



Little Italy Association of San Diego – Finance Committee

Thursday, September 2, 2021 at 9:00am

Zoom Virtual Meeting: <https://us02web.zoom.us/j/84481668630>

or call 1-669-900-6833 / Meeting ID: 844 8166 8630 / Password: 3898

CLOSED SESSION TO DISCUSS NCA FY21 PERFORMANCE & COMPENSATION & LEASE NEGOTIATIONS ON ITEM 7

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. **Next Meeting:** _____
3. **Non-Agenda: Public Comment & Announcements**
4. **Review August 27, 2021 Finance Minutes** *Action Item*
5. **YTD Financials** *Action Item*
6. **Old Business – Add or Remove Items** *Action Item*
7. **CLOSED SESSION: COMMITTEE MEMBERS AND STAFF TO GO INTO CLOSED SESSION TO DISCUSS NCA FY21 PERFORMANCE REVIEW/COMPENSATION AND LEASE NEGOTIATIONS. GENERAL PUBLIC WILL BE EXCUSED FOR THE DURATION OF CLOSED SESSION.**
 - a. **Review of FY21 NCA Performance & Compensation** *Action Item*
 - b. **Lease Negotiations Update & Direction** *Action Item*
8. **REOPEN MEETING & REPORT TO PUBLIC: Update on Little Italy Association's decision, if any, on Closed Session items.**
9. **Adjournment** *Action Item*

Old Business

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. Davi Tours
- b. Amici Park Redesign & DIF
- c. City Attorney: GL Insurance

TEMPORARY MODIFICATIONS TO THE BROWN ACT DUE TO COVID-19: *Based on current COVID-19 directives and mandates, Governor Newsom has modified and suspended some of The Brown Act requirements temporarily. For a list of the items that Governor Newsom has modified or suspended, visit www.LittleItalySDMeetings.com (Page 4, Section 11). **THE 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 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 at least 48-hours prior to the meeting.*

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



**Little Italy Association of San Diego –Finance Committee
Friday, August 27, 2021, at 10:00 a.m.**

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

Zoom Virtual Meeting: <https://us02web.zoom.us/j/82771528561> or call
1-669-900-6833 Meeting ID: 827 7152 8561 / Password: 3898

COMMITTEE Steve Galasso, Frank Stiriti, Danny Mocerri, Lou Palestini, Bryan Thompson, Joe Cordileone, Jeri Keiller, Catt White, Curt Brooker (Alt. for Sandi Cottrell), Luke Vinci, Rich Gustafson Annette Casemero

STAFF Marco Li Mandri, Chris Gomez, Dianne Serna De Leon, 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 10:00 a.m. | No action taken |
| 2. Next Meeting | The next Finance Committee Meeting will be on Thursday, September 2, 2021, at 9:00a.m. | The date and time of the meeting were approved by consensus. |
| 3. Non-Agenda: Public Comments & Announcements | Nothing to report | No action taken |
| 4. Review of August 2, 2021, Finance Minutes. | 4. The minutes from August 2, 2021, were reviewed. Lou Palestini pointed out that Danny Mocerri's name was misspelled in the August 2, 2021, minutes on page 4. | Steve Galasso moved to accept the Finance Committee minutes. Danny Mocerri seconded the motion. Unanimously approved. |
| 5. Old Business | 5. Marco Li Mandri gave an update on the Amici Park Redesign & DIF | 5. Nothing to Report |

| | | |
|---|--|---|
| <p>6. CLOSED SESSION: LEASE NEGOTIATIONS AND LEGAL MATTERS</p> <p>a. Lease Negotiations Discussion</p> <p>b. Potential Lawsuit for Trip & fall Incident</p> | | <p>6.a. No action taken.</p> <p>6.b. No action taken.</p> |
| <p>7. REOPEN MEETING & REPORT TO PUBLIC</p> | <p>7. The meeting was reopened to the public. Chris Gomez reported that the Committee discussed both items in closed session and no decision was made on either the lease negotiations or the potential lawsuit for trip and fall.</p> | <p>7. No action taken.</p> |
| <p>8. Adjournment</p> | <p>Meeting Adjourned.</p> | |

