



DOWNTOWN SANTA BARBARA

BOARD MEETING

Tuesday, November 14, 2023, 8:30 - 10 AM

In Person:

Balboa Building Theatre

735 State Street

Zoom, Hybrid Digital Option for members of the public only

<https://us02web.zoom.us/j/8708247399>

AGENDA

- | | | | | |
|----|--|----------------------------------|------------------------|--------|
| 1. | Call to Order
<i>Roll call of Board member Attendance</i> | Anne Petersen
Nicole Castillo | | 3 mins |
| 2. | Public Comment | | (3 minutes per person) | |
| 3. | Approval of Minutes
<i>Recommended Action: Approve minutes for October 2023 meeting.</i> | Anne Petersen | Vote | 3 min |
| 4. | Treasurer's Report
<i>Recommended Action: Receive latest financials and vote to adopt.</i> | Richard Yates | Vote | 5 min |
| 5. | Presidents Report
<i>Recommended Action: Receive any updates from the Board President pertinent to Downtown Santa Barbara board operations.</i> | Anne Peterson | Report | 5 min |
| 6. | City Updates | Anne Peterson | Facilitates | 20 min |
| | a. Mayor | Randy Rowse | Report | 2 min |
| | b. City Administrator's Office | Rebecca Bjork | Report | 2 min |
| | c. Public Works/ Downtown Parking | S. Clark | Report | 2 min |
| | d. Community Development | Tess Harris | Report | 2 min |
| | e. Police Department | C. Katsapis | Report | 2 min |
| | f. Visit Santa Barbara | Kathy Janega-Dykes | Report | 2 min |
| | g. Office of Arts and Culture | Sarah York-Rubin | Report | 2 min |
| 7. | Executive Director Report
<i>Recommended Action: The Executive Director will provide updates on recent and upcoming activities in Downtown Santa Barbara's staff operations.</i> | Robin Elander | Report | 7 min |
| 8. | Committee Reports | | | |
| | a. Marketing Committee | T. Persson | Report | 3 mins |
| | b. Food and Beverage | Bob Stout | Report | 3 mins |
| | c. Retail Working Group | Nancy Burgner | Report | 3 mins |
| | <i>Recommended Action: Committee Chairs and Staff will provide an update on recent meetings.</i> | | | |
| 9. | Adjourn | Anne Petersen | | |

Next Board Meeting: TUESDAY 12/12/2023 at 8:30am.

NOTICE TO PUBLIC: You are welcomed and encouraged to participate in this meeting. Public comment is taken (3 minutes maximum per person) on items listed on the agenda when they are called. Public Comment on items not listed on the agenda will be heard at the meeting as noted on the agenda. Comments on controversial items may be limited and large groups are encouraged to select one or two speakers to represent the opinion of the group. The order of Agenda items is listed for reference and may be taken in any order deemed appropriate by the Board President. The agenda provides a general description and staff recommendations; however, the Board may take action other than what is recommended.

Any person with a disability who requires accommodations in order to participate in this meeting or for package materials in an alternative format should telephone the Downtown Organization office at (805) 962-2098 x 801 at least 48 hours prior to the meeting in order to make a request for a disability-related modification or accommodation. Copies of records provided to Board members which relate to any agenda item to be discussed in open session may be obtained from robin@downtownsb.org.



DOWNTOWN SANTA BARBARA

Date: October 11, 2023

Time: 8:30 AM

Meeting: October DSB Board Meeting

Call to order:

8:35am

Public Comment:

N/A

Board members in attendance:

Anne Petersen, Richard Yates, David de L'Arbre, Mark Whitehurst, Bob Stout, Tammy Steuart, Nancy Burgner, Stephanie Campbell, Sarah Sinclair, Kathy Janega Dykes, Laura Knight, Ron Robertson, Dan Burnham, Brian Cearnal, Matt Olufs, Derek Swafford, John Burnett

Approval of Minutes:

Tammy Stewart Motions to approve

Richard Yates seconds.

All in favor none opposed

Financials

Bob Stout (motion to approve), Tammy Stewart 2nd, all approved July.

