



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

**Thursday, August 4, 2022 at 9:30am**

**Zoom Virtual Meeting: <https://us02web.zoom.us/j/87386704075>**

**or call 1-669-900-6833 / Meeting ID: 873 8670 4075 / Password: 3898**

**CLOSED SESSION TO CONDUCT LEGAL MATTERS, SETTLEMENTS, AND FY22 MANAGEMENT TEAM PERFORMANCE REVIEW AND COMPENSATION ON ITEM 6**

**1. Zoom Meeting Protocol & Introductions / Bryan Thompson, Chair**

All participants will be put on mute during the topic presentation and then the moderator will unmute the microphones to take comments/feedback. Please keep comments directed to the topic being discussed.

**2. Continuing Virtual Meetings Pursuant to AB 361**

*Action Item* P. 3

Find and determine that a state of emergency remains in effect at the state level, and that as a result of the emergency, meeting in person would present imminent risks to the health or safety of attendees.

**3. Next Meeting: \_\_\_\_\_**

**4. Non-Agenda: Public Comment & Announcements**

**5. Review June 23, 2022 Minutes**

*Action Item* P. 4-6

**6. YTD Financials**

*Action Item* P. 7-19

**7. FY22 Budget Adjustments**

*Action Item* P. 20

**8. Employee Retention Tax Credit Service – NTE \$7,400**

*Action Item*

**9. Board Requirement for Ticket Sales – Casino di Piazza & State of the Neighborhood**

*Action Item*

**10. Wosk 1-Year Lease Extension**

*Action Item* P. 21-22

**11. San Diego Unified School District State Street Water Meter Update**

**12. CLOSED SESSION: COMMITTEE MEMBERS AND STAFF TO GO INTO CLOSED SESSION TO DISCUSS LEGAL MATTERS, SETTLEMENTS, AND FY22 MANAGEMENT TEAM PERFORMANCE REVIEW AND COMPENSATION. GENERAL PUBLIC WILL BE EXCUSED FOR THE DURATION OF CLOSED SESSION. ANY DECISIONS MADE WILL BE REPORTED ONCE CLOSED SESSION HAS ENDED.**

**a. Giacalone v. City of San Diego, et. al.**

**b. Kramer c. City of San Diego, et. al.**

**c. Cresci Property Damage**

*Action Item*

**d. New City America, Inc.'s FY22 Performance Review & Compensation** *Action Item*

**13. Chief Executive Administrator Report**

**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](mailto:mail@littleitalysd.com) ▪ Website: [www.littleitalysd.com](http://www.littleitalysd.com)

Facebook / Twitter / Instagram / LinkedIn: LittleItalySD ▪ #LittleItalySD

#### 14. 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. Amici Park Redesign & DIF

#### 15. 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. **VIRTUAL MEETING / COVID-19.** Due to precautions associated with COVID-19 and following current state law (AB 361) regarding the Brown Act, all LIA Board and Committee meetings, until further notice, will be held by teleconference only. Members of the public can listen and participate in meetings over the phone and through the internet.

AB 361 Overview  
9/30/2021

On September 16, 2021, AB 361 was adopted on an urgency basis (AB 361, section 9) meaning it has immediate effect. Shortly thereafter, Governor Newsome issued an executive order delaying implementation until October 1. After October 1 and through January 1, 2024 (when the bill sunsets), bodies subject to the Brown Act can continue to meet electronically (without the need to allow the public to participate from a physical location) after making specific findings and subject to added requirements.

### Findings

A body subject to the Brown Act may continue to meet virtually when:

- 1) **it is meeting during a proclaimed state of emergency AND**
- 2) **either: state or local officials have imposed or recommended measures to promote social distancing OR the body is meeting to determine or has determined by majority vote, whether as a result of the emergency, meeting in person would present imminent risks to the health or safety of attendees.**

Thereafter, at least every 30 days the body must make the following findings by majority vote:

(A) The legislative body has reconsidered the circumstances of the state of emergency.

(B) Any of the following circumstances exist:

- (i) The state of emergency continues to directly impact the ability of the members to meet safely in person.
- (ii) State or local officials continue to impose or recommend measures to promote social distancing

### Additional Requirements

In addition to requirements established under the Governor's Executive Orders, public entities that continue to meet virtually must also:

- Allow real-time public comment; may not require public comments to be submitted in advance.
- Allow people to register (get in line) to give public comment during the entire public comment period for a given item.
- Suspend any action in the event of a service interruption. If there is a disruption (within the agency's control) that prevents broadcast of the meeting or prevents the public from providing comments, the body may not take actions until service is restored or those actions may be challenged.



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

**Thursday, June 23, 2022, at 2:00pm**

**Zoom Virtual Meeting: <https://us02web.zoom.us/j/87386704075>**

**or call 1-669-900-6833/ Meeting ID: 873 8670 4075 / Password: 3898**

**Committee** Steve Galasso, Lou Palestini, Danny Mocerri, Annette Casemero, Bryan Thompson, Catt White, Luke Vinci, Rich Gustafson, Jack Pecoraro

**Staff** Marco Li Mandri, Chris Gomez, Dianne Serna De León, Dominic Li Mandri

**MINUTES**

| <i>Item</i>                                       | <i>Discussion</i>   | <i>Action Taken?</i>   |
|---|---|--|
| 1. Introductions-Bryan Thompson, Chair            | The meeting was called to order at 2:00 p.m.  | No action taken  |
| 2. Continuing Virtual Meetings Pursuant to AB 361 | 2. Chris stated that the Board and Committee need to ratify a vote during each meeting that states that we will continue to meet via Zoom until The Board and Committee are comfortable with resuming in-person meetings. | 2. Danny Mocerri moved to accept the vote to continue meeting via Zoom. Steve Galasso seconded the motion. Unanimously approved. |
| 3. Next Meeting                                   | 3. The next Finance Committee Meeting will be on August 4, 2022, at 9:90 am   | 3. The date and time of the meeting were approved by consensus.  |
| 4. Non-Agenda: Public Comments & Announcements    | 4. Nothing to report  | 4. No action taken   |
| 5. Review May 5, 2022 Minutes                     | 5. The minutes from May 5, 2022, were reviewed.   | 5. moved to ac Steve Galasso moved to accept the minutes. Annette Casemero seconded the motion. Unanimously approved.            |

|   |   |   |
|---|---|---|
| 6. YTD Financials                                     | 6. Jeri Keiller gave an update on the YTD Financials.<br>Chris stated that \$2,000 was already allocated from the Parking funds for the Lifestyle Photoshoot.   | 6. Danny Mocerì moved to accept the YTD Financials. Bryan Thompson seconded the motion.<br>Jeri Keiller and Catt Fields White abstained. Motion passes. |
| 7. Set FY23 Officers Allowance- \$2,000               | 7. Bryan Thompson suggested that the Officer's Allowance be set at \$750. This amount can be adjusted when necessary.   | 7. Danny Mocerì moved to approve the amount. Bryan Thompson seconded the motion.<br>Unanimously approved.   |
| 8. The Godfather's 50 <sup>th</sup> Anniversary Event | 8. Jack Pecoraro stated that he will be underwriting the Godfather's 50 <sup>th</sup> Anniversary event.  | 8. No action taken  |
| 9. Little Italy Experience & Tours                    | 9. Chris shared that the launch for the Little Italy tours is set for July 8, 2022. The Association will receive a 50/50 split.   | 9. No action taken  |
| 10. Chief Executive Administrator Report              | <p>10. Marco reported the school districts' meter was supposed to be transitioned to LIA in 2015. We are now receiving invoices from 3 years back.</p> <p>Marco is asking for the clause to be removed from the Amici Park contract that holds LIA responsible for \$150K a year for improvements.</p> <p>Marco announced that LIA received the contract for Additional City Compensation (ACC), however he is not sure when the funds will be allocated.</p> <p>Marco reported that the Sidewalk Ordinance; No Vending Zone, includes India St., Columbia St. and Kettner Blvd.</p> <p>Marco reported that a new Italian Bakery is moving to Village Walk in</p> | 10. No action taken   |

|                  |   |  |
|------------------|---|--|
|                  | <p>Little Italy.</p> <p>Marco stated that the encampments on Juniper and Columbia are growing and the state assembly, state senator and PD need to come up with a resolution.</p> |  |
| 11. Old Business | 11. Marco reported that we will receive more information on the Hawthorne Hostel next spring.   | 11. No action taken  |
| 12. Adjournment  | 12. Meeting Adjourned   | 12. Luke Vinci moves to adjourn the meeting Danny Mocerri seconded the motion. Unanimously approved. |

