



**Little Italy Association of San Diego – Finance Committee
Thursday, May 5, 2022 at 2:00pm**

**Zoom Virtual Meeting: <https://us02web.zoom.us/j/81991736595>
or call 1-669-900-6833 / Meeting ID: 819 9173 6595 / 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 P. 2

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 March 24, 2022 Minutes

Action Item P. 3-5

6. YTD Financials

Action Item P. 6-20

7. FY23 Budgets

Action Item P. 21-35

8. Convivio MOU Counter

Action Item P. 36-39

9. The Godfather 50th Anniversary Event

Action Item P. 40

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. SDHA Tours & Experiences

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.

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

Thursday, March 24, 2022 at 9:00am

Zoom Virtual Meeting: <https://us02web.zoom.us/j/85956098423>

or call 1-669-900-6833/

Meeting ID: 859 5609 8423 / Password: 389

Committee: Jeri Keiller, Annette Casemero, Steve Galasso, Lou Palestini, Danny Mocerì, Bryan Thompson, Catt White, Luke Vinci, Rich Gustafson, Sandi Cottrell,

Excused: Frank Stiriti

Staff: Marco Li Mandri, Chris Gomez, Rosie DeLuca, Dianne Serna De León, Dominic Li Mandri

MINUTES:

<i>Item</i>	<i>Discussion</i>	<i>Action Taken?</i>
1. Introductions-Bryan Thompson, Chair	The meeting was called to order at 09:00 a.m.	No action taken
2. Continuing Virtual Meetings Pursuant to AB 361	2. Chris stated that the Board and Committee need to ratify a vote during each meeting that states that we will continue to meet via Zoom until The Board and Committee are comfortable with resuming in-person meetings.	2. Danny Mocerì moved to accept the vote to continue meeting via Zoom. Jeri Keiller seconded the motion. Luke Vinci opposed. Unanimously approved.
3. Next Meeting	3. The next Finance Committee Meeting will be on Thursday, May 5, 2022, at 2:00pm	3. The date and time of the meeting were approved by consensus.
4. Non-Agenda: Public Comments & Announcements	4. Jeri Keiller shared that Landini's Pizzeria sustained \$150,00 in damages from an electrical fire.	4. No action taken
5. Review February 18, 2022 Minutes	5. The minutes from February 18, 2022, were reviewed.	5. Bryan Thompson moved to accept the

		minutes Annette Casemero seconded the motion. Unanimously approved.
6. YTD Financials	6. Jeri gave an update on the YTD Financials.	6. Bryan Thompson moved to accept the YTD Financials. Danny Mocerì seconded the motion. Unanimously approved. Jeri Keiller and Catt Fields White abstained.
7. FY23 Budgets	7. Jeri presented the FY23 Budgets on pages 23-25. The Committee would like to table this action until May to thoroughly review the Budget.	7. Luke moved to table the FY23 Budgets until May. Bryan Thompson seconded the motion. Unanimously approved. Sandi Cottrell, Catt Fields White and Jeri Keiller abstained.
8. Convivio MOU Rent Adjustment	<p>8. Chris stated that Convivio's MOU will be adjusted to reflect a 5% increase for repairs and improvements. There will also be a 10-day grace period for late fees.</p> <p>Convivio will need to obtain approval before they use the Washington Elementary Driveway.</p> <p>Convivio will need to obtain a liquor license 3 days in advance for any event.</p> <p>Chris shared that there was public request for a copy of the MOU.</p>	8. Steve Galasso moved to approve the MOU Adjustments. Jeri Keiller seconded the motion. Unanimously approved.
9. Auditor's Management Recommendations	<p>9. Jeri reviewed the Auditor's Management Report on pages 44-46.</p> <p>Jeri suggested that a summary of the Auditor's Management Recommendations be listed on the next Board Agenda.</p>	9. Danny Mocerì moved to approve the audit. Luke Vinci seconded the motion. Unanimously approved.

10. General Liability Insurance Update	<p>10. Marco shared that Additional City Compensation (ACC), funds may be available to offset Little Italy's General Liability Insurance costs.</p> <p>LIA may be eligible to receive \$160,000 since LIA's Maintenance staff handles the trash removal. The City's Councilman is working with his staff on this.</p>	10. No action taken
<p>11. CLOSESD SESSION:</p> <p>a. Management Agreement Compensation</p>	<p>11. The Committee went into closed session to discuss Management Agreement Compensation.</p> <p>11.a. Committee discussed the Management Agreement Compensation</p>	11. Luke Vinci moved to approve the Management Agreement Compensation. Danny Mocerri seconded the motion. Unanimously approved. Lou Palestini abstained.
12. Reopen Meeting & Report Findings / Action(s) to Public	12. Chris reponed the meeting. There is nothing to report.	12. No action taken
13. Chief Executive Administrator Report	<p>13. Marco reported that he is not sure how sidewalk vending will be enforced. PD may ticket vendors; however, we are uncertain.</p> <p>Marco shared that we are working on another stay away regarding an unhoused female.</p>	13. No action taken
14. Old Business	14. Nothing to report.	14. No action taken
15. Adjournment	15. Meeting Adjourned	15. Meeting was adjourned by consensus.

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

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Little Italy Association of San Diego

Balance Sheet

As of March 31, 2022

04/20/22

Accrual Basis

	Mar 31, 22	Mar 31, 21
ASSETS		
Current Assets		
Checking/Savings		
BID Acct / Torrey Pines	19,516.03	28,546.57
Programs Acct / Torrey Pines	220,750.41	166,450.36
Mercato / Torrey Pines	23,106.14	34,679.62
Parking District / Torrey Pines	261,452.08	308,936.27
MAD Acct / Torrey Pines	160,387.43	467,634.06
Payroll Acct / Torrey Pines	25,703.25	161,577.75
Savings Acct / Torrey Pines	276,502.87	38,070.70
Total Checking/Savings	987,418.21	1,205,895.33
Accounts Receivable		
Accts Rec - MAD	5,260.70	540.00
Accts Rec - Parking District	69,862.05	194,696.52
Accts Rec - Programs	8,291.70	4,942.50
Total Accounts Receivable	83,414.45	200,179.02
Other Current Assets		
Endowment Fund	13,202.18	11,202.00
Undeposited Funds	1,626.33	4,198.00
Total Other Current Assets	14,828.51	15,400.00
Total Current Assets	1,085,661.17	1,421,474.35
Fixed Assets		
Machinery and Equipment	127,331.00	127,331.00
Improvements-Building/Nursery	56,777.00	56,777.00
Auto/Transport Equipment	106,215.00	106,215.00
Program Equipment	12,000.00	0.00
Website design	10,400.00	10,400.00
Accumulated depreciation	-216,299.62	-177,044.95
Total Fixed Assets	96,423.38	123,678.05
Other Assets		
Rent deposit	8,450.73	0.00
Total Other Assets	8,450.73	0.00
TOTAL ASSETS	1,190,535.28	1,545,152.40
LIABILITIES & EQUITY		
Liabilities		
Current Liabilities		
Accounts Payable		
Accounts Payable - BID	0.00	83.08
Accounts Payable - Programs	10,818.96	4,740.50
Accounts Payable - Mercato	621.00	322.00
Accounts Payable - Parking Dist	0.00	2,238.73
Accounts Payable - MAD	4,581.80	12,543.78
Total Accounts Payable	16,021.76	19,928.09
Other Current Liabilities		
Unearned Grants	2,500.00	0.00
Bollard Advance	129,978.09	226,776.96
Unspent Art Appreciation grant	0.00	46,304.71
Accrued Interest Liability	1,016.00	1,016.00
Second PPP Loan	0.00	274,105.00
MAD Advance	0.00	284,093.35
Garnishments	0.00	101.07
Total Other Current Liabilities	133,494.09	832,397.09
Total Current Liabilities	149,515.85	852,325.18
Long Term Liabilities		
EIDL LOAN	148,475.73	148,475.73

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Little Italy Association of San Diego

Balance Sheet

As of March 31, 2022

04/20/22

Accrual Basis

	<u>Mar 31, 22</u>	<u>Mar 31, 21</u>
Loan Payable #3 F-150 V8	0.00	5,533.06
Loan Payable #4 F-150 V6	0.00	5,492.45
Total Long Term Liabilities	<u>148,475.73</u>	<u>159,501.24</u>
Total Liabilities	297,991.58	1,011,826.42
Equity		
Net unrestricted assets	576,528.59	529,431.67
Net Income	316,015.11	3,894.31
Total Equity	<u>892,543.70</u>	<u>533,325.98</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,190,535.28</u></u>	<u><u>1,545,152.40</u></u>

