



Little Italy Association of San Diego – Finance Committee
Tuesday, June, 30 2020 at 9:00am
Zoom Virtual Meeting: <https://us02web.zoom.us/j/89704877612>
or call 1-669-900-6833 / Meeting ID: 897 0487 7612

1. **Introductions – Frank Stiriti, Chair**
2. **New Chair – Bryan Thompson** *Action Item*
3. **Next Meeting: _____**
4. **Review May 29, 2020 Joint Org/Finance Minutes** *Action Item*
5. **Grants & SBA Funds**
 - a. County Grant - \$25,000
 - b. SBA Payroll Protection Program (PPP) - \$252,000
 - c. BA Economic Injury Disaster Loan (EIDL) – Up to \$150,000 *Action Item*
 - i. EIDL Staff Recommendations
6. **FY21 Budgets** *Action Item*
7. **Bylaw Amendments**
 Amending bylaws to reflect the new role of the Finance Committee, as a standing Committee to perform a number of specific tasks.
8. **Adjournment**

Old Business

It is the practice of the LIA to formally request that an item under Old Business be pulled from the Agenda and placed on a future Agenda for Discussion and/or Action.

- a. New City America, Inc, Contract – Discussion & Recommendation
- b. Davi Tours
- c. BID: AirBnB Funds
- d. Reserve Study

TEMPORARY MODIFICATIONS TO THE BROWN ACT DUE TO COVID-19: *Based on current COVID-19 directives and mandates, Governor Newsom has modified and suspended some of The Brown Act requirements temporarily. For a list of the items that Governor Newsom has modified or suspended, visit www.LittleItalySDMeetings.com (Page 4, Section 11). **THE BROWN ACT:** Government Code 54950 (The Brown Act) requires that a brief description of each item to be transacted or discussed be posted at least 72 hours prior to a regular meeting. The Corporation posts all Board and Committee agendas at 2210 Columbia Street, San Diego, CA 92101 and the LIA website. Action may not be taken on items not identified as such and posted on the agenda. Meeting facilities may be accessible to persons with disabilities. If you require special assistance to participate in the meeting, notify Chris Gomez at 619 233-3898 at least 48-hours prior to the meeting.*

LITTLE ITALY ASSOCIATION OF SAN DIEGO

2210 Columbia Street ▪ San Diego, CA 92101 ▪ Phone: 619-233-3898 ▪ Fax: 619-233-4866
 Email: mail@littleitalysd.com ▪ Website: www.littleitalysd.com
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Little Italy Association of San Diego
Joint Organization & Finance Committee Meeting
Friday, May 29, 2020 at 10:00am
LIA Office & Zoom Virtual

PRESENT

Steve Galasso, Lou Palestini, Jeri Keiler, Danny Mocerri, Luke Vinci, Vito Altieri, Frank Stiriti, Jim DeSpensa, Kathi Meyer, Perry Meyer, Tommy Zolezzi, Rich Gustafson, Melanie Dellas, Catt White, Sandy Cottrell, Lucien Conner, Jack Pecoraro, Michelle Van Rooyen, Parisa Bukhova, Curt Booker, Jenn von Stauffenberg,

STAFF

Marco Li Mandri, Chris Gomez, Rosie DeLuca

MINUTES

ITEM	DISCUSSION	ACTION TAKEN
Minutes from April 17	Luke made a motion to approve minutes, Seconded by Frank	Unanimously Approved
Next Meeting	June 26. 10:00 am	Unanimously Approved
Ciao Bella	Campaign has begun. Tagline is Our Little Italy, Your Famiglia. "She is my neighborhood, They are my businesses. This is my family. Little Italy is home to many, over 150 retailers & restaurants, over 15 hotels & motels, and more than 3,000 residents. No matter the times.. they are, we are, I AM LITTLE ITALY.	Non-Taken
Al Fresco Concept	Special event application has gone in and fast tracked and we are still waiting on approval. Hopefully to come in the next few days. Concept to serve on curb in multiple areas of the neighborhood, with using Parklets as a next step in the dining operations. Each business will have to submit their own application to ABC. We are concentrating on details now regarding delineation and if there are any new county health requirements. Sandy commented on county health during festa and discussed there was an SOP form that was simple. Lastly, we are looking at a street closure process. Staff has received approval to use parking meter revenue to pay for the process and infrastructure costs. Closure permit request is for 6 days running starting on June 13 th All businesses that are participating in the Al Fresco zone they will be required to get an indemnification and additional insurance naming LIA and providing required ABC / Business licenses.	Non-Taken
Ciao Bella Pins & Merchandise	LIA has purchased 1000 pins. Shirts have been created and wholesale to be sold at businesses. Issue came up of having merchandised bagged because of Covid issues.	Non-Taken
Olive Creative Strategies Update	Olive is taking the lead and incorporating campaigns strategies such as the "air kiss" challenge to use social media as well as other tactics to increase awareness.	Non-Taken

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City Insurance	Marco is meeting with the city and working to get the insurance finalized by September and drop our costs by 50k in the proposed budget for next year.	Non-Taken
Effects of COVID-19	Chris went over the details of economic impact to the Association FY20 budget due to COVID-19. He also updated the Committee on the two SBA loans that staff had applied for including SBA PPP (Awarded \$252K) and SBA EIDL (Pending).	Non-Taken
Convivio Differed Rent	Marco informed the Committee that the Org Committee had approved differed rent for Convivio due to COVID-19 for April and May in the amount of \$1,000 and the differed rent must be paid back before end of 2020. Marco asked the Finance Committee to ratify the vote. Luke made the motion to differ the rent for April and May and that it must be paid back before the end of 2020, Seconded by Frank.	Unanimously Approved
Events	Chris briefly updated the Committee on the postponed and cancelled events. Also, he provided information on a new concept to replace the loss of revenue for the Taste of Little Italy that would take place in the late-Summer or Fall.	Non-Taken
5% MAD Increase	Marco went over the need to increase the MAD assessments due to increased costs and demands on the right-of-way. He informed the Committee that he and Rich, Chair of SOBO, to discuss and there was a recommendation from SOBO for Finance to consider increase to offset growing expense. Jeri and Louis expressed their concern with the increase. Rich made a motion to increase the MAD assessments by 5% for FY21, Seconded by Tommy	Approved by Majority Opposed: Jeri, Luke, Vito & Louis
FY21 Budgets	Tabled: Due to questions of NCA contract and compensation.	Non-Taken
FY21 Grants	Marco went over a few grants that were in the process or had been already received for FY21. Including \$25K grant from County and \$12K Batta Fulkerson Dog Bag Sponsorship.	Non-Taken
Little Italy Venues	Chris advised the Committee that Little Italy Venues would start selling our spaces starting July 1 st . He also gave an update on the Amazon PupFest.	Non-Taken
New City America, Inc. Contract	Tabled: Marco advised that Zarconi was still reviewing one of the components of the contract.	Non-Taken
Meeting Adjourned	11:41 am	

