



## Little Italy Association of San Diego – Finance Committee

Thursday, January 14, 2022 at 9:00am

Zoom Virtual Meeting: <https://us02web.zoom.us/j/88273904927>

or call 1-669-900-6833 / Meeting ID: 882 7390 4927 / Password: 3898

### 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*

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 November 19, 2021 Minutes

*Action Item*

### 6. Mid-Year Review & YTD Financials

*Action Item*

### 7. New City America, Inc. Supplemental Compensation Addendum

*Action Item*

### 8. Little Italy Venues Counter Proposal

*Action Item*

### 9. Little Italy LED Licensing Agreement - \$105

### 10. Chief Executive Administrator Report

### 11. 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
- b. General Liability Insurance
- c. San Diego Hospitality Associates (SDHA) Tours

### 12. 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.

## 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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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**

**Friday, November 19, 2021 at 09:00 a.m.**

**In-Person: Little Italy Conference Room (2210 Colombia Street)**

**Zoom Virtual Meeting: <https://us02web.zoom.us/j/81030117502> or call**

**1-669-900-6833 Meeting ID: 81030117502 / Password: 3898**

**Committee:** Sandi Cottrell, Davis Newton, Rich Gustafson, Jeri Keiller, Annette Casemero, Frank Stiriti, Steve Galasso, Lou Palestini, Danny Mocerri, Bryan Thompson, Catt White

**Staff:** Marco Li Mandri, Chris Gomez, 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 09:00 a.m.	No action taken
2. Continuing Virtual Meetings Pursuant to AB 361	2. Chris stated 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. Jeri Keiller moved to accept the vote to continue meeting via Zoom. Danny Mocerri seconded the motion. Unanimously approved.
3. Next Meeting	3. The next Finance Committee Meeting will be on Friday, January 14, 2021, at 9:00a.m.	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 of October 7, 2021, Finance Minutes	5. The minutes from October 7, 2021, were reviewed.	5. Lou Palestini moved to accept the minutes; Bryan Thompson seconded the motion. Unanimously

		approved.
6. YTD Financials	6. Jeri Keiller gave an update on the YTD Financials.  BID-There's nothing to report  MAD-Will be \$20,000.00 better than we projected.	6. Sandi Cottrell moved to accept the Finance Committee minutes. Danny Mocerri seconded the motion. Unanimously approved. Jeri Keiller abstained.
7. San Diego Event Coalition Membership Request	7. Sandi Cottrell requested that we allocate \$100.00 for the San Diego Event Coalition Membership.	7. Sandi Cottrell moved to approve the membership. Jeri Keiller seconded the motion. Unanimously approved.
8. Piazza Basilone Electrical Repairs	8. Chris Gomez reported that the electrical repairs for Piazza Basilone will cost \$6,000.00	8. Jeri Keiller moved to approve the repairs. Danny Mocerri seconded the motion. Unanimously approved.
9. General Liability Insurance Increase	9. Marco reported that LIA's general liability went up from \$166,238.00 to \$198,362.00. We were declined by several insurance agencies due to trip and falls.	9. No action taken
10. New City America, Inc. Supplemental Compensation Policy	10. Chris reported that the NCA Supplemental Compensation Policy is still being worked on.	10. No action taken
11. Q1 Budget Adjustment Review Next Month	11. Bryan Thompson and Jeri Keiller will continue working on the Q1 Budget Adjustment to bring to the Board.	11. No action taken
12. San Diego Hospitality Associates (SDHA) Tours	12. Chris reported that the SDHA agreement has been secured. The tours will launch in January of 2022.	12. No action taken
13. Little Italy Conference Room Virtual Set-up for Meetings	13. Chris stated that Little Italy conference room set-up will cost \$1,200.00 annually, instead of the initial \$6,000.00 up front.	13. No action taken
14. Little Italy LED Licensing	14. Chris stated that 27 LED lights were sold, bringing \$405.00 into the	14. No action taken

Agreement	Association.	
15. San Diego Rescue Mission Unhoused Citizens Program Agreement	15. Marco stated that the San Diego Rescue Mission is doing well. They are working 7 days a week from 6:00am until 12:00pm. The program is being funded by Supervisor Fletcher's grant as well as Parking Meter Revenues.	15. No action Taken
16. Chief Executive Administrator Report	16. Marco gave an update on Chad Daniels. He was released from jail on November 15, 2021. He was spotted back in Little Italy and violated his civil stay away order, so he was picked up by the police. The stay away orders seem to be helping.	16. No action Taken
17. Old Business	17. Marco stated that we are very close to finalizing the Amici Park Redesign & DIF.	17. No action Taken
18. Adjournment	18. Meeting Adjourned	18. Danny Mocerri moved to adjourn the meeting. Jeri Keiller seconded the motion. Unanimously approved.

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

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## Little Italy Association of San Diego

## Balance Sheet

As of November 30, 2021

01/04/22

Accrual Basis

	<u>Nov 30, 21</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
BID Acct / Torrey Pines	26,752.66
Programs Acct / Torrey Pines	325,835.86
Mercato / Torrey Pines	37,431.63
Parking District / Torrey Pines	262,469.87
MAD Acct / Torrey Pines	325,230.18
Payroll Acct / Torrey Pines	54,864.64
Savings Acct / Torrey Pines	175,920.56
<b>Total Checking/Savings</b>	<u>1,208,505.40</u>
<b>Accounts Receivable</b>	
Accts Rec - MAD	-93,512.64
Accts Rec - Parking District	65,499.88
Accts Rec - Programs	37,021.12
<b>Total Accounts Receivable</b>	<u>9,008.36</u>
<b>Other Current Assets</b>	
Endowment Fund	13,202.18
Undeposited Funds	5,000.00
<b>Total Other Current Assets</b>	<u>18,202.18</u>
<b>Total Current Assets</b>	<u>1,235,715.94</u>
<b>Fixed Assets</b>	
Machinery and Equipment	127,331.00
Improvements-Building/Nursery	56,777.00
Auto/Transport Equipment	106,215.00
Program Equipment	12,000.00
Website design	10,400.00
Accumulated depreciation	-200,455.06
<b>Total Fixed Assets</b>	<u>112,267.94</u>
<b>Other Assets</b>	
Rent deposit	8,450.73
<b>Total Other Assets</b>	<u>8,450.73</u>
<b>TOTAL ASSETS</b>	<u><u>1,356,434.61</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
Accounts Payable - Programs	98,683.25
Accounts Payable - MAD	31,045.64
<b>Total Accounts Payable</b>	<u>129,728.89</u>
<b>Other Current Liabilities</b>	
Unearned Grants	23,000.00
Bollard Advance	168,302.94
Unspent Art Appreciation grant	28,425.30
Accrued Interest Liability	1,016.00
Second PPP Loan	274,105.00
<b>Total Other Current Liabilities</b>	<u>494,849.24</u>
<b>Total Current Liabilities</b>	<u>624,578.13</u>
<b>Long Term Liabilities</b>	
EIDL LOAN	148,475.73
Loan Payable #3 F-150 V8	2,114.90
Loan Payable #4 F-150 V6	2,099.09
<b>Total Long Term Liabilities</b>	<u>152,689.72</u>

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## Little Italy Association of San Diego

## Balance Sheet

01/04/22

As of November 30, 2021

Accrual Basis

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	<u>Nov 30, 21</u>
Total Liabilities	777,267.85
Equity	
Net unrestricted assets	529,425.86
Fund balance - BID	12,767.30
Net Income	<u>36,973.60</u>
Total Equity	<u>579,166.76</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>1,356,434.61</u></u></b>

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

01/04/22

Accrual Basis

	BID	MAD	Maintenance Non-Asse...	Total Parking District	Programs & Operat...	TOTAL
<b>Income</b>						
SBEP · SBEP Management Grant	18,448	0	0	0	0	18,448
PROGRAM INCOME	0	0	6,000	15,675	431,737	453,412
BID INCOME	42,461	0	0	0	0	42,461
MAINTENANCE DISTRICT INCOME	0	476,815	0	0	0	476,815
MAINTENANCE NON-ASSESS INC...	0	0	72,020	0	0	72,020
MERCATO INCOME	0	0	0	0	1,400	1,400
PARKING DISTRICT INCOME	0	0	0	199,003	0	199,003
PARKING DISTRICT REVENUES	0	0	0	54,844	0	54,844
<b>Total Income</b>	<b>60,909</b>	<b>476,815</b>	<b>78,020</b>	<b>269,522</b>	<b>433,137</b>	<b>1,318,403</b>
<b>Gross Profit</b>	<b>60,909</b>	<b>476,815</b>	<b>78,020</b>	<b>269,522</b>	<b>433,137</b>	<b>1,318,403</b>
<b>Expense</b>						
MISC MAINT EXPENSE	0	0	-133	0	0	-133
OFFICE OPERATIONS	18,245	86,130	192	0	11,237	115,804
LANDSCAPE OPERATIONS	0	23,252	0	0	0	23,252
ASSESS DIST OPERATIONAL EXP	0	59,768	526	0	3,456	63,749
PERSONNEL EXPENSE	0	341,504	-2,181	-4,156	29,285	364,453
ACCOUNTANT EXPENSE ENTRIES	0	0	9,246	0	6,520	15,766
PROGRAM EXPENSE	0	0	-4,603	0	114,036	109,433
Maintenance Personnel	0	0	-258	0	280	22
NCA Management	20,900	23,000	0	0	81,900	125,800
Office Operational	0	880	3,325	0	7,988	12,192
Consulting Services	13,750	0	0	0	0	13,750
SBEP EXPENSES	4,100	0	0	0	0	4,100
MERCATO EXPENSE	0	0	0	0	188,057	188,057
PARKING DISTRICT EXPENSE	0	0	0	243,029	2,154	245,184
<b>Total Expense</b>	<b>56,995</b>	<b>534,533</b>	<b>6,114</b>	<b>238,874</b>	<b>444,914</b>	<b>1,281,429</b>
<b>Net Income</b>	<b>3,914</b>	<b>-57,718</b>	<b>71,906</b>	<b>30,648</b>	<b>-11,776</b>	<b>36,974</b>