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

04/20/22

Accrual Basis

	BID	MAD	Maintenance Non-As...	Total Parking District	Programs & Operati...	TOTAL
Income						
PPP income second round	0	0	0	0	274,105	274,105
SBEP · SBEP Management Grant	18,448	0	0	0	0	18,448
PROGRAM INCOME	0	0	9,000	22,875	773,933	805,808
BID INCOME	77,728	0	0	0	0	77,728
MAINTENANCE DISTRICT INCOME	0	858,267	0	0	0	858,267
MAINTENANCE NON-ASSESS INCOME	0	0	124,767	0	0	124,767
MERCATO INCOME	0	0	0	0	1,400	1,400
PARKING DISTRICT INCOME	0	0	0	412,485	0	412,485
PARKING DISTRICT REVENUES	0	0	0	88,929	0	88,929
Total Income	96,176	858,267	133,767	524,289	1,049,438	2,661,936
Gross Profit	96,176	858,267	133,767	524,289	1,049,438	2,661,936
Expense						
MISC MAINT EXPENSE	0	0	-178	0	0	-178
OFFICE OPERATIONS	27,918	150,172	192	0	19,732	198,014
LANDSCAPE OPERATIONS	0	45,415	0	0	0	45,415
ASSESS DIST OPERATIONAL EXP	0	110,661	708	0	5,308	116,677
PERSONNEL EXPENSE	0	635,678	1,744	-7,956	33,690	663,157
ACCOUNTANT EXPENSE ENTRIES	0	0	18,271	0	11,653	29,923
PROGRAM EXPENSE	0	0	3,714	0	221,650	225,364
Maintenance Personnel	0	0	0	0	958	958
NCA Management	32,701	43,000	0	0	120,706	196,407
Office Operational	0	1,166	6,430	0	8,928	16,523
Consulting Services	24,750	0	0	0	0	24,750
SBEP EXPENSES	12,299	0	0	0	0	12,299
MERCATO EXPENSE	0	0	0	0	358,935	358,935
PARKING DISTRICT EXPENSE	0	0	0	455,521	2,154	457,675
Total Expense	97,668	986,092	30,882	447,565	783,715	2,345,921
Net Income	-1,492	-127,825	102,886	76,724	265,723	316,015

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04/12/22

Accrual Basis

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

	<u>Mar 22</u>	<u>Budget</u>	<u>Jul '21 - Mar 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Income					
SBEP · SBEP Management Grant	0.00		18,448.00		
BID INCOME					
Carry-forward	0.00	0.00	2,011.00	2,011.40	2,011.40
BID Dues	0.00	0.00	1,600.00	0.00	0.00
BID Disbursements	5,942.09	10,500.00	74,117.28	94,500.00	126,000.00
Total BID INCOME	<u>5,942.09</u>	<u>10,500.00</u>	<u>77,728.28</u>	<u>96,511.40</u>	<u>128,011.40</u>
Total Income	<u>5,942.09</u>	<u>10,500.00</u>	<u>96,176.28</u>	<u>96,511.40</u>	<u>128,011.40</u>
Gross Profit	5,942.09	10,500.00	96,176.28	96,511.40	128,011.40
Expense					
OFFICE OPERATIONS					
Accounting	0.00	333.33	4,500.00	3,000.01	4,000.00
Computer Service	0.00	375.00	6,137.90	3,375.00	4,500.00
Dues & subscriptions	0.00	125.00	3,300.00	1,125.00	1,500.00
Insurance	333.33	444.40	1,999.99	2,666.80	4,000.00
Office supplies	367.55	583.33	5,539.18	5,150.01	6,900.00
Printing	0.00	41.66	0.00	375.02	500.00
Phone & Internet	180.60	216.50	1,669.94	1,950.50	2,600.00
Postage	0.00	83.33	271.00	750.01	1,000.00
Rent	500.00	500.00	4,500.00	4,500.00	6,000.00
Web Maintenance	0.00	166.66	0.00	1,500.02	2,000.00
Total OFFICE OPERATIONS	<u>1,381.48</u>	<u>2,869.21</u>	<u>27,918.01</u>	<u>24,392.37</u>	<u>33,000.00</u>
NCA Management					
Staff Administration	2,950.24	5,000.00	32,701.44	45,000.00	60,000.00
Total NCA Management	<u>2,950.24</u>	<u>5,000.00</u>	<u>32,701.44</u>	<u>45,000.00</u>	<u>60,000.00</u>
Consulting Services					
PR	2,750.00	2,750.00	24,750.00	24,750.00	33,000.00
Total Consulting Services	<u>2,750.00</u>	<u>2,750.00</u>	<u>24,750.00</u>	<u>24,750.00</u>	<u>33,000.00</u>
Contingency	0.00	0.00	0.00	2,011.40	2,011.40
SBEP EXPENSES					
Staff Administration (SBEP)	2,049.76	0.00	12,298.56	0.00	0.00
Total SBEP EXPENSES	<u>2,049.76</u>	<u>0.00</u>	<u>12,298.56</u>	<u>0.00</u>	<u>0.00</u>
Total Expense	<u>9,131.48</u>	<u>10,619.21</u>	<u>97,668.01</u>	<u>96,153.77</u>	<u>128,011.40</u>
Net Income	<u>-3,189.39</u>	<u>-119.21</u>	<u>-1,491.73</u>	<u>357.63</u>	<u>0.00</u>

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04/12/22

Accrual Basis

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

	Mar 22	Budget	Jul '21 - Mar 22	YTD Budget	Annual Budget
Income					
MAINTENANCE DISTRICT INCOME					
MAD Assessments	95,362.97	96,069.33	858,266.61	864,623.97	1,152,831.96
MAD Gas Tax	0.00	314.08	0.00	2,826.72	3,768.96
MAD General Benefit Income	0.00	3,628.92	0.00	32,660.28	43,547.04
MAD City Administration	0.00	-291.67	0.00	-2,625.03	-3,500.04
MAD Spec Dist Lighting	0.00	-2,916.67	0.00	-26,250.03	-35,000.04
MAD Delinquency Factor 1.5%	0.00	-1,441.04	0.00	-12,969.36	-17,292.48
Total MAINTENANCE DISTRICT INCOME	95,362.97	95,362.95	858,266.61	858,266.55	1,144,355.40
Total Income	95,362.97	95,362.95	858,266.61	858,266.55	1,144,355.40
Gross Profit	95,362.97	95,362.95	858,266.61	858,266.55	1,144,355.40
Expense					
OFFICE OPERATIONS					
Accounting	0.00	458.33	4,500.00	3,625.01	5,000.00
Computer Service	0.00	583.33	0.00	5,250.01	7,000.00
Insurance	9,892.49	8,333.33	88,473.46	75,000.01	100,000.00
Office supplies	462.19	833.33	5,985.76	7,500.01	10,000.00
Payroll Service	392.83	333.33	3,875.91	3,000.01	4,000.00
Rent					
Storage	814.00	833.33	7,432.00	7,500.01	10,000.00
Rent - Other	3,900.00	3,916.67	34,281.94	35,249.99	47,000.00
Total Rent	4,714.00	4,750.00	41,713.94	42,750.00	57,000.00
Repairs & Maintenance	957.00	1,749.00	4,703.90	4,753.00	10,000.00
Utilities	0.00	416.67	919.11	3,749.99	5,000.00
Total OFFICE OPERATIONS	16,418.51	17,457.32	150,172.08	145,628.04	198,000.00
LANDSCAPE OPERATIONS					
Nursery & Landscape Supplies	2,452.71	2,166.67	21,741.00	19,499.99	26,000.00
Tree Supplies & Services	3,683.14	2,083.33	18,303.59	18,750.01	25,000.00
Outside Landscaping Service	0.00	83.33	0.00	750.01	1,000.00
Tools & Equipment	524.69	333.33	2,672.65	3,000.01	4,000.00
Dumpster	0.00	166.67	693.00	1,499.99	2,000.00
Uniforms	0.00	450.00	0.00	4,050.00	5,400.00
Equipment Rental	130.33	208.33	2,004.38	1,875.01	2,500.00
Total LANDSCAPE OPERATIONS	6,790.87	5,491.66	45,414.62	49,425.02	65,900.00
ASSESS DIST OPERATIONAL EXP					
MAD / BID OPERATIONS					
Dumpster	2,220.19	2,500.00	21,440.06	22,500.00	30,000.00
Tools & Equipment	0.00	250.00	328.24	2,250.00	3,000.00
Auto expenses	791.34	1,500.00	9,928.06	13,500.00	18,000.00

