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 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 pubic 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/81030117502or 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 Moceri, Bryan Thompson, Catt White

Staff: Marco Li Mandri, Chris Gomez, Dominic Li Mandri

MINUTES

Item	*Discussion*	*Action Taken?*
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 Moceri 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 Moceri 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 Moceri 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 Moceri moved to adjourn the meeting. Jeri Keiller seconded the motion. Unanimously approved.

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

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

	BID	MAD	Maintenance Non-Assessment	Parking District	Total Programs & Operations	TOTAL
ORIGINAL BUDGET	0	-161,857.48	80,050.00	2,440.00	205,323.00	125,955.52
REVISED BUDGET	0	-172,370.00	107,543.00	2,440.00	313,517.00	251,130.00
					$244,905 PPP2	

8:53 AM
01/12/22
Accrual Basis

Little Italy Association of San Diego
Balance Sheet
As of December 31, 2021

	Dec 31, 21
ASSETS	
Current Assets	
Checking/Savings	
BID Acct / Torrey Pines	20,863.69
Programs Acct / Torrey Pines	181,967.24
Mercato / Torrey Pines	-2,408.68
Parking District / Torrey Pines	264,221.89
MAD Acct / Torrey Pines	481,746.10
Payroll Acct / Torrey Pines	20,718.23
Savings Acct / Torrey Pines	276,435.53
Total Checking/Savings	1,243,544.00
Accounts Receivable	
Accts Rec - MAD	860.30
Accts Rec - Parking District	32,492.12
Accts Rec - Programs	7,328.00
Total Accounts Receivable	40,680.42
Other Current Assets	
Endowment Fund	13,202.18
Undeposited Funds	5,000.00
Total Other Current Assets	18,202.18
Total Current Assets	1,302,426.60
Fixed Assets	
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	-204,567.13
Total Fixed Assets	108,155.87
Other Assets	
Rent deposit	8,450.73
Total Other Assets	8,450.73
TOTAL ASSETS	**1,419,033.20**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable - Programs	-363.72
Accounts Payable - Mercato	5,000.00
Accounts Payable - MAD	7,086.91
Total Accounts Payable	11,723.19
Other Current Liabilities	
Unearned Grants	17,000.00
Bollard Advance	168,302.94
Unspent Art Appreciation grant	28,425.30
Accrued Interest Liability	1,016.00
Second PPP Loan	274,105.00
MAD Advance	190,725.91
Total Other Current Liabilities	679,575.15
Total Current Liabilities	691,298.34

Little Italy Association of San Diego
Balance Sheet
As of December 31, 2021

	Dec 31, 21
Long Term Liabilities	
EIDL LOAN	148,475.73
Loan Payable #3 F-150 V8	1,666.27
Loan Payable #4 F-150 V6	1,653.71
Total Long Term Liabilities	151,795.71
Total Liabilities	843,094.05
Equity	
Net unrestricted assets	542,193.16
Net Income	33,745.99
Total Equity	575,939.15
TOTAL LIABILITIES & EQUITY	**1,419,033.20**

Little Italy Association of San Diego
BID Profit & Loss

	Jul - Dec 21	YTD Budget	Annual Budget
Income			
SBEP · SBEP Management Grant	18,448		18,448
BID INCOME			
Carry-forward	0	2,011	2,011
BID Dues	1,600	0	0
BID Disbursements	47,577	63,000	126,000
Total BID INCOME	49,177	65,011	128,011
Total Income	67,625	65,011	146,459
Expense			
OFFICE OPERATIONS			
Accounting	2,250	2,500	4,000
Computer Service	6,138	2,250	4,500
Dues & subscriptions	3,300	750	1,500
Insurance	1,000	1,334	4,000
Office supplies	3,676	3,400	6,900
Printing	0	250	500
Phone & Internet	1,129	1,301	2,600
Postage	0	500	1,000
Rent	3,000	3,000	6,000
Web Maintenance	0	1,000	2,000
Total OFFICE OPERATIONS	20,493	16,285	33,000
NCA Management			
Staff Administration	23,851	30,000	60,000
Total NCA Management	23,851	30,000	60,000
Consulting Services			
PR	16,500	16,500	33,000
Total Consulting Services	16,500	16,500	33,000
Contingency	0	2,011	2,011
SBEP EXPENSES			
Staff Administration (SBEP)	6,149	0	18,444
Total SBEP EXPENSES	6,149	0	18,448
Total Expense	66,993	64,796	146,459
Net Income	**632**	**215**	**0**
	NO CHANGE REQUIRED TO BUDGET		

