

DLBA Executive Committee

August 1, 2023



Mission: Cultivate, preserve and promote a healthy, safe and prosperous Downtown for all.

I. Call to Order and Introductions

Debra Fixen, Chairperson

2. Secretary Report: Minutes – July 6, 2023

- SECRETARY REPORT: Minutes presented and approved from June 1, 2023, meeting
- CHAIRPERSON'S REPORT:
 - President & CEO Evaluation Discussion
- PRESIDENT & CEO REPORT:
 - FY24 Draft Budget Review

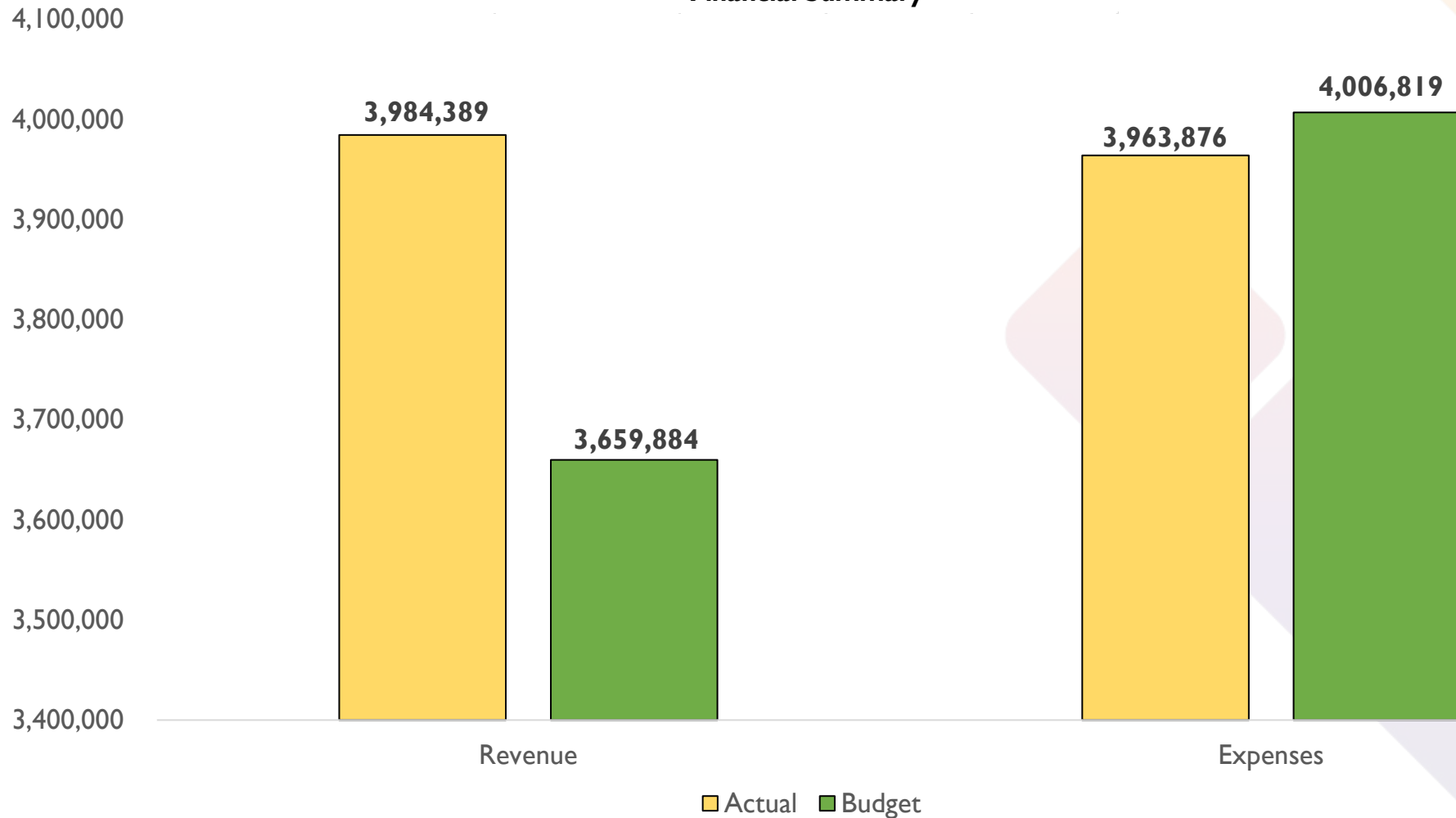
ACTION: Approve Minutes from July 6 Executive Committee Meeting

3. Treasurer's Report

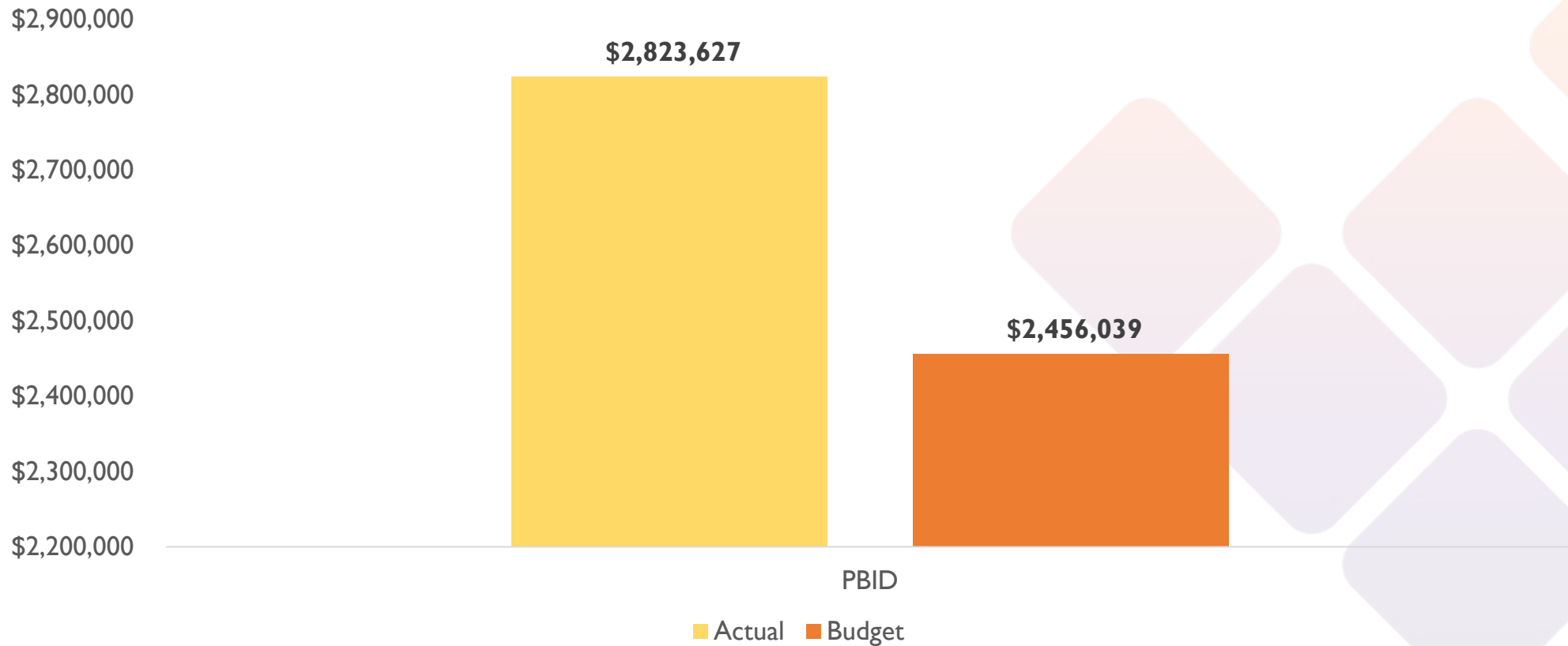
Sam Pierzina, Treasurer

Jeremy Ancalade, Vice President of Finance and Administration

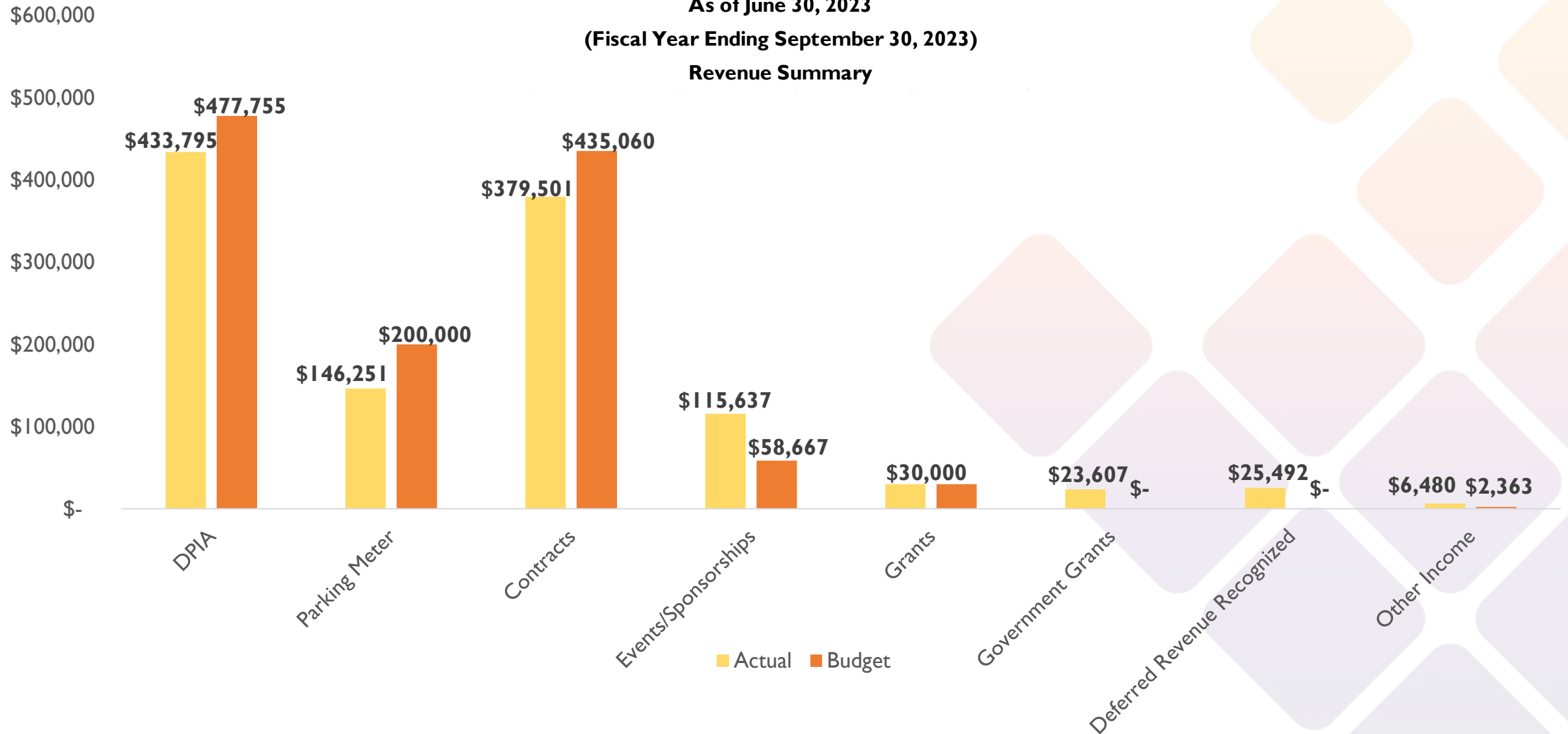
Downtown Long Beach Alliance
As of June 30, 2023
(Fiscal Year Ending September 30, 2023)
Financial Summary