Minutes taken by: Dianne T. Serna De León, Staff

**Little Italy Association of San Diego**  
**Balance Sheet**  
As of June 30, 2022

07/28/22

|  | Jun 30, 22          | Jun 30, 21          |
|--|---------------------|---------------------|
| <b>ASSETS</b>                          |                     |                     |
| <b>Current Assets</b>                  |                     |                     |
| Checking/Savings                       |                     |                     |
| BID Acct / Torrey Pines                | 13,209.39           | 17,791.49           |
| Programs Acct / Torrey Pines           | 217,411.96          | 294,736.97          |
| Mercato / Torrey Pines                 | 49,310.87           | 37,830.64           |
| Parking District / Torrey Pines        | 19,101.56           | 286,517.12          |
| MAD Acct / Torrey Pines                | 150,515.21          | 217,312.89          |
| Payroll Acct / Torrey Pines            | 35,116.61           | 70,820.16           |
| Savings Acct / Torrey Pines            | 276,586.97          | 173,347.39          |
| <b>Total Checking/Savings</b>          | <b>761,252.57</b>   | <b>1,098,356.66</b> |
| Accounts Receivable                    |                     |                     |
| Accts Rec - MAD                        | 1,270.40            | 0.00                |
| Accts Rec - Parking District           | 331,332.92          | 51,417.67           |
| Accts Rec - Programs                   | 39,626.67           | 29,977.84           |
| <b>Total Accounts Receivable</b>       | <b>372,229.99</b>   | <b>81,395.51</b>    |
| Other Current Assets                   |                     |                     |
| Endowment Fund                         | 13,202.18           | 13,202.18           |
| Undeposited Funds                      | -10,000.00          | 675.00              |
| <b>Total Other Current Assets</b>      | <b>3,202.18</b>     | <b>13,877.18</b>    |
| <b>Total Current Assets</b>            | <b>1,136,684.74</b> | <b>1,193,629.35</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           | 0.00                |
| Improvements                           | 2,400.00            | 0.00                |
| Website design                         | 10,400.00           | 10,400.00           |
| Accumulated depreciation               | -227,051.89         | -186,376.13         |
| <b>Total Fixed Assets</b>              | <b>88,071.11</b>    | <b>114,346.87</b>   |
| Other Assets                           |                     |                     |
| Rent deposit                           | 8,450.73            | 0.00                |
| <b>Total Other Assets</b>              | <b>8,450.73</b>     | <b>0.00</b>         |
| <b>TOTAL ASSETS</b>                    | <b>1,233,206.58</b> | <b>1,307,976.22</b> |
| <b>LIABILITIES &amp; EQUITY</b>        |                     |                     |
| <b>Liabilities</b>                     |                     |                     |
| <b>Current Liabilities</b>             |                     |                     |
| Accounts Payable                       |                     |                     |
| Accounts Payable - BID                 | 957.00              | 33.50               |
| Accounts Payable - Programs            | 585.47              | 46,570.96           |
| Accounts Payable - Mercato             | 653.73              | 510.93              |
| Accounts Payable - Parking Dist        | 2,885.03            | 43,604.50           |
| Accounts Payable - MAD                 | 5,209.99            | 37,132.31           |
| <b>Total Accounts Payable</b>          | <b>10,291.22</b>    | <b>127,852.20</b>   |
| Other Current Liabilities              |                     |                     |
| Unearned rent on deposit               | 4,249.50            | 0.00                |
| Unearned Grants                        | 6,500.00            | 0.00                |
| Bollard Advance                        | 121,733.09          | 171,484.94          |
| Accrued Interest Liability             | 1,016.00            | 1,016.00            |
| Second PPP Loan                        | 0.00                | 274,105.00          |
| <b>Total Other Current Liabilities</b> | <b>133,498.59</b>   | <b>446,605.94</b>   |
| <b>Total Current Liabilities</b>       | <b>143,789.81</b>   | <b>574,458.14</b>   |
| Long Term Liabilities                  |                     |                     |
| EIDL LOAN                              | 148,475.73          | 148,475.73          |
| Loan Payable #3 F-150 V8               | 0.00                | 4,272.61            |

## Little Italy Association of San Diego

**Balance Sheet**

As of June 30, 2022

07/28/22

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|                                       | <u>Jun 30, 22</u>          | <u>Jun 30, 21</u>          |
|---------------------------------------|----------------------------|----------------------------|
| Loan Payable #4 F-150 V6              | 0.00                       | 4,241.15                   |
| <b>Total Long Term Liabilities</b>    | <u>148,475.73</u>          | <u>156,989.49</u>          |
| <b>Total Liabilities</b>              | 292,265.54                 | 731,447.63                 |
| <b>Equity</b>                         |                            |                            |
| Net unrestricted assets               | 576,528.59                 | 529,431.67                 |
| Net Income                            | 364,412.45                 | 47,096.92                  |
| <b>Total Equity</b>                   | <u>940,941.04</u>          | <u>576,528.59</u>          |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <u><u>1,233,206.58</u></u> | <u><u>1,307,976.22</u></u> |



**Little Italy Association of San Diego**  
**Profit & Loss**  
 July 2021 through June 2022

07/28/22

|                                      | BID                   | MAD                    | Maintenance Non-...   | Total Parking Dist... | Programs & Oper...    | TOTAL                 |
|--------------------------------------|-----------------------|------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| <b>Income</b>                        |                       |                        |                       |                       |                       |                       |
| PPP income second round              | 0                     | 0                      | 0                     | 0                     | 274,105               | 274,105               |
| SBEP · SBEP Management Grant         | 18,448                | 0                      | 0                     | 0                     | 0                     | 18,448                |
| <b>PROGRAM INCOME</b>                | 0                     | 0                      | 22,111                | 24,675                | 1,062,903             | 1,109,689             |
| <b>BID INCOME</b>                    | 99,229                | 0                      | 0                     | 0                     | 0                     | 99,229                |
| <b>MAINTENANCE DISTRICT INCOME</b>   | 0                     | 1,144,355              | 0                     | 0                     | 0                     | 1,144,355             |
| <b>MAINTENANCE NON-ASSESS INCOME</b> | 0                     | 0                      | 162,030               | 0                     | 0                     | 162,030               |
| <b>MERCATO INCOME</b>                | 0                     | 0                      | 0                     | 0                     | 5,025                 | 5,025                 |
| <b>PARKING DISTRICT INCOME</b>       | 0                     | 0                      | 0                     | 813,021               | 0                     | 813,021               |
| <b>PARKING DISTRICT REVENUES</b>     | 0                     | 0                      | 0                     | 118,346               | 0                     | 118,346               |
| City of SD Reimbursement             | 0                     | 0                      | 0                     | 0                     | 6,224                 | 6,224                 |
| <b>Total Income</b>                  | <u>117,677</u>        | <u>1,144,355</u>       | <u>184,141</u>        | <u>956,042</u>        | <u>1,348,257</u>      | <u>3,750,472</u>      |
| <b>Gross Profit</b>                  | 117,677               | 1,144,355              | 184,141               | 956,042               | 1,348,257             | 3,750,472             |
| <b>Expense</b>                       |                       |                        |                       |                       |                       |                       |
| MISC MAINT EXPENSE                   | 0                     | 0                      | 16,761                | 0                     | 0                     | 16,761                |
| OFFICE OPERATIONS                    | 33,882                | 197,508                | 275                   | 0                     | 34,575                | 266,240               |
| LANDSCAPE OPERATIONS                 | 0                     | 64,768                 | 0                     | 0                     | 0                     | 64,768                |
| ASSESS DIST OPERATIONAL EXP          | 0                     | 153,169                | 889                   | 0                     | 6,738                 | 160,795               |
| PERSONNEL EXPENSE                    | 0                     | 843,570                | -6,130                | -7,956                | 34,373                | 863,857               |
| ACCOUNTANT EXPENSE ENTRIES           | 0                     | 0                      | 24,361                | 0                     | 16,315                | 40,676                |
| PROGRAM EXPENSE                      | 0                     | 0                      | 6,007                 | 0                     | 265,520               | 271,527               |
| Maintenance Personnel                | 0                     | 0                      | 0                     | 0                     | 958                   | 958                   |
| NCA Management                       | 41,552                | 58,000                 | 0                     | 0                     | 167,445               | 266,997               |
| Office Operational                   | 0                     | 1,561                  | 13,608                | 0                     | 9,540                 | 24,708                |
| Consulting Services                  | 36,000                | 0                      | 0                     | 0                     | 0                     | 36,000                |
| SBEP EXPENSES                        | 18,448                | 0                      | 0                     | 0                     | 0                     | 18,448                |
| MERCATO EXPENSE                      | 0                     | 0                      | 0                     | 0                     | 492,991               | 492,991               |
| PARKING DISTRICT EXPENSE             | 0                     | 0                      | 0                     | 859,180               | 2,154                 | 861,334               |
| <b>Total Expense</b>                 | <u>129,882</u>        | <u>1,318,576</u>       | <u>55,769</u>         | <u>851,224</u>        | <u>1,030,609</u>      | <u>3,386,059</u>      |
| <b>Net Income</b>                    | <u><b>-12,205</b></u> | <u><b>-174,221</b></u> | <u><b>128,371</b></u> | <u><b>104,819</b></u> | <u><b>317,649</b></u> | <u><b>364,412</b></u> |

