

Downtown San Diego Partnership

**Financial Statements
(With Supplementary Information)
and Independent Auditor's Report**

June 30, 2016 and 2015

DRAFT

Downtown San Diego Partnership

Index

	<u>Page</u>
Independent Auditor's Report	2
Financial Statements	
Statements of Financial Position	3
Statements of Activities	4
Statements of Cash Flows	5
Notes to Financial Statements	6
Independent Auditor's Report on Supplementary Information	11
Supplemental Information	12
Statements of Financial Position - Downtown Partnership	13
Statements of Activities - Downtown Partnership	14
Statements of Financial Position - PBID	15
Statements of Activities - PBID	16
Financial Statement Reconciliation to Final City Invoice	17
Statement of Compliance	18
Budget Versus Actual - PBID	19

Independent Auditor's Report

To the Board of Directors
Downtown San Diego Partnership

We have audited the accompanying financial statements of Downtown San Diego Partnership which comprise the statements of financial position as of June 30, 2016 and 2015, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Downtown San Diego Partnership as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

San Diego, California
November 2, 2016

Downtown San Diego Partnership

**Statements of Financial Position
June 30, 2016 and 2015**

	<u>Assets</u>	
	2016	2015
Cash and cash equivalents	\$ 1,566,456	\$ 559,318
Accounts receivable, net	16,222	499,308
Prepaid expenses and other assets	87,383	23,904
Equipment and leasehold improvements, net	416,241	191,836
Total assets	\$ 2,086,302	\$ 1,274,366
	<u>Liabilities and Net Assets</u>	
Liabilities		
Accounts payable	\$ 502,649	\$ 237,592
Accrued expenses	244,532	204,574
PBID advance from the City of San Diego	193,804	-
Deferred rent	22,216	-
Deferred revenue	398,226	390,491
Total liabilities	1,361,427	832,657
Commitments and contingencies		
Unrestricted net assets	724,875	441,709
Total liabilities and net assets	\$ 2,086,302	\$ 1,274,366

See Notes to Financial Statements.

Downtown San Diego Partnership
Statements of Activities
Years Ended June 30, 2016 and 2015

	2016	2015
Revenue and other income		
PBID assessments and parks reimbursements	\$ 6,225,607	\$ 6,211,496
Membership dues and renewals	581,296	596,043
Special events	613,889	590,974
Transit pass program	398,475	419,035
Business Improvement District ("BID") income	81,131	87,175
Banner	35,300	47,200
PBID renewal cost	209,027	-
Contributions for tenant improvements	133,760	-
Interest income	897	914
	<u>8,279,382</u>	<u>7,952,837</u>
Total revenue and other income		
Expenses		
Programs		
PBID	6,120,824	6,098,217
Downtown San Diego Partnership	947,462	906,017
BID	56,131	62,175
Management and general	567,504	515,633
Special events - costs of direct benefits to donors	169,255	173,400
Special events - other expenses	135,040	113,608
	<u>7,996,216</u>	<u>7,869,050</u>
Total expenses		
Change in net assets	283,166	83,787
Unrestricted net assets		
Beginning	<u>441,709</u>	<u>357,922</u>
End	<u>\$ 724,875</u>	<u>\$ 441,709</u>

See Notes to Financial Statements.

Downtown San Diego Partnership
Statements of Cash Flows
Years Ended June 30, 2016 and 2015

	2016	2015
Cash flows from operating activities		
Change in net assets	\$ 283,166	\$ 83,787
Adjustments to reconcile change in net assets to net cash provided by (used in) operating activities		
Depreciation and amortization	76,533	60,584
Deferred rent	22,216	(14,580)
Changes in operating assets and liabilities		
Accounts receivable	483,086	(426,099)
Prepaid expenses and other assets	(63,479)	58,690
Accounts payable	265,057	41,791
Accrued expenses	39,958	(45,371)
Deferred revenue	7,735	30,473
	1,114,272	(210,725)
Net cash provided by (used in) operating activities		
Cash flows from investing activities		
Purchases of equipment and leasehold improvements	(300,938)	(60,726)
Payment of PBID Advance	193,804	-
	(107,134)	(60,726)
Net cash used in investing activities		
Increase (decrease) in cash and cash equivalents	1,007,138	(271,451)
Cash and cash equivalents		
Beginning	559,318	830,769
End	\$ 1,566,456	\$ 559,318
Supplemental disclosure of noncash financing activities		
Reduction of advance from PBID due to accounts receivable withholdings	\$ -	\$ 817,000

See Notes to Financial Statements.