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

12:03 PM

Little Italy Association of San Diego

Balance Sheet

As of July 31, 2021

08/30/21

Accrual Basis

| | Jul 31, 21 | Jul 31, 20 |
|--|---------------------|---------------------|
| ASSETS | | |
| Current Assets | | |
| Checking/Savings | | |
| BID Acct / Torrey Pines | 15,104.71 | 8,316.49 |
| Programs Acct / Torrey Pines | 286,529.81 | 223,390.28 |
| Mercato / Torrey Pines | 35,193.36 | 13,681.42 |
| Parking District / Torrey Pines | 249,307.07 | 70,862.24 |
| MAD Acct / Torrey Pines | 142,825.34 | 83,607.23 |
| Payroll Acct / Torrey Pines | 39,845.87 | 22,441.03 |
| Savings Acct / Torrey Pines | 173,862.14 | 167,766.36 |
| Total Checking/Savings | 942,668.30 | 590,065.05 |
| Accounts Receivable | | |
| Accts Rec - BID | 600.00 | 4,570.95 |
| Accts Rec - MAD | 96,854.08 | 284,633.35 |
| Accts Rec - Parking District | 36,916.20 | 40,292.41 |
| Accts Rec - Programs | 34,314.84 | 3,000.00 |
| Total Accounts Receivable | 168,685.12 | 332,496.71 |
| Other Current Assets | | |
| Endowment Fund | 11,202.00 | 11,202.00 |
| Undeposited Funds | 5,965.00 | 0.00 |
| Total Other Current Assets | 17,167.00 | 11,202.00 |
| Total Current Assets | 1,128,520.42 | 933,763.76 |
| 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 |
| Website design | 10,400.00 | 10,400.00 |
| Accumulated depreciation | -186,072.38 | -150,617.93 |
| Total Fixed Assets | 114,650.62 | 150,105.07 |
| TOTAL ASSETS | 1,243,171.04 | 1,083,868.83 |
| LIABILITIES & EQUITY | | |
| Liabilities | | |
| Current Liabilities | | |
| Accounts Payable | | |
| Accounts Payable - BID | 3,000.00 | 81.24 |
| Accounts Payable - Programs | 6,089.00 | 22,463.65 |
| Accounts Payable - Parking Dist | 1,352.00 | 28,256.10 |
| Accounts Payable - MAD | 21,571.75 | 20,913.97 |
| Total Accounts Payable | 32,012.75 | 71,714.96 |
| Other Current Liabilities | | |
| Bollard Advance | 171,484.94 | 0.00 |
| Unspent Art Appreciation grant | 37,325.30 | 0.00 |
| Accrued Interest Liability | 1,016.00 | 1,016.00 |
| First PPP Loan | 0.00 | 252,029.00 |
| Second PPP Loan | 274,105.00 | 0.00 |
| MAD Advance | 0.00 | 189,395.57 |
| Payroll Liabilities | | |
| Federal | 516.72 | 0.00 |
| Total Payroll Liabilities | 516.72 | 0.00 |
| Garnishments | 160.61 | 0.00 |
| Total Other Current Liabilities | 484,608.57 | 442,440.57 |
| Total Current Liabilities | 516,621.32 | 514,155.53 |
| Long Term Liabilities | | |
| EIDL LOAN | 148,475.73 | 149,900.00 |
| Loan Payable #3 F-150 V8 | 4,657.16 | 9,399.85 |
| Loan Payable #4 F-150 V6 | 4,622.90 | 9,331.19 |

12:03 PM

Little Italy Association of San Diego

08/30/21

Balance Sheet

Accrual Basis

As of July 31, 2021

| | <u>Jul 31, 21</u> | <u>Jul 31, 20</u> |
|---------------------------------------|----------------------------|----------------------------|
| Loan Payable - Cleaning Machine | 0.00 | 17,303.99 |
| Total Long Term Liabilities | <u>157,755.79</u> | <u>185,935.03</u> |
| Total Liabilities | 674,377.11 | 700,090.56 |
| Equity | | |
| Net unrestricted assets | 529,425.86 | 529,425.86 |
| Fund balance - BID | 67,117.72 | 0.00 |
| Net Income | <u>-27,749.65</u> | <u>-145,647.59</u> |
| Total Equity | <u>568,793.93</u> | <u>383,778.27</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>1,243,171.04</u></u> | <u><u>1,083,868.83</u></u> |

Little Italy Association of San Diego
Profit & Loss
 July 2021

| | | BID | MAD | Maintenance Non-Assessment | Total Total Parking District | Programs & Operations | TOTAL |
|--|-------------------------------|------------------|-------------------|----------------------------|------------------------------|-----------------------|-------------------|
| | Income | | | | | | |
| | PROGRAM INCOME | 0.00 | 0.00 | 0.00 | 0.00 | 76,620.91 | 76,620.91 |
| | BID INCOME | 15,505.57 | 0.00 | 0.00 | 0.00 | 0.00 | 15,505.57 |
| | MAINTENANCE DISTRICT INCOME | 0.00 | 95,362.96 | 0.00 | 0.00 | 0.00 | 95,362.96 |
| | MAINTENANCE NON-ASSESS INCOME | 0.00 | 0.00 | 14,373.62 | 0.00 | 0.00 | 14,373.62 |
| | PARKING DISTRICT INCOME | 0.00 | 0.00 | 0.00 | 81,520.70 | 0.00 | 81,520.70 |
| | PARKING DISTRICT REVENUES | 0.00 | 0.00 | 0.00 | 13,124.08 | 0.00 | 13,124.08 |
| | Total Income | 15,505.57 | 95,362.96 | 14,373.62 | 94,644.78 | 76,620.91 | 296,507.84 |
| | Gross Profit | 15,505.57 | 95,362.96 | 14,373.62 | 94,644.78 | 76,620.91 | 296,507.84 |
| | Expense | | | | | | |
| | OFFICE OPERATIONS | 6,645.70 | 16,240.38 | 394.10 | 0.00 | 2,027.30 | 25,307.48 |
| | LANDSCAPE OPERATIONS | 0.00 | 3,713.60 | 0.00 | 0.00 | 54.83 | 3,768.43 |
| | ASSESS DIST OPERATIONAL EXP | 0.00 | 15,358.62 | 201.00 | 0.00 | 50.00 | 15,609.62 |
| | PERSONNEL EXPENSE | 0.00 | 66,056.42 | 0.00 | 246.12 | 26,654.61 | 92,957.15 |
| | ACCOUNTANT EXPENSE ENTRIES | 0.00 | 0.00 | 1,383.25 | 0.00 | 0.00 | 1,383.25 |
| | PROGRAM EXPENSE | 0.00 | 0.00 | 0.00 | 0.00 | 32,459.77 | 32,459.77 |
| | NCA Management | 5,000.00 | 4,000.00 | 0.00 | 0.00 | 16,580.00 | 25,580.00 |
| | Office Operational | 0.00 | 239.92 | 2,445.00 | 0.00 | 400.00 | 3,084.92 |
| | Consulting Services | 2,750.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,750.00 |
| | MERCATO EXPENSE | 0.00 | 0.00 | 0.00 | 0.00 | 36,595.99 | 36,595.99 |
| | PARKING DISTRICT EXPENSE | 0.00 | 0.00 | 0.00 | 82,656.58 | 2,154.30 | 84,810.88 |
| | Total Expense | 14,395.70 | 105,608.94 | 4,423.35 | 82,902.70 | 116,976.80 | 324,307.49 |
| | Net Income | 1,109.87 | -10,245.98 | 9,950.27 | 11,742.08 | -40,355.89 | -27,799.65 |

