



Board of Directors Joint Meeting Agenda

| Date o | of Meeting: | 3/15/2023 | Time: | 4:00PM | |
|---------------------|---|-----------------------------------|-----------------|-----------------------------|------------------------|
| Board | Chairs: | Barrett Lipomi/David Boring | Location: | 953 10 th Street | |
| 1. Discussion Items | | | | | |
| # | Topics | | | | Presenter |
| 1 | Open Meeting (2 | min) | | | Barrett L. |
| 2 | DID Approval of | 11/30/2022 Joint Board Minutes (2 | min) | | David B. |
| 3 | DID Approval of (| 02/16/2023 DID Minutes (2 min) | | | David B. |
| 4 | DMP Approval of | 01/18/2023 Joint Board Minutes (2 | 2 min) | | Barrett L. |
| 5 | Public Comments (The Board of Directors welcomes participation in meetings. This time on the agenda is provided for members of the public to address the Board of Directors of DMP on matters of concern that fall within the jurisdiction of the Board that are not on the agenda. Speakers are encouraged to consult with management prior to agenda preparation regarding any DMP operation or responsibility. As per the Brown act, no action can be taken on non-agenda issues. It is not required, but speakers may provide their name and address. Because these are non-agenda matters, no discussion or comment by the Board should be expected except to properly refer the matter for review or action as appropriate. Public Comments will be limited to five minutes per speaker.) (5 min) | | | | Any |
| 6 | Downtown Administrative Report (Recap of recent activities and upcoming initiatives: New Downtown Housing Project, Experience Engineers, Food Tour, First Fridays, Love Modesto Sponsorship, Downtown Sponsorship Opportunities, Annual Audit, RAD Card) (20 Min) | | | | Josh B. |
| 7 | DMP Action: Disc | cuss Financials (5 Min) | | | Josh B. |
| 8 | DID Action: Discu | uss Financials (5 Min) | | | Heidi S. |
| 9 | DMP Action: Exe | cutive Team Recommendation - Di | scuss Annual Re | eport (20 min) | Josh B/ Stephanie F |
| 10 | Board Member F | orum | | | Any |
| 11 | Adjourn Regular | Meeting | | | Barrett L. |

| 2 Prework/Preparation | |
|--|--------------|
| Description | Brought by |
| 11/30/22 Joint DMP/DID Board Meeting Minutes | Elizabeth B. |
| 02/16/23 DID Board Meeting Minutes | Elizabeth B. |
| 01/18/23 Joint DMP/DID Board Meeting Minutes | Elizabeth B. |
| RAD Card P&Ls | Elizabeth B. |
| DMP Financials | Elizabeth B. |
| DID Financials | Elizabeth B. |
| DMP Annual Report | Elizabeth B. |



Board of Directors Meeting Minutes

| Date of | f Meeting: | 02/16/2023 | Time: | 4:00PM | |
|----------------------|--|---|---|--|----------|
| Minutes Prepared By: | | Heidi Savage | Location: | 1016 12th Street | |
| | Attendance | | | | |
| Present | | Apodaca, Julie Betts-Albert, za Vargas | David Boring, Charle | es Doll, Amanda | |
| Other | Heidi Savage | | | | |
| | Discussion | | | | |
| # | Topics | | | | |
| 1 | Open Meeting - David open | ed the meeting at 4:04 p.m. | | | David B. |
| 2 | o Boa | nutes g called for approval of the i ard approved the minutes as animous) | | | David B. |
| 3 | o Boa | Financials nted the financials to the board ard approved financials for Y ing/Charles Doll; Unanimou | TD 11/30/2022 as pre | esented (David | David B. |
| 4 | Public Comments - No public co | omments were made | | | Any |
| 5 | - Heidi prese amount. ⊙ Boa | Executive Director Expending the an increase from \$1000 ard approved the expenditure tlinger/Julie Betts-Albert; Un | o to \$3000 in the expe | | Heidi S. |
| 6 | - Heidi prese from Laurer ○ Boa and | Board Member Appointment inted the list of new DID boan Trevino, and new list of off and approved the new board I new officers as presented (animous) | rd member appointme icers. members, resignation | ents, a resignation n of Lauren Trevino | Heidi S. |
| 7 | Downtown Administ Heidi recapped rece | rative Report ent activities and upcoming i | nitiatives. | | Heidi S. |
| 8 | - There was of Graffiti USA museum thr | Downtown Summer Event consensus not to install Grant Museum could produce bat roughout the year. Staff will activities. No action taken. | ffiti Summer banners. nners that would drive | e awareness of the | Heidi S. |

| 9 | DID Action: Discuss DID Window and Façade Beautification Program There was consensus that DID will continue the Window Improvement Program, with the addition of façades, as part of their annual programming. Participating businesses will contribute 20% of beautification costs. No action taken. | Heidi S. |
|----|--|----------|
| 10 | Adjourn Regular Meeting - David adjourned meeting at 5:44pm | David B. |