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Accrual Basis

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

	Mar 22	Budget	Jul '21 - Mar 22	YTD Budget	Annual Budget
Gas & electricity	780.12	600.00	3,908.27	8,200.00	10,000.00
Gasoline	2,289.04	2,500.00	23,046.46	20,500.00	28,000.00
Equipment Rentals	0.00	83.33	0.00	750.01	1,000.00
Cell Phones / Radios	296.73	400.00	3,306.98	3,600.00	4,800.00
Electrical Work/Street Lights	0.00	83.33	0.00	750.01	1,000.00
Water	1,706.16	1,500.00	13,380.88	13,500.00	18,000.00
Uniforms	0.00	583.33	2,845.20	5,250.01	7,000.00
Cleaning & Janitorial Supplies	2,266.03	2,916.67	27,646.96	26,249.99	35,000.00
Total MAD / BID OPERATIONS	10,349.61	12,916.66	105,831.11	117,050.02	155,800.00
PRESSURE-WASHING OPERATIONS					
Tools & Equipment	0.00	83.33	358.25	750.01	1,000.00
Pressure Washer / Water Trailer	461.04	500.00	4,471.75	3,500.00	5,000.00
Total PRESSURE-WASHING OPERATIONS	461.04	583.33	4,830.00	4,250.01	6,000.00
Total ASSESS DIST OPERATIONAL EXP	10,810.65	13,499.99	110,661.11	121,300.03	161,800.00
PERSONNEL EXPENSE					
EE MEDICAL CONTRIBUTION					
Consultant Salary Expense	547.50		7,267.05		
EE MEDICAL CONTRIBUTION - Other	-582.67		-6,888.26	0.00	0.00
Total EE MEDICAL CONTRIBUTION	-35.17		378.79	0.00	0.00
Office Administrator					
Health/Dental Insurance	1,550.31	1,000.00	13,069.68	9,000.00	12,000.00
Payroll Taxes	152.01	83.33	1,542.46	750.01	1,000.00
WC Insurance	0.00	16.67	214.82	149.99	200.00
Salary Expense	753.90	2,304.00	16,786.81	21,888.00	28,800.00
Total Office Administrator	2,456.22	3,404.00	31,613.77	31,788.00	42,000.00
Landscape Crew					
Salary Expense	12,862.00	17,100.00	132,227.04	137,125.00	188,425.00
Health/Dental Insurance	1,269.78	1,465.00	12,212.20	11,605.00	16,000.00
WC Insurance	981.66	1,450.00	11,015.31	13,650.00	18,000.00
Payroll Taxes	1,332.08	1,400.00	12,381.06	10,800.00	15,000.00
Total Landscape Crew	16,445.52	21,415.00	167,835.61	173,180.00	237,425.00
Maintenance Crew					
Salary Expense	30,158.94	28,680.00	270,598.39	260,960.00	347,000.00
Payroll Taxes	3,012.14	2,645.00	24,515.55	21,065.00	29,000.00
WC Insurance	1,988.02	2,220.00	20,446.70	20,340.00	27,000.00
Health/Dental Insurance	1,660.86	2,250.00	27,697.73	27,250.00	34,000.00
Total Maintenance Crew	36,819.96	35,795.00	343,258.37	329,615.00	437,000.00

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04/12/22

Accrual Basis

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

	<u>Mar 22</u>	<u>Budget</u>	<u>Jul '21 - Mar 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
Pressure-Washing Crew					
Salary Expense	7,488.59	8,350.00	72,540.29	71,450.00	96,500.00
Payroll Taxes	789.17	765.00	6,718.27	6,205.00	8,500.00
WC Insurance	528.06	550.00	5,130.37	4,850.00	6,500.00
Health/Dental Benefits	780.13	850.00	8,202.85	7,050.00	9,600.00
Total Pressure-Washing Crew	<u>9,585.95</u>	<u>10,515.00</u>	<u>92,591.78</u>	<u>89,555.00</u>	<u>121,100.00</u>
Total PERSONNEL EXPENSE	65,272.48	71,129.00	635,678.32	624,138.00	837,525.00
NCA Management					
Staff Administration	5,000.00	3,800.00	43,000.00	40,600.00	52,000.00
Total NCA Management	5,000.00	3,800.00	43,000.00	40,600.00	52,000.00
Office Operational					
Employee Screening Services	0.00	125.00	1,165.84	1,125.00	1,500.00
Total Office Operational	0.00	125.00	1,165.84	1,125.00	1,500.00
Total Expense	<u>104,292.51</u>	<u>111,502.97</u>	<u>986,091.97</u>	<u>982,216.09</u>	<u>1,316,725.00</u>
Net Income	<u>-8,929.54</u>	<u>-16,140.02</u>	<u>-127,825.36</u>	<u>-123,949.54</u>	<u>-172,369.60</u>

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Little Italy Association of San Diego

04/12/22

Maintenance Non-Assessment Profit & Loss Budget Performance

Accrual Basis

March 2022

	Mar 22	Budget	Jul '21 - M...	YTD Budget	Annual Bu...
Income					
PROGRAM INCOME					
Sponsors	0.00	1,000.00	9,000.00	9,000.00	12,000.00
Total PROGRAM INCOME	0.00	1,000.00	9,000.00	9,000.00	12,000.00
MAINTENANCE NON-ASSESS INCOME					
Mercato Services	5,000.00	5,000.00	45,000.00	45,000.00	60,000.00
Other Income / Special Events	0.00	0.00	13,619.00	0.00	0.00
Supplemental Services	4,995.00	6,075.00	65,978.20	55,775.00	74,000.00
Total MAINTENANCE NON-ASSESS INCOME	9,995.00	11,075.00	124,597.20	100,775.00	134,000.00
Total Income	9,995.00	12,075.00	133,597.20	109,775.00	146,000.00
Gross Profit	9,995.00	12,075.00	133,597.20	109,775.00	146,000.00
Expense					
MISC MAINT EXPENSE					
Misc Maintenance Expense	0.00	83.33	-177.53	750.01	1,000.00
Total MISC MAINT EXPENSE	0.00	83.33	-177.53	750.01	1,000.00
OFFICE OPERATIONS					
Office Expenses Tenant Portion	0.00	0.00	192.16	0.00	0.00
Office supplies	0.00	25.00	0.00	225.00	300.00
Total OFFICE OPERATIONS	0.00	25.00	192.16	225.00	300.00
LANDSCAPE OPERATIONS					
Tree Supplies & Services	0.00	83.33	0.00	750.01	1,000.00
Total LANDSCAPE OPERATIONS	0.00	83.33	0.00	750.01	1,000.00
ASSESS DIST OPERATIONAL EXP					
MAD / BID OPERATIONS					
Citations	0.00		81.00		
Misc	0.00		-64.20	0.00	0.00
Meals & Entertainment	0.00	45.00	357.65	365.00	500.00
Late Fees	0.00	12.50	42.57	112.50	150.00
Liability Claims	0.00		0.00	3,000.00	3,000.00
Auto expenses	10.96	333.33	290.69	3,000.01	4,000.00
Total MAD / BID OPERATIONS	10.96	390.83	707.71	6,477.51	7,650.00
Total ASSESS DIST OPERATIONAL EXP	10.96	390.83	707.71	6,477.51	7,650.00
PERSONNEL EXPENSE					
Staff reimbursement	-1,270.40	0.00	-10,103.80	-6,700.00	-6,700.00
Office Administrator					
Health/Dental Insurance	0.00		115.89		
Payroll Taxes	0.00		-258.36	-258.36	-258.36
Salary Expense	1,361.48		4,103.48	2,742.00	2,742.00
Total Office Administrator	1,361.48		3,961.01	2,483.64	2,483.64
Maintenance Crew					
Staff Bonuses	0.00	0.00	8,800.00	8,800.00	8,800.00
Salary Expense	0.00		229.64		
Total Maintenance Crew	0.00	0.00	9,029.64	8,800.00	8,800.00
PERSONNEL EXPENSE - Other	0.00		-1,142.42		
Total PERSONNEL EXPENSE	91.08	0.00	1,744.43	4,583.64	4,583.64
ACCOUNTANT EXPENSE ENTRIES					
Depreciation	2,030.09	2,000.00	18,270.81	18,000.00	24,000.00
Total ACCOUNTANT EXPENSE ENTRIES	2,030.09	2,000.00	18,270.81	18,000.00	24,000.00
PROGRAM EXPENSE					

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Little Italy Association of San Diego

04/12/22

Maintenance Non-Assessment Profit & Loss Budget Performance

Accrual Basis

March 2022

	<u>Mar 22</u>	<u>Budget</u>	<u>Jul '21 - M...</u>	<u>YTD Budget</u>	<u>Annual Bu...</u>
Liability Claim	4,400.87		7,699.96	0.00	0.00
Meals / Entertainment / Travel	0.00	0.00	945.64	827.82	827.82
Salary Expense					
Payroll Taxes	-70.18	-280.00	-4,931.65	-5,160.00	-6,000.00
Total Salary Expense	-70.18	-280.00	-4,931.65	-5,160.00	-6,000.00
Total PROGRAM EXPENSE	4,330.69	-280.00	3,713.95	-4,332.18	-5,172.18
Office Operational					
Employee Screening Services	0.00		-325.00		
Legal	0.00	475.00	6,755.00	3,800.00	5,000.00
Total Office Operational	0.00	475.00	6,430.00	3,800.00	5,000.00
Total Expense	6,462.82	2,777.49	30,881.53	30,253.99	38,361.46
Net Income	3,532.18	9,297.51	102,715.67	79,521.01	107,638.54

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**Little Italy Association of San Diego
PARKING DISTRICT - TOTAL**