Minutes taken by Luke Vinci, Secretary



SBA Economic Injury Disaster Loan (EIDL) – June 2020

Amount: \$150,000 (Up To)
 Term: 30-Year
 Interest Rate: 2.75%
 Payment: \$641.00
 Frequency: Monthly, Starting 12-Months After Closing

The Association has been approved for a SBA EIDL in the amount up to \$150,000. Staff has reviewed the SBA guidelines and discussed the pros and cons of accepting the loan. There are several items that the Association needs to address but lacks the income to do so based on the impact of COVID-19.

Staff is recommending securing the full \$150,000 to support operations and other items to be outlined in the future. We are recommending that \$50,000 be used immediately and the balance to be expended once we get the first installment of the MAD, BID and Parking District funds.

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LITTLE ITALY ASSOCIATION
 FINANCIAL OVERVIEW
 SAN DIEGO CONTRACTS
 FY JULY 2019 - JUNE 2020

BOARD MEETING DATE:	07/07/20						
Accrual Basis Report through May 2020							
		<u>INCOME YTD</u>	<u>EXPENSE YTD</u>	<u>DIFFERENCE</u> <u>YTD</u>	<u>NET</u> <u>BUDGET</u> <u>YTD</u>	<u>ANNUAL</u> <u>BUDGET</u> <u>(GROSS)</u>	<u>ANNUAL</u> <u>BUDGET</u> <u>(NET)</u>
SAN DIEGO CONTRACTS							
	BID	137,596	124,213	13,383	2,041	142,725	5,000
	MAD₁	975,899	1,008,375	-32,476	579	1,063,637	-58,990
	PARKING METER₂	658,866	660,676	-1,810	-4	700,250	0
	TOTAL	\$1,772,361	\$1,793,264	-\$20,903	\$2,616	\$1,906,612	-\$53,990
<p>1. MAD deficit is covered in part by the Supplemental Maintenance program: YTD +\$53,480</p> <p>2. Additional Parking Program operations have generated 240,802 and expenses of 202,945. Net income of 37,857. Valet services were suspended in March.</p> <p>3. Program operations have been significantly impacted by the close and then reopening of a modified Mercato, postponement of Art Walk, cancellation of Gran Fondo - offset by the reduction in expenses at Piazza della Famiglia and Amici Parks grounds. Budgeted income was 33,952. YTD income is 5,140.</p> <p>4. Payroll Protection Program funding was \$252,029 has offset payroll, utilities and rent expenses. \$33,645 has been spent thru May.</p>							
Total income for Little Italy Association		\$3,211,187					
Total expense for Little Italy Association		3,135,612					
Net income over expense YTD		\$75,575					

Little Italy Association of San Diego
Profit & Loss
July 2019 through May 2020

	BID	MAD	Maintenance N/A	Parking Programs	Parking Meter Revenues	Total Total Parking District	Programs & Operations	TOTAL
Income								
PPP Loan	0	0	0	0	0	0	33,465	33,465
SBEP · SBEP Management Grant	5,000	0	0	0	0	0	0	5,000
SBA EIDL	0	0	0	0	0	0	10,000	10,000
PROGRAM INCOME	0	0	2,950	0	0	0	368,234	371,184
BID INCOME	132,596	0	0	0	0	0	0	132,596
MAINTENANCE DISTRICT INCOME	0	975,899	0	0	0	0	0	975,899
MAINTENANCE NON-ASSESS INCOME	0	0	117,846	0	0	0	0	117,846
MERCATO INCOME	0	0	0	0	0	0	665,530	665,530
PARKING DISTRICT INCOME	0	0	0	544	658,866	659,410	0	659,410
PARKING DISTRICT REVENUES	0	0	0	240,258	0	240,258	0	240,258
Total Income	137,596	975,899	120,796	240,802	658,866	899,668	1,077,229	3,211,188
	137,596	975,899	120,796	240,802	658,866	899,668	1,077,229	3,211,188
Expense								
MISC MAINT EXPENSE	0	0	13,181	0	0	0	-79	13,102
OFFICE OPERATIONS	37,343	128,620	-973	0	0	0	13,851	178,841
LANDSCAPE OPERATIONS	0	82,525	200	0	0	0	37,195	119,920
ASSESS DIST OPERATIONAL EXP	0	114,679	17,720	0	0	0	3,575	135,974
PERSONNEL EXPENSE	0	666,550	39,220	0	0	0	68,485	774,255
PROGRAM EXPENSE	3,845	0	-2,032	-10	0	-10	398,563	400,366
Maintenance Personnel	0	45	0	0	0	0	1,362	1,407
NCA Management	36,626	14,300	0	0	0	0	154,246	205,172
Office Operational	0	1,567	0	0	0	0	10,419	11,986
Consulting Services	24,750	0	0	0	0	0	0	24,750
Contingency	3,275	0	0	0	0	0	0	3,275
SBEP EXPENSES	18,374	0	0	0	0	0	0	18,374
MERCATO EXPENSE	0	89	0	0	0	0	383,523	383,612
PARKING DISTRICT EXPENSE	0	0	0	202,955	660,676	863,631	949	864,580
Total Expense	124,213	1,008,375	67,316	202,945	660,676	863,621	1,072,089	3,135,614
Net Income	13,383	-32,476	53,480	37,857	-1,810	36,047	5,140	75,574

