11/30/2016	-
G1-2016-167	167 Moulton Niguel Water District	4,997.47	4,997.47			3/8/2016	-
G1-2016-378	378 Newhall County Water District	2,995.67	2,995.67			3/14/2016	-
G1-2016-784	784 Nipomo Community Services Dist	2,570.09	2,570.09			3/14/2016	-
G1-2016-173	173 North Coast County WD	2,793.43	2,793.43			3/1/2016	-
G1-2016-366	366 North Marin Water District	3,239.19	3,239.19			3/22/2016	-
G1-2016-870	870 Occidental Community Services	1,192.99	1,192.99			3/22/2016	-
G1-2016-176	176 Olivenhain Municipal WD	3,663.89	3,663.89			5/31/2016	-
G1-2016-399	399 Ontario Municipal Utilities Co	4,441.80	4,441.80			3/1/2016	-
G1-2016-339	339 Orange Vale Water Company	2,641.00	2,641.00			5/31/2016	-
G1-2016-179	179 Otay Water District	4,631.62	4,631.62			4/18/2016	-
G1-2016-181	181 Padre Dam Municipal WD	3,387.87	3,387.87			5/24/2016	-
G1-2016-790	790 Palmdale Water District	3,729.66	3,729.66			6/13/2016	-
G1-2016-412	412 Placer County Water Agency	5,032.06	5,032.06			6/7/2016	-
G1-2016-184	184 Purissima Hills Water District	1,324.89	1,324.89			3/14/2016	-
G1-2016-807	807 Rainbow Municipal Water Dist	2,804.92	2,804.92			6/13/2016	-
G1-2016-187	187 Ramona Municipal WD	2,746.56	2,746.56			4/25/2016	-
G1-2016-501	501 Rancho California WD	5,804.40	5,804.40			7/12/2016	-
G1-2016-278	278 Rio Linda/Elverta Community WD	2,580.07	2,580.07			2/23/2016	-
G1-2016-190	190 Rincon Del Diablo MWD*	2,905.80	1,452.90		1,452.90	11/30/2016	-
G1-2016-191	191 Rowland Water District	3,119.33	3,119.33			3/8/2016	-
G1-2016-192	192 Rubidoux CSD	2,768.25	2,768.25			3/8/2016	-
G1-2016-193	193 Sacramento County Water Agency	5,560.80	5,560.80			3/23/2016	-
G1-2016-814	814 Sacramento Suburban WD	4,278.52	4,278.52			4/13/2016	-
G1-2016-549	549 San Antonio Water Company	3,280.00			3,280.00	11/30/2016	-
G1-2016-196	196 San Diego Cty Water Authority	8,006.00	8,006.00			4/11/2016	-
G1-2016-197	197 San Dieguito Water District	2,926.86	2,926.86			5/24/2016	-
G1-2016-432	432 San Francisco PUC	14,884.24	14,884.24			6/2/2016	-
G1-2016-760	760 San Gabriel Valley Water Co.	7,336.97	7,336.97			3/22/2016	-
G1-2016-392	392 San Jose Water Company	12,890.87	12,890.87			3/4/2016	-
G1-2016-199	199 San Juan Water District	3,841.33	3,841.33			4/18/2016	-
G1-2016-200	200 Santa Barbara Cty Water Agency	2,781.00	2,781.00			3/8/2016	-
G1-2016-201	201 Santa Clara Valley Water District*	8,006.00	8,006.00			7/26/2016	-
G1-2016-842	842 Santa Clarita Water Division	4,081.25	4,081.25			3/1/2016	-
G1-2016-202	202 Santa Fe Irrigation District	2,946.34	2,946.34			4/25/2016	-
G1-2016-203	203 Santa Ynez River WCD	1,412.98	1,412.98			3/22/2016	-
G1-2016-207	207 Solano County Water Agency	8,006.00	8,006.00			6/2/2016	-
G1-2016-208	208 Sonoma County Water Agency	3,781.00	3,781.00			3/2/2016	-
G1-2016-209	209 South Coast Water District	2,930.95	2,930.95			3/14/2016	-
G1-2016-818	818 South Tahoe PUD	2,857.86	2,857.86			3/22/2016	-
G1-2016-764	764 Suburban Water Systems	6,035.86	6,035.86			3/14/2016	-
G1-2016-213	213 Sweetwater Authority	3,912.51	3,912.51			4/25/2016	-
G1-2016-826	826 Sweetwater Springs Water Dist	2,494.86	2,494.86			4/11/2016	-
G1-2016-833	833 Tahoe City Public Utility Dist	2,535.02	2,535.02			3/1/2016	-