Little Italy Association of San Diego
MAD Profit & Loss

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Original budget
Income						
MAINTENANCE DISTRICT INCOME						
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	
Total MAINTENANCE DISTRICT INCOME	190,725.90	95,363	667,541	572,178	1,144,355	
Total Income	190,725.90	95,363	667,541	572,178	1,144,355	
	190,725.90	95,363	667,541	572,178	1,144,355	1,144,355
Expense						
OFFICE OPERATIONS						
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	
Total Rent	4,614.00	4,750	27,572	28,500	57,000	
Repairs & Maintenance	0.00	3,083	180	18,500	10,000	37,000
Utilities	0.00	417	919	2,500	5,000	
Total OFFICE OPERATIONS	5,488.49	18,333	91,618	112,250	198,000	
LANDSCAPE OPERATIONS						
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	

Little Italy Association of San Diego
MAD Profit & Loss

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Original budget
Equipment Rental	130.33	208	782	1,250	2,500	
Total LANDSCAPE OPERATIONS	6,115.76	5,492	29,368	32,950	65,900	
ASSESS DIST OPERATIONAL EXP						
MAD / BID OPERATIONS						
Dumpster	2,420.19	2,500	14,579	15,000	30,000	
Tools & Equipment	9.00	250	25	1,500	3,000	
Auto expenses	1,704.59	1,500	5,101	9,000	18,000	
Gas & electricity	269.69	1,000	2,683	6,000	10,000	12,000
Gasoline	2,680.78	2,167	15,016	13,000	28,000	26,000
Equipment Rentals	0.00	83	0	500	1,000	
Cell Phones / Radios	265.66	400	2,089	2,400	4,800	
Electrical Work/Street Lights	0.00	83	0	500	1,000	
Water	497.14	1,500	9,629	9,000	18,000	
Uniforms	36.62	583	37	3,500	7,000	
Cleaning & Janitorial Supplies	3,889.37	2,917	19,144	17,500	35,000	
Total MAD / BID OPERATIONS	11,773.04	12,983	68,303	77,900	155,800	
PRESSURE-WASHING OPERATIONS						
Tools & Equipment	0.00	83	358	500	1,000	
Pressure Washer / Water Trailer	57.62	333	2,937	2,000	5,000	4,000
Total PRESSURE-WASHING OPERATIONS	57.62	417	3,295	2,500	6,000	
Total ASSESS DIST OPERATIONAL EXP	11,830.66	13,400	71,598	80,400	161,800	
PERSONNEL EXPENSE						
EE MEDICAL CONTRIBUTION						
Consultant Salary Expense	0.00		5,621			
EE MEDICAL CONTRIBUTION - Other	-1,165.71	0	-5,140	0	0	
Total EE MEDICAL CONTRIBUTION	-1,165.71	0	481	0	0	
Office Administrator						
Health/Dental Insurance	1,490.00	1,000	8,419	6,000	12,000	
Payroll Taxes	234.48	83	1,033	500	1,000	
WC Insurance	0.00	17	37	100	200	
Salary Expense	4,230.76	3,456	13,164	14,976	28,800	
Total Office Administrator	5,955.24	4,556	22,653	21,576	42,000	