04/20/22

Accrual Basis

	Mar 22	Budget	Jul '21 - Mar ...	YTD Budget	Annual Budget
Income					
PROGRAM INCOME					
Sponsors	0.00		22,875.00		
Total PROGRAM INCOME	0.00		22,875.00		
PARKING DISTRICT INCOME					
Parking District Reimbursement	34,058.17	75,000.00	370,978.15	525,000.00	750,000.00
City Bollard funds	732.50	0.00	41,506.85	0.00	0.00
Total PARKING DISTRICT INCOME	34,790.67	75,000.00	412,485.00	525,000.00	750,000.00
PARKING DISTRICT REVENUES					
Valet Program Revenues	8,251.52	9,700.00	87,678.69	87,540.00	116,640.00
Valet Subsidies from Businesses	500.00		1,250.00	0.00	0.00
Total PARKING DISTRICT REVENUES	8,751.52	9,700.00	88,928.69	87,540.00	116,640.00
Total Income	43,542.19	84,700.00	524,288.69	612,540.00	866,640.00
Gross Profit	43,542.19	84,700.00	524,288.69	612,540.00	866,640.00
Expense					
PERSONNEL EXPENSE					
Staff reimbursement	-1,270.40		-10,074.10		
EE MEDICAL CONTRIBUTION	-582.67		-4,044.22		
Office Administrator					
Payroll Taxes	117.25		931.13		
Salary Expense	753.91	0.00	5,231.10	0.00	0.00
Total Office Administrator	871.16	0.00	6,162.23	0.00	0.00
Total PERSONNEL EXPENSE	-981.91	0.00	-7,956.09	0.00	0.00
PARKING DISTRICT EXPENSE					
In House Valet Program					
Valet Employee Payroll	9,704.96	16,960.00	90,642.22	161,120.00	212,000.00
Valet Employee Payroll Taxes	902.06	0.00	8,290.35	0.00	0.00
Equipment & Uniforms	336.17	666.67	9,205.79	5,999.99	8,000.00
Cell/Tech services	0.00	166.67	0.00	1,499.99	2,000.00
Permits	0.00	333.33	0.00	3,000.01	4,000.00
Program Management	3,425.00	2,825.00	30,825.00	25,425.00	33,900.00
Total In House Valet Program	14,368.19	20,951.67	138,963.36	197,044.99	259,900.00
Lot Rental/Insurance					
Workers' Comp	502.73	1,250.00	6,364.43	11,250.00	15,000.00
Liability Insurance	4,000.00	4,000.00	33,641.50	36,000.00	48,000.00
Parking Lot Rentals	3,000.00	9,166.67	43,337.84	82,499.99	110,000.00
Program Management	2,162.50	2,162.50	19,462.50	19,462.50	25,950.00
Lot Rental/Insurance - Other	2,042.23		2,042.23		

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04/20/22

Accrual Basis

**Little Italy Association of San Diego
PARKING DISTRICT - TOTAL**

	Mar 22	Budget	Jul '21 - Mar ...	YTD Budget	Annual Budget
Total Lot Rental/Insurance	11,707.46	16,579.17	104,848.50	149,212.49	198,950.00
Marketing and Promotions					
Website Parking Component	0.00	1,177.78	0.00	7,066.68	10,600.02
Printed Material	0.00	416.67	2,416.89	3,749.99	5,000.00
PR Firm	2,583.00	2,500.00	23,247.00	22,500.00	30,000.00
Program Mgmt	570.00	570.00	5,130.00	5,130.00	6,840.00
Total Marketing and Promotions	3,153.00	4,664.45	30,793.89	38,446.67	52,440.02
New Initiatives& Special Proj					
Peoples Plazas, PopOuts & Beaut	0.00	166.67	0.00	1,499.99	2,000.00
City of SD Insourcing	0.00	166.67	0.00	1,499.99	2,000.00
Feasibility Study-W.Grape	0.00	0.00	0.00	15,000.00	15,000.00
Planters/Beautification	0.00	30.00	0.00	270.00	360.00
Enhanced Pedestrian Lighting	0.00	11,222.22	52,279.57	67,333.34	101,000.00
Ped Transition Safety	0.00	3,000.00	0.00	12,000.00	21,000.00
Removable Bollard System					
Bollards	732.50	0.00	41,506.85	0.00	0.00
Total Removable Bollard System	732.50	0.00	41,506.85	0.00	0.00
Enhanced Security	0.00	8,250.00	32,850.00	54,450.00	79,200.00
Rescue Mission Security	1,000.00	6,000.00	1,000.00	19,000.00	30,000.00
Program Management	2,687.50	3,187.50	24,187.50	28,687.50	38,250.00
Total New Initiatives& Special Proj	4,420.00	32,023.06	151,823.92	199,740.82	288,810.00
LIA Management					
Rent	2,000.00	2,000.00	16,000.00	16,000.00	22,000.00
Utilities	299.00	1,000.00	2,430.00	9,000.00	12,000.00
Vehicle Subsidy & Maintenance	0.00	1,111.11	2,366.09	6,666.67	10,000.00
Storage	341.00	1,000.00	3,120.15	9,000.00	12,000.00
Program Mgmt	575.00	675.00	5,175.00	6,075.00	8,100.00
Total LIA Management	3,215.00	5,786.11	29,091.24	46,741.67	64,100.00
Total PARKING DISTRICT EXPENSE	36,863.65	80,004.46	455,520.91	631,186.64	864,200.02
Total Expense	35,881.74	80,004.46	447,564.82	631,186.64	864,200.02
Net Income	7,660.45	4,695.54	76,723.87	-18,646.64	2,439.98

Little Italy Association of San Diego
PROGRAM - BUDGET TO ACTUAL

	Dog Park		Grounds		Total Amici Park		Art Appreciation Projects		Art Walk		Banner	
	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget
Income												
PPP income second round	0		0		0		0		0		0	
PROGRAM INCOME	10,523	6,750	5,000	4,500	15,523	11,250	0	1	0	0	2,490	3,080
MERCATO INCOME	0		0		0		0		0		0	
Total Income	10,523	6,750	5,000	4,500	15,523	11,250	0	1	0	0	2,490	3,080
Expense												
OFFICE OPERATIONS	0		505	405	505	405	0		0		0	
ASSESS DIST OPERATIONAL EXP	0		2,982	2,250	2,982	2,250	0	1	0		0	
PERSONNEL EXPENSE	0		0		0		0		0		0	
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0		0	
PROGRAM EXPENSE	3,933	3,750	10,508	5,220	14,441	8,970	15,095		500		3,873	4,690
Maintenance Personnel	0		137		137		0		0		0	
Maintenance Non-Personnel	0		0		0		0		0		0	
NCA Management	0		0		0		0		0		0	
Office Operational	0		0		0		0		0		0	
MERCATO EXPENSE	0		0		0		0		0		0	
PARKING DISTRICT EXPENSE	0		0		0		0		0		0	
Budget adjustment	0	-3,500	0	7,800	0	4,300	0	0	0		0	
Total Expense	3,933	250	14,132	15,675	18,065	15,925	15,095	1	500		3,873	4,690
Net Income	6,590	6,500	-9,132	-11,175	-2,542	-4,675	-15,095	0	-500	0	-1,383	-1,610

Little Italy Association of San Diego
PROGRAM - BUDGET TO ACTUAL

	Casino Night	Christmas Programs		County Grants		General & Administration		Total Mercato		Merchandise		Military Events	
	Jul '21 - Mar 22	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget
Income													
PPP income second round	0	0		0		0		0		0		0	
PROGRAM INCOME	0	43,121	50,000	35,000	35,000	17,160	0	576,542	577,000	735	1	2,250	2,000
MERCATO INCOME	0	0		0		0		1,565	0	0		0	
Total Income	0	43,121	50,000	35,000	35,000	17,160	0	578,107	577,000	735	1	2,250	2,000
Expense													
OFFICE OPERATIONS	0	0		0		19,227	9,890	0		0		0	
ASSESS DIST OPERATIONAL EXP	0	106		0		2,220	1,845	0		0		0	
PERSONNEL EXPENSE	0	0		0		7,706	11,718	0		0		0	
ACCOUNTANT EXPENSE ENTRIES	0	5,250	8,246	0		6,403	6,750	0		0		0	
PROGRAM EXPENSE	0	32,405	39,006	35,000	35,000	26,141	28,130	27,618	0	0	1	1,211	2,000
Maintenance Personnel	0	541		0		0		0		0		280	
Maintenance Non-Personnel	0	0		0		0		0		0		0	
NCA Management	0	0		0		120,706	149,220	0		0		0	
Office Operational	0	0		0		8,928	3,780	0		0		0	
MERCATO EXPENSE	0	0		0		0		357,842	367,674	0		0	
PARKING DISTRICT EXPENSE	0	0		0		0	0	0		0		0	
Budget adjustment	0	0		0	0	0	0	0	16,958	0	-510	0	-750
Total Expense	0	38,302	47,252	35,000	35,000	191,331	211,333	385,460	384,632	0	-509	1,491	1,250
Net Income	0	4,819	2,748	0	0	-174,171	-211,333	192,647	192,368	735	510	759	750