Little Italy Association of San Diego
Balance Sheet
As of May 31, 2020

	May 31, 20
ASSETS	
Current Assets	
Checking/Savings	
BID Acct / Torrey Pines	15,443.73
Programs Acct / Torrey Pines	119,430.73
Mercato / Torrey Pines	12,427.76
Parking District / Torrey Pines	5,350.50
MAD Acct / Torrey Pines	187,561.04
Payroll Acct / Torrey Pines	173,131.97
Savings Acct / Torrey Pines	167,738.41
Total Checking/Savings	681,084.14
Accounts Receivable	
Accts Rec - BID	5,000.00
Accts Rec - MAD	3,540.00
Accts Rec - Parking District	145,050.27
Accts Rec - Programs	750.00
Total Accounts Receivable	154,340.27
Other Current Assets	
Inventory LIA merchandise	1,020.00
Endowment Fund	11,202.00
Total Other Current Assets	12,222.00
Total Current Assets	847,646.41
Fixed Assets	
Program Equipment	51,279.96
Improvements	29,077.36
Equipment - MAD	18,499.82
Website design	10,400.00
Vehicles - MAD	113,215.15
Accumulated depreciation	-131,873.93
Total Fixed Assets	90,598.36
TOTAL ASSETS	938,244.77
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable - BID	3,024.23
Accounts Payable - Programs	672.32
Accounts Payable - Mercato	363.00
Accounts Payable - Parking Dist	2,000.00
Accounts Payable - MAD	21,289.38
Total Accounts Payable	27,348.93
Other Current Liabilities	
Unearned income - PP Program	218,563.79
MAD Advance	87,738.25
Payroll Liabilities	1,273.57
Total Other Current Liabilities	307,575.61
Total Current Liabilities	334,924.54
Long Term Liabilities	
Loan Payable #3 F-150 V8	14,527.09
Loan Payable #4 F-150 V6	14,421.23
Total Long Term Liabilities	28,948.32
Total Liabilities	363,872.86
Equity	
Net unrestricted assets	498,796.92
Net Income	75,574.99
Total Equity	574,371.91
TOTAL LIABILITIES & EQUITY	938,244.77

Little Italy Association of San Diego
BID Profit & Loss Budget Performance
May 2020

	May 20	Budget	Jul '19 - May 20	YTD Budget	Annual Budget
Income					
BID INCOME					
Carry-forward	0.00	1,477.10	12,921.67	16,248.17	17,725.27
BID Dues	0.00	0.00	2,200.00	0.00	0.00
BID Disbursements	4,285.25	7,958.45	99,100.09	93,667.55	101,626.00
SBEP Mgmt Grant	0.00	0.00	18,374.00	18,374.00	23,374.00
Total BID INCOME	4,285.25	9,435.55	132,595.76	128,289.72	142,725.27
Total Income	9,285.25	9,435.55	137,595.76	128,289.72	142,725.27
Gross Profit	9,285.25	9,435.55	137,595.76	128,289.72	142,725.27
Expense					
OFFICE OPERATIONS					
Accounting	0.00	333.33	0.00	3,666.67	4,000.00
Computer Service	0.00	400.00	12,496.60	4,400.00	4,800.00
Dues & subscriptions	0.00	41.67	1,990.00	458.33	500.00
Insurance	0.00	1,083.33	3,250.00	11,916.67	13,000.00
Office supplies	565.11	750.00	8,276.38	8,250.00	9,000.00
Printing	0.00	125.00	464.66	1,375.00	1,500.00
Phone & Internet	33.50	500.00	2,684.23	5,500.00	6,000.00
Postage	0.00	87.50	1,706.11	962.50	1,050.00
Rent	0.00	0.00	6,340.18	0.00	0.00
Web Maintenance	0.00	166.67	135.00	1,833.33	2,000.00
Total OFFICE OPERATIONS	598.61	3,487.50	37,343.16	38,362.50	41,850.00
ASSESS DIST OPERATIONAL EXP					
MAD / BID OPERATIONS					
Misc	0.00	239.58	0.00	2,635.69	2,875.27
Total MAD / BID OPERATIONS	0.00	239.58	0.00	2,635.69	2,875.27
Total ASSESS DIST OPERATIONAL EXP	0.00	239.58	0.00	2,635.69	2,875.27
NCA Management					
Staff Administration	916.78	2,958.45	36,626.00	38,667.55	41,626.00
Total NCA Management	916.78	2,958.45	36,626.00	38,667.55	41,626.00
Consulting Services					
PR	2,750.00	2,750.00	24,750.00	30,250.00	33,000.00
Total Consulting Services	2,750.00	2,750.00	24,750.00	30,250.00	33,000.00
Contingency	0.00	0.00	3,275.00	0.00	0.00
SBEP EXPENSES					
Staff Administration (SBEP)	4,083.22	2,041.54	18,374.00	16,332.46	18,374.00
Total SBEP EXPENSES	4,083.22	2,041.54	18,374.00	16,332.46	18,374.00
Total Expense	8,348.61	11,477.07	124,213.16	126,248.20	137,725.27
Net Income	936.64	-2,041.52	13,382.60	2,041.52	5,000.00