Board of Directors Meeting Minutes

| Date of Meeting: | | 01/18/2023 | Time: | 4:00 PM | | |
|----------------------|--|--|--------------------------|---------------------------------|----------------------|--|
| Minutes Prepared By: | | Richelle Hartsock | Location: | 953 10 th Street (Gr | eens) | |
| | | | | | | |
| | Attendance | | | | | |
| Present | DMP: Barrett Lipomi, Blaine Cox, Ann Endsley, Kathryn Davis (by Proxy vote), Charles Doll, David Boring, Erin Doran, Blake Humble, Josh Bridegroom DID: Charles Doll, David Boring, Maria Apodaca, Amanda Heitlinger | | | | | |
| Absent | DMP: David Darmst DID: Lauren Trevino | andler, Sue Zwahlen, | | | | |
| Others | | anie Foster, Elizabeth Buenro ams, Esperanza Vargas | ostro, Richelle Hartsock | , Sara Lowry- | | |
| | Discussion | | | | | |
| # | Topics | | | | | |
| 1 | Open Meeting - Barrett open | ed the meeting at 4:10 p.m. | | | Barrett L. | |
| 2 | | /21/2022 Minutes d for approval of the minutes f rd approved the minutes as p | | | Barrett L. | |
| 3 | Public Comments No public co | mments were made | | | Any | |
| 4 | Downtown Administr - Josh and He | ative Report eidi recapped recent activities | and upcoming initiative | S. | Josh B./ Heidi S. | |
| 5 | o Boa | s Financials ted the financials to the board rd approved financials for YTI an; Unanimous) | • | | Josh B. | |
| 6 | - The DMP an | Mission, Vision, and Strategic od DID boards participated in a ion, Vision and Strategic Direc | an activity designed as | a reminder of their | Josh B./ Heidi S. | |
| 7 | Board Member Forui - There was a | m general discussion around th | e table. | | Any | |

8 Adjourn Regular Meeting
Barrett adjourned the meeting at 5:45 pm

Barrett L.

CLOSED SESSION - Government Code Section 549579 (b) (1)

1 DMP Action: Executive Team Recommendation – Discuss CEO Compensation, Bonus, and 2023 Performance Criteria.

Barrett L.

- Barrett reopened the meeting at 6:15 pm and presented the Executive Team's recommendation for CEO compensation, bonus and 2023 performance criteria
 - O Board approved a salary increase of 5% and gave Josh a score of 98 out of 100 total possible points for an annual bonus of \$17,150. The board also approved the 2023 performance criteria recommended, with the addition of a \$2,500 bonus per fiscal year allowed for development of a project or activity that support the mission of the organization, but is not part of the annual action plan.

Date: 03/15/2023 Time: 4:00 p.m. Location:1003 10th St.

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Downtown Modesto Partnership RAD Card Activity January 1, 2023 through February 28, 2023

| | | RAD Car Payable | | | |
|--|-------------|---|----|------------------|---------------|
| Beginning Balance | | | \$ | 3,138,059.53 | |
| County Deposits Merchant Deposits Chargeback Recovery Bank Interest | \$ | - - 62,444.58 46.55 | | | |
| Total Deposits | | | | 62,491.13 | |
| Processing Fees - Merchant Chargebacks - Merchant Vendor Payments - Tipalti | | (128,269.81) (216,276.23) (1,136,543.28) | | | |
| Total Expenditures | | | _ | (1,481,089.32) | |
| Ending Balance (Liabilities) | | | \$ | 1,719,461.34 | |
| Cash - OVCB Less: Indicated Cash Bal (Admin) Cash - Tipaliti Other | \$ | 2,035,293.89 (358,401.28) 2,195.54 40,373.19 | | | |
| Ending Balance (Assets) | | | \$ | 1,719,461.34 | |
| | | | | Card stration | |
| Beginning Balance - Carryover from | Prior Years | | | | \$ 389,463.02 |
| RAD Income - Admin Fees | | | | - | |
| RAD Expenses Customer Service Amazon Web Services App Development Credit Card Fees Bank Fees Subscriptions DoMo Admin Realloc Insurance - Cyber Liability Payroll (Liz & Sara) Marketing & Website | \$ | 4,970.00 - 19,465.00 69.90 45.00 - - 2,511.84 - 4,000.00 | | | |
| Total RAD Expenses | | | | 31,061.74 | |
| Net RAD Admin Income | | | | | (31,061.74) |
| Total RAD Available Ending Balance | | | | | 358,401.28 |
| Less: Fraud Contingency | | | | | (50,000.00) |
| Available after Contingency | | | | | \$ 308,401.28 |
| Posted Receivables Indicated Cash Balance - RAD Admir | n | | \$ | - 358,401.28 | \$ 358,401.28 |

