

## Locust Central Business District Profit & Loss Budget vs. Actual

P & L Budget vs Actual - Yr to Date/August 2017

Ordinary Income/Expense	Actuals vs Budget			
	2017 FY Budget	Jan - Aug 17	\$ Over Budget	% of Budget
<b>Income</b>				
5000 · Property Taxes	325,000.00	325,002.98	2.98	100.0%
5XXX · From Prior Year	88,100.00	0.00	-88,100.00	0.0%
5210 · Parking Lot Rental Income	15,000.00	9,660.00	-5,340.00	64.4%
5211 · Funds From Reserve	0.00	-85,916.72		
<b>Total Income</b>	<b>428,100.00</b>	<b>248,746.26</b>	<b>-179,353.74</b>	<b>58.11%</b>
<b>Expense</b>				
Beautification / appearance				
6090 · Street Cleaning	42,000.00	29,085.00	-12,915.00	69.25%
6091 · Wastebasket Trash Pick Up	1,150.00	975.44	-174.56	84.82%
6092 · Snow Removal	2,100.00	300.00	-1,800.00	14.29%
6105 · Landscape Maintenance	1,000.00	180.00	-820.00	18.0%
6106 · LBD Outside Maintenance Contrac	32,000.00	23,028.00	-8,972.00	71.96%
6107 · Maintenance Supplies	10,000.00	704.21	-9,295.79	7.04%
6211 · District Holiday Decorations	3,000.00	2,550.00	-450.00	85.0%
<b>Total Beautification / appearance</b>	<b>91,250.00</b>	<b>56,822.65</b>	<b>-34,427.35</b>	<b>62.27%</b>
Communications				
6043 · Marketing / Community Relations	10,000.00	0.00	-10,000.00	0.0%
6044 · Advertising	5,000.00	0.00	-5,000.00	0.0%
6150 · Design/ Modification/ Support		250.00		
6155 · Web Hosting	1,000.00	297.54	-702.46	29.75%
6157 · Social Media Development	23,000.00	0.00	-23,000.00	0.0%
<b>Total Communications</b>	<b>39,000.00</b>	<b>547.54</b>	<b>-38,452.46</b>	<b>1.4%</b>
Office				
6015 · Equipment	1,200.00	1,764.90	564.90	147.08%
6017 · Equipment Repair	500.00	0.00	-500.00	0.0%
6025 · Rent	10,800.00	8,100.00	-2,700.00	75.0%
6026 · Storage Unit Rental	1,080.00	720.00	-360.00	66.67%
6030 · Office Supplies / Postage	1,500.00	763.99	-736.01	50.93%
6070 · Electric	4,000.00	2,317.40	-1,682.60	57.94%
6075 · Gas	1,000.00	0.00	-1,000.00	0.0%
6080 · Phone and Internet	3,000.00	1,794.87	-1,205.13	59.83%
<b>Total Office</b>	<b>23,080.00</b>	<b>15,461.16</b>	<b>-7,618.84</b>	<b>66.99%</b>
Professional Services				
6037 · Auditing/ Accounting	6,500.00	7,600.00	1,100.00	116.92%
6041 · Administrative Assistance/Intern	28,200.00	20,000.00	-8,200.00	70.92%
6045 · Legal	26,400.00	17,611.08	-8,788.92	66.71%
<b>Total Professional Services</b>	<b>61,100.00</b>	<b>45,211.08</b>	<b>-15,888.92</b>	<b>74.0%</b>
Special Projects				
6202 · Dog Park	25,000.00	0.00	-25,000.00	0.0%
<b>Total Special Projects</b>	<b>25,000.00</b>	<b>0.00</b>	<b>-25,000.00</b>	<b>0.0%</b>
6055 · Security	140,000.00	87,095.17	-52,904.83	62.21%
6060 · Bank Service Charges	100.00	48.00	-52.00	48.0%
6120 · Other Legal Expense	40,000.00	43,891.48	3,891.48	109.73%
6125 · Flowers and Gifts	500.00	0.00	-500.00	0.0%
6130 · Insurance	6,000.00	2,141.02	-3,858.98	35.68%
66900 · Reconciliation Discrepancies		-115.54		
<b>RESERVE</b>				
8000 · Miscellaneous	2,070.00	124.53	-1,945.47	6.02%
<b>Total Expense</b>	<b>428,100.00</b>	<b>251,227.09</b>	<b>-176,872.91</b>	<b>58.68%</b>
<b>Net Ordinary Income</b>	<b>0.00</b>	<b>-2,480.83</b>	<b>-2,480.83</b>	<b>100.0%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Interest income		6.18		
<b>Total Other Income</b>		<b>6.18</b>		
<b>Net Other Income</b>	<b>0.00</b>	<b>6.18</b>	<b>6.18</b>	<b>100.0%</b>
<b>Net Income</b>	<b>0.00</b>	<b>-2,474.65</b>	<b>-2,474.65</b>	<b>100.0%</b>

