



**Little Italy Association of San Diego – Finance Committee**  
**Tuesday, October 11, 2022 at 10:00am**  
**Zoom Virtual Meeting: <https://us02web.zoom.us/j/86897564817>**  
**or call 1-669-900-6833 / Meeting ID: 868 9756 4817 / 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 September 8, 2022 Minutes**

**Action Item P. 3-5**

**6. YTD Financials**

**Action Item P. 6-19**

**7. Our Lady of the Rosary Zoom AV Installation**

**Action Item P. 20**

**8. Torrey Pines \$150K Loan**

**Action Item**

**9. Cresci Property Damage Claim Update**

**10. Employee Retention Tax Credit Update**

**11. Amici Park Update**

**12. General Liability Insurance Update**

**13. Chief Executive Administrator Report**

**14. Old Business – Add or Remove Items**

*It is the practice of the LIA to formally request that an item under Old Business be pulled from the Agenda and placed on a future Agenda for Discussion and/or Action.*

- a. San Diego Unified School District State Street Water Meter Update

**15. Adjournment**

**Action Item**

**BROWN ACT.** Government Code 54950 (The Brown Act) requires that a brief description of each item to be transacted or discussed be posted at least 72-hours prior to a regular meeting. The Corporation posts all Board and Committee agendas at 2210 Columbia Street, San Diego, CA 92101 and on the LIA website. Action may not be taken on items not identified as such and posted on the agenda. Meeting facilities may be accessible to persons with disabilities. If you require special assistance to participate in the meeting, notify Chris Gomez at 619-233-3898 or via email at [chris@littleitalysd.com](mailto:chris@littleitalysd.com) at least 48-hours prior to the meeting. **VIRTUAL MEETING / COVID-19.** Due to precautions associated with COVID-19 and following current state law (AB 361) regarding the Brown Act, all LIA Board and Committee meetings, until further notice, will be held by teleconference only. Members of the public can listen and participate in meetings over the phone and through the internet.

**LITTLE ITALY ASSOCIATION OF SAN DIEGO**

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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, September 8, 2022, at 9:30am Zoom Virtual Meeting:**  
<https://us02web.zoom.us/j/87386704075> or call 1-669-900-6833  
**Meeting ID: 873 8670 4075 / Password: 3898**

**Committee** Bryan Thompson, Lou Palestini, Danny Mocerri, Jeri Keiller,  
Catt White, Rich Gustafson

**Guest** Ted Przybylek, David Rodger

**Staff** Marco Li Mandri, Chris Gomez, Dianne Serna De León, Rosie DeLuca, 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 9:30am.	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. Bryan Thomson moved to accept the vote to continue meeting via Zoom. Danny Mocerri seconded the motion. Unanimously approved.
3. Next Meeting	3. The next Finance Committee Meeting will be held on Tuesday, September 11, 2022, at 10:00am	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 August 4, 2022 Minutes	5. The minutes from August 4, 2022, were reviewed.	5. Danny Mocerri moved to accept the minutes. Lou Palestini seconded the

		motion. Unanimously approved.
6. YTD Financials	6. Jeri Keiller gave an update on the YTD Financials on pages 7-18 of the packet.	6. Bryan Thompson moved to accept the YTD Financials. Steve Galasso seconded the motion. Jeri Keiller abstained. Motion passes.
7. Amici Park Contract Language	7. Marco Li Mandri shared the Amici Park Contract Language on page 19.	7. Danny Mocerri moved to accept the Language in the contract. Bryan Thompson seconded the motion. Unanimously approved.
8. Our Lady of the Rosary Centennial Request for Support	8. Our Lady of the Rosary is asking for LIA's support with their Centennial Celebration.  Jeri Keiller suggested that this information be taken to the Finance Committee as the market's relocation will cause a \$4-\$5,000 impact.	8. Danny Mocerri moved to support OLR's event. Lou Palestini seconded the motion. Unanimously approved.
9. Ted Przybylek Investment Options	9. Ted Przybylek presented a private loan investment opportunity for the Association.	9. Danny Mocerri moved to approve, but not to exceed \$100K. Steve Galasso seconded the motion. Unanimously approved.
10. Torrey Pines Bank \$150,000 Loan	10. Chris presented Torrey Pines Loan information on pages 21-22 of the packet.	10. No action taken
11. Casino Di Piazza & Little Italy State of the Neighborhood I&E Reports	11. Chris shared the Income Expense Report for Casino night on pages 23-24.  We anticipate a net of \$1,000 for The State of the Neighborhood.	11. No action taken
12. Chief Executive	12. Marco gave an update on General	12. No action taken

Administrator Report	Liability Insurance. His is still working on finding supplemental funding.	
13. Old Business	14. Danny Mocerri suggested that we try to repair the existing wood at the Amici House rather than replace it.	14. No action taken
14. Adjournment	15. Meeting Adjourned	15. Bryan Thompson moves to adjourn the meeting at 11:36am. Luke Vinci seconded the motion. Unanimously approved.