Downtown San Diego Partnership

Notes to Financial Statements June 30, 2016 and 2015

Note 1 - Organization and summary of significant accounting policies

Nature of organization

Downtown San Diego Partnership (the "Partnership"), a not-for-profit California corporation, was formed in 1993 with the merger of two prominent business associations: San Diegans, Inc. and the Central City Association. Today, the Partnership has approximately 250 members and has emerged as the leading advocate for economic growth and revitalization of downtown San Diego.

The Partnership works closely with regional business organizations and the City of San Diego (the "City") to improve the business climate for downtown San Diego and to help shape policies on issues affecting downtown. Its mission is the advancement of downtown as the economic, cultural and governmental center of the San Diego region through leadership, advocacy and education.

Financial statement presentation

The Partnership reports information regarding its financial position and activities according to three classes of net assets: unrestricted net assets, temporarily restricted net assets and permanently restricted net assets. Unrestricted net assets represent expendable funds available for operations which are not otherwise limited by donor restrictions. Contributions received with donor-imposed restrictions that are satisfied within the same reporting period are reported as unrestricted support in that period. Temporarily restricted net assets consist of contributed funds subject to specific donor-imposed restrictions contingent upon specific performance of a future event or a specific passage of time before the Partnership may spend the funds. Permanently restricted net assets are subject to irrevocable donor restrictions requiring that the assets be maintained in perpetuity, usually for generating investment income to fund current operations. At June 30, 2016 and 2015, the Partnership did not have any temporarily restricted or permanently restricted net assets.

Use of estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Concentrations of credit risk

Financial instruments that potentially subject the Partnership to concentrations of credit risk consist principally of cash and cash equivalents and accounts receivable. The Partnership maintains its cash accounts in several high-quality financial institutions. At June 30, 2016, the Partnership had approximately \$878,000 in cash and cash equivalents which exceeded federally insured limits.

The Partnership received approximately 70% and 78% of its total revenue from the City for the years ended June 30, 2016 and 2015, respectively. At June 30, 2016 and 2015, 25% and 86%, respectively, of the accounts receivable balance was due from the City.

Cash and cash equivalents

The Partnership considers all highly-liquid investments with an original maturity date of three months or less when acquired to be cash equivalents.

Accounts receivable and allowance for doubtful accounts

Accounts receivable consist of amounts billed and unbilled for services provided through the end of the fiscal year. An allowance for estimated uncollectible accounts is based on past experience and on an analysis of current accounts receivable balances. Accounts deemed uncollectible are written off in the year deemed uncollectible.

Downtown San Diego Partnership

Notes to Financial Statements June 30, 2016 and 2015

Equipment and leasehold improvements

Equipment and leasehold improvements are stated at cost, if purchased, or fair value at the date of donation. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Leasehold improvements are amortized over the remaining life of the lease or useful life of the asset, whichever is shorter. The Partnership capitalizes assets which cost or have a donated value of \$1,000 or more.

Estimated useful lives, by major classification, are as follows:

Vehicles	4-5 years
Furniture and equipment	5-7 years
Computer equipment	5 years
Leasehold improvements	Shorter of useful life or term of lease

Impairment of long-lived assets

The Partnership evaluates long-lived assets for impairment whenever events or changes in circumstances indicate that the carrying value of an asset may not be recoverable. If the estimated future cash flows (undiscounted and without interest charges) from the use of an asset are less than the carrying value, a write-down will be recorded to reduce the related asset to its estimated fair value. To date, no such write-downs have occurred.