**Little Italy Association of San Diego**  
**BID Profit & Loss Budget Performance**  
**June 2022**

|                                  | Jun 22           | Budget         | Jul '21 - Jun 22  | YTD Budget  | Annual Budget |
|----------------------------------|------------------|----------------|-------------------|-------------|---------------|
| <b>Income</b>                    |                  |                |                   |             |               |
| SBEP · SBEP Management Grant     | 0.00             |                | 18,448.00         |             |               |
| <b>BID INCOME</b>                |                  |                |                   |             |               |
| Carry-forward                    | 0.00             | 0.00           | 2,011.00          | 2,011.40    | 2,011.40      |
| BID Dues                         | 0.00             | 0.00           | 1,600.00          | 0.00        | 0.00          |
| BID Disbursements                | 5,495.64         | 10,500.00      | 95,617.54         | 126,000.00  | 126,000.00    |
| <b>Total BID INCOME</b>          | 5,495.64         | 10,500.00      | 99,228.54         | 128,011.40  | 128,011.40    |
| <b>Total Income</b>              | 5,495.64         | 10,500.00      | 117,676.54        | 128,011.40  | 128,011.40    |
| <b>Gross Profit</b>              | 5,495.64         | 10,500.00      | 117,676.54        | 128,011.40  | 128,011.40    |
| <b>Expense</b>                   |                  |                |                   |             |               |
| <b>OFFICE OPERATIONS</b>         |                  |                |                   |             |               |
| Accounting                       | 0.00             | 333.33         | 4,500.00          | 4,000.00    | 4,000.00      |
| Computer Service                 | 957.00           | 375.00         | 7,094.90          | 4,500.00    | 4,500.00      |
| Dues & subscriptions             | 0.00             | 125.00         | 3,300.00          | 1,500.00    | 1,500.00      |
| Insurance                        | 333.33           | 444.40         | 2,999.98          | 4,000.00    | 4,000.00      |
| Office supplies                  | 515.31           | 583.33         | 7,505.82          | 6,900.00    | 6,900.00      |
| Printing                         | 0.00             | 41.66          | 0.00              | 500.00      | 500.00        |
| Phone & Internet                 | 180.00           | 216.50         | 2,209.94          | 2,600.00    | 2,600.00      |
| Postage                          | 0.00             | 83.33          | 271.00            | 1,000.00    | 1,000.00      |
| Rent                             | 500.00           | 500.00         | 6,000.00          | 6,000.00    | 6,000.00      |
| Web Maintenance                  | 0.00             | 166.66         | 0.00              | 2,000.00    | 2,000.00      |
| <b>Total OFFICE OPERATIONS</b>   | 2,485.64         | 2,869.21       | 33,881.64         | 33,000.00   | 33,000.00     |
| <b>NCA Management</b>            |                  |                |                   |             |               |
| Staff Administration             | 2,950.08         | 5,000.00       | 41,552.00         | 60,000.00   | 60,000.00     |
| <b>Total NCA Management</b>      | 2,950.08         | 5,000.00       | 41,552.00         | 60,000.00   | 60,000.00     |
| <b>Consulting Services</b>       |                  |                |                   |             |               |
| PR                               | 2,750.00         | 2,750.00       | 36,000.00         | 33,000.00   | 33,000.00     |
| <b>Total Consulting Services</b> | 2,750.00         | 2,750.00       | 36,000.00         | 33,000.00   | 33,000.00     |
| Contingency                      | 0.00             | 0.00           | 0.00              | 2,011.40    | 2,011.40      |
| <b>SBEP EXPENSES</b>             |                  |                |                   |             |               |
| Staff Administration (SBEP)      | 2,049.92         | 0.00           | 18,448.00         | 0.00        | 0.00          |
| <b>Total SBEP EXPENSES</b>       | 2,049.92         | 0.00           | 18,448.00         | 0.00        | 0.00          |
| <b>Total Expense</b>             | 10,235.64        | 10,619.21      | 129,881.64        | 128,011.40  | 128,011.40    |
| <b>Net Income</b>                | <b>-4,740.00</b> | <b>-119.21</b> | <b>-12,205.10</b> | <b>0.00</b> | <b>0.00</b>   |