Downtown Modesto Partnership Budget v Actual 2/28/23 General Administration

| | YTD Actual | YTD Budget | YTD Variance | Annual Budget | % of Annual Budget |
|--|---|--------------------|--------------------|----------------------|--------------------------|
| Revenue | | | | | |
| 31020 Board Donations | - | _ | - | 1,200.00 | 0.00% |
| 31030 CBD Income | 443,560.90 | 443,560.90 | - | 750,000.00 | 59.14% |
| 31040 Contracted Services | 9,200.00 | 8,333.33 | 866.67 | 50,000.00 | 18.40% |
| Events & Activities | - | - | - | 35,200.00 | 0.00% |
| Micro-Enterprises Net (detail)*** | = | - | - | 5,360.50 | 0.00% |
| RAD Admin Reallocation | _ | _ | _ | 50,000.00 | 0.00% |
| 31015 Bank Interest | 69.76 | 125.00 | (55.24) | 750.00 | 9.30% |
| Total Revenue | 452,830.66 | 452,019.23 | 811.43 | 892,510.50 | 50.74% |
| Expenditures | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | ,,,,,,,,, | | , | |
| Bank Fees | - | - | - | - | 0.00% |
| 41010 Benefits | | | | | |
| Health Insurance | 7,635.56 | 7,000.00 | 635.56 | 42,000.00 | 18.18% |
| Pension | 2,912.88 | 2,674.17 | 238.71 | 16,045.00 | 18.15% |
| 41020 Board Meetings & Convenings | - | 166.67 | (166.67) | 1,000.00 | 0.00% |
| 41040 Dues, Subscriptions & Licenses | 897.85 | 833.33 | 64.52 | 5,000.00 | 17.96% |
| 41041 Employee Parking | - | 800.00 | (800.00) | 4,800.00 | 0.00% |
| 41050 Events/Activities | - | - | - | 30,396.00 | 0.00% |
| 41070 Liability Insurance | 1,017.40 | 766.67 | 250.73 | 4,600.00 | 22.12% 0.00% |
| 41090 Office Improvements & Maint. 41100 Office Equipment & Supplies | 1,750.29 | 833.33 1,500.00 | (833.33) 250.29 | 5,000.00 9,000.00 | 19.45% |
| 41110 Office Equipment & Supplies 41110 Outside Services | 1,730.29 | 1,300.00 | 250.29 | 9,000.00 | 19.4376 |
| Auditor/CPA | - | _ | _ | 5,500.00 | 0.00% |
| Accounting | 3,500.00 | 5,000.00 | (1,500.00) | 30,000.00 | 0.00% |
| 41000 Advertising/Marketing | 5,000.00 | 5,000.00 | - | 17,064.90 | 29.30% |
| Eco Counter | - | 1,460.83 | (1,460.83) | 8,765.00 | 0.00% |
| Rank Security | 4,028.00 | 4,000.00 | 28.00 | 24,000.00 | 16.78% |
| SinglePoint | 1,925.85 | 1,416.67 | 509.18 | 8,500.00 | 22.66% |
| StreetPlus | | 37,500.00 | (37,500.00) | 225,000.00 | 0.00% |
| 41120 Payroll | 77,922.34 | 53,483.33 | 24,439.01 | 320,900.00 | 24.28% |
| 41130 Payroll Tax Expense 41140 Postage & Delivery | 7,178.65 | 5,348.33 | 1,830.32 | 32,090.00 | 22.37% |
| 41150 Professional Development | = | 66.67 - | (66.67) | 400.00 5,000.00 | 0.00% 0.00% |
| 41155 Public Space Beautification | _ | _ | - | 10,000.00 | 0.00% |
| 41160 Rent | 8,528.00 | 8,241.60 | 286.40 | 49,449.60 | 17.25% |
| 41170 Sponsorship | - | - | - | 10,000.00 | 0.00% |
| 41170 Travel & Entertainment | 1,758.81 | 1,500.00 | 258.81 | 9,000.00 | 19.54% |
| 41180 Utilities | 2,387.20 | 2,166.67 | 220.53 | 13,000.00 | 18.36% |
| 41190 Vehicle Expenses | 429.08 | 500.00 | (70.92) | 3,000.00 | 14.30% |
| 41200 Workers Compensation | 324.74 | 500.00 | (175.26) | 3,000.00 | 10.82% |
| Total Expenditures | 127,196.65 | 140,758.27 | (13,561.62) | 892,510.50 | 14.25% |
| Accounting Services Sponsorship - Children's Museum | <u>-</u> | | | | |
| Net Revenue | 325,634.01 | | | | |
| Valley First Credit Union Oak Valley Savings | 491,536.94 392,915.72 | _ | | | |
| Total Cash On Hand | 884,452.66 | : | | | |

^{***} Activity contained to sub-schedules until events seasons are completed

Payroll is high - bonus to Josh and final severance to Richelle.