Little Italy Association of San Diego
MAD Profit & Loss

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget	Original budget
Landscape Crew						
Salary Expense	16,082.87	21,420	92,426	92,820	188,425	178,500
Health/Dental Insurance	1,098.43	1,200	8,378	7,200	16,000	14,000
WC Insurance	1,052.86	1,900	8,058	10,400	18,000	20,600
Payroll Taxes	1,201.69	1,620	7,854	7,020	15,000	13,500
Total Landscape Crew	19,435.85	26,140	116,716	117,440	237,425	
Maintenance Crew						
Salary Expense	38,737.97	40,320	181,486	174,720	347,000	336,000
Payroll Taxes	3,164.10	3,055	14,938	13,130	29,000	25,220
WC Insurance	1,868.16	2,000	13,984	13,760	27,000	25,760
Health/Dental Insurance	3,528.39	3,600	17,342	21,600	34,000	43,200
Total Maintenance Crew	47,298.62	48,975	227,751	223,210	437,000	
Pressure-Washing Crew						
Salary Expense	12,915.06	9,750	48,647	42,250	96,500	81,250
Payroll Taxes	1,079.50	650	4,071	3,902	8,500	7,803
WC Insurance	597.16	740	3,283	4,440	6,500	8,880
Health/Dental Benefits	861.16	700	4,880	4,200	9,600	8,400
Total Pressure-Washing Crew	15,452.88	11,840	60,881	54,792	121,100	
Total PERSONNEL EXPENSE	86,976.88	91,511	428,481	417,018	837,525	
NCA Management						
Staff Administration	5,000.00	4,000	28,000	24,000	52,000	48,000
Total NCA Management	5,000.00	4,000	28,000	24,000	52,000	
Office Operational						
Employee Screening Services	108.98	83	989	500	1,500	1,000
Total Office Operational	108.98	83	989	500	1,500	
Total Expense	115,520.77	132,820	650,054	667,118	1,316,725	1,306,213
NET INCOME	**75,205.13**	**-37,457**	**17,487**	**-94,940**	**-172,370**	**-161,858**

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

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Revised Budget	ORIGINAL BUDGET
Income						
PROGRAM INCOME						
Sponsors	0.00	1,000.00	6,000.00	6,000.00	12,000.00	
Total PROGRAM INCOME	0.00	1,000.00	6,000.00	6,000.00	12,000.00	
MAINTENANCE NON-ASSESS INCOME						
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	74,000.00	55,000.00
Total MAINTENANCE NON-ASSESS INCOME	8,685.00	9,583.33	80,704.70	57,500.02	134,000.00	
Total Income	8,685.00	10,583.33	86,704.70	63,500.02	146,000.00	127,000.00
Expense						
MISC MAINT EXPENSE						
Misc Maintenance Expense	0.00	83.33	-132.78	500.02	1,000.00	
Total MISC MAINT EXPENSE	0.00	83.33	-132.78	500.02	1,000.00	
OFFICE OPERATIONS						
Office Expenses Tenant Portion	0.00		192.16			
Office supplies	0.00	25.00	0.00	150.00	300.00	
Total OFFICE OPERATIONS	0.00	25.00	192.16	150.00	300.00	
LANDSCAPE OPERATIONS						
Tree Supplies & Services	0.00	83.33	0.00	500.02	1,000.00	
Total LANDSCAPE OPERATIONS	0.00	83.33	0.00	500.02	1,000.00	
ASSESS DIST OPERATIONAL EXP						
MAD / BID OPERATIONS						
Seminars & Training	0.00	166.67	0.00	999.98	0.00	2,000.00
Citations	0.00		81.00			
Meals & Entertainment	0.00	125.00	221.10	750.00	500.00	1,500.00
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	
Total MAD / BID OPERATIONS	56.03	637.50	581.83	6,825.00	7,650.00	
Total ASSESS DIST OPERATIONAL EXP	56.03	637.50	581.83	6,825.00	7,650.00	