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01/04/22

Accrual Basis

**Little Italy Association of San Diego**  
**BID Profit & Loss Budget Performance**  
 November 2021

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
<b>Income</b>					
<b>SBEP - SBEP Management Grant</b>	0.00		18,448.00		
<b>BID INCOME</b>					
Carry-forward	0.00	0.00	0.00	2,011.40	2,011.40
BID Dues	0.00	0.00	1,600.00	0.00	0.00
BID Disbursements	13,407.03	10,500.00	40,860.99	52,500.00	126,000.00
<b>Total BID INCOME</b>	13,407.03	10,500.00	42,460.99	54,511.40	128,011.40
<b>Total Income</b>	13,407.03	10,500.00	60,908.99	54,511.40	128,011.40
<b>Gross Profit</b>	13,407.03	10,500.00	60,908.99	54,511.40	128,011.40
<b>Expense</b>					
<b>OFFICE OPERATIONS</b>					
Accounting	0.00	0.00	2,250.00	2,500.03	4,000.00
Computer Service	957.00	375.00	5,180.90	1,875.00	4,500.00
Dues & subscriptions	0.00	125.00	3,300.00	625.00	1,500.00
Insurance	1,000.00	445.00	1,000.00	889.40	4,000.00
Office supplies	441.04	583.33	3,067.36	2,816.69	6,900.00
Printing	0.00	41.66	0.00	208.38	500.00
Phone & Internet	181.62	216.50	946.94	1,084.50	2,600.00
Postage	0.00	83.33	0.00	416.69	1,000.00
Rent	500.00	500.00	2,500.00	2,500.00	6,000.00
Web Maintenance	0.00	166.66	0.00	833.38	2,000.00
<b>Total OFFICE OPERATIONS</b>	3,079.66	2,536.48	18,245.20	13,749.07	33,000.00
<b>NCA Management</b>					
Staff Administration	2,950.24	5,000.00	20,900.48	25,000.00	60,000.00
<b>Total NCA Management</b>	2,950.24	5,000.00	20,900.48	25,000.00	60,000.00
<b>Consulting Services</b>					
PR	2,750.00	2,750.00	13,750.00	13,750.00	33,000.00
<b>Total Consulting Services</b>	2,750.00	2,750.00	13,750.00	13,750.00	33,000.00
<b>Contingency</b>	0.00	0.00	0.00	2,011.40	2,011.40
<b>SBEP EXPENSES</b>					
Staff Administration (SBEP)	2,049.76	0.00	4,099.52	0.00	0.00
<b>Total SBEP EXPENSES</b>	2,049.76	0.00	4,099.52	0.00	0.00
<b>Total Expense</b>	10,829.66	10,286.48	56,995.20	54,510.47	128,011.40
<b>Net Income</b>	<b>2,577.37</b>	<b>213.52</b>	<b>3,913.79</b>	<b>0.93</b>	<b>0.00</b>

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01/04/22

Accrual Basis

**Little Italy Association of San Diego**  
**MAD Profit & Loss Budget Performance**  
**November 2021**

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
<b>Income</b>					
<b>MAINTENANCE DISTRICT INCOME</b>					
MAD Assessments	95,362.96	96,069.33	476,814.80	480,346.65	1,152,831.96
MAD Gas Tax	0.00	314.08	0.00	1,570.40	3,768.96
MAD General Benefit Income	0.00	3,628.92	0.00	18,144.60	43,547.04
MAD City Administration	0.00	-291.67	0.00	-1,458.35	-3,500.04
MAD Spec Dist Lighting	0.00	-2,916.67	0.00	-14,583.35	-35,000.04
MAD Delinquency Factor 1.5%	0.00	-1,441.04	0.00	-7,205.20	-17,292.48
<b>Total MAINTENANCE DISTRICT INCOME</b>	<b>95,362.96</b>	<b>95,362.95</b>	<b>476,814.80</b>	<b>476,814.75</b>	<b>1,144,355.40</b>
<b>Total Income</b>	<b>95,362.96</b>	<b>95,362.95</b>	<b>476,814.80</b>	<b>476,814.75</b>	<b>1,144,355.40</b>
<b>Gross Profit</b>	<b>95,362.96</b>	<b>95,362.95</b>	<b>476,814.80</b>	<b>476,814.75</b>	<b>1,144,355.40</b>
<b>Expense</b>					
<b>OFFICE OPERATIONS</b>					
Accounting	0.00	0.00	2,250.00	2,250.00	5,000.00
Computer Service	0.00	583.33	0.00	2,916.69	7,000.00
Insurance	29,908.53	8,333.33	53,976.21	41,666.69	100,000.00
Office supplies	503.45	833.33	3,704.92	4,166.69	10,000.00
Payroll Service	290.28	333.33	2,141.46	1,666.69	4,000.00
Rent					
Storage	814.00	833.33	4,176.00	4,166.69	10,000.00
Rent - Other	3,800.00	3,916.67	18,781.94	19,583.31	47,000.00
<b>Total Rent</b>	<b>4,614.00</b>	<b>4,750.00</b>	<b>22,957.94</b>	<b>23,750.00</b>	<b>57,000.00</b>
Repairs & Maintenance	0.00	3,083.33	180.00	15,416.69	37,000.00
Utilities	0.00	416.67	919.11	2,083.31	5,000.00
<b>Total OFFICE OPERATIONS</b>	<b>35,316.26</b>	<b>18,333.32</b>	<b>86,129.64</b>	<b>93,916.76</b>	<b>225,000.00</b>
<b>LANDSCAPE OPERATIONS</b>					
Nursery & Landscape Supplies	3,967.08	2,166.67	12,416.66	10,833.31	26,000.00
Tree Supplies & Services	2,627.84	2,083.33	7,937.64	10,416.69	25,000.00
Outside Landscaping Service	0.00	83.33	0.00	416.69	1,000.00
Tools & Equipment	368.16	333.33	1,878.01	1,666.69	4,000.00
Dumpster	204.00	166.67	368.00	833.31	2,000.00
Uniforms	0.00	450.00	0.00	2,250.00	5,400.00
Equipment Rental	130.33	208.33	651.65	1,041.69	2,500.00
<b>Total LANDSCAPE OPERATIONS</b>	<b>7,297.41</b>	<b>5,491.66</b>	<b>23,251.96</b>	<b>27,458.38</b>	<b>65,900.00</b>
<b>ASSESS DIST OPERATIONAL EXP</b>					
<b>MAD / BID OPERATIONS</b>					
Dumpster	2,220.19	2,500.00	12,159.30	12,500.00	30,000.00
Tools & Equipment	0.00	250.00	16.07	1,250.00	3,000.00
Auto expenses	451.49	1,500.00	3,396.10	7,500.00	18,000.00
Gas & electricity	365.05	1,000.00	2,413.35	5,000.00	12,000.00
Gasoline	2,562.94	2,166.67	12,334.93	10,833.31	26,000.00
Equipment Rentals	0.00	83.33	0.00	416.69	1,000.00
Cell Phones / Radios	260.03	400.00	1,823.67	2,000.00	4,800.00
Electrical Work/Street Lights	0.00	83.33	0.00	416.69	1,000.00
Water	1,233.96	1,500.00	9,132.06	7,500.00	18,000.00
Uniforms	0.00	583.33	0.00	2,916.69	7,000.00
Cleaning & Janitorial Supplies	2,335.26	2,916.67	15,254.62	14,583.31	35,000.00
<b>Total MAD / BID OPERATIONS</b>	<b>9,428.92</b>	<b>12,983.33</b>	<b>56,530.10</b>	<b>64,916.69</b>	<b>155,800.00</b>
<b>PRESSURE-WASHING OPERATIONS</b>					
Tools & Equipment	0.00	83.33	358.25	416.69	1,000.00
Pressure Washer / Water Trailer	901.50	333.33	2,879.16	1,666.69	4,000.00
<b>Total PRESSURE-WASHING OPERATIONS</b>	<b>901.50</b>	<b>416.66</b>	<b>3,237.41</b>	<b>2,083.38</b>	<b>5,000.00</b>
<b>Total ASSESS DIST OPERATIONAL EXP</b>	<b>10,330.42</b>	<b>13,399.99</b>	<b>59,767.51</b>	<b>67,000.07</b>	<b>160,800.00</b>
<b>PERSONNEL EXPENSE</b>					

