



Little Italy Association of San Diego – Finance Committee  
Monday, August 21, 2023 at 9:00am  
Little Italy Association Office – Conference Room (2210 Columbia Street)  
Zoom (For Non-Voting Members): <https://us02web.zoom.us/j/82767933055>  
or call 1-669-900-6833 / Meeting ID: 827 6793 3055 / Password: 3898

**CLOSED SESSION TO DISCUSS MANAGEMENT PERFORMANCE REVIEW ON ITEM 9**

1. Introductions / Bryan Thompson, Chair
2. Next Meeting: \_\_\_\_\_
3. Non-Agenda: Public Comment & Announcements
4. Review June 22, 2023 Minutes / Chris Gomez *Action Item* P. 2-3
5. FY23 EOY Financials / Jeri Keiller & Bryan *Action Item* P. 4-17
6. Authorize Staff to Secure Estimates for Piazza della Famiglia Stone Fountain *Action Item*
7. Piazza della Famiglia Cox Contract – Update / Chris
8. Fidelity Investment – Update / Jeri P. 18
9. **CLOSED SESSION:** BOARD MEMBERS & STAFF TO GO INTO CLOSED SESSION TO DISCUSS MANAGEMENT PERFORMANCE REVIEW. GENERAL PUBLIC WILL BE EXCUSED FOR DURATION OF CLOSED SESSION. ANY DECISIONS MADE WILL BE REPORTED AFTER CLOSED SESSION.
  - a. New City America, Inc. FY23 Management Performance Review *Action Item*
10. REOPEN MEETING & REPORT TO PUBLIC: Update on Little Italy Association’s decision, if any, on Closed Session item.
11. Chief Executive Administrator Report / Marco
12. Old Business – Add or Remove Items

*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. San Diego Unified School District State Street Water Meter Update
  - b. New Holiday Tree
  - c. Employee Retention Tax Credit

**13. Adjournment** *Action Item*

**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 on 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 or via email at [chris@littleitalysd.com](mailto:chris@littleitalysd.com) 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  
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Facebook / Instagram / Twitter: LittleItalySD ▪ TikTok: LittleItaly.SD ▪ #LittleItalySD



**Little Italy Association of San Diego – Finance Committee**

**Thursday, June 22, 2023, at 9:00am**

**Little Italy Association Office – Conference Room (2210 Columbia Street)**

**Zoom (For Non-Voting Members): <https://us02web.zoom.us/j/83672394701>**

**or call 1-669-900-6833 / Meeting ID: 836 7239 4701 / Password: 3898**

**Committee** Steve Galasso, Bryan Thompson, Lou Palestini, Danny Mocer, Jeri Keiller, Annette Casemero, Jack Pecoraro, Curt Brooker, David Rodger, Lisa Gerson, Catt Fields White, Rich Gustafson

**Staff** Chris Gomez, Rosie DeLuca, Dianne T. Serna

**MINUTES:**

Item	Discussion	Action Taken?
1. Introductions-Bryan Thompson, Chair	The meeting was called to order at 09:00am.	<i>No action taken</i>
2. Next Meeting	2. The next Finance Committee Meeting will be held on Thursday, July 20, 2023, at 9:00am	<i>2. The date and time of the meeting were approved by consensus.</i>
3. Non-Agenda: Public Comments & Announcements	3. Nothing to report.	<i>3. No action taken</i>
4. Review May 18, 2023, Minutes	4. The minutes from May 18, 2023, were reviewed.	<i>4. Jeri Keiller moved to accept the minutes. Danny Mocer seconded the motion. Unanimously approved.</i>
5. YTD Financials /Jeri Keiller & Bryan Thompson	5. Jeri Keiller gave an update on the YTD Financials.	<i>5. Lou Palestini moved to accept YTD Financials. Bryan Thompson seconded the motion. Jeri Keiller, Curt Brooker and Catt Fields</i>

		<i>White abstained. Motion passes.</i>
6. FY24 LIA Budget Review & Approval / Jeri & Bryan	6. Jeri presented the FY24 Budget for review and approval.  Jeri stated the LIA/ Mercato adjustment will be 60/40.	<i>5. Dany Mocerri moved to accept FY24 Budget Review with the Mercato adjustments. Annette Casemero seconded the motion. Jeri Keiller, Curt Brooker and Catt Fields White abstained. Motion passes.</i>
7. FY24 Organization Committee Expenditure Allocation – \$2,000 / Jeri & Bryan	7. Chris stated that the staff's recommendation is to allocate \$2,000 for the Finance Committee to use for miscellaneous expenses or donations.	<i>7. Danny Mocerri moved to approve an Expenditure Allocation of \$2,000. Rich Gustafson seconded the motion. Unanimously approved.</i>
8. FY24 Finance Committee Expenditure Allocation – NTE \$25,000 / Jeri & Bryan	8. Chris stated that the staff's recommendation is to allow staff to allocate no more than \$25,000 for non-budgeted projects.	<i>8. Bryan Thompson moved to approve an Expenditure Allocation NTE \$25,000. Danny Mocerri seconded the motion. Unanimously approved.</i>
9. Fidelity Investment – Update / Jeri	9. Jeri gave an update on Fidelity Investment.	<i>9. No action taken</i>
10. Chief Executive Administrator Report	10. Marco had nothing to report.	<i>10. No action taken</i>
11. Old Business – Add or Remove Items	11. Nothing to report.	<i>11. No action taken</i>
16. Adjournment	16. Meeting Adjourned.	<i>12. Danny moved to adjourn the meeting. Annette Casemero seconded the motion. Unanimously approved.</i>

Minutes taken by: Dianne T. Serna, Staff

Little Italy Association of San Diego  
**Balance Sheet**  
 As of June 30, 2023

	Jun 30, 23	Jun 30, 22
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
BID Acct / Torrey Pines	2,489.27	13,209.39
Programs Acct / Torrey Pines	118,004.58	208,641.28
Mercato / Torrey Pines	85,157.92	49,310.87
Parking District / Torrey Pines	85,005.77	19,101.56
MAD Acct / Torrey Pines	250,403.60	150,649.99
Payroll Acct / Torrey Pines	37,025.40	35,116.61
Savings Acct / Torrey Pines	93,120.38	276,586.97
Fidelity Investments -cash	94,571.88	0.00
<b>Total Checking/Savings</b>	<b>765,778.80</b>	<b>752,616.67</b>
<b>Accounts Receivable</b>		
Accts Rec - MAD	82.50	730.40
Accts Rec - Parking District	113,916.95	331,332.92
Accts Rec - Programs	38,570.40	36,356.27
<b>Total Accounts Receivable</b>	<b>152,569.85</b>	<b>368,419.59</b>
<b>Other Current Assets</b>		
ERTC Receivable	167,000.00	0.00
Mercato MNA	5,000.00	0.00
Investments - Fidelity	106,000.00	0.00
Endowment Fund	12,161.56	12,161.56
Undeposited Funds	0.00	1,810.40
<b>Total Other Current Assets</b>	<b>290,161.56</b>	<b>13,971.96</b>
<b>Total Current Assets</b>	<b>1,208,510.21</b>	<b>1,135,008.22</b>
<b>Fixed Assets</b>		
Machinery and Equipment	127,331.00	127,331.00
Improvements-Building/Nursery	56,777.00	56,777.00
Auto/Transport Equipment	106,215.00	106,215.00
Program Equipment	12,000.00	12,000.00
Improvements	2,400.00	2,400.00
Website design	10,400.00	10,400.00
Accumulated depreciation	-244,611.68	-218,864.10
<b>Total Fixed Assets</b>	<b>70,511.32</b>	<b>96,258.90</b>
<b>Other Assets</b>		
Rent deposit	8,450.73	8,450.73
<b>Total Other Assets</b>	<b>8,450.73</b>	<b>8,450.73</b>
<b>TOTAL ASSETS</b>	<b>1,287,472.26</b>	<b>1,239,717.85</b>