Revenue recognition

The City (Property and Business Improvement District ("PBID") Assessments) and other sources of revenue: Revenue from City reimbursements is recognized monthly in the period in which contracted and operating expenses are recognized, including the maintenance and repair of one public water feature.

Membership dues and renewals: Revenue from memberships is recognized using the straight-line method over the term of the membership. The unearned portion of membership revenue is reported as deferred revenue.

Transit pass program: Revenue from transit pass sales is recognized when the passes are picked up or shipped to the customer. Revenue is recorded net of any discounts or returns.

Contributed services and materials: Contributed services are recognized as contributions if the services (a) create or enhance non-financial assets or (b) require specialized skills, are performed by people with those skills and would otherwise be purchased. Volunteers also provide services throughout the year that are not recognized as contributions in the financial statements since the required recognition criteria were not met. Contributed materials and other assets are recorded as contributions at their estimated fair values at the date of receipt. No such contributions were received for the years ended June 30, 2016 and 2015.

Contributions: Contributions received, as well as collectible unconditional promises to give, are recognized in the period the contribution is received. Contributions receivable are recorded in the period the Partnership is notified that the receivable is valid and an estimated value is provided by the trustee. Contributions with donor-imposed restrictions are reported as temporarily restricted revenues. Temporarily restricted net assets are reclassified to unrestricted net assets when the donor restrictions are satisfied. Contributions received with donor-imposed restrictions that are satisfied within the same reporting period are reported as unrestricted support in that period. Conditional promises to give are recognized when conditions are substantially met.

Downtown San Diego Partnership

Notes to Financial Statements June 30, 2016 and 2015

Functional allocation of expense

The costs of providing the various programs and other activities have been summarized on a functional basis in the statements of activities. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

Income taxes

The Partnership, a California nonprofit corporation, is exempt from federal and state income taxes under Section 501(c)(6) of the Internal Revenue Code and Section 23701(e) of the California Code.

Income tax benefits and/or liabilities are recognized for income tax positions taken or expected to be taken in a tax return only when it is determined that the income tax position will more-likely-than-not be sustained upon examination by taxing authorities. The Partnership has analyzed the tax positions taken in its filings with the Internal Revenue Service and the California Franchise Tax Board. The Partnership believes that its income tax filing positions will be sustained upon examination and does not anticipate any adjustments that would result in a material adverse effect on the Partnership's financial condition, results of operations or cash flows. Accordingly, the Partnership has not recorded any reserves or related accruals for interest and penalties for uncertain income tax positions at June 30, 2016 or 2015.

The Partnership's U.S. federal and state income tax returns prior to fiscal years 2013 and 2012, respectively, are closed. Management continually evaluates expiring statutes of limitations, audits, proposed settlements, changes in tax law and new authoritative rulings.

Reclassifications

Certain amounts in the 2015 financial statements have been reclassified to conform to the 2016 presentation.

Subsequent events

Subsequent events have been evaluated through November 2, 2016, which is the date the financial statements were available to be issued.

Note 2 - Accounts receivable

At June 30, 2016 and 2015, accounts receivable consist of the following:

	<u>2016</u>	<u>2015</u>
City	\$ 7,426	\$ 431,607
Other	<u>16,400</u>	<u>69,761</u>
	23,826	501,368
Less allowance for doubtful accounts	<u>(7,604)</u>	<u>(2,060)</u>
	<u>\$ 16,222</u>	<u>\$ 499,308</u>

Downtown San Diego Partnership

Notes to Financial Statements June 30, 2016 and 2015

Note 3 - Equipment and leasehold improvements

At June 30, 2016 and 2015, equipment and leasehold improvements consist of the following:

	2016	2015
Vehicles	\$ 372,299	\$ 348,675
Furniture and equipment	506,044	425,795
Computer equipment	111,823	106,670
Leasehold improvements	154,344	21,050
	<u>1,144,510</u>	<u>902,190</u>
Less accumulated depreciation and amortization	<u>(728,269)</u>	<u>(710,354)</u>
	<u>\$ 416,241</u>	<u>\$ 191,836</u>

Depreciation and amortization expense was \$76,533 and \$60,584 for the years ended June 30, 2016 and 2015, respectively.