City and Partners shared updates.

The Executive Director shared an update about recent and upcoming activities.

Committee members shared updates about recent and upcoming planned meetings.

Minutes were shorter this month because the staff person who usually takes them was out sick.

Meeting Adjourned 9:54am

Downtown Santa Barbara Profit & Loss Budget vs Actual

August 2023

Accrual Basis

	Aug 22	Aug 23	Budget	\$ Over Budget	% of Budget	Jul - Aug 22	Jul - Aug 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense											
Income											
4000 · Business Improvement Fees	20,000.00	19,833.33	19,833.33	0.00	100.0%	40,000.00	39,666.66	39,666.70	-0.04	100.0%	238,000.00
4050 · City P/M Contract	25,833.33	25,316.67	25,316.67	0.00	100.0%	51,666.66	50,633.34	50,633.30	0.04	100.0%	303,800.00
4600 · Board Contributions	1,300.00	0.00	500.00	-500.00	0.0%	2,800.00	0.00	1,000.00	-1,000.00	0.0%	6,000.00
4700 · Earned Program Income											
4752 · 1st Thursday Income	1,500.00	18,025.00	2,666.67	15,358.33	675.94%	2,900.00	35,600.00	5,333.30	30,266.70	667.5%	32,000.00
4500 · Annual Meeting	0.00	0.00	0.00	0.00	0.0%	50.00	0.00	0.00	0.00	0.0%	15,018.00
4300 · Associate Dues	0.00	200.00	291.67	-91.67	68.57%	150.00	525.00	583.30	-58.30	90.01%	3,500.00
4655 · Flag Installation	0.00	4,150.00	1,583.33	2,566.67	262.11%	0.00	9,750.00	3,166.70	6,583.30	307.89%	19,000.00
4754 · Brewery Tour	0.00	0.00	0.00	0.00	0.0%	0.00	9,226.44	6,300.00	2,926.44	146.45%	6,300.00
4753 · Neighborhood Activations	425.00	0.00	833.33	-833.33	0.0%	550.00	1,200.00	1,666.70	-466.70	72.0%	10,000.00
4705A · Art & Wine Tour	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.00	0.0%	38,000.00
4709 · Downtown Mixers	415.00	0.00	666.67	-666.67	0.0%	415.00	0.00	666.67	-666.67	0.0%	4,000.00
4711 · Holiday	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.00	0.0%	17,500.00
4714a · Map/Brochure	-550.00	6,200.00	1,650.00	4,550.00	375.76%	-550.00	23,150.00	3,300.00	19,850.00	701.52%	19,800.00
Total 4700 · Earned Program Income	1,790.00	28,575.00	7,691.67	20,883.33	371.51%	3,515.00	79,451.44	21,016.67	58,434.77	378.04%	165,118.00
4800 · Interest Income	28.65	53.96	0.00	53.96	100.0%	190.33	110.14	0.00	110.14	100.0%	0.00
Total Income	48,951.98	73,778.96	53,341.67	20,437.29	138.31%	98,171.99	169,861.58	112,316.67	57,544.91	151.24%	712,918.00
Expense											
6300 · Program Expenses	9,053.63	4,907.20	7,851.00	-2,943.80	62.5%	15,088.50	22,792.97	15,472.00	7,320.97	147.32%	120,440.00
6530 · Personnel	40,736.21	47,189.06	38,493.64	8,695.42	122.59%	66,524.29	79,074.11	76,987.30	2,086.81	102.71%	461,923.70
6050 · Professional Services	4,528.10	5,721.20	7,933.33	-2,212.13	72.12%	6,853.31	23,257.40	15,866.70	7,390.70	146.58%	104,200.00
6275 · General & Administrative	6,388.02	7,497.29	9,031.62	-1,534.33	83.01%	12,117.08	17,056.58	17,038.10	18.48	100.11%	101,154.30
Total Expense	60,705.96	65,314.75	63,309.59	2,005.16	103.17%	100,583.18	142,181.06	125,364.10	16,816.96	113.41%	787,718.00
Net Ordinary Income	-11,753.98	8,464.21	-9,967.92	18,432.13	-84.92%	-2,411.19	27,680.52	-13,047.43	40,727.95	-212.15%	-74,800.00
Net Income	-11,753.98	8,464.21	-9,967.92	18,432.13	-84.92%	-2,411.19	27,680.52	-13,047.43	40,727.95	-212.15%	-74,800.00