Locust Central Business District

P & L Budget vs Actual - Yr to Date/August 2017

Version 2 - Focused Cuts to Office/Admin, Reallocation to Security

	2017 FY Budget	2018 FY Budget	Variance to 2017	Rationale/Comments
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5000 · Property Taxes	325,000.00	325,000.00	0.00	
5XXX · From Prior Year	88,100.00	100,000.00	11,900.00	This assumes 2017 activity will spend down current balance, at the last 2 months worth of activity.
5210 · Parking Lot Rental Income	15,000.00	15,000.00	0.00	
5211 · Funds From Reserve	0.00	0.00	0.00	
<b>Total Income</b>	<b>428,100.00</b>	<b>440,000.00</b>	<b>440,000.00</b>	
<b>Expense</b>				
Beautification / appearance				
6090 · Street Cleaning	42,000.00	42,000.00	0.00	
6091 · Wastebasket Trash Pick Up	1,150.00	1,150.00	0.00	
6092 · Snow Removal	2,100.00	2,100.00	0.00	
6105 · Landscape Maintenance	1,000.00	1,000.00	0.00	
6106 · LBD Outside Maintenance Contrac	32,000.00	32,000.00	0.00	
6107 · Maintenance Supplies	10,000.00	10,000.00	0.00	
6211 · District Holiday Decorations	3,000.00	3,000.00	0.00	
<b>Total Beautification / appearance</b>	<b>91,250.00</b>	<b>91,250.00</b>	<b>0.00</b>	no change
Communications				
6043 · Marketing / Community Relations	10,000.00	30,000.00	20,000.00	Increase Intra-Community notifications, flyers, mailers; plus funding a marketing agency to rebrand Locust Business District. Includes providing consumer-friendly name, tag and visual Identity.
6044 · Advertising	5,000.00	5,000.00	0.00	
6150 · Design/ Modification/ Support		0.00	0.00	
6155 · Web Hosting	1,000.00	1,000.00	0.00	
6157 · Social Media Development	23,000.00	1,000.00	-22,000.00	
<b>Total Communications</b>	<b>39,000.00</b>	<b>37,000.00</b>	<b>-2,000.00</b>	
Office				
6015 · Equipment	1,200.00	0.00	-1,200.00	
6017 · Equipment Repair	500.00	0.00	-500.00	
6025 · Rent	10,800.00	10,800.00	0.00	
6026 · Storage Unit Rental	1,080.00	1,080.00	0.00	
6030 · Office Supplies / Postage	1,500.00	300.00	-1,200.00	
6070 · Electric	4,000.00	3,500.00	-500.00	
6075 · Gas	1,000.00	0.00	-1,000.00	Budget for 12 months worth of rent and utilities for transition/notice. Keep a cell phone for district.
6080 · Phone and Internet	3,000.00	1,200.00	-1,800.00	
<b>Total Office</b>	<b>23,080.00</b>	<b>16,880.00</b>	<b>-6,200.00</b>	
Professional Services				
6037 · Auditing/ Accounting	6,500.00	6,500.00	0.00	
6041 · Administrative Assistance/Intern	28,200.00	12,000.00	-16,200.00	Reduce monthly admin fee to \$1000/month Reduce Monthly Retainer to \$300 or less per month vs \$2200.00
6045 · Legal	26,400.00	3,600.00	-22,800.00	
<b>Total Professional Services</b>	<b>61,100.00</b>	<b>22,100.00</b>	<b>-39,000.00</b>	
Special Projects				
6202 · Dog Park	25,000.00	25,000.00	0.00	no change
<b>Total Special Projects</b>	<b>25,000.00</b>	<b>25,000.00</b>	<b>0.00</b>	
6055 · Security	140,000.00	209,600.00	69,600.00	All additional funds moved into Security Line
6060 · Bank Service Charges	100.00	100.00	0.00	
6120 · Other Legal Expense	40,000.00	0.00	-40,000.00	Assumes lawsuit is concered settled in 2017.
6125 · Flowers and Gifts	500.00	500.00	0.00	
6130 · Insurance	6,000.00	3,000.00	-3,000.00	Cut this in half, however, we will need to see impact of selling lot and eliminating office.
66900 · Reconciliation Discrepancies			0.00	
RESERVE		32,500.00	32,500.00	
8000 · Miscellaneous	2,070.00	2,070.00	0.00	
<b>Total Expense</b>	<b>428,100.00</b>	<b>440,000.00</b>	<b>11,900.00</b>	
<b>Net Ordinary Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Interest income				
<b>Total Other Income</b>				
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	