7:48 AM

08/17/21

Accrual Basis

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

| | Jul 21 | Budget | Jul 21 | YTD Budget | Annual Budget |
|----------------------------------|------------------------|---------------------|------------------------|---------------------|--------------------|
| Income | | | | | |
| BID INCOME | | | | | |
| Carry-forward | 0.00 | 2,011.40 | 0.00 | 2,011.40 | 2,011.40 |
| BID Dues | 600.00 | 0.00 | 600.00 | 0.00 | 0.00 |
| BID Disbursements | 14,905.57 | 10,500.00 | 14,905.57 | 10,500.00 | 126,000.00 |
| Total BID INCOME | <u>15,505.57</u> | <u>12,511.40</u> | <u>15,505.57</u> | <u>12,511.40</u> | <u>128,011.40</u> |
| Total Income | <u>15,505.57</u> | <u>12,511.40</u> | <u>15,505.57</u> | <u>12,511.40</u> | <u>128,011.40</u> |
| Gross Profit | 15,505.57 | 12,511.40 | 15,505.57 | 12,511.40 | 128,011.40 |
| Expense | | | | | |
| OFFICE OPERATIONS | | | | | |
| Accounting | 0.00 | 333.37 | 0.00 | 333.37 | 4,000.00 |
| Computer Service | 1,914.00 | 375.00 | 1,914.00 | 375.00 | 4,500.00 |
| Dues & subscriptions | 300.00 | 125.00 | 300.00 | 125.00 | 1,500.00 |
| Insurance | 0.00 | 333.37 | 0.00 | 333.37 | 4,000.00 |
| Office supplies | 714.36 | 483.37 | 714.36 | 483.37 | 6,900.00 |
| Printing | 0.00 | 41.74 | 0.00 | 41.74 | 500.00 |
| Phone & Internet | 217.34 | 218.50 | 217.34 | 218.50 | 2,600.00 |
| Postage | 0.00 | 83.37 | 0.00 | 83.37 | 1,000.00 |
| Rent | 500.00 | 500.00 | 500.00 | 500.00 | 6,000.00 |
| Web Maintenance | 0.00 | 166.74 | 0.00 | 166.74 | 2,000.00 |
| Total OFFICE OPERATIONS | <u>3,645.70</u> | <u>2,660.46</u> | <u>3,645.70</u> | <u>2,660.46</u> | <u>33,000.00</u> |
| NCA Management | | | | | |
| Staff Administration | 5,000.00 | 5,000.00 | 5,000.00 | 5,000.00 | 60,000.00 |
| Total NCA Management | <u>5,000.00</u> | <u>5,000.00</u> | <u>5,000.00</u> | <u>5,000.00</u> | <u>60,000.00</u> |
| Consulting Services | | | | | |
| PR | 2,750.00 | 2,750.00 | 2,750.00 | 2,750.00 | 33,000.00 |
| Total Consulting Services | <u>2,750.00</u> | <u>2,750.00</u> | <u>2,750.00</u> | <u>2,750.00</u> | <u>33,000.00</u> |
| Contingency | <u>0.00</u> | <u>2,011.40</u> | <u>0.00</u> | <u>2,011.40</u> | <u>2,011.40</u> |
| Total Expense | <u>11,395.70</u> | <u>12,421.86</u> | <u>11,395.70</u> | <u>12,421.86</u> | <u>128,011.40</u> |
| Net Income | <u><u>4,109.87</u></u> | <u><u>89.54</u></u> | <u><u>4,109.87</u></u> | <u><u>89.54</u></u> | <u><u>0.00</u></u> |