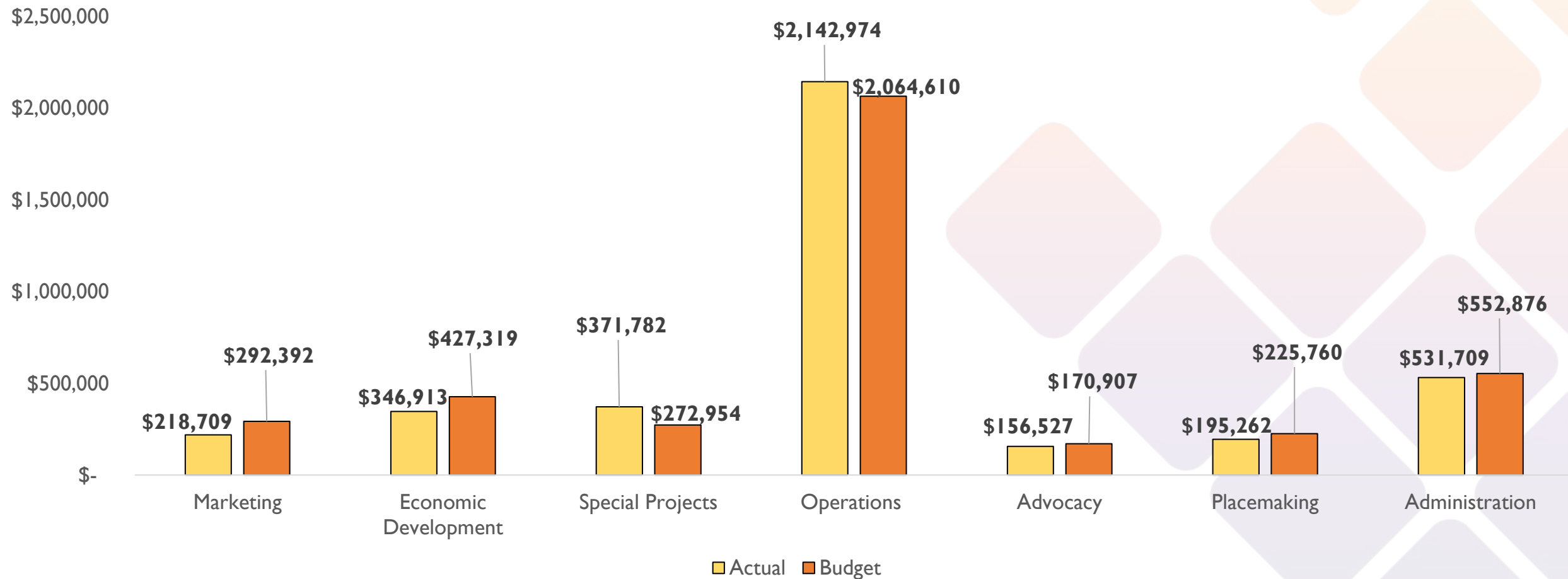
**Downtown Long Beach Alliance
As of June 30, 2023
(Fiscal Year Ending September 30, 2023)
Revenue Summary**

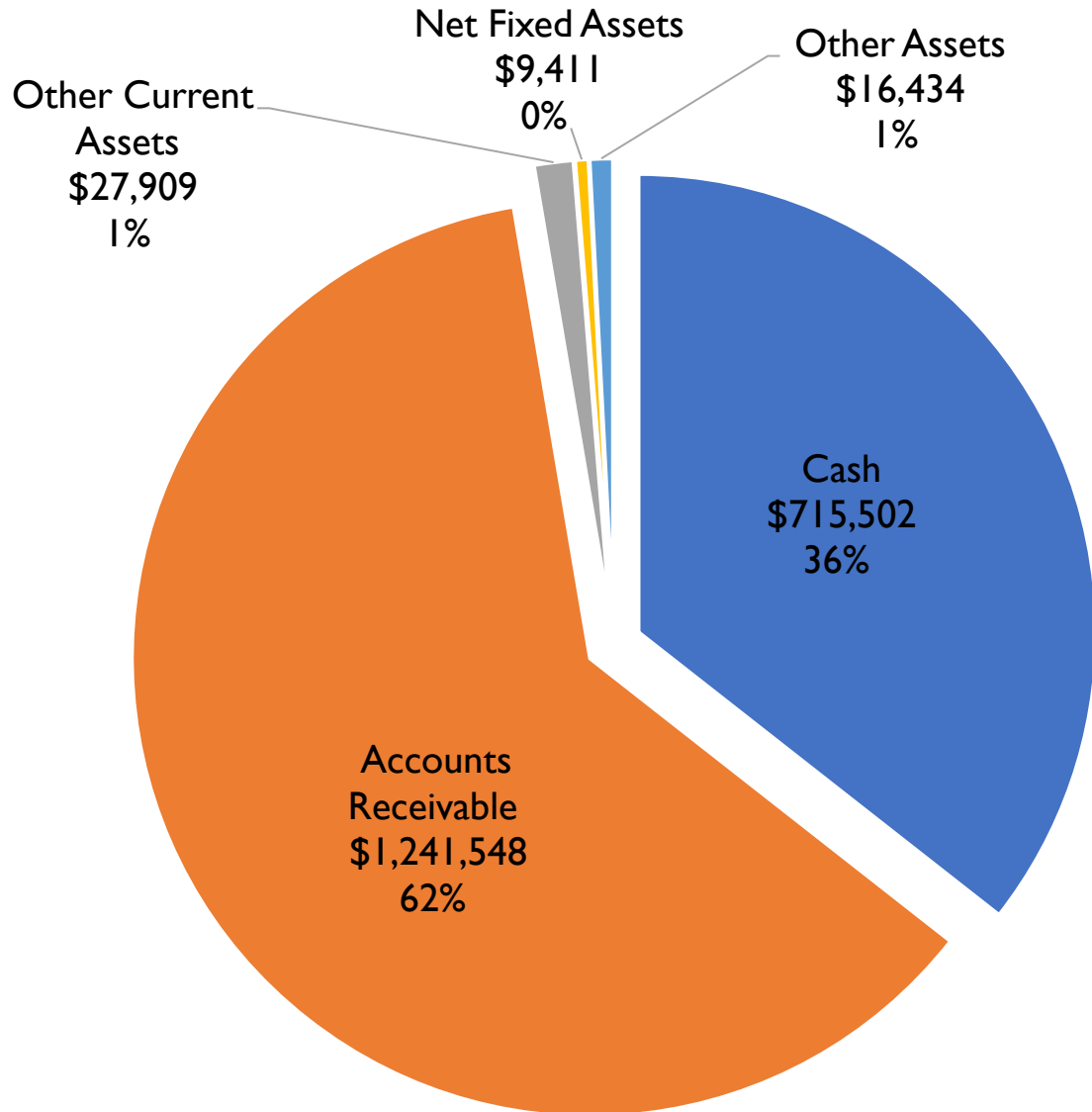


Downtown Long Beach Alliance
As of June 30, 2023
(Fiscal Year Ending September 30, 2023)
Revenue Summary