**Little Italy Association of San Diego
MAD Profit & Loss Budget Performance
May 2020**

	<u>May 20</u>	<u>Budget</u>	<u>Jul '19 - May 20</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Income					
MAINTENANCE DISTRICT INCOME					
MAD Assessments	87,738.27	89,815.61	975,898.85	987,971.81	1,077,787.42
MAD Gas Tax	0.00	283.75	0.00	3,121.25	3,405.00
MAD General Benefit Income	0.00	3,592.62	0.00	39,518.88	43,111.50
MAD City Administration	0.00	-291.66	0.00	-3,208.34	-3,500.00
MAD Spec Dist Lighting	0.00	-3,416.66	0.00	-37,583.34	-41,000.00
MAD Contingency Reserve	0.00	-1,347.23	0.00	-14,819.58	-16,166.81
Total MAINTENANCE DISTRICT INCOME	87,738.27	88,636.43	975,898.85	975,000.68	1,063,637.11
Total Income	87,738.27	88,636.43	975,898.85	975,000.68	1,063,637.11
Gross Profit	87,738.27	88,636.43	975,898.85	975,000.68	1,063,637.11
Expense					
OFFICE OPERATIONS					
Accounting	0.00	750.00	5,025.00	8,250.00	9,000.00
Computer Service	957.00	208.33	3,216.01	2,291.67	2,500.00
Dues & subscriptions	0.00	83.33	0.00	916.67	1,000.00
Insurance	9,792.71	4,416.67	69,055.56	48,583.33	53,000.00
Office supplies	717.03	1,083.33	10,706.83	11,916.67	13,000.00
Printing	0.00	10.50	0.00	115.37	125.87
Phone & Internet	0.00	125.00	0.00	1,375.00	1,500.00
Payroll Service	1,523.91	291.63	5,107.53	3,208.37	3,500.00
Rent					
Storage	690.00	600.00	5,275.00	6,600.00	7,200.00
Rent - Other	3,359.68	3,833.33	29,770.11	42,166.67	46,000.00
Total Rent	4,049.68	4,433.33	35,045.11	48,766.67	53,200.00
Repairs & Maintenance	120.00	83.33	151.38	916.67	1,000.00
Utilities	0.00	500.00	0.00	5,500.00	6,000.00
Total OFFICE OPERATIONS	17,264.41	11,985.45	128,620.49	131,840.42	143,825.87
LANDSCAPE OPERATIONS					
Nursery & Landscape Supplies	6,619.74	2,000.00	25,933.12	22,000.00	24,000.00
Tree Supplies & Services	0.00	1,500.00	13,618.37	16,500.00	18,000.00
Outside Landscaping Service	1,617.00	1,000.00	10,280.12	11,000.00	12,000.00
Tools & Equipment	0.00	250.00	2,948.53	2,750.00	3,000.00
Dumpster	659.39	83.33	2,784.59	916.67	1,000.00
Uniforms	0.00	291.66	2,415.33	3,208.34	3,500.00
Equipment Rental	7,432.30	83.33	8,479.28	916.67	1,000.00
Nursery Facility	794.57	1,171.15	16,065.82	5,855.75	7,026.90
Total LANDSCAPE OPERATIONS	17,123.00	6,379.47	82,525.16	63,147.43	69,526.90
ASSESS DIST OPERATIONAL EXP					
MAD / BID OPERATIONS					
Dumpster	1,707.15	1,416.66	20,923.17	15,583.34	17,000.00
Tools & Equipment	171.32	250.00	2,772.13	2,750.00	3,000.00
Auto expenses	0.00	500.00	4,074.44	5,500.00	6,000.00
Gas & electricity	0.00	583.33	7,094.37	6,416.67	7,000.00
Gasoline	1,671.95	1,833.33	22,518.56	20,166.67	22,000.00
Equipment Rentals	0.00	83.33	1,081.20	916.67	1,000.00
Cell Phones / Radios	589.57	400.00	6,657.40	4,400.00	4,800.00
Electrical Work/Street Lights	0.00	166.67	280.01	1,833.33	2,000.00
Water	223.19	833.33	7,101.48	9,166.67	10,000.00
Uniforms	0.00	583.33	3,406.38	6,416.67	7,000.00
Cleaning & Janitorial Supplies	2,041.16	2,666.67	31,840.47	29,333.33	32,000.00
Total MAD / BID OPERATIONS	6,411.33	9,316.65	107,756.60	102,483.35	111,800.00
PRESSURE-WASHING OPERATIONS					
Tools & Equipment	61.66	77.46	1,211.32	852.08	929.54
Pressure Washer / Water Trailer	153.85	500.00	5,711.18	5,500.00	6,000.00
Total PRESSURE-WASHING OPERATIONS	215.51	577.46	6,922.50	6,352.08	6,929.54
Total ASSESS DIST OPERATIONAL EXP	6,626.84	9,894.11	114,679.10	108,835.43	118,729.54
PERSONNEL EXPENSE					
Office Administrator					
Health/Dental Insurance	-273.11	189.36	-273.11	2,082.96	2,272.32
Payroll Taxes	47.10	152.53	1,505.00	1,677.87	1,830.40
WC Insurance	8.94	96.64	65.84	1,063.04	1,159.68
Salary Expense	888.80	1,906.66	16,154.98	20,973.34	22,880.00
Total Office Administrator	671.73	2,345.19	17,452.71	25,797.21	28,142.40
Landscape Crew					
Salary Expense	9,777.18	13,956.68	142,746.96	153,523.51	167,480.19
Health/Dental Insurance	1,423.61	1,509.00	17,419.05	16,673.19	18,182.19

Little Italy Association of San Diego
MAD Profit & Loss Budget Performance
May 2020

06/25/20

Accrual Basis

	May 20	Budget	Jul '19 - May 20	YTD Budget	Annual Budget
WC Insurance	683.51	442.56	8,560.01	4,868.17	5,310.73
Payroll Taxes	642.74	1,044.13	11,684.58	11,485.43	12,529.56
Total Landscape Crew	12,527.04	16,952.37	180,410.60	186,550.30	203,502.67
Maintenance Crew					
Salary Expense	18,568.86	28,753.58	323,618.16	316,289.38	345,042.96
Payroll Taxes	986.36	2,190.05	28,896.90	24,090.57	26,280.62
WC Insurance	1,517.18	231.24	23,476.33	2,543.60	2,774.84
Health/Dental Insurance	3,973.98	3,875.11	40,833.33	42,626.21	46,501.32
Total Maintenance Crew	25,046.38	35,049.98	416,824.72	385,549.76	420,599.74
Pressure-Washing Crew					
WC Insurance	162.06	48.54	2,683.48	533.94	582.48
Health/Dental Benefits	706.60	757.46	6,572.36	8,332.06	9,089.52
Payroll Taxes	96.99	429.83	3,376.08	4,728.17	5,158.00
Salary Expense	1,339.38	5,373.33	39,230.23	59,106.67	64,480.00
Total Pressure-Washing Crew	2,305.03	6,609.16	51,862.15	72,700.84	79,310.00
Total PERSONNEL EXPENSE	40,550.18	60,956.70	666,550.18	670,598.11	731,554.81
Maintenance Personnel					
Health/Dental benefits	0.00	0.00	44.73	0.00	0.00
Total Maintenance Personnel	0.00	0.00	44.73	0.00	0.00
NCA Management					
Staff Administration	14,299.58	0.00	14,299.58	0.00	0.00
Total NCA Management	14,299.58	0.00	14,299.58	0.00	0.00
Office Operational	0.00	0.00	1,566.50	0.00	0.00
Total Expense	95,864.01	89,215.73	1,008,375.20	974,421.39	1,063,637.12
Net Income	-8,125.74	-579.30	-32,476.35	579.29	-0.01