Modesto Downtown Improvement District Budget vs. Actuals: FY23 P&L

July 2022 - February 2023

| Revision | | Total | | | | | | |
|---|--|-------|------------|----|------------|-----|------------|-------------|
| 41000 Mill Tax DID 199,284.3 235,000.0 -35,705.6 6,818.0 0,00% Cly DIA deministration Fee \$ 199,284.3 \$ 228,608.0 \$ 29,313.6 6,718.0 Total Revenue \$ 199,284.3 \$ 228,608.0 \$ 29,313.6 67,18% Experientures 8 28,288.0 \$ 29,313.6 67,18% \$15000 Marketing Expense \$ 2,439.3 \$ 20,000.0 \$ 20,550.6 10,16% Branding \$ 50.0 \$ 50.00 \$ 2,000.0 \$ 2,000 | | | Actual | | Budget | ٥٧ | er Budget | % of Budget |
| City DID Administration Fee 199,294.3 \$ 28,000.0 \$ 3,932.0 \$ 0,000.0 Total Revenue \$ 199,294.3 \$ 228,600.0 \$ 29,313.66 87.18% Cross Profit \$ 199,294.3 \$ 228,600.0 \$ 29,313.66 87.18% Expenditures *********************************** | Revenue | | | | | | | |
| Total Ravenue \$ 199,284.34 \$ 228,686.00 \$ 29,313.66 87.18% Gross Profit \$ 199,284.34 \$ 228,686.00 \$ 29,313.66 87.18% Expenditures \$ 199,284.34 \$ 228,686.00 \$ 29,313.66 87.18% \$1000 Marketing Expense \$ 2.439.39 \$ 23,000.00 \$ 20,580.61 10.18% Branding \$ 600.00 \$ 9,000.00 \$ 2,905.00 67.72% Website Development \$ 8,849.39 \$ 40,000.00 \$ 31,155.1 21.48% \$20028 Exontractor Reimbursable - Field Services \$ 8,849.39 \$ 40,000.00 \$ 2,905.00 62.33 68.48% \$20285 Contractor Reimbursable - Field Services \$ 20,000.00 \$ 15,000.00 \$ 2,905.00 63.34% \$20285 Obuse & Subscriptions \$ 1,034.58 \$ 4,000.00 \$ 2,905.00 63.89% \$20285 Orlinactor Reimbursable - Field Services \$ 1,684.59 \$ 19,000.00 \$ 2,617.10 74.98% \$20285 Contractor Reimbursable - Field Services \$ 1,684.59 \$ 10,000.00 \$ 2,617.10 74.98% \$20285 Contractor Semplies & Misc. \$ 1,000.00 <th< td=""><td>41000 Mill Tax DID</td><td></td><td>199,294.34</td><td></td><td>235,000.00</td><td></td><td>-35,705.66</td><td>84.81%</td></th<> | 41000 Mill Tax DID | | 199,294.34 | | 235,000.00 | | -35,705.66 | 84.81% |
| Part Part | City DID Administration Fee | | | | -6,392.00 | | 6,392.00 | 0.00% |
| Separatitures | Total Revenue | \$ | 199,294.34 | \$ | 228,608.00 | -\$ | 29,313.66 | 87.18% |
| 1000 Marketing Expense | Gross Profit | \$ | 199,294.34 | \$ | 228,608.00 | -\$ | 29,313.66 | 87.18% |
| Advertisement and Sponsorship 2,493.93 2,300.00 -20,560.61 10.61% Branding 50.00 9,000.00 -2,955.00 67.72% Website Development 8,000.00 -8,000.00 -2,905.00 0.00% Total 51000 Marketing Expense \$ 8,584.39 \$ 40,000.00 -31,145.61 21.46% 52006 Deard Meetings 767.07 1,500.00 -623.30 58.45% 52055 Dutes & Subscriptions 1,034.58 4,000.00 -2,965.42 2,566% 52100 Office Lease 1,877.31 3,300.00 -1,422.69 56.89% 52100 Office Supplies & Misc. 690.27 8,000.00 -2,617.10 74.59% 52100 Professional Development 40.209.47 8,000.00 -2,617.10 74.59% 52202 Professional Development 40.209.47 8,000.00 -2,718.06 59.06% 52300 Professional Services 1,000.00 1,500.00 -76.00 2,00% 52300 Professional Services 2,075.00 1,500.00 -75.00 3,00% -75.00 1,500.00 -75.00 2,0 | Expenditures | | | | | | | |
| Branding 50.00 9,000.00 2,905.00 6,72% Scolal Media 6,995.00 9,000.00 2,905.00 67.72% Website Development 8,000.00 8,000.00 -8,000.00 0.00% Total 51000 Marketing Expense \$ 8,884.39 \$ 40,000.00 -8,233.0 58.45% \$2020 Board Meetings 876.70 1,500.00 -623.30 58.45% \$2025 Contractor Reimbursable - Field Services 2000.00 31,500.00 -1,150.00 -623.30 58.45% \$2075 Insurance 1,877.31 3,300.00 -2,965.42 25.86% \$2150 Office Lease 7,682.90 10,300.00 -7,309.73 8.63% \$2150 Office Supplies & Misc. 690.27 8,000.00 -7,309.73 8.63% \$2152 Payroll Expenses \$ 40,280.94 \$ 10,000.00 -7,309.73 8.63% \$2210 Forstage & Shibpring 24.00 100.00 -7,309.73 8.63% \$2320 Portage & Shippring 24.00 100.00 -7,500.00 2.00% \$2330 Professional Development -0.00 | 51000 Marketing Expense | | | | | | 0.00 | |
| Social Media 6,095.00 9,000.00 2,905.00 67.72% Website Development 8,000.00 8,000.00 0.00% Total \$1000 Marketing Expense \$,858.43 \$ 40,000.00 \$ 31,415.61 21.46% \$2000 Board Meetings 876.70 1,500.00 -623.30 58.45% \$2025 Contractor Reimbursable - Field Services 20,000.00 31,500.00 -11,500.00 63.49% \$2025 Dues & Subscriptions 1,084.88 4,000.00 -2,965.42 25.86% \$2075 Insurance 1,877.31 3,000.00 -1,422.69 56.88% \$2150 Office Lease 7,862.90 10,300.00 -2,617.10 74.59% \$2150 Office Supplies & Misc. 690.27 8,000.00 -7,309.73 8,63% \$2150 Office Supplies & Shipping 24.00 66.199.00 -7,309.73 8,63% \$2200 Professional Development 403.76 1,500.00 -7,309.73 8,63% \$2305 Professional Development 403.76 1,500.00 -1,500.00 7,003.76 2,625.2% \$2325 Development 3,155.00< | Advertisement and Sponsorship | | 2,439.39 | | 23,000.00 | | -20,560.61 | 10.61% |