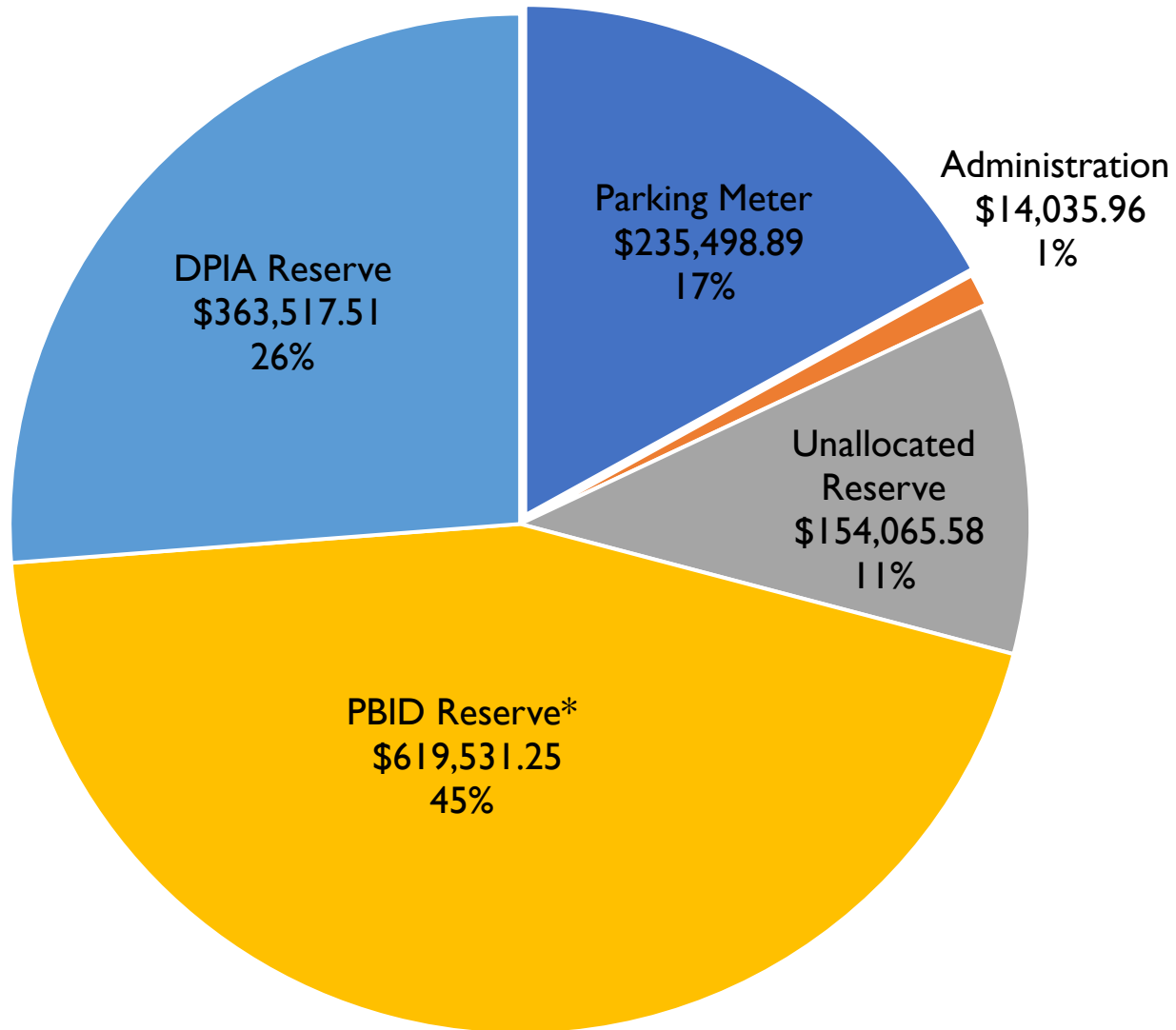
Downtown Long Beach Alliance
As of June 30, 2023
(Fiscal Year Ending September 30, 2023)
Expense Summary





DLBA Assets

Cash	\$	715,502
Accounts Receivable	\$	1,241,548
Other Current Assets	\$	27,909
Net Fixed Assets	\$	9,411
Other Assets	\$	16,434
		<hr/> <hr/>
	\$	2,010,803



DLBA Deferred Revenue

Parking Meter	\$ 235,498.89
Administration	\$ 14,035.96
Unallocated Reserve	\$ 154,065.58
PBID Reserve*	\$ 619,531.25
DPIA Reserve	\$ 363,517.51
LBRA	\$ 273,000.00
Balance less PBID Reserve	\$ 1,040,117.94

Downtown Long Beach Alliance A/R Aging Summary - As of June 30, 2023 - \$1,000+

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
CITY OF LONG BEACH	\$ -	\$ -	\$ 72,750	\$ 250	\$ 921,656	\$ 994,656
State of California	\$ -	\$ -	\$ -	\$ -	\$ 97,703	\$ 97,703
US Government	\$ -	\$ -	\$ -	\$ -	\$ 56,758	\$ 56,758
GSA	\$ -	\$ -	\$ -	\$ -	\$ 38,160	\$ 38,160
USPS (C)	\$ -	\$ -	\$ -	\$ -	\$ 9,622	\$ 9,622
HILLCREST MONTEREY ASSOCIATES	\$ 1,527	\$ 4,663	\$ -	\$ -	\$ 1,476	\$ 7,665
Jatin Laxpati	\$ 2,582	\$ 1,025	\$ -	\$ -	\$ 2,582	\$ 6,188
Long Beach Center Loan LLC (Mosaic)	\$ 5,000	\$ -	\$ -	\$ -	\$ -	\$ 5,000
Zaferia Business Association	\$ 4,779	\$ -	\$ -	\$ -	\$ -	\$ 4,779
Long Beach Transit (Customer)	\$ -	\$ -	\$ -	\$ -	\$ 4,060	\$ 4,060
Padre Latin Table & Cocktails	\$ 3,000	\$ -	\$ -	\$ -	\$ 1,000	\$ 4,000
Port of Long Beach	\$ 3,000	\$ -	\$ -	\$ -	\$ -	\$ 3,000
Aster	\$ 2,290	\$ -	\$ -	\$ -	\$ -	\$ 2,290
Pedal Movement (Customer)	\$ -	\$ -	\$ -	\$ -	\$ 1,750	\$ 1,750
Partake Collective.	\$ 1,000	\$ -	\$ 100	\$ -	\$ -	\$ 1,100
LA County MTA	\$ -	\$ -	\$ -	\$ -	\$ 1,038	\$ 1,038
TOTAL	\$ 23,178	\$ 5,688	\$ 72,850	\$ 250	\$ 1,135,803	\$ 1,237,769

Downtown Long Beach Alliance A/R Aging Summary - As of June 30, 2023 - Under \$1,000

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
200 West Ocean	\$ -	\$ 750	\$ -	\$ -	\$ -	\$ 750
Coldwell Banker Commercial	\$ 750	\$ -	\$ -	\$ -	\$ -	\$ 750
Mercy Housing (300 Alamitos)	\$ -	\$ 430	\$ -	\$ -	\$ -	\$ 430
J Graphix Studio	\$ 300	\$ -	\$ 100	\$ -	\$ -	\$ 400
Auld Dubliner	\$ -	\$ -	\$ -	\$ -	\$ 250	\$ 250
BLOCK-BY-BLOCK	\$ 250	\$ -	\$ -	\$ -	\$ -	\$ 250
Planet Fitness	\$ 250	\$ -	\$ -	\$ -	\$ -	\$ 250
Stay Anchored.	\$ -	\$ -	\$ -	\$ -	\$ 200	\$ 200
Ash Bay Soap Co.	\$ -	\$ -	\$ -	\$ -	\$ 100	\$ 100
Everytable	\$ -	\$ -	\$ 100	\$ -	\$ -	\$ 100
Rosemallows.	\$ -	\$ 100	\$ -	\$ -	\$ -	\$ 100
The Cypher on Elm	\$ -	\$ -	\$ -	\$ -	\$ 100	\$ 100
The Scarlet Flower	\$ -	\$ -	\$ -	\$ -	\$ 100	\$ 100
George's Greek Cafe	\$ -	\$ -	\$ -	\$ -	\$ (0)	\$ (0)
TOTAL	\$1,550.00	\$1,280.24	\$ 200.00	\$ -	\$ 749.60	\$ 3,779.84

Downtown Long Beach Alliance A/R Aging Summary - As of July 31, 2023 - \$1,000+

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
CITY OF LONG BEACH	\$ -	\$ -	\$ -	\$72,750	\$ 921,906	\$ 994,656
State of California	\$ -	\$ -	\$ -	\$ -	\$ 97,703	\$ 97,703
Long Beach Economic Partnership	\$80,000	\$ -	\$ -	\$ -	\$ -	\$ 80,000
US Government	\$ -	\$ -	\$ -	\$ -	\$ 56,758	\$ 56,758
GSA	\$ -	\$ -	\$ -	\$ -	\$ 38,160	\$ 38,160
Long Beach Transit (Customer)	\$ -	\$ -	\$ -	\$ -	\$ 4,060	\$ 4,060
USPS (C)	\$ -	\$ -	\$ -	\$ -	\$ 9,622	\$ 9,622
Jatin Laxpati	\$ 2,582	\$ -	\$1,025	\$ -	\$ 2,582	\$ 6,188
Padre Latin Table & Cocktails	\$ -	\$3,000	\$ -	\$ -	\$ 1,000	\$ 4,000
HILLCREST MONTEREY ASSOCIATES, INC	\$ 1,166	\$1,527	\$ -	\$ -	\$ 527	\$ 3,220
Port of Long Beach	\$ -	\$3,000	\$ -	\$ -	\$ -	\$ 3,000
Pedal Movement (Customer)	\$ -	\$ -	\$ -	\$ -	\$ 1,750	\$ 1,750
Mercy Housing (300 Alamitos)	\$ 923	\$ -	\$ 430	\$ -	\$ -	\$ 1,353
Aster	\$ 1,145	\$ -	\$ -	\$ -	\$ -	\$ 1,145
Partake Collective.	\$ -	\$1,000	\$ 100	\$ -	\$ -	\$ 1,100
LA County MTA	\$ -	\$ -	\$ -	\$ -	\$ 1,038	\$ 1,038