7:57 AM

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

08/17/21

Accrual Basis

| | Jul 21 | Budget | Jul 21 | YTD Budget | Annual Bud... |
|--|------------------|---------------------|------------------|---------------------|---------------------|
| Income | | | | | |
| MAINTENANCE DISTRICT INCOME | | | | | |
| MAD Assessments | 95,362.96 | 1,152,832.00 | 95,362.96 | 1,152,832.00 | 1,152,832.00 |
| MAD Gas Tax | 0.00 | 3,769.00 | 0.00 | 3,769.00 | 3,769.00 |
| MAD General Benefit Income | 0.00 | 43,547.00 | 0.00 | 43,547.00 | 43,547.00 |
| MAD City Administration | 0.00 | -3,500.00 | 0.00 | -3,500.00 | -3,500.00 |
| MAD Spec Dist Lighting | 0.00 | -35,000.00 | 0.00 | -35,000.00 | -35,000.00 |
| MAD Delinquency Factor 1.5% | 0.00 | -17,292.48 | 0.00 | -17,292.48 | -17,292.48 |
| Total MAINTENANCE DISTRICT INCOME | 95,362.96 | 1,144,355.52 | 95,362.96 | 1,144,355.52 | 1,144,355.52 |
| Total Income | 95,362.96 | 1,144,355.52 | 95,362.96 | 1,144,355.52 | 1,144,355.52 |
| Gross Profit | 95,362.96 | 1,144,355.52 | 95,362.96 | 1,144,355.52 | 1,144,355.52 |
| Expense | | | | | |
| OFFICE OPERATIONS | | | | | |
| Accounting | 0.00 | 416.63 | 0.00 | 416.63 | 5,000.00 |
| Computer Service | 0.00 | 583.37 | 0.00 | 583.37 | 7,000.00 |
| Insurance | 9,646.38 | 8,333.37 | 9,646.38 | 8,333.37 | 100,000.00 |
| Office supplies | 1,021.65 | 833.37 | 1,021.65 | 833.37 | 10,000.00 |
| Payroll Service | 419.56 | 333.37 | 419.56 | 333.37 | 4,000.00 |
| Rent | | | | | |
| Storage | 1,088.00 | 833.37 | 1,088.00 | 833.37 | 10,000.00 |
| Rent - Other | 3,690.97 | 3,916.63 | 3,690.97 | 3,916.63 | 47,000.00 |
| Total Rent | 4,778.97 | 4,750.00 | 4,778.97 | 4,750.00 | 57,000.00 |
| Repairs & Maintenance | 0.00 | 3,083.37 | 0.00 | 3,083.37 | 37,000.00 |
| Utilities | 373.82 | 416.63 | 373.82 | 416.63 | 5,000.00 |
| Total OFFICE OPERATIONS | 16,240.38 | 18,750.11 | 16,240.38 | 18,750.11 | 225,000.00 |
| LANDSCAPE OPERATIONS | | | | | |
| Nursery & Landscape Supplies | 2,120.60 | 2,166.63 | 2,120.60 | 2,166.63 | 26,000.00 |
| Tree Supplies & Services | 1,249.34 | 2,083.37 | 1,249.34 | 2,083.37 | 25,000.00 |
| Outside Landscaping Service | 0.00 | 83.37 | 0.00 | 83.37 | 1,000.00 |
| Tools & Equipment | 199.33 | 333.37 | 199.33 | 333.37 | 4,000.00 |
| Dumpster | 14.00 | 166.63 | 14.00 | 166.63 | 2,000.00 |
| Uniforms | 0.00 | 450.00 | 0.00 | 450.00 | 5,400.00 |
| Equipment Rental | 130.33 | 208.37 | 130.33 | 208.37 | 2,500.00 |
| Total LANDSCAPE OPERATIONS | 3,713.60 | 5,491.74 | 3,713.60 | 5,491.74 | 65,900.00 |
| ASSESS DIST OPERATIONAL EXP | | | | | |
| MAD / BID OPERATIONS | | | | | |
| Dumpster | 2,707.91 | 2,500.00 | 2,707.91 | 2,500.00 | 30,000.00 |
| Tools & Equipment | 16.07 | 250.00 | 16.07 | 250.00 | 3,000.00 |
| Auto expenses | 947.09 | 1,500.00 | 947.09 | 1,500.00 | 18,000.00 |
| Gas & electricity | 703.24 | 1,000.00 | 703.24 | 1,000.00 | 12,000.00 |
| Gasoline | 2,219.50 | 2,166.63 | 2,219.50 | 2,166.63 | 26,000.00 |
| Equipment Rentals | 0.00 | 83.37 | 0.00 | 83.37 | 1,000.00 |
| Cell Phones / Radios | 379.73 | 400.00 | 379.73 | 400.00 | 4,800.00 |
| Electrical Work/Street Lights | 0.00 | 83.37 | 0.00 | 83.37 | 1,000.00 |
| Water | 3,620.38 | 1,500.00 | 3,620.38 | 1,500.00 | 18,000.00 |
| Uniforms | 0.00 | 583.37 | 0.00 | 583.37 | 7,000.00 |
| Cleaning & Janitorial Supplies | 3,695.71 | 2,916.63 | 3,695.71 | 2,916.63 | 35,000.00 |
| Total MAD / BID OPERATIONS | 14,289.63 | 12,983.37 | 14,289.63 | 12,983.37 | 155,800.00 |
| PRESSURE-WASHING OPERATIONS | | | | | |
| Tools & Equipment | 358.25 | 83.37 | 358.25 | 83.37 | 1,000.00 |
| Pressure Washer / Water Trailer | 710.74 | 333.37 | 710.74 | 333.37 | 4,000.00 |
| Total PRESSURE-WASHING OPERA... | 1,068.99 | 416.74 | 1,068.99 | 416.74 | 5,000.00 |
| Total ASSESS DIST OPERATIONAL EXP | 15,358.62 | 13,400.11 | 15,358.62 | 13,400.11 | 160,800.00 |
| PERSONNEL EXPENSE | | | | | |