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

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

10/06/22

Accrual Basis

	BID	MAD	Maintenan...	Total Parki...	Programs ...	TOTAL
<b>Income</b>						
PROGRAM INCOME	0	0	5,000	0	18,242	23,242
BID INCOME	15,347	0	0	0	0	15,347
MAINTENANCE DISTRICT INCOME	0	202,298	0	0	0	202,298
MAINTENANCE NON-ASSESS INCOME	0	0	28,278	0	0	28,278
MERCATO INCOME	0	0	0	0	160,870	160,870
PARKING DISTRICT INCOME	0	0	0	89,020	0	89,020
PARKING DISTRICT REVENUES	0	0	0	21,951	0	21,951
<b>Total Income</b>	<b>15,347</b>	<b>202,298</b>	<b>33,278</b>	<b>110,970</b>	<b>179,112</b>	<b>541,004</b>
<b>Gross Profit</b>	<b>15,347</b>	<b>202,298</b>	<b>33,278</b>	<b>110,970</b>	<b>179,112</b>	<b>541,004</b>
<b>Expense</b>						
OFFICE OPERATIONS	8,714	40,993	0	0	7,966	57,673
LANDSCAPE OPERATIONS	0	10,373	0	0	0	10,373
ASSESS DIST OPERATIONAL EXP	0	20,253	49	0	219	20,521
PERSONNEL EXPENSE	0	140,082	-3,507	-2,541	2,697	136,731
ACCOUNTANT EXPENSE ENTRIES	0	0	4,060	0	3,241	7,302
PROGRAM EXPENSE	0	0	13,642	0	57,171	70,813
Maintenance Personnel	0	0	0	0	0	0
NCA Management	10,000	4,000	0	0	37,160	51,160
Office Operational	0	278	4,530	0	840	5,648
Consulting Services	5,500	0	0	0	0	5,500
MERCATO EXPENSE	0	0	0	0	94,272	94,272
PARKING DISTRICT EXPENSE	0	0	0	118,945	0	118,945
<b>Total Expense</b>	<b>24,214</b>	<b>215,980</b>	<b>18,775</b>	<b>116,404</b>	<b>203,565</b>	<b>578,938</b>
<b>Net Income</b>	<b>-8,866</b>	<b>-13,682</b>	<b>14,503</b>	<b>-5,434</b>	<b>-24,453</b>	<b>-37,933</b>

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## Little Italy Association of San Diego

## Balance Sheet

As of August 31, 2022

10/06/22

Accrual Basis

	Aug 31, 22	Aug 31, 21
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Checking/Savings</b>		
BID Acct / Torrey Pines	12,147.00	20,823.51
Programs Acct / Torrey Pines	145,787.54	352,450.72
Mercato / Torrey Pines	53,116.32	36,935.30
Parking District / Torrey Pines	9,081.79	247,760.87
MAD Acct / Torrey Pines	307,225.96	25,288.52
Payroll Acct / Torrey Pines	28,605.88	42,438.60
Savings Acct / Torrey Pines	277,478.25	174,376.92
<b>Total Checking/Savings</b>	833,442.74	900,074.44
<b>Accounts Receivable</b>		
Accts Rec - BID	600.00	1,000.00
Accts Rec - MAD	3,070.40	193,825.92
Accts Rec - Parking District	408,921.58	73,090.58
Accts Rec - Programs	1,475.00	5,748.93
<b>Total Accounts Receivable</b>	414,066.98	273,665.43
<b>Other Current Assets</b>		
Endowment Fund	13,202.18	13,202.18
<b>Total Other Current Assets</b>	13,202.18	13,202.18
<b>Total Current Assets</b>	1,260,711.90	1,186,942.05
<b>Fixed Assets</b>		
Machinery and Equipment	127,331.00	127,331.00
Improvements-Building/Nursery	56,777.00	56,777.00
Auto/Transport Equipment	106,215.00	106,215.00
Program Equipment	12,000.00	0.00
Improvements	2,400.00	0.00
Website design	10,400.00	10,400.00
Accumulated depreciation	-234,353.41	-192,377.65
<b>Total Fixed Assets</b>	80,769.59	108,345.35
<b>Other Assets</b>		
Rent deposit	8,450.73	0.00
<b>Total Other Assets</b>	8,450.73	0.00
<b>TOTAL ASSETS</b>	<b>1,349,932.22</b>	<b>1,295,287.40</b>
<b>LIABILITIES &amp; EQUITY</b>		
<b>Liabilities</b>		
<b>Current Liabilities</b>		
<b>Accounts Payable</b>		
Accounts Payable - BID	3,229.03	261.13
Accounts Payable - Programs	32,093.26	67,183.24
Accounts Payable - Mercato	586.50	5,385.73
Accounts Payable - Parking Dist	20,985.50	31,874.97
Accounts Payable - MAD	25,037.38	38,608.63
<b>Total Accounts Payable</b>	81,931.67	143,313.70
<b>Other Current Liabilities</b>		
Unearned rent on deposit	2,833.00	0.00
Unearned Grants	4,000.00	35,000.00
Bollard Advance	108,294.25	170,132.94
Accrued Interest Liability	1,016.00	1,016.00
Second PPP Loan	0.00	274,105.00
MAD Advance	101,148.91	0.00
Payroll Liabilities	28.04	0.00

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## Little Italy Association of San Diego

## Balance Sheet

As of August 31, 2022

10/06/22

Accrual Basis

	<u>Aug 31, 22</u>	<u>Aug 31, 21</u>
Garnishments	0.00	70.18
<b>Total Other Current Liabilities</b>	<u>217,320.20</u>	<u>480,324.12</u>
<b>Total Current Liabilities</b>	299,251.87	623,637.82
<b>Long Term Liabilities</b>		
EIDL LOAN	148,475.73	148,475.73
Loan Payable #3 F-150 V8	0.00	3,396.71
Loan Payable #4 F-150 V6	0.00	3,371.60
<b>Total Long Term Liabilities</b>	<u>148,475.73</u>	<u>155,244.04</u>
<b>Total Liabilities</b>	447,727.60	778,881.86
<b>Equity</b>		
Net unrestricted assets	940,137.94	576,528.59
Net Income	-37,933.32	-60,123.05
<b>Total Equity</b>	<u>902,204.62</u>	<u>516,405.54</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>1,349,932.22</u></u>	<u><u>1,295,287.40</u></u>



