



BERKELEY CITY COUNCILMEMBER
TERRY TAPLIN
DISTRICT 2

CONSENT CALENDAR
May 7, 2024

To: Honorable Mayor and Members of the City Council
From: Councilmember Taplin
Subject: Waterside Workshops Emergency Recovery Grant

RECOMMENDATION

Refer to the budget process \$82,000 to Waterside Workshops to support youth enrichment and climate resilience programs following revenue losses due to construction and street closures on Bolivar Drive.

FINANCIAL IMPLICATIONS

\$82,000 in General Fund impact.

CURRENT SITUATION AND ITS EFFECTS

Supporting youth enrichment and climate resilience programs at Waterside Workshops is a Strategic Plan Priority Project, advancing our goal to be a global leader in addressing climate change, advancing environmental justice, and protecting the environment.

Waterside Workshops is a youth enrichment nonprofit based in West Berkeley that provides various cycling and workforce development initiatives with an emphasis on climate resilience and ecological sustainability. Due to a major construction project at 600 Addison, street closures on Bolivar Drive beginning in August of 2021, including no access at all for 3+ weeks in July-August of 2023 and closure of the Waterside Cafe program have drastically reduced revenue and negatively impacted various important programs. Bolivar Drive remains partially closed while a new water main is installed under the road and is projected to negatively impact access to the bike shop, boat rentals and cafe through at least June of 2024.

On a cash basis, Waterside Workshops saw a net operating deficit as high as \$141,618.78 in the first quarter of 2023. Despite periodic fluctuations, the organization's net operating income only reached \$23,009.62 in 2023, with roughly \$1.2 million in expenses. The situation has grown more dire in 2024, with a net operating loss of \$32,784.96 reported in January of 2024. By contrast, Waterside Workshops realized a net operating income of \$49,250.34 in 2018, which represents a healthy fiscal situation in a typical year.

These revenue shortfalls have severely impacted the following programs:

- **Waterside Cafe**, a cafe and barista training program that generates critical revenue for the organization. Bolivar Drive closure has forced this program to discontinue for the time being.
- **Street Level Cycles**, a full service retail bike shop that also serves as a bicycle education, repair, and reuse program.
- **Community Open Shop**, in which community members can use Waterside Workshop's tools, purchase components, and fix their bikes on Saturdays and Sundays.
- **Berkeley Boathouse**, a youth internship and boat rental program. In this program, youth work alongside skilled instructors learning carpentry and traditional wooden boat building. When weather permits, interns take Waterside Workshops' fleet of boats paddling and sailing in Aquatic Park and the San Francisco Bay. Youth interns and staff also provide boat rentals to the general public and help conduct field trips for groups of youth from partner organizations.

Street Level Cycles and Berkeley Boathouse are approaching their seasonally high sales months and most active programming months of April through August. Waterside Workshops had to reduce its workforce which diminished its capacity to employ disadvantaged Berkeley youth ages 16-24 by 37% in order to balance its 2024 budget.

Waterside Workshops' programs, including summer camps, enroll more than 300 youth each year at the Aquatic Park. This year, the organization is at risk of having to reduce the number of youth enrolled in these programs due to staffing reductions. This is a direct result of a year of ongoing construction.

Waterside Workshops would use the funds from the city to employ staff and youth to fully staff programs and restart the cafe, directly contributing to productive employment and youth services in the city.

BACKGROUND

Established in 2007, Waterside Workshops is a youth enrichment nonprofit based in West Berkeley that provides education and workforce development initiatives to address the gradual loss of woodworking and machine shop classes in public schools throughout the Bay Area. Currently, Waterside Workshops provides internships and workforce training programs through three programs: Street Level Cycles, Berkeley Boathouse, and Waterside Cafe.

According to Waterside Workshops' latest data, on an annual basis the organization has provided 77 young people with paid internships and job training, 254 refurbished bikes to youth and adults, and access to its free DIY bicycle repair shop to an estimated 1,360 community members.¹

¹ <https://watersideworkshops.org/about/>

ENVIRONMENTAL SUSTAINABILITY AND CLIMATE IMPACTS

Berkeley’s most recent greenhouse gas inventories have identified roughly 60% of community-wide greenhouse gas emissions coming from the transportation sector.² Accordingly, the City’s Climate Action Plan identifies “shift[ing] trips to walking, biking, and shared electric modes” as a key strategy for eliminating carbon emissions.³ By providing free space for bicycle repair, free refurbished bicycles, and workforce development for youth in the community, Waterside Workshops is a key partner for the City’s goals for a Just Transition away from a fossil fuel-based economy in a way that reduces automobile dependence while increasing opportunities for historically marginalized communities.