G1-2016-885	885 Tehachapi-Cummings City Water	1,558.00	1,558.00			3/22/2016	-
G1-2016-223	223 Three Valleys MWD	3,781.00	3,781.00			7/12/2016	-
G1-2016-224	224 Town of Windsor	2,741.50	2,741.50			3/8/2016	-
G1-2016-225	225 Trabuco Canyon Water District	2,573.93	2,573.93			6/13/2016	-
G1-2016-227	227 Triunfo Sanitation District	2,610.90	2,610.90			3/8/2016	-
G1-2016-228	228 Tuolumne Utilities District	2,812.67			2,812.67	11/30/2016	-

Invoice No.	CYMA N Member Name	Inv. Amount	Payment	In-Kind	Write Off	Date Paid	Balance
G1-2016-230	230 Upper San Gabriel Valley MWD	3,280.00	3,280.00			3/8/2016	-
G1-2016-724	724 Valencia Water Company	4,124.57	4,124.57			3/4/2016	-
G1-2016-231	231 Vallecitos Water District	3,546.72	3,546.72			5/6/2016	-
G1-2016-232	232 Valley Center MWD	3,573.91	3,573.91			4/18/2016	-
G1-2016-353	353 Valley of the Moon WD	2,643.37	2,643.37			3/8/2016	-
G1-2016-233	233 Ventura Co. Waterworks Dist #1	3,313.13			3,313.13	11/30/2016	-
G1-2016-787	787 Ventura Co. Waterworks Dist #8	3,734.88	3,734.88			3/22/2016	-
G1-2016-234	234 Vista Irrigation District	3,690.15	3,690.15			4/25/2016	-
G1-2016-259	259 West Basin MWD	8,006.00	8,006.00			3/8/2016	-
G1-2016-241	241 Western MWD of Riverside	5,205.54	5,205.54			4/4/2016	-
G1-2016-773	773 Yucaipa Valley Water District	3,076.51	3,076.51			3/10/2016	-
G1-2016-785	785 Zone 7 Water Agency	3,280.00	3,280.00			3/1/2016	-
TOTAL GROUP 1 DUES BILLED		787,395.71	754,692.86		32,702.85		-
GROUP 1 DUES TO BE BILLED IN JULY 2016							
G1-2015-033	33 California American Water	9,782.78	9,782.78			9/29/2016	-
G1-2015-836	836 Carmichael Water District*	3,013.28			3,013.28	11/30/2016	-
G1-2015-041	41 Channel Islands Beach CSD*	1,256.74	1,256.74			8/1/2016	-
G3-2015-045	45 City of Anaheim PUD	6,149.02	6,149.02			8/9/2016	-
G1-2015-434	434 City of Beverly Hills*	3,033.28			3,033.28	11/30/2016	-
G1-2015-299	299 City of Coachella*	2,807.06	2,807.06			9/22/2016	-
G1-2015-361	361 City of Cotati*	2,474.44	2,474.44			8/9/2016	-
G1-2015-060	60 City of Garden Grove*	4,075.88	4,075.88			8/16/2016	-
G1-2015-286	286 City of Huntington Beach*	4,737.10	4,737.10			8/16/2016	-
G1-2015-136	136 Irvine Ranch Water District*	6,985.04	6,985.04			8/9/2016	-
G1-2015-168	168 Municipal Water District of Orange County*	8,006.00	8,006.00			8/19/2016	-
G3-2015-752	752 Park Water Company	3,418.57	3,418.57			8/15/2016	-
TOTAL GROUP 1 DUES TO BE BILLED		55,739.19	49,692.63		6,046.56		-
TOTAL GROUP 1 DUES		843,134.90	804,385.49		38,749.41		-
GROUP 2 DUES							
G2-2016-300	300 The Bay Institute	282.00		282.00		8/1/2016	-
G2-2016-873	873 Ceres	282.00	282.00			4/5/2016	-
G2-2016-886	886 Daily Acts	282.00			282.00	12/31/2016	-
G2-2016-872	872 EcoLandscape California	282.00		282.00		11/30/2016	-
G2-2016-124	124 Friends of the River	282.00		282.00		11/30/2016	-
G2-2016-148	148 League of Women Voters of CA	282.00	282.00			4/11/2016	-
G2-2016-175	175 Natural Resources Defense Cncl	282.00			282.00	12/31/2016	-
G2-2016-276	276 Pacific Institute	282.00		282.00		8/1/2016	-
G2-2016-206	206 Sierra Club California	282.00		282.00		11/30/2016	-
G2-2016-713	713 Surfrider Foundation	282.00		282.00		8/23/2016	-