1:35 PM

09/13/22

Accrual Basis

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

	Aug 22	Budget	Jul - Aug ...	YTD Bud...	Annual B...
<b>Income</b>					
<b>BID INCOME</b>					
Carry-forward	0.00	0.00	0.00	0.00	6,213.31
BID Dues	600.00	0.00	600.00	0.00	0.00
BID Disbursements	14,747.24	10,500.00	14,747.24	21,000.00	126,000.00
<b>Total BID INCOME</b>	<u>15,347.24</u>	<u>10,500.00</u>	<u>15,347.24</u>	<u>21,000.00</u>	<u>132,213.31</u>
<b>Total Income</b>	<u>15,347.24</u>	<u>10,500.00</u>	<u>15,347.24</u>	<u>21,000.00</u>	<u>132,213.31</u>
<b>Gross Profit</b>	15,347.24	10,500.00	15,347.24	21,000.00	132,213.31
<b>Expense</b>					
<b>OFFICE OPERATIONS</b>					
Accounting	2,000.00	333.33	2,000.00	666.66	3,999.96
Computer Service	957.00	375.00	957.00	750.00	4,500.00
Dues & subscriptions	900.00	125.00	900.00	250.00	1,500.00
Insurance	333.33	333.33	999.99	666.66	3,999.96
Office supplies	367.55	575.00	1,330.27	1,150.00	6,900.00
Printing	0.00	41.67	0.00	83.34	500.04
Phone & Internet	183.66	216.67	367.32	433.34	2,600.04
Postage	329.03	83.33	1,159.01	166.66	999.96
Rent	500.00	500.00	1,000.00	1,000.00	6,000.00
Web Maintenance	0.00	166.67	0.00	333.34	2,000.04
<b>Total OFFICE OPERATIONS</b>	<u>5,570.57</u>	<u>2,750.00</u>	<u>8,713.59</u>	<u>5,500.00</u>	<u>33,000.00</u>
<b>NCA Management</b>					
Staff Administration	5,000.00	5,000.00	10,000.00	10,000.00	60,000.00
<b>Total NCA Management</b>	<u>5,000.00</u>	<u>5,000.00</u>	<u>10,000.00</u>	<u>10,000.00</u>	<u>60,000.00</u>
<b>Consulting Services</b>					
PR	2,750.00	2,750.00	5,500.00	5,500.00	33,000.00
<b>Total Consulting Services</b>	<u>2,750.00</u>	<u>2,750.00</u>	<u>5,500.00</u>	<u>5,500.00</u>	<u>33,000.00</u>
<b>Contingency</b>	0.00	517.78	0.00	1,035.56	6,213.31
<b>Total Expense</b>	<u>13,320.57</u>	<u>11,017.78</u>	<u>24,213.59</u>	<u>22,035.56</u>	<u>132,213.31</u>
<b>Net Income</b>	<u><u>2,026.67</u></u>	<u><u>-517.78</u></u>	<u><u>-8,866.35</u></u>	<u><u>-1,035.56</u></u>	<u><u>0.00</u></u>