Downtown Santa Barbara Balance Sheet

As of August 31, 2023

Accrual Basis

	Aug 31, 23	Aug 31, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1028 - Paypal	27,831.91	27,031.61	800.30	2.96%
1000 - MB&T Checking	411,805.01	461,260.25	-49,455.24	-10.72%
1020 - MB&T Money Market	50,810.80	50,641.63	169.17	0.33%
1021 - CWB MM Reserve	6,479.98	6,479.98	0.00	0.0%
1005 - Union Bank	661.22	661.22	0.00	0.0%
1010 - Petty Cash	417.46	117.46	300.00	255.41%
Total Checking/Savings	498,006.38	546,192.15	-48,185.77	-8.82%
Accounts Receivable				
11000 - Accounts Receivable	248,056.81	74,829.54	173,227.27	231.5%
1105 - Accounts Receivable BID	94,015.53	49,122.78	44,892.75	91.39%
1106 - Allowance for Uncollectible AR	-8,200.00	-8,200.00	0.00	0.0%
Total Accounts Receivable	333,872.34	115,752.32	218,120.02	188.44%
Other Current Assets				
1100 - Prepaid Asset	18,733.96	9,184.79	9,549.17	103.97%
Total Other Current Assets	18,733.96	9,184.79	9,549.17	103.97%
Total Current Assets	850,612.68	671,129.26	179,483.42	26.74%
Fixed Assets				
1200 - Furniture & Equipment	226,311.97	226,311.97	0.00	0.0%
1210 - Plaza Equipment	25,597.46	25,597.46	0.00	0.0%
1220 - WebSite	21,425.00	21,425.00	0.00	0.0%
1250 - Accumulated Depreciation	-270,585.34	-267,847.34	-2,738.00	-1.02%
Total Fixed Assets	2,749.09	5,487.09	-2,738.00	-49.9%
Other Assets				
1300 - Security Deposit	2,006.00	2,006.00	0.00	0.0%
Total Other Assets	2,006.00	2,006.00	0.00	0.0%
TOTAL ASSETS	855,367.77	678,622.35	176,745.42	26.05%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable	20,937.84	14,410.35	6,527.49	45.3%
Credit Cards	1,572.02	3,854.99	-2,282.97	-59.22%
Other Current Liabilities				
2200 - Deferred Revenue	145,872.72	68,312.88	77,559.84	113.54%
2400 - Accrued Expenses	22,795.84	22,795.84	0.00	0.0%
2450 - Current Year Reserves	1,399.23	62.65	1,336.58	2,133.41%
Total Other Current Liabilities	170,067.79	91,171.37	78,896.42	86.54%
Total Current Liabilities	192,577.65	109,436.71	83,140.94	75.97%
Long Term Liabilities				
2455 - SBA Loan	149,359.00	150,000.00	-641.00	-0.43%
Total Long Term Liabilities	149,359.00	150,000.00	-641.00	-0.43%
Total Liabilities	341,936.65	259,436.71	82,499.94	31.8%

Downtown Santa Barbara Balance Sheet

As of August 31, 2023

Accrual Basis

	Aug 31, 23	Aug 31, 22	\$ Change	% Change
Equity				
3900 - Undesignated net assets	186,086.02	121,941.48	64,144.54	52.6%
3990 - Board designated net assets	200,000.00	200,000.00	0.00	0.0%
3995 - Cash Flow Reserves	99,664.58	99,664.58	0.00	0.0%
Net Income	27,680.52	-2,420.42	30,100.94	1,243.63%
Total Equity	513,431.12	419,185.64	94,245.48	22.48%
TOTAL LIABILITIES & EQUITY	855,367.77	678,622.35	176,745.42	26.05%