**Balance Sheet**

As of June 30, 2023

		Jun 30, 23	Jun 30, 22
<b>LIABILITIES &amp; EQUITY</b>			
<b>Liabilities</b>			
<b>Current Liabilities</b>			
<b>Accounts Payable</b>			
Accounts Payable - BID		0.00	957.00
Accounts Payable - Programs		15,701.00	585.47
Accounts Payable - Mercato		24,563.00	4,541.23
Accounts Payable - Parking Dist		859.13	2,885.03
Accounts Payable - MAD		6,399.00	15,422.36
<b>Total Accounts Payable</b>		<b>47,522.13</b>	<b>24,391.09</b>
<b>Other Current Liabilities</b>			
Piazza Costanza sponsorship		31,006.86	0.00
Amici Park statue		5,000.00	0.00
Payable to New City America		-2,000.00	26,838.00
Unearned rent on deposit		0.00	4,249.50
Unearned Grants		0.00	6,500.00
Bollard Advance		54,686.24	121,495.59
Accrued Interest Liability		8,456.00	7,401.00
<b>Payroll Liabilities</b>			
State		-141.36	0.00
Federal		-1,135.28	0.00
<b>Total Payroll Liabilities</b>		<b>-1,276.64</b>	<b>0.00</b>
<b>Total Other Current Liabilities</b>		<b>95,872.46</b>	<b>166,484.09</b>
<b>Total Current Liabilities</b>		<b>143,394.59</b>	<b>190,875.18</b>
<b>Long Term Liabilities</b>			
EIDL LOAN		148,475.73	148,475.73
<b>Total Long Term Liabilities</b>		<b>148,475.73</b>	<b>148,475.73</b>
<b>Total Liabilities</b>		<b>291,870.32</b>	<b>339,350.91</b>
<b>Equity</b>			
<b>Net Assets</b>			
Net unrestricted assets		887,815.94	576,528.59
Restricted net asects		12,551.00	0.00
<b>Total Net Assets</b>		<b>900,366.94</b>	<b>576,528.59</b>
Net Income		95,235.00	323,838.35
<b>Total Equity</b>		<b>995,601.94</b>	<b>900,366.94</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>		<b>1,287,472.26</b>	<b>1,239,717.85</b>

**Little Italy Association of San Diego**  
**Profit & Loss**  
 July 2022 through June 2023

	<b>BID</b>	<b>MAD</b>	<b>Maintenance Non-Assessment</b>	<b>Total Parking District</b>	<b>Programs &amp; Operations</b>	<b>TOTAL</b>
<b>Income</b>						
ERTC Income	0	0	0	0	167,000	167,000
SBEP · SBEP Management Grant	18,356	0	0	0	0	18,356
PROGRAM INCOME	0	0	14,225	0	368,979	383,204
BID INCOME	100,059	0	0	0	0	100,059
MAINTENANCE DISTRICT INCOME	0	1,234,087	0	0	0	1,234,087
MAINTENANCE NON-ASSESS INCOME	0	0	147,636	0	0	147,636
MERCATO INCOME	0	0	0	0	977,786	977,786
PARKING DISTRICT INCOME	0	0	0	814,808	0	814,808
PARKING DISTRICT REVENUES	0	0	0	111,412	0	111,412
<b>Total Income</b>	<b>118,415</b>	<b>1,234,087</b>	<b>161,861</b>	<b>926,219</b>	<b>1,513,764</b>	<b>3,954,346</b>
<b>Expense</b>						
MISC MAINT EXPENSE	0	0	18,167	0	0	18,167
OFFICE OPERATIONS	34,785	213,203	239	0	51,932	300,159
LANDSCAPE OPERATIONS	0	74,558	1,114	0	0	75,672
ASSESS DIST OPERATIONAL EXP	0	169,792	2,858	0	2,524	175,175
PERSONNEL EXPENSE	0	914,923	3,315	0	-16,787	901,451
ACCOUNTANT EXPENSE ENTRIES	0	0	10,329	0	15,419	25,748
PROGRAM EXPENSE	0	449	163	0	478,033	478,645
Maintenance Personnel	0	1,014	-9,857	0	909	-7,934
Maintenance Non-Personnel	0	450	0	0	0	450
NCA Management	41,644	24,000	0	0	222,960	288,604
Office Operational	0	1,700	0	0	30,728	32,428
Consulting Services	33,000	0	0	0	0	33,000
Contingency	4,587	20,300	0	0	0	24,887
SBEP EXPENSES	18,356	0	0	0	18,853	37,209
MERCATO EXPENSE	0	0	0	0	564,796	564,796
PARKING DISTRICT EXPENSE	0	0	0	906,133	-75	906,058
<b>Net Income</b>	<b>132,372</b>	<b>1,420,389</b>	<b>26,328</b>	<b>906,133</b>	<b>1,373,889</b>	<b>3,859,111</b>
	<b>-13,958</b>	<b>-186,302</b>	<b>135,532</b>	<b>20,086</b>	<b>139,875</b>	<b>95,235</b>

**Little Italy Association of San Diego**  
**BID Profit & Loss Budget Performance**  
June 2023

			Jun 23	Budget	Jul '22 - Jun 23	YTD Budget	Annual Budget
	<b>Income</b>						
	<b>SBEP · SBEP Management Grant</b>		0.00		18,356.00		
	<b>BID INCOME</b>						
	Carry-forward		4,587.16		4,587.16	4,587.16	4,587.16
	BID Dues		0.00		600.00	0.00	0.00
	BID Disbursements		0.00	10,500.00	94,871.36	126,000.00	126,000.00
	<b>Total BID INCOME</b>		4,587.16	10,500.00	100,058.52	130,587.16	130,587.16
	<b>Total Income</b>		4,587.16	10,500.00	118,414.52	130,587.16	130,587.16
	<b>Gross Profit</b>		4,587.16	10,500.00	118,414.52	130,587.16	130,587.16
	<b>Expense</b>						
	<b>OFFICE OPERATIONS</b>						
	Accounting		0.00	333.33	4,000.00	3,999.96	3,999.96
	Computer Service		0.00	375.00	5,742.00	4,500.00	4,500.00
	Dues & subscriptions		65.20	125.00	965.20	1,500.00	1,500.00
	Insurance		500.00	333.33	6,233.32	3,999.96	3,999.96
	Office supplies		661.08	575.00	6,813.74	6,900.00	6,900.00
	Printing		0.00	41.67	0.00	500.04	500.04
	Phone & Internet		183.22	216.67	2,204.32	2,600.04	2,600.04
	Postage		322.49	83.33	2,526.43	999.96	999.96
	Rent		500.00	500.00	6,000.00	6,000.00	6,000.00
	Web Maintenance		0.00	166.67	300.00	2,000.04	2,000.04
	<b>Total OFFICE OPERATIONS</b>		2,231.99	2,750.00	34,785.01	33,000.00	33,000.00
	<b>NCA Management</b>						
	Staff Administration		2,960.32	5,000.00	41,644.00	60,000.00	60,000.00
	<b>Total NCA Management</b>		2,960.32	5,000.00	41,644.00	60,000.00	60,000.00
	<b>Consulting Services</b>						
	PR		2,750.00	2,750.00	33,000.00	33,000.00	33,000.00
	<b>Total Consulting Services</b>		2,750.00	2,750.00	33,000.00	33,000.00	33,000.00
	Contingency		0.00	517.73	4,587.16	6,213.31	6,213.31
	<b>SBEP EXPENSES</b>						
	Management Grant		2,039.68	0.00	18,356.00	0.00	0.00
	<b>Total SBEP EXPENSES</b>		2,039.68	0.00	18,356.00	0.00	0.00
	<b>Total Expense</b>		9,981.99	11,017.73	132,372.17	132,213.31	132,213.31
	<b>Net Income</b>		<b>-5,394.83</b>	<b>-517.73</b>	<b>-13,957.65</b>	<b>-1,626.15</b>	<b>-1,626.15</b>