Downtown Long Beach Alliance

A/R Aging Summary - As of July 31, 2023 - Under \$1,000

	Current	1 - 30	31 - 60	61 - 90	91 and over	Total
Coldwell Banker Commercial	\$ -	\$ 750	\$ -	\$ -	\$ -	\$ 750
J Graphix Studio	\$ -	\$ 300	\$ 100	\$ -	\$ -	\$ 400
Auld Dubliner	\$ -	\$ -	\$ -	\$ -	\$ 250	\$ 250
BLOCK-BY-BLOCK	\$ 250	\$ -	\$ -	\$ -	\$ -	\$ 250
Planet Fitness	\$ -	\$ 250	\$ -	\$ -	\$ -	\$ 250
Stay Anchored.	\$ -	\$ -	\$ -	\$ -	\$ 200	\$ 200
Ash Bay Soap Co.	\$ -	\$ -	\$ -	\$ -	\$ 100	\$ 100
Everytable	\$ -	\$ -	\$ 100	\$ -	\$ -	\$ 100
Rosemallows.	\$ -	\$ -	\$ 100	\$ -	\$ -	\$ 100
The Cypher on Elm	\$ -	\$ -	\$ -	\$ -	\$ 100	\$ 100
The Scarlet Flower	\$ -	\$ -	\$ -	\$ -	\$ 100	\$ 100
George's Greek Cafe	\$ -	\$ -	\$ -	\$ -	\$ (0.40)	\$ (0.40)
TOTAL	\$86,065	\$9,827	\$1,855	\$72,750	\$ 1,135,855	\$1,306,352

Downtown Long Beach Alliance
As of June 30, 2023
(Fiscal Year Ending September 30, 2023)
Financial Summary

Year-to-Date	Actual	Budget	Variance
Revenue	3,984,389	3,659,884	324,505
Expenses	3,963,876	4,006,819	(42,943)
Net	20,513	(346,935)	367,448

4. Chairperson Report

Debra Fixen

4. Chairperson's Report – Debra Fixen

A. Remarks from the Chair

4. Chairperson's Report – Debra Fixen

B. President & CEO Evaluation Update

4. Chairperson's Report – Debra Fixen

C. Governance Committee Report – Denise Carter, Chair

i. Board Election Results

- Historic Results

	FY23-24	FY22-23	FY21-22	FY19-20
DPIA	22	25	33	42
PBID	77	79	60	88
Total	99	104	93	130

Current election



4. Chairperson's Report – Debra Fixen

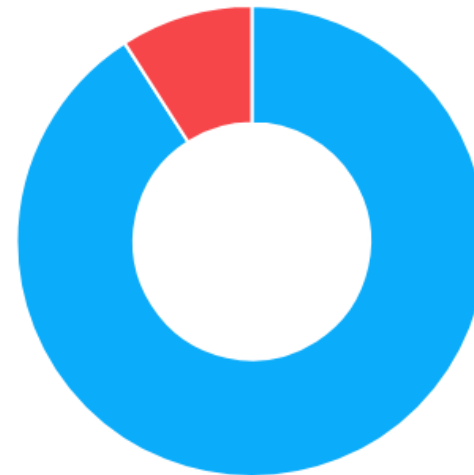
C. Governance Committee Report – Denise Carter, Chair

i. Board Election Results

- DPIA Results

DPIA Slate

Option	Votes	
 Yes on the Slate	91%	20
 No on the Slate	9%	2



4. Chairperson's Report – Debra Fixen

C. Governance Committee Report – Denise Carter, Chair

i. Board Election Results

- PBID Results
 - 77 votes
 - 71 in favor (\$271,859.96)
 - 6 opposed (\$353.48)
 - Slate passes with 99.87% of votes in favor

5. President & CEO Report

Austin Metoyer

5. President & CEO Report – Austin Metoyer

A. FY23-24 Draft Budget Overview



Fiscal Year 2024 Proposed Budget

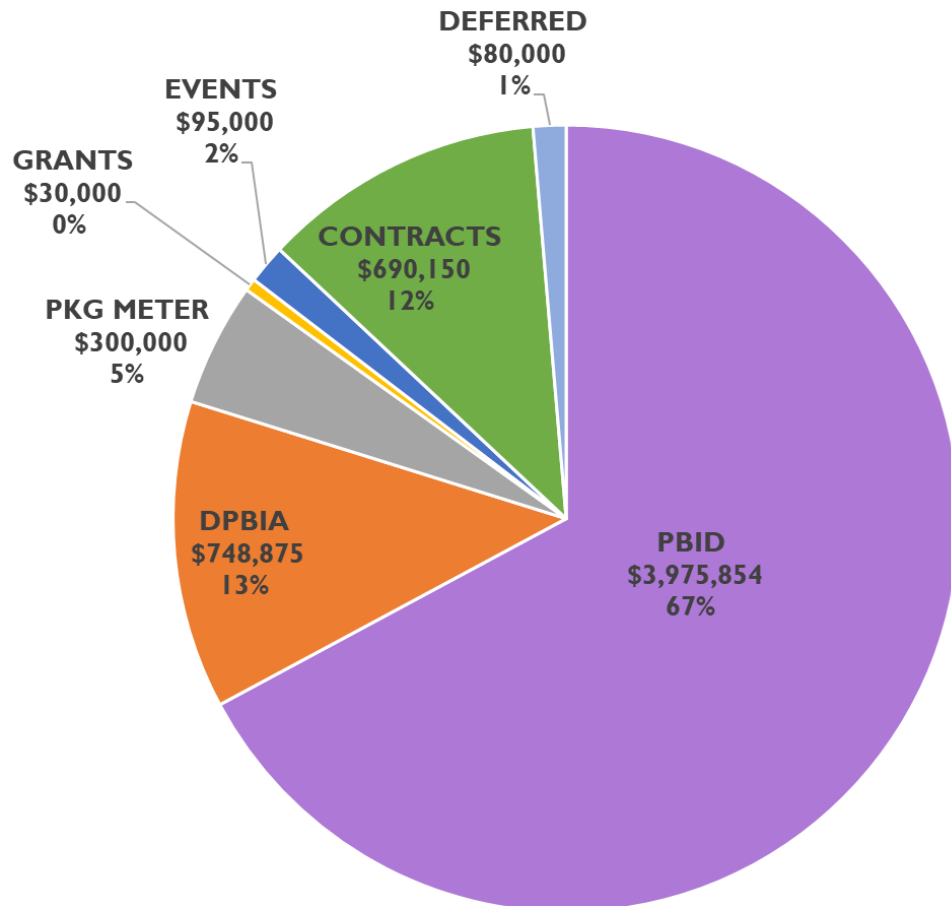
REVENUE	FY 24	FY 23	Variance
PBID (net)	\$ 3,975,854	\$ 3,600,992	\$ 374,862
DPIA	\$ 748,875	\$ 716,627	\$ 32,248
PKG MTR	\$ 300,000	\$ 300,000	\$ -
Fundraising for Grants	\$ 30,000	\$ 30,000	\$ -
Event Tickets/Sales/Sponsorship	\$ 95,000	\$ 180,000	\$ (85,000)
Contract/Misc	\$ 690,150	\$ 583,230	\$ 106,920
Deferred	\$ 80,000	\$ -	\$ 80,000
TOTALS	\$ 5,919,879	\$ 5,410,849	\$ 509,030

EXPENSES	FY 24	FY 23	Variance
Administration	\$ 807,490	\$ 713,572	\$ 93,918
Advocacy	\$ 224,746	\$ 241,470	\$ (16,724)
Economic Development	\$ 525,765	\$ 593,566	\$ (67,802)
Events	\$ 443,760	\$ 453,367	\$ (9,607)
Marketing	\$ 373,060	\$ 367,407	\$ 5,653
Operations	\$ 3,163,457	\$ 2,752,972	\$ 410,485
Placemaking	\$ 381,601	\$ 288,494	\$ 93,107
TOTALS	\$ 5,919,879	\$ 5,410,849	\$ 509,030

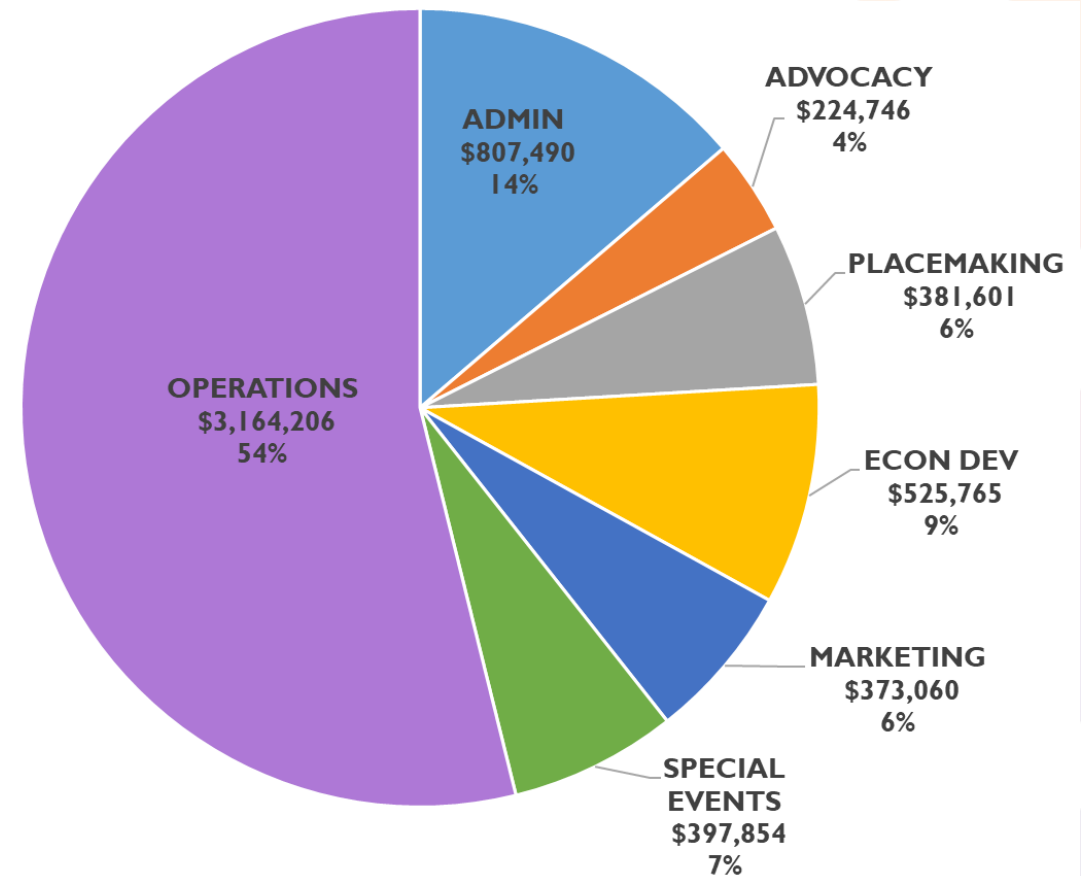
	PBID	DPBIA	PKG METER	GRANTS	EVENTS	CONTRACTS	DEFERRED	TOTAL
2023 - 2024	\$ 3,975,854	\$ 748,875	\$ 300,000	\$ 30,000	\$ 95,000	\$ 690,150	\$ 80,000	\$ 5,919,879
2022 - 2023	\$ 3,600,991	\$ 716,627	\$ 300,000	\$ 30,000	\$ 120,000	\$ 583,230	\$ -	\$ 5,350,848
Delta (\$)	\$ 374,863	\$ 32,248	\$ -	\$ -	\$ (25,000)	\$ 106,920	\$ 80,000	\$ 569,031
Delta (%)	9%	4%	0%	0%	-26%	15%	100%	10%