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

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Revised Budget	ORIGINAL BUDGET
PERSONNEL EXPENSE						
Staff reimbursement	-1,270.40		-5,022.20		-6,700.00	0.00
Office Administrator						
Payroll Taxes	0.00		-258.36			
Salary Expense	0.00		2,742.00			
Total Office Administrator	0.00		2,483.64		2,483.00	0.00
Maintenance Crew						
Staff Bonuses	8,800.00	10,000.00	8,800.00	10,000.00	8,800.00	10,000.00
Salary Expense	0.00		229.64			
Total Maintenance Crew	8,800.00	10,000.00	9,029.64	10,000.00	8,800.00	
Total PERSONNEL EXPENSE	7,529.60	10,000.00	6,491.08	10,000.00	4,583.00	
ACCOUNTANT EXPENSE ENTRIES						
Depreciation	2,808.07	2,000.00	12,054.00	12,000.00	24,000.00	
Total ACCOUNTANT EXPENSE ENTRIES	2,808.07	2,000.00	12,054.00	12,000.00	24,000.00	
PROGRAM EXPENSE						
Meals / Entertainment / Travel	827.82		827.82		827.82	0.00
Salary Expense						
Payroll Taxes	0.00		-6,003.89			0.00
Total Salary Expense	0.00		-6,003.89		-6,003.89	
Total PROGRAM EXPENSE	827.82	0.00	-5,176.07	0.00	-5,176.07	0.00
Office Operational						
Legal	0.00		3,325.00		5,000.00	0.00
Total Office Operational	0.00		3,325.00		5,000.00	
Total Expense	11,221.52	12,829.16	17,335.22	29,975.04	38,356.93	46,950.00
Net Income	**-2,536.52**	**-2,245.83**	**69,369.48**	**33,524.98**	**107,643.07**	**80,050.00**

Little Italy Association of San Diego
PARKING DISTRICT Profit & Loss

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget
Income					
PROGRAM INCOME					
Sponsors	3,600		19,075		
Total PROGRAM INCOME	3,600		19,075		
PARKING DISTRICT INCOME					
Parking District Reimbursement	0	75,000	195,821	300,000	750,000
City Bollard funds	0	0	3,182	0	0
Total PARKING DISTRICT INCOME	0	75,000	199,003	300,000	750,000
PARKING DISTRICT REVENUES					
Valet Program Revenues	5,116	9,700	59,960	58,440	116,640
Total PARKING DISTRICT REVENUES	5,116	9,700	59,960	58,440	116,640
Total Income	8,716	84,700	278,038	358,440	866,640
	8,716	84,700	278,038	358,440	866,640
Expense					
PERSONNEL EXPENSE					
Staff reimbursement	-1,270		-6,263		
EE MEDICAL CONTRIBUTION	-583		-2,296		
Office Administrator					
Payroll Taxes	117		457		
Salary Expense	759		2,969		
Total Office Administrator	876		3,426		
Total PERSONNEL EXPENSE	-977		-5,133		
PARKING DISTRICT EXPENSE					
In House Valet Program					
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
Total In House Valet Program	17,984	29,432	97,435	134,190	259,900
Lot Rental/Insurance					
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
Total Lot Rental/Insurance	7,767	16,579	69,170	99,475	198,950
Marketing and Promotions					
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
Total Marketing and Promotions	3,610	4,664	21,184	24,453	52,440

Little Italy Association of San Diego
PARKING DISTRICT Profit & Loss

	Dec 21	Budget	Jul - Dec 21	YTD Budget	Annual Budget
New Initiatives& Special Proj					
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		
Total Removable Bollard System	0	0	3,182	0	0
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
Total New Initiatives& Special Proj	2,688	28,338	72,446	98,681	288,810
LIA Management					
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
Total LIA Management	2,575	5,786	17,419	29,383	64,100
Total PARKING DISTRICT EXPENSE	34,624	84,799	277,653	386,182	864,200
Total Expense	33,647	84,799	272,520	386,182	864,200
	-24,931	**-99**	**5,518**	**-27,742**	**2,440**