7:57 AM

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

08/17/21

Accrual Basis

| | Jul 21 | Budget | Jul 21 | YTD Budget | Annual Bud... |
|------------------------------------|-------------------|---------------------|-------------------|---------------------|--------------------|
| EE MEDICAL CONTRIBUTION | -565.25 | 0.00 | -565.25 | 0.00 | 0.00 |
| Office Administrator | | | | | |
| Health/Dental Insurance | 935.75 | 1,000.00 | 935.75 | 1,000.00 | 12,000.00 |
| Payroll Taxes | 103.63 | 83.37 | 103.63 | 83.37 | 1,000.00 |
| WC Insurance | 25.26 | 16.63 | 25.26 | 16.63 | 200.00 |
| Salary Expense | 1,920.00 | 2,304.00 | 1,920.00 | 2,304.00 | 28,800.00 |
| Total Office Administrator | 2,984.64 | 3,404.00 | 2,984.64 | 3,404.00 | 42,000.00 |
| Landscape Crew | | | | | |
| Salary Expense | 14,960.45 | 14,280.00 | 14,960.45 | 14,280.00 | 178,500.00 |
| Health/Dental Insurance | 1,069.87 | 1,200.00 | 1,069.87 | 1,200.00 | 14,400.00 |
| WC Insurance | 1,718.80 | 1,700.00 | 1,718.80 | 1,700.00 | 20,600.00 |
| Payroll Taxes | 1,176.57 | 1,080.00 | 1,176.57 | 1,080.00 | 13,500.00 |
| Total Landscape Crew | 18,925.69 | 18,260.00 | 18,925.69 | 18,260.00 | 227,000.00 |
| Maintenance Crew | | | | | |
| Salary Expense | 28,177.10 | 26,880.00 | 28,177.10 | 26,880.00 | 336,000.00 |
| Payroll Taxes | 2,235.02 | 2,015.00 | 2,235.02 | 2,015.00 | 25,220.00 |
| WC Insurance | 3,763.65 | 3,760.00 | 3,763.65 | 3,760.00 | 25,760.00 |
| Health/Dental Insurance | 3,350.68 | 3,600.00 | 3,350.68 | 3,600.00 | 43,200.00 |
| Total Maintenance Crew | 37,526.45 | 36,255.00 | 37,526.45 | 36,255.00 | 430,180.00 |
| Pressure-Washing Crew | | | | | |
| Salary Expense | 5,396.35 | 6,500.00 | 5,396.35 | 6,500.00 | 81,250.00 |
| Payroll Taxes | 395.37 | 650.25 | 395.37 | 650.25 | 7,803.00 |
| WC Insurance | 697.71 | 740.00 | 697.71 | 740.00 | 8,880.00 |
| Health/Dental Benefits | 695.46 | 700.00 | 695.46 | 700.00 | 8,400.00 |
| Total Pressure-Washing Crew | 7,184.89 | 8,590.25 | 7,184.89 | 8,590.25 | 106,333.00 |
| Total PERSONNEL EXPENSE | 66,056.42 | 66,509.25 | 66,056.42 | 66,509.25 | 805,513.00 |
| NCA Management | | | | | |
| Staff Administration | 4,000.00 | 4,000.00 | 4,000.00 | 4,000.00 | 48,000.00 |
| Total NCA Management | 4,000.00 | 4,000.00 | 4,000.00 | 4,000.00 | 48,000.00 |
| Office Operational | | | | | |
| Employee Screening Services | 239.92 | 83.37 | 239.92 | 83.37 | 1,000.00 |
| Total Office Operational | 239.92 | 83.37 | 239.92 | 83.37 | 1,000.00 |
| Total Expense | 105,608.94 | 108,234.58 | 105,608.94 | 108,234.58 | 1,306,213.00 |
| Net Income | -10,245.98 | 1,036,120.94 | -10,245.98 | 1,036,120.94 | -161,857.48 |