	ADMIN	ADVOCACY	PLACEMAKING	ECON DEV	MARKETING	SPECIAL EVENTS	OPERATIONS	TOTAL
2023 - 2024	\$ 807,490	\$ 224,746	\$ 381,601	\$ 525,765	\$ 373,060	\$ 443,760	\$ 3,163,457	\$ 5,919,879
2022 - 2023	\$ 713,572	\$ 241,470	\$ 288,494	\$ 593,566	\$ 367,407	\$ 453,367	\$ 2,752,972	\$ 5,410,849
Delta (\$)	\$ 93,918	\$ (16,724)	\$ 93,107	\$ (67,802)	\$ 5,653	\$ (9,607)	\$ 410,485	\$ 509,030
Delta (%)	12%	-7%	24%	-13%	2%	-2%	13%	9%

REVENUE SOURCES

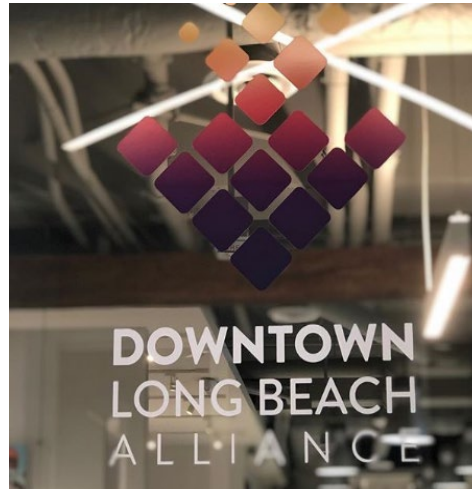


RESOURCE USES



Administration – FY 24 Budget

- Rent
- Telephone
- Computers
- Office Equipment Lease
- Office Supplies
- Postage
- General Insurance
- Professional Services
- Utilities
- Admin Projects
- Taxes
- Employee Recruitment & Retention
- Office Maintenance/Repairs
- Holiday Party



Total Administration Budgeted Amount:

\$807,490*

*Includes pro-rata share of personnel

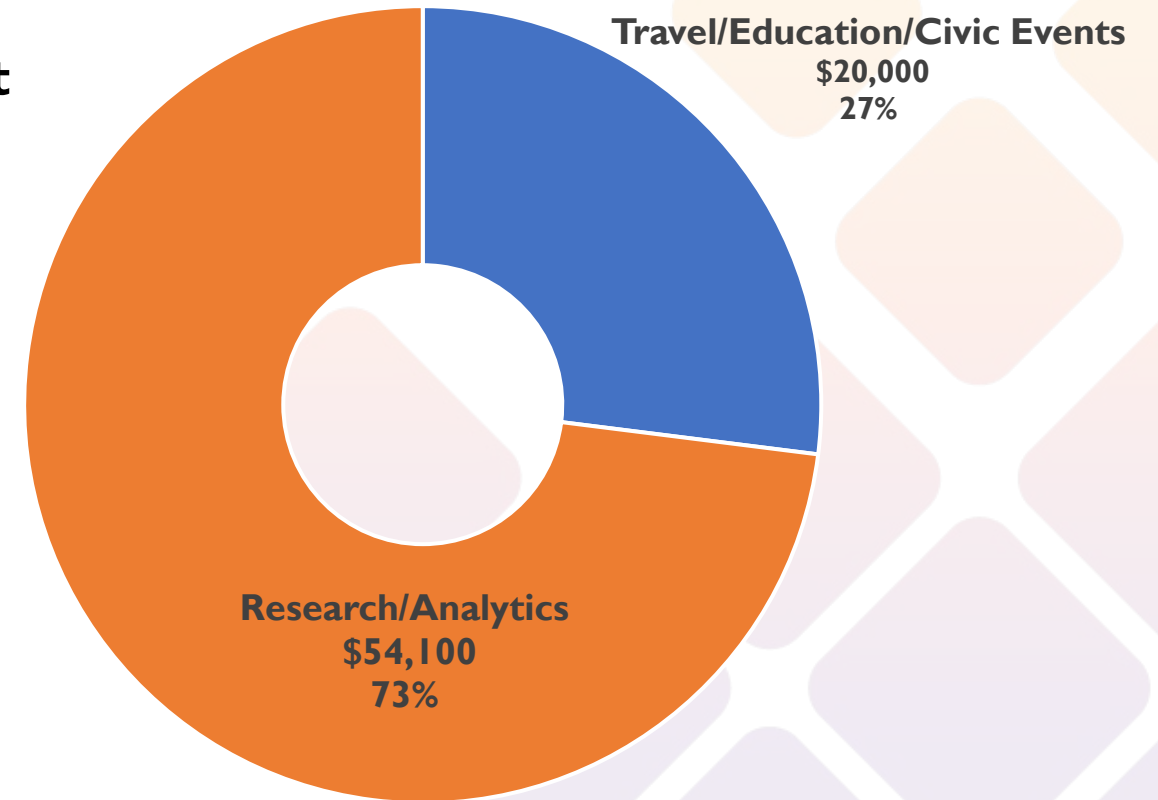
General Administration	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Rent	\$ 264,000	\$ 198,000	\$ 191,000	\$ 175,969	\$ 177,954	\$ 165,068
Telephone & Data	\$ 21,540	\$ 20,760	\$ 21,180	\$ 20,242	\$ 18,524	\$ 17,583
Computers	\$ 41,896	\$ 27,901	\$ 23,586	\$ 14,913	\$ 30,191	\$ 48,818
Office Equip. Lease	\$ 12,040	\$ 10,720	\$ 10,120	\$ 11,711	\$ 10,944	\$ 12,852
Office Supplies	\$ 7,800	\$ 8,046	\$ 7,200	\$ 19,595	\$ 8,255	\$ 13,516
Postage	\$ 1,900	\$ 1,900	\$ 6,000	\$ 5,778	\$ 3,790	\$ 3,699
General Insurance	\$ 73,000	\$ 36,200	\$ 18,495	\$ 17,194	\$ 16,803	\$ 8,279
Professional Services	\$ 71,500	\$ 58,200	\$ 76,300	\$ 222,828	\$ 113,388	\$ 100,030
Utilities	\$ 3,780	\$ 3,760	\$ 1,615	\$ 1,765	\$ 2,733	\$ 3,181
Admin Projects	\$ 12,000	\$ 15,000	\$ -	\$ -	\$ -	\$ -
Taxes	\$ 2,520	\$ 300	\$ 4,924	\$ 4,338	\$ 2,772	\$ 2,408
Office Maintenance & Repairs	\$ 2,000	\$ 2,250	\$ 3,200	\$ 10,630	\$ 4,685	\$ 22,712
Employee Recruitment & Retention	\$ 23,836	\$ 3,400	\$ 300	\$ 3,590	\$ 5,985	\$ 4,860
Admin. Services	\$ 3,000	\$ -	\$ 600	\$ -	\$ -	\$ 70
Credit Card Merchant Fees	\$ 2,400	\$ 600	\$ 1,440	\$ 1,342	\$ 836	\$ 354
Bad Debt	\$ -	\$ -	\$ -	\$ 27,178	\$ -	\$ -
Board Contingency	\$ -	\$ -	\$ 2,750	\$ 990	\$ 1,127	\$ 9,617
Dues & subscriptions	\$ 5,194	\$ 4,950	\$ 4,046	\$ 5,558	\$ 5,121	\$ 4,542
Board & Committee Meetings	\$ 4,800	\$ 4,800	\$ 10,000	\$ 3,292	\$ 7,939	\$ 6,396
Professional Development	\$ -	\$ -	\$ 10,000	\$ 60	\$ 420	\$ 200
Holiday Party/Gifts	\$ 8,000	\$ 7,000	\$ 6,000	\$ 1,983	\$ -	\$ -
Personnel Costs	\$ 230,607	\$ 295,573	\$ 266,071	\$ 274,360	\$ 260,970	\$ 272,014
PBID General Benefit	\$ 15,678	\$ 14,213	\$ 4,221	\$ -	\$ -	\$ -
PBID Engineer's Adjustment	\$ -	\$ -	\$ 1,398	\$ -	\$ -	\$ -
TOTALS	\$ 807,490	\$ 713,573	\$ 670,446	\$ 823,314	\$ 672,437	\$ 696,199



Research, Development & Advocacy – FY 24 Budget

- Research & Data Analytics
- Pedestrian Metrics Software
- Conferences, Travel, and Education
- Civic Events