Locust Central Business District

P & L Budget vs Actual - Yr to Date/August 2017

Version 1 - Severe Cuts to Office/Admin, selling of lot -reallocation to Security  
Also-recognizing revenue from Parking Lot, however, utilities and insurance for space a factor

	2017 FY Budget	2018 FY Budget	Variance to 2017	Rationale/Comments
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5000 · Property Taxes	325,000.00	325,000.00	0.00	
5XXX · From Prior Year	88,100.00	100,000.00	11,900.00	This assumes 2017 activity will spend down current balance, at the last 2 months worth of activity.
5210 · Parking Lot Rental Income	15,000.00	15,000.00	0.00	
5211 · Funds From Reserve	0.00	0.00	0.00	
<b>Total Income</b>	<b>428,100.00</b>	<b>440,000.00</b>	<b>11,900.00</b>	
<b>Expense</b>				
Beautification / appearance				
6090 · Street Cleaning	42,000.00	42,000.00	0.00	
6091 · Wastebasket Trash Pick Up	1,150.00	1,150.00	0.00	
6092 · Snow Removal	2,100.00	2,100.00	0.00	
6105 · Landscape Maintenance	1,000.00	1,000.00	0.00	
6106 · LBD Outside Maintenance Contrac	32,000.00	32,000.00	0.00	
6107 · Maintenance Supplies	10,000.00	10,000.00	0.00	
6211 · District Holiday Decorations	3,000.00	3,000.00	0.00	
<b>Total Beautification / appearance</b>	<b>91,250.00</b>	<b>91,250.00</b>	<b>0.00</b>	no change
Communications				
6043 · Marketing / Community Relations	10,000.00	30,000.00	20,000.00	Increase Intra-Community notifications, flyers, mailers; plus funding a marketing agency to rebrand Locust Business District. Includes providing consumer-friendly name, tag and visual Identity.
6044 · Advertising	5,000.00	5,000.00	0.00	
6150 · Design/ Modification/ Support		0.00	0.00	
6155 · Web Hosting	1,000.00	1,000.00	0.00	
6157 · Social Media Development	23,000.00	1,000.00	-22,000.00	
<b>Total Communications</b>	<b>39,000.00</b>	<b>37,000.00</b>	<b>-2,000.00</b>	
Office				
6015 · Equipment	1,200.00	0.00	-1,200.00	
6017 · Equipment Repair	500.00	0.00	-500.00	
6025 · Rent	10,800.00	2,000.00	-8,800.00	
6026 · Storage Unit Rental	1,080.00	1,080.00	0.00	
6030 · Office Supplies / Postage	1,500.00	300.00	-1,200.00	
6070 · Electric	4,000.00	700.00	-3,300.00	Budget for 2 months worth of rent and utilities for transition/notice. Eliminate Office presence in district. Keep a cell phone for district.
6075 · Gas	1,000.00	0.00	-1,000.00	
6080 · Phone and Internet	3,000.00	1,200.00	-1,800.00	
<b>Total Office</b>	<b>23,080.00</b>	<b>5,280.00</b>	<b>-17,800.00</b>	
Professional Services				
6037 · Auditing/ Accounting	6,500.00	6,500.00	0.00	
6041 · Administrative Assistance/Intern	28,200.00	12,000.00	-16,200.00	Reduce monthly admin fee to \$1000/month Reduce Monthly Retainer to \$300 or less per month vs \$2200.00
6045 · Legal	26,400.00	3,600.00	-22,800.00	
<b>Total Professional Services</b>	<b>61,100.00</b>	<b>22,100.00</b>	<b>-39,000.00</b>	
Special Projects				
6202 · Dog Park	25,000.00	20,000.00	-5,000.00	Commission Civil Engineering Firm to design streetscape, post LBD Branding Document completion
<b>Total Special Projects</b>	<b>25,000.00</b>	<b>20,000.00</b>	<b>-5,000.00</b>	
6055 · Security	140,000.00	226,200.00	86,200.00	All additional funds moved into Security Line. Potential to add "matching" program for Businesses/Residents investment in security, including: RTCC Camera installation, Exterior Lighting Program, etc.
6060 · Bank Service Charges	100.00	100.00	0.00	
6120 · Other Legal Expense	40,000.00	0.00	-40,000.00	Assumes lawsuit is concered settled in 2017.
6125 · Flowers and Gifts	500.00	500.00	0.00	
6130 · Insurance	6,000.00	3,000.00	-3,000.00	Cut this in half, however, we will need to see impact of selling lot and eliminating office.
66900 · Reconciliation Discrepancies			0.00	
RESERVE		32,500.00	32,500.00	10% of expected revenue earmarked as reserved
8000 · Miscellaneous	2,070.00	2,070.00	0.00	
<b>Total Expense</b>	<b>428,100.00</b>	<b>440,000.00</b>	<b>11,900.00</b>	
<b>Net Ordinary Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Interest income				
<b>Total Other Income</b>				
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	