Year ended in the negative. BID income \$32,000 under budget. Expense overbudget - Computer services \$2,500; Insurance \$2,300

**Little Italy Association of San Diego**  
**MAD Profit & Loss Budget Performance**  
 June 2023

07/15/23

Accrual Basis

	Jun 23	Budget	Jul '22 - Jun 23	YTD Budget	Annual Budget
<b>Income</b>					
<b>MAINTENANCE DISTRICT INCOME</b>					
MAD Assessments	101,148.95	101,550.50	1,213,787.00	1,218,606.00	1,218,606.00
MAD Gas Tax	0.00	326.33	0.00	3,916.00	3,916.00
MAD General Benefit Income	0.00	4,002.92	0.00	48,035.00	48,035.00
MAD City Administration	0.00	-291.66	0.00	-3,500.00	-3,500.00
MAD Spec Dist Lighting	0.00	-2,916.66	0.00	-35,000.00	-35,000.00
MAD Delinquency Factor 1.5%	0.00	-1,522.50	0.00	-18,270.00	-18,270.00
Carry-forward	0.00		20,300.00	20,300.47	20,300.47
<b>Total MAINTENANCE DISTRICT INCOME</b>	<b>101,148.95</b>	<b>101,148.93</b>	<b>1,234,087.00</b>	<b>1,234,087.47</b>	<b>1,234,087.47</b>
<b>Total Income</b>	<b>101,148.95</b>	<b>101,148.93</b>	<b>1,234,087.00</b>	<b>1,234,087.47</b>	<b>1,234,087.47</b>
<b>Gross Profit</b>	<b>101,148.95</b>	<b>101,148.93</b>	<b>1,234,087.00</b>	<b>1,234,087.47</b>	<b>1,234,087.47</b>
<b>Expense</b>					
<b>OFFICE OPERATIONS</b>					
Accounting	0.00	416.66	5,800.00	5,000.00	5,000.00
Computer Service	957.00	583.33	3,828.00	7,000.00	7,000.00
Insurance	19,474.00	10,416.66	136,269.80	125,000.00	125,000.00
Office supplies	135.00	833.33	3,715.11	10,000.00	10,000.00
Payroll Service	685.85	416.66	6,303.93	5,000.00	5,000.00
Rent					
Storage	379.00	833.33	7,593.00	10,000.00	10,000.00
Rent - Other	4,000.00	3,333.33	47,400.00	40,000.00	40,000.00
<b>Total Rent</b>	<b>4,379.00</b>	<b>4,166.66</b>	<b>54,993.00</b>	<b>50,000.00</b>	<b>50,000.00</b>
Repairs & Maintenance	1,336.00	500.00	2,293.00	6,000.00	6,000.00
Utilities	0.00	291.66	0.00	3,500.00	3,500.00
<b>Total OFFICE OPERATIONS</b>	<b>26,966.85</b>	<b>17,624.96</b>	<b>213,202.84</b>	<b>211,500.00</b>	<b>211,500.00</b>
<b>LANDSCAPE OPERATIONS</b>					
Nursery & Landscape Supplies	358.79	2,166.67	33,510.69	26,000.00	26,000.00
Tree Supplies & Services	1,796.24	2,083.33	26,231.57	25,000.00	25,000.00
Outside Landscaping Service	0.00	83.33	0.00	1,000.00	1,000.00
Tools & Equipment	468.62	333.33	4,331.18	4,000.00	4,000.00
Dumpster	89.00	166.66	1,664.46	2,000.00	2,000.00
Uniforms	0.00	416.66	805.84	5,000.00	5,000.00
Equipment Rental	131.56	208.33	8,013.80	2,500.00	2,500.00
<b>Total LANDSCAPE OPERATIONS</b>	<b>2,844.21</b>	<b>5,458.31</b>	<b>74,557.54</b>	<b>65,500.00</b>	<b>65,500.00</b>
<b>ASSESS DIST OPERATIONAL EXP</b>					
<b>MAD / BID OPERATIONS</b>					
Dumpster	2,753.25	2,500.00	29,618.00	30,000.00	30,000.00
Tools & Equipment	0.00	125.00	1,807.40	1,500.00	1,500.00
Auto expenses	781.38	1,000.00	16,364.54	12,000.00	12,000.00
Gas & electricity	1,246.55	500.00	9,132.06	6,000.00	6,000.00
Gasoline	2,914.70	2,333.33	39,467.14	28,000.00	28,000.00
Equipment Rentals	0.00	83.33	0.00	1,000.00	1,000.00
Cell Phones / Radios	244.00	400.00	2,928.00	4,800.00	4,800.00
Electrical Work/Street Lights	0.00	83.33	0.00	1,000.00	1,000.00
Water	1,038.14	1,333.33	11,036.92	16,000.00	16,000.00
Uniforms	0.00	583.33	2,201.64	7,000.00	7,000.00
Cleaning & Janitorial Supplies	4,128.20	2,916.66	44,572.60	35,000.00	35,000.00
<b>Total MAD / BID OPERATIONS</b>	<b>13,106.22</b>	<b>11,858.31</b>	<b>157,128.30</b>	<b>142,300.00</b>	<b>142,300.00</b>
<b>PRESSURE-WASHING OPERATIONS</b>					
Tools & Equipment	0.00	83.33	0.00	1,000.00	1,000.00
Pressure Washer / Water Trailer	1,491.59	416.66	12,664.11	5,000.00	5,000.00
<b>Total PRESSURE-WASHING OPERATIO...</b>	<b>1,491.59</b>	<b>499.99</b>	<b>12,664.11</b>	<b>6,000.00</b>	<b>6,000.00</b>
<b>Total ASSESS DIST OPERATIONAL EXP</b>	<b>14,597.81</b>	<b>12,358.30</b>	<b>169,792.41</b>	<b>148,300.00</b>	<b>148,300.00</b>
<b>PERSONNEL EXPENSE</b>					
<b>EE MEDICAL CONTRIBUTION</b>					
Consultant Salary Expense	3,877.05	0.00	14,223.48	0.00	0.00