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
Income														
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	
Total Income	3,773	4,500	3,000	3,000	6,773	7,500	7,595	1	0	0	2,490	2,660	0	1
Expense														
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	
Total Expense	453	2,500	10,824	5,250	11,277	7,750	7,595	1	500		3,873	3,880	0	1
Net Income	**3,319**	**2,000**	**-7,824**	**-2,250**	**-4,504**	**-250**	**0**	**0**	**-500**	**0**	**-1,383**	**-1,220**	**0**	**0**
ANNUAL BUDGET		**4,000**		**-4,500**		**-500**		**0**		**3,000**		**-2,000**		**0**
Revised budget		**7,500**		**-12,300**		**-4,800**		**0**		**3,000**		**-2,000**		**0**

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
Income											
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	
Total Income	30,298	50,000	18,000	18,000	16,371	0	304,580	366,000	510	2,250	2,000
Expense											
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	
Total Expense	36,582	44,504	18,000	18,000	120,852	168,440	232,845	236,395	0	1,491	2,000
Net Income	**-6,284**	**5,496**	**0**	**0**	**-104,481**	**-168,440**	**71,735**	**129,605**	**510**	**759**	**0**
ANNUAL BUDGET		**0**		**0**		**-362,276**		**265,000**	**0**		**0**
Revised budget		**0**		**0**		**-282,000**		**278,000**	**510**		**759**

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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
Income										
PROGRAM INCOME	4,290	0	800	1,350	51,350	0		559	0	340
MERCATO INCOME	0	0		0		0		0	0	0
Total Income	4,290	0	800	1,350	51,350	0	0	559	0	340
Expense										
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
Total Expense	2,743	1,039	2,600	21,005	26,350	29,232	29,200	2,657	2,132	324
Net Income	**1,547**	**-1,039**	**-1,800**	**-19,655**	**25,000**	**-29,232**	**-29,200**	**-2,098**	**-2,132**	**16**
ANNUAL BUDGET			**-3,000**		**0**		**244,905**			
Revised budget	**1,547**		**-3,000**		**0**		**244,905**	**0**	**0**	**0**

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
Income													
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
Total Income	10,500	5,000	4,000	1	3,133	500		0	1,000	37,200	24,000	450,240	528,814
Expense													
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
Total Expense	7,388	5,000	0	1	622	300		1,477	1,000	7,750	12,000	509,385	557,423
Net Income	**3,112**	**0**	**4,000**	**0**	**2,511**	**200**		**-1,477**	**0**	**29,450**	**12,000**	**-59,145**	**-28,609**
ANNUAL BUDGET		**0**		**0**		**200**	**25,000**		**0**		**31,000**		**205,323**
Revised budget		**3,112**		**0**		**2,511**	**25,000**		**-1,477**		**47,450**		**313,517**

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01/04/22
Accrual Basis

Little Italy Association of San Diego
Balance Sheet
As of November 30, 2021

	Nov 30, 21
ASSETS	
Current Assets	
Checking/Savings	
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
Total Checking/Savings	1,208,505.40
Accounts Receivable	
Accts Rec - MAD	-93,512.64
Accts Rec - Parking District	65,499.88
Accts Rec - Programs	37,021.12
Total Accounts Receivable	9,008.36
Other Current Assets	
Endowment Fund	13,202.18
Undeposited Funds	5,000.00
Total Other Current Assets	18,202.18
Total Current Assets	1,235,715.94
Fixed Assets	
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
Total Fixed Assets	112,267.94
Other Assets	
Rent deposit	8,450.73
Total Other Assets	8,450.73
TOTAL ASSETS	**1,356,434.61**
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable - Programs	98,683.25
Accounts Payable - MAD	31,045.64
Total Accounts Payable	129,728.89
Other Current Liabilities	
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
Total Other Current Liabilities	494,849.24
Total Current Liabilities	624,578.13
Long Term Liabilities	
EIDL LOAN	148,475.73
Loan Payable #3 F-150 V8	2,114.90
Loan Payable #4 F-150 V6	2,099.09
Total Long Term Liabilities	152,689.72