Locust Central Business District

P & L Budget vs Actual - Yr to Date/August 2017

Version 3 - Status Quo Budget

	2017 FY Budget	2018 FY Budget	Variance to 2017	Rationale/Comments
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
5000 · Property Taxes	325,000.00	325,000.00	0.00	
5XXX · From Prior Year	88,100.00	100,000.00	11,900.00	This assumes 2017 activity will spend down current balance, at the last 2 months worth of activity.
5210 · Parking Lot Rental Income	15,000.00	15,000.00	0.00	
5211 · Funds From Reserve	0.00	0.00	0.00	
<b>Total Income</b>	<b>428,100.00</b>	<b>440,000.00</b>	<b>11,900.00</b>	
<b>Expense</b>				
Beautification / appearance				
6090 · Street Cleaning	42,000.00	42,000.00	0.00	
6091 · Wastebasket Trash Pick Up	1,150.00	1,150.00	0.00	
6092 · Snow Removal	2,100.00	2,100.00	0.00	
6105 · Landscape Maintenance	1,000.00	1,000.00	0.00	
6106 · LBD Outside Maintenance Contrac	32,000.00	32,000.00	0.00	
6107 · Maintenance Supplies	10,000.00	10,000.00	0.00	
6211 · District Holiday Decorations	3,000.00	3,000.00	0.00	
<b>Total Beautification / appearance</b>	<b>91,250.00</b>	<b>91,250.00</b>	<b>0.00</b>	no change
Communications				
6043 · Marketing / Community Relations	10,000.00	10,000.00	0.00	
6044 · Advertising	5,000.00	5,000.00	0.00	
6150 · Design/ Modification/ Support		0.00	0.00	
6155 · Web Hosting	1,000.00	1,000.00	0.00	
6157 · Social Media Development	23,000.00	23,000.00	0.00	
<b>Total Communications</b>	<b>39,000.00</b>	<b>39,000.00</b>	<b>0.00</b>	no change
Office				
6015 · Equipment	1,200.00	1,200.00	0.00	
6017 · Equipment Repair	500.00	500.00	0.00	
6025 · Rent	10,800.00	10,800.00	0.00	
6026 · Storage Unit Rental	1,080.00	1,080.00	0.00	
6030 · Office Supplies / Postage	1,500.00	1,500.00	0.00	
6070 · Electric	4,000.00	4,000.00	0.00	
6075 · Gas	1,000.00	1,000.00	0.00	
6080 · Phone and Internet	3,000.00	3,000.00	0.00	
<b>Total Office</b>	<b>23,080.00</b>	<b>23,080.00</b>	<b>0.00</b>	no change
Professional Services				
6037 · Auditing/ Accounting	6,500.00	6,500.00	0.00	
6041 · Administrative Assistance/Intern	28,200.00	28,200.00	0.00	
6045 · Legal	26,400.00	26,400.00	0.00	
<b>Total Professional Services</b>	<b>61,100.00</b>	<b>61,100.00</b>	<b>0.00</b>	no change
Special Projects				
6202 · Dog Park	25,000.00	25,000.00	0.00	
<b>Total Special Projects</b>	<b>25,000.00</b>	<b>25,000.00</b>	<b>0.00</b>	no change
6055 · Security	140,000.00	159,400.00	0.00	All additional funds moved into Security line
6060 · Bank Service Charges	100.00	100.00	0.00	
6120 · Other Legal Expense	40,000.00	0.00	0.00	Assumes lawsuit is concered settled in 2017.
6125 · Flowers and Gifts	500.00	500.00	0.00	
6130 · Insurance	6,000.00	6,000.00	0.00	
66900 · Reconciliation Discrepancies			0.00	
RESERVE		32,500.00	0.00	
8000 · Miscellaneous	2,070.00	2,070.00	0.00	
<b>Total Expense</b>	<b>428,100.00</b>	<b>440,000.00</b>	<b>0.00</b>	
<b>Net Ordinary Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
<b>Other Income/Expense</b>				
<b>Other Income</b>				
9000 · Interest income				
<b>Total Other Income</b>				
<b>Net Other Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	