7:58 AM

Little Italy Association of San Diego

08/17/21

Maintenance Non-Assessment Profit & Loss Budget Performance

Accrual Basis

July 2021

| | <u>Jul 21</u> | <u>Budget</u> | <u>Jul 21</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--|-----------------|-----------------|-----------------|-------------------|----------------------|
| Income | | | | | |
| PROGRAM INCOME | | | | | |
| Sponsors | 0.00 | 1,000.00 | 0.00 | 1,000.00 | 12,000.00 |
| Total PROGRAM INCOME | 0.00 | 1,000.00 | 0.00 | 1,000.00 | 12,000.00 |
| MAINTENANCE NON-ASSESS INCOME | | | | | |
| Mercato Services | 5,000.00 | 5,000.00 | 5,000.00 | 5,000.00 | 60,000.00 |
| Supplemental Services | 9,373.62 | 4,583.37 | 9,373.62 | 4,583.37 | 55,000.00 |
| Total MAINTENANCE NON-ASSESS INCOME | 14,373.62 | 9,583.37 | 14,373.62 | 9,583.37 | 115,000.00 |
| Total Income | 14,373.62 | 10,583.37 | 14,373.62 | 10,583.37 | 127,000.00 |
| Gross Profit | 14,373.62 | 10,583.37 | 14,373.62 | 10,583.37 | 127,000.00 |
| Expense | | | | | |
| MISC MAINT EXPENSE | | | | | |
| Misc Maintenance Expense | 0.00 | 83.37 | 0.00 | 83.37 | 1,000.00 |
| Total MISC MAINT EXPENSE | 0.00 | 83.37 | 0.00 | 83.37 | 1,000.00 |
| OFFICE OPERATIONS | | | | | |
| Office Expenses Tenant Portion | 394.10 | | 394.10 | | |
| Office supplies | 0.00 | 25.00 | 0.00 | 25.00 | 300.00 |
| Total OFFICE OPERATIONS | 394.10 | 25.00 | 394.10 | 25.00 | 300.00 |
| LANDSCAPE OPERATIONS | | | | | |
| Tree Supplies & Services | 0.00 | 83.37 | 0.00 | 83.37 | 1,000.00 |
| Total LANDSCAPE OPERATIONS | 0.00 | 83.37 | 0.00 | 83.37 | 1,000.00 |
| ASSESS DIST OPERATIONAL EXP | | | | | |
| MAD / BID OPERATIONS | | | | | |
| Seminars & Training | 0.00 | 166.63 | 0.00 | 166.63 | 2,000.00 |
| Citations | 81.00 | | 81.00 | | |
| Meals & Entertainment | 0.00 | 125.00 | 0.00 | 125.00 | 1,500.00 |
| Late Fees | 0.00 | 12.50 | 0.00 | 12.50 | 150.00 |
| Liability Claims | 0.00 | 0.00 | 0.00 | 0.00 | 3,000.00 |
| Auto expenses | 120.00 | 333.37 | 120.00 | 333.37 | 4,000.00 |
| Total MAD / BID OPERATIONS | 201.00 | 637.50 | 201.00 | 637.50 | 10,650.00 |
| Total ASSESS DIST OPERATIONAL EXP | 201.00 | 637.50 | 201.00 | 637.50 | 10,650.00 |
| PERSONNEL EXPENSE | | | | | |
| Maintenance Crew | | | | | |
| Staff Bonuses | 0.00 | 0.00 | 0.00 | 0.00 | 10,000.00 |
| Total Maintenance Crew | 0.00 | 0.00 | 0.00 | 0.00 | 10,000.00 |
| Total PERSONNEL EXPENSE | 0.00 | 0.00 | 0.00 | 0.00 | 10,000.00 |
| ACCOUNTANT EXPENSE ENTRIES | | | | | |
| Depreciation | 1,383.25 | 2,000.00 | 1,383.25 | 2,000.00 | 24,000.00 |
| Total ACCOUNTANT EXPENSE ENTRIES | 1,383.25 | 2,000.00 | 1,383.25 | 2,000.00 | 24,000.00 |
| Office Operational | | | | | |
| Legal | 2,445.00 | | 2,445.00 | | |
| Total Office Operational | 2,445.00 | | 2,445.00 | | |
| Total Expense | 4,423.35 | 2,829.24 | 4,423.35 | 2,829.24 | 46,950.00 |
| Net Income | 9,950.27 | 7,754.13 | 9,950.27 | 7,754.13 | 80,050.00 |