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01/04/22

Accrual Basis

**Little Italy Association of San Diego**  
**MAD Profit & Loss Budget Performance**  
**November 2021**

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
<b>EE MEDICAL CONTRIBUTION</b>					
Consultant Salary Expense	1,676.65		5,620.85		
<b>EE MEDICAL CONTRIBUTION - Other</b>	<u>-583.04</u>	<u>0.00</u>	<u>-3,974.54</u>	<u>0.00</u>	<u>0.00</u>
<b>Total EE MEDICAL CONTRIBUTION</b>	1,093.61	0.00	1,646.31	0.00	0.00
<b>Office Administrator</b>					
Health/Dental Insurance	1,490.00	1,000.00	6,928.75	5,000.00	12,000.00
Payroll Taxes	117.23	83.33	798.85	416.69	1,000.00
WC Insurance	11.68	16.67	36.94	83.31	200.00
Salary Expense	<u>2,115.38</u>	<u>2,304.00</u>	<u>8,932.88</u>	<u>11,520.00</u>	<u>28,800.00</u>
<b>Total Office Administrator</b>	3,734.29	3,404.00	16,697.42	17,020.00	42,000.00
<b>Landscape Crew</b>					
Salary Expense	13,889.53	14,280.00	76,343.21	71,400.00	178,500.00
Health/Dental Insurance	1,635.95	1,200.00	7,279.70	6,000.00	14,400.00
WC Insurance	1,172.71	1,700.00	7,005.47	8,500.00	20,600.00
Payroll Taxes	<u>1,233.39</u>	<u>1,080.00</u>	<u>6,651.99</u>	<u>5,400.00</u>	<u>13,500.00</u>
<b>Total Landscape Crew</b>	17,931.58	18,260.00	97,280.37	91,300.00	227,000.00
<b>Maintenance Crew</b>					
Salary Expense	27,469.63	26,880.00	142,748.52	134,400.00	336,000.00
Payroll Taxes	2,194.60	2,015.00	11,774.09	10,075.00	25,220.00
WC Insurance	1,887.44	2,000.00	12,115.92	11,760.00	25,760.00
Health/Dental Insurance	<u>2,740.60</u>	<u>3,600.00</u>	<u>13,813.38</u>	<u>18,000.00</u>	<u>43,200.00</u>
<b>Total Maintenance Crew</b>	34,292.27	34,495.00	180,451.91	174,235.00	430,180.00
<b>Pressure-Washing Crew</b>					
Salary Expense	8,828.86	6,500.00	35,731.78	32,500.00	81,250.00
Payroll Taxes	811.82	650.25	2,991.24	3,251.25	7,803.00
WC Insurance	595.47	740.00	2,685.87	3,700.00	8,880.00
Health/Dental Benefits	<u>860.46</u>	<u>700.00</u>	<u>4,019.30</u>	<u>3,500.00</u>	<u>8,400.00</u>
<b>Total Pressure-Washing Crew</b>	11,096.61	8,590.25	45,428.19	42,951.25	106,333.00
<b>Total PERSONNEL EXPENSE</b>	68,148.36	64,749.25	341,504.20	325,506.25	805,513.00
<b>NCA Management</b>					
Staff Administration	5,000.00	4,000.00	23,000.00	20,000.00	48,000.00
<b>Total NCA Management</b>	5,000.00	4,000.00	23,000.00	20,000.00	48,000.00
<b>Office Operational</b>					
Employee Screening Services	59.98	83.33	879.87	416.69	1,000.00
<b>Total Office Operational</b>	59.98	83.33	879.87	416.69	1,000.00
<b>Total Expense</b>	<u>126,152.43</u>	<u>106,057.55</u>	<u>534,533.18</u>	<u>534,298.15</u>	<u>1,306,213.00</u>
<b>Net Income</b>	<u><b>-30,789.47</b></u>	<u><b>-10,694.60</b></u>	<u><b>-57,718.38</b></u>	<u><b>-57,483.40</b></u>	<u><b>-161,857.60</b></u>

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Accrual Basis

**Little Italy Association of San Diego**  
**PARKING DISTRICT Profit & Loss Budget Performance**  
**November 2021**

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
<b>Income</b>					
<b>PROGRAM INCOME</b>					
Sponsors	3,600.00		15,675.00		
<b>Total PROGRAM INCOME</b>	3,600.00		15,675.00		
<b>PARKING DISTRICT INCOME</b>					
Parking District Reimbursement	31,421.82	75,000.00	195,821.46	225,000.00	750,000.00
City Bollard funds	0.00	0.00	3,182.00	0.00	0.00
<b>Total PARKING DISTRICT INCOME</b>	31,421.82	75,000.00	199,003.46	225,000.00	750,000.00
<b>PARKING DISTRICT REVENUES</b>					
Valet Program Revenues	9,032.65	9,700.00	54,843.59	48,740.00	116,640.00
<b>Total PARKING DISTRICT REVENUES</b>	9,032.65	9,700.00	54,843.59	48,740.00	116,640.00
<b>Total Income</b>	44,054.47	84,700.00	269,522.05	273,740.00	866,640.00
<b>Gross Profit</b>	44,054.47	84,700.00	269,522.05	273,740.00	866,640.00
<b>Expense</b>					
<b>PERSONNEL EXPENSE</b>					
Staff reimbursement	-1,270.40		-4,992.50		
EE MEDICAL CONTRIBUTION	-583.04		-1,713.54		
Office Administrator					
Payroll Taxes	117.23		339.51		
Salary Expense	758.82		2,210.87		
<b>Total Office Administrator</b>	876.05		2,550.38		
<b>Total PERSONNEL EXPENSE</b>	-977.39		-4,155.66		
<b>PARKING DISTRICT EXPENSE</b>					
<b>In House Valet Program</b>					
Valet Employee Payroll	9,877.54	16,960.00	49,699.85	84,800.00	212,000.00
Valet Employee Payroll Taxes	822.28	0.00	4,674.40	0.00	0.00
Equipment & Uniforms	1,514.45	666.67	7,950.96	3,333.31	8,000.00
Cell/Tech services	0.00	166.67	0.00	833.31	2,000.00
Permits	0.00	333.33	0.00	1,666.69	4,000.00
Program Management	3,425.00	2,825.00	17,125.00	14,125.00	33,900.00
<b>Total In House Valet Program</b>	15,639.27	20,951.67	79,450.21	104,758.31	259,900.00
<b>Lot Rental/Insurance</b>					
Workers' Comp	569.28	1,250.00	3,737.39	6,250.00	15,000.00
Liability Insurance	12,000.00	4,000.00	21,641.50	20,000.00	48,000.00
Parking Lot Rentals	5,042.23	9,166.67	25,211.15	45,833.31	110,000.00
Program Management	2,162.50	2,162.50	10,812.50	10,812.50	25,950.00
<b>Total Lot Rental/Insurance</b>	19,774.01	16,579.17	61,402.54	82,895.81	198,950.00
<b>Marketing and Promotions</b>					
Website Parking Component	0.00	1,177.78	0.00	2,355.56	10,600.02
Printed Material	0.00	416.67	1,809.29	2,083.31	5,000.00
PR Firm	2,633.00	2,500.00	12,915.00	12,500.00	30,000.00
Program Mgmt	570.00	570.00	2,850.00	2,850.00	6,840.00
<b>Total Marketing and Promotions</b>	3,203.00	4,664.45	17,574.29	19,788.87	52,440.02
<b>New Initiatives&amp; Special Proj</b>					
Peoples Plazas, PopOuts & Beaut	0.00	166.67	0.00	833.31	2,000.00
City of SD Insourcing	0.00	166.67	0.00	833.31	2,000.00
Feasibility Study-W.Grape	0.00	5,000.00	0.00	5,000.00	15,000.00
Planters/Beautification	0.00	30.00	0.00	150.00	360.00
Enhanced Pedestrian Lighting	0.00	0.00	26,139.00	26,139.00	101,000.00
Ped Transition Safety	0.00	0.00	0.00	0.00	21,000.00
Removable Bollard System					
Bollards	0.00		3,182.00		
<b>Total Removable Bollard System</b>	0.00	0.00	3,182.00	0.00	0.00