Little Italy Association of San Diego
Balance Sheet
As of November 30, 2021

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

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Accrual Basis

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

	BID	MAD	Maintenance Non-Asse...	Total Parking District	Programs & Operat...	TOTAL
Income						
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
Total Income	60,909	476,815	78,020	269,522	433,137	1,318,403
Gross Profit	60,909	476,815	78,020	269,522	433,137	1,318,403
Expense						
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
Total Expense	56,995	534,533	6,114	238,874	444,914	1,281,429
Net Income	**3,914**	**-57,718**	**71,906**	**30,648**	**-11,776**	**36,974**

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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
Income					
SBEP · SBEP Management Grant	0.00		18,448.00		
BID INCOME					
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
Total BID INCOME	13,407.03	10,500.00	42,460.99	54,511.40	128,011.40
Total Income	13,407.03	10,500.00	60,908.99	54,511.40	128,011.40
Gross Profit	13,407.03	10,500.00	60,908.99	54,511.40	128,011.40
Expense					
OFFICE OPERATIONS					
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
Total OFFICE OPERATIONS	3,079.66	2,536.48	18,245.20	13,749.07	33,000.00
NCA Management					
Staff Administration	2,950.24	5,000.00	20,900.48	25,000.00	60,000.00
Total NCA Management	2,950.24	5,000.00	20,900.48	25,000.00	60,000.00
Consulting Services					
PR	2,750.00	2,750.00	13,750.00	13,750.00	33,000.00
Total Consulting Services	2,750.00	2,750.00	13,750.00	13,750.00	33,000.00
Contingency	0.00	0.00	0.00	2,011.40	2,011.40
SBEP EXPENSES					
Staff Administration (SBEP)	2,049.76	0.00	4,099.52	0.00	0.00
Total SBEP EXPENSES	2,049.76	0.00	4,099.52	0.00	0.00
Total Expense	10,829.66	10,286.48	56,995.20	54,510.47	128,011.40
Net Income	**2,577.37**	**213.52**	**3,913.79**	**0.93**	**0.00**

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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
Income					
MAINTENANCE DISTRICT INCOME					
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
Total MAINTENANCE DISTRICT INCOME	95,362.96	95,362.95	476,814.80	476,814.75	1,144,355.40
Total Income	95,362.96	95,362.95	476,814.80	476,814.75	1,144,355.40
Gross Profit	95,362.96	95,362.95	476,814.80	476,814.75	1,144,355.40
Expense					
OFFICE OPERATIONS					
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
Total Rent	4,614.00	4,750.00	22,957.94	23,750.00	57,000.00
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
Total OFFICE OPERATIONS	35,316.26	18,333.32	86,129.64	93,916.76	225,000.00
LANDSCAPE OPERATIONS					
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
Total LANDSCAPE OPERATIONS	7,297.41	5,491.66	23,251.96	27,458.38	65,900.00
ASSESS DIST OPERATIONAL EXP					
MAD / BID OPERATIONS					
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
Total MAD / BID OPERATIONS	9,428.92	12,983.33	56,530.10	64,916.69	155,800.00
PRESSURE-WASHING OPERATIONS					
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
Total PRESSURE-WASHING OPERATIONS	901.50	416.66	3,237.41	2,083.38	5,000.00
Total ASSESS DIST OPERATIONAL EXP	10,330.42	13,399.99	59,767.51	67,000.07	160,800.00
PERSONNEL EXPENSE					