| Website Development 8,804.39 8,000.00 -8,000.00 0.00% Total 51000 Marketing Expense \$ 8,584.39 40,000.00 -\$ 31,415.61 21.46% 52000 Board Meetings 876.70 1,500.00 -623.30 58.45% 52025 Contractor Reimbursable - Field Services 20,000.00 31,500.00 -1,500.00 63.49% 52050 Dues & Subscriptions 1,034.88 4,000.00 -2,965.42 25.66% 52075 Insurance 1,877.31 3,300.00 -1,422.69 56.89% 52100 Office Lease 7,682.90 10,300.00 -2,965.42 25.66% 52150 Office Supplies & Misc. 690.27 8,000.00 -2,617.10 74.59% 52150 Profite Supplies & Misc. 690.27 8,000.00 -7,309.73 8,63% 52150 Profite Supplies & Misc. 1,000.00 1,500.00 -7,500.00 24.00% 52200 Postage & Shipping 240.00 1,500.00 -1,500.00 -1,500.00 -2,193.00 -2,692% 52325 Board Member Development 1,500.00 1,500.00 -75.00 -2,000.00 | Branding | | 50.00 | | | | 50.00 | |
| Total 51000 Marketing Expense \$ 8,884.39 40,000.00 -\$ 31,415.61 21.46% 52000 Board Meetings 876.70 1,500.00 -623.30 58.45% 52025 Contractor Reimbursable - Field Services 20,000.00 31,500.00 -11,500.00 63.49% 52075 Insurance 1,877.31 3,300.00 -1,422.69 56.89% 52100 Office Lease 7,682.90 10,300.00 -2,867.10 74.59% 52150 Office Supplies & Misc. 690.27 8,000.00 -7,309.73 8.63% 52175 Payroll Expenses \$ 40,280.94 \$ 68,199.00 -7,901.00 59.06% 52200 Postage & Shipping 24.00 10,000 -7,901.00 59.06% 52325 Board Member Development 403.70 1,500.00 -1,903.76 -26.92% 52325 Professional Services 1,080.00 1,500.00 -1,500.00 0.00% Accounting Services 2,075.00 1,500.00 -750.00 0.00% Misc. Professional Services 3,155.00 4,575.00 -52.00 0.00% 52400 Programs & Events 3 | Social Media | | 6,095.00 | | 9,000.00 | | -2,905.00 | 67.72% |
| 52000 Board Meetings 876.70 1,500.00 -623.30 58.45% 52025 Contractor Reimbursable - Field Services 20,000.00 31,500.00 -11,500.00 63.49% 52050 Dues & Subscriptions 1,034.68 4,000.00 -2,965.42 25.86% 52075 Insurance 1,877.31 3,000.00 -1,422.69 56.89% 52100 Office Lease 7,682.90 10,300.00 -2,617.10 74.59% 52150 Office Supplies & Misc. 690.27 8,000.00 -7,309.73 8.63% 52175 Payroll Expenses 40,280.94 8,68,199.00 -2,27,918.06 59.06% 52200 Postage & Shipping 24.00 100.00 -7,309.73 8.63% 52305 Professional Development 403.76 1,500.00 -1,93.76 26.92% 52325 Board Member Development 403.76 1,500.00 -1,900.00 7.500.00 0.00% 52350 Professional Services 1,080.00 1,500.00 -750.00 750.00 0.00% Misc. Professional Services 3,155.00 4,575.00 387.06 4.238.60 1.242.00 </td <td>Website Development</td> <td></td> <td></td> <td></td> <td>8,000.00</td> <td></td> <td>-8,000.00</td> <td>0.00%</td> | Website Development | | | | 8,000.00 | | -8,000.00 | 0.00% |
| 52025 Contractor Reimbursable - Field Services 20,000,00 31,500.00 -11,500.00 63.4% 52050 Dues & Subscriptions 1,034.58 4,000.00 -2,965.42 25.86% 52075 Insurance 1,877.31 3,300.00 -1,422.69 56.89% 52100 Office Lease 7,682.90 10,300.00 -2,617.10 74,59% 52105 Office Supplies & Misc. 69.92 8,000.00 -7,309.73 8,63% 52175 Payroll Expenses 40,280.94 6,681,99.00 -5 27,918.06 59.0% 52200 Postage & Shipping 24.00 100.00 -76.00 24.00% 52330 Professional Development -403.76 1,500.00 -1,500.00 2.00% 52325 Pordessional Services 1,080.00 1,500.00 -1,500.00 2.00% 52350 Professional Services 2,075.00 1,500.00 -750.00 0.00% 6PA Services 3,155.00 4,500.00 -750.00 0.00% 7540 Services 3,155.00 4,575.00 -8,250.00 -2,7195.00 0.00% 5240 Professional Serv | Total 51000 Marketing Expense | \$ | 8,584.39 | \$ | 40,000.00 | -\$ | 31,415.61 | 21.46% |
| 52050 Dues & Subscriptions 1,034.58 4,000.00 -2,965.42 25.86% 52075 Insurance 1,877.31 3,300.00 -1,422.69 56.89% 52100 Office Lease 7,682.90 10,300.00 -2,617.10 74.59% 52105 Office Supplies & Misc. 690.27 8,000.00 -7,309.73 8.63% 52175 Payroll Expenses \$ 40,280.94 \$ 68,199.00 -\$ 27,918.06 59.06% 52200 Postage & Shipping 24.00 10,000 -76.00 24.00% 52305 Professional Development 403.76 1,500.00 -1,903.76 -26.92% 52325 Board Member Development 403.76 1,500.00 -1,500.00 70.00 0.00% 52350 Professional Services 1,080.00 1,500.00 575.00 138.33% CPA Services 2,075.00 1,500.00 575.00 0.00% Misc. Professional Services \$ 3,155.00 \$ 4,575.00 1,420.00 68.96% 52400 Programs & Events 367.06 28,600.00 2,71,95.50 4.94% Fromotions/Events 1,413.50 <td>52000 Board Meetings</td> <td></td> <td>876.70</td> <td></td> <td>1,500.00</td> <td></td> <td>-623.30</td> <td>58.45%</td> | 52000 Board Meetings | | 876.70 | | 1,500.00 | | -623.30 | 58.45% |