**Total Research, Development & Advocacy
Budgeted Amount:**



\$241,470*

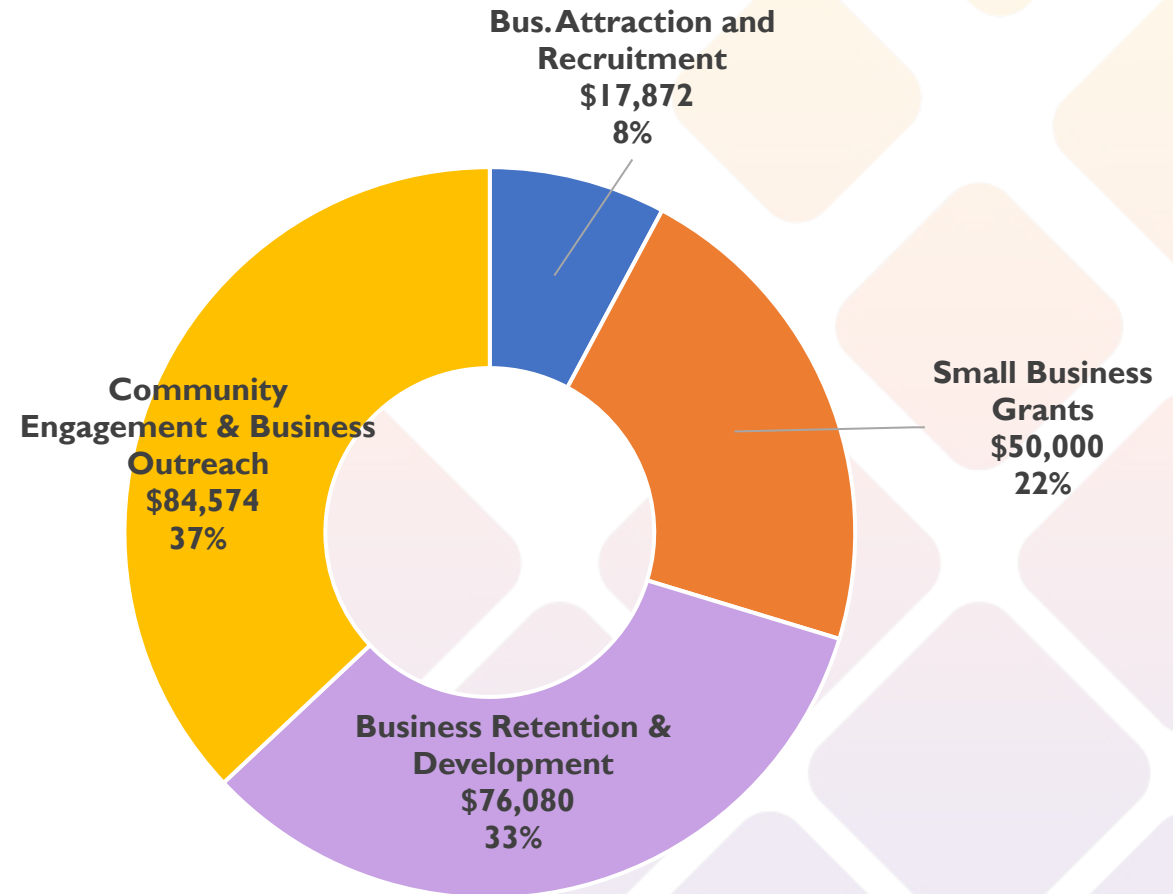
*Includes pro-rata share of personnel

Advocacy, Research, & Development	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Workshops/Orientations	\$ -	\$ -	\$ -	\$ 299	\$ 2,500	\$ -
Dues and Subscriptions	\$ -	\$ -	\$ -	\$ -	\$ 240	\$ 800
Travel/Education/Civic Events	\$ 20,000	\$ 33,421	\$ 42,955	\$ 77,709	\$ 53,858	\$ 102,436
Research/Analytics	\$ 54,100	\$ 52,000	\$ 37,042	\$ 44,881	\$ 64,791	\$ 59,091
Professional Development	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Strategic Plan and PBID Renewal Planning	\$ -	\$ -	\$ -	\$ 68,016	\$ 7,500	\$ -
Personnel Costs	\$ 145,695	\$ 150,522	\$ 135,570	\$ 132,684	\$ -	\$ -
PBID General Benefit	\$ 4,951	\$ 5,527	\$ 4,221	\$ -	\$ -	\$ -
PBID Engineer's Adjustment	\$ -	\$ -	\$ 1,398	\$ -	\$ -	\$ -
TOTALS	\$ 224,746	\$ 241,470	\$ 221,186	\$ 323,590	\$ 128,890	\$ 162,327



Economic Development – FY 24 Budget

- Business attraction and recruitment
- Business retention and development
- Community Engagement & Business Outreach
- Small Business Grants



Total Economic Development Budgeted Amount:

\$525,796*

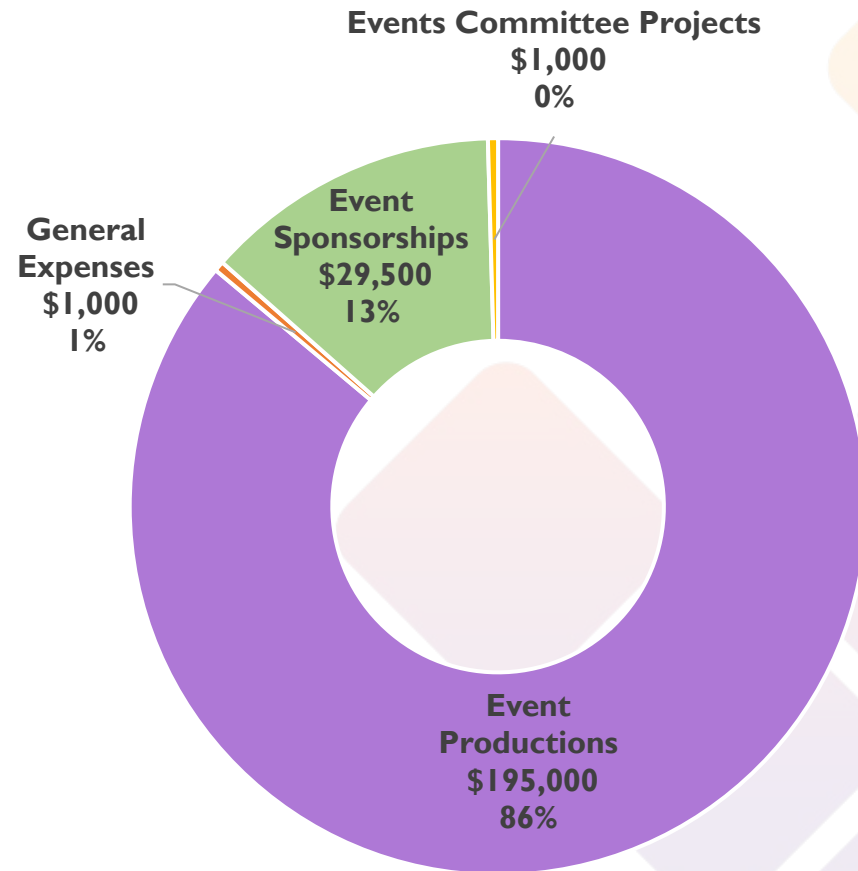
*Includes pro-rata share of personnel

Economic Development	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Bus. Attraction and Recruitment	\$ 17,872	\$ 35,424	\$ 26,745	\$ 30,326	\$ 57,005	\$ 50,927
Small Business Grants	\$ 50,000	\$ 75,000	\$ 85,000	\$ 110,651	\$ 66,525	\$ -
Business Retention & Development	\$ 76,080	\$ 76,000	\$ 85,400	\$ 49,454	\$ 4,230	\$ 140
Community Engagement & Business Outreach	\$ 84,574	\$ 58,780	\$ 41,436	\$ 2,633	\$ 7,844	\$ 18,411
Professional Development	\$ -	\$ -	\$ 4,000	\$ -	\$ -	\$ -
Special Projects	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 10,730
Personnel Costs	\$ 274,561	\$ 322,211	\$ 192,410	\$ 200,781	\$ 183,149	\$ 180,590
PBID General Benefit	\$ 22,678	\$ 26,151	\$ 4,221	\$ -	\$ -	\$ -
PBID Engineer's Adjustment	\$ -	\$ -	\$ 1,398	\$ -	\$ -	\$ -
TOTALS	\$ 525,765	\$ 593,566	\$ 440,609	\$ 393,846	\$ 318,753	\$ 260,798



Special Events – FY 24 Budget

- Produced Events Include:
 - New Year’s Eve
 - Celebrate Downtown
 - Taste of Downtown
 - Art Walk
- Sponsorship Events Include:
 - Juneteenth
 - Dia de los Muertos
 - Long Beach Walls