Downtown Santa Barbara Profit & Loss Budget vs Budget

September 2023

Accrual Basis

	Sep 22	Sep 23	Budget	\$ Over Budget	% of Budget	Jul - Sep 22	Jul - Sep 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense											
Income											
4000 · Business Improvement Fees	20,000.00	19,833.33	19,833.33	0.00	100.0%	60,000.00	59,499.99	59,500.03	-0.04	100.0%	238,000.00
4050 · City P/M Contract	25,833.33	25,316.67	25,316.67	0.00	100.0%	77,499.99	75,950.01	75,949.97	0.04	100.0%	303,800.00
4600 · Board Contributions	400.00	0.00	500.00	-500.00	0.0%	3,200.00	0.00	1,500.00	-1,500.00	0.0%	6,000.00
4700 · Earned Program Income											
4752 · 1st Thursday Income	1,300.00	2,300.00	2,666.67	-366.67	86.25%	4,200.00	37,900.00	7,999.97	29,900.03	473.75%	32,000.00
4500 · Annual Meeting	0.00	0.00	0.00	0.00	0.0%	50.00	0.00	0.00	0.00	0.0%	15,018.00
4300 · Associate Dues	550.00	675.00	291.67	383.33	231.43%	700.00	1,200.00	874.97	325.03	137.15%	3,500.00
4655 · Flag Installation	2,350.00	3,200.00	1,583.33	1,616.67	202.11%	2,350.00	12,950.00	4,750.03	8,199.97	272.63%	19,000.00
4754 · Brewery Tour	0.00	0.00	0.00	0.00	0.0%	0.00	9,226.44	6,300.00	2,926.44	146.45%	6,300.00
4753 · Neighborhood Activations	300.00	950.00	833.33	116.67	114.0%	850.00	2,150.00	2,500.03	-350.03	86.0%	10,000.00
4705A · Art & Wine Tour	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.00	0.0%	38,000.00
4709 · Downtown Mixers	120.00	52.46	0.00	52.46	100.0%	535.00	52.46	666.67	-614.21	7.87%	4,000.00
4711 · Holiday Parade	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.00	0.0%	17,500.00
4714a · Map/Brochure	0.00	2,450.00	1,650.00	800.00	148.49%	-550.00	25,600.00	4,950.00	20,650.00	517.17%	19,800.00
Total 4700 · Earned Program Income	4,620.00	9,627.46	7,025.00	2,602.46	137.05%	8,135.00	89,078.90	28,041.67	61,037.23	317.67%	165,118.00
4800 · Interest Income	25.82	46.90	0.00	46.90	100.0%	79.24	157.04	0.00	157.04	100.0%	0.00
Total Income	50,879.15	54,824.36	52,675.00	2,149.36	104.08%	148,914.23	224,685.94	164,991.67	59,694.27	136.18%	712,918.00
Gross Profit	50,879.15	54,824.36	52,675.00	2,149.36	104.08%	148,914.23	224,685.94	164,991.67	59,694.27	136.18%	712,918.00
Expense											
6300 · Program Expenses											
6409 · Mixer Expenses	280.00	0.00	0.00	0.00	0.0%	351.73	0.00	150.00	-150.00	0.0%	900.00
6405A · Art & Wine Tour	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.00	0.0%	17,538.00
6000 · Annual Meeting Expense	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.00	0.0%	9,750.00
6040 · Board Meeting	0.00	0.00	80.00	-80.00	0.0%	250.00	0.00	160.00	-160.00	0.0%	800.00
6438 · Event Expenses	2,327.36	2,709.75	1,751.67	958.08	154.7%	6,217.77	10,074.08	5,254.97	4,819.11	191.71%	21,020.00
6438a · Event Equipment	1,246.00	32.28	1,856.83	-1,824.55	1.74%	4,993.45	2,504.31	5,570.53	-3,066.22	44.96%	22,282.00
6452 · 1st Thursday	825.00	1,000.00	300.00	700.00	333.33%	2,976.20	2,365.00	900.00	1,465.00	262.78%	3,600.00