**Little Italy Association of San Diego**  
**MAD Profit & Loss Budget Performance**  
 June 2023

07/15/23

Accrual Basis

	Jun 23	Budget	Jul '22 - Jun 23	YTD Budget	Annual Budget
EE MEDICAL CONTRIBUTION - Other	-613.08	0.00	-5,963.00	0.00	0.00
<b>Total EE MEDICAL CONTRIBUTION</b>	<b>3,263.97</b>	<b>0.00</b>	<b>8,260.48</b>	<b>0.00</b>	<b>0.00</b>
<b>Office Administrator</b>					
Health/Dental Insurance	1,026.90	0.00	11,371.08	0.00	0.00
Payroll Taxes	309.12	0.00	1,696.72	0.00	0.00
WC Insurance	158.60	0.00	571.30	0.00	0.00
Salary Expense	2,888.57	1,800.00	26,180.08	21,600.00	21,600.00
<b>Total Office Administrator</b>	<b>4,383.19</b>	<b>1,800.00</b>	<b>39,819.18</b>	<b>21,600.00</b>	<b>21,600.00</b>
<b>Landscape Crew</b>					
Salary Expense	25,000.23	23,200.00	179,175.69	278,400.00	278,400.00
Health/Dental Insurance	1,770.01	0.00	17,451.26	0.00	0.00
WC Insurance	1,225.75	0.00	14,538.36	0.00	0.00
Payroll Taxes	2,288.92	0.00	16,264.41	0.00	0.00
<b>Total Landscape Crew</b>	<b>30,284.91</b>	<b>23,200.00</b>	<b>227,429.72</b>	<b>278,400.00</b>	<b>278,400.00</b>
<b>Maintenance Crew</b>					
Salary Expense	49,108.68	43,000.00	410,454.67	516,000.00	516,000.00
Payroll Taxes	3,859.84	0.00	35,135.97	0.00	0.00
WC Insurance	2,330.53	0.00	32,350.97	0.00	0.00
Health/Dental Insurance	4,227.31	0.00	45,744.55	0.00	0.00
<b>Total Maintenance Crew</b>	<b>59,526.36</b>	<b>43,000.00</b>	<b>523,686.16</b>	<b>516,000.00</b>	<b>516,000.00</b>
<b>Pressure-Washing Crew</b>					
Salary Expense	11,733.70	9,583.33	95,285.14	115,000.00	115,000.00
Payroll Taxes	955.17	0.00	8,357.52	0.00	0.00
WC Insurance	623.87	0.00	7,180.90	0.00	0.00
Health/Dental Benefits	714.38	0.00	4,903.45	0.00	0.00
<b>Total Pressure-Washing Crew</b>	<b>14,027.12</b>	<b>9,583.33</b>	<b>115,727.01</b>	<b>115,000.00</b>	<b>115,000.00</b>
<b>Total PERSONNEL EXPENSE</b>	<b>111,485.55</b>	<b>77,583.33</b>	<b>914,922.55</b>	<b>931,000.00</b>	<b>931,000.00</b>
<b>PROGRAM EXPENSE</b>					
Landscaping & Nursery Supplies	0.00		449.33		
<b>Total PROGRAM EXPENSE</b>	<b>0.00</b>		<b>449.33</b>		
<b>Maintenance Personnel</b>					
Payroll taxes	0.00		1,014.07		
<b>Total Maintenance Personnel</b>	<b>0.00</b>		<b>1,014.07</b>	<b>0.00</b>	<b>0.00</b>
<b>Maintenance Non-Personnel</b>					
Repairs & Maintenance	0.00	0.00	450.00	0.00	0.00
<b>Total Maintenance Non-Personnel</b>	<b>0.00</b>	<b>0.00</b>	<b>450.00</b>	<b>0.00</b>	<b>0.00</b>
<b>NCA Management</b>					
Staff Administration	2,000.00	2,000.00	24,000.00	24,000.00	24,000.00
<b>Total NCA Management</b>	<b>2,000.00</b>	<b>2,000.00</b>	<b>24,000.00</b>	<b>24,000.00</b>	<b>24,000.00</b>
<b>Office Operational</b>					
Employee Screening Services	221.98	133.33	1,699.77	1,600.00	1,600.00
<b>Total Office Operational</b>	<b>221.98</b>	<b>133.33</b>	<b>1,699.77</b>	<b>1,600.00</b>	<b>1,600.00</b>
<b>Contingency</b>	<b>0.00</b>		<b>20,300.00</b>	<b>20,300.47</b>	<b>20,300.47</b>
<b>Total Expense</b>	<b>158,116.40</b>	<b>115,158.23</b>	<b>1,420,388.51</b>	<b>1,402,200.47</b>	<b>1,402,200.47</b>
<b>Net Income</b>	<b>-56,967.45</b>	<b>-14,009.30</b>	<b>-186,301.51</b>	<b>-168,113.00</b>	<b>-168,113.00</b>

## Maintenance Non-Assessment Profit &amp; Loss Budget Performance

June 2023

	Jun 23	Budget	Jul '22 - Jun 23	YTD Budget	Annual Budget
<b>Income</b>					
<b>PROGRAM INCOME</b>					
NCA Fundraising (Sponsorships)	0.00		2,000.00		
Misc Income	0.00	0.00	225.00	0.00	0.00
Sponsors	0.00	1,000.00	12,000.00	12,000.00	12,000.00
<b>Total PROGRAM INCOME</b>	0.00	1,000.00	14,225.00	12,000.00	12,000.00
<b>MAINTENANCE NON-ASSESS INCOME</b>					
Mercato Services	5,000.00	5,000.00	60,000.00	60,000.00	60,000.00
Other Income / Special Events	0.00	600.00	0.00	7,200.00	7,200.00
Supplemental Services	4,192.50	6,250.00	87,635.50	75,000.00	75,000.00
<b>Total MAINTENANCE NON-ASSESS INCO...</b>	9,192.50	11,850.00	147,635.50	142,200.00	142,200.00
<b>Total Income</b>	9,192.50	12,850.00	161,860.50	154,200.00	154,200.00
<b>Gross Profit</b>	9,192.50	12,850.00	161,860.50	154,200.00	154,200.00
<b>Expense</b>					
<b>MISC MAINT EXPENSE</b>					
Misc Maintenance Expense	0.00	50.00	381.70	600.00	600.00
School Dist Property Taxes	17,784.94	17,500.00	17,784.94	17,500.00	17,500.00
MISC MAINT EXPENSE - Other	0.00	0.00	0.10	0.00	0.00
<b>Total MISC MAINT EXPENSE</b>	17,784.94	17,550.00	18,166.74	18,100.00	18,100.00
<b>OFFICE OPERATIONS</b>					
Office supplies	0.00	0.00	239.35	0.00	0.00
<b>Total OFFICE OPERATIONS</b>	0.00	0.00	239.35	0.00	0.00
<b>LANDSCAPE OPERATIONS</b>					
Nursery & Landscape Supplies	0.00	0.00	114.25	0.00	0.00
Tree Supplies & Services	0.00	0.00	1,000.00	0.00	0.00
<b>Total LANDSCAPE OPERATIONS</b>	0.00	0.00	1,114.25	0.00	0.00
<b>ASSESS DIST OPERATIONAL EXP</b>					
<b>MAD / BID OPERATIONS</b>					
Meals & Entertainment	0.00	50.00	247.70	600.00	600.00
Late Fees	0.00	8.25	49.46	100.00	100.00
Liability Claims	0.00	3,000.00	0.00	3,000.00	3,000.00
Tools & Equipment	0.00	0.00	2,116.10	0.00	0.00
Auto expenses	0.00	50.00	187.00	600.00	600.00
Cell Phones / Radios	0.00		104.00		
<b>Total MAD / BID OPERATIONS</b>	0.00	3,108.25	2,704.26	4,300.00	4,300.00
<b>PRESSURE-WASHING OPERATIONS</b>					
Pressure Washer / Water Trailer	0.00		153.75		
<b>Total PRESSURE-WASHING OPERATI...</b>	0.00		153.75		
<b>Total ASSESS DIST OPERATIONAL EXP</b>	0.00	3,108.25	2,858.01	4,300.00	4,300.00
<b>PERSONNEL EXPENSE</b>					
Staff reimbursement	0.00	-600.00	-6,352.00	-7,200.00	-7,200.00
<b>EE MEDICAL CONTRIBUTION</b>					
Consultant Salary Expense	0.00		220.00		
<b>Total EE MEDICAL CONTRIBUTION</b>	0.00		220.00		
<b>Office Administrator</b>					
Salary Expense	0.00	350.00	1,361.48	4,200.00	4,200.00
<b>Total Office Administrator</b>	0.00	350.00	1,361.48	4,200.00	4,200.00
<b>Landscape Crew</b>	0.00		272.00		
<b>Maintenance Crew</b>					
Staff Bonuses	0.00	0.00	9,000.00	10,000.00	10,000.00
Payroll Taxes	0.00		-1,186.30		