CONTACT PERSON

Councilmember Taplin Council District 2 510-981-7120

Attachments:

- 1: Waterside Workshops Budget vs. Actuals: 2023 Budget - FY23 P&L
- 2: Waterside Workshops Profit and Loss Statement: January 2024
- 3: Waterside Workshops Profit and Loss Statement: January - December 2018

² <https://berkeleyca.gov/sites/default/files/2022-04/2022-02-08%20Item%2017%20Greenhouse%20Gas%20Emissions%20Inventory.pdf>

³ <https://berkeleyca.gov/sites/default/files/documents/2023%20Climate%20Action%20Plan%20and%20Resilience%20Staff%20Update%20to%20Council%202023-12-12.pdf>

Waterside Workshops

Budget vs. Actuals: 2023 Budget - FY23 P&L

January - December 2023

	JAN - MAR, 2023		APR - JUN, 2023		JUL - SEP, 2023		OCT - DEC, 2023		TOTAL	
	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET
Income										
Contributed Income									\$0.00	\$0.00
Donations	15,810.03	12,000.00	12,810.59	7,000.00	20,884.95	3,000.00	32,119.53	48,000.00	\$81,625.10	\$70,000.00
Grants									\$0.00	\$0.00
Foundations	56,600.00	56,600.00	142,400.00	197,100.00	112,800.00	34,750.00	209,167.65	152,500.00	\$520,967.65	\$440,950.00
Government	8,683.51	8,683.00	185,639.97	205,583.00	20,267.86	25,000.00	22,084.16	50,000.00	\$236,675.50	\$289,266.00
Total Grants	65,283.51	65,283.00	328,039.97	402,683.00	133,067.86	59,750.00	231,251.81	202,500.00	\$757,643.15	\$730,216.00
Special Events		0.00		0.00	15,239.33	10,000.00	10,200.00	15,000.00	\$25,439.33	\$25,000.00
Total Contributed Income	81,093.54	77,283.00	340,850.56	409,683.00	169,192.14	72,750.00	273,571.34	265,500.00	\$864,707.58	\$825,216.00
Discount Income					0.00				\$0.00	\$0.00
Program Income									\$0.00	\$0.00
Bike Repairs	6,351.25	8,000.00	13,351.00	11,500.00	8,970.50	12,000.00	7,219.00	8,500.00	\$35,891.75	\$40,000.00
Boatshop Rentals	315.00	400.00	245.00	900.00	35.00	900.00	575.00	800.00	\$1,170.00	\$3,000.00
Program Fees					2,540.00				\$2,540.00	\$0.00
Workshop Fees	2,350.00	3,000.00	1,725.00	3,000.00		3,000.00		1,000.00	\$4,075.00	\$10,000.00
Total Program Income	9,016.25	11,400.00	15,321.00	15,400.00	11,545.50	15,900.00	7,794.00	10,300.00	\$43,676.75	\$53,000.00
Sales									\$0.00	\$0.00
Bicycle Sales	60,548.13	65,000.00	99,236.04	105,000.00	104,391.16	120,000.00	81,671.19	70,000.00	\$345,846.52	\$360,000.00
Boatshop Sales	275.00	700.00	140.00	1,300.00		1,500.00	360.00	1,500.00	\$775.00	\$5,000.00
Cafe	150.38	450.00	50.00	550.00		600.00	95.87	400.00	\$296.25	\$2,000.00
Total Sales	60,973.51	66,150.00	99,426.04	106,850.00	104,391.16	122,100.00	82,127.06	71,900.00	\$346,917.77	\$367,000.00
Sales of Product Income					0.00				\$0.00	\$0.00
Total Income	\$151,083.30	\$154,833.00	\$455,597.60	\$531,933.00	\$285,128.80	\$210,750.00	\$363,492.40	\$347,700.00	\$1,255,302.10	\$1,245,216.00
GROSS PROFIT	\$151,083.30	\$154,833.00	\$455,597.60	\$531,933.00	\$285,128.80	\$210,750.00	\$363,492.40	\$347,700.00	\$1,255,302.10	\$1,245,216.00
Expenses										
Building Renovations									\$0.00	\$0.00
Furniture and Equipment	160.89	0.00		0.00		0.00		54.07	\$160.89	\$54.07
Supplies					0.00		311.31		\$311.31	\$0.00