Little Italy Association of San Diego
MAINTENANCE N/A Profit & Loss Budget Performance

06/25/20

May 2020

Accrual Basis

	May 20	Budget	Jul '19 - May 20	YTD Budget	Annual Budget
Income					
PROGRAM INCOME					
Sponsors	2,949.75	0.00	2,949.75	0.00	0.00
Total PROGRAM INCOME	<u>2,949.75</u>	<u>0.00</u>	<u>2,949.75</u>	<u>0.00</u>	<u>0.00</u>
MAINTENANCE NON-ASSESS INCOME					
Mercato Services	1,250.00	5,000.00	43,750.00	55,000.00	60,000.00
Other Income / Special Events	0.00	462.50	11,142.05	5,087.50	5,550.00
Supplemental Services	8,040.00	4,583.33	62,954.00	50,416.67	55,000.00
Total MAINTENANCE NON-ASSESS INCOME	<u>9,290.00</u>	<u>10,045.83</u>	<u>117,846.05</u>	<u>110,504.17</u>	<u>120,550.00</u>
Total Income	<u>12,239.75</u>	<u>10,045.83</u>	<u>120,795.80</u>	<u>110,504.17</u>	<u>120,550.00</u>
Gross Profit	<u>12,239.75</u>	<u>10,045.83</u>	<u>120,795.80</u>	<u>110,504.17</u>	<u>120,550.00</u>
Expense					
MISC MAINT EXPENSE					
New Pressure Washer	731.39	1,564.33	6,533.81	17,207.88	18,772.21
Medallions	0.00	83.33	245.13	916.67	1,000.00
School Dist Property Taxes	0.00	1,166.66	0.00	12,833.34	14,000.00
MISC MAINT EXPENSE - Other	0.00	0.00	6,402.00	0.00	0.00
Total MISC MAINT EXPENSE	<u>731.39</u>	<u>2,814.32</u>	<u>13,180.94</u>	<u>30,957.89</u>	<u>33,772.21</u>
OFFICE OPERATIONS					
Accounting	0.00	500.00	0.00	5,500.00	6,000.00
Bank Fees	0.00	12.50	60.00	137.50	150.00
Office supplies	107.91	0.00	107.91	0.00	0.00
Printing	0.00	10.42	0.00	114.58	125.00
Postage	0.00	141.67	0.00	1,558.33	1,700.00
Taxes	0.00	66.67	0.00	733.33	800.00
Web Maintenance	0.00	183.33	0.00	2,016.67	2,200.00
Total OFFICE OPERATIONS	<u>22.69</u>	<u>914.59</u>	<u>-972.79</u>	<u>10,060.41</u>	<u>10,975.00</u>
LANDSCAPE OPERATIONS	<u>0.00</u>	<u>0.00</u>	<u>200.00</u>	<u>0.00</u>	<u>0.00</u>
ASSESS DIST OPERATIONAL EXP					
MAD / BID OPERATIONS					
Seminars & Training	0.00	500.00	2,732.00	5,500.00	6,000.00
Citations	0.00	83.33	0.00	916.67	1,000.00
Misc	0.00	83.33	69.90	916.67	1,000.00
Mileage Reimbursement	0.00	83.33	0.00	916.67	1,000.00
Meals & Entertainment	0.00	125.00	1,434.22	1,375.00	1,500.00
Late Fees	0.00	8.33	0.00	91.67	100.00
Interest Expense	0.00	66.66	0.00	733.34	800.00
Liability Claims	0.00	500.00	0.00	5,500.00	6,000.00
Gifts & Condolences	0.00	41.67	500.00	458.33	500.00
Donations	0.00	41.66	0.00	458.34	500.00
Auto expenses	1,165.92	1,666.67	12,888.90	18,333.33	20,000.00
Total MAD / BID OPERATIONS	<u>1,165.92</u>	<u>3,199.98</u>	<u>17,625.02</u>	<u>35,200.02</u>	<u>38,400.00</u>
Total ASSESS DIST OPERATIONAL EXP	<u>1,165.92</u>	<u>3,199.98</u>	<u>17,720.02</u>	<u>35,200.02</u>	<u>38,400.00</u>
PERSONNEL EXPENSE					
Landscape Crew					
Salary Expense	0.00	3,358.57	31,167.54	36,944.22	40,302.79
Total Landscape Crew	<u>0.00</u>	<u>3,358.57</u>	<u>31,241.73</u>	<u>36,944.22</u>	<u>40,302.79</u>
Maintenance Crew					
Staff Bonuses	0.00	0.00	7,400.00	8,000.00	8,000.00
Total Maintenance Crew	<u>0.00</u>	<u>0.00</u>	<u>7,978.00</u>	<u>8,000.00</u>	<u>8,000.00</u>
Total PERSONNEL EXPENSE	<u>0.00</u>	<u>3,358.57</u>	<u>39,219.73</u>	<u>44,944.22</u>	<u>48,302.79</u>
PROGRAM EXPENSE	<u>-2,032.00</u>	<u>0.00</u>	<u>-2,032.00</u>	<u>0.00</u>	<u>0.00</u>
Total Expense	<u>-112.00</u>	<u>10,287.46</u>	<u>67,315.90</u>	<u>121,162.54</u>	<u>131,450.00</u>
Net Income	<u><u>12,351.75</u></u>	<u><u>-241.63</u></u>	<u><u>53,479.90</u></u>	<u><u>-10,658.37</u></u>	<u><u>-10,900.00</u></u>