**Little Italy Association of San Diego**  
**MAD Profit & Loss Budget Performance**  
**June 2022**

|  | Jun 22           | Budget           | Jul '21 - Jun 22    | YTD Budget          | Annual Budget       |
|--|------------------|------------------|---------------------|---------------------|---------------------|
| <b>Income</b>                            |                  |                  |                     |                     |                     |
| <b>MAINTENANCE DISTRICT INCOME</b>       |                  |                  |                     |                     |                     |
| MAD Assessments                          | 95,362.95        | 96,069.33        | 1,144,355.48        | 1,152,831.96        | 1,152,831.96        |
| MAD Gas Tax                              | 0.00             | 314.08           | 0.00                | 3,768.96            | 3,768.96            |
| MAD General Benefit Income               | 0.00             | 3,628.92         | 0.00                | 43,547.04           | 43,547.04           |
| MAD City Administration                  | 0.00             | -291.67          | 0.00                | -3,500.04           | -3,500.04           |
| MAD Spec Dist Lighting                   | 0.00             | -2,916.67        | 0.00                | -35,000.04          | -35,000.04          |
| MAD Delinquency Factor 1.5%              | 0.00             | -1,441.04        | 0.00                | -17,292.48          | -17,292.48          |
| <b>Total MAINTENANCE DISTRICT INCOME</b> | <b>95,362.95</b> | <b>95,362.95</b> | <b>1,144,355.48</b> | <b>1,144,355.40</b> | <b>1,144,355.40</b> |
| <b>Total Income</b>                      | <b>95,362.95</b> | <b>95,362.95</b> | <b>1,144,355.48</b> | <b>1,144,355.40</b> | <b>1,144,355.40</b> |
| <b>Gross Profit</b>                      | <b>95,362.95</b> | <b>95,362.95</b> | <b>1,144,355.48</b> | <b>1,144,355.40</b> | <b>1,144,355.40</b> |
| <b>Expense</b>                           |                  |                  |                     |                     |                     |
| <b>OFFICE OPERATIONS</b>                 |                  |                  |                     |                     |                     |
| Accounting                               | 0.00             | 458.33           | 4,500.00            | 5,000.00            | 5,000.00            |
| Computer Service                         | 0.00             | 583.33           | 0.00                | 7,000.00            | 7,000.00            |
| Insurance                                | 9,811.74         | 8,333.33         | 116,582.16          | 100,000.00          | 100,000.00          |
| Office supplies                          | 481.70           | 833.33           | 7,466.77            | 10,000.00           | 10,000.00           |
| Payroll Service                          | 678.27           | 333.33           | 5,472.55            | 4,000.00            | 4,000.00            |
| Rent                                     |                  |                  |                     |                     |                     |
| Storage                                  | 814.00           | 833.33           | 9,864.00            | 10,000.00           | 10,000.00           |
| Rent - Other                             | 3,900.00         | 3,916.67         | 45,981.94           | 47,000.00           | 47,000.00           |
| <b>Total Rent</b>                        | <b>4,714.00</b>  | <b>4,750.00</b>  | <b>55,845.94</b>    | <b>57,000.00</b>    | <b>57,000.00</b>    |
| Repairs & Maintenance                    | 0.00             | 1,749.00         | 6,617.90            | 10,000.00           | 10,000.00           |
| Utilities                                | 0.00             | 416.67           | 1,023.11            | 5,000.00            | 5,000.00            |
| <b>Total OFFICE OPERATIONS</b>           | <b>15,685.71</b> | <b>17,457.32</b> | <b>197,508.43</b>   | <b>198,000.00</b>   | <b>198,000.00</b>   |
| <b>LANDSCAPE OPERATIONS</b>              |                  |                  |                     |                     |                     |
| Nursery & Landscape Supplies             | 1,363.83         | 2,166.67         | 28,650.31           | 26,000.00           | 26,000.00           |
| Tree Supplies & Services                 | 996.19           | 2,083.33         | 26,727.68           | 25,000.00           | 25,000.00           |
| Outside Landscaping Service              | 0.00             | 83.33            | 0.00                | 1,000.00            | 1,000.00            |
| Tools & Equipment                        | 27.40            | 333.33           | 3,641.32            | 4,000.00            | 4,000.00            |
| Dumpster                                 | 402.00           | 166.67           | 1,402.00            | 2,000.00            | 2,000.00            |
| Uniforms                                 | 0.00             | 450.00           | 1,951.52            | 5,400.00            | 5,400.00            |
| Equipment Rental                         | 130.33           | 208.33           | 2,395.37            | 2,500.00            | 2,500.00            |
| <b>Total LANDSCAPE OPERATIONS</b>        | <b>2,919.75</b>  | <b>5,491.66</b>  | <b>64,768.20</b>    | <b>65,900.00</b>    | <b>65,900.00</b>    |
| <b>ASSESS DIST OPERATIONAL EXP</b>       |                  |                  |                     |                     |                     |
| <b>MAD / BID OPERATIONS</b>              |                  |                  |                     |                     |                     |
| Dumpster                                 | 2,220.19         | 2,500.00         | 28,100.63           | 30,000.00           | 30,000.00           |
| Tools & Equipment                        | 1,289.92         | 250.00           | 2,213.20            | 3,000.00            | 3,000.00            |
| Auto expenses                            | 80.25            | 1,500.00         | 10,576.98           | 18,000.00           | 18,000.00           |
| Gas & electricity                        | 191.78           | 600.00           | 4,832.12            | 10,000.00           | 10,000.00           |
| Gasoline                                 | 3,028.49         | 2,500.00         | 32,698.42           | 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           | 4,038.15            | 4,800.00            | 4,800.00            |
| Electrical Work/Street Lights            | 1,000.00         | 83.33            | 1,000.00            | 1,000.00            | 1,000.00            |
| Water                                    | 334.40           | 1,500.00         | 14,297.24           | 18,000.00           | 18,000.00           |
| Uniforms                                 | 4,665.38         | 583.33           | 9,542.04            | 7,000.00            | 7,000.00            |
| Cleaning & Janitorial Supplies           | 2,691.56         | 2,916.67         | 36,851.82           | 35,000.00           | 35,000.00           |
| <b>Total MAD / BID OPERATIONS</b>        | <b>15,745.97</b> | <b>12,916.66</b> | <b>144,150.60</b>   | <b>155,800.00</b>   | <b>155,800.00</b>   |
| <b>PRESSURE-WASHING OPERATIONS</b>       |                  |                  |                     |                     |                     |
| Tools & Equipment                        | 0.00             | 83.33            | 358.25              | 1,000.00            | 1,000.00            |
| Pressure Washer / Water Trailer          | 3,749.57         | 500.00           | 8,659.90            | 5,000.00            | 5,000.00            |
| <b>Total PRESSURE-WASHING OPERATIONS</b> | <b>3,749.57</b>  | <b>583.33</b>    | <b>9,018.15</b>     | <b>6,000.00</b>     | <b>6,000.00</b>     |
| <b>Total ASSESS DIST OPERATIONAL EXP</b> | <b>19,495.54</b> | <b>13,499.99</b> | <b>153,168.75</b>   | <b>161,800.00</b>   | <b>161,800.00</b>   |
| <b>PERSONNEL EXPENSE</b>                 |                  |                  |                     |                     |                     |
| <b>EE MEDICAL CONTRIBUTION</b>           |                  |                  |                     |                     |                     |
| Consultant Salary Expense                | 1,213.97         |                  | 10,153.37           |                     |                     |
| EE MEDICAL CONTRIBUTION - Other          | 0.00             |                  | -7,470.93           | 0.00                | 0.00                |
| <b>Total EE MEDICAL CONTRIBUTION</b>     | <b>1,213.97</b>  |                  | <b>2,682.44</b>     | <b>0.00</b>         | <b>0.00</b>         |
| <b>Office Administrator</b>              |                  |                  |                     |                     |                     |
| Health/Dental Insurance                  | 60.31            | 1,000.00         | 14,740.61           | 12,000.00           | 12,000.00           |
| Payroll Taxes                            | 0.00             | 83.33            | 1,659.70            | 1,000.00            | 1,000.00            |
| WC Insurance                             | 0.00             | 16.67            | 261.81              | 200.00              | 200.00              |
| Salary Expense                           | 0.00             | 2,304.00         | 18,902.01           | 28,800.00           | 28,800.00           |
| <b>Total Office Administrator</b>        | <b>60.31</b>     | <b>3,404.00</b>  | <b>35,564.13</b>    | <b>42,000.00</b>    | <b>42,000.00</b>    |
| <b>Landscape Crew</b>                    |                  |                  |                     |                     |                     |
| Salary Expense                           | 18,030.31        | 17,100.00        | 176,895.62          | 188,425.00          | 188,425.00          |
| Health/Dental Insurance                  | 1,156.36         | 1,465.00         | 15,908.12           | 16,000.00           | 16,000.00           |
| WC Insurance                             | 914.27           | 1,450.00         | 13,802.40           | 18,000.00           | 18,000.00           |
| Payroll Taxes                            | 1,502.08         | 1,400.00         | 16,145.56           | 15,000.00           | 15,000.00           |
| <b>Total Landscape Crew</b>              | <b>21,603.02</b> | <b>21,415.00</b> | <b>222,751.70</b>   | <b>237,425.00</b>   | <b>237,425.00</b>   |
| <b>Maintenance Crew</b>                  |                  |                  |                     |                     |                     |
| Salary Expense                           | 42,448.79        | 28,680.00        | 369,415.28          | 347,000.00          | 347,000.00          |
| Payroll Taxes                            | 3,599.82         | 2,645.00         | 32,954.10           | 29,000.00           | 29,000.00           |

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

June 2022

|                                    | Jun 22            | Budget            | Jul '21 - Jun 22    | YTD Budget          | Annual Budget       |
|------------------------------------|-------------------|-------------------|---------------------|---------------------|---------------------|
| WC Insurance                       | 1,986.30          | 2,220.00          | 26,296.33           | 27,000.00           | 27,000.00           |
| Health/Dental Insurance            | 2,115.71          | 2,250.00          | 33,613.42           | 34,000.00           | 34,000.00           |
| <b>Total Maintenance Crew</b>      | <b>50,150.62</b>  | <b>35,795.00</b>  | <b>462,279.13</b>   | <b>437,000.00</b>   | <b>437,000.00</b>   |
| <b>Pressure-Washing Crew</b>       |                   |                   |                     |                     |                     |
| Salary Expense                     | 9,853.87          | 8,350.00          | 94,308.67           | 96,500.00           | 96,500.00           |
| Payroll Taxes                      | 741.91            | 765.00            | 8,386.65            | 8,500.00            | 8,500.00            |
| WC Insurance                       | 401.34            | 550.00            | 6,435.64            | 6,500.00            | 6,500.00            |
| Health/Dental Benefits             | 748.21            | 850.00            | 11,161.90           | 9,600.00            | 9,600.00            |
| <b>Total Pressure-Washing Crew</b> | <b>11,745.33</b>  | <b>10,515.00</b>  | <b>120,292.86</b>   | <b>121,100.00</b>   | <b>121,100.00</b>   |
| <b>Total PERSONNEL EXPENSE</b>     | <b>84,773.25</b>  | <b>71,129.00</b>  | <b>843,570.26</b>   | <b>837,525.00</b>   | <b>837,525.00</b>   |
| <b>NCA Management</b>              |                   |                   |                     |                     |                     |
| Staff Administration               | 5,000.00          | 3,800.00          | 58,000.00           | 52,000.00           | 52,000.00           |
| <b>Total NCA Management</b>        | <b>5,000.00</b>   | <b>3,800.00</b>   | <b>58,000.00</b>    | <b>52,000.00</b>    | <b>52,000.00</b>    |
| <b>Office Operational</b>          |                   |                   |                     |                     |                     |
| Employee Screening Services        | 176.99            | 125.00            | 1,560.79            | 1,500.00            | 1,500.00            |
| <b>Total Office Operational</b>    | <b>176.99</b>     | <b>125.00</b>     | <b>1,560.79</b>     | <b>1,500.00</b>     | <b>1,500.00</b>     |
| <b>Total Expense</b>               | <b>128,051.24</b> | <b>111,502.97</b> | <b>1,318,576.43</b> | <b>1,316,725.00</b> | <b>1,316,725.00</b> |
| <b>Net Income</b>                  | <b>-32,688.29</b> | <b>-16,140.02</b> | <b>-174,220.95</b>  | <b>-172,369.60</b>  | <b>-172,369.60</b>  |