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

Accrual Basis

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
<b>Income</b>					
<b>MAINTENANCE DISTRICT INCOME</b>					
<b>MAD Assessments</b>					
MAD Assessments - Other	101,148.92	101,550.50	202,297.84	203,101.00	1,218,606.00
<b>Total MAD Assessments</b>	<b>101,148.92</b>	<b>101,550.50</b>	<b>202,297.84</b>	<b>203,101.00</b>	<b>1,218,606.00</b>
MAD Gas Tax	0.00	326.33	0.00	652.70	3,916.00
MAD General Benefit Income	0.00	4,002.92	0.00	8,005.80	48,035.00
MAD City Administration	0.00	-291.66	0.00	-583.40	-3,500.00
MAD Spec Dist Lighting	0.00	-2,916.66	0.00	-5,833.40	-35,000.00
MAD Delinquency Factor 1.5%	0.00	-1,522.50	0.00	-3,045.00	-18,270.00
<b>Total MAINTENANCE DISTRICT INCOME</b>	<b>101,148.92</b>	<b>101,148.93</b>	<b>202,297.84</b>	<b>202,297.70</b>	<b>1,213,787.00</b>
<b>Total Income</b>	<b>101,148.92</b>	<b>101,148.93</b>	<b>202,297.84</b>	<b>202,297.70</b>	<b>1,213,787.00</b>
<b>Gross Profit</b>	<b>101,148.92</b>	<b>101,148.93</b>	<b>202,297.84</b>	<b>202,297.70</b>	<b>1,213,787.00</b>
<b>Expense</b>					
<b>OFFICE OPERATIONS</b>					
Accounting	2,600.00	416.66	2,600.00	833.40	5,000.00
Computer Service	0.00	583.33	957.00	1,166.70	7,000.00
Insurance	8,575.68	10,416.66	26,152.30	20,833.40	125,000.00
Office supplies	492.35	833.33	939.21	1,666.70	10,000.00
Payroll Service	421.28	416.66	916.84	833.40	5,000.00
Rent					
Storage	814.00	833.33	1,628.00	1,666.70	10,000.00
Rent - Other	3,900.00	3,333.33	7,800.00	6,666.70	40,000.00
<b>Total Rent</b>	<b>4,714.00</b>	<b>4,166.66</b>	<b>9,428.00</b>	<b>8,333.40</b>	<b>50,000.00</b>
Repairs & Maintenance	0.00	500.00	0.00	1,000.00	6,000.00
Utilities	0.00	291.66	0.00	583.40	3,500.00
<b>Total OFFICE OPERATIONS</b>	<b>16,803.31</b>	<b>17,624.96</b>	<b>40,993.35</b>	<b>35,250.40</b>	<b>211,500.00</b>
<b>LANDSCAPE OPERATIONS</b>					
Nursery & Landscape Supplies	2,042.34	2,166.67	2,664.80	4,333.30	26,000.00
Tree Supplies & Services	1,624.20	2,083.33	2,496.03	4,166.70	25,000.00
Outside Landscaping Service	0.00	83.33	0.00	166.70	1,000.00
Tools & Equipment	425.66	333.33	543.11	666.70	4,000.00
Dumpster	39.00	166.66	128.00	333.40	2,000.00
Uniforms	0.00	416.66	0.00	833.40	5,000.00
Equipment Rental	4,410.64	208.33	4,540.97	416.70	2,500.00
<b>Total LANDSCAPE OPERATIONS</b>	<b>8,541.84</b>	<b>5,458.31</b>	<b>10,372.91</b>	<b>10,916.90</b>	<b>65,500.00</b>
<b>ASSESS DIST OPERATIONAL EXP</b>					
<b>MAD / BID OPERATIONS</b>					
Dumpster	2,442.25	2,500.00	4,884.50	5,000.00	30,000.00
Tools & Equipment	0.00	125.00	323.36	250.00	1,500.00
Auto expenses	626.10	1,000.00	876.10	2,000.00	12,000.00
Gas & electricity	356.03	500.00	990.01	1,000.00	6,000.00
Gasoline	2,967.49	2,333.33	6,363.20	4,666.70	28,000.00
Equipment Rentals					
Equipment Rentals - Other	0.00	83.33	0.00	166.70	1,000.00
<b>Total Equipment Rentals</b>	<b>0.00</b>	<b>83.33</b>	<b>0.00</b>	<b>166.70</b>	<b>1,000.00</b>
Cell Phones / Radios	244.00	400.00	488.00	800.00	4,800.00
Electrical Work/Street Lights	0.00	83.33	0.00	166.70	1,000.00
Water	192.87	1,333.33	913.10	2,666.70	16,000.00
Uniforms	0.00	583.33	0.00	1,166.70	7,000.00
Cleaning & Janitorial Supplies	2,649.94	2,916.66	4,878.94	5,833.40	35,000.00
<b>Total MAD / BID OPERATIONS</b>	<b>9,478.68</b>	<b>11,858.31</b>	<b>19,717.21</b>	<b>23,716.90</b>	<b>142,300.00</b>
<b>PRESSURE-WASHING OPERATIONS</b>					
Tools & Equipment	0.00	83.33	0.00	166.70	1,000.00
Pressure Washer / Water Trailer	438.21	416.66	536.22	833.40	5,000.00
<b>Total PRESSURE-WASHING OPERATIONS</b>	<b>438.21</b>	<b>499.99</b>	<b>536.22</b>	<b>1,000.10</b>	<b>6,000.00</b>
<b>Total ASSESS DIST OPERATIONAL EXP</b>	<b>9,916.89</b>	<b>12,358.30</b>	<b>20,253.43</b>	<b>24,717.00</b>	<b>148,300.00</b>
<b>PERSONNEL EXPENSE</b>					
<b>EE MEDICAL CONTRIBUTION</b>					
Consultant Salary Expense	301.12		2,383.25		
EE MEDICAL CONTRIBUTION - Other	-582.67		-582.67		0.00
<b>Total EE MEDICAL CONTRIBUTION</b>	<b>-281.55</b>		<b>1,800.58</b>		<b>0.00</b>
<b>Office Administrator</b>					
Health/Dental Insurance	60.31	0.00	120.62	0.00	0.00
Payroll Taxes	117.25	0.00	117.25	0.00	0.00
WC Insurance	12.53	0.00	12.53	0.00	0.00
Salary Expense	2,115.38	1,800.00	3,476.86	3,600.00	21,600.00
<b>Total Office Administrator</b>	<b>2,305.47</b>	<b>1,800.00</b>	<b>3,727.26</b>	<b>3,600.00</b>	<b>21,600.00</b>

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

Accrual Basis

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
<b>Landscape Crew</b>					
Salary Expense	12,231.20	23,200.00	24,335.73	46,400.00	278,400.00
Health/Dental Insurance	1,309.35	0.00	2,692.43	0.00	0.00
WC Insurance	1,029.16	0.00	3,499.61	0.00	0.00
Payroll Taxes	952.93	0.00	2,091.60	0.00	0.00
<b>Total Landscape Crew</b>	<u>15,522.64</u>	<u>23,200.00</u>	<u>32,619.37</u>	<u>46,400.00</u>	<u>278,400.00</u>
<b>Maintenance Crew</b>					
Salary Expense	30,157.30	43,000.00	59,863.29	86,000.00	516,000.00
Payroll Taxes	2,517.06	0.00	5,091.84	0.00	0.00
WC Insurance	2,426.18	0.00	8,344.67	0.00	0.00
Health/Dental Insurance	5,030.81	0.00	9,348.57	0.00	0.00
<b>Total Maintenance Crew</b>	<u>40,131.35</u>	<u>43,000.00</u>	<u>82,648.37</u>	<u>86,000.00</u>	<u>516,000.00</u>
<b>Pressure-Washing Crew</b>					
Salary Expense	7,336.46	9,583.33	15,652.69	19,166.70	115,000.00
Payroll Taxes	694.62	0.00	1,223.75	0.00	0.00
WC Insurance	412.33	0.00	1,556.04	0.00	0.00
Health/Dental Benefits	427.16	0.00	854.32	0.00	0.00
<b>Total Pressure-Washing Crew</b>	<u>8,870.57</u>	<u>9,583.33</u>	<u>19,286.80</u>	<u>19,166.70</u>	<u>115,000.00</u>
<b>Total PERSONNEL EXPENSE</b>	<u>66,548.48</u>	<u>77,583.33</u>	<u>140,082.38</u>	<u>155,166.70</u>	<u>931,000.00</u>
<b>NCA Management</b>					
Staff Administration	2,000.00	2,000.00	4,000.00	4,000.00	24,000.00
<b>Total NCA Management</b>	<u>2,000.00</u>	<u>2,000.00</u>	<u>4,000.00</u>	<u>4,000.00</u>	<u>24,000.00</u>
<b>Office Operational</b>					
Employee Screening Services	89.97	133.33	277.94	266.70	1,600.00
<b>Total Office Operational</b>	<u>89.97</u>	<u>133.33</u>	<u>277.94</u>	<u>266.70</u>	<u>1,600.00</u>
<b>Total Expense</b>	<u>103,900.49</u>	<u>115,158.23</u>	<u>215,980.01</u>	<u>230,317.70</u>	<u>1,381,900.00</u>
<b>Net Income</b>	<u><u>-2,751.57</u></u>	<u><u>-14,009.30</u></u>	<u><u>-13,682.17</u></u>	<u><u>-28,020.00</u></u>	<u><u>-168,113.00</u></u>