Total Building Renovations	160.89	0.00	0.00	0.00	0.00	0.00	311.31	54.07	\$472.20	\$54.07
Fundraising									\$0.00	\$0.00
Event Expense		0.00	701.79	0.00	10,086.11	5,000.00	5,240.38	5,000.00	\$16,028.28	\$10,000.00
Printing - Fundraising					526.51		178.61		\$705.12	\$0.00
Salaries - Fundraising	17,953.50	17,850.00	16,006.44	17,100.00	20,454.69	17,100.00	19,801.72	17,100.00	\$74,216.35	\$69,150.00
Website	221.87	60.00		60.00		60.00		60.00	\$221.87	\$240.00
Total Fundraising	18,175.37	17,910.00	16,708.23	17,160.00	31,067.31	22,160.00	25,220.71	22,160.00	\$91,171.62	\$79,390.00
General and Administrative									\$0.00	\$0.00
403(b) Plan	-1,561.00		1,561.00		-37.50		1,025.00		\$987.50	\$0.00
Administrative Salaries	17,998.75	17,850.00	16,006.44	17,112.00	22,510.08	17,112.00	17,369.98	17,112.00	\$73,885.25	\$69,186.00
Advertising	844.57	60.00	493.85	60.00	233.00	60.00	72.00	60.00	\$1,643.42	\$240.00
Automotive	206.54	25.00	448.09	767.00	370.26	178.61	35.00	36.00	\$1,059.89	\$1,006.61
Bank Charges					10.00		37.00		\$47.00	\$0.00
Commuter Check	779.64		-696.00		1,344.64		-522.00		\$906.28	\$0.00
Filing fees/licenses		740.00	120.00	0.00		0.00		259.00	\$120.00	\$999.00
Insurance - Auto	1,765.95	1,800.00	1,787.87	1,800.00		1,800.00	-686.00	1,800.00	\$2,867.82	\$7,200.00
Insurance - Gen Liability		275.00	20,023.86	12,000.00		0.00		0.00	\$20,023.86	\$12,275.00
Insurance - Watercraft		0.00		0.00	5,391.00	4,000.00		0.00	\$5,391.00	\$4,000.00
Insurance - Workers Comp	1,836.72	1,500.00	1,836.72	1,500.00	1,224.60	1,500.00	1,451.41	1,500.00	\$6,349.45	\$6,000.00
Meals and Entertainment	437.99	244.98	673.66	562.33	416.00	1,109.45	974.82	1,088.33	\$2,502.47	\$3,005.09
Merchant Fees	1,248.00	1,150.00		0.00	-112.10	0.00	393.00	0.00	\$1,528.90	\$1,150.00
Miscellaneous Expense					100.00				\$100.00	\$0.00
Office Expense	422.94	505.45	396.99	174.15	410.95	38.94	143.38	103.01	\$1,374.26	\$821.55
Other Business Expenses					365.00				\$365.00	\$0.00
Payroll taxes	17,773.83	16,218.00	14,244.55	16,218.00	18,645.96	16,218.00	16,147.61	16,218.00	\$66,811.95	\$64,872.00
Postage and delivery			227.80		64.43		353.00		\$645.23	\$0.00
Professional Development	302.00	320.00	350.00	0.00	200.00	0.00		0.00	\$852.00	\$320.00
Professional fees	1,793.20		1,257.60		916.50		928.00		\$4,895.30	\$0.00
Rent	2,163.84	2,240.00	363.84	360.00	609.32	360.00	105.89	360.00	\$3,242.89	\$3,320.00
Security	812.79	800.00	560.49	500.00	564.93	500.00	752.46	1,000.00	\$2,690.67	\$2,800.00
Supplies	1,790.15	1,800.00	2,351.18	1,800.00	5,013.45	1,800.00	1,093.38	1,800.00	\$10,248.16	\$7,200.00
Telephone	263.66	150.00	289.29	150.00	365.00	150.00	243.92	150.00	\$1,161.87	\$600.00
Travel and Mileage	864.23	900.00	600.81	900.00	306.71	900.00	220.23	900.00	\$1,991.98	\$3,600.00
Utilities	1,999.06	2,100.00	1,832.59	2,100.00	1,766.49	2,100.00	1,758.13	2,100.00	\$7,356.27	\$8,400.00
Total General and Administrative	51,742.86	48,678.43	64,730.63	56,003.48	60,678.72	47,827.00	41,896.21	44,486.34	\$219,048.42	\$196,995.25
Insurance							1,247.20		\$1,247.20	\$0.00
Program Expenses									\$0.00	\$0.00