**Little Italy Association of San Diego**  
**Maintenance Non-Assessment Profit & Loss Budget Performance**

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|   | Jun 22           | Budget           | Jul '21 - Jun 22  | YTD Budget        | Annual Budget     |
|---|------------------|------------------|-------------------|-------------------|-------------------|
| <b>Income</b>                               |                  |                  |                   |                   |                   |
| <b>PROGRAM INCOME</b>                       |                  |                  |                   |                   |                   |
| Misc Income                                 | 5,736.43         |                  | 10,110.79         | 0.00              | 0.00              |
| Sponsors                                    | 0.00             | 1,000.00         | 12,000.00         | 12,000.00         | 12,000.00         |
| <b>Total PROGRAM INCOME</b>                 | <b>5,736.43</b>  | <b>1,000.00</b>  | <b>22,110.79</b>  | <b>12,000.00</b>  | <b>12,000.00</b>  |
| <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             | 0.00             | 13,619.00         | 0.00              | 0.00              |
| Supplemental Services                       | 3,980.00         | 6,075.00         | 88,410.70         | 74,000.00         | 74,000.00         |
| <b>Total MAINTENANCE NON-ASSESS INCO...</b> | <b>8,980.00</b>  | <b>11,075.00</b> | <b>162,029.70</b> | <b>134,000.00</b> | <b>134,000.00</b> |
| <b>Total Income</b>                         | <b>14,716.43</b> | <b>12,075.00</b> | <b>184,140.49</b> | <b>146,000.00</b> | <b>146,000.00</b> |
| <b>Gross Profit</b>                         | <b>14,716.43</b> | <b>12,075.00</b> | <b>184,140.49</b> | <b>146,000.00</b> | <b>146,000.00</b> |
| <b>Expense</b>                              |                  |                  |                   |                   |                   |
| <b>MISC MAINT EXPENSE</b>                   |                  |                  |                   |                   |                   |
| Misc Maintenance Expense                    | 0.00             | 83.33            | 0.00              | 1,000.00          | 1,000.00          |
| School Dist Property Taxes                  | 16,938.22        |                  | 16,938.22         | 0.00              | 0.00              |
| <b>Total MISC MAINT EXPENSE</b>             | <b>16,938.22</b> | <b>83.33</b>     | <b>16,938.22</b>  | <b>1,000.00</b>   | <b>1,000.00</b>   |
| <b>OFFICE OPERATIONS</b>                    |                  |                  |                   |                   |                   |
| Office Expenses Tenant Portion              | 1.85             | 0.00             | 145.61            | 0.00              | 0.00              |
| <b>Total OFFICE OPERATIONS</b>              | <b>1.85</b>      | <b>0.00</b>      | <b>145.61</b>     | <b>0.00</b>       | <b>0.00</b>       |
| <b>LANDSCAPE OPERATIONS</b>                 |                  |                  |                   |                   |                   |
| Tree Supplies & Services                    | 0.00             | 83.33            | 0.00              | 1,000.00          | 1,000.00          |
| <b>Total LANDSCAPE OPERATIONS</b>           | <b>0.00</b>      | <b>83.33</b>     | <b>0.00</b>       | <b>1,000.00</b>   | <b>1,000.00</b>   |
| <b>ASSESS DIST OPERATIONAL EXP</b>          |                  |                  |                   |                   |                   |
| <b>MAD / BID OPERATIONS</b>                 |                  |                  |                   |                   |                   |
| Misc  | 119.09           | 25.00            | -356.64           | 300.00            | 300.00            |
| Meals & Entertainment                       | 0.00             | 45.00            | 538.84            | 500.00            | 500.00            |
| Late Fees                                   | 0.00             | 12.50            | 42.57             | 150.00            | 150.00            |
| Liability Claims                            | 0.00             |                  | 0.00              | 3,000.00          | 3,000.00          |
| Auto expenses                               | 0.00             | 333.33           | 290.69            | 4,000.00          | 4,000.00          |
| <b>Total MAD / BID OPERATIONS</b>           | <b>119.09</b>    | <b>415.83</b>    | <b>515.46</b>     | <b>7,950.00</b>   | <b>7,950.00</b>   |
| <b>Total ASSESS DIST OPERATIONAL EXP</b>    | <b>119.09</b>    | <b>415.83</b>    | <b>515.46</b>     | <b>7,950.00</b>   | <b>7,950.00</b>   |
| <b>PERSONNEL EXPENSE</b>                    |                  |                  |                   |                   |                   |
| Staff reimbursement                         | -3,811.20        | 0.00             | -18,996.60        | -6,700.00         | -6,700.00         |
| <b>Office Administrator</b>                 |                  |                  |                   |                   |                   |
| Payroll Taxes                               | 0.00             |                  | -258.36           | -258.36           | -258.36           |
| Salary Expense                              | 0.00             | 0.00             | 4,219.37          | 2,742.00          | 2,742.00          |
| <b>Total Office Administrator</b>           | <b>0.00</b>      | <b>0.00</b>      | <b>3,961.01</b>   | <b>2,483.64</b>   | <b>2,483.64</b>   |
| <b>Maintenance Crew</b>                     |                  |                  |                   |                   |                   |
| Staff Bonuses                               | 0.00             | 0.00             | 8,800.00          | 8,800.00          | 8,800.00          |
| Salary Expense                              | 1,018.01         |                  | 1,247.65          |                   |                   |
| <b>Total Maintenance Crew</b>               | <b>1,018.01</b>  | <b>0.00</b>      | <b>10,047.65</b>  | <b>8,800.00</b>   | <b>8,800.00</b>   |
| <b>PERSONNEL EXPENSE - Other</b>            | <b>0.00</b>      |                  | <b>-1,142.42</b>  |                   |                   |
| <b>Total PERSONNEL EXPENSE</b>              | <b>-2,793.19</b> | <b>0.00</b>      | <b>-6,130.36</b>  | <b>4,583.64</b>   | <b>4,583.64</b>   |
| <b>ACCOUNTANT EXPENSE ENTRIES</b>           |                  |                  |                   |                   |                   |
| Depreciation                                | 2,030.09         | 2,000.00         | 24,361.08         | 24,000.00         | 24,000.00         |
| <b>Total ACCOUNTANT EXPENSE ENTRIES</b>     | <b>2,030.09</b>  | <b>2,000.00</b>  | <b>24,361.08</b>  | <b>24,000.00</b>  | <b>24,000.00</b>  |
| <b>PROGRAM EXPENSE</b>                      |                  |                  |                   |                   |                   |
| Liability Claim                             | 12.67            |                  | 9,992.74          | 0.00              | 0.00              |
| Meals / Entertainment / Travel              | 0.00             | 0.00             | 945.64            | 827.82            | 827.82            |
| Salary Expense                              |                  |                  |                   |                   |                   |
| Payroll Taxes                               | 0.00             | -280.00          | -4,931.65         | -6,000.00         | -6,000.00         |
| <b>Total Salary Expense</b>                 | <b>0.00</b>      | <b>-280.00</b>   | <b>-4,931.65</b>  | <b>-6,000.00</b>  | <b>-6,000.00</b>  |
| <b>Total PROGRAM EXPENSE</b>                | <b>12.67</b>     | <b>-280.00</b>   | <b>6,006.73</b>   | <b>-5,172.18</b>  | <b>-5,172.18</b>  |
| <b>Office Operational</b>                   |                  |                  |                   |                   |                   |
| Legal                                       | 437.50           | 400.00           | 13,932.50         | 5,000.00          | 5,000.00          |
| <b>Total Office Operational</b>             | <b>437.50</b>    | <b>400.00</b>    | <b>13,932.50</b>  | <b>5,000.00</b>   | <b>5,000.00</b>   |
| <b>Total Expense</b>                        | <b>16,746.23</b> | <b>2,702.49</b>  | <b>55,769.24</b>  | <b>38,361.46</b>  | <b>38,361.46</b>  |
| <b>Net Income</b>                           | <b>-2,029.80</b> | <b>9,372.51</b>  | <b>128,371.25</b> | <b>107,638.54</b> | <b>107,638.54</b> |