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## Little Italy Association of San Diego

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

10/06/22

August 2022

Accrual Basis

	Aug 22	Budget	Jul - Aug 22
<b>Income</b>			
<b>PROGRAM INCOME</b>			
NCA Fundraising (Sponsorships)	2,000.00		2,000.00
Sponsors	3,000.00	1,000.00	3,000.00
<b>Total PROGRAM INCOME</b>	<b>5,000.00</b>	<b>1,000.00</b>	<b>5,000.00</b>
<b>MAINTENANCE NON-ASSESS INCOME</b>			
Mercato Services	5,000.00	5,000.00	10,000.00
Other Income / Special Events	0.00	600.00	0.00
Supplemental Services	4,795.00	6,250.00	18,277.50
<b>Total MAINTENANCE NON-ASSESS INCOME</b>	<b>9,795.00</b>	<b>11,850.00</b>	<b>28,277.50</b>
<b>Total Income</b>	<b>14,795.00</b>	<b>12,850.00</b>	<b>33,277.50</b>
<b>Gross Profit</b>	<b>14,795.00</b>	<b>12,850.00</b>	<b>33,277.50</b>
<b>Expense</b>			
<b>MISC MAINT EXPENSE</b>			
Misc Maintenance Expense	0.00	50.00	0.00
School Dist Property Taxes	0.00		0.00
<b>Total MISC MAINT EXPENSE</b>	<b>0.00</b>	<b>50.00</b>	<b>0.00</b>
<b>ASSESS DIST OPERATIONAL EXP</b>			
<b>MAD / BID OPERATIONS</b>			
Meals & Entertainment	0.00	50.00	0.00
Late Fees	49.46	9.25	49.46
Liability Claims	0.00		0.00
Auto expenses	0.00	50.00	0.00
<b>Total MAD / BID OPERATIONS</b>	<b>49.46</b>	<b>109.25</b>	<b>49.46</b>
<b>Total ASSESS DIST OPERATIONAL EXP</b>	<b>49.46</b>	<b>109.25</b>	<b>49.46</b>
<b>PERSONNEL EXPENSE</b>			
Staff reimbursement	-1,270.40	-600.00	-2,540.80
<b>EE MEDICAL CONTRIBUTION</b>			
Consultant Salary Expense	220.00		220.00
<b>Total EE MEDICAL CONTRIBUTION</b>	<b>220.00</b>		<b>220.00</b>
<b>Office Administrator</b>			
Salary Expense	0.00	350.00	0.00
<b>Total Office Administrator</b>	<b>0.00</b>	<b>350.00</b>	<b>0.00</b>
<b>Maintenance Crew</b>			
Staff Bonuses	0.00	0.00	0.00
Payroll Taxes	0.00		-1,186.30
<b>Total Maintenance Crew</b>	<b>0.00</b>	<b>0.00</b>	<b>-1,186.30</b>
<b>Total PERSONNEL EXPENSE</b>	<b>-1,050.40</b>	<b>-250.00</b>	<b>-3,507.10</b>
<b>ACCOUNTANT EXPENSE ENTRIES</b>			
Depreciation	2,030.09	2,416.67	4,060.18
<b>Total ACCOUNTANT EXPENSE ENTRIES</b>	<b>2,030.09</b>	<b>2,416.67</b>	<b>4,060.18</b>
<b>PROGRAM EXPENSE</b>			
Liability Claim	12,125.79		13,548.02
Meals / Entertainment / Travel	94.11	85.00	94.11
<b>Total PROGRAM EXPENSE</b>	<b>12,219.90</b>	<b>85.00</b>	<b>13,642.13</b>
<b>Office Operational</b>			
Legal	3,045.00	500.00	4,530.00
<b>Total Office Operational</b>	<b>3,045.00</b>	<b>500.00</b>	<b>4,530.00</b>
<b>Total Expense</b>	<b>16,294.05</b>	<b>2,910.92</b>	<b>18,774.67</b>
<b>Net Income</b>	<b>-1,499.05</b>	<b>9,939.08</b>	<b>14,502.83</b>

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## Little Italy Association of San Diego