## Maintenance Non-Assessment Profit &amp; Loss Budget Performance

June 2023

	<u>Jun 23</u>	<u>Budget</u>	<u>Jul '22 - Jun 23</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Total Maintenance Crew	0.00	0.00	7,813.70	10,000.00	10,000.00
Total PERSONNEL EXPENSE	0.00	-250.00	3,315.18	7,000.00	7,000.00
ACCOUNTANT EXPENSE ENTRIES					
Depreciation	860.74	2,416.67	10,328.93	29,000.04	29,000.04
Total ACCOUNTANT EXPENSE ENTRIES	860.74	2,416.67	10,328.93	29,000.04	29,000.04
PROGRAM EXPENSE					
Liability Claim	0.00	3,000.00	0.00	3,000.00	3,000.00
Meals / Entertainment / Travel	0.00	85.00	94.11	1,020.00	1,020.00
Misc					
Late fees	0.00		68.46		
Total Misc	0.00		68.46		
Total PROGRAM EXPENSE	0.00	3,085.00	162.57	4,020.00	4,020.00
Maintenance Personnel					
Workers compensation	0.00		-9,636.00		
Health/Dental benefits	0.00		-510.04		
Payroll taxes	0.00		289.20		
Total Maintenance Personnel	0.00		-9,856.84		
Office Operational					
Legal	0.00	500.00	0.00	6,000.00	6,000.00
Total Office Operational	0.00	500.00	0.00	6,000.00	6,000.00
Total Expense	18,645.68	26,409.92	26,328.19	68,420.04	68,420.04
Net Income	<u>-9,453.18</u>	<u>-13,559.92</u>	<u>135,532.31</u>	<u>85,779.96</u>	<u>85,779.96</u>

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

Accrual Basis

	Jul 23	Budget	Jul 23	YTD Budget	Annual Budget
<b>Income</b>					
<b>PARKING DISTRICT INCOME</b>					
Reimbursements special...	900		900		
Parking District Reimbur...	0	54,167	0	54,167	650,000
<b>Total PARKING DISTRICT I...</b>	<b>900</b>	<b>54,167</b>	<b>900</b>	<b>54,167</b>	<b>650,000</b>
<b>PARKING DISTRICT REVEN...</b>					
Valet Program Revenues	9,377	9,720	9,377	9,720	116,640
<b>Total PARKING DISTRICT R...</b>	<b>9,377</b>	<b>9,720</b>	<b>9,377</b>	<b>9,720</b>	<b>116,640</b>
<b>Total Income</b>	<b>10,277</b>	<b>63,887</b>	<b>10,277</b>	<b>63,887</b>	<b>766,640</b>
<b>Gross Profit</b>	<b>10,277</b>	<b>63,887</b>	<b>10,277</b>	<b>63,887</b>	<b>766,640</b>
<b>Expense</b>					
<b>PARKING DISTRICT EXPEN...</b>					
<b>In House Valet Program</b>					
Valet Employee Payroll	19,787	21,667	19,787	21,667	260,000
Valet Employee Payro...	1,430	0	1,430	0	0
Equipment & Uniforms	325	667	325	667	8,000
Cell/Tech services	0	167	0	167	2,000
Permits	0	333	0	333	4,000
Program Management	3,455	3,425	3,455	3,425	41,100
<b>Total In House Valet Pro...</b>	<b>24,997</b>	<b>26,258</b>	<b>24,997</b>	<b>26,258</b>	<b>315,100</b>
<b>Lot Rental/Insurance</b>					
Workers' Comp	0	1,250	0	1,250	15,000
Liability Insurance	0	4,000	0	4,000	48,000
Parking Lot Rentals	7,550	9,167	7,550	9,167	110,000
Program Management	2,163	2,163	2,163	2,163	25,950
Lot Rental/Insurance ...	8,000		8,000		
<b>Total Lot Rental/Insurance</b>	<b>17,713</b>	<b>16,579</b>	<b>17,713</b>	<b>16,579</b>	<b>198,950</b>
<b>Marketing and Promotions</b>					
Website Parking Com...	0	375	0	375	4,500
Printed Material	0	417	0	417	5,000
PR Firm	4,100	3,333	4,100	3,333	40,000
Program Mgmt	695	695	695	695	8,340
<b>Total Marketing and Pro...</b>	<b>4,795</b>	<b>4,820</b>	<b>4,795</b>	<b>4,820</b>	<b>57,840</b>
<b>New Initiatives&amp; Special ...</b>					
Bicycle Mobility & Infr...	0	83	0	83	1,000
Wayfinding System	0	83	0	83	1,000
Planters/Beautification	0	811	0	811	9,736
Enhanced Pedestrian ...	0	2,917	0	2,917	35,000
Ped Transition Safety	4,400	0	4,400	0	0
Program Management	2,563	2,563	2,563	2,563	30,750
Traffic Control	0	4,167	0	4,167	50,000
<b>Total New Initiatives&amp; Sp...</b>	<b>6,963</b>	<b>10,624</b>	<b>6,963</b>	<b>10,624</b>	<b>127,486</b>
<b>LIA Management</b>					
Rent	2,000	2,000	2,000	2,000	24,000
Utilities & Supplies	299	1,000	299	1,000	12,000
Vehicle Subsidy & Ma...	3,314	833	3,314	833	10,000
Storage	1,731	1,000	1,731	1,000	12,000
Program Mgmt	575	605	575	605	7,264
Accounting/Audit	0	167	0	167	2,000
<b>Total LIA Management</b>	<b>7,919</b>	<b>5,605</b>	<b>7,919</b>	<b>5,605</b>	<b>67,264</b>
<b>Total PARKING DISTRICT E...</b>	<b>62,385</b>	<b>63,887</b>	<b>62,385</b>	<b>63,887</b>	<b>766,640</b>
<b>Total Expense</b>	<b>62,385</b>	<b>63,887</b>	<b>62,385</b>	<b>63,887</b>	<b>766,640</b>
<b>Net Income</b>	<b>-52,109</b>	<b>0</b>	<b>-52,109</b>	<b>0</b>	<b>0</b>

Little Italy Association of San Diego  
**PROGRAM - BUDGET TO ACTUAL**  
July 2022 through June 2023