Note 4 - PBID contract

The Partnership renegotiated a new 10-year agreement with the City to run the PBID program through June 30, 2025. In connection therewith, the Partnership received a \$1,700,000 non-interest bearing advance from the City. The advance will be applied against the last three months of expenditures for each fiscal year. The \$1,700,000 is used to offset the amount of reimbursements for the City that the Partnership incurred during the year. As such, the remaining balance of approximately \$193,000 is to be used for future reimbursements.

To operate the PBID program, the City assesses certain taxes over property owners in downtown San Diego. These PBID assessment funds are held by the City to be used against future reimbursements for the PBID program and are not included on the Partnership's statements of financial position. As of June 30, 2016, these funds totaled approximately \$368,000. For the year ended June 30, 2016 and 2015, related expenses were \$344,726 and \$295,000, respectively.

Note 5 - Commitments and contingencies

Operating leases

The Partnership leases its office facilities under non-cancelable operating leases. On September 21, 2015, the Partnership renewed its lease for its existing office facilities. This lease has an 8-year term and expires on June 30, 2023. Additionally, the Partnership renewed their office facility for PBID activities for a term of 5.5 years ending on December 31, 2020. The minimum annual rentals under these leases were being charged to expense on a straight-line basis over the lease terms. Deferred rent as of June 30, 2016 and 2015 was \$22,216 and \$0, respectively.

Downtown San Diego Partnership

Notes to Financial Statements June 30, 2016 and 2015

Future minimum lease commitments under this agreement for the years subsequent to June 30, 2015 and thereafter are approximately as follows:

2017	\$	181,000
2018		189,000
2019		117,000
2020		122,000
2021		125,000
Thereafter		<u>268,000</u>
Total	\$	<u>1,002,000</u>

Total rent expense for the years ended June 30, 2016 and 2015 was \$237,177 and \$179,400, respectively.

Grants and contracts

The Partnership has \$6,997,588 of contracts with government agencies which are subject to audit for the year ended June 30, 2016. As of June 30, 2016, no such audits by granting agencies have been performed. No provision has been made for any liabilities that may arise from such audits since the amounts, if any, cannot be determined. The Partnership believes that any liability which may result from these audits would not be material.

Note 6 - Subsequent events

There have been no transactions or events from year end that would need to be disclosed.

Independent Auditor's Report on Supplementary Information

To the Board of Directors
Downtown San Diego Partnership

Our report on our audits of the basic financial statements of Downtown San Diego Partnership appears on page 2. Those audits were conducted for the purpose of forming an opinion on the financial statements as a whole. The supplementary information on pages 13 through 17 is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audits of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with the auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

The supplementary information on page 18, which is the responsibility of management, is of a nonaccounting nature and the supplementary information on page 19, which is marked "unaudited," has not been subjected to the auditing procedures applied in the audit of the 2016 financial statements. Accordingly, we do not express an opinion or provide any assurance on such information.

San Diego, California
November 2, 2016

DRAFT

Supplementary Information

Downtown San Diego Partnership

**Statements of Financial Position - Downtown Partnership
June 30, 2016 and 2015**

	<u>Assets</u>	
	<u>2016</u>	<u>2015</u>
Cash and cash equivalents	\$ 783,413	\$ 474,343
Accounts receivable, net	16,400	67,702
Prepaid expenses and other assets	55,966	18,600
Equipment and leasehold improvements, net	255,353	31,231
	<hr/>	<hr/>
Total assets	<u>\$ 1,111,132</u>	<u>\$ 591,876</u>
	 <u>Liabilities and Net Assets</u>	
Liabilities		
Accounts payable	\$ 177,505	\$ 16,594
Accrued expenses	87,823	69,793
Deferred rent	17,336	-
Deferred revenue	398,226	390,491
	<hr/>	<hr/>
Total liabilities	680,890	476,878
Unrestricted net assets	430,242	114,998
	<hr/>	<hr/>
Total liabilities and net assets	<u>\$ 1,111,132</u>	<u>\$ 591,876</u>

See Independent Auditor's Report on Supplementary Information.