Waterside Workshops

Budget vs. Actuals: 2023 Budget - FY23 P&L

January - December 2023

	JAN - MAR, 2023		APR - JUN, 2023		JUL - SEP, 2023		OCT - DEC, 2023		TOTAL	
	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET	ACTUAL	BUDGET
Health Insurance	11,819.82	12,200.00	13,132.80	12,600.00	15,981.08	12,600.00	13,710.99	12,600.00	\$54,644.69	\$50,000.00
Outside Contractors	250.00	150.00	27,150.00	27,100.00	150.00	150.00	600.00	150.00	\$28,150.00	\$27,550.00
Parts and Materials	32,402.45	58,000.00	76,695.90	55,000.00	19,922.40	22,000.00	11,766.43	15,000.00	\$140,787.18	\$150,000.00
Payroll - Program	149,351.52	145,500.00	131,784.44	145,500.00	155,462.23	145,500.00	138,691.91	145,500.00	\$575,290.10	\$582,000.00
Boating payroll	3,793.80	4,500.00	4,223.90	4,500.00	5,334.31	4,500.00	5,650.76	4,500.00	\$19,002.77	\$18,000.00
Youth Job Training Wages	16,804.46	15,000.00	12,692.02	15,000.00	18,207.35	15,000.00	13,478.71	15,000.00	\$61,182.54	\$60,000.00
Total Payroll - Program	169,949.78	165,000.00	148,700.36	165,000.00	179,003.89	165,000.00	157,821.38	165,000.00	\$655,475.41	\$660,000.00
Sales tax expense	6,010.56	9,000.00	9,465.46	9,000.00	9,366.94	9,000.00	9,859.96	9,000.00	\$34,702.92	\$36,000.00
Tools							33.17		\$33.17	\$0.00
Youth Expenses									\$0.00	\$0.00
Therapy Services and Medical	700.00	420.00		600.00		600.00	1,300.00	600.00	\$2,000.00	\$2,220.00
Youth Trips	1,490.35		362.00		351.92		2,355.40		\$4,559.67	\$0.00
Total Youth Expenses	2,190.35	420.00	362.00	600.00	351.92	600.00	3,655.40	600.00	\$6,559.67	\$2,220.00
Total Program Expenses	222,622.96	244,770.00	275,506.52	269,300.00	224,776.23	209,350.00	197,447.33	202,350.00	\$920,353.04	\$925,770.00
Total Expenses	\$292,702.08	\$311,358.43	\$356,945.38	\$342,463.48	\$316,522.26	\$279,337.00	\$266,122.76	\$269,050.41	\$1,232,292.48	\$1,202,209.32
NET OPERATING INCOME	\$ -141,618.78	\$ -156,525.43	\$98,652.22	\$189,469.52	\$ -31,393.46	\$ -68,587.00	\$97,369.64	\$78,649.59	\$23,009.62	\$43,006.68
NET INCOME	\$ -141,618.78	\$ -156,525.43	\$98,652.22	\$189,469.52	\$ -31,393.46	\$ -68,587.00	\$97,369.64	\$78,649.59	\$23,009.62	\$43,006.68