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Accrual Basis

**Little Italy Association of San Diego**  
**PARKING DISTRICT Profit & Loss Budget Performance**  
**November 2021**

	<u>Nov 21</u>	<u>Budget</u>	<u>Jul - Nov 21</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Enhanced Security	5,850.00	8,250.00	27,000.00	21,450.00	79,200.00
Rescue Mission Security	0.00	0.00	0.00	0.00	30,000.00
Program Management	2,687.50	3,187.50	13,437.50	15,937.50	38,250.00
<b>Total New Initiatives&amp; Special Proj</b>	<b>8,537.50</b>	<b>16,800.84</b>	<b>69,758.50</b>	<b>70,343.12</b>	<b>288,810.00</b>
<b>LIA Management</b>					
Rent	2,000.00	2,000.00	8,000.00	8,000.00	22,000.00
Utilities	299.00	1,000.00	1,555.00	5,000.00	12,000.00
Vehicle Subsidy & Maintenance	0.00	1,111.11	708.71	2,222.23	10,000.00
Storage	341.00	1,000.00	1,705.00	5,000.00	12,000.00
Program Mgmt	575.00	675.00	2,875.00	3,375.00	8,100.00
<b>Total LIA Management</b>	<b>3,215.00</b>	<b>5,786.11</b>	<b>14,843.71</b>	<b>23,597.23</b>	<b>64,100.00</b>
<b>Total PARKING DISTRICT EXPENSE</b>	<b>50,368.78</b>	<b>64,782.24</b>	<b>243,029.25</b>	<b>301,383.34</b>	<b>864,200.02</b>
<b>Total Expense</b>	<b>49,391.39</b>	<b>64,782.24</b>	<b>238,873.59</b>	<b>301,383.34</b>	<b>864,200.02</b>
<b>Net Income</b>	<b><u>-5,336.92</u></b>	<b><u>19,917.76</u></b>	<b><u>30,648.46</u></b>	<b><u>-27,643.34</u></b>	<b><u>2,439.98</u></b>

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Accrual Basis

**Little Italy Association of San Diego**  
**PROGRAM - BUDGET TO ACTUAL**  
 July through November 2021

	Dog Park (Amici Park)		Grounds (Amici Park)		Total Amici Park		Art Appreciatio...		Banner		Casino Night		Christmas P...	
	Jul - No...	Bud...	Jul - No...	Budg...	Jul - No...	Bud...	Jul - No...	B...	Jul - No...	Budg...	Jul - N...	B...	Jul - ...	Budget
<b>Income</b>														
PROGRAM INCOME	3,023	3,750	2,500	2,500	5,523	6,250	7,595	1	2,490	2,520	0	1	29,250	15,350
MERCATO INCOME	0		0		0		0		0		0		0	
<b>Total Income</b>	<u>3,023</u>	<u>3,750</u>	<u>2,500</u>	<u>2,500</u>	<u>5,523</u>	<u>6,250</u>	<u>7,595</u>	<u>1</u>	<u>2,490</u>	<u>2,520</u>	<u>0</u>	<u>1</u>	<u>29,250</u>	<u>15,350</u>
<b>Gross Profit</b>	3,023	3,750	2,500	2,500	5,523	6,250	7,595	1	2,490	2,520	0	1	29,250	15,350
<b>Expense</b>														
OFFICE OPERATIONS	0		101	225	101	225	0		0		0		0	
ASSESS DIST OPERATIONAL EXP	0		1,879	1,250	1,879	1,250	0	1	0		0		0	
PERSONNEL EXPENSE	0		0		0		0		0		0		0	
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0		0		4,000	4,582
PROGRAM EXPENSE	453	2,083	7,655	2,900	8,109	4,983	7,595		3,873	3,610	0	1	10,317	0
Maintenance Personnel	0		0		0		0		0		0		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	
<b>Total Expense</b>	<u>453</u>	<u>2,083</u>	<u>9,636</u>	<u>4,375</u>	<u>10,089</u>	<u>6,458</u>	<u>7,595</u>	<u>1</u>	<u>3,873</u>	<u>3,610</u>	<u>0</u>	<u>1</u>	<u>14,317</u>	<u>4,582</u>
<b>Net Income</b>	<u>2,569</u>	<u>1,667</u>	<u>-7,136</u>	<u>-1,875</u>	<u>-4,566</u>	<u>-208</u>	<u>0</u>	<u>0</u>	<u>-1,383</u>	<u>-1,090</u>	<u>0</u>	<u>0</u>	<u>14,933</u>	<u>10,768</u>

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Accrual Basis

**Little Italy Association of San Diego**  
**PROGRAM - BUDGET TO ACTUAL**  
 July through November 2021

	County Grants		General & Administr...		Total Mercato		Merchandise		Military Events		Misc Events		Piazza Basi...	
	Jul - No...	Budget	Jul - No...	Budget	Jul - N...	Budget	Jul - No...	Bu...	Jul - N...	Budget	Jul - N...	Budget	Budget - ...	Budget
<b>Income</b>														
PROGRAM INCOME	12,000	12,000	16,371	0	303,180	313,000	405	1	2,250	2,000	4,290	0	0	600
MERCATO INCOME	0		0		1,400	0	0		0		0	0	0	
<b>Total Income</b>	<u>12,000</u>	<u>12,000</u>	<u>16,371</u>	<u>0</u>	<u>304,580</u>	<u>313,000</u>	<u>405</u>	<u>1</u>	<u>2,250</u>	<u>2,000</u>	<u>4,290</u>	<u>0</u>	<u>0</u>	<u>600</u>
<b>Gross Profit</b>	12,000	12,000	16,371	0	304,580	313,000	405	1	2,250	2,000	4,290	0	0	600
<b>Expense</b>														
OFFICE OPERATIONS	0		11,136	5,583	0		0		0		0	0	0	
ASSESS DIST OPERATIONAL EXP	0		1,577	1,025	0		0		0		0	0	0	
PERSONNEL EXPENSE	0		3,300	6,510	0		0		0		0	0	0	
ACCOUNTANT EXPENSE ENTRIES	0		2,520	3,750	0		0		0		0	0	0	
PROGRAM EXPENSE	12,000	12,000	14,016	17,850	15,990	0	0	1	711	2,000	1,430	1,039	2,200	
Maintenance Personnel	0		0		0		0		280		0	0	0	
Maintenance Non-Personnel	0		0		0		0		0		0	0	0	
NCA Management	0		81,900	82,900	0		0		0		0	0	0	
Office Operational	0		7,988	2,100	0		0		0		0	0	0	
MERCATO EXPENSE	0		0		186,964	201,077	0		0		0	0	0	
PARKING DISTRICT EXPENSE	0		0	16,709	0		0		0		0	0	0	
<b>Total Expense</b>	<u>12,000</u>	<u>12,000</u>	<u>122,437</u>	<u>136,427</u>	<u>202,954</u>	<u>201,077</u>	<u>0</u>	<u>1</u>	<u>991</u>	<u>2,000</u>	<u>1,430</u>	<u>1,039</u>	<u>2,200</u>	
<b>Net Income</b>	<u>0</u>	<u>0</u>	<u>-106,066</u>	<u>-136,427</u>	<u>101,626</u>	<u>111,923</u>	<u>405</u>	<u>0</u>	<u>1,259</u>	<u>0</u>	<u>2,860</u>	<u>-1,039</u>	<u>-1,600</u>	

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Accrual Basis

**Little Italy Association of San Diego**  
**PROGRAM - BUDGET TO ACTUAL**  
 July through November 2021

	Public restrooms (Piazza della Famiglia)		Piazza della Fam...		Total Piazza della ...		PPP 2 Activity		SBEP Book...	SBEP City S...	SBEP Tech ...	B
	Jul - No...	Budget	Jul - N...	Budget	Jul - No...	Budget	Jul - No...	Budget	Jul - No...	Budget - No...	Budget - No...	
<b>Income</b>												
PROGRAM INCOME	1,125	1,125	0	50,000	1,125	51,125	0		0	0	0	
MERCATO INCOME	0		0		0		0		0	0	0	
<b>Total Income</b>	<u>1,125</u>	<u>1,125</u>	<u>0</u>	<u>50,000</u>	<u>1,125</u>	<u>51,125</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	
<b>Gross Profit</b>	1,125	1,125	0	50,000	1,125	51,125	0	0	0	0	0	
<b>Expense</b>												
OFFICE OPERATIONS	0		0		0		0		0	0	0	
ASSESS DIST OPERATIONAL EXP	0		0		0		0		0	0	0	
PERSONNEL EXPENSE	0		0		0		25,985	25,900	0	0	0	
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0	0	0	
PROGRAM EXPENSE	1,281	1,125	17,808	16,667	19,088	17,792	0		1,293	2,132	324	
Maintenance Personnel	0		0		0		0		0	0	0	
Maintenance Non-Personnel	0		0	4,167	0	4,167	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		1,093	1,100	0	0	0	
PARKING DISTRICT EXPENSE	0		0		0		2,154	2,200	0	0	0	
<b>Total Expense</b>	<u>1,281</u>	<u>1,125</u>	<u>17,808</u>	<u>20,833</u>	<u>19,088</u>	<u>21,958</u>	<u>29,232</u>	<u>29,200</u>	<u>1,293</u>	<u>2,132</u>	<u>324</u>	
<b>Net Income</b>	<u><u>-156</u></u>	<u><u>0</u></u>	<u><u>-17,808</u></u>	<u><u>29,167</u></u>	<u><u>-17,963</u></u>	<u><u>29,167</u></u>	<u><u>-29,232</u></u>	<u><u>-29,200</u></u>	<u><u>-1,293</u></u>	<u><u>-2,132</u></u>	<u><u>-324</u></u>	