**Little Italy Association of San Diego**  
**PARKING DISTRICT Profit & Loss Budget Performance**  
 June 2022

|  | Jun 22     | Budget    | Jul '21 - Jun ... | YTD Budget | Annual Budget |
|--|------------|-----------|-------------------|------------|---------------|
| <b>Income</b>                            |            |           |                   |            |               |
| <b>PROGRAM INCOME</b>                    |            |           |                   |            |               |
| Merchandise                              | 0.00       |           | 2,000.00          |            |               |
| Sponsors                                 | -200.00    |           | 22,675.00         |            |               |
| <b>Total PROGRAM INCOME</b>              | -200.00    |           | 24,675.00         |            |               |
| <b>PARKING DISTRICT INCOME</b>           |            |           |                   |            |               |
| Parking District Reimbursement           | 191,617.06 | 75,000.00 | 763,269.30        | 750,000.00 | 750,000.00    |
| City Bollard funds                       | 0.00       | 0.00      | 49,751.85         | 0.00       | 0.00          |
| <b>Total PARKING DISTRICT INCOME</b>     | 191,617.06 | 75,000.00 | 813,021.15        | 750,000.00 | 750,000.00    |
| <b>PARKING DISTRICT REVENUES</b>         |            |           |                   |            |               |
| Valet Program Revenues                   | 9,926.43   | 9,700.00  | 115,595.94        | 116,640.00 | 116,640.00    |
| Valet Subsidies from Businesses          | 500.00     |           | 2,750.00          | 0.00       | 0.00          |
| <b>Total PARKING DISTRICT REVENUES</b>   | 10,426.43  | 9,700.00  | 118,345.94        | 116,640.00 | 116,640.00    |
| <b>Total Income</b>                      | 201,843.49 | 84,700.00 | 956,042.09        | 866,640.00 | 866,640.00    |
| <b>Gross Profit</b>                      | 201,843.49 | 84,700.00 | 956,042.09        | 866,640.00 | 866,640.00    |
| <b>Expense</b>                           |            |           |                   |            |               |
| <b>PERSONNEL EXPENSE</b>                 |            |           |                   |            |               |
| Staff reimbursement                      | 0.00       |           | -10,074.10        |            |               |
| EE MEDICAL CONTRIBUTION                  | 0.00       |           | -4,044.22         |            |               |
| <b>Office Administrator</b>              |            |           |                   |            |               |
| Payroll Taxes                            | 0.00       |           | 931.13            |            |               |
| Salary Expense                           | 0.00       | 0.00      | 5,231.10          | 0.00       | 0.00          |
| <b>Total Office Administrator</b>        | 0.00       | 0.00      | 6,162.23          | 0.00       | 0.00          |
| <b>Total PERSONNEL EXPENSE</b>           | 0.00       | 0.00      | -7,956.09         | 0.00       | 0.00          |
| <b>PARKING DISTRICT EXPENSE</b>          |            |           |                   |            |               |
| <b>In House Valet Program</b>            |            |           |                   |            |               |
| Valet Employee Payroll                   | 24,454.27  | 16,960.00 | 139,582.64        | 212,000.00 | 212,000.00    |
| Valet Employee Payroll Taxes             | 1,763.61   | 0.00      | 12,027.76         | 0.00       | 0.00          |
| Equipment & Uniforms                     | 12,244.09  | 666.67    | 33,311.46         | 8,000.00   | 8,000.00      |
| Cell/Tech services                       | 0.00       | 166.67    | 0.00              | 2,000.00   | 2,000.00      |
| Permits                                  | 0.00       | 333.33    | 0.00              | 4,000.00   | 4,000.00      |
| Program Management                       | 3,425.00   | 2,825.00  | 41,100.00         | 33,900.00  | 33,900.00     |
| <b>Total In House Valet Program</b>      | 41,886.97  | 20,951.67 | 226,021.86        | 259,900.00 | 259,900.00    |
| <b>Lot Rental/Insurance</b>              |            |           |                   |            |               |
| Workers' Comp                            | 480.09     | 1,250.00  | 7,908.01          | 15,000.00  | 15,000.00     |
| Liability Insurance                      | 4,786.17   | 4,000.00  | 48,000.01         | 48,000.00  | 48,000.00     |
| Parking Lot Rentals                      | 5,042.23   | 9,166.67  | 60,506.76         | 110,000.00 | 110,000.00    |
| Program Management                       | 2,162.50   | 2,162.50  | 25,950.00         | 25,950.00  | 25,950.00     |
| <b>Total Lot Rental/Insurance</b>        | 12,470.99  | 16,579.17 | 142,364.78        | 198,950.00 | 198,950.00    |
| <b>Marketing and Promotions</b>          |            |           |                   |            |               |
| Website Parking Component                | 0.00       | 1,177.78  | 4,950.00          | 10,600.00  | 10,600.00     |
| Printed Material                         | 176.00     | 416.67    | 33,933.55         | 5,000.00   | 5,000.00      |
| PR Firm                                  | 2,583.00   | 4,500.00  | 38,746.00         | 32,000.00  | 32,000.00     |
| Program Mgmt                             | 570.00     | 570.00    | 6,840.00          | 6,840.00   | 6,840.00      |
| <b>Total Marketing and Promotions</b>    | 3,329.00   | 6,664.45  | 84,469.55         | 54,440.00  | 54,440.00     |
| <b>New Initiatives&amp; Special Proj</b> |            |           |                   |            |               |
| Peoples Plazas, PopOuts & Beaut          | 0.00       | 166.67    | 12,547.39         | 2,000.00   | 2,000.00      |
| City of SD Insourcing                    | 0.00       | 166.67    | 0.00              | 2,000.04   | 2,000.04      |
| Feasibility Study-W.Grape                | 0.00       | 0.00      | 0.00              | 15,000.00  | 15,000.00     |
| Planters/Beautification                  | 0.00       | 30.00     | 0.00              | 360.00     | 360.00        |
| Enhanced Pedestrian Lighting             | 19,710.87  | 11,222.22 | 86,385.44         | 101,000.00 | 101,000.00    |
| Ped Transition Safety                    | 0.00       | 3,000.00  | 24,922.65         | 21,000.00  | 21,000.00     |
| Transportation Support                   | 12,372.65  |           | 12,372.65         |            |               |
| Ped Barrier Planters, Lighting           | 2,066.25   | 0.00      | 90,248.85         | 0.00       | 0.00          |
| Removable Bollard System                 |            |           |                   |            |               |

**Little Italy Association of San Diego**  
**PARKING DISTRICT Profit & Loss Budget Performance**  
 June 2022

|  | <u>Jun 22</u>    | <u>Budget</u>   | <u>Jul '21 - Jun ...</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--|------------------|-----------------|--------------------------|-------------------|----------------------|
| Bollards                                       | 237.50           | 0.00            | 49,989.35                | 0.00              | 0.00                 |
| <b>Total Removable Bollard System</b>          | 237.50           | 0.00            | 49,989.35                | 0.00              | 0.00                 |
| Enhanced Security                              | 337.50           | 8,250.00        | 33,187.50                | 79,200.00         | 79,200.00            |
| Rescue Mission Security                        | 6,000.00         | 0.00            | 19,000.00                | 30,000.00         | 30,000.00            |
| Program Management                             | 2,687.50         | 3,187.50        | 32,250.00                | 38,250.00         | 38,250.00            |
| <b>Total New Initiatives&amp; Special Proj</b> | 43,412.27        | 26,023.06       | 360,903.83               | 288,810.04        | 288,810.04           |
| <b>LIA Management</b>                          |                  |                 |                          |                   |                      |
| Rent   | 2,000.00         | 2,000.00        | 22,000.00                | 22,000.00         | 22,000.00            |
| Utilities                                      | 613.18           | 1,000.00        | 5,296.47                 | 12,000.00         | 12,000.00            |
| Vehicle Subsidy & Maintenance                  | 908.07           | 1,111.11        | 7,079.95                 | 10,000.00         | 10,000.00            |
| Storage  | 341.00           | 1,000.00        | 4,143.15                 | 12,000.00         | 12,000.00            |
| Program Mgmt                                   | 575.00           | 675.00          | 6,900.00                 | 8,100.00          | 8,100.00             |
| <b>Total LIA Management</b>                    | 4,437.25         | 5,786.11        | 45,419.57                | 64,100.00         | 64,100.00            |
| <b>Total PARKING DISTRICT EXPENSE</b>          | 105,536.48       | 76,004.46       | 859,179.59               | 866,200.04        | 866,200.04           |
| <b>Total Expense</b>                           | 105,536.48       | 76,004.46       | 851,223.50               | 866,200.04        | 866,200.04           |
| <b>Net Income</b>                              | <b>96,307.01</b> | <b>8,695.54</b> | <b>104,818.59</b>        | <b>439.96</b>     | <b>439.96</b>        |

**Little Italy Association of San Diego  
PROGRAM - BUDGET TO ACTUAL**

**16**

July 2021 through June 2022

|                             | Dog Park         |              | Grounds          |                | Art Appreciation Projects |          | Art Walk         |              | Banner           |               | Christmas Programs |          | County Grants    |          |
|-----------------------------|------------------|--------------|------------------|----------------|---------------------------|----------|------------------|--------------|------------------|---------------|--------------------|----------|------------------|----------|
|                             | Jul '21 - Jun 22 | Budget       | Jul '21 - Jun 22 | Budget         | Jul '21 - Jun 22          | Budget   | Jul '21 - Jun 22 | Budget       | Jul '21 - Jun 22 | Budget        | Jul '21 - Jun 22   | Budget   | Jul '21 - Jun 22 | Budget   |
| <b>Income</b>               |                  |              |                  |                |                           |          |                  |              |                  |               |                    |          |                  |          |
| PPP income second round     | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| <b>PROGRAM INCOME</b>       | 12,773           | 9,000        | 6,000            | 6,000          | 0                         | 1        | 16,588           | 3,000        | 2,490            | 3,500         | 43,121             | 50,000   | 35,000           | 35,000   |
| <b>MERCATO INCOME</b>       | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| City of SD Reimbursement    | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| <b>Total Income</b>         | 12,773           | 9,000        | 6,000            | 6,000          | 0                         | 1        | 16,588           | 3,000        | 2,490            | 3,500         | 43,121             | 50,000   | 35,000           | 35,000   |
|                             | 12,773           | 9,000        | 6,000            | 6,000          | 0                         | 1        | 16,588           | 3,000        | 2,490            | 3,500         | 43,121             | 50,000   | 35,000           | 35,000   |
| <b>Expense</b>              |                  |              |                  |                |                           |          |                  |              |                  |               |                    |          |                  |          |
| OFFICE OPERATIONS           | 0                |              | 1,212            | 660            | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| ASSESS DIST OPERATIONAL EXP | 0                |              | 3,203            | 3,000          | 0                         | 1        | 0                |              | 0                |               | 106                |          | 0                |          |
| PERSONNEL EXPENSE           | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| ACCOUNTANT EXPENSE ENTRIES  | 0                | 0            | 0                |                | 0                         |          | 0                |              | 0                |               | 7,000              | 10,994   | 0                |          |
| <b>PROGRAM EXPENSE</b>      | 1,580            | 5,000        | 11,637           | 6,960          | 18,678                    | 0        | 500              |              | 5,118            | 5,500         | 32,405             | 39,006   | 35,000           | 35,000   |
| Maintenance Personnel       | 0                |              | 137              |                | 0                         |          | 0                |              | 0                |               | 541                |          | 0                |          |
| Maintenance Non-Personnel   | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| NCA Management              | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| Office Operational          | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| MERCATO EXPENSE             | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| PARKING DISTRICT EXPENSE    | 0                |              | 0                |                | 0                         |          | 0                |              | 0                |               | 0                  |          | 0                |          |
| Budget adjustment           | 0                | -3,500       | 0                | 7,800          | 0                         | 0        | 0                |              | 0                |               | 0                  |          | 0                | 0        |
| <b>Total Expense</b>        | 1,580            | 1,500        | 16,189           | 18,420         | 18,678                    | 1        | 500              |              | 5,118            | 5,500         | 40,052             | 50,000   | 35,000           | 35,000   |
| <b>Net Income</b>           | <b>11,193</b>    | <b>7,500</b> | <b>-10,189</b>   | <b>-12,420</b> | <b>-18,678</b>            | <b>0</b> | <b>16,088</b>    | <b>3,000</b> | <b>-2,628</b>    | <b>-2,000</b> | <b>3,069</b>       | <b>0</b> | <b>0</b>         | <b>0</b> |