	Dog Park		Amici Park-Grounds		Art Appreciation Projects		Art Walk		Banner		Casino de Piazza	
	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget
<b>Income</b>												
ERTC Income	0		0		0		0		0		0	
<b>PROGRAM INCOME</b>	9,750	9,000	8,499	8,505	0		5,000	5,000	2,950	0	27,795	3,000
MERCATO INCOME	0		0		0		0		0		0	
<b>Total Income</b>	9,750	9,000	8,499	8,505	0		5,000	5,000	2,950	0	27,795	3,000
<b>Expense</b>												
OFFICE OPERATIONS	749		323	1,200	0		0		0		0	
LANDSCAPE OPERATIONS	0		0		0		0		0		0	
ASSESS DIST OPERATIONAL EXP	0		494	5,700	0		0		0		0	
PERSONNEL EXPENSE	0		0		0		0		0		0	
ACCOUNTANT EXPENSE ENTRIES	480	800	0		0		0		0		0	
<b>PROGRAM EXPENSE</b>	561	5,000	17,366	12,240	14,303	21,575	-239		7,722	1,000	28,162	
Maintenance Personnel	0		0		0		0		0		755	
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	
SBEP EXPENSES	0		0		0		0		0		0	
MERCATO EXPENSE	0		0		0		0		0		0	
PARKING DISTRICT EXPENSE	0		0		0		0		0		0	
<b>Total Expense</b>	1,790	5,800	18,183	19,140	14,303	21,575	-239		7,722	1,000	28,917	
<b>Net Income</b>	7,960	3,200	-9,684	-10,635	-14,303	-21,575	5,239	5,000	-4,772	-1,000	-1,122	3,000

**Little Italy Association of San Diego**  
**PROGRAM - BUDGET TO ACTUAL**  
July 2022 through June 2023

	Christmas Programs		Convivio Events	County Grants	General & Administration		Italian Heritage Concerts		Total Little Italy Tours		Total Mercato	
	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget
<b>Income</b>												
ERTC Income	0		0	0	167,000		0		0		0	
<b>PROGRAM INCOME</b>	47,305	70,000	2,575	0	55,131	7,500	0	7,500	24,063		0	0
<b>MERCATO INCOME</b>	0		0	0	0		0		0		977,786	834,500
<b>Total Income</b>	47,305	70,000	2,575	0	222,131	7,500	0	7,500	24,063		977,786	834,500
<b>Expense</b>												
OFFICE OPERATIONS	0		0	0	50,844	19,749	0		0		0	
LANDSCAPE OPERATIONS	0		0	0	0		0		0		0	
ASSESS DIST OPERATIONAL EXP	14		0	0	2,017	1,350	0		0		0	
PERSONNEL EXPENSE	0		0	0	-16,992	8,080	0		0		0	
ACCOUNTANT EXPENSE ENTRIES	9,331	0	0	0	5,608	11,640	0		0		0	
<b>PROGRAM EXPENSE</b>	30,482	65,000	0	0	183,960	39,565	0		18,675		36,711	
Maintenance Personnel	154		0	0	0		0		0		0	
Maintenance Non-Personnel	0		0	0	0		0		0		0	
NCA Management	0		0	0	222,960	252,960	0		0		0	
Office Operational	0		0	0	35,728	5,000	0		0		0	
SBEP EXPENSES	0		0	0	0		0		0		0	
<b>MERCATO EXPENSE</b>	0		0	0	0		0		0		564,796	524,658
PARKING DISTRICT EXPENSE	0		0	0	-75	0	0		0		0	
<b>Total Expense</b>	39,981	65,000	0	0	484,050	338,344	0		18,675		601,507	524,658
<b>Net Income</b>	<b>7,324</b>	<b>5,000</b>	<b>2,575</b>	<b>0</b>	<b>-261,919</b>	<b>-330,844</b>	<b>0</b>	<b>7,500</b>	<b>5,388</b>		<b>376,279</b>	<b>309,842</b>

Little Italy Association of San Diego  
**PROGRAM - BUDGET TO ACTUAL**  
July 2022 through June 2023

	Merchandise		Military Events		Misc Events		Officer's Budget		Piazza Basilone		Piazza Costanza	
	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget
	<b>Income</b>											
ERTC Income	0		0		0		0		0		0	
<b>PROGRAM INCOME</b>	430	5,000	6,250	2,500	6,884	5,000	0	0	0	2,000	41,493	
MERCATO INCOME	0		0		0		0		0		0	
<b>Total Income</b>	430	5,000	6,250	2,500	6,884	5,000	0	0	0	2,000	41,493	
<b>Expense</b>												
OFFICE OPERATIONS	0		0		0		0		0		17	
LANDSCAPE OPERATIONS	0		0		0		0		0	600	0	
ASSESS DIST OPERATIONAL EXP	0		0		0		0	2,000	0		0	
PERSONNEL EXPENSE	0		0		0		0		0		0	
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0		0	
<b>PROGRAM EXPENSE</b>	-28	5,000	4,296	1,400	4,605	0	300	2,000	5,209	6,600	41,493	
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	
SBEP EXPENSES	0		0		0		0		0		0	
MERCATO EXPENSE	0		0		0		0		0		0	
PARKING DISTRICT EXPENSE	0		0		0		0		0		0	
<b>Total Expense</b>	-28	5,000	4,296	1,400	4,605	0	300	2,000	5,209	6,600	41,510	
<b>Net Income</b>	<b>458</b>	<b>0</b>	<b>1,954</b>	<b>1,100</b>	<b>2,279</b>	<b>5,000</b>	<b>-300</b>	<b>-2,000</b>	<b>-5,209</b>	<b>-4,600</b>	<b>-17</b>	

**Little Italy Association of San Diego**  
**PROGRAM - BUDGET TO ACTUAL**  
July 2022 through June 2023

	Total Piazza della Famiglia		Piazza Giannini	Piazza Pescatore	SBEP Bookkeeping Grant	SBEP City Services	SBEP Tech Assist. Grant	Seasonal Displays		State of the Neighborhood	
	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget
<b>Income</b>											
ERTC Income	0		0	0	0	0	0	0		0	
<b>PROGRAM INCOME</b>	18,700	53,500	1,000	0	2,000	1,723	0	9,552	5,000	9,503	4,000
MERCATO INCOME	0		0	0	0	0	0	0		0	
<b>Total Income</b>	18,700	53,500	1,000	0	2,000	1,723	0	9,552	5,000	9,503	4,000
<b>Expense</b>											
OFFICE OPERATIONS	0		0	0	0	0	0	0		0	
LANDSCAPE OPERATIONS	0		0	0	0	0	0	0		0	
ASSESS DIST OPERATIONAL EXP	0		0	0	0	0	0	0		0	
PERSONNEL EXPENSE	0		0	0	205	0	0	0		0	
ACCOUNTANT EXPENSE ENTRIES	0		0	0	0	0	0	0		0	
<b>PROGRAM EXPENSE</b>	45,760	49,100	0	100	0	0	0	9,875	2,000	9,895	4,000
Maintenance Personnel	0		0	0	0	0	0	0		0	
Maintenance Non-Personnel	0	10,000	0	0	0	0	0	0		0	
NCA Management	0		0	0	0	0	0	0		0	
Office Operational	0		0	0	0	0	0	0		0	
<b>SBEP EXPENSES</b>	0		0	0	4,853	10,000	4,000	0		0	
MERCATO EXPENSE	0		0	0	0	0	0	0		0	
PARKING DISTRICT EXPENSE	0		0	0	0	0	0	0		0	
<b>Total Expense</b>	45,760	59,100	0	100	5,058	10,000	4,000	9,875	2,000	9,895	4,000
<b>Net Income</b>	<b>-27,060</b>	<b>-5,600</b>	<b>1,000</b>	<b>-100</b>	<b>-3,058</b>	<b>-8,277</b>	<b>-4,000</b>	<b>-323</b>	<b>3,000</b>	<b>-392</b>	<b>0</b>