TOTAL GROUP 2 DUES BILLED		2,820.00	564.00	1,692.00	564.00		-
GROUP 3 DUES							
G3-2016-1	1 A&N Technical Services	532.00	532.00			3/29/2016	-
G3-2016-3	3 Act Inc. Metlund Systems	532.00	532.00			5/6/2016	-
G3-2016-780	780 Alliance for Water Efficiency	372.00	372.00			3/8/2016	-
G3-2016-4	4 Association of CA Water Agcy	372.00	372.00			5/6/2016	-
G3-2016-571	571 Aquacraft, Inc.	532.00	532.00			4/18/2016	-
G3-2016-846	846 Badger Meter, Inc.	797.00			797.00	11/30/2016	-
G3-2016-205	205 Bay Area Water Supply & Cons.	372.00	372.00			3/8/2016	-
G3-2016-786	786 Bill Jacoby Water Resources	372.00	372.00			3/16/2016	-
G3-2016-882	882 Blue Watchdog Conservation	532.00			532.00	11/30/2016	-
G3-2016-20	20 CA Landscape Contractors Assn.	1,063.00	1,063.00			2/23/2016	-

Invoice No.	CYMA N Member Name	Inv. Amount	Payment	In-Kind	Write Off	Date Paid	Balance
G3-2016-27	27 CA Public Utilities Commission	372.00	372.00			5/6/2016	-
G3-2016-214	214 CA State Water Resources	372.00	372.00			3/4/2016	-
G3-2016-875	875 California Nevada Section AWWA	372.00	372.00			3/1/2016	-
G3-2016-31	31 California Water Association	1,063.00	1,063.00			3/23/2016	-
G3-2016-42	42 Chino Basin Water Conservation	372.00	372.00			6/2/2016	-
G3-2016-109	109 Dendron Landscape Management	372.00			372.00	11/30/2016	-
G3-2016-857	857 Dropcountr, Inc.	372.00	96.80		275.20	12/31/2016	-
G3-2016-115	115 El Dorado County Water Agency	372.00			372.00	11/30/2016	-
G3-2016-415	415 Ewing Irrigation	1,063.00			1,063.00	11/30/2016	-
G3-2016-426	426 Fluidmaster, Inc.	797.00	797.00			3/22/2016	-
G3-2016-132	132 HF&F Consultants, LLC	372.00	372.00			3/4/2016	-
G3-2016-884	884 High Sierra Showerheads	532.00	532.00			8/16/2016	-
G3-2016-419	419 Irrrometer Company, Inc.	532.00	532.00			3/1/2016	-
G3-2016-888	888 Land Life Company	372.00	372.00			8/25/2016	-
G3-2016-887	887 Landscape Integrity Films & Ed	372.00	372.00			3/4/2016	-
G3-2016-156	156 Maddaus Water Management	532.00	532.00			10/25/2016	-
G3-2016-523	523 Maureen Erbeznik & Associates	372.00	372.00			5/16/2016	-
G3-2016-880	880 MC Engineering	532.00			532.00	11/30/2016	-
G3-2016-721	721 Monterey Peninsula Water Manag	372.00			372.00	11/30/2016	-
G3-2016-817	817 NDS, Inc	797.00			797.00	11/30/2016	-
G3-2016-874	874 Neptune Technology Group	797.00			797.00	8/16/2016	-
G3-2016-172	172 Niagara Conservation Corp	797.00			797.00	11/30/2016	-
G3-2016-881	881 OmniEarth, Inc.	372.00	372.00			3/14/2016	-
G3-2016-755	755 P.I.P.E.	372.00	372.00			5/6/2016	-
G3-2016-185	185 Rain Bird Corporation	1,063.00	1,063.00			3/1/2016	-
G3-2016-381	381 Regional Water Authority	372.00	372.00			3/1/2016	-
G3-2016-883	883 Smart Utility Systems	532.00	532.00			3/8/2016	-
G3-2016-754	754 Stanford Utilities Department	372.00	372.00			3/25/2016	-
G3-2016-437	437 Water Forum	372.00	372.00			11/3/2016	-
G3-2016-430	430 Water System Optimization, Inc	532.00			532.00	11/30/2016	-
G3-2016-843	843 WaterSmart Software	372.00	372.00			4/18/2016	-
G3-2016-242	242 Western Policy Research	372.00			372.00	11/30/2016	-
TOTAL GROUP 3 DUES BILLED		22,113.00	14,502.80	-	7,610.20		-
TOTAL DUES BILLED/TO BE BILLED		868,067.90	819,452.29	1,692.00	46,923.61		-