**Little Italy Association of San Diego  
PROGRAM - BUDGET TO ACTUAL**

July 2021 through June 2022

|                                 | General & Administration |                 | Total Little Italy Tours |          | Total Mercato    |                | Merchandise      |            | Military Events  |            | Misc Events      |              | Piazza Basilone  |               |
|---------------------------------|--------------------------|-----------------|--------------------------|----------|------------------|----------------|------------------|------------|------------------|------------|------------------|--------------|------------------|---------------|
|                                 | Jul '21 - Jun 22         | Budget          | Jul '21 - Jun 22         | Budget   | Jul '21 - Jun 22 | Budget         | Jul '21 - Jun 22 | Budget     | Jul '21 - Jun 22 | Budget     | Jul '21 - Jun 22 | Budget       | Jul '21 - Jun 22 | Budget        |
| <b>Income</b>                   |                          |                 |                          |          |                  |                |                  |            |                  |            |                  |              |                  |               |
| PPP income second round         | 0                        |                 | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| <b>PROGRAM INCOME</b>           | 18,624                   | 0               | 0                        | 0        | 799,882          | 798,000        | 1,005            | 1          | 2,250            | 2,000      | 4,290            | 0            | 1,000            | 2,000         |
| <b>MERCATO INCOME</b>           | 0                        |                 | 0                        |          | 5,025            | 0              | 0                |            | 0                |            | 0                |              | 0                |               |
| City of SD Reimbursement        | 0                        |                 | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| <b>Total Income</b>             | 18,624                   | 0               | 0                        | 0        | 804,907          | 798,000        | 1,005            | 1          | 2,250            | 2,000      | 4,290            | 0            | 1,000            | 2,000         |
|                                 | 18,624                   | 0               | 0                        | 0        | 804,907          | 798,000        | 1,005            | 1          | 2,250            | 2,000      | 4,290            | 0            | 1,000            | 2,000         |
| <b>Expense</b>                  |                          |                 |                          |          |                  |                |                  |            |                  |            |                  |              |                  |               |
| OFFICE OPERATIONS               | 33,363                   | 13,120          | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| ASSESS DIST OPERATIONAL EXP     | 3,429                    | 2,460           | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| PERSONNEL EXPENSE               | 8,388                    | 15,624          | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| ACCOUNTANT EXPENSE ENTRIES      | 9,315                    | 9,000           | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| <b>PROGRAM EXPENSE</b>          | 36,936                   | 37,640          | 999                      | 0        | 36,483           | 0              | 0                | 1          | 1,211            | 2,000      | 3,464            |              | 5,069            | 5,000         |
| Maintenance Personnel           | 0                        |                 | 0                        |          | 0                |                | 0                |            | 280              |            | 0                |              | 0                |               |
| Maintenance Non-Personnel       | 0                        |                 | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| NCA Management                  | 167,445                  | 198,960         | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| Office Operational              | 9,540                    | 5,000           | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| <b>MERCATO EXPENSE</b>          | 0                        |                 | 0                        |          | 491,898          | 502,958        | 0                |            | 0                |            | 0                |              | 0                |               |
| <b>PARKING DISTRICT EXPENSE</b> | 0                        | 0               | 0                        |          | 0                |                | 0                |            | 0                |            | 0                |              | 0                |               |
| Budget adjustment               | 0                        | 0               | 0                        |          | 0                | 16,958         | 0                | -510       | 0                | -750       | 0                | -1,547       | 0                | 0             |
| <b>Total Expense</b>            | 268,416                  | 281,804         | 999                      | 0        | 528,381          | 519,916        | 0                | -509       | 1,491            | 1,250      | 3,464            | -1,547       | 5,069            | 5,000         |
| <b>Net Income</b>               | <b>-249,792</b>          | <b>-281,804</b> | <b>-999</b>              | <b>0</b> | <b>276,526</b>   | <b>278,084</b> | <b>1,005</b>     | <b>510</b> | <b>759</b>       | <b>750</b> | <b>826</b>       | <b>1,547</b> | <b>-4,069</b>    | <b>-3,000</b> |

**Little Italy Association of San Diego  
PROGRAM - BUDGET TO ACTUAL**

**18**

July 2021 through June 2022

|                             | Total Piazza della Famiglia |          | Piazza Giannini  | Piazza Stefano   | PPP 2 Activity   |                | SBEP Bkkeeping Grant | SBEP City Services | SBEP Tech Assist. Grant | Seasonal Displays |              |
|-----------------------------|-----------------------------|----------|------------------|------------------|------------------|----------------|----------------------|--------------------|-------------------------|-------------------|--------------|
|                             | Jul '21 - Jun 22            | Budget   | Jul '21 - Jun 22 | Jul '21 - Jun 22 | Jul '21 - Jun 22 | Budget         | Jul '21 - Jun 22     | Jul '21 - Jun 22   | Jul '21 - Jun 22        | Jul '21 - Jun 22  | Budget       |
|                             |                             |          |                  |                  |                  |                |                      |                    |                         |                   |              |
| <b>Income</b>               |                             |          |                  |                  |                  |                |                      |                    |                         |                   |              |
| PPP income second round     | 0                           |          | 0                | 0                | 274,105          | 274,105        | 0                    | 0                  | 0                       | 0                 |              |
| <b>PROGRAM INCOME</b>       | 3,700                       | 102,700  | 0                | 1,500            | 0                |                | 3,000                | 2,578              | 2,000                   | 10,500            | 5,000        |
| <b>MERCATO INCOME</b>       | 0                           |          | 0                | 0                | 0                |                | 0                    | 0                  | 0                       | 0                 |              |
| City of SD Reimbursement    | 0                           |          | 0                | 0                | 0                |                | 0                    | 6,224              | 0                       | 0                 |              |
| <b>Total Income</b>         | 3,700                       | 102,700  | 0                | 1,500            | 274,105          | 274,105        | 3,000                | 8,802              | 2,000                   | 10,500            | 5,000        |
|                             | 3,700                       | 102,700  | 0                | 1,500            | 274,105          | 274,105        | 3,000                | 8,802              | 2,000                   | 10,500            | 5,000        |
| <b>Expense</b>              |                             |          |                  |                  |                  |                |                      |                    |                         |                   |              |
| OFFICE 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                | 25,985           | 25,900         | 0                    | 0                  | 0                       | 0                 |              |
| ACCOUNTANT EXPENSE ENTRIES  | 0                           |          | 0                | 0                | 0                |                | 0                    | 0                  | 0                       | 0                 |              |
| <b>PROGRAM EXPENSE</b>      | 40,326                      | 42,700   | 920              | 53               | 0                |                | 3,000                | 12,132             | 566                     | 7,518             | 5,000        |
| 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                 |              |
| MERCATO EXPENSE             | 0                           |          | 0                | 0                | 1,093            | 1,100          | 0                    | 0                  | 0                       | 0                 |              |
| PARKING DISTRICT EXPENSE    | 0                           |          | 0                | 0                | 2,154            | 2,200          | 0                    | 0                  | 0                       | 0                 |              |
| Budget adjustment           | 0                           | 50,000   | 0                | 0                | 0                | 0              | 0                    | 0                  | 0                       | 0                 | -3,122       |
| <b>Total Expense</b>        | 40,326                      | 102,700  | 920              | 53               | 29,232           | 29,200         | 3,000                | 12,132             | 566                     | 7,518             | 1,878        |
| <b>Net Income</b>           | <b>-36,626</b>              | <b>0</b> | <b>-920</b>      | <b>1,447</b>     | <b>244,873</b>   | <b>244,905</b> | <b>0</b>             | <b>-3,330</b>      | <b>1,434</b>            | <b>2,982</b>      | <b>3,122</b> |