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

Accrual Basis

| | Jul 21 | Budget | Jul 21 | YTD Budget | Annual Budget |
|--|-----------------|------------------|-----------------|------------------|---------------|
| Income | | | | | |
| PARKING DISTRICT INCOME | | | | | |
| Parking District Reimbursement | 37,916.20 | 62,500.00 | 37,916.20 | 62,500.00 | 750,000.00 |
| City Bollard funds | 43,604.50 | 0.00 | 43,604.50 | 0.00 | 0.00 |
| Total PARKING DISTRICT INCOME | 81,520.70 | 62,500.00 | 81,520.70 | 62,500.00 | 750,000.00 |
| PARKING DISTRICT REVENUES | | | | | |
| Valet Program Revenues | 10,088.08 | 10,000.00 | 10,088.08 | 10,000.00 | 116,640.00 |
| Total PARKING DISTRICT REVENUES | 10,088.08 | 10,000.00 | 10,088.08 | 10,000.00 | 116,640.00 |
| Total Income | 91,608.78 | 72,500.00 | 91,608.78 | 72,500.00 | 866,640.00 |
| Gross Profit | 91,608.78 | 72,500.00 | 91,608.78 | 72,500.00 | 866,640.00 |
| Expense | | | | | |
| PARKING DISTRICT EXPENSE | | | | | |
| In House Valet Program | | | | | |
| Valet Employee Payroll | 9,896.71 | 16,960.00 | 9,896.71 | 16,960.00 | 212,000.00 |
| Valet Employee Payroll Taxes | 1,190.53 | 0.00 | 1,190.53 | 0.00 | 0.00 |
| Equipment & Uniforms | 2,767.88 | 666.63 | 2,767.88 | 666.63 | 8,000.00 |
| Cell/Tech services | 0.00 | 166.63 | 0.00 | 166.63 | 2,000.00 |
| Permits | 0.00 | 333.37 | 0.00 | 333.37 | 4,000.00 |
| Program Management | 3,425.00 | 2,825.00 | 3,425.00 | 2,825.00 | 33,900.00 |
| Total In House Valet Program | 17,280.12 | 20,951.63 | 17,280.12 | 20,951.63 | 259,900.00 |
| Lot Rental/Insurance | | | | | |
| Workers' Comp | 1,283.01 | 1,250.00 | 1,283.01 | 1,250.00 | 15,000.00 |
| Liability Insurance | 3,641.50 | 4,000.00 | 3,641.50 | 4,000.00 | 48,000.00 |
| Parking Lot Rentals | 5,042.23 | 9,166.63 | 5,042.23 | 9,166.63 | 110,000.00 |
| Program Management | 2,162.50 | 2,162.50 | 2,162.50 | 2,162.50 | 25,950.00 |
| Total Lot Rental/Insurance | 12,129.24 | 16,579.13 | 12,129.24 | 16,579.13 | 198,950.00 |
| Marketing and Promotions | | | | | |
| Website Parking Component | 0.00 | 883.37 | 0.00 | 883.37 | 10,600.00 |
| Printed Material | 205.22 | 416.63 | 205.22 | 416.63 | 5,000.00 |
| PR Firm | 2,583.00 | 2,500.00 | 2,583.00 | 2,500.00 | 30,000.00 |
| Program Mgmt | 570.00 | 570.00 | 570.00 | 570.00 | 6,840.00 |
| Total Marketing and Promotions | 3,358.22 | 4,370.00 | 3,358.22 | 4,370.00 | 52,440.00 |
| New Initiatives& Special Proj | | | | | |
| Peoples Plazas, PopOuts & Beaut | 0.00 | 166.63 | 0.00 | 166.63 | 2,000.00 |
| City of SD Insourcing | 0.00 | 166.63 | 0.00 | 166.63 | 2,000.00 |
| Feasibility Study-W.Grape | 0.00 | 0.00 | 0.00 | 0.00 | 15,000.00 |
| Planters/Beautification | 0.00 | 30.00 | 0.00 | 30.00 | 360.00 |
| Enhanced Pedestrian Lighting | 0.00 | 8,416.63 | 0.00 | 8,416.63 | 101,000.00 |
| Ped Transition Safety | 0.00 | 2,083.37 | 0.00 | 2,083.37 | 25,000.00 |
| Removable Bollard System | 44,956.50 | 0.00 | 44,956.50 | 0.00 | 0.00 |
| Enhanced Security | 0.00 | 0.00 | 0.00 | 0.00 | 79,200.00 |
| Rescue Mission Security | 0.00 | 0.00 | 0.00 | 0.00 | 30,000.00 |
| Program Management | 2,687.50 | 3,187.50 | 2,687.50 | 3,187.50 | 38,250.00 |
| Total New Initiatives& Special Proj | 47,644.00 | 14,050.76 | 47,644.00 | 14,050.76 | 292,810.00 |
| LIA Management | | | | | |
| Rent | 1,000.00 | 1,666.63 | 1,000.00 | 1,666.63 | 20,000.00 |
| Utilities | 329.00 | 1,000.00 | 329.00 | 1,000.00 | 12,000.00 |
| Vehicle Subsidy & Maintenance | 0.00 | 833.37 | 0.00 | 833.37 | 10,000.00 |
| Storage | 341.00 | 1,000.00 | 341.00 | 1,000.00 | 12,000.00 |
| Program Mgmt | 575.00 | 675.00 | 575.00 | 675.00 | 8,100.00 |
| Total LIA Management | 2,245.00 | 5,175.00 | 2,245.00 | 5,175.00 | 62,100.00 |
| Total PARKING DISTRICT EXPENSE | 82,656.58 | 61,126.52 | 82,656.58 | 61,126.52 | 866,200.00 |
| Total Expense | 82,902.70 | 61,126.52 | 82,902.70 | 61,126.52 | 866,200.00 |
| Net Income | 8,706.08 | 11,373.48 | 8,706.08 | 11,373.48 | 440.00 |

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

| | Dog Park | | Grounds | | Total Amici Park | | Art Appreciation Projects | | Banner | | Casino Night | | Christmas Programs | | County Grants | |
|-----------------------------|---------------|--------|---------|--------|------------------|--------|---------------------------|--------|--------|--------|--------------|--------|--------------------|---------|---------------|--------|
| | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget |
| | Income | | | | | | | | | | | | | | | |
| PROGRAM INCOME | 773 | 750 | 500 | 500 | 1,273 | 1,250 | 3,695 | 1 | 2,140 | 3,500 | 0 | 1 | 0 | 0 | 0 | 6,000 |
| Total Income | 773 | 750 | 500 | 500 | 1,273 | 1,250 | 3,695 | 1 | 2,140 | 3,500 | 0 | 1 | 0 | 0 | 0 | 6,000 |
| Gross Profit | 773 | 750 | 500 | 500 | 1,273 | 1,250 | 3,695 | 1 | 2,140 | 3,500 | 0 | 1 | 0 | 0 | 0 | 6,000 |
| Expense | | | | | | | | | | | | | | | | |
| OFFICE OPERATIONS | 0 | | 0 | 45 | 0 | 45 | 0 | | 0 | | 0 | | 0 | | 0 | |
| LANDSCAPE OPERATIONS | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| ASSESS DIST OPERATIONAL EXP | 0 | | 0 | 250 | 0 | 250 | 0 | 1 | 0 | | 0 | | 0 | | 0 | |
| PERSONNEL EXPENSE | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| ACCNT EXPENSE ENTRIES | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| PROGRAM EXPENSE | 317 | 417 | 669 | 580 | 985 | 997 | 3,695 | | 2,812 | 5,500 | 0 | 1 | 12,000 | 12,000 | 0 | 6,000 |
| Maintenance Non-Personnel | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| NCA Management | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Office Operational | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| MERCATO EXPENSE | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| PARKING DISTRICT EXPENSE | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | |
| Total Expense | 317 | 417 | 669 | 875 | 985 | 1,292 | 3,695 | 1 | 2,812 | 5,500 | 0 | 1 | 12,000 | 12,000 | 0 | 6,000 |
| Net Income | 456 | 333 | -169 | -375 | 288 | -42 | 0 | 0 | -672 | -2,000 | 0 | 0 | -12,000 | -12,000 | 0 | 0 |