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Accrual Basis

**Little Italy Association of San Diego**  
**PROGRAM - BUDGET TO ACTUAL**  
 July through November 2021

	Seasonal Displays		State of the Nei...		Summer Film F...		Trick or Treat		Venue Rentals		TOTAL	
	Jul - No...	Budget	Jul - No...	Bu...	Jul - No...	B...	Jul - No...	Budget	Jul - No...	Budget	Jul - N...	Budget
<b>Income</b>												
PROGRAM INCOME	10,500	4,500	4,000	1	3,133	500	0	1,000	29,625	21,000	431,737	429,849
MERCATO INCOME	0		0		0		0		0		1,400	0
<b>Total Income</b>	<u>10,500</u>	<u>4,500</u>	<u>4,000</u>	<u>1</u>	<u>3,133</u>	<u>500</u>	<u>0</u>	<u>1,000</u>	<u>29,625</u>	<u>21,000</u>	<u>433,137</u>	<u>429,849</u>
<b>Gross Profit</b>	10,500	4,500	4,000	1	3,133	500	0	1,000	29,625	21,000	433,137	429,849
<b>Expense</b>												
OFFICE OPERATIONS	0		0		0		0		0		11,237	5,808
ASSESS DIST OPERATIONAL EXP	0		0		0		0		0		3,456	2,276
PERSONNEL EXPENSE	0		0		0		0		0		29,285	32,410
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0		6,520	8,332
PROGRAM EXPENSE	7,269	2,500	0	1	122	300	977	1,000	7,750	10,000	114,036	74,238
Maintenance Personnel	0		0		0		0		0		280	0
Maintenance Non-Personnel	0		0		0		0		0		0	4,167
NCA Management	0		0		0		0		0		81,900	82,900
Office Operational	0		0		0		0		0		7,988	2,100
MERCATO EXPENSE	0		0		0		0		0		188,057	202,177
PARKING DISTRICT EXPENSE	0		0		0		0		0		2,154	18,909
<b>Total Expense</b>	<u>7,269</u>	<u>2,500</u>	<u>0</u>	<u>1</u>	<u>122</u>	<u>300</u>	<u>977</u>	<u>1,000</u>	<u>7,750</u>	<u>10,000</u>	<u>444,914</u>	<u>433,317</u>
<b>Net Income</b>	<u><u>3,231</u></u>	<u><u>2,000</u></u>	<u><u>4,000</u></u>	<u><u>0</u></u>	<u><u>3,011</u></u>	<u><u>200</u></u>	<u><u>-977</u></u>	<u><u>0</u></u>	<u><u>21,875</u></u>	<u><u>11,000</u></u>	<u><u>-11,776</u></u>	<u><u>-3,468</u></u>

## Little Italy Association of San Diego BID Profit & Loss

Accrual Basis

		Jul - Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	QUESTIONS
<b>Income</b>							
	SBEP · SBEP Management Grant	18,448		18,448		18,448	
<b>BID INCOME</b>							
	Carry-forward	0	2,011	0	2,011	2,011	
	BID Dues	1,600	0	1,600	0	0	
	BID Disbursements	47,577	63,000	47,577	63,000	126,000	Is this a realistic budget?
<b>Total BID INCOME</b>		<b>49,177</b>	<b>65,011</b>	<b>49,177</b>	<b>65,011</b>	<b>128,011</b>	
<b>Total Income</b>		<b>67,625</b>	<b>65,011</b>	<b>67,625</b>	<b>65,011</b>	<b>146,459</b>	
<b>Expense</b>							
<b>OFFICE OPERATIONS</b>							
	Accounting	2,250	2,500	2,250	2,500	4,000	
	Computer Service	6,138	2,250	6,138	2,250	4,500	Is this an issue - overbudget?
	Dues & subscriptions	3,300	750	3,300	750	1,500	Is this an issue - overbudget?
	Insurance	1,000	1,334	1,000	1,334	4,000	
	Office supplies	3,676	3,400	3,676	3,400	6,900	
	Printing	0	250	0	250	500	
	Phone & Internet	1,129	1,301	1,129	1,301	2,600	
	Postage	0	500	0	500	1,000	
	Rent	3,000	3,000	3,000	3,000	6,000	
	Web Maintenance	0	1,000	0	1,000	2,000	
<b>Total OFFICE OPERATIONS</b>		<b>20,493</b>	<b>16,285</b>	<b>20,493</b>	<b>16,285</b>	<b>33,000</b>	
<b>NCA Management</b>							
	Staff Administration	23,851	30,000	23,851	30,000	60,000	Difference from budget charged to
<b>Total NCA Management</b>		<b>23,851</b>	<b>30,000</b>	<b>23,851</b>	<b>30,000</b>	<b>60,000</b>	SBEP Expense
<b>Consulting Services</b>							
	PR	16,500	16,500	16,500	16,500	33,000	
<b>Total Consulting Services</b>		<b>16,500</b>	<b>16,500</b>	<b>16,500</b>	<b>16,500</b>	<b>33,000</b>	
	Contingency	0	2,011	0	2,011	2,011	Available \$\$
<b>SBEP EXPENSES</b>							
	Staff Administration (SBEP)	6,149	0	6,149	0	0	
<b>Total SBEP EXPENSES</b>		<b>6,149</b>	<b>0</b>	<b>6,149</b>	<b>0</b>	<b>0</b>	
<b>Total Expense</b>		<b>66,993</b>	<b>64,796</b>	<b>66,993</b>	<b>64,796</b>	<b>128,011</b>	
<b>Net Income</b>		<b>632</b>	<b>215</b>	<b>632</b>	<b>215</b>	<b>18,448</b>	

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

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Questions
<b>Income</b>						
<b>MAINTENANCE DISTRICT INCOME</b>						
MAD Assessments	190,725.90	96,069	667,541	576,416	1,152,832	
MAD Gas Tax	0.00	314	0	1,884	3,769	
MAD General Benefit Income	0.00	3,629	0	21,774	43,547	
MAD City Administration	0.00	-292	0	-1,750	-3,500	
MAD Spec Dist Lighting	0.00	-2,917	0	-17,500	-35,000	
MAD Delinquency Factor 1.5%	0.00	-1,441	0	-8,646	-17,292	
<b>Total MAINTENANCE DISTRICT INCOME</b>	<b>190,725.90</b>	<b>95,363</b>	<b>667,541</b>	<b>572,178</b>	<b>1,144,355</b>	
<b>Total Income</b>	<b>190,725.90</b>	<b>95,363</b>	<b>667,541</b>	<b>572,178</b>	<b>1,144,355</b>	
	190,725.90	95,363	667,541	572,178	1,144,355	
<b>Expense</b>						
<b>OFFICE OPERATIONS</b>						
Accounting	0.00	0	2,250	2,250	5,000	
Computer Service	0.00	583	0	3,500	7,000	
Insurance	0.00	8,333	53,976	50,000	100,000	
Office supplies	465.19	833	4,170	5,000	10,000	
Payroll Service	409.30	333	2,551	2,000	4,000	
Rent						
Storage	814.00	833	4,990	5,000	10,000	
Rent - Other	3,800.00	3,917	22,582	23,500	47,000	
<b>Total Rent</b>	<b>4,614.00</b>	<b>4,750</b>	<b>27,572</b>	<b>28,500</b>	<b>57,000</b>	
Repairs & Maintenance	0.00	3,083	180	18,500	37,000	available \$\$
Utilities	0.00	417	919	2,500	5,000	
<b>Total OFFICE OPERATIONS</b>	<b>5,488.49</b>	<b>18,333</b>	<b>91,618</b>	<b>112,250</b>	<b>225,000</b>	
<b>LANDSCAPE OPERATIONS</b>						
Nursery & Landscape Supplies	3,355.43	2,167	15,772	13,000	26,000	
Tree Supplies & Services	2,477.90	2,083	10,416	12,500	25,000	
Outside Landscaping Service	0.00	83	0	500	1,000	
Tools & Equipment	114.10	333	1,992	2,000	4,000	
Dumpster	38.00	167	406	1,000	2,000	
Uniforms	0.00	450	0	2,700	5,400	available \$\$
Equipment Rental	130.33	208	782	1,250	2,500	