**Little Italy Association of San Diego  
PROGRAM - BUDGET TO ACTUAL**

July 2021 through June 2022

|                                    | Summer Film Festival |              | TOLI             |               | Trick or Treat   |               | Venue Rentals    |               | TOTAL            |                |
|------------------------------------|----------------------|--------------|------------------|---------------|------------------|---------------|------------------|---------------|------------------|----------------|
|                                    | Jul '21 - Jun 22     | Budget       | Jul '21 - Jun 22 | Budget        | Jul '21 - Jun 22 | Budget        | Jul '21 - Jun 22 | Budget        | Jul '21 - Jun 22 | Budget         |
|                                    | <b>Income</b>        |              |                  |               |                  |               |                  |               |                  |                |
| PPP income second round            | 0                    |              | 0                |               | 0                |               | 0                |               | 274,105          | 274,105        |
| <b>PROGRAM INCOME</b>              | 3,133                | 500          | 35,494           | 25,000        | 0                | 1,000         | 57,975           | 55,000        | 1,062,903        | 1,097,704      |
| <b>MERCATO INCOME</b>              | 0                    |              | 0                |               | 0                |               | 0                |               | 5,025            | 0              |
| City of SD Reimbursement           | 0                    |              | 0                |               | 0                |               | 0                |               | 6,224            | 0              |
| <b>Total Income</b>                | 3,133                | 500          | 35,494           | 25,000        | 0                | 1,000         | 57,975           | 55,000        | 1,348,257        | 1,371,809      |
|                                    | 3,133                | 500          | 35,494           | 25,000        | 0                | 1,000         | 57,975           | 55,000        | 1,348,257        | 1,371,809      |
| <b>Expense</b>                     |                      |              |                  |               |                  |               |                  |               |                  |                |
| <b>OFFICE OPERATIONS</b>           | 0                    |              | 0                |               | 0                |               | 0                |               | 34,575           | 13,780         |
| <b>ASSESS DIST OPERATIONAL EXP</b> | 0                    |              | 0                |               | 0                |               | 0                |               | 6,738            | 5,461          |
| <b>PERSONNEL EXPENSE</b>           | 0                    |              | 0                |               | 0                |               | 0                |               | 34,373           | 41,524         |
| <b>ACCOUNTANT EXPENSE ENTRIES</b>  | 0                    |              | 0                |               | 0                |               | 0                |               | 16,315           | 19,994         |
| <b>PROGRAM EXPENSE</b>             | 622                  | 300          | 500              | 0             | 1,477            | 1,000         | 9,325            | 24,000        | 265,519          | 209,109        |
| Maintenance Personnel              | 0                    |              | 0                |               | 0                |               | 0                |               | 958              | 0              |
| Maintenance Non-Personnel          | 0                    |              | 0                |               | 0                |               | 0                |               | 0                | 10,000         |
| NCA Management                     | 0                    |              | 0                |               | 0                |               | 0                |               | 167,445          | 198,960        |
| Office Operational                 | 0                    |              | 0                |               | 0                |               | 0                |               | 9,540            | 5,000          |
| <b>MERCATO EXPENSE</b>             | 0                    |              | 0                |               | 0                |               | 0                |               | 492,991          | 504,058        |
| <b>PARKING DISTRICT EXPENSE</b>    | 0                    |              | 0                |               | 0                |               | 0                |               | 2,154            | 2,200          |
| Budget adjustment                  | 0                    | -2,300       | 0                | 0             | 0                | 1,477         | 0                | -16,450       | 0                | 48,056         |
| <b>Total Expense</b>               | 622                  | -2,000       | 500              | 0             | 1,477            | 2,477         | 9,325            | 7,550         | 1,030,608        | 1,058,142      |
| <b>Net Income</b>                  | <b>2,511</b>         | <b>2,500</b> | <b>34,994</b>    | <b>25,000</b> | <b>-1,477</b>    | <b>-1,477</b> | <b>48,650</b>    | <b>47,450</b> | <b>317,649</b>   | <b>313,667</b> |

| 2022-2023 BUDGET NUMBERS   |                         |   |  |
|--|-------------------------|---|--|
|  | APPROVED                | REVISED   | COMMENTS   |
| BID  | 0                       | 0   | Budgeted \$132k expenses, same as last fiscal year, but we ended the year with a loss of \$12k |
| MAD  | -145,529                | -168,113  |  |
| MNA  | 86,300                  | 85,780  |  |
| PARKING  | 0                       | 0   |  |
| PROGRAMS   | 70,928                  | 53,418  |  |
| <b>Total</b>   | <b>11,699</b>           | <b>-28,915</b>                                      |  |
| <b>Recap of changes in NCA contract expense distribution</b>               |                         |   |  |
| FY 23 NCA Admin:   | 420,000                 | Updated version                                     |  |
|  | <u>Annual</u>           |   |  |
| BID  | 60,000                  |   |  |
| Parking District   | 113,040                 | ①   |  |
| MAD  | 24,000                  | ②   |  |
| General & Admin  | 222,960                 | ③   |  |
| <b>Totals:</b>   | 420,000                 |   |  |
| FY 23 Parking District Admin Breakdown (this changed from original budget) |                         |   |  |
|  | <b>Parking Programs</b> |   |  |
| Valet  | 41,100                  |   |  |
| Lot Rentals & Ins  | 25,950                  |   |  |
| Marketing & Promotions   | 8,340                   |   |  |
| New Initiatives & Spec Proj  | 30,750                  |   |  |
| Administration   | 6,900                   |   |  |
|  | 113,040                 | ①   |  |
| <b>2022-2023 BUDGET - Approved budget by Finance committee</b>             |                         |   |  |
|  | <u>Annual</u>           |   |  |
| BID  | 60,000                  |   |  |
| MAD  | 2,000                   | approved budget for City is \$24,000                | ②  |
| MNA  |                         |   |  |
| PARKING  | 68,970                  |   |  |
|  | 24,750                  |   |  |
|  | 5,700                   |   |  |
|  | 53,550                  |   |  |
|  | 5,700                   |   |  |
| <b>Total parking</b>   | <b>158,670</b>          | ①   |  |
| PIAZZA   |                         |   |  |
| MERCATO  |                         |   |  |
| GEN/ADMIN  | 199,330                 | possibly less if we can charge MAD \$24,000 for NCA | ③  |
| <b>TOTAL</b>   | <b>420,000</b>          |   |  |



July 27, 2022

Mr. Marco Li Mandri  
Little Italy Association  
2210 Columbia St.  
San Diego, CA 92101

RE: Letter Reminder for Lease option: 710 West Ivy and 2210 Columbia Street, San Diego, CA 92101, APN: 533 122 03

Dear Marco,

It seems like just yesterday that we signed a new lease for 710 West Ivy and here we are exercising the one year option.

As a reminder, the following are the main Terms and Conditions of this option:

**Tenant:** Little Italy Association, a California 501(c)(3) public benefit corporation

There are no subtenants

**Guarantees:** No personal guarantees

**Term:** 1 year

**Commencement:** September 1, 2022, through August 31, 2023

**Monthly Rent:** \$9,678.96/month NNN increased by 3% to \$9,969.33

**Security Deposit:** Current deposit to be held by Wosk Levin LLC

**Security Deposit Increase:** \$9,969.33 - \$9,678.96 = \$290.37 increase

**Insurance:** Property Insurance of \$2,182.00 was waived for 2021-2022. Insurance due for 2022- 2023 for policy period July 15, 2022 – July 15, 2023 is \$2,358.00. This amount is due and payable. Please include payment as a separate draft with your August 2022 rental amount.

All other terms and conditions of the September 1, 2011, lease by and between Wosk Levin Company, LLC and New City America, including any Amendments and / or Addendum provisions remain the same.

We look forward to the continuing success of Little Italy, thanks to your stewardship.

Sincerely,

John Casey  
Casey Real Estate Group  
[john@caseyrealestategroup.com](mailto:john@caseyrealestategroup.com)  
619-994-2907

Agreed and Accepted:

By Lessee:

\_\_\_\_\_  
Little Italy Association, a California Public Benefit Corporation      Date  
By: Steve Galasso, it's President

\_\_\_\_\_  
By: Marco Li Mandri, it's \_\_\_\_\_      Date

By Lessor:

Wosk Levin Company, LLC, a California Limited Liability Company  
P O Box 122336  
San Diego, CA 92112

By: MSD Masada Company, LLC, a California Limited Liability Company

\_\_\_\_\_  
By: Shela Wosk, Manager      Date

\_\_\_\_\_  
By: Donna Wosk, Manager      Date

\_\_\_\_\_  
By: Myrna Wosk, Manager      Date