10/06/22

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

Accrual Basis

August 2022

	YTD Budget	Annual Budget
<b>Income</b>		
<b>PROGRAM INCOME</b>		
NCA Fundraising (Sponsorships)		
Sponsors	2,000.00	12,000.00
<b>Total PROGRAM INCOME</b>	2,000.00	12,000.00
<b>MAINTENANCE NON-ASSESS INCOME</b>		
Mercato Services	10,000.00	60,000.00
Other Income / Special Events	1,200.00	7,200.00
Supplemental Services	12,500.00	75,000.00
<b>Total MAINTENANCE NON-ASSESS INCOME</b>	23,700.00	142,200.00
<b>Total Income</b>	25,700.00	154,200.00
<b>Gross Profit</b>	25,700.00	154,200.00
<b>Expense</b>		
<b>MISC MAINT EXPENSE</b>		
Misc Maintenance Expense	100.00	600.00
School Dist Property Taxes		17,500.00
<b>Total MISC MAINT EXPENSE</b>	100.00	18,100.00
<b>ASSESS DIST OPERATIONAL EXP</b>		
<b>MAD / BID OPERATIONS</b>		
Meals & Entertainment	100.00	600.00
Late Fees	17.50	100.00
Liability Claims		3,000.00
Auto expenses	100.00	600.00
<b>Total MAD / BID OPERATIONS</b>	217.50	4,300.00
<b>Total ASSESS DIST OPERATIONAL EXP</b>	217.50	4,300.00
<b>PERSONNEL EXPENSE</b>		
Staff reimbursement	-1,200.00	-7,200.00
<b>EE MEDICAL CONTRIBUTION</b>		
Consultant Salary Expense		
<b>Total EE MEDICAL CONTRIBUTION</b>		
<b>Office Administrator</b>		
Salary Expense	700.00	4,200.00
<b>Total Office Administrator</b>	700.00	4,200.00
<b>Maintenance Crew</b>		
Staff Bonuses	0.00	10,000.00
Payroll Taxes		
<b>Total Maintenance Crew</b>	0.00	10,000.00
<b>Total PERSONNEL EXPENSE</b>	-500.00	7,000.00
<b>ACCOUNTANT EXPENSE ENTRIES</b>		
Depreciation	4,833.34	29,000.04
<b>Total ACCOUNTANT EXPENSE ENTRIES</b>	4,833.34	29,000.04
<b>PROGRAM EXPENSE</b>		
Liability Claim		3,000.00
Meals / Entertainment / Travel	170.00	1,020.00
<b>Total PROGRAM EXPENSE</b>	170.00	4,020.00
<b>Office Operational</b>		
Legal	1,000.00	6,000.00
<b>Total Office Operational</b>	1,000.00	6,000.00
<b>Total Expense</b>	5,820.84	68,420.04
<b>Net Income</b>	<b>19,879.16</b>	<b>85,779.96</b>

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10/06/22

Accrual Basis

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

	Aug 22	Budget	Jul - Aug 22	YTD Budget	Annual Budget
<b>Income</b>					
<b>PARKING DISTRICT INCOME</b>					
Parking District Reimbursement	36,160.59	48,033.37	75,818.26	89,325.78	750,000.00
City Bollard funds	1,518.84	9,774.16	13,201.34	9,774.16	92,515.06
<b>Total PARKING DISTRICT INCOME</b>	<b>37,679.43</b>	<b>57,807.53</b>	<b>89,019.60</b>	<b>99,099.94</b>	<b>842,515.06</b>
<b>PARKING DISTRICT REVENUES</b>					
Valet Program Revenues	10,597.87	9,720.00	20,950.52	19,440.00	116,640.00
Valet Subsidies from Businesses	500.00		1,000.00		
<b>Total PARKING DISTRICT REVENUES</b>	<b>11,097.87</b>	<b>9,720.00</b>	<b>21,950.52</b>	<b>19,440.00</b>	<b>116,640.00</b>
<b>Total Income</b>	<b>48,777.30</b>	<b>67,527.53</b>	<b>110,970.12</b>	<b>118,539.94</b>	<b>959,155.06</b>
<b>Gross Profit</b>	<b>48,777.30</b>	<b>67,527.53</b>	<b>110,970.12</b>	<b>118,539.94</b>	<b>959,155.06</b>
<b>Expense</b>					
<b>PERSONNEL EXPENSE</b>					
Staff reimbursement	-2,540.80		-2,540.80		
<b>Total PERSONNEL EXPENSE</b>	<b>-2,540.80</b>	<b>0.00</b>	<b>-2,540.80</b>	<b>0.00</b>	<b>0.00</b>
<b>PARKING DISTRICT EXPENSE</b>					
<b>In House Valet Program</b>					
Valet Employee Payroll	11,575.26	19,583.33	24,499.18	39,166.66	234,999.96
Valet Employee Payroll Taxes	940.48	2,083.33	1,911.50	4,166.66	24,999.96
Equipment & Uniforms	-1,115.01	666.67	-793.51	1,333.34	8,000.04
Cell/Tech services	0.00	166.67	0.00	333.34	2,000.04
Permits	0.00	333.33	0.00	666.66	3,999.96
Program Management	3,425.00	3,425.00	6,850.00	6,850.00	41,100.00
<b>Total In House Valet Program</b>	<b>14,825.73</b>	<b>26,258.33</b>	<b>32,467.17</b>	<b>52,516.66</b>	<b>315,099.96</b>
<b>Lot Rental/Insurance</b>					
Workers' Comp	728.76	1,250.00	2,651.21	2,500.00	15,000.00
Liability Insurance	4,000.00	4,000.00	12,000.00	8,000.00	48,000.00
Parking Lot Rentals	5,042.23	9,166.67	8,042.23	18,333.34	110,000.04
Program Management	2,162.50	2,162.50	4,325.00	4,325.00	25,950.00
Lot Rental/Insurance - Other	0.00		2,342.23		
<b>Total Lot Rental/Insurance</b>	<b>11,933.49</b>	<b>16,579.17</b>	<b>29,360.67</b>	<b>33,158.34</b>	<b>198,950.04</b>
<b>Marketing and Promotions</b>					
Website Parking Component	0.00	866.67	0.00	1,733.34	10,400.04
Printed Material	0.00	416.67	352.56	833.34	5,000.04
PR Firm	3,400.00	3,333.33	6,800.00	6,666.66	39,999.96
Program Mgmt	695.00	695.00	1,390.00	1,390.00	8,340.00
<b>Total Marketing and Promotions</b>	<b>4,095.00</b>	<b>5,311.67</b>	<b>8,542.56</b>	<b>10,623.34</b>	<b>63,740.04</b>
<b>New Initiatives&amp; Special Proj</b>					
City of SD Insourcing	0.00	50.00	0.00	100.00	600.00
Feasibility Study-W.Grape	0.00	416.67	0.00	833.34	5,000.04
Planters/Beautification	0.00	5,833.33	0.00	11,666.66	69,999.96
Enhanced Pedestrian Lighting	0.00	2,416.67	0.00	4,833.34	29,000.04
Ped Transition Safety	4,205.25	2,083.33	9,303.00	4,166.66	24,999.96
<b>Removable Bollard System</b>					
Bollards	0.00	7,003.02	11,682.50	7,003.02	59,264.98
Removable Bollard System - Other	633.84		633.84		
<b>Total Removable Bollard System</b>	<b>633.84</b>	<b>7,003.02</b>	<b>12,316.34</b>	<b>7,003.02</b>	<b>59,264.98</b>
Bollard Program Management	0.00	2,770.84	0.00	5,541.68	33,250.08
Enhanced Security	0.00	6,000.00	0.00	12,000.00	72,000.00
Rescue Mission Security	6,000.00	0.00	12,000.00	0.00	0.00
Program Management	2,562.50	2,562.50	5,125.00	5,125.00	30,750.00