Little Italy Association of San Diego
PROGRAM - BUDGET TO ACTUAL

	Misc Events		Piazza Basilone		Total Piazza della Famiglia		Piazza Giannini	PPP 2 Activity		SBEP Bkkeeping Grant	SBEP City Services	SBEP Tech Assist. Grant
	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Jul '21 - Mar 22	Jul '21 - Mar 22
Income												
PPP income second round	0		0		0		0	274,105	274,105	0	0	0
PROGRAM INCOME	4,290		1,000	1,400	2,025	102,025	0	0		2,657	2,308	1,758
MERCATO INCOME	0		0		0		0	0		0	0	0
Total Income	4,290		1,000	1,400	2,025	102,025	0	274,105	274,105	2,657	2,308	1,758
Expense												
OFFICE OPERATIONS	0		0		0		0	0		0	0	0
ASSESS DIST OPERATIONAL EXP	0		0		0		0	0		0	0	0
PERSONNEL EXPENSE	0		0		0		0	25,985	25,900	0	0	0
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0	0		0	0	0
PROGRAM EXPENSE	2,743		4,384	3,800	29,936	32,025	920	0		2,657	5,217	566
Maintenance Personnel	0		0		0		0	0		0	0	0
Maintenance Non-Personnel	0		0		0	7,500	0	0		0	0	0
NCA Management	0		0		0		0	0		0	0	0
Office Operational	0		0		0		0	0		0	0	0
MERCATO EXPENSE	0		0		0		0	1,093	1,100	0	0	0
PARKING DISTRICT EXPENSE	0		0		0		0	2,154	2,200	0	0	0
Budget adjustment	0	-1,547	0	0	0	50,000	0	0	0	0	0	0
Total Expense	2,743	-1,547	4,384	3,800	29,936	89,525	920	29,232	29,200	2,657	5,217	566
Net Income	1,547	1,547	-3,384	-2,400	-27,911	12,500	-920	244,873	244,905	0	-2,909	1,192

Little Italy Association of San Diego
PROGRAM - BUDGET TO ACTUAL

	Seasonal Displays		State of the Neighborhood		Summer Film Festival		TOLI		Trick or Treat		Venue Rentals		TOTAL	
	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget	Jul '21 - Mar 22	Budget
	Income													
PPP income second round	0		0		0		0		0		0		274,105	274,105
PROGRAM INCOME	10,500	5,000	4,000	1	3,133	500	3,000	0	0	1,000	46,275	37,000	773,767	825,259
MERCATO INCOME	0		0		0		0		0		0		1,565	0
Total Income	10,500	5,000	4,000	1	3,133	500	3,000	0	0	1,000	46,275	37,000	1,049,437	1,099,364
Expense														
OFFICE OPERATIONS	0		0		0		0		0		0		19,732	10,295
ASSESS DIST OPERATIONAL EXP	0		0		0		0		0		0		5,308	4,096
PERSONNEL EXPENSE	0		0		0		0		0		0		33,691	37,618
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0		0		11,653	14,996
PROGRAM EXPENSE	7,518	5,000	0	1	622	300	0	0	1,477	1,000	9,325	18,000	221,649	177,924
Maintenance Personnel	0		0		0		0		0		0		958	0
Maintenance Non-Personnel	0		0		0		0		0		0		0	7,500
NCA Management	0		0		0		0		0		0		120,706	149,220
Office Operational	0		0		0		0		0		0		8,928	3,780
MERCATO EXPENSE	0		0		0		0		0		0		358,935	368,774
PARKING DISTRICT EXPENSE	0		0		0		0		0		0		2,154	2,200
Budget adjustment	0	-3,122	0		0	-2,300	0	0	0	1,477	0	-16,450	0	48,056
Total Expense	7,518	1,878	0	1	622	-2,000	0	0	1,477	2,477	9,325	1,550	783,714	824,459
Net Income	2,982	3,122	4,000	0	2,511	2,500	3,000	0	-1,477	-1,477	36,950	35,450	265,723	274,905

MARCH 12 2022				
	LITTLE ITALY ASSOCIATION BUDGET 2022-2023			
SUMMARY SHEET				
	INCOME	EXPENSE	NET	
BID	132,213	132,213	0	
MAD	1,214,371	1,359,900	-145,529	DECREASED BY \$22K FOR ADMIN
MNA	154,200	67,900	86,300	
PARKING	866,640	866,640	0	
PROGRAMS/OPS	1,108,505	1,037,577	70,928	
	3,475,929	3,464,230	11,699	

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03/02/22

Accrual Basis

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

	Jul '22 - Jun 23
Income	
BID INCOME	
Carry-forward	6,213.31
BID Dues	0.00
BID Disbursements	126,000.00
SBEP Mgmt Grant	0.00
Total BID INCOME	132,213.31
Total Income	132,213.31
Gross Profit	132,213.31
Expense	
OFFICE OPERATIONS	
Accounting	4,000.00
Computer Service	4,500.00
Dues & subscriptions	1,500.00
Insurance	4,000.00
Office supplies	6,900.00
Printing	500.00
Phone & Internet	2,600.00
Postage	1,000.00
Rent	6,000.00
Web Maintenance	2,000.00
Total OFFICE OPERATIONS	33,000.00
NCA Management	
Staff Administration	60,000.00
Total NCA Management	60,000.00
Consulting Services	
PR	33,000.00
Total Consulting Services	33,000.00
Contingency	6,213.31
SBEP EXPENSES	
Staff Administration (SBEP)	0.00
Total SBEP EXPENSES	0.00
Total Expense	132,213.31
Net Income	0.00

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

				2021-2022	2022-2023
		Jul '21 - Mar 22	Annual Budget	Annual Budget	
Income					
MAINTENANCE DISTRICT INCOME					
	MAD Assessments	858,266.61	1,152,831.96	1,218,606	
	MAD Gas Tax	0.00	3,768.96	3,800	
	MAD General Benefit Income	0.00	43,547.04	48,744	
	MAD City Administration	0.00	-3,500.04	-3,500	
	MAD Spec Dist Lighting	0.00	-35,000.04	-35,000	
	MAD Delinquency Factor 1.5%	0.00	-17,292.48	-18,279	
	Total MAINTENANCE DISTRICT INCOME	858,266.61	1,144,355.40	1,214,371	
Expense					
OFFICE OPERATIONS					
	Accounting	4,500.00	5,000.00	5,000	
	Computer Service	0.00	7,000.00	7,000	
	Insurance	88,473.46	100,000.00	125,000	
	Office supplies	5,985.76	10,000.00	10,000	
	Payroll Service	3,875.91	4,000.00	5,000	
	Rent				
	Storage	7,432.00	10,000.00	10,000	
	Rent - Other	34,281.94	47,000.00	40,000	
	Total Rent	41,713.94	57,000.00	50,000	
	Repairs & Maintenance	4,703.90	10,000.00	6,000	
	Utilities	919.11	5,000.00	3,500	
	Total OFFICE OPERATIONS	150,172.08	198,000.00	211,500	
LANDSCAPE OPERATIONS					
	Nursery & Landscape Supplies	21,741.00	26,000.00	26,000	
	Tree Supplies & Services	18,303.59	25,000.00	25,000	
	Outside Landscaping Service	0.00	1,000.00	1,000	
	Tools & Equipment	2,672.65	4,000.00	4,000	
	Dumpster	693.00	2,000.00	2,000	
	Uniforms	0.00	5,400.00	5,000	
	Equipment Rental	2,004.38	2,500.00	2,500	
	Total LANDSCAPE OPERATIONS	45,414.62	65,900.00	65,500	
ASSESS DIST OPERATIONAL EXP					
MAD / BID OPERATIONS					
	Dumpster	21,440.06	30,000.00	30,000	
	Tools & Equipment	328.24	3,000.00	1,500	
	Auto expenses	9,928.06	18,000.00	12,000	
	Gas & electricity	3,908.27	10,000.00	6,000	
	Gasoline	23,046.46	28,000.00	28,000	
	Equipment Rentals	0.00	1,000.00	1,000	
	Cell Phones / Radios	3,306.98	4,800.00	4,800	
	Electrical Work/Street Lights	0.00	1,000.00	1,000	
	Water	13,380.88	18,000.00	16,000	
	Uniforms	2,845.20	7,000.00	7,000	

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

		2021-2022		2022-2023
		Jul '21 - Mar 22	Annual Budget	Annual Budget
	Cleaning & Janitorial Supplies	27,646.96	35,000.00	35,000
	Total MAD / BID OPERATIONS	105,831.11	155,800.00	142,300
	PRESSURE-WASHING OPERATIONS			
	Tools & Equipment	358.25	1,000.00	1,000
	Pressure Washer / Water Trailer	4,471.75	5,000.00	5,000
	Total PRESSURE-WASHING OPERATIONS	4,830.00	6,000.00	6000
	Total ASSESS DIST OPERATIONAL EXP	110,661.11	161,800.00	148,300
	PERSONNEL EXPENSE			
	EE MEDICAL CONTRIBUTION			
	Consultant Salary Expense	7,267.05		8,400
	EE MEDICAL CONTRIBUTION - Other	-6,888.26	0.00	-8,400
	Total EE MEDICAL CONTRIBUTION	378.79	0.00	
	Office Administrator			
	Health/Dental Insurance	13,069.68	12,000.00	
	Payroll Taxes	1,542.46	1,000.00	
	WC Insurance	214.82	200.00	
	Salary Expense	16,786.81	28,800.00	
	Total Office Administrator	31,613.77	42,000.00	21,600
	Landscape Crew			
	Salary Expense	132,227.04	188,425.00	
	Health/Dental Insurance	12,212.20	16,000.00	
	WC Insurance	11,015.31	18,000.00	
	Payroll Taxes	12,381.06	15,000.00	
	Total Landscape Crew	167,835.61	237,425.00	278,400
	Maintenance Crew			
	Salary Expense	270,598.39	347,000.00	
	Payroll Taxes	24,515.55	29,000.00	
	WC Insurance	20,446.70	27,000.00	
	Health/Dental Insurance	27,697.73	34,000.00	
	Total Maintenance Crew	343,258.37	437,000.00	516,000
	Pressure-Washing Crew			
	Salary Expense	72,540.29	96,500.00	
	Payroll Taxes	6,718.27	8,500.00	
	WC Insurance	5,130.37	6,500.00	
	Health/Dental Benefits	8,202.85	9,600.00	
	Total Pressure-Washing Crew	92,591.78	121,100.00	115,000
	Total PERSONNEL EXPENSE	635,678.32	837,525.00	931,000
	NCA Management			
	Staff Administration	43,000.00	52,000.00	24,000
	Office Operational			
	Employee Screening Services	1,165.84	1,500.00	1,600
	Total Office Operational	1,165.84	1,500.00	
	Total Expense	986,091.97	1,316,725.00	1,381,900
	Net Income	-127,825.36	-172,369.60	-167,529