Downtown Santa Barbara Profit & Loss Budget vs Budget

September 2023

Accrual Basis

	Sep 22	Sep 23	Budget	\$ Over Budget	% of Budget	Jul - Sep 22	Jul - Sep 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
6400 - Promotions Expense											
6110 - Web Site Design & Maint	483.33	483.33	500.00	-16.67	96.67%	1,449.99	1,449.99	1,500.00	-50.01	96.67%	6,000.00
6414a - Map/Brochure	0.00	2,144.00	1,583.33	560.67	135.41%	0.00	6,432.00	4,750.03	1,681.97	135.41%	19,000.00
6414e - Advertising/Marketing	1,587.06	1,277.03	1,629.17	-352.14	78.39%	5,598.11	7,613.98	4,887.47	2,726.51	155.79%	19,550.00
Total 6400 - Promotions Expense	2,070.39	3,904.36	3,712.50	191.86	105.17%	7,048.10	15,495.97	11,137.50	4,358.47	139.13%	44,550.00
Total 6300 - Program Expenses	6,748.75	7,646.39	7,701.00	-54.61	99.29%	21,837.25	30,439.36	23,173.00	7,266.36	131.36%	120,440.00
6530 - Personnel											
6500 - Salaries	28,748.70	27,180.96	33,261.56	-6,080.60	81.72%	88,534.20	98,181.09	99,784.66	-1,603.57	98.39%	399,138.70
6520 - Payroll Taxes	1,949.81	1,745.20	2,565.42	-820.22	68.03%	5,729.64	6,457.86	7,696.22	-1,238.36	83.91%	30,785.00
6125 - Medical Insurance	1,171.40	1,365.91	2,000.00	-634.09	68.3%	3,514.20	4,097.73	6,000.00	-1,902.27	68.3%	24,000.00
6135 - 401K	0.00	0.00	333.33	-333.33	0.0%	0.00	0.00	1,000.03	-1,000.03	0.0%	4,000.00
6130 - Workers' Comp Insurance	308.08	314.75	333.33	-18.58	94.43%	924.24	944.25	1,000.03	-55.78	94.42%	4,000.00
Total 6530 - Personnel	32,177.99	30,606.82	38,493.64	-7,886.82	79.51%	98,702.28	109,680.93	115,480.94	-5,800.01	94.98%	461,923.70
6050 - Professional Services											
6103 - Legal Fees	0.00	0.00	1,666.67	-1,666.67	0.0%	24.95	0.00	4,999.97	-4,999.97	0.0%	20,000.00
6023 - Accounting Services	1,476.00	998.00	1,000.00	-2.00	99.8%	2,803.00	4,022.50	3,000.00	1,022.50	134.08%	12,000.00
6025 - Audit & Tax Preparation	0.00	0.00	0.00	0.00	0.0%	0.00	2,475.00	0.00	2,475.00	100.0%	9,000.00
6020 - Payroll Processing	395.50	573.30	583.33	-10.03	98.28%	1,035.10	1,306.20	1,750.03	-443.83	74.64%	7,000.00
6102 - Contract Services	8,000.00	10,425.00	4,683.33	5,741.67	222.6%	12,861.76	27,450.00	14,050.03	13,399.97	195.37%	56,200.00
Total 6050 - Professional Services	9,871.50	11,996.30	7,933.33	4,062.97	151.21%	16,724.81	35,253.70	23,800.03	11,453.67	148.13%	104,200.00
6275 - General & Administrative											
6350 - Business Committees	0.00	149.92	66.67	83.25	224.87%	0.00	298.12	199.97	98.15	149.08%	800.00
6330 - Business Development	116.43	475.62	110.61	365.01	430.0%	650.74	602.50	331.81	270.69	181.58%	1,327.30
6105 - Technology Expenses	116.41	301.01	250.00	51.01	120.4%	289.89	1,413.48	750.00	663.48	188.46%	3,000.00
6296 - Staff Development	0.00	0.00	125.00	-125.00	0.0%	0.00	241.96	375.00	-133.04	64.52%	1,500.00
6120 - Liability Insurance	1,044.16	1,106.41	1,116.67	-10.26	99.08%	3,132.48	3,319.23	3,349.97	-30.74	99.08%	13,400.00
6154 - Office Maintenance	252.92	150.00	150.00	0.00	100.0%	552.92	450.00	450.00	0.00	100.0%	1,800.00
6220 - Office Supplies	578.21	194.66	166.67	27.99	116.79%	885.39	352.20	499.97	-147.77	70.44%	2,000.00
6335 - E-Car Maintenance & Insurance	0.00	0.00	125.00	-125.00	0.0%	0.00	0.00	125.00	-125.00	0.0%	500.00
6290 - Membership Dues	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.00	0.0%	2,700.00
6250 - Parking	0.00	3.00	150.00	-147.00	2.0%	0.00	3.00	450.00	-447.00	0.67%	1,800.00