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

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Questions
<b>Total LANDSCAPE OPERATIONS</b>	6,115.76	5,492	29,368	32,950	65,900	
<b>ASSESS DIST OPERATIONAL EXP</b>						
<b>MAD / BID OPERATIONS</b>						
<b>Dumpster</b>	2,420.19	2,500	14,579	15,000	30,000	
<b>Tools &amp; Equipment</b>	9.00	250	25	1,500	3,000	available \$\$
<b>Auto expenses</b>	1,704.59	1,500	5,101	9,000	18,000	available \$\$
<b>Gas &amp; electricity</b>	269.69	1,000	2,683	6,000	12,000	available \$\$
<b>Gasoline</b>	2,680.78	2,167	15,016	13,000	26,000	inc to 28,000
<b>Equipment Rentals</b>	0.00	83	0	500	1,000	
<b>Cell Phones / Radios</b>	265.66	400	2,089	2,400	4,800	
<b>Electrical Work/Street Lights</b>	0.00	83	0	500	1,000	
<b>Water</b>	497.14	1,500	9,629	9,000	18,000	
<b>Uniforms</b>	36.62	583	37	3,500	7,000	available \$\$
<b>Cleaning &amp; Janitorial Supplies</b>	3,889.37	2,917	19,144	17,500	35,000	
<b>Total MAD / BID OPERATIONS</b>	11,773.04	12,983	68,303	77,900	155,800	
<b>PRESSURE-WASHING OPERATIONS</b>						
<b>Tools &amp; Equipment</b>	0.00	83	358	500	1,000	
<b>Pressure Washer / Water Trailer</b>	57.62	333	2,937	2,000	4,000	inc to 5000
<b>Total PRESSURE-WASHING OPERATIONS</b>	57.62	417	3,295	2,500	5,000	
<b>Total ASSESS DIST OPERATIONAL EXP</b>	11,830.66	13,400	71,598	80,400	160,800	
<b>PERSONNEL EXPENSE</b>						
<b>EE MEDICAL CONTRIBUTION</b>						
<b>Consultant Salary Expense</b>	0.00		5,621			
<b>EE MEDICAL CONTRIBUTION - Other</b>	-1,165.71	0	-5,140	0	0	
<b>Total EE MEDICAL CONTRIBUTION</b>	-1,165.71	0	481	0	0	
<b>Office Administrator</b>						
<b>Health/Dental Insurance</b>	1,490.00	1,000	8,419	6,000	12,000	??
<b>Payroll Taxes</b>	234.48	83	1,033	500	1,000	
<b>WC Insurance</b>	0.00	17	37	100	200	
<b>Salary Expense</b>	4,230.76	3,456	13,164	14,976	28,800	
<b>Total Office Administrator</b>	5,955.24	4,556	22,653	21,576	42,000	
<b>Landscape Crew</b>						
<b>Salary Expense</b>	16,082.87	21,420	92,426	92,820	178,500	188,426 Recommend budget @ 16k*6 for remaining year

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

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Questions	
<b>Health/Dental Insurance</b>	1,098.43	1,200	8,378	7,200	14,400	+	+ Raises and missing staff
<b>WC Insurance</b>	1,052.86	1,900	8,058	10,400	20,600	+	
<b>Payroll Taxes</b>	1,201.69	1,620	7,854	7,020	13,500		
<b>Total Landscape Crew</b>	19,435.85	26,140	116,716	117,440	227,000		
<b>Maintenance Crew</b>							
<b>Salary Expense</b>	38,737.97	40,320	181,486	174,720	336,000		347,086 Based on the most recent payrolls 13,800*12
<b>Payroll Taxes</b>	3,164.10	3,055	14,938	13,130	25,220	+	Raises ? Staffing ?
<b>WC Insurance</b>	1,868.16	2,000	13,984	13,760	25,760	+	
<b>Health/Dental Insurance</b>	3,528.39	3,600	17,342	21,600	43,200		
<b>Total Maintenance Crew</b>	47,298.62	48,975	227,751	223,210	430,180		
<b>Pressure-Washing Crew</b>							
<b>Salary Expense</b>	12,915.06	9,750	48,647	42,250	81,250		96,647 Based on the most recent payrolls \$4000*12
<b>Payroll Taxes</b>	1,079.50	650	4,071	3,902	7,803		
<b>WC Insurance</b>	597.16	740	3,283	4,440	8,880		
<b>Health/Dental Benefits</b>	861.16	700	4,880	4,200	8,400		
<b>Total Pressure-Washing Crew</b>	15,452.88	11,840	60,881	54,792	106,333		
<b>Total PERSONNEL EXPENSE</b>	86,976.88	91,511	428,481	417,018	805,513		
<b>NCA Management</b>							
<b>Staff Administration</b>	5,000.00	4,000	28,000	24,000	48,000	??	
<b>Total NCA Management</b>	5,000.00	4,000	28,000	24,000	48,000		
<b>Office Operational</b>							
<b>Employee Screening Services</b>	108.98	83	989	500	1,000		inc to 1500
<b>Total Office Operational</b>	108.98	83	989	500	1,000		
<b>Total Expense</b>	115,520.77	132,820	650,054	667,118	1,306,213		
<b>NET INCOME</b>	<b>75,205.13</b>	<b>-37,457</b>	<b>17,487</b>	<b>-94,940</b>	<b>-161,858</b>		

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

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Questions
<b>Income</b>						
<b>PROGRAM INCOME</b>						
Sponsors	0.00	1,000.00	6,000.00	6,000.00	12,000.00	
<b>Total PROGRAM INCOME</b>	0.00	1,000.00	6,000.00	6,000.00	12,000.00	
<b>MAINTENANCE NON-ASSESS INCOME</b>						
Mercato Services	5,000.00	5,000.00	30,000.00	30,000.00	60,000.00	
Other Income / Special Events	0.00	0.00	13,619.00	0.00	0.00	
Supplemental Services	3,685.00	4,583.33	37,085.70	27,500.02	55,000.00	Inc. to \$72,000
<b>Total MAINTENANCE NON-ASSESS INCOME</b>	8,685.00	9,583.33	80,704.70	57,500.02	115,000.00	
<b>Total Income</b>	8,685.00	10,583.33	86,704.70	63,500.02	127,000.00	
<b>Gross Profit</b>	8,685.00	10,583.33	86,704.70	63,500.02	127,000.00	
<b>Expense</b>						
<b>MISC MAINT EXPENSE</b>						
Misc Maintenance Expense	0.00	83.33	-132.78	500.02	1,000.00	
<b>Total MISC MAINT EXPENSE</b>	0.00	83.33	-132.78	500.02	1,000.00	
<b>OFFICE OPERATIONS</b>						
Office Expenses Tenant Portion	0.00		192.16			
Office supplies	0.00	25.00	0.00	150.00	300.00	
<b>Total OFFICE OPERATIONS</b>	0.00	25.00	192.16	150.00	300.00	
<b>LANDSCAPE OPERATIONS</b>						
Tree Supplies & Services	0.00	83.33	0.00	500.02	1,000.00	
<b>Total LANDSCAPE OPERATIONS</b>	0.00	83.33	0.00	500.02	1,000.00	
<b>ASSESS DIST OPERATIONAL EXP</b>						
<b>MAD / BID OPERATIONS</b>						
Seminars & Training	0.00	166.67	0.00	999.98	2,000.00	Available \$\$
Citations	0.00		81.00			
Meals & Entertainment	0.00	125.00	221.10	750.00	1,500.00	Available \$\$
Late Fees	42.57	12.50	42.57	75.00	150.00	
Liability Claims	0.00	0.00	0.00	3,000.00	3,000.00	
Auto expenses	13.46	333.33	237.16	2,000.02	4,000.00	Available \$\$
<b>Total MAD / BID OPERATIONS</b>	56.03	637.50	581.83	6,825.00	10,650.00	
<b>Total ASSESS DIST OPERATIONAL EXP</b>	56.03	637.50	581.83	6,825.00	10,650.00	

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

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Questions
<b>PERSONNEL EXPENSE</b>						
Staff reimbursement	-1,270.40		-5,022.20			Available \$\$
Office Administrator						
Payroll Taxes	0.00		-258.36			
Salary Expense	0.00		2,742.00			
<b>Total Office Administrator</b>	0.00		2,483.64			Offset to above
Maintenance Crew						
Staff Bonuses	8,800.00	10,000.00	8,800.00	10,000.00	10,000.00	Available \$\$
Salary Expense	0.00		229.64			
<b>Total Maintenance Crew</b>	8,800.00	10,000.00	9,029.64	10,000.00	10,000.00	
<b>Total PERSONNEL EXPENSE</b>	7,529.60	10,000.00	6,491.08	10,000.00	10,000.00	
<b>ACCOUNTANT EXPENSE ENTRIES</b>						
Depreciation	2,808.07	2,000.00	12,054.00	12,000.00	24,000.00	
<b>Total ACCOUNTANT EXPENSE ENTRIES</b>	2,808.07	2,000.00	12,054.00	12,000.00	24,000.00	
<b>PROGRAM EXPENSE</b>						
Meals / Entertainment / Travel	827.82		827.82			
Salary Expense						
Payroll Taxes	0.00		-6,003.89			Available \$\$
<b>Total Salary Expense</b>	0.00		-6,003.89			P/R taxes
<b>Total PROGRAM EXPENSE</b>	827.82	0.00	-5,176.07	0.00	0.00	
Office Operational						
Legal	0.00		3,325.00			Add to budget \$5000
<b>Total Office Operational</b>	0.00		3,325.00			
<b>Total Expense</b>	11,221.52	12,829.16	17,335.22	29,975.04	46,950.00	
<b>Net Income</b>	<b>-2,536.52</b>	<b>-2,245.83</b>	<b>69,369.48</b>	<b>33,524.98</b>	<b>80,050.00</b>	