Little Italy Association of San Diego Maintenance Non-Assessment Profit & Loss Budget Performance 25

		2021-2022		2022-2023
		Jul '21 - Mar 22	Annual Budget	Annual Budget
Income				
PROGRAM INCOME				
	Sponsors	9,000.00	12,000.00	12,000.00
MAINTENANCE NON-ASSESS INCOME				
	Mercato Services	45,000.00	60,000.00	60,000.00
	Other Income / Special Events	13,619.00	0.00	7,200.00
	Supplemental Services	66,148.20	74,000.00	75,000.00
Total MAINTENANCE NON-ASSESS INCOME		124,767.20	134,000.00	142,200.00
Total Income		133,767.20	146,000.00	154,200.00
Expense				
MISC MAINT EXPENSE				
	Property taxes		17,500.00	17,500.00
	Misc Maintenance Expense	-177.53	500.00	500.00
Total MISC MAINT EXPENSE		-177.53	18,000.00	18,000.00
OFFICE OPERATIONS				
	Office Expenses Tenant Portion	192.16	0.00	
	Office supplies	0.00	300.00	0.00
Total OFFICE OPERATIONS		192.16	300.00	
LANDSCAPE OPERATIONS				
	Tree Supplies & Services	0.00	1,000.00	0.00
Total LANDSCAPE OPERATIONS		0.00	1,000.00	
ASSESS DIST OPERATIONAL EXP				
MAD / BID OPERATIONS				
	Citations	81.00		
	Misc	-64.20	0.00	
	Meals & Entertainment	357.65	500.00	500.00
	Late Fees	42.57	150.00	100.00
	Liability Claims	0.00	3,000.00	3,000.00
	Auto expenses	290.69	4,000.00	500.00
Total MAD / BID OPERATIONS		707.71	7,650.00	4,100.00
Total ASSESS DIST OPERATIONAL EXP		707.71	7,650.00	
PERSONNEL EXPENSE				
	Staff reimbursement	-10,103.80	-6,700.00	-7,200.00
Office Administrator				
	Health/Dental Insurance	115.89		
	Payroll Taxes	-258.36	-258.36	
	Salary Expense	4,103.48	2,742.00	4,000.00
Total Office Administrator		3,961.01	2,483.64	4,000.00
Maintenance Crew				
	Staff Bonuses	8,800.00	8,800.00	10,000.00
	Salary Expense	229.64		
Total Maintenance Crew		9,029.64	8,800.00	10,000.00
PERSONNEL EXPENSE - Other		-1,142.42		
Total PERSONNEL EXPENSE		1,744.43	4,583.64	6,800.00

Little Italy Association of San Diego
Maintenance Non-Assessment Profit & Loss Budget Performance **26**

		2021-2022		2022-2023
		Jul '21 - Mar 22	Annual Budget	Annual Budget
ACCOUNTANT EXPENSE ENTRIES				
	Depreciation	18,270.81	24,000.00	29,000.00
PROGRAM EXPENSE				
	Liability Claim	7,699.96	0.00	3,000.00
	Meals / Entertainment / Travel	945.64	827.82	1,000.00
	Auto expense			500.00
	Salary Expense			
	Payroll Taxes	-4,931.65	-6,000.00	
	Total Salary Expense	-4,931.65	-6,000.00	
Total PROGRAM EXPENSE		3,713.95	-5,172.18	4,500.00
Office Operational				
	Employee Screening Services	-325.00		
	Legal	6,755.00	5,000.00	6,000.00
Total Expense		30,881.53	55,361.46	68,400.00
Net Income		102,885.67	90,638.54	85,800.00



Proposed FY23 Little Italy Parking District Budget

Revenues:	1. Parking Meter Revenues Request	\$750,000
	2. Projected Parking Program Income for FY23	<u>\$116,640</u>
	Total FY23 Projected Income	\$866,640

Expenses/Programs:

1. In-House Valet:

Year-round in-house valet service several nights a week at Columbia & W. Date, India & W. Fir, Kettner & W. Ivy, Kettner & W. Fir and State & W. Date with the potential for more locations in the future. We will be requesting additional subsidy from local business, which benefit from the program, to contribute monthly to increase days of service and decrease the subsidy per vehicle.

a. Valet Employee Payroll (LWO – Projected 3% Increase: \$16.79)	\$260,000
b. Equipment and Uniforms	\$8,000
c. Cell/Tech Service & Fees	\$2,000
d. Permits	\$4,000
e. Project Management (See Attached)	<u>\$41,100</u>

Total for In-House Valet: **\$315,100**

2. Lot Rentals and Insurance for Valet:

a. Workers Comp	\$15,000
b. Liability Insurance	\$48,000
c. Parking Lot Rentals	\$110,000
d. Program Management (See Attached)	<u>\$25,950</u>

Total for Lot Rentals and Insurance for Valet: **\$198,950**

3. Marketing and Promotions:

Promoting to the public, residents and businesses about the programs offered.

a. Maintenance of Little Italy Website for Parking & IT Support	\$10,600
b. Printed Material to Promote Programs (Posters, Banners, etc.)	\$5,000
c. Public Relations (Partial)	\$40,000
d. Program Management (See Attached)	<u>\$8,340</u>

Total for Marketing and Promotions/Programs **\$63,940**

LITTLE ITALY ASSOCIATION OF SAN DIEGO

4. New Initiatives and Special Projects:

Using parking meter revenues 100-18 C (a – g) to mitigate parking strain, support mobility and pedestrian safety.

a. People's Plazas & Pop-Out	\$2,000
b. City of San Diego Insourcing (Conversions, Traffic Markings, etc.)	\$2,000
d. Feasibility Study on W. Grape Traffic Flow	\$5,000
e. Enhanced Pedestrian Lighting (1-5 South Crosswalk)	\$29,000
f. Pedestrian Transition & ROW Safety (Porous Pave, Crosswalks, etc.)	\$25,000
g. Enhanced Security	\$72,000
h. Pedestrian Barrier Planters & Beautification	\$70,000
i. Program Management (See Attached)	<u>\$30,750</u>

Total Special Projects and New Initiatives: \$235,750

5. LIA Operational (Office, Utilities and Storage Costs)

a. Office Rent (Partial)	\$12,000
b. Utilities	\$12,000
c. Vehicle Subsidy & Maintenance (Gas, Maintenance, etc.)	\$10,000
d. Storage	\$12,000
e. Program Management (See Attached)	<u>\$6,900</u>

Total LIA Operational Costs \$52,900

TOTAL ESTIMATED EXPENSES FOR PROGRAMS – FY23

<i>Program</i>	<i>Cost</i>	<i>Percent of Total</i>
1. In-House Valet	\$315,100	36%
2. Lot Rentals & Insurance for Valet	\$198,950	23%
3. Marketing & Promotions	\$63,940	8%
4. New Initiatives & Special Projects	\$235,750	27%
5. LIA Operational	\$52,900	6%
Total Programs for FY23	\$866,640	100%

Personnel Assigned to Each Program and Costs:

<i>Program</i>	<i>Person assigned</i>	<i>Allocation for FY23</i>	<i>% of FTE</i>	<i>Accrual Sub-total</i>
In-House Valet	Chris Gomez & Dianne Serna De Leon	\$41,100	15%	\$41,100
Lot Rentals and Insurance for Parking Programs	Chris Gomez & Rosie DeLuca	\$25,950	15%	\$67,050
Marketing and Promotions	Chris Gomez	\$8,340	15%	\$75,390
New Initiatives and Special Projects	Marco Li Mandri & Chris Gomez	\$32,250	15%	\$107,640
LIA Operational	Marco Li Mandri, Chris Gomez, Rosie DeLuca & Dianne Serna De Leon	\$6,900	15%	\$114,540