Little Italy Association of San Diego
PARKING METER Profit & Loss Budget Performance
May 2020

	May 20	Budget	Jul '19 - May 20	YTD Budget	Annual Budget
Income					
PARKING DISTRICT INCOME					
Parking District Reimbursement	32,434.63	58,354.16	658,866.18	641,895.84	700,250.00
Total PARKING DISTRICT INCOME	32,434.63	58,354.16	658,866.18	641,895.84	700,250.00
Total Income	32,434.63	58,354.16	658,866.18	641,895.84	700,250.00
Gross Profit	32,434.63	58,354.16	658,866.18	641,895.84	700,250.00
Expense					
PARKING DISTRICT EXPENSE					
In House Valet Program					
Valet Employee Payroll	1,061.23	32,975.00	255,771.69	362,725.00	395,700.00
Valet Employee Payroll Taxes	74.17	0.00	24,069.48	0.00	0.00
Equipment & Uniforms	849.05	583.33	13,316.53	6,416.67	7,000.00
Total In House Valet Program	7,018.21	33,558.33	305,742.10	369,141.67	402,700.00
Lot Rental/Insurance					
Workers' Comp	50.48	1,625.00	15,375.50	17,875.00	19,500.00
Liability Insurance	2,000.00	1,666.66	25,500.00	18,333.34	20,000.00
Parking Lot Rentals	4,925.00	5,250.00	58,238.00	57,800.00	63,050.00
Total Lot Rental/Insurance	8,844.24	8,541.66	103,785.40	94,008.34	102,550.00
New Initiatives& Special Proj					
Transportation Support	0.00	166.66	1,112.01	1,833.34	2,000.00
Dockless Compliance Mgmt	0.00	416.66	0.00	4,583.34	5,000.00
Ped Barrier Planters, Lighting	600.00	14,166.66	203,041.82	155,833.34	170,000.00
Peoples Plazas, PopOuts & Beaut	3,761.57	1,083.33	8,549.62	11,916.67	13,000.00
Removable Bollard System	0.00	0.00	4,415.00	0.00	0.00
City of SD Insourcing	0.00	416.66	0.00	4,583.34	5,000.00
Total New Initiatives& Special Proj	10,549.07	16,249.97	232,587.20	178,750.03	195,000.00
Total PARKING DISTRICT EXPENSE	31,248.26	58,349.96	660,675.75	641,900.04	700,250.00
Total Expense	31,248.26	58,349.96	660,675.75	641,900.04	700,250.00
Net Income	1,186.37	4.20	-1,809.57	-4.20	0.00

Little Italy Association of San Diego
PARKING PROGRAM Profit & Loss Budget Performance

06/24/20

Accrual Basis

May 2020

	May 20	Budget	Jul '19 - May 20	YTD Budget	Annual Budget
Income					
PARKING DISTRICT REVENUES					
Valet Program Revenues	0.00	45,237.91	205,011.73	497,617.09	542,855.00
Valet Subsidies from Businesses	0.00	4,000.00	35,246.27	44,000.00	48,000.00
Total PARKING DISTRICT REVENUES	0.00	49,237.91	240,258.00	541,617.09	590,855.00
Total Income	0.00	49,237.91	240,802.00	541,617.09	590,855.00
Gross Profit	0.00	49,237.91	240,802.00	541,617.09	590,855.00
Expense					
PROGRAM EXPENSE	0.00	0.00	-9.55	0.00	0.00
PARKING DISTRICT EXPENSE					
In House Valet Program					
Program Management	0.00	5,033.75	42,786.96	55,371.25	60,405.00
Total In House Valet Program	0.00	5,033.75	43,675.06	55,371.25	60,405.00
Lot Rental/Insurance					
Parking Lot Rentals	0.00	3,916.66	34,634.95	43,533.34	47,450.00
Program Management	0.00	1,868.75	15,884.46	20,556.25	22,425.00
Total Lot Rental/Insurance	0.00	5,785.41	50,519.41	64,089.59	69,875.00
Marketing and Promotions					
Website Parking Component	0.00	166.66	199.00	1,833.34	2,000.00
Printed Material	0.00	416.66	4,524.98	4,583.34	5,000.00
PR Firm	0.00	2,500.00	20,664.00	27,500.00	30,000.00
Program Mgmt	0.00	468.75	3,984.29	5,156.25	5,625.00
Total Marketing and Promotions	0.00	3,552.07	29,372.27	39,072.93	42,625.00
New Initiatives& Special Proj					
Removable Bollard System	0.00	25,000.00	2,695.00	275,000.00	300,000.00
Program Management	0.00	6,187.50	52,593.75	68,062.50	74,250.00
Total New Initiatives& Special Proj	0.00	31,187.50	55,288.75	343,062.50	374,250.00
LIA Management					
Rent	0.00	1,000.00	8,000.00	11,000.00	12,000.00
Utilities	0.00	666.66	4,653.73	7,333.34	8,000.00
Vehicle Subsidy & Maintenance	0.00	500.00	5,585.67	5,500.00	6,000.00
Storage	0.00	1,000.00	1,822.50	11,000.00	12,000.00
Program Mgmt	0.00	475.00	4,037.50	5,225.00	5,700.00
Total LIA Management	0.00	3,641.66	24,099.40	40,058.34	43,700.00
Total PARKING DISTRICT EXPENSE	0.00	49,200.39	202,954.89	541,654.61	590,855.00
Total Expense	0.00	49,200.39	202,945.34	541,654.61	590,855.00
Net Income	0.00	37.52	37,856.66	-37.52	0.00