| 52075 Insurance 1,877.31 3,300.00 -1,422.69 56.89% 52100 Office Lease 7,682.90 10,300.00 -2,617.10 74.59% 52150 Office Supplies & Misc. 690.27 8,000.00 -7,309.73 8,63% 52175 Payroll Expenses \$ 40,280.94 \$ 68,199.00 \$ 27,918.06 59.06% 52200 Postage & Shipping 24.00 1,500.00 -7,600 24.00% 52305 Professional Development -403.76 1,500.00 -1,500.00 -0,00% 52305 Professional Services 1,080.00 1,500.00 -15,000.00 72.00% Accounting Services 2,075.00 1,500.00 -750.00 0.00% Misc. Professional Services 3,155.00 \$ 575.00 750.00 0.00% Total 52350 Professional Services 3,155.00 \$ 750.00 750.00 0.00% Total 52350 Professional Services 3,155.00 \$ 2,200.00 -750.00 0.00% Educatification/Area Enhancement 1,521.92 12,000.00 -1,420.00 2,000.00 1,000.00 1,0478.00 12,600.00 | 52025 Contractor Reimbursable - Field Services | | 20,000.00 | | 31,500.00 | | -11,500.00 | 63.49% |
| 52100 Office Lease 7,882.90 10,300.00 -2,617.10 74.59% 52150 Office Supplies & Misc. 690.27 8,000.00 -7,309.73 8.63% 52175 Payroll Expenses \$ 40,280.94 \$ 68,199.00 -\$ 27,918.06 59.06% 52200 Postage & Shipping 24.00 100.00 -76.00 24.00% 52300 Professional Development -403.76 1,500.00 -1,903.76 -26.92% 52350 Professional Services 1,080.00 1,500.00 -1,500.00 0.00% Accounting Services 2,075.00 1,500.00 -575.00 138.33% CPA Services 2,075.00 1,500.00 -750.00 0.00% Misc. Professional Services 3,155.00 4,575.00 -750.00 0.00% Misc. Professional Services 3,315.00 4,575.00 -750.00 0.00% 52400 Programs & Events 387.06 4,575.00 -10,478.08 12.68% Promotions/Events 1,421.95 2,809.00 -7,195.00 4,949 Total 52400 Programs & Events 7,752.34 40,609.00 | 52050 Dues & Subscriptions | | 1,034.58 | | 4,000.00 | | -2,965.42 | 25.86% |
| 52150 Office Supplies & Misc. 690.27 8,000.00 -7,309.73 8,63% 52175 Payroll Expenses \$ 40,280.94 68,199.00 -\$ 27,918.06 59.06% 52200 Postage & Shipping 24.00 100.00 -76.00 24.00% 52300 Professional Development -403.76 1,500.00 -1,903.76 -26.92% 52325 Board Member Development 1,080.00 1,500.00 -1,500.00 0.00% 52326 Professional Services 1,080.00 1,500.00 -420.00 72.00% Accounting Services 2,075.00 1,500.00 575.00 138.33% CPA Services 750.00 -750.00 0.00% Misc. Professional Services 825.00 -750.00 0.00% Misc. Professional Services 3,155.00 4,575.00 -825.00 0.00% 52400 Programs & Events 387.06 387.06 12.68% Beautification/Area Enhancement 1,521.92 12,000.00 -10,478.08 12.68% Promotions/Events 1,432.93 28,699.00 27,195.50 4,94% | 52075 Insurance | | 1,877.31 | | 3,300.00 | | -1,422.69 | 56.89% |
| 52175 Payroll Expenses \$ 40,280.94 \$ 68,199.00 -\$ 27,918.06 59.06% 52200 Postage & Shipping 24.00 100.00 -76.00 24.00% 52300 Professional Development -403.76 1,500.00 -1,903.76 -26.92% 52325 Board Member Development 1,800.00 1,500.00 -1,500.00 0.00% 52350 Professional Services 1,080.00 1,500.00 -420.00 72.00% Accounting Services 2,075.00 1,500.00 575.00 138.33% CPA Services 750.00 1,500.00 -750.00 0.00% Misc. Professional Services 3,155.00 4,575.00 387.00 825.00 -825.00 0.00% 52400 Programs & Events 387.06 387.06 387.00 387.00 1,420.00 68.96% Beautification/Area Enhancement 1,521.92 12,000.00 -70.478.08 12,68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4,94% 52500 Travel & Entertainment 494.09 5,000.00 4,505.91 9.88% </td <td>52100 Office Lease</td> <td></td> <td>7,682.90</td> <td></td> <td>10,300.00</td> <td></td> <td>-2,617.10</td> <td>74.59%</td> | 52100 Office Lease | | 7,682.90 | | 10,300.00 | | -2,617.10 | 74.59% |
| 52200 Postage & Shipping 24.00 100.00 -76.00 24.00% 52300 Professional Development -403.76 1,500.00 -1,903.76 -26.92% 52325 Board Member Development 1,500.00 1,500.00 -1,500.00 0.00% 52350 Professional Services 1,080.00 1,500.00 -420.00 72.00% Accounting Services 2,075.00 1,500.00 575.00 138.33% CPA Services 756.00 -756.00 0.00% Misc. Professional Services 3,155.00 4,575.00 -5 1,420.00 68.96% 52400 Programs & Events 3,155.00 4,575.00 -5 1,420.00 68.96% 52400 Programs & Events 1,521.92 12,000.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4,94 Window Improvement Program 4,239.86 -27,195.50 4,94 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9,88% 52700 Utilities & Telephone 705.47 1,500.00 | 52150 Office Supplies & Misc. | | 690.27 | | 8,000.00 | | -7,309.73 | 8.63% |