**Little Italy Association of San Diego
PROGRAM/OPERATIONS
Budget 2022-2023**

	Dog Park	Grounds	Total Amici Park	Art Appreciation Projects	Art Walk	Banner	Casino Night	Christmas Programs	County Grants
	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23
Income									
PPP income second round									
PROGRAM INCOME									
LIA Board Give or Get								10,000	
Rent Income		8,505	8,505						
Advertising	9,000		9,000						
Chair Sales									
County Grant									
Sponsors							3,000	60,000	1
Vendor income					5,000				
Total PROGRAM INCOME	9,000	8,505	17,505	0	5,000	0	3,000	70,000	1
Total Income	9,000	8,505	17,505	0	5,000	0	3,000	70,000	1
Expense									
OFFICE OPERATIONS									
Office supplies									
Pest Control		1,200	1,200						
Total OFFICE OPERATIONS		1,200	1,200						
ASSESS DIST OPERATIONAL EXP									
Water		3,000	3,000						
Total MAD / BID OPERATIONS		3,000	3,000						
Total ASSESS DIST OPERATIONAL EXP		3,000	3,000						
PROGRAM EXPENSE									
Outside Services		8,400	8,400						
Banners / Flags						1,000			
Landscaping & Nursery Supplies	5,000		5,000						
Liability Claim									
Total Misc				21,575			0	65,000	1
Program Operations			0						
Program Supplies		0	0						
Total Expense	5,000	19,800	24,800	21,575	0	1,000	0	65,000	1
Net income	4,000	-11,295	-7,295	-21,575	5,000	-1,000	3,000	5,000	0

	General & Admin	Italian Heritage Concerts	Total Mercato	Merchandise	Military Events
	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23
Income					
PROGRAM INCOME					
LIA Board Give or Get	5,000				2,500
County Grant					
Misc Income	500			5,000	
Sponsors					
Ticket sales					
Vendor income		7,500	834,500		
Total Income	5,500	7,500	834,500	5,000	2,500
Expense					
OFFICE OPERATIONS					
Bank Fees	200				
Computer Service	400				
Dues & subscriptions	200				
Insurance	300				
Office supplies	2,400				
Postage	200				
Rent	13,749				
Web Maintenance	2,500				
Total OFFICE OPERATIONS					
ASSESS DIST OPERATIONAL EXP					
MAD / BID OPERATIONS					
Misc	500				
Mileage Reimbursement					
Gifts & Condolences	350				
Cell Phones / Radios	1,000				
Water	0				
Total MAD / BID OPERATIONS	1,850				
Total ASSESS DIST OPERATIONAL EXP	1,850				
PERSONNEL EXPENSE					
Office Administrator					
Payroll Taxes	1,080				
WC Insurance					
Salary Expense	7,000				
Total Office Administrator					
Total PERSONNEL EXPENSE	0				
ACCOUNTANT EXPENSE ENTRIES					
Depreciation	11,640				
Total ACCOUNTANT EXPENSE ENTRIES					
PROGRAM EXPENSE					
General Insurance	9,000				
Advertising	3,240				
Banners / Flags					
Donations	3,000				

	General & Admin	Italian Heritage Concerts	Total Mercato	Merchandise	Military Events
	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23
Equipment Rentals	0				
Insurance	12,725				
Landscaping & Nursery Supplies					
Liability Claim	5,000				
Marketing					
Misc					
Loan Interest	0				
Misc - Other	1,000				
Total Misc	1,000			5,000	1,400
Program Operations					
Program Supplies	500				
Total PROGRAM EXPENSE			0	5,000	
NCA Management	199,330				
NCA Bonus	30,000				
Office Operational					
Legal	5,000				
Total Office Operational					
CHRISTMAS VILLAGE			5,600		
Total Expense	315,014	0	534,657	5,000	1,400
Net income	-309,514	7,500	299,843	0	1,100

	Misc events/Bella Vita	Piazza Basilone	Piazza Restrooms	Piazza della Famiglia	Seasonal Displays	State of the Neighbrhd
	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23
Income						
PROGRAM INCOME						
Piazza Services			3,500			
Rent Income						
Sponsors		2,000		50,000	5,000	4,000
Ticket sales						
Vendor income	5,000					
Total Income	5,000	2,000	3,500	50,000	5,000	4,000
Expense						
PROGRAM EXPENSE						
Outside Services						
General Insurance				12,000		
Insurance						
Landscaping & Nursery Supplies		600		600		
Liability Claim						
Marketing						
Misc						
Program Operations		6,000		25,000		
Program Supplies			3,500	8,000	2,000	4,000
Total PROGRAM EXPENSE		6,600	3,500	45,600		
Maintenance Non-Personnel						
Repairs & Maintenance				10,000		
Budget adjustment		0	0			
Total Expense	0	6,600	3,500	55,600	2,000	1
Net income	5,000	-4,600	0	-5,600	3,000	0

			Summer Film Festival	TOLI	Trick or Treat	Venue Rentals	TOTAL
			Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23
Income							
PROGRAM INCOME							
	LIA Board Give or Get						17,500
	Piazza Services						3,500
	Rent Income					57,000	65,505
	Advertising						9,000
	Chair Sales						
	County Grant						
	Donations						
	Misc Income						5,500
	Sponsors		2,500		1,000		127,500
	Ticket sales			28,000			28,000
	Vendor income						852,000
Total Income			2,500	28,000	1,000	57,000	1,108,505
Expense							
OFFICE OPERATIONS							
	Bank Fees						200
	Computer Service						800
	Dues & subscriptions						200
	Insurance						1,000
	Office supplies						4,400
	Office expenses reimbursed						
	Pest Control						1,200
	Postage						200
	Rent						13,749
	Utilities						
	Web Maintenance						2,500
Total OFFICE OPERATIONS							
ASSESS DIST OPERATIONAL EXP							
	Water						3,000
	Misc						500
	Gifts and Condolence						350
	Cell phones						1,000
PERSONNEL EXPENSE							
	Office Administrator						8,080
Depreciation							11,640
Program Expenses							
	Outside Services						8,400
	General Insurance						21,000
	Advertising						

			Summer Film Festival	TOLI	Trick or Treat	Venue Rentals	TOTAL
			Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23	Jul '22 - Jun 23
	Banners / Flags						1,000
	Donations						3,000
	Equipment Rentals						
	Insurance						12,725
	Landscaping & Nursery Supplies						6,200
	Liability Claim						5,000
	Misc - Other						101,976
	Total Misc						
	Program Operations		500				31,500
	Program Supplies				1,000		19,000
	Maintenance Non-Personnel						
	Repairs & Maintenance						10,000
	Total Maintenance Non-Personnel						
	NCA Management						
	NCA management						199,330
	Bonus						30,000
	Legal						5,000
	Total Office Operational						
	Total MERCATO EXPENSE						534,657
	Total PARKING DISTRICT EXPENSE						
	Total Expense		500	0	1,000	0	1,037,607
	Net income		2,000	28,000	0	57,000	70,898



**AMENDED MEMORANDUM OF UNDERSTANDING BETWEEN
THE LITTLE ITALY ASSOCIATION (LIA) AND CONVIVIO SOCIETY (CS)
AMENDED MARCH 2022**

This memorandum addresses the month-to-month and temporary-use of the LIA's Amici House located at 250 W. Date Street in Amici Park. The space has been occupied by CS since October 2017 and includes use of the main room, shared ADA accessible restrooms, outdoor porch, outdoor patio, four (4) LIA table and chair sets with two (2) branded umbrella, and base utilities and water*. The space has been in use by CS since Sunday, October 1, 2017.

60 day
notice

If notice of vacation needs to be issued, the LIA agrees to give CS **30-day** notice in writing. If CS finds an alternative home or are otherwise ready to vacate the Amici House, they agree to give the LIA **30-day** notice in writing. CS is responsible for completely vacating the space and ensuring that the property and grounds are **returned to their original condition**. All equipment and supplies are to be removed upon vacation. If this is not accomplished, CS will be responsible for any expenditures associated with moving of equipment, conducting repairs, if any, supplies, and cleaning of the space.

not including
reasonable
wear and tear

As a part of this MOU, the LIA agrees to maintain the property, landscaping, and clean/stock the restrooms**. CS rental fee is \$708.25 a month due on the first of the month, starting July 1, 2022, with the understanding that there is an annual **5% increase** at the beginning of every fiscal year (July 1st). There is a 10-day grace period before a \$25 late fee will be assessed on the next month's rent. In the future, if LIA requires the rent to be increased or annual percentage to be adjusted, LIA will give CS 90-day notice before implementing new fee.

3%

LIA permits CS to use the Amici House and the grounds, permitted in this MOU, for the following:

- Heritage/history museum with programming that is in-line with the mission of CS.
- Intimate venue rental for 125 guests or less (*Subject to restrictions based upon State and County directives*).
- Retail of merchandise pertaining to the mission of CS.
- Food & beverage*** via coffee cart with minimal food sales (*Owned and operated by CS or a 3rd party with approval by LIA*).
- Office of the Italian Honorary Consulate in San Diego providing consular services to Italian co-nationals.