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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
EE MEDICAL CONTRIBUTION					
Consultant Salary Expense	1,676.65		5,620.85		
EE MEDICAL CONTRIBUTION - Other	-583.04	0.00	-3,974.54	0.00	0.00
Total EE MEDICAL CONTRIBUTION	1,093.61	0.00	1,646.31	0.00	0.00
Office Administrator					
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	2,115.38	2,304.00	8,932.88	11,520.00	28,800.00
Total Office Administrator	3,734.29	3,404.00	16,697.42	17,020.00	42,000.00
Landscape Crew					
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	1,233.39	1,080.00	6,651.99	5,400.00	13,500.00
Total Landscape Crew	17,931.58	18,260.00	97,280.37	91,300.00	227,000.00
Maintenance Crew					
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	2,740.60	3,600.00	13,813.38	18,000.00	43,200.00
Total Maintenance Crew	34,292.27	34,495.00	180,451.91	174,235.00	430,180.00
Pressure-Washing Crew					
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	860.46	700.00	4,019.30	3,500.00	8,400.00
Total Pressure-Washing Crew	11,096.61	8,590.25	45,428.19	42,951.25	106,333.00
Total PERSONNEL EXPENSE	68,148.36	64,749.25	341,504.20	325,506.25	805,513.00
NCA Management					
Staff Administration	5,000.00	4,000.00	23,000.00	20,000.00	48,000.00
Total NCA Management	5,000.00	4,000.00	23,000.00	20,000.00	48,000.00
Office Operational					
Employee Screening Services	59.98	83.33	879.87	416.69	1,000.00
Total Office Operational	59.98	83.33	879.87	416.69	1,000.00
Total Expense	126,152.43	106,057.55	534,533.18	534,298.15	1,306,213.00
Net Income	**-30,789.47**	**-10,694.60**	**-57,718.38**	**-57,483.40**	**-161,857.60**

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

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
Income					
PROGRAM INCOME					
Sponsors	3,600.00		15,675.00		
Total PROGRAM INCOME	3,600.00		15,675.00		
PARKING DISTRICT INCOME					
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
Total PARKING DISTRICT INCOME	31,421.82	75,000.00	199,003.46	225,000.00	750,000.00
PARKING DISTRICT REVENUES					
Valet Program Revenues	9,032.65	9,700.00	54,843.59	48,740.00	116,640.00
Total PARKING DISTRICT REVENUES	9,032.65	9,700.00	54,843.59	48,740.00	116,640.00
Total Income	44,054.47	84,700.00	269,522.05	273,740.00	866,640.00
Gross Profit	44,054.47	84,700.00	269,522.05	273,740.00	866,640.00
Expense					
PERSONNEL EXPENSE					
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		
Total Office Administrator	876.05		2,550.38		
Total PERSONNEL EXPENSE	-977.39		-4,155.66		
PARKING DISTRICT EXPENSE					
In House Valet Program					
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
Total In House Valet Program	15,639.27	20,951.67	79,450.21	104,758.31	259,900.00
Lot Rental/Insurance					
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
Total Lot Rental/Insurance	19,774.01	16,579.17	61,402.54	82,895.81	198,950.00
Marketing and Promotions					
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
Total Marketing and Promotions	3,203.00	4,664.45	17,574.29	19,788.87	52,440.02
New Initiatives& Special Proj					
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		
Total Removable Bollard System	0.00	0.00	3,182.00	0.00	0.00

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

	Nov 21	Budget	Jul - Nov 21	YTD Budget	Annual Budget
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
Total New Initiatives& Special Proj	8,537.50	16,800.84	69,758.50	70,343.12	288,810.00
LIA Management					
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
Total LIA Management	3,215.00	5,786.11	14,843.71	23,597.23	64,100.00
Total PARKING DISTRICT EXPENSE	50,368.78	64,782.24	243,029.25	301,383.34	864,200.02
Total Expense	49,391.39	64,782.24	238,873.59	301,383.34	864,200.02
Net Income	**-5,336.92**	**19,917.76**	**30,648.46**	**-27,643.34**	**2,439.98**