| 52300 Professional Development -403.76 1,500.00 -1,903.76 -26.92% 52325 Board Member Development 1,500.00 -1,500.00 0.00% 52350 Professional Services 1,080.00 1,500.00 -420.00 72.00% Accounting Services 2,075.00 1,500.00 575.00 138.33% CPA Services 750.00 -750.00 0.00% Misc. Professional Services 3,155.00 4,575.00 -825.00 0.00% Misc. Professional Services 387.06 387.06 387.06 -825.00 0.00% 52400 Programs & Events 387.06 4,575.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4,94% Window Improvement Program 4,239.86 4,239.86 4,239.86 18.62% Total 52400 Programs & Events 7,562.34 40,609.00 -3,3046.66 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 </td <td>52175 Payroll Expenses</td> <td>\$</td> <td>40,280.94</td> <td>\$</td> <td>68,199.00</td> <td>-\$</td> <td>27,918.06</td> <td>59.06%</td> | 52175 Payroll Expenses | \$ | 40,280.94 | \$ | 68,199.00 | -\$ | 27,918.06 | 59.06% |
| 52325 Board Member Development 1,500.00 -1,500.00 0.00% 52350 Professional Services 1,080.00 1,500.00 -420.00 72,00% Accounting Services 2,075.00 1,500.00 575.00 138,33% CPA Services 750.00 -750.00 0.00% Misc. Professional Services \$ 3,155.00 \$ 4,575.00 -825.00 0.00% Total 52350 Professional Services \$ 387.06 \$ 387.06 387.06 387.06 88.60 14,20.00 68.96% 52400 Programs & Events 387.06 28,609.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4.94% Window Improvement Program 4,239.86 42,398.6 42,398.6 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -794.53 47.03% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -77.75 37.80% Contingency Reserves 92,611.48 | 52200 Postage & Shipping | | 24.00 | | 100.00 | | -76.00 | 24.00% |
| 52350 Professional Services 1,080.00 1,500.00 -420.00 72.00% Accounting Services 2,075.00 1,500.00 575.00 138.33% CPA Services 750.00 -750.00 0.00% Misc. Professional Services 825.00 -825.00 -825.00 0.00% Total 52350 Professional Services \$ 3,155.00 4,575.00 1,420.00 68.96% 52400 Programs & Events 387.06 387.06 387.06 387.06 12.68% Promotions/Events 1,521.92 12,000.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4.94% Window Improvement Program 4,239.86 4,239.86 4,239.86 4,239.86 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -77.75 37.80% Contingency Reserves 92,611.48 228,608 | 52300 Professional Development | | -403.76 | | 1,500.00 | | -1,903.76 | -26.92% |
| Accounting Services 2,075.00 1,500.00 575.00 138.33% CPA Services 750.00 -750.00 0.00% Misc. Professional Services 825.00 -825.00 0.00% Total 52350 Professional Services 3,155.00 4,575.00 1,420.00 68.96% 52400 Programs & Events 387.06 387.06 387.06 387.06 12.68% Promotions/Events 1,521.92 12,000.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4.94% Window Improvement Program 4,239.86 4,239.86 4,239.86 4,239.86 18.62% Total 52400 Programs & Events \$ 7,562.34 40,609.00 -\$ 33,046.66 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 37.80% Contingency Reserves 92,611.48 228,608.00 | 52325 Board Member Development | | | | 1,500.00 | | -1,500.00 | 0.00% |
| CPA Services 750.00 -750.00 0.00% Misc. Professional Services 825.00 -825.00 0.00% Total 52350 Professional Services 3,155.00 4,575.00 -\$ 1,420.00 68.96% 52400 Programs & Events 387.06 387.06 387.06 12.68% Beautification/Area Enhancement 1,521.92 12,000.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4.94% Window Improvement Program 4,239.86 4,239.86 4,239.86 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 37.80% Contingency Reserves 6,900.00 -6,900.00 -0,000.00 0.00% Total Expenditures 92,611.48 228,608.00 -5 135,996.52 40.51% | 52350 Professional Services | | 1,080.00 | | 1,500.00 | | -420.00 | 72.00% |
| Misc. Professional Services 825.00 -825.00 0.00% Total 52350 Professional Services \$ 3,155.00 \$ 4,575.00 -\$ 1,420.00 68.96% 52400 Programs & Events 387.06 387.06 387.06 -10,478.08 12.68% Permotions/Events 1,521.92 12,000.00 -27,195.50 4.94% Window Improvement Program 4,239.86 4,239.86 4,239.86 Total 52400 Programs & Events \$ 7,562.34 \$ 40,609.00 -\$ 33,046.66 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 37.80% Contingency Reserves 6,900.00 -6,900.00 -0,000% Total Expenditures 92,611.48 228,608.00 -\$ 135,996.52 40.51% | Accounting Services | | 2,075.00 | | 1,500.00 | | 575.00 | 138.33% |