**Little Italy Association of San Diego
Programs and Operations
July 2019 through May 2020**

	Dog Park		Grounds		Total Amici Park		Art Walk		Banner	
	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget
	Income									
PPP Loan	0		0		0		0		0	
SBA EIDL	0		0		0		0		0	
PROGRAM INCOME	3,600	6,000	5,450	5,500	9,050	11,500	0	25,800	1,846	
MERCATO INCOME	0		0		0		0		0	
Total Income	3,600	6,000	5,450	5,500	9,050	11,500	0	25,800	1,846	
Expense										
NCA Administration	0		0		0		0		0	
MISC MAINT EXPENSE	0		0		0		0		0	
OFFICE OPERATIONS	0		665	1,045	665	1,045	0		0	
LANDSCAPE OPERATIONS	0		0		0		0		0	
ASSESS DIST OPERATIONAL EXP	0		905	1,283	905	1,283	0		0	
PERSONNEL EXPENSE	12,509	16,789	2,140	17,371	14,648	34,160	0		0	
PROGRAM EXPENSE	9,900	3,300	9,420	26,583	19,320	29,883	0	16,300	10,052	8,000
Maintenance Personnel	208	0	0	0	208	0	0		0	
Maintenance Non-Personnel	0		0		0		0		0	
NCA Management	0		0		0		0		0	
Office Operational	0		0		0		0		0	
MERCATO EXPENSE	0		0		0		0		0	
PARKING DISTRICT EXPENSE	0		0		0		0		0	
Total Expense	22,616	20,089	13,129	46,283	35,746	66,372	0	16,300	10,052	8,000
Net Income	-19,016	-14,089	-7,679	-40,783	-26,696	-54,872	0	9,500	-8,206	-8,000

Little Italy Association of San Diego
Programs and Operations
July 2019 through May 2020

	Capital Improvements	Christmas Programs		Convivio Events	County Grants		Fall / Spring Displays		Ferragosto Event	
	Jul '19 - May 20	Jul '19 - May 20	Budget	Jul '19 - May 20	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget
Income										
PPP Loan	0	0		0	0		0		0	
SBA EIDL	0	0		0	0		0		0	
PROGRAM INCOME	1,500	74,666	56,408	0	72,747	72,748	3,499	2,000	17,034	10,000
MERCATO INCOME	0	0		0	0		0		0	
Total Income	1,500	74,666	56,408	0	72,747	72,748	3,499	2,000	17,034	10,000
Expense										
NCA Administration	0	0		0	0		0		0	
MISC MAINT EXPENSE	0	0		0	0		0		0	
OFFICE OPERATIONS	0	0		0	0		0		0	
LANDSCAPE OPERATIONS	0	0		0	0		0		0	
ASSESS DIST OPERATIONAL EXP	0	0		0	0		0		0	
PERSONNEL EXPENSE	0	0		0	0		0		0	
PROGRAM EXPENSE	0	70,305	61,350	0	67,498	72,765	3,778	2,000	3,852	
Maintenance Personnel	0	0		0	0		0		2,505	
Maintenance Non-Personnel	0	0		0	0		0		0	
NCA Management	0	0		0	11,250		0		0	
Office Operational	0	0		0	0		0		0	
MERCATO EXPENSE	0	0		0	0		0		0	
PARKING DISTRICT EXPENSE	0	0		0	0		0		0	
Total Expense	0	70,305	61,350	0	78,748	72,765	3,778	2,000	6,357	
Net Income	1,500	4,361	-4,942	0	-6,001	-18	-279	0	10,677	10,000

Little Italy Association of San Diego
Programs and Operations
July 2019 through May 2020

	First Responders	General & Administration		Gran Fondo		Green Lot	Little Italy Video & Photos	Live Well-Live Safe	
	Jul '19 - May 20	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Jul '19 - May 20	Jul '19 - May 20	Budget
Income									
PPP Loan	0	0		0		0	0	0	
SBA EIDL	0	10,000		0		0	0	0	
PROGRAM INCOME	100	26,683	8,000	0	9,300	0	0	52,800	52,800
MERCATO INCOME	0	0		0		0	0	0	
Total Income	100	36,683	8,000	0	9,300	0	0	52,800	52,800
Expense									
NCA Administration	0	0	0	0		0	0	0	
MISC MAINT EXPENSE	0	-79		0		0	0	0	
OFFICE OPERATIONS	0	13,525	27,830	0		0	0	66	
LANDSCAPE OPERATIONS	0	0	12,500	0		37,195	0	0	
ASSESS DIST OPERATIONAL EXP	0	1,774	6,875	0		0	0	0	
PERSONNEL EXPENSE	0	2,122		0		0	0	0	
PROGRAM EXPENSE	415	43,241	27,832	0	2,300	16	-500	50,908	51,800
Maintenance Personnel	0	0		0		0	0	0	0
Maintenance Non-Personnel	0	0	0	0		0	0	0	
NCA Management	0	142,996	157,295	0		0	0	0	
Office Operational	0	9,098	9,167	0		0	0	0	
MERCATO EXPENSE	0	45		0		0	0	0	
PARKING DISTRICT EXPENSE	0	0		0		0	0	0	
Total Expense	415	212,721	241,499	0	2,300	37,211	-500	50,974	51,800
Net Income	-315	-176,038	-233,499	0	7,000	-37,211	500	1,826	1,000

Little Italy Association of San Diego
Programs and Operations
July 2019 through May 2020