Little Italy Association of San Diego  
**PARKING DISTRICT Profit & Loss**

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Questions
<b>Income</b>						
<b>PROGRAM INCOME</b>						
Sponsors	3,600		19,075			
<b>Total PROGRAM INCOME</b>	3,600		19,075			
<b>PARKING DISTRICT INCOME</b>						
Parking District Reimbursement	0	75,000	195,821	300,000	750,000	
City Bollard funds	0	0	3,182	0	0	
<b>Total PARKING DISTRICT INCOME</b>	0	75,000	199,003	300,000	750,000	
<b>PARKING DISTRICT REVENUES</b>						
Valet Program Revenues	5,116	9,700	59,960	58,440	116,640	
<b>Total PARKING DISTRICT REVENUES</b>	5,116	9,700	59,960	58,440	116,640	
<b>Total Income</b>	8,716	84,700	278,038	358,440	866,640	
	8,716	84,700	278,038	358,440	866,640	
<b>Expense</b>						
<b>PERSONNEL EXPENSE</b>						
Staff reimbursement	-1,270		-6,263			
EE MEDICAL CONTRIBUTION	-583		-2,296			
Office Administrator						
Payroll Taxes	117		457			
Salary Expense	759		2,969			
<b>Total Office Administrator</b>	876		3,426			
<b>Total PERSONNEL EXPENSE</b>	-977		-5,133			
<b>PARKING DISTRICT EXPENSE</b>						
<b>In House Valet Program</b>						
Valet Employee Payroll	13,229	25,440	62,929	110,240	212,000	
Valet Employee Payroll Taxes	1,024	0	5,698	0	0	
Equipment & Uniforms	306	667	8,257	4,000	8,000	
Cell/Tech services	0	167	0	1,000	2,000	
Permits	0	333	0	2,000	4,000	
Program Management	3,425	2,825	20,550	16,950	33,900	
<b>Total In House Valet Program</b>	17,984	29,432	97,435	134,190	259,900	
<b>Lot Rental/Insurance</b>						
Workers' Comp	563	1,250	4,300	7,500	15,000	
Liability Insurance	0	4,000	21,642	24,000	48,000	
Parking Lot Rentals	5,042	9,167	30,253	55,000	110,000	
Program Management	2,163	2,163	12,975	12,975	25,950	
<b>Total Lot Rental/Insurance</b>	7,767	16,579	69,170	99,475	198,950	
<b>Marketing and Promotions</b>						
Website Parking Component	0	1,178	0	3,533	10,600	
Printed Material	457	417	2,266	2,500	5,000	
PR Firm	2,583	2,500	15,498	15,000	30,000	
Program Mgmt	570	570	3,420	3,420	6,840	
<b>Total Marketing and Promotions</b>	3,610	4,664	21,184	24,453	52,440	



Little Italy Association of San Diego  
**PARKING DISTRICT Profit & Loss**

		<b>Dec 21</b>	<b>Budget</b>	<b>Jul - Dec 21</b>	<b>YTD Budget</b>	<b>Annual Budget</b>	<b>Questions</b>
	<b>New Initiatives&amp; Special Proj</b>						
	Peoples Plazas, PopOuts & Beaut	0	167	0	1,000	2,000	
	City of SD Insourcing	0	167	0	1,000	2,000	
	Feasibility Study-W.Grape	0	5,000	0	10,000	15,000	
	Planters/Beautification	0	30	0	180	360	
	Enhanced Pedestrian Lighting	0	7,537	26,139	33,676	101,000	
	Ped Transition Safety	0	3,000	0	3,000	21,000	
	Removable Bollard System						
	Bollards	0		3,182			
	<b>Total Removable Bollard System</b>	<b>0</b>	<b>0</b>	<b>3,182</b>	<b>0</b>	<b>0</b>	
	Enhanced Security	0	8,250	27,000	29,700	79,200	
	Rescue Mission Security	0	1,000	0	1,000	30,000	
	Program Management	2,688	3,188	16,125	19,125	38,250	
	<b>Total New Initiatives&amp; Special Proj</b>	<b>2,688</b>	<b>28,338</b>	<b>72,446</b>	<b>98,681</b>	<b>288,810</b>	
	<b>LIA Management</b>						
	Rent	2,000	2,000	10,000	10,000	22,000	
	Utilities	0	1,000	1,555	6,000	12,000	
	Vehicle Subsidy & Maintenance	0	1,111	709	3,333	10,000	
	Storage	0	1,000	1,705	6,000	12,000	
	Program Mgmt	575	675	3,450	4,050	8,100	
	<b>Total LIA Management</b>	<b>2,575</b>	<b>5,786</b>	<b>17,419</b>	<b>29,383</b>	<b>64,100</b>	
	<b>Total PARKING DISTRICT EXPENSE</b>	<b>34,624</b>	<b>84,799</b>	<b>277,653</b>	<b>386,182</b>	<b>864,200</b>	
<b>Total Expense</b>		<b>33,647</b>	<b>84,799</b>	<b>272,520</b>	<b>386,182</b>	<b>864,200</b>	
		<b>-24,931</b>	<b>-99</b>	<b>5,518</b>	<b>-27,742</b>	<b>2,440</b>	

**Little Italy Association of San Diego**  
**PROGRAM - BUDGET TO ACTUAL**  
July through December 2021

	Dog Park		Grounds		Total Amici Park		Art Appreciation Projects	Art Walk		Banner		Casino Night		
	Jul - Dec 21	Budget	Jul - Dec 21	Budget	Jul - Dec 21	Budg't	Jul - Dec 21	Budg't	Jul - Dec 21	Budget	Jul - Dec 21	Budg't	Jul - Dec 21	Budg't
<b>Income</b>														
PROGRAM INCOME	3,773	4,500	3,000	3,000	6,773	7,500	7,595	1	0	0	2,490	2,660	0	1
MERCATO INCOME	0		0		0		0		0		0		0	
<b>Total Income</b>	<b>3,773</b>	<b>4,500</b>	<b>3,000</b>	<b>3,000</b>	<b>6,773</b>	<b>7,500</b>	<b>7,595</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>2,490</b>	<b>2,660</b>	<b>0</b>	<b>1</b>
<b>Expense</b>														
OFFICE OPERATIONS	0		202	270	202	270	0		0		0		0	
ASSESS DIST OPERATIONAL EXP	0		2,168	1,500	2,168	1,500	0	1	0		0		0	
PERSONNEL EXPENSE	0		0		0		0		0		0		0	
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0		0		0	
PROGRAM EXPENSE	453	2,500	8,316	3,480	8,770	5,980	7,595		500		3,873	3,880	0	1
Maintenance Personnel	0		137		137		0		0		0		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	
<b>Total Expense</b>	<b>453</b>	<b>2,500</b>	<b>10,824</b>	<b>5,250</b>	<b>11,277</b>	<b>7,750</b>	<b>7,595</b>	<b>1</b>	<b>500</b>		<b>3,873</b>	<b>3,880</b>	<b>0</b>	<b>1</b>
<b>Net Income</b>	<b>3,319</b>	<b>2,000</b>	<b>-7,824</b>	<b>-2,250</b>	<b>-4,504</b>	<b>-250</b>	<b>0</b>	<b>0</b>	<b>-500</b>	<b>0</b>	<b>-1,383</b>	<b>-1,220</b>	<b>0</b>	<b>0</b>
<b>ANNUAL BUDGET</b>		<b>4,000</b>		<b>-4,500</b>		<b>-500</b>		<b>0</b>		<b>3,000</b>		<b>-2,000</b>		<b>0</b>
<b>PROJECTIONS</b>		<b>7,500</b>		<b>-12,300</b>		<b>-4,800</b>		<b>0</b>		<b>3,000</b>		<b>-2,000</b>		<b>0</b>

Little Italy Association of San Diego  
**PROGRAM - BUDGET TO ACTUAL**  
July through December 2021

	Christmas Programs		County Grants		General & Administration		Total Mercato		Merchandise	Military Events	
	Jul - Dec 21	Budget	Jul - Dec 21	Budget	Jul - Dec 21	Budget	Jul - Dec 21	Budget	Jul - Dec 21	Jul - Dec 21	Budget
<b>Income</b>											
PROGRAM INCOME	30,298	50,000	18,000	18,000	16,371	0	303,180	366,000	510	2,250	2,000
MERCATO INCOME	0		0		0		1,400	0	0	0	
<b>Total Income</b>	<b>30,298</b>	<b>50,000</b>	<b>18,000</b>	<b>18,000</b>	<b>16,371</b>	<b>0</b>	<b>304,580</b>	<b>366,000</b>	<b>510</b>	<b>2,250</b>	<b>2,000</b>
<b>Expense</b>											
OFFICE OPERATIONS	0		0		13,418	6,660	0		0	0	
ASSESS DIST OPERATIONAL EXP	106		0		1,715	1,230	0		0	0	
PERSONNEL EXPENSE	0		0		3,648	7,812	0		0	0	
ACCOUNTANT EXPENSE ENTRIES	4,333	5,498	0		3,491	4,500	0		0	0	
PROGRAM EXPENSE	31,602	39,006	18,000	18,000	16,466	20,420	16,538	0	0	1,211	2,000
Maintenance Personnel	541		0		0		0		0	280	
Maintenance Non-Personnel	0		0		0		0		0	0	
NCA Management	0		0		73,966	99,480	0		0	0	
Office Operational	0		0		8,148	2,520	0		0	0	
MERCATO EXPENSE	0		0		0		216,307	236,395	0	0	
PARKING DISTRICT EXPENSE	0		0		0	25,818	0		0	0	
<b>Total Expense</b>	<b>36,582</b>	<b>44,504</b>	<b>18,000</b>	<b>18,000</b>	<b>120,852</b>	<b>168,440</b>	<b>232,845</b>	<b>236,395</b>	<b>0</b>	<b>1,491</b>	<b>2,000</b>
<b>Net Income</b>	<b>-6,284</b>	<b>5,496</b>	<b>0</b>	<b>0</b>	<b>-104,481</b>	<b>-168,440</b>	<b>71,735</b>	<b>129,605</b>	<b>510</b>	<b>759</b>	<b>0</b>
<b>ANNUAL BUDGET</b>		<b>0</b>		<b>0</b>		<b>-362,276</b>		<b>295,042</b>			<b>0</b>
<b>PROJECTIONS</b>		??		0		-282,000		???	510		759
						80k rent		Dec inc			
						savings		not included			