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10/06/22

Accrual Basis

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

	<u>Aug 22</u>	<u>Budget</u>	<u>Jul - Aug 22</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
<b>Total New Initiatives&amp; Special Proj</b>	13,401.59	29,136.36	38,744.34	51,269.70	324,865.06
<b>LIA Management</b>					
<b>Rent</b>	2,000.00	1,000.00	4,000.00	2,000.00	12,000.00
<b>Utilities</b>	1,595.36	1,000.00	2,677.64	2,000.00	12,000.00
<b>Vehicle Subsidy &amp; Maintenance</b>	0.00	833.33	435.85	1,666.66	9,999.96
<b>Storage</b>	1,226.00	1,000.00	1,567.00	2,000.00	12,000.00
<b>Program Mgmt</b>	575.00	575.00	1,150.00	1,150.00	6,900.00
<b>Total LIA Management</b>	<u>5,396.36</u>	<u>4,408.33</u>	<u>9,830.49</u>	<u>8,816.66</u>	<u>52,899.96</u>
<b>Total PARKING DISTRICT EXPENSE</b>	<u>49,652.17</u>	<u>81,693.86</u>	<u>118,945.23</u>	<u>156,384.70</u>	<u>955,555.06</u>
<b>Total Expense</b>	<u>47,111.37</u>	<u>81,693.86</u>	<u>116,404.43</u>	<u>156,384.70</u>	<u>955,555.06</u>
<b>Net Income</b>	<u><u>1,665.93</u></u>	<u><u>-14,166.33</u></u>	<u><u>-5,434.31</u></u>	<u><u>-37,844.76</u></u>	<u><u>3,600.00</u></u>

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

	Dog Park		Grounds		Total Amici Park		Art Appreciation Projects		Art Walk		Banner	
	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget
<b>Income</b>												
PROGRAM INCOME	1,500	1,500	1,417	1,418	2,917	2,918	0		0	0	1,000	0
MERCATO INCOME	0		0		0		0		0		0	
<b>Total Income</b>	<b>1,500</b>	<b>1,500</b>	<b>1,417</b>	<b>1,418</b>	<b>2,917</b>	<b>2,918</b>	<b>0</b>		<b>0</b>	<b>0</b>	<b>1,000</b>	<b>0</b>
<b>Expense</b>												
OFFICE OPERATIONS	0		307	200	307	200	0		0		0	
LANDSCAPE OPERATIONS	0		0		0		0		0		0	
ASSESS DIST OPERATIONAL EXP	0		0	950	0	950	0		0		0	
PERSONNEL EXPENSE	0		0		0		0		0		0	
ACCOUNTANT EXPENSE ENTRIES	133	133	0		133	133	0		0		0	
PROGRAM EXPENSE	0	833	1,378	2,040	1,378	2,873	1,096	3,596	960		4,598	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	
<b>Total Expense</b>	<b>133</b>	<b>967</b>	<b>1,685</b>	<b>3,190</b>	<b>1,818</b>	<b>4,157</b>	<b>1,096</b>	<b>3,596</b>	<b>960</b>		<b>4,598</b>	<b>0</b>
<b>Net Income</b>	<b>1,367</b>	<b>533</b>	<b>-268</b>	<b>-1,773</b>	<b>1,098</b>	<b>-1,239</b>	<b>-1,096</b>	<b>-3,596</b>	<b>-960</b>	<b>0</b>	<b>-3,598</b>	<b>0</b>