Waterside Workshops

Profit and Loss

January 2024

	TOTAL	
	JAN 2024	JAN 2023 (PY)
Income		
Contributed Income		
Donations	15,472.01	13,785.29
Grants		
Foundations		25,000.00
Government	17,961.96	
Total Grants	17,961.96	25,000.00
Total Contributed Income	33,433.97	38,785.29
Program Income		
Bike Repairs	1,820.00	2,085.00
Workshop Fees		1,350.00
Total Program Income	1,820.00	3,435.00
Sales		
Bicycle Sales	8,727.49	19,459.84
Cafe		53.00
Total Sales	8,727.49	19,512.84
Total Income	\$43,981.46	\$61,733.13
GROSS PROFIT	\$43,981.46	\$61,733.13
Expenses		
Fundraising		
Salaries - Fundraising	3,461.54	5,163.50
Website	143.76	719.64
Total Fundraising	3,605.30	5,883.14
General and Administrative		
403(b) Plan	-875.00	0.00
Administrative Salaries	3,461.54	5,163.50
Advertising		114.57
Commuter Check	-174.00	
Insurance - Auto		1,177.30
Insurance - Workers Comp		612.24
Meals and Entertainment		159.39
Office Expense	11.99	252.98
Payroll taxes	5,313.37	5,316.67
Postage and delivery	72.50	
Professional fees	216.00	642.70
Rent	485.12	1,921.28
Security	584.88	312.63
Supplies	811.96	354.54
Telephone	72.99	107.22

Waterside Workshops

Profit and Loss

January 2024

	TOTAL	
	JAN 2024	JAN 2023 (PY)
Utilities	814.18	951.19
Total General and Administrative	10,795.53	17,086.21
Insurance	623.60	
Program Expenses		
Health Insurance	4,265.16	4,399.89
Outside Contractors	260.00	150.00
Parts and Materials	4,577.51	2,720.99
Payroll - Program	43,254.43	46,983.18
Boating payroll	1,819.35	
Youth Job Training Wages	2,466.22	2,947.07
Total Payroll - Program	47,540.00	49,930.25
Sales tax expense	5,099.32	1,939.09
Total Program Expenses	61,741.99	59,140.22
Total Expenses	\$76,766.42	\$82,109.57
NET OPERATING INCOME	\$ -32,784.96	\$ -20,376.44
NET INCOME	\$ -32,784.96	\$ -20,376.44

Waterside Workshops

Profit and Loss

January - December 2018

	TOTAL
Income	
Contributed Income	
Donations	57,006.53
Grants	
Foundations	362,366.00
Government	12,500.00
Total Grants	374,866.00
Total Contributed Income	431,872.53
Program Income	
Bike Rentals	3,510.00
Bike Repairs	9,908.23
Boatshop Commision	360.00
Boatshop Rentals	4,615.00
Boatshop Repairs	600.00
Workshop Fees	5,045.00
Total Program Income	24,038.23
Sales	
Bicycle Sales	247,308.44
Boatshop Sales	390.00
Cafe	12,895.72
Total Sales	260,594.16
Total Income	\$716,504.92
GROSS PROFIT	\$716,504.92
Expenses	
Building Renovations	6,976.70
Furniture and Equipment	1,273.97
Total Building Renovations	8,250.67
Fundraising	312.48
Salaries - Fundraising	41,470.82
Website	75.00
Total Fundraising	41,858.30
General and Administrative	
Administrative Salaries	38,435.48
Advertising	500.00
Automotive	2,043.99
Commuter Check	106.00
Filing fees/licenses	179.80
Insurance - Auto	2,618.52
Insurance - Gen Liabilty	14,134.96
Insurance - Workers Comp	8,440.00
Meals and Entertainment	1,313.17

Waterside Workshops

Profit and Loss

January - December 2018

	TOTAL
Merchant Fees	7,344.48
Miscellaneous Expense	120.00
Office Expense	483.60
Payroll taxes	36,026.68
Postage and delivery	166.64
Professional fees	1,574.55
Promotion and Outreach	254.99
Rent	1,200.00
Security	2,875.80
Supplies	2,871.33
Telephone	2,846.18
Travel and Mileage	253.30
Utilities	5,913.15
Total General and Administrative	129,702.62
Program Expenses	
Equip repairs and maintenance	32.16
Health Insurance	22,781.40
Outside Contractors	3,553.75
Parts and Materials	75,938.36
Payroll - Program	332,505.11
Sales tax expense	21,182.00
Tools	1,046.70
Youth Expenses	2,531.32
Therapy Services and Medical	16,360.00
Youth Housing and Edu	5,019.56
Youth Trips	6,492.63
Total Youth Expenses	30,403.51
Total Program Expenses	487,442.99
Total Expenses	\$667,254.58
NET OPERATING INCOME	\$49,250.34
NET INCOME	\$49,250.34