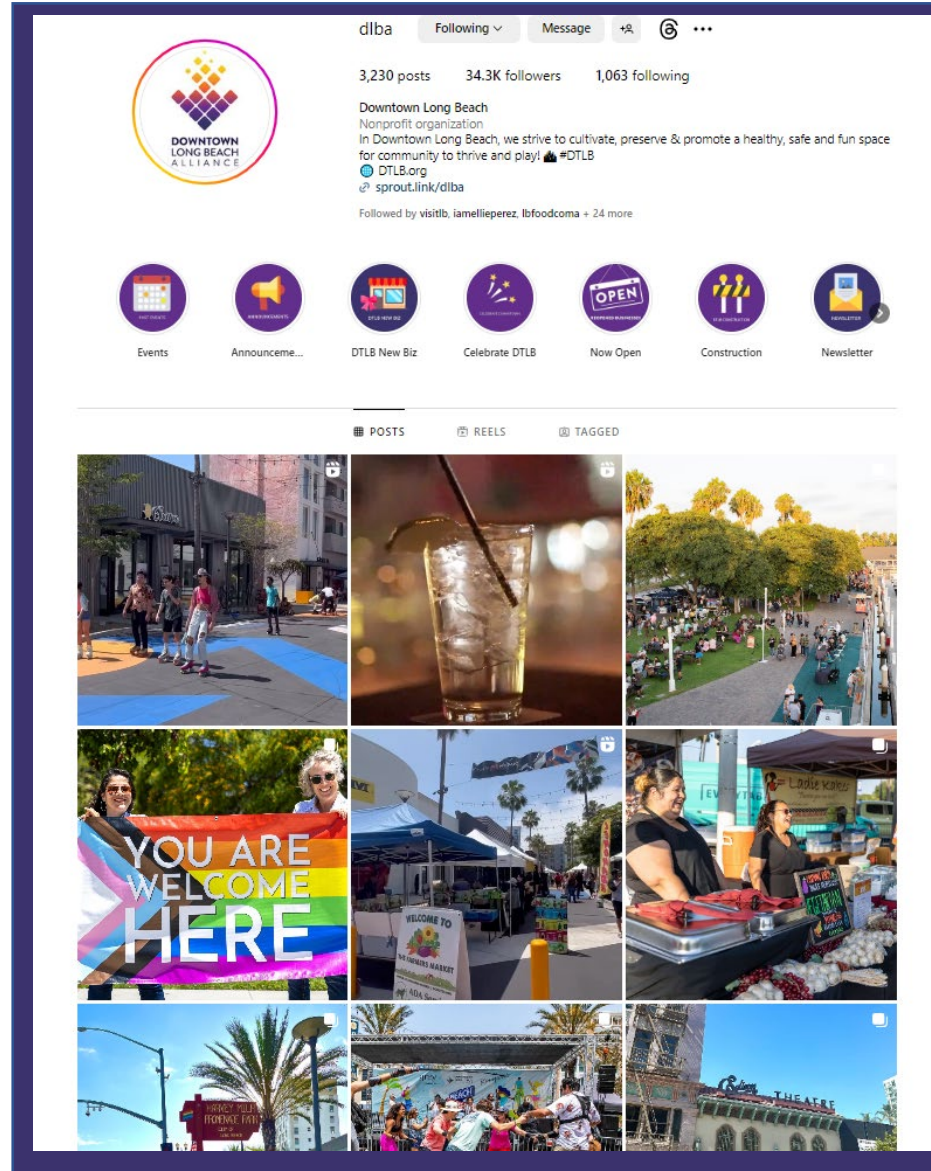


Total Special Events Budgeted Amount:

\$443,760*

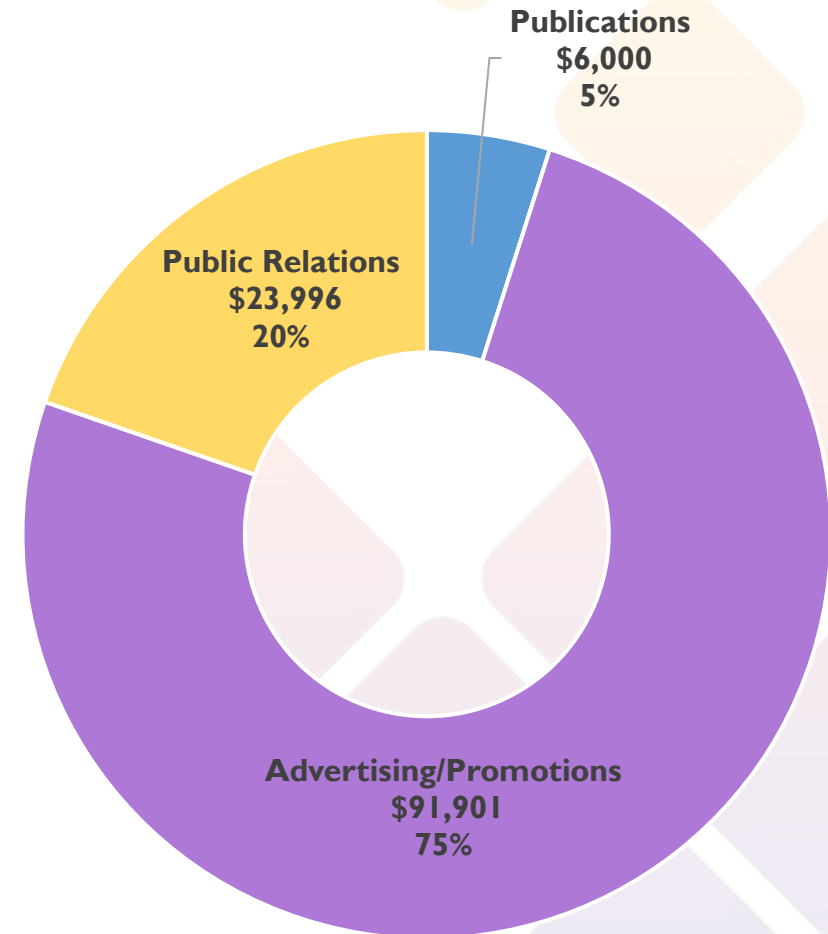
*Includes pro-rata share of personnel

Special Events & Sponsorships	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Event Productions	\$ 195,000	\$ 215,000	\$ 253,500	\$ 16,735	\$ 92,263	\$ 406,761
General Expenses	\$ 1,000	\$ 1,428	\$ 2,391	\$ -	\$ 712	\$ -
Event Sponsorships	\$ 29,500	\$ 28,000	\$ 23,000	\$ 8,650	\$ -	\$ 2,798
Professional Development	\$ -	\$ -	\$ 4,000	\$ -	\$ 225	\$ -
Events Committee Projects	\$ 1,000	\$ 3,000	\$ -	\$ -	\$ -	\$ -
Personnel Costs	\$ 204,507	\$ 196,075	\$ 173,019	\$ 152,549	\$ 156,105	\$ 199,813
PBID General Benefit	\$ 12,753	\$ 9,864	\$ 4,221	\$ -	\$ -	\$ -
PBID Engineer's Adjustment	\$ -	\$ -	\$ 1,398	\$ -	\$ -	\$ -
TOTALS	\$ 443,760	\$ 453,367	\$ 461,601	\$ 177,934	\$ 249,304	\$ 609,372



Marketing & Communications – FY 24 Budget

- Advertising/Promotions
- Public Relations
- Social Media
- Annual Report
- Promotional Materials
- Unfiltered Photo Contest
- Public Awareness



Total Marketing & Communications Budgeted Amount:

\$373,060*

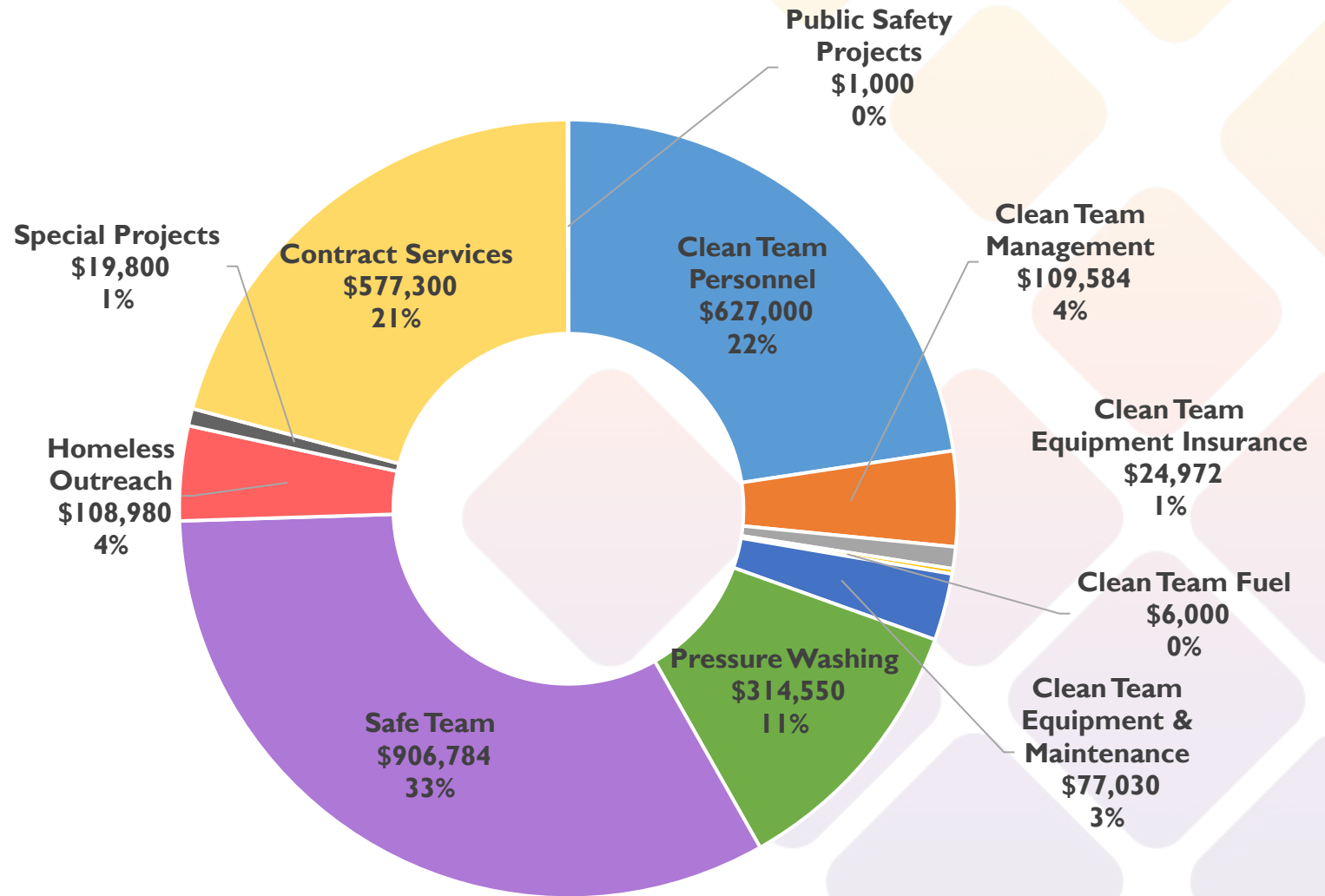
*Includes pro-rata share of personnel

Marketing & Communications	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Publications	\$ 6,000	\$ 6,000	\$ 6,400	\$ 6,606	\$ 4,226	\$ 6,660
Advertising/Promotions	\$ 91,901	\$ 97,632	\$ 58,398	\$ 26,373	\$ 51,364	\$ 41,550
Public Relations	\$ 23,996	\$ 24,000	\$ 8,800	\$ 8,296	\$ 11,602	\$ 13,790
Website Development	\$ -	\$ 900	\$ 1,321	\$ 3,400	\$ 622	\$ 4,028
Recovery Campaign	\$ -	\$ -	\$ -	\$ 49,328	\$ -	\$ -
Stakeholder Outreach	\$ -	\$ -	\$ -	\$ 5,691	\$ 5,295	\$ 6,437
Personnel Costs	\$ 238,409	\$ 229,011	\$ 235,750	\$ 156,041	\$ 166,752	\$ 176,949
PBID General Benefit	\$ 12,753	\$ 9,864	\$ 4,221	\$ -	\$ -	\$ -
PBID Engineer's Adjustment	\$ -	\$ -	\$ 1,398	\$ -	\$ -	\$ -
Department Specific Marketing	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 16,204
Professional Development	\$ -	\$ -	\$ 4,000	\$ -	\$ 3,445	\$ 1,584
TOTALS	\$ 373,060	\$ 367,407	\$ 320,288	\$ 255,735	\$ 243,307	\$ 267,203



