

**GOLDEN RAIN FOUNDATION
2006 INCENTIVE PLAN RESULTS**

<u>Savings Item</u>	<u>Amount</u>
Additional Work Absorbed	
Positions eliminated, positions left open for some period of time, additional unbudgeted work absorbed, reduced by any attendant decrease in service levels, in Landscape, Maintenance, Financial Services	377,473
Capital	
Centralized irrigation system controllers/CPU's cost avoidances	1,520
Reduced mower replacement costs by rebuilding qualified mowers	34,264
Performed design of broadband remodel and board room cameras in-house rather than contracted out	24,851
Negotiated less expensive specifications for projector, sundeck, doors, and windows at clubhouses	34,644
Other	
Negotiated settlement with MTV/Spike TV	133,295
Reduced non union retirement match	60,422
Net revenue increase from advertising	58,432
Staff initiated favorable electricity rate change for Community Center	29,653
Increased net revenue from staff-initiated recreation events	24,290
Union medical opt-out provision	19,553
Increased sponsorships for senior games	16,838
Eliminated need for fiber optic restoration contract, NOV certified mailings, and contracted payroll reporting	14,452
Modified service plan for golf carts	2,965
Misc.	223
Total financial savings accounted for	\$ 832,875
Actual Payouts - 30% of savings	\$ 249,875
Average Payout per Participant	\$ 1,837