	Made In SD	Total Mercato		Mercato - Wednesday		Military Events		Misc Events	Piazza Basilone	
	Jul '19 - May 20	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Jul '19 - May 20	Budget
Income										
PPP Loan	0	0		0		0		0	0	
SBA EIDL	0	0		0		0		0	0	
PROGRAM INCOME	0	150	0	0	0	0	0	1,258	1,000	
MERCATO INCOME	0	599,137	753,744	66,393	90,259	0		0	0	
Total Income	0	599,287	753,744	66,393	90,259	0	0	1,258	1,000	
Expense										
NCA Administration	0	0		0		0		0	0	
MISC MAINT EXPENSE	0	0		0		0		0	0	
OFFICE OPERATIONS	0	0		0		0		0	0	
LANDSCAPE OPERATIONS	0	0		0		0		0	0	
ASSESS DIST OPERATIONAL EXP	0	0		0		0		0	0	
PERSONNEL EXPENSE	0	0		0		0		0	7,610	14,887
PROGRAM EXPENSE	176	0	0	0	0	2,851	2,000	2,696	4,405	2,200
Maintenance Personnel	0	0		0		0		0	0	
Maintenance Non-Personnel	0	0		0		0		0	0	
NCA Management	0	0		0		0		0	0	
Office Operational	0	0		0		0		0	0	
MERCATO EXPENSE	0	349,884	386,189	27,260	26,816	0		0	0	
PARKING DISTRICT EXPENSE	0	0		0		0		0	0	
Total Expense	176	349,884	386,189	27,260	26,816	2,851	2,000	2,696	12,015	17,087
Net Income	-176	249,403	367,555	39,133	63,443	-2,851	-2,000	-1,438	-11,015	-17,087

Little Italy Association of San Diego
Programs and Operations
July 2019 through May 2020

	Public restrooms(Piazza)		(Piazza della Famiglia)		Total Piazza della Famiglia		Piazza Giannini	
	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget
Income								
PPP Loan	0		0		0		0	
SBA EIDL	0		0		0		0	
PROGRAM INCOME	3,000	4,125	19,489	4,583	22,489	8,708	2,000	
MERCATO INCOME	0		0		0		0	
Total Income	3,000	4,125	19,489	4,583	22,489	8,708	2,000	
Expense								
NCA Administration	0		0		0		0	
MISC MAINT EXPENSE	0		0		0		0	
OFFICE OPERATIONS	0		18	0	18	0	0	
LANDSCAPE OPERATIONS	0		0		0		0	
ASSESS DIST OPERATIONAL EXP	0		0		0		0	
PERSONNEL EXPENSE	0		24,858	44,283	24,858	44,283	4,208	14,889
PROGRAM EXPENSE	1,954		79,549	70,450	81,503	70,450	1,738	1,100
Maintenance Personnel	0		25		25		0	
Maintenance Non-Personnel	0		0		0		0	
NCA Management	0		0		0		0	
Office Operational	0		0		0		0	
MERCATO EXPENSE	0		0		0		0	
PARKING DISTRICT EXPENSE	0		0		0		0	
Total Expense	1,954		104,449	114,733	106,404	114,733	5,946	15,989
Net Income	1,046	4,125	-84,960	-110,149	-83,915	-106,024	-3,946	-15,989

Little Italy Association of San Diego
Programs and Operations
July 2019 through May 2020

	Piazza Pescatore		PPP Activity	Public Spaces	SBEP City Funds	State of the Neighborhood		Summer Film Festival	
	Jul '19 - May 20	Budget	Jul '19 - May 20	Jul '19 - May 20	Jul '19 - May 20	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget
Income									
PPP Loan	0		33,465	0	0	0		0	
SBA EIDL	0		0	0	0	0		0	
PROGRAM INCOME	0		0	0	2,837	7,308	4,950	2,423	2,600
MERCATO INCOME	0		0	0	0	0		0	
Total Income	0		33,465	0	2,837	7,308	4,950	2,423	2,600
Expense									
NCA Administration	0		0	0	0	0		0	
MISC MAINT EXPENSE	0		0	0	0	0		0	
OFFICE OPERATIONS	0		179	0	0	0		0	
LANDSCAPE OPERATIONS	0		0	0	0	0		0	
ASSESS DIST OPERATIONAL EXP	0		971	0	0	0		0	
PERSONNEL EXPENSE	0	5,653	15,041	0	0	0		0	
PROGRAM EXPENSE	0	0	11,659	0	0	6,417	4,500	1,210	2,600
Maintenance Personnel	0		-1,376	0	0	0		0	
Maintenance Non-Personnel	0		0	0	0	0		0	
NCA Management	0		0	0	0	0		0	
Office Operational	0		0	0	0	0		0	
MERCATO EXPENSE	0		6,043	0	0	0		0	
PARKING DISTRICT EXPENSE	0		949	0	0	0		0	
Total Expense	0	5,653	33,465	0	0	6,417	4,500	1,210	2,600
Net Income	0	-5,653	0	0	2,837	891	450	1,213	0

Little Italy Association of San Diego
Programs and Operations
July 2019 through May 2020

	TOLI		Trick or Treat		Venue Rentals		Wounded Warriors	TOTAL	
	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Budget	Jul '19 - May 20	Jul '19 - May 20	Budget
Income									
PPP Loan	0		0		0		0	33,465	0
SBA EIDL	0		0		0		0	10,000	0
PROGRAM INCOME	25,740	28,000	1,600		39,135	32,083	1,600	367,465	324,899
MERCATO INCOME	0		0		0		0	665,530	844,004
Total Income	25,740	28,000	1,600		39,135	32,083	1,600	1,076,461	1,168,903
Expense									
NCA Administration	0		0		0		0	0	0
MISC MAINT EXPENSE	0		0		0		0	-79	0
OFFICE OPERATIONS	0		0		0		0	14,453	28,875
LANDSCAPE OPERATIONS	0		0		0		0	37,195	12,500
ASSESS DIST OPERATIONAL EXP	0		0		0		0	3,650	8,158
PERSONNEL EXPENSE	0		0		0		0	68,486	113,871
PROGRAM EXPENSE	0	500	607	500	16,162		237	398,545	356,083
Maintenance Personnel	0		0		0		0	1,362	0
Maintenance Non-Personnel	0		0		0		0	0	0
NCA Management	0		0		0		0	154,246	157,295
Office Operational	0		0		0		0	9,098	9,167
MERCATO EXPENSE	0		0		0		0	383,232	413,006
PARKING DISTRICT EXPENSE	0		0		0		0	949	0
Total Expense	0	500	607	500	16,162		237	1,071,135	1,098,955
Net Income	25,740	27,500	993	-500	22,973	32,083	1,363	5,325	69,948