Downtown Santa Barbara Profit & Loss Budget vs Budget

September 2023

Accrual Basis

	Sep 22	Sep 23	Budget	\$ Over Budget	% of Budget	Jul - Sep 22	Jul - Sep 23	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
6260 · Postage	17.90	127.34	166.67	-39.33	76.4%	80.75	165.94	499.97	-334.03	33.19%	2,000.00
6270 · Printing & Photocopying	376.70	7,454.38	1,463.33	5,991.05	509.41%	625.89	11,067.84	4,390.03	6,677.81	252.11%	17,560.00
6600 · Rent	2,350.00	2,350.00	2,350.00	0.00	100.0%	7,050.00	7,050.00	7,050.00	0.00	100.0%	28,200.00
6045 · Retreat	0.00	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.00	0.0%	350.00
6370 · Staff Meetings	130.41	90.57	125.00	-34.43	72.46%	365.65	90.57	375.00	-284.43	24.15%	1,500.00
6601 · Storage	720.00	265.00	250.00	15.00	106.0%	805.00	795.00	750.00	45.00	106.0%	3,000.00
6280 · Telephone/DSL/Cable	539.51	844.32	683.33	160.99	123.56%	2,496.47	1,853.40	2,050.03	-196.63	90.41%	8,200.00
6295 · Travel	0.00	0.00	0.00	0.00	0.0%	603.40	90.00	500.00	-410.00	18.0%	1,000.00
6650 · Utilities	0.00	0.00	25.00	-25.00	0.0%	0.00	0.00	75.00	-75.00	0.0%	300.00
6899 · Bank Service Charges	178.38	314.58	166.67	147.91	188.74%	510.78	1,898.98	499.97	1,399.01	379.82%	2,000.00
6799 · Interest Expense	0.00	68.87	641.00	-572.13	10.74%	0.00	760.48	1,923.00	-1,162.52	39.55%	7,692.00
6900 · Property Tax Expense	0.00	0.00	0.00	0.00	0.0%	488.75	499.56	525.00	-25.44	95.15%	525.00
Total 6275 · General & Administrative	6,421.03	13,895.68	8,131.62	5,764.06	170.89%	18,538.11	30,952.26	25,169.72	5,782.54	122.97%	101,154.30
Total Expense	55,219.27	64,145.19	62,259.59	1,885.60	103.03%	155,802.45	206,326.25	187,623.69	18,702.56	109.97%	787,718.00
Net Ordinary Income	-4,340.12	-9,320.83	-9,584.59	263.76	97.25%	-6,888.22	18,359.69	-22,632.02	40,991.71	-81.12%	-74,800.00