Downtown San Diego Partnership

**Statements of Activities - Downtown Partnership
Years Ended June 30, 2016 and 2015**

	<u>2016</u>	<u>2015</u>
Revenue and other income		
Membership dues and renewals	\$ 581,296	\$ 596,043
Special events	613,889	590,974
Transit pass program	398,475	419,035
BID income	81,131	87,175
Banner	35,300	47,200
PBID contract renewal cost	209,027	-
PBID reimbursement	137,098	72,000
Contributions for tenant improvements	133,760	-
Interest income	660	676
	<u>2,190,636</u>	<u>1,813,103</u>
Total revenue and other income		
Expenses		
Salaries, wages and payroll taxes	780,544	650,500
Special events	304,291	287,007
Transit pass program	359,741	381,588
Rent	118,247	88,869
Miscellaneous	51,057	39,462
Employee benefits	53,204	48,955
Contract renewal - PBID	4,753	52,792
Marketing	29,284	43,616
Moving expense	3,814	-
BID expenses	56,131	62,175
Membership and corporate events	19,779	56,223
Insurance	31,187	21,195
Automobile	6,900	8,335
Utilities	8,579	12,168
Office supplies	9,473	9,639
Legal and accounting	13,355	(553)
Banner	448	-
Depreciation	17,013	7,261
Postage	159	436
Dues and subscriptions	7,433	1,164
	<u>1,875,392</u>	<u>1,770,832</u>
Total expenses		
Excess of revenue and other income over expenses	<u>\$ 315,244</u>	<u>\$ 42,271</u>

See Independent Auditor's Report on Supplementary Information.

Downtown San Diego Partnership
Statements of Financial Position - PBID
June 30, 2016 and 2015

	<u>Assets</u>	
	<u>2016</u>	<u>2015</u>
Cash and cash equivalents	\$ 783,043	\$ 84,975
Accounts receivable, net	-	431,606
Prepaid expenses and other assets	31,240	5,304
Equipment and leasehold improvements, net	160,887	160,605
	<u> </u>	<u> </u>
Total assets	<u>\$ 975,170</u>	<u>\$ 682,490</u>
<u>Liabilities and Net Assets</u>		
Liabilities		
Accounts payable	\$ 325,323	\$ 220,998
Accrued expenses	156,530	134,781
PBID advance from the City of San Diego	193,804	-
Deferred rent	4,880	-
	<u> </u>	<u> </u>
Total liabilities	680,537	355,779
Unrestricted net assets	<u>294,633</u>	<u>326,711</u>
Total liabilities and net assets	<u>\$ 975,170</u>	<u>\$ 682,490</u>

See Independent Auditor's Report on Supplementary Information.

Downtown San Diego Partnership

**Statements of Activities - PBID
Years Ended June 30, 2016 and 2015**

	<u>2016</u>	<u>2015</u>
Revenue and other income		
PBID assessments and parks reimbursement	\$ 6,225,607	\$ 6,211,496
Interest income	237	238
	<u>6,225,844</u>	<u>6,211,734</u>
Expenses		
Contractual services	2,091,333	2,376,820
Salaries, wages and payroll taxes	2,333,959	2,221,859
Employee benefits	594,636	498,730
Utilities	145,290	187,695
Repairs and maintenance	110,252	113,570
Rent	118,930	90,531
Insurance	175,755	116,747
Cleaning and janitorial supplies	128,427	163,764
Miscellaneous	97,294	55,317
Depreciation	59,519	53,322
Legal and accounting	27,156	54,097
Uniforms	4,503	13,831
Office supplies	16,287	9,493
Equipment outlay	31,324	213,062
Travel and training	7,976	1,065
Postage	410	315
Program management	85,000	-
Beaut. / Placemaking	109,653	-
Commercial Enhancement Program ("CEP") expenses	120,218	-
	<u>6,257,922</u>	<u>6,170,218</u>
Excess (deficiency) of revenue and other income over expenses	<u>\$ (32,078)</u>	<u>\$ 41,516</u>

See Independent Auditor's Report on Supplementary Information.