Little Italy Association of San Diego
PROGRAM - BUDGET TO ACTUAL

July 2021

| | General & Administration | | Total Mercato | | Merchandise | | Military Events | | Piazza Basilone | | Total Piazza della Famiglia | | PPP 2 Activity | | SBEP Tech Assist. Grant |
|-----------------------------|--------------------------|---------|---------------|--------|-------------|--------|-----------------|--------|-----------------|--------|-----------------------------|--------|----------------|---------|-------------------------|
| | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 |
| | Income | | | | | | | | | | | | | | |
| PROGRAM INCOME | 18 | 0 | 57,170 | 57,000 | 0 | 1 | 2,225 | 0 | 0 | 2,000 | 225 | 225 | 0 | | 0 |
| Total Income | 18 | 0 | 57,170 | 57,000 | 0 | 1 | 2,225 | 0 | 0 | 2,000 | 225 | 225 | 0 | 0 | 0 |
| Gross Profit | 18 | 0 | 57,170 | 57,000 | 0 | 1 | 2,225 | 0 | 0 | 2,000 | 225 | 225 | 0 | 0 | 0 |
| Expense | | | | | | | | | | | | | | | |
| OFFICE OPERATIONS | 2,027 | 1,277 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 |
| LANDSCAPE OPERATIONS | 0 | | 0 | | 0 | | 0 | | 55 | | 0 | | 0 | | 0 |
| ASSESS DIST OPERATIONAL EXP | 50 | 205 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 |
| PERSONNEL EXPENSE | 670 | 1,302 | 0 | | 0 | | 0 | | 0 | | 0 | | 25,985 | 23,094 | 0 |
| ACCNT EXPENSE ENTRIES | 0 | 750 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 |
| PROGRAM EXPENSE | 2,480 | 2,570 | 3,703 | 0 | 0 | 1 | 419 | 0 | 546 | 5,000 | 5,414 | 3,558 | 0 | | 324 |
| Maintenance Non-Personnel | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | 833 | 0 | | 0 |
| NCA Management | 16,580 | 16,580 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 |
| Office Operational | 400 | 420 | 0 | | 0 | | 0 | | 0 | | 0 | | 0 | | 0 |
| MERCATO EXPENSE | 0 | | 35,503 | 38,575 | 0 | | 0 | | 0 | | 0 | | 1,093 | | 0 |
| PARKING DISTRICT EXPENSE | 0 | 0 | 0 | | 0 | | 0 | | 0 | | 0 | | 2,154 | 2,154 | 0 |
| Total Expense | 22,207 | 23,104 | 39,206 | 38,575 | 0 | 1 | 419 | 0 | 601 | 5,000 | 5,414 | 4,392 | 29,232 | 25,248 | 324 |
| Net Income | -22,189 | -23,104 | 17,964 | 18,425 | 0 | 0 | 1,806 | 0 | -601 | -3,000 | -5,189 | -4,167 | -29,232 | -25,248 | -324 |

Little Italy Association of San Diego
PROGRAM - BUDGET TO ACTUAL

July 2021

| | State of the Neighborhood | | Summer Film Festival | | Trick or Treat | | Venue Rentals | | TOTAL | |
|-----------------------------|---------------------------|--------|----------------------|--------|----------------|--------|---------------|--------|---------|---------|
| | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget | Jul 21 | Budget |
| | Income | | | | | | | | | |
| PROGRAM INCOME | 0 | 1 | 0 | 500 | 0 | 1,000 | 9,875 | 9,000 | 76,621 | 80,479 |
| Total Income | 0 | 1 | 0 | 500 | 0 | 1,000 | 9,875 | 9,000 | 76,621 | 80,479 |
| Gross Profit | 0 | 1 | 0 | 500 | 0 | 1,000 | 9,875 | 9,000 | 76,621 | 80,479 |
| Expense | | | | | | | | | | |
| OFFICE OPERATIONS | 0 | | 0 | | 0 | | 0 | | 2,027 | 1,322 |
| LANDSCAPE OPERATIONS | 0 | | 0 | | 0 | | 0 | | 55 | 0 |
| ASSESS DIST OPERATIONAL EXP | 0 | | 0 | | 0 | | 0 | | 50 | 456 |
| PERSONNEL EXPENSE | 0 | | 0 | | 0 | | 0 | | 26,655 | 24,396 |
| ACCNT EXPENSE ENTRIES | 0 | | 0 | | 0 | | 0 | | 0 | 750 |
| PROGRAM EXPENSE | 0 | 1 | 82 | 300 | 0 | 1,000 | 0 | 2,000 | 32,460 | 38,928 |
| Maintenance Non-Personnel | 0 | | 0 | | 0 | | 0 | | 0 | 833 |
| NCA Management | 0 | | 0 | | 0 | | 0 | | 16,580 | 16,580 |
| Office Operational | 0 | | 0 | | 0 | | 0 | | 400 | 420 |
| MERCATO EXPENSE | 0 | | 0 | | 0 | | 0 | | 36,596 | 38,575 |
| PARKING DISTRICT EXPENSE | 0 | | 0 | | 0 | | 0 | | 2,154 | 2,154 |
| Total Expense | 0 | 1 | 82 | 300 | 0 | 1,000 | 0 | 2,000 | 116,977 | 124,414 |
| Net Income | 0 | 0 | -82 | 200 | 0 | 0 | 9,875 | 7,000 | -40,356 | -43,935 |