Downtown Santa Barbara Balance Sheet

As of September 30, 2023

Accrual Basis

	Sep 30, 23	Sep 30, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1028 · Paypal	27,831.91	27,322.63	509.28	1.86%
1000 · MB&T Checking	342,344.53	472,653.08	-130,308.55	-27.57%
1020 · MB&T Money Market	50,824.93	50,647.87	177.06	0.35%
1021 · CWB MM Reserve	6,479.98	6,479.98	0.00	0.0%
1005 · Union Bank	661.22	661.22	0.00	0.0%
1010 · Petty Cash	417.46	117.46	300.00	255.41%
Total Checking/Savings	428,560.03	557,882.24	-129,322.21	-23.18%
Accounts Receivable				
11000 · Accounts Receivable	265,464.53	49,352.27	216,112.26	437.9%
1105 · Accounts Receivable BID	86,931.81	24,663.03	62,268.78	252.48%
1106 · Allowance for Uncollectible AR	-8,200.00	-8,200.00	0.00	0.0%
Total Accounts Receivable	344,196.34	65,815.30	278,381.04	422.97%
Other Current Assets				
1100 · Prepaid Asset	30,715.67	8,233.98	22,481.69	273.04%
Total Other Current Assets	30,715.67	8,233.98	22,481.69	273.04%
Total Current Assets	803,472.04	631,931.52	171,540.52	27.15%
Fixed Assets				
1200 · Furniture & Equipment	226,311.97	226,311.97	0.00	0.0%
1210 · Plaza Equipment	25,597.46	25,597.46	0.00	0.0%
1220 · WebSite	21,425.00	21,425.00	0.00	0.0%
1250 · Accumulated Depreciation	-270,585.34	-267,847.34	-2,738.00	-1.02%
Total Fixed Assets	2,749.09	5,487.09	-2,738.00	-49.9%
Other Assets				
1300 · Security Deposit	2,006.00	2,006.00	0.00	0.0%
Total Other Assets	2,006.00	2,006.00	0.00	0.0%
TOTAL ASSETS	808,227.13	639,424.61	168,802.52	26.4%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable	8,401.77	4,402.12	3,999.65	90.86%
Credit Cards	4,996.56	4,734.47	262.09	5.54%
Other Current Liabilities				
2200 · Deferred Revenue	117,655.44	42,556.82	75,098.62	176.47%
2400 · Accrued Expenses	22,945.84	22,795.84	150.00	0.66%
2450 · Current Year Reserves	1,399.23	112.85	1,286.38	1,139.9%
Total Other Current Liabilities	142,000.51	65,465.51	76,535.00	116.91%
Total Current Liabilities	155,398.84	74,602.10	80,796.74	108.3%
Long Term Liabilities				
2455 · SBA Loan	148,718.00	150,000.00	-1,282.00	-0.86%
Total Long Term Liabilities	148,718.00	150,000.00	-1,282.00	-0.86%
Total Liabilities	304,116.84	224,602.10	79,514.74	35.4%

	Sep 30, 23	Sep 30, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1028 · Paypal	27,831.91	27,322.63	509.28	1.86%
1000 · MB&T Checking	342,344.53	472,653.08	-130,308.55	-27.57%
1020 · MB&T Money Market	50,824.93	50,647.87	177.06	0.35%
1021 · CWB MM Reserve	6,479.98	6,479.98	0.00	0.0%
1005 · Union Bank	661.22	661.22	0.00	0.0%
1010 · Petty Cash	417.46	117.46	300.00	255.41%
Total Checking/Savings	428,560.03	557,882.24	-129,322.21	-23.18%
Accounts Receivable				
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1105 · Accounts Receivable BID	86,931.81	24,663.03	62,268.78	252.48%
1106 · Allowance for Uncollectible AR	-8,200.00	-8,200.00	0.00	0.0%
Total Accounts Receivable	344,196.34	65,815.30	278,381.04	422.97%
Other Current Assets				
Equity				
3900 · Undesignated net assets	186,086.02	121,941.48	64,144.54	52.6%
3990 · Board designated net assets	200,000.00	200,000.00	0.00	0.0%
3995 · Cash Flow Reserves	99,664.58	99,664.58	0.00	0.0%
Net Income	18,359.69	-6,783.55	25,143.24	370.65%
Total Equity	504,110.29	414,822.51	89,287.78	21.52%
TOTAL LIABILITIES & EQUITY	808,227.13	639,424.61	168,802.52	26.4%