Downtown San Diego Partnership

**Financial Statement Reconciliation to Final City Invoice
Year Ended June 30, 2016**

Total expenses per statement of activities - PBID	\$ 6,257,922
Unallowed depreciation expense	(62,532)
Adjustment to record accrued salaries	(66,505)
Adjustment to record deferred rent	(4,880)
Equipment purchases	56,278
Adjustment to record CEP	<u>45,321</u>
Total expenses per final invoice to the City	<u><u>\$ 6,225,604</u></u>

DRAFT

See Independent Auditor's Report on Supplementary Information.

Downtown San Diego Partnership



Statement of Compliance

October 18, 2016

To Whom It May Concern,

The Downtown San Diego Partnership Clean and Safe Program is in compliance with all of the City of San Diego requirements, such as general requirements, compensation and reimbursement, record keeping and insurance as set forth in the agreements between the City of San Diego and the Downtown San Diego Partnership Clean and Safe Program.

Respectfully,

A handwritten signature in blue ink, appearing to read "Alonso Vivas".

Alonso Vivas

Executive Director

Downtown San Diego Partnership

**Budget Versus Actual - PBID
Year Ended June 30, 2016
(unaudited)**

	Budget billed	Actual billed	Invoiced difference
Assessments	\$ 7,400,335	\$ 6,570,333	\$ (830,002)
Parks	14,583	20,659	6,076
Interest income	-	211	211
Total revenue and other income	7,414,918	6,591,203	(823,715)
Office supplies	7,000	13,274	6,274
Postage/mailing	1,070	410	(660)
District mailings/web services	16,050	4,794	(11,256)
Cleaning/janitorial supplies	107,000	113,218	6,218
Dry goods/uniforms	8,560	4,503	(4,057)
Other repairs/maintenance	90,000	54,775	(35,225)
Vehicle fuel	70,000	55,476	(14,524)
Audit services	21,400	20,490	(910)
Vehicle insurance	24,000	13,701	(10,299)
Landscaping supplies	7,000	15,210	8,210
Leasing/purchasing (equipment)	35,000	87,602	52,602
Payroll services/parking/misc	30,000	35,913	5,913
Rents/leases	100,580	114,050	13,470
Training	7,000	6,948	(52)
Travel	1,100	1,028	(72)
Photocopy	5,136	10,165	5,029
Fidelity and general liability insurance	92,020	162,054	70,034
Salary and wages	3,998,644	3,923,402	(75,242)
Beautification/placemaking	488,368	109,653	(378,715)
Program oversight	137,098	137,098	-
Waste removal	64,200	82,125	17,925
Telephones	2,675	2,442	(233)
Workorder system	46,100	43,984	(2,116)
Electric services	37,450	40,474	3,024
Water services	50,000	22,690	(27,310)
Legal expenses	6,000	6,666	666
Park maintenance - East Village*	50,000	-	(50,000)
Powerwashing	769,902	756,097	(13,805)
Streetscape	135,640	153,836	18,196
Tree trimming	145,140	130,927	(14,213)
Water feature	50,000	31,407	(18,593)
IT support	7,000	-	(7,000)
Contingency	222,245	-	(222,245)
Business attraction and retention	74,225	32,872	(41,353)
Property marketing	148,007	38,320	(109,687)
Total reimbursable expenses	7,055,610	6,225,604	(830,006)
City fee	150,000	150,000	-
Midblock lighting	194,726	194,726	-
Total other expenses	344,726	344,726	-
Net income	\$ 14,582	\$ 20,873	\$ 6,291

* This amount is based on preliminary data from the City which is pending detailed verification.

See Independent Auditor's Report on Supplementary Information.