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

	Casino de Piazza		Christmas Programs		General & Administration		Private Tours		Public Tours		Total Little Italy Tours	
	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget
<b>Income</b>												
PROGRAM INCOME	250		0	0	164	1,217	321		809		1,130	
MERCATO INCOME	0		0		0		0		0		0	
<b>Total Income</b>	250		0	0	164	1,217	321		809		1,130	
<b>Expense</b>												
OFFICE OPERATIONS	0		0		7,659	3,292	0		0		0	
LANDSCAPE OPERATIONS	0		0		0		0		0		0	
ASSESS DIST OPERATIONAL EXP	0		0		219	225	0		0		0	
PERSONNEL EXPENSE	0		0		2,697	1,347	0		0		0	
ACCOUNTANT EXPENSE ENTRIES	0		1,167	0	1,941	1,940	0		0		0	
PROGRAM EXPENSE	18,319		130	0	4,570	6,628	0		-1,009		-1,009	
Maintenance Non-Personnel	0		0		0		0		0		0	
NCA Management	0		0		37,160	37,160	0		0		0	
Office Operational	0		0		840	833	0		0		0	
MERCATO EXPENSE	0		0		0		0		0		0	
<b>Total Expense</b>	18,319		1,297	0	55,086	51,424	0		-1,009		-1,009	
<b>Net Income</b>	<b>-18,069</b>		<b>-1,297</b>	<b>0</b>	<b>-54,922</b>	<b>-50,207</b>	<b>321</b>		<b>1,818</b>		<b>2,139</b>	

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

	Total Mercato		Merchandise		Military Events		Misc Events		Officer's Budget		Piazza Basilone	
	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget
<b>Income</b>												
PROGRAM INCOME	50	139,083	120	833	2,500	2,500	0	0	0	0	0	333
MERCATO INCOME	160,870		0		0		0		0		0	
<b>Total Income</b>	<b>160,920</b>	<b>139,083</b>	<b>120</b>	<b>833</b>	<b>2,500</b>	<b>2,500</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>333</b>
<b>Expense</b>												
OFFICE OPERATIONS	0		0		0		0		0		0	
LANDSCAPE OPERATIONS	0		0		0		0		0		0	100
ASSESS DIST OPERATIONAL EXP	0		0		0		0		0	333	0	
PERSONNEL EXPENSE	0		0		0		0		0		0	
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0		0	
PROGRAM EXPENSE	6,622		0	833	700	1,400	2,036		0		237	1,000
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	94,272	89,470	0		0		0		0		0	
<b>Total Expense</b>	<b>100,894</b>	<b>89,470</b>	<b>0</b>	<b>833</b>	<b>700</b>	<b>1,400</b>	<b>2,036</b>	<b>0</b>	<b>0</b>	<b>333</b>	<b>237</b>	<b>1,100</b>
<b>Net Income</b>	<b>60,026</b>	<b>49,613</b>	<b>120</b>	<b>0</b>	<b>1,800</b>	<b>1,100</b>	<b>-2,036</b>	<b>0</b>	<b>0</b>	<b>-333</b>	<b>-237</b>	<b>-767</b>

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

	Total Piazza della Famiglia		Seasonal Displays		State of the Neighborhood		Summer Film Festival		Venue Rentals		TOTAL	
	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget	Jul - Aug 22	Budget
<b>Income</b>												
PROGRAM INCOME	450	8,917	0	833	100	0	1,411	0	8,150	9,500	18,242	166,135
MERCATO INCOME	0		0		0		0		0		160,870	0
<b>Total Income</b>	<b>450</b>	<b>8,917</b>	<b>0</b>	<b>833</b>	<b>100</b>	<b>0</b>	<b>1,411</b>	<b>0</b>	<b>8,150</b>	<b>9,500</b>	<b>179,112</b>	<b>166,135</b>
<b>Expense</b>												
OFFICE OPERATIONS	0		0		0		0		0		7,966	3,492
LANDSCAPE OPERATIONS	0		0		0		0		0		0	100
ASSESS DIST OPERATIONAL EXP	0		0		0		0		0		219	1,508
PERSONNEL EXPENSE	0		0		0		0		0		2,697	1,347
ACCOUNTANT EXPENSE ENTRIES	0		0		0		0		0		3,241	2,073
PROGRAM EXPENSE	5,172	8,183	7,607	333	4,722	0	30	0	0	0	57,171	24,848
Maintenance Non-Personnel	0	1,667	0		0		0		0		0	1,667
NCA Management	0		0		0		0		0		37,160	37,160
Office Operational	0		0		0		0		0		840	833
MERCATO EXPENSE	0		0		0		0		0		94,272	89,470
<b>Total Expense</b>	<b>5,172</b>	<b>9,850</b>	<b>7,607</b>	<b>333</b>	<b>4,722</b>	<b>0</b>	<b>30</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>203,564</b>	<b>162,498</b>
<b>Net Income</b>	<b>-4,722</b>	<b>-933</b>	<b>-7,607</b>	<b>500</b>	<b>-4,622</b>	<b>0</b>	<b>1,381</b>	<b>0</b>	<b>8,150</b>	<b>9,500</b>	<b>-24,452</b>	<b>3,638</b>



## INVOICE

BILL TO  
 Little Italy Association  
 ATTN: Luke Vinci  
 2210 Columbia St  
 San Diego, CA 92101

INVOICE 1326  
 DATE 10/03/2022  
 TERMS Due on receipt  
 DUE DATE 10/03/2022

SERVICE DATE	DESCRIPTION	QTY	RATE	AMOUNT	SKU
	Yealink UVC40-BYOD - Meeting Kit for Small and Huddle Rooms - conference ca	1	899.00	899.00T	
	Yealink CP965 - conference VoIP phone - with Bluetooth interface - 10-way c	1	799.00	799.00T	
	Shipping & CC Convenience Fee	1	90.00	90.00	

Payment of this Invoice binds Client to the Terms and Conditions located at [techmgmt.net/terms](http://techmgmt.net/terms). This invoice reflects a 4% cash discount.

SUBTOTAL	1,788.00
TAX (7.75%)	131.60
TOTAL	1,919.60
BALANCE DUE	<b>\$1,919.60</b>