LITTLE ITALY ASSOCIATION OF SAN DIEGO

2210 Columbia Street ■ San Diego, CA 92101 ■ Phone: 619-233-3898 ■ Fax: 619-233-4866
Email: mail@littleitalysd.com ■ Website: www.littleitalysd.com
Facebook / Twitter / Instagram / Pinterest: LittleItalySD ■ #LittleItalySD

Any new or expanding activities outside the ones stated above must be approved by LIA before new or expanding activities are allowed to commence.

If at any time CS wishes to do improvements inside or outside of the property, they must submit a rendering and request to the LIA Staff for review, consideration and approval before CS is allowed to move forward with said improvements. If there is ever damage or need for repair to the Amici House due to standard wear-and-tear, CS agrees to notify the LIA immediately. CS agrees to maintain the spaces in a moderate manner and agrees to ensure weekly standard maintenance of the spaces (i.e., Light bulb changes, trash removal, sweeping, etc.).

In addition:

- This MOU does not provide any parking provisions for CS and/or its guests.
- CS agrees to notify LIA of any events (CS or 3rd Party) to be held at the Amici House over 75 people.
- If CS wishes to activate the Batta | Fulkerson Small Dog Park or the expansion paver area, CS must get prior written permission from LIA and CS agrees to pay \$100 per event or agreed upon financial arrangement.
- CS will provide proof of permission if activating school grounds outside the MOU footprint.
- CS will provide the following items to fulfill insurance requirements:
 - List the Little Italy Association of San Diego (LIA), the City of San Diego (CofSD), New City America, Inc. (NCA) and the San Diego Unified School District (SDUSD) as Additional Insured on General Liability with limits of at least \$2M Each Occurrence and \$4M Aggregate.
 - Provide a Certificate showing Additional Insured status and include actual policy endorsements.
 - Proof of Worker's Comp Insurance.
 - Agree to indemnify and hold harmless the LIA, CofSD, NCA, and SDUSD from any loss, costs, or damages as a result of harm to third parties due to actions, activities, operations of CS.
 - Proof of Liquor Liability based on all events that will have alcohol service.****

The attached drawing provides a floor plan of the temporary use for Amici House.

discuss assessment of utilities and other parties' usage *Base utilities were based on an average use before coffee cart was integrated into CS's operations and the space. Average use included in this MOU under CS's rent is \$162 for gas & electric and \$85 for water. Additional monthly charges will apply if the bills exceed the above stated threshold. Payment for those excess fees are to be paid with the monthly rent.

**Restrooms are cleaned and stocked for basic use of the facilities and do not cover any kind of event attendee (small or large). CS is required to clean and stock the restrooms for their events where restrooms are open for their guests use.

***Food sold by CS or its coffee cart are not permitted to be sold in the Little Italy Dog Park (LIDP). CS agrees to notify patrons they are not permitted to take food in the LIDP.

****Proof of Liquor Liability must be submitted a minimum of two (2) days before event takes place or LIA will not allow alcohol service at said event.

By signing below, both parties agree to uphold their parts of this MOU.

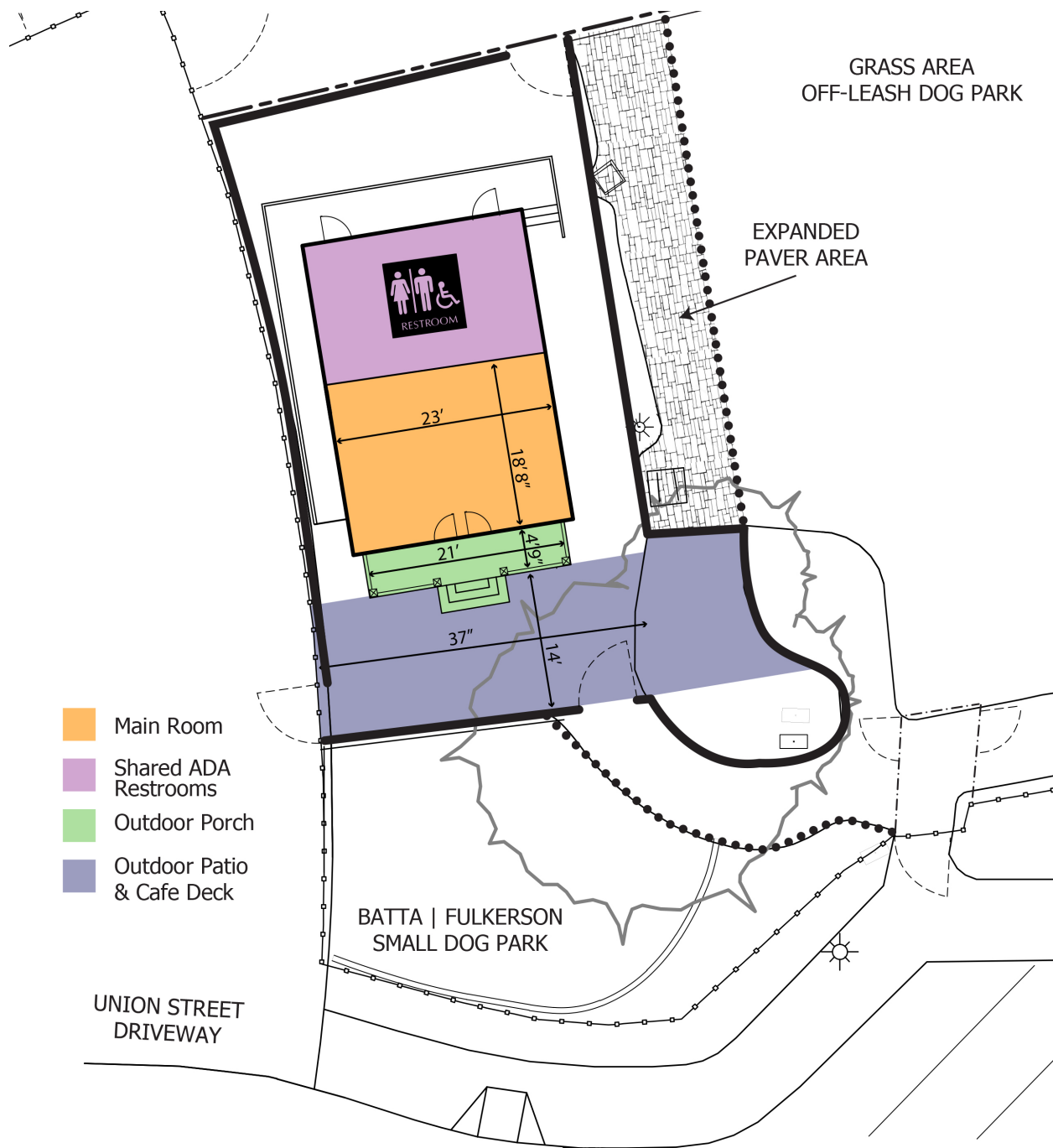


Steven J. Galasso, President, LIA

Date: 3/24/2022_____

Tom Cesarini, Executive Director, CS

Date: _____



AMICI HOUSE
250 W. DATE STREET
SAN DIEGO, CA 92101

W. DATE STREET

REVENUE & EXPENSE		Restoration Gala	
REVENUE	GOALS	ACTUAL	Tickets Sold
Comp Tickets	0	Sponsor comps	50
VIP Tickets early early bird Jan	15000		100
General Audience Tickets	3500		100
		0	
	18500	0	250
Raffle	1,000	50 / 50 raffle	
Sponsor	10,000		
Underwriting	4,000		
Bar	2,500		
Subtotal for Revenue outside of attendees	17500	0	
TOTAL REVENUE	36000	-	
DIRECT EXPENSES			
Little Italy Cost Recovery	3500	Include BID Equipment, staging and cleaning of park	
Print, Fliers, Mailers, Tickets, Signs, Prg Books	1,200	- Jack has sponsor - Printing of all materials - Save the date cards, Posters, Invitations, Mail	
Postage and Mailing	3,200	-	
Creative/Design	500		
Event Infrastructure Fencing	-	-	
Event Infrastructure/Decorations	1,000	can printer make back drop for stage banner? Pipe and drape if need be.	
Event Infrastructure Private Contracting	-	-	
Wells Fargo Wagon	-	-	
Sound Contractor & Audio Support	1,000	Need to verify that Russo brings all sound equipment	
Catering Goods	650		
Ice	150		
Band	7,500	- Russo Band	
Other Entertainment	-	-	
Photo Booth	-	-	
Auctioneer	-	-	
Other Staff / Bar Tenders	250		
Catering Staff / Appetizer Servers	-		
Scholarship Contest Winner	-		
PR Firm	-		
Photography	-	-	
Creative Video	-	need film festival guys to pice together the scenes for the presnetation	
Permits	30		
Security	-	-	
Tax and Licencing	-	-	
Cash Prize	500		
Trip to	-		
City Staff Officers	-		
Bank Charges	-	-	
Liquor	1,500		
Non-Alcholic and Bar Mixers	-	-	
Credit Card Fees	555		
Linnen Rental	200		
Miscellaneous	500	parting gift, health dept products, other miscellaneous costs	
TOTAL DIRECT EXPENSE	22,235	0	
NET SALES	\$ 13,765	-	
NET SALES MARGIN (RETENTION)	38%		