Little Italy Association of San Diego  
**PROGRAM - BUDGET TO ACTUAL**  
July 2022 through June 2023

	Summer Film Festival		TOLI		Trick or Treat		Total Venue Rentals		TOTAL	
	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget	Jul '22 - Jun 23	Budget
<b>Income</b>										
ERTC Income	0		0		0		0		167,000	0
<b>PROGRAM INCOME</b>	2,372	2,500	34,500	28,000	1,000	1,000	49,400	57,000	368,673	276,006
<b>MERCATO INCOME</b>	0		0		0		0		977,786	834,500
<b>Total Income</b>	2,372	2,500	34,500	28,000	1,000	1,000	52,505	57,000	1,513,458	1,110,506
<b>Expense</b>										
OFFICE OPERATIONS	0		0		0		0		51,933	20,949
LANDSCAPE OPERATIONS	0		0		0		0		0	600
ASSESS DIST OPERATIONAL EXP	0		0		0		0		2,525	9,050
PERSONNEL EXPENSE	0		0		0		0		-16,787	8,080
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		15,419	12,440
<b>PROGRAM EXPENSE</b>	30	500	500		5,110	1,000	13,184	0	477,375	213,381
Maintenance Personnel	0		0		0		0		909	0
Maintenance Non-Personnel	0		0		0		0		0	10,000
NCA Management	0		0		0		0		222,960	252,960
Office Operational	0		0		0		0		35,728	5,000
SBEP EXPENSES	0		0		0		0		18,853	0
<b>MERCATO EXPENSE</b>	0		0		0		0		564,796	524,658
<b>PARKING DISTRICT EXPENSE</b>	0		0		0		0		-75	0
<b>Total Expense</b>	30	500	500		5,110	1,000	13,184	0	1,373,889	1,057,118
<b>Net Income</b>	2,342	2,000	34,000	28,000	-4,110	0	39,321	57,000	139,569	53,388





<b>Cox Account Rep:</b>	Joshua Weldon - 30139	<b>Cox System Address:</b>
<b>Phone Number:</b>	844-662-4197	5159 Federal Blvd
<b>Fax Number:</b>		San Diego, CA 92105

Customer Information		Authorized Customer Representative Information	
<b>Legal Company Name:</b>	LITTLE ITALY ASSOCIATION OF SAN DIEGO	<b>Full Name:</b>	Chris Gomez
<b>Street Address:</b>	550 W DATE ST	<b>Billing Contact:</b>	Monica Montes
<b>City/State/Zip:</b>	SAN DIEGO, CA - 92101	<b>Fax:</b>	
<b>Billing Address:</b>	2210 COLUMBIA ST	<b>Contact Number:</b>	619-233-3898
<b>City/State/Zip:</b>	SAN DIEGO, CA - 92101	<b>Email Address:</b>	chris@littleitalysd.com
<b>Cox Account #:</b>			
<b>Merge Bill:</b>			

Taxes and Fees Not Included						
Service Description	Prev QTY	New QTY	Unit Price	Term (Months)	Service Charges	
					Monthly Recurring	One Time Activation & Setup Fees
Cox Optical Internet 50 Mbps		1	\$650.00	36	\$650.00	\$0.00
- Additional Features			\$0.00		\$0.00	\$0.00
<b>Totals:</b>					\$650.00	\$0.00

Equipment Charges			
Description	Quantity	Unit Price	Total Fee

Special Conditions
JMB/50MB, free installation
Promotion Details

This Commercial Services Agreement (the "Agreement") includes (i) this paragraph, the language above and Exhibit A (collectively, the "Service Terms"); (ii) the terms and conditions set forth at <http://ww2.cox.com/aboutus/policies/business-general-terms.cox> (the "General Terms") and (iii) any other terms and conditions applicable to the Services set forth above, including without limitation, the Cox tariffs, Service Guides set forth at <http://ww2.cox.com/business/voice/regulatory.cox> ("SG"), State and Federal regulations, the Cox Acceptable Use Policy (the "AUP"), and Cox's Internet Service Disclosures located at [www.cox.com/internetdisclosures](http://www.cox.com/internetdisclosures). Exhibit A is attached to and incorporated into this Agreement by this reference. Customer acknowledges receipt and acceptance of the Service Terms (including Exhibit A), the AUP, General Terms, and all other referenced terms and conditions by signing this Agreement. By signing this Agreement, Customer accepts that any and all disputes arising out of, relating to or concerning this Agreement and/or the Services shall be resolved through mandatory and binding arbitration unless Customer opts out pursuant to the Dispute Resolution Provision in the General Terms. This Agreement is subject to credit approval and Customer authorizes Cox to check credit. The prices above do not include applicable taxes, fees, assessments or surcharges which are additional and may change. This proposal is valid provided Customer signs and delivers this Agreement to Cox unchanged within thirty (30) days from the date above. By signing this Agreement, Customer acknowledges that if (i) the transport Service(s) (e.g. Private Line Type Services, Ethernet Services) cross state boundaries or (ii) at least 10% of traffic on said transport Service(s) is Interstate in nature or designated for Internet traffic, then the entire transport Service(s) is considered Interstate. Customer has reviewed the interstate/intrastate designation of the transport Service(s) listed in the Service Description above and attests that all such designations are correct. Each party may use electronic signature to sign this Agreement, provided the electronic signature method used by Customer is acceptable to Cox. This Agreement shall be effective upon execution by Customer and "Acceptance" by Cox. "Acceptance" of the Agreement by Cox shall occur upon the earlier of (i) Cox's countersignature of this Agreement or (ii) Cox's installation of Service at Customer's location. Customer acknowledges that it has read and understands the 911 disclosures in Section 2 of the Service Terms. By signing this Agreement, you represent that you are the authorized Customer representative.

<b>Customer Authorized Signature</b>	<b>Cox Communications California, LLC; Cox California Telcom, LLC</b>
Signature:	Signature:
Print: Christopher Gomez	Print:
Title Position: District Manager	Title Position:
Date: 1/31/2018	Date:

## EXHIBIT A

**1. E911 Services** FOR IMPORTANT INFORMATION ABOUT COX'S 911 PRACTICES, PLEASE REVIEW THE INFORMATION ABOUT E911 SERVICE IN THE GENERAL TERMS AND ON THE WEBSITE <http://ww2.cox.com/business/voice/regulatory.cox>.

**2. Service Start Date and Term** The "Initial Term" shall begin upon installation of Service and shall continue for the applicable Term commitment set forth above in the Service Terms. However, if Customer delays installation or is not ready to receive Services on the agreed-upon installation date, Cox may begin billing for Services on the date Services would have been installed. Cox shall use reasonable efforts to make the Services available by the requested service date. Cox shall not be liable for damages for delays in meeting service dates due to install delays or reasons beyond Cox's control. If Customer delays installation for more than ninety (90) days after Customer's execution of this Agreement, Cox reserves the right to terminate this Agreement by providing written notice to Customer and Customer shall be liable for Cox's reasonable costs incurred. AFTER THE INITIAL TERM, THIS AGREEMENT SHALL AUTOMATICALLY RENEW FOR ONE (1) YEAR TERMS (EACH AN "EXTENDED TERM") UNLESS A PARTY GIVES THE OTHER PARTY WRITTEN TERMINATION NOTICE AT LEAST THIRTY (30) DAYS PRIOR TO THE EXPIRATION OF THE INITIAL TERM OR THEN CURRENT EXTENDED TERM. "Term" shall mean the Initial Term and Extended Term (s), if any. Cox reserves the right to increase rates for all Services by no more than ten percent (10%) during any Extended Term by providing Customer with at least sixty (60) days written notice of such rate increase. This limitation on rate increases shall not apply to video Services or Services for which rates, terms and conditions are governed by a Cox tariff or SG. Upon notice to Customer, Cox may change the rates for video Services periodically during the Term. Cox may change the rates for telephone Service subject to a Cox tariff or SG periodically during the Term. For the avoidance of doubt, promotional rates and promotional discounts provided to Customer will expire at the end of the Initial Term or earlier as set forth in the promotion language. Customer's payment for Service after notice of a rate increase will be deemed to be Customer's acceptance of the new rate.