| Total 52350 Professional Services \$ 3,155.00 \$ 4,575.00 -\$ 1,420.00 68.96% 52400 Programs & Events 387.06 387.06 387.06 387.06 Beautification/Area Enhancement 1,521.92 12,000.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4.94% Window Improvement Program 4,239.86 4,239.86 4,239.86 4,239.86 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -77.75 37.80% Contingency Reserves 6,900.00 -6,900.00 -6,900.00 0.00% Total Expenditures \$ 92,611.48 228,608.00 -\$ 135,996.52 40.51% | CPA Services | | | | 750.00 | | -750.00 | 0.00% |
| 52400 Programs & Events 387.06 387.06 Beautification/Area Enhancement 1,521.92 12,000.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4.94% Window Improvement Program 4,239.86 4,239.86 4,239.86 18.62% Total 52400 Programs & Events 7,562.34 40,609.00 -\$ 33,046.66 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 37.80% Contingency Reserves 6,900.00 -6,900.00 -6,900.00 0.00% Total Expenditures 92,611.48 228,608.00 135,996.52 40.51% | Misc. Professional Services | | | | 825.00 | | -825.00 | 0.00% |
| Beautification/Area Enhancement 1,521.92 12,000.00 -10,478.08 12.68% Promotions/Events 1,413.50 28,609.00 -27,195.50 4.94% Window Improvement Program 4,239.86 4,239.86 4,239.86 Total 52400 Programs & Events 7,562.34 40,609.00 -\$ 33,046.66 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 37.80% Contingency Reserves 6,900.00 -6,900.00 -6,900.00 0.00% Total Expenditures 92,611.48 228,608.00 135,996.52 40.51% | Total 52350 Professional Services | \$ | 3,155.00 | \$ | 4,575.00 | -\$ | 1,420.00 | 68.96% |
| Promotions/Events 1,413.50 28,609.00 -27,195.50 4.94% Window Improvement Program 4,239.86 4,239.86 4,239.86 4,239.86 18.62% Total 52400 Programs & Events \$ 7,562.34 40,609.00 -\$ 33,046.66 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -77.75 37.80% Contingency Reserves 6,900.00 -6,900.00 0.00% Total Expenditures 92,611.48 228,608.00 -\$ 135,996.52 40.51% | 52400 Programs & Events | | 387.06 | | | | 387.06 | |
| Window Improvement Program 4,239.86 4,239.86 Total 52400 Programs & Events \$ 7,562.34 \$ 40,609.00 -\$ 33,046.66 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 37.80% Contingency Reserves 6,900.00 -6,900.00 0.00% Total Expenditures \$ 92,611.48 228,608.00 -\$ 135,996.52 40.51% | Beautification/Area Enhancement | | 1,521.92 | | 12,000.00 | | -10,478.08 | 12.68% |
| Total 52400 Programs & Events \$ 7,562.34 40,609.00 -\$ 33,046.66 18.62% 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 37.80% Contingency Reserves 6,900.00 -6,900.00 0.00% Total Expenditures \$ 92,611.48 228,608.00 -\$ 135,996.52 40.51% | Promotions/Events | | 1,413.50 | | 28,609.00 | | -27,195.50 | 4.94% |
| 52500 Travel & Entertainment 494.09 5,000.00 -4,505.91 9.88% 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -77.75 37.80% Contingency Reserves 6,900.00 -6,900.00 0.00% Total Expenditures 92,611.48 228,608.00 -\$ 135,996.52 40.51% | Window Improvement Program | | 4,239.86 | | | | 4,239.86 | |
| 52700 Utilities & Telephone 705.47 1,500.00 -794.53 47.03% 59050 Bank Charges & Fees 47.25 125.00 -777.75 37.80% Contingency Reserves 6,900.00 -6,900.00 -6,900.00 0.00% Total Expenditures 92,611.48 228,608.00 -\$ 135,996.52 40.51% | Total 52400 Programs & Events | \$ | 7,562.34 | \$ | 40,609.00 | -\$ | 33,046.66 | 18.62% |
| 59050 Bank Charges & Fees 47.25 125.00 -77.75 37.80% Contingency Reserves 6,900.00 -6,900.00 -6,900.00 0.00% Total Expenditures 92,611.48 228,608.00 -\$ 135,996.52 40.51% | 52500 Travel & Entertainment | | 494.09 | | 5,000.00 | | -4,505.91 | 9.88% |
| Contingency Reserves 6,900.00 -6,900.00 0.00% Total Expenditures \$ 92,611.48 \$ 228,608.00 -\$ 135,996.52 40.51% | 52700 Utilities & Telephone | | 705.47 | | 1,500.00 | | -794.53 | 47.03% |
| Total Expenditures \$ 92,611.48 \$ 228,608.00 -\$ 135,996.52 40.51% | 59050 Bank Charges & Fees | | 47.25 | | 125.00 | | -77.75 | 37.80% |
| Total Expenditures \$ 92,611.48 \$ 228,608.00 -\$ 135,996.52 40.51% | Contingency Reserves | | | | 6,900.00 | | -6,900.00 | 0.00% |
| · · · · · · · · · · · · · · · · · · · | Total Expenditures | \$ | 92,611.48 | \$ | 228,608.00 | -\$ | 135,996.52 | 40.51% |
| | Net Operating Revenue | \$ | 106,682.86 | \$ | 0.00 | \$ | 106,682.86 | |

106,682.86 \$

0.00 \$

106,682.86

\$

Net Revenue