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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
Income														
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	
Total 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
Gross Profit	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
Expense														
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	
Total Expense	453	2,083	9,636	4,375	10,089	6,458	7,595	1	3,873	3,610	0	1	14,317	4,582
Net Income	**2,569**	**1,667**	**-7,136**	**-1,875**	**-4,566**	**-208**	**0**	**0**	**-1,383**	**-1,090**	**0**	**0**	**14,933**	**10,768**

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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	Jul - ...	Budget
Income														
PROGRAM INCOME	12,000	12,000	16,371	0	303,180	313,000	405	1	2,250	2,000	4,290		0	600
MERCATO INCOME	0		0		1,400	0	0		0		0		0	
Total Income	12,000	12,000	16,371	0	304,580	313,000	405	1	2,250	2,000	4,290		0	600
Gross Profit	12,000	12,000	16,371	0	304,580	313,000	405	1	2,250	2,000	4,290		0	600
Expense														
OFFICE OPERATIONS	0		11,136	5,583	0		0		0		0		0	
ASSESS DIST OPERATIONAL EXP	0		1,577	1,025	0		0		0		0		0	
PERSONNEL EXPENSE	0		3,300	6,510	0		0		0		0		0	
ACCOUNTANT EXPENSE ENTRIES	0		2,520	3,750	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	
Maintenance Non-Personnel	0		0		0		0		0		0		0	
NCA Management	0		81,900	82,900	0		0		0		0		0	
Office Operational	0		7,988	2,100	0		0		0		0		0	
MERCATO EXPENSE	0		0		186,964	201,077	0		0		0		0	
PARKING DISTRICT EXPENSE	0		0	16,709	0		0		0		0		0	
Total Expense	12,000	12,000	122,437	136,427	202,954	201,077	0	1	991	2,000	1,430		1,039	2,200
Net Income	**0**	**0**	**-106,066**	**-136,427**	**101,626**	**111,923**	**405**	**0**	**1,259**	**0**	**2,860**		**-1,039**	**-1,600**

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

	Public restrooms (Piazza della Famiglia)		Piazza della Fam... (Piazza della Fa...		Total Piazza della ...		PPP 2 Activity		SBEP Book...		SBEP City S...		SBEP Tech ...	
	Jul - No...	Budget	Jul - N...	Budget	Jul - No...	Budget	Jul - No...	Budget	Jul - No...	Budget	Jul - No...	Budget	Jul - No...	B
Income														
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	
Total Income	1,125	1,125	0	50,000	1,125	51,125	0	0	0		0		0	
Gross Profit	1,125	1,125	0	50,000	1,125	51,125	0	0	0		0		0	
Expense														
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	
Total Expense	1,281	1,125	17,808	20,833	19,088	21,958	29,232	29,200	1,293		2,132		324	
Net Income	**-156**	**0**	**-17,808**	**29,167**	**-17,963**	**29,167**	**-29,232**	**-29,200**	**-1,293**		**-2,132**		**-324**	

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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
Income												
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
Total Income	10,500	4,500	4,000	1	3,133	500	0	1,000	29,625	21,000	433,137	429,849
Gross Profit	10,500	4,500	4,000	1	3,133	500	0	1,000	29,625	21,000	433,137	429,849
Expense												
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
Total Expense	7,269	2,500	0	1	122	300	977	1,000	7,750	10,000	444,914	433,317
Net Income	**3,231**	**2,000**	**4,000**	**0**	**3,011**	**200**	**-977**	**0**	**21,875**	**11,000**	**-11,776**	**-3,468**

From: Curt Booker <curt@littleitalyvenues.com>
Sent: Thursday, November 18, 2021 3:25 PM
To: Jeri Keiller <jerilk825@gmail.com>; Bryan Thompson <ebthompson3@gmail.com>
Cc: Christopher M. Gomez <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,

Curt Brooker
Director

Little Italy Venues
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