Little Italy Association of San Diego  
**PROGRAM - BUDGET TO ACTUAL**  
July through December 2021

	Misc Events	Piazza Basilone		Piazza della Famiglia		PPP 2 Activity		SBEP Bookkpng	SBEP City Svs	SBEP Tech Assist.
	Jul - Dec 21	Jul - Dec 21	Budget	Jul - Dec 21	Budget	Jul - Dec 21	Budget	Jul - Dec 21	Jul - Dec 21	Jul - Dec 21
<b>Income</b>										
PROGRAM INCOME	4,290	0	800	1,350	51,350	0		559	0	340
MERCATO INCOME	0	0		0		0		0	0	0
<b>Total Income</b>	<b>4,290</b>	<b>0</b>	<b>800</b>	<b>1,350</b>	<b>51,350</b>	<b>0</b>	<b>0</b>	<b>559</b>	<b>0</b>	<b>340</b>
<b>Expense</b>										
OFFICE OPERATIONS	0	0		0		0		0	0	0
ASSESS DIST OPERATIONAL EXP	0	0		0		0		0	0	0
PERSONNEL EXPENSE	0	0		0		25,985	25,900	0	0	0
ACCOUNTANT EXPENSE ENTRIES	0	0		0		0		0	0	0
PROGRAM EXPENSE	2,743	1,039	2,600	21,005	21,350	0		2,657	2,132	324
Maintenance Personnel	0	0		0		0		0	0	0
Maintenance Non-Personnel	0	0		0	5,000	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		1,093	1,100	0	0	0
PARKING DISTRICT EXPENSE	0	0		0		2,154	2,200	0	0	0
<b>Total Expense</b>	<b>2,743</b>	<b>1,039</b>	<b>2,600</b>	<b>21,005</b>	<b>26,350</b>	<b>29,232</b>	<b>29,200</b>	<b>2,657</b>	<b>2,132</b>	<b>324</b>
<b>Net Income</b>	<b>1,547</b>	<b>-1,039</b>	<b>-1,800</b>	<b>-19,655</b>	<b>25,000</b>	<b>-29,232</b>	<b>-29,200</b>	<b>-2,098</b>	<b>-2,132</b>	<b>16</b>
<b>ANNUAL BUDGET</b>			<b>-3,000</b>		<b>50,000</b>		<b>244,905</b>			
<b>PROJECTIONS</b>	1,547		-3,000		???		244,905	-7,000	-2,312	16
					tile sales?					

Little Italy Association of San Diego  
**PROGRAM - BUDGET TO ACTUAL**  
July through December 2021

	Seasonal Displays		State of the Neighborhood		Summer Film Festival		TOLI	Trick or Treat	Venue Rentals		TOTAL		
	Jul - Dec 21	Budget	Jul - Dec 21	Budget	Jul - Dec 21	Budget		Jul - Dec 21	Budget	Jul - Dec 21	Budget	Jul - Dec 21	Budget
<b>Income</b>													
PROGRAM INCOME	10,500	5,000	4,000	1	3,133	500		0	1,000	37,200	24,000	448,840	528,814
MERCATO INCOME	0		0		0			0		0		1,400	0
<b>Total Income</b>	<b>10,500</b>	<b>5,000</b>	<b>4,000</b>	<b>1</b>	<b>3,133</b>	<b>500</b>		<b>0</b>	<b>1,000</b>	<b>37,200</b>	<b>24,000</b>	<b>450,240</b>	<b>528,814</b>
<b>Expense</b>													
OFFICE OPERATIONS	0		0		0			0		0		13,620	6,930
ASSESS DIST OPERATIONAL EXP	0		0		0			0		0		3,989	2,731
PERSONNEL EXPENSE	0		0		0			0		0		29,632	33,712
ACCOUNTANT EXPENSE ENTRIES	0		0		0			0		0		7,824	9,998
PROGRAM EXPENSE	7,388	5,000	0	1	622	300		1,477	1,000	7,750	12,000	151,693	131,539
Maintenance Personnel	0		0		0			0		0		958	0
Maintenance Non-Personnel	0		0		0			0		0		0	5,000
NCA Management	0		0		0			0		0		73,966	99,480
Office Operational	0		0		0			0		0		8,148	2,520
MERCATO EXPENSE	0		0		0			0		0		217,400	237,495
PARKING DISTRICT EXPENSE	0		0		0			0		0		2,154	28,018
<b>Total Expense</b>	<b>7,388</b>	<b>5,000</b>	<b>0</b>	<b>1</b>	<b>622</b>	<b>300</b>		<b>1,477</b>	<b>1,000</b>	<b>7,750</b>	<b>12,000</b>	<b>509,385</b>	<b>557,423</b>
<b>Net Income</b>	<b>3,112</b>	<b>0</b>	<b>4,000</b>	<b>0</b>	<b>2,511</b>	<b>200</b>		<b>-1,477</b>	<b>0</b>	<b>29,450</b>	<b>12,000</b>	<b>-59,145</b>	<b>-28,609</b>
<b>ANNUAL BUDGET</b>		<b>0</b>		<b>0</b>		<b>200</b>	<b>25,000</b>		<b>0</b>		<b>31,000</b>		<b>281,371</b>
<b>PROJECTIONS</b>		3,112		0			25,000		-1,477		47,450		



## New City America, Inc. Supplemental Compensation Summary and Disbursement Policy

### AUDITED NET @ 10%

After the annual audit is completed, the Financial Advisor will review with the Finance Committee Chair and the Committee members. Based on the NCA contract, NCA will be eligible for 10% of audited net of the City contracts and Maintenance Non-Assessment. All funds and COVID related funds will be excluded from the 10% of net consideration.

### CASH PROGRAMS & PROJECTS

1) Tile Sales:

NCA will receive 15% of each tile sale that NCA staff initiated and secured.

2) Cash Programs & Projects:

NCA may receive 10% of a program, project, or individual donor that is not a tile sale or a major capital project, after LIA has met 25% of budgeted net projection for that program or project.

Example: The Little Italy Tree Lighting event was budgeted to net \$10,000 and only netted \$7,000. LIA's 25% threshold (\$2,500 of \$10,000) was met which allows NCA to be considered for supplemental compensation of 10% on the remaining net balance (\$450 of \$4,500). This section has a cap of \$500,000 per program, project, or individual donor. It also includes grant\* funds.

3) Major Capital Projects:

For major capital projects, NCA supplemental compensation will be wrapped into overall project budget and will be preapproved by the Finance Committee before project has approval to move forward.

### PERFORMANCE REVIEW

After NCA presents annual self-review to the Organization Committee, the Committee will submit final evaluation to the Finance Committee and NCA. NCA will submit a supplemental compensation proposal based on final evaluation to the Finance Committee. The proposal will be a range for Finance to consider.

*\* Traditionally grants allow for up to 15% to cover admin. In this case, NCA would receive 10% and leave the remaining 5% with LIA. If grant does not allow for 15% to cover admin, funds must be covered by non-assessment funds.*

*\*\* NCA supplemental compensation proposal for Cash Programs/Projects will be submitted to the Finance Committee quarterly for review, consideration, and approval for payment.*

**From:** Curt Booker <[curt@littleitalyvenues.com](mailto:curt@littleitalyvenues.com)>  
**Sent:** Thursday, November 18, 2021 3:25 PM  
**To:** Jeri Keiller <[jerilk825@gmail.com](mailto:jerilk825@gmail.com)>; Bryan Thompson <[ebthompson3@gmail.com](mailto:ebthompson3@gmail.com)>  
**Cc:** Christopher M. Gomez <[chris@littleitalysd.com](mailto:chris@littleitalysd.com)>  
**Subject:** Little Italy Events

Hi Jeri and Bryan-

Hope you both are well. I wanted to respond to the last Finance Committee discussion about Fuse Events' commission with Little Italy Events. I want to propose that we define two categories for incoming leads. One would be an Inquiry and the other would be a Warm Lead. An Inquiry would be defined as any web form submission, phone call, email, etc from an unknown customer asking for more information on the Piazza and turned over to Fuse Events. A Warm Lead would be defined as a prospect for a group booking that comes from a board member or staff that has already been qualified as a true prospect.

I propose that Fuse Events would receive 35% commission on any events sold coming from inquiries or internal prospecting. Fuse Events would receive a 25% commission on any lead that is considered "warm" and comes from a Little Italy Board Member or staff and has been qualified as a strong lead.

Please let me know your thoughts. Thank you,

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Curt Brooker  
Director

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