**3. Termination** Customer may terminate any Service before the end of the Term selected by Customer above in the Service Terms upon at least thirty (30) days written notice to Cox; provided, however, if Customer terminates any such Service before the end of the Term (except for breach by Cox), unless otherwise expressly stated in the General Terms, Customer will be obligated to pay Cox a termination fee equal to the nonrecurring charges (if unpaid) and One Hundred Percent (100%) of the monthly recurring charges for the terminated Service(s) multiplied by the number of months, including partial months, remaining in the Term. Cox may terminate this Agreement without liability at any time prior to installation of Services if Cox determines that Customer's location is not reasonably serviceable or there is signal interference with any Cox Service(s) according to Cox's standard practices. If Customer terminates or decreases any Service that is part of a bundle offering, the remaining Service(s) shall be subject to price increases for the remaining Term. If Customer terminates this Agreement prior to installation of Service by Cox, Customer shall be liable for Cox's costs incurred. This provision survives termination of the Agreement.

**4. Payment** Customer shall pay Cox all monthly recurring charges ("MRCs") and all non-recurring charges ("NRCs"), if any, by the due date on the invoice. Any amount not received by the due date shown on the applicable invoice will be subject to interest or a late charge no greater than the maximum rate allowed by law. If Cox terminates this Agreement due to Customer's breach, or if Customer fails to pay any amounts when due and fails to cure such non-payment upon receipt of written notice of non-payment from Cox, Customer will be deemed to have terminated this Agreement and will be obligated to pay the termination fee described above. If applicable to the Service, Customer shall pay sales, use, gross receipts, and excise taxes, access fees and all other fees, universal service fund assessments, 911 fees, franchise fees, bypass or other local, State and Federal taxes or charges, and deposits, imposed on the use of the Services. Taxes will be separately stated on Customer's invoice. No interest will be paid on deposits unless required by law.

**5. Service and Installation** Cox shall provide Customer with the services identified above in the Service Terms and may also provide related facilities and equipment, the ownership of which shall be retained by Cox (the "Cox Equipment"), or for certain Services, Customer, may purchase equipment from Cox ("Customer Purchased Equipment"). Customer is responsible for damage to any

Cox Equipment. If Cox Equipment is not returned to Cox after termination or disconnection of Services, Customer shall be liable for the Cox Equipment costs. Customer may use the Services for any lawful purpose, provided that such purpose: (i) does not interfere or impair the Cox network or Cox Equipment; (ii) complies with the AUP; and (iii) is in accordance with the terms and conditions of this Agreement. Customer shall use the Cox Equipment only for the purpose of receiving the Services. Customer shall use Customer Purchased Equipment in accordance with the terms of this Agreement and any related equipment purchase agreement. Unless provided otherwise herein, Cox shall use commercially reasonable efforts to maintain the Services in accordance with applicable performance standards. Cox network management needs may require Cox to modify upstream and downstream speeds. Use of the Services shall be subject to the AUP at <http://ww2.cox.com/aboutus/policies/business-policies.cox>, which is incorporated herein by reference. Cox may change the AUP from time to time during the Term. Customer's continued use of the Services following an AUP amendment shall constitute acceptance of the revised AUP.

**6. General Terms** The General Terms are hereby incorporated into this Agreement by reference. BY EXECUTING THIS AGREEMENT AND/OR USING OR PAYING FOR THE SERVICES, CUSTOMER ACKNOWLEDGES THAT IT HAS READ, UNDERSTOOD, AND AGREED TO BE BOUND BY THE GENERAL TERMS.

**7. LIMITATION OF LIABILITY** IN ADDITION TO ANY OTHER LIMITATIONS ON LIABILITY CONTAINED IN THE AGREEMENT, NEITHER COX NOR ANY COX RELATED PARTY SHALL BE LIABLE FOR DAMAGES FOR FAILURE TO FURNISH OR INTERRUPTION OF ANY SERVICES, OR FOR ANY LOSS OF DATA OR STORED CONTENT, IDENTITY THEFT, OR FOR ANY PROBLEM WITH THE SERVICES OR EQUIPMENT OF ANY THIRD PARTY, NOR SHALL COX NOR ANY COX RELATED PARTY BE RESPONSIBLE FOR FAILURE OR ERRORS OF ANY COX SERVICE, COX EQUIPMENT, SIGNAL TRANSMISSION, LICENSED SOFTWARE, LOST DATA, FILES OR SOFTWARE DAMAGE REGARDLESS OF THE CAUSE. NEITHER COX NOR ANY COX RELATED PARTY WILL BE LIABLE FOR DAMAGE TO PROPERTY OR FOR PHYSICAL INJURY TO ANY PERSON ARISING FROM THE INSTALLATION OR REMOVAL OF EQUIPMENT UNLESS CAUSED BY THE NEGLIGENCE OF COX. UNDER NO CIRCUMSTANCES WILL COX OR ANY COX RELATED PARTY BE LIABLE FOR ANY INDIRECT, INCIDENTAL, SPECIAL OR CONSEQUENTIAL DAMAGES, INCLUDING LOST PROFITS, ARISING FROM THIS AGREEMENT OR PROVISION OF THE SERVICES.

**8. WARRANTIES** EXCEPT AS PROVIDED IN THIS AGREEMENT, THERE ARE NO OTHER AGREEMENTS, WARRANTIES OR REPRESENTATIONS, EXPRESS OR IMPLIED, EITHER IN FACT OR BY OPERATION OF LAW, STATUTORY OR OTHERWISE, INCLUDING WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE, RELATING TO THE SERVICES. SERVICES PROVIDED ARE A BEST EFFORTS SERVICE AND COX DOES NOT WARRANT THAT THE SERVICES, EQUIPMENT OR SOFTWARE SHALL BE ERROR-FREE OR WITHOUT INTERRUPTION. COX DOES NOT GUARANTEE THAT SERVICE CAN BE PROVISIONED TO CUSTOMER'S LOCATION, OR THAT INSTALLATION OF SERVICE WILL OCCUR IN A SPECIFIED TIMEFRAME. COX DOES NOT WARRANT THAT ANY SERVICE OR EQUIPMENT WILL MEET CUSTOMER'S NEEDS, PERFORM AT A PARTICULAR SPEED, BANDWIDTH OR THROUGHPUT RATE, OR WILL BE UNINTERRUPTED, ERROR-FREE, SECURE, OR FREE OF VIRUSES, WORMS, DISABLING CODE OR THE LIKE. INTERNET AND WIFI SPEEDS WILL VARY. COX MAKES NO WARRANTY AS TO TRANSMISSION OR UPSTREAM OR DOWNSTREAM SPEEDS OF THE NETWORK.

**9. Public Performance** If Customer engages in a public performance of any copyrighted material contained in any of the Services, Customer, and not Cox, shall be responsible for obtaining any public performance licenses at Customer's expense. The Video Service that Cox provides under this Agreement does not include a public performance license.