Operations – FY 24 Budget

- Clean Team Personnel
- Clean Team Supplies and Equipment
- Pressure Washing
- Safe Team Personnel
- Safe Team Supplies and Equipment
- Community Outreach
- Homeless Outreach
- Information Kiosk
- Third-Party Contract Work



Total Operations Budgeted Amount:

\$3,163,457*

*Includes pro-rata share of personnel

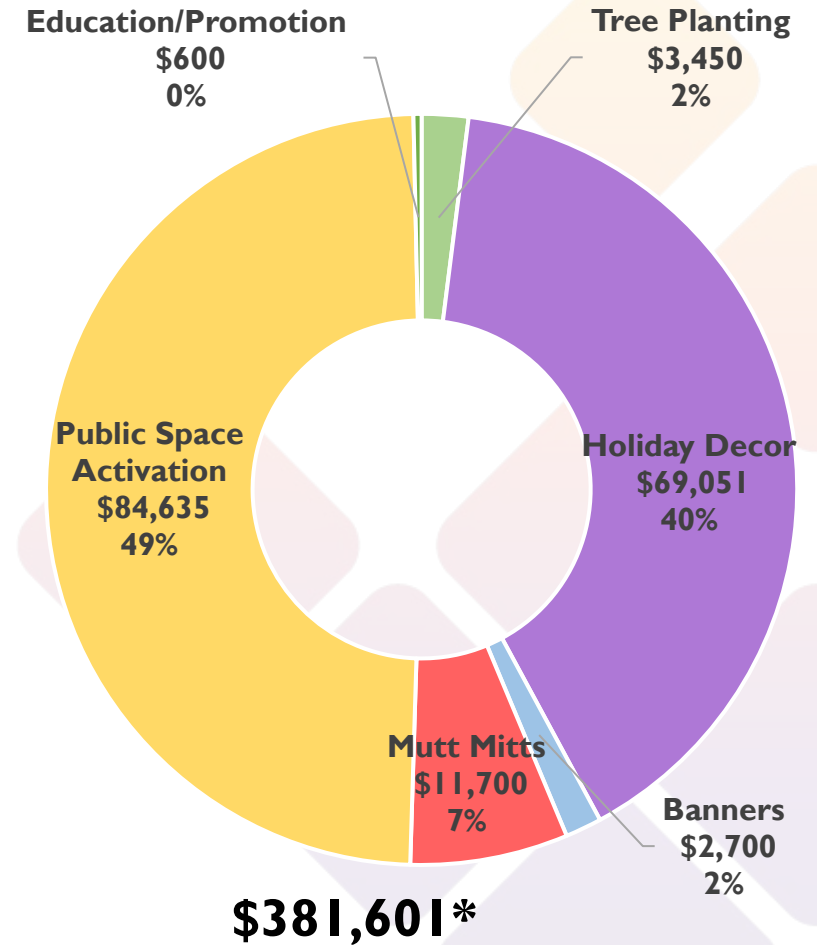
Operations	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Clean Team Personnel	\$ 627,000	\$ 480,801	\$ 437,092	\$ 436,111	\$ 371,657	\$ 366,193
Clean Team Management	\$ 109,584	\$ 99,732	\$ 90,668	\$ 126,999	\$ 82,503	\$ -
Clean Team Supplies	\$ -	\$ 5,082	\$ 4,200	\$ 21,744	\$ 3,175	\$ 11,688
Clean Team Equipment Insurance	\$ 24,972	\$ 1,980	\$ 1,800	\$ 966	\$ 1,842	\$ 8,218
Clean Team Fuel	\$ 6,000	\$ 51,170	\$ 46,518	\$ 5,360	\$ 12,517	\$ 10,985
Clean Team Equipment & Maintenance	\$ 77,030	\$ 31,525	\$ 28,361	\$ 29,933	\$ 12,655	\$ 17,027
Pressure Washing	\$ 314,550	\$ 268,771	\$ 952,332	\$ 298,222	\$ 281,487	\$ 312,176
Safe Team	\$ 906,784	\$ 781,736	\$ 710,669	\$ 600,243	\$ 641,899	\$ 725,684
Homeless Outreach	\$ 108,980	\$ 5,114	\$ 2,400	\$ 1,097	\$ 1,217	\$ 231
Special Projects	\$ 19,800	\$ -	\$ -	\$ -	\$ -	\$ -
Community Outreach	\$ -	\$ 4,620	\$ 4,200	\$ 2,051	\$ 2,501	\$ 25,084
Contract Services	\$ 577,300	\$ 538,586	\$ 489,624	\$ 423,234	\$ 362,551	\$ 298,570
Public Safety Projects	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ -
Personnel Costs	\$ 274,141	\$ 373,719	\$ 263,625	\$ 128,019	\$ 183,260	\$ 183,029
PBID Engineer's Adjustment	\$ -	\$ -	\$ 1,398	\$ -	\$ -	\$ -
PBID General Benefit	\$ 116,317	\$ 110,136	\$ 4,221	\$ -	\$ -	\$ -
Professional Development	\$ -	\$ -	\$ 2,000	\$ -	\$ 166	\$ 2,885
TOTALS	\$ 3,163,457	\$ 2,752,972	\$ 2,328,438	\$ 2,073,980	\$ 1,957,432	\$ 1,961,770



Placemaking – FY 24 Budget

- Capital Improvement Projects
- Beautification
- Tree Planting
- Holiday Décor
- Lighting Maintenance
- Public Space Activation
- Community Engagement/Planning

Total Placemaking Budgeted Amount:



*Includes pro-rata share of personnel

Placemaking	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Special Projects	\$ -	\$ -	\$ -	\$ 884	\$ (1,299)	\$ 22,379
Street & Landscape	\$ 172,136	\$ 93,677	\$ 68,575	\$ 246,807	\$ 92,114	\$ 162,154
Professional Development	\$ -	\$ -	\$ 2,000	\$ 454	\$ 162	\$ 2,044
Personnel Costs	\$ 203,343	\$ 187,787	\$ 160,154	\$ 148,515	\$ 148,112	\$ 155,857
PBID General Benefit	\$ 6,122	\$ 7,030	\$ 4,221	\$ -	\$ -	\$ -
PBID Engineer's Adjustment	\$ -	\$ -	\$ 1,398	\$ -	\$ -	\$ -
TOTALS	\$ 381,601	\$ 288,494	\$ 236,348	\$ 396,660	\$ 239,089	\$ 342,434

REVENUE	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
PBID	\$ 3,975,854	\$ 3,600,991	\$ 2,814,275	\$ 2,788,982	\$ 2,686,818	\$ 2,588,686
DPBIA	\$ 748,875	\$ 716,627	\$ 690,392	\$ 594,383	\$ 716,159	\$ 690,965
Parking Meter	\$ 300,000	\$ 300,000	\$ 400,000	\$ 225,907	\$ 181,828	\$ 409,487
Corporate Grants	\$ 30,000	\$ 30,000	\$ 55,000	\$ 3,543	\$ 91,282	\$ -
Events	\$ 95,000	\$ 180,000	\$ 158,000	\$ -	\$ 49,429	\$ 244,312
Contract/Misc	\$ 690,150	\$ 583,230	\$ 561,250	\$ 519,919	\$ 512,585	\$ 460,978
Government Grants	\$ -	\$ -	\$ -	\$ 389,439	\$ -	\$ -
Deferred	\$ 80,000	\$ -	\$ -	\$ -	\$ -	\$ -
TOTALS	\$ 5,919,879	\$ 5,410,848	\$ 4,678,917	\$ 4,522,172	\$ 4,238,100	\$ 4,394,428
EXPENSES	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Administration	\$ 807,490	\$ 713,573	\$ 670,446	\$ 848,717	\$ 672,437	\$ 696,199
Advocacy, Research, & Development	\$ 224,746	\$ 241,470	\$ 221,186	\$ 323,589	\$ 128,890	\$ 162,327
Economic Development	\$ 525,765	\$ 593,566	\$ 440,609	\$ 393,846	\$ 318,753	\$ 260,788
Special Events & Sponsorships	\$ 443,760	\$ 453,367	\$ 461,601	\$ 177,934	\$ 249,304	\$ 609,372
Marketing & Communications	\$ 373,060	\$ 367,407	\$ 320,288	\$ 255,735	\$ 251,007	\$ 267,203
Operations	\$ 3,163,457	\$ 2,752,972	\$ 2,328,438	\$ 2,073,980	\$ 1,957,433	\$ 1,961,769
Placemaking	\$ 381,601	\$ 288,494	\$ 236,348	\$ 396,659	\$ 239,089	\$ 342,435
TOTALS	\$ 5,919,879	\$ 5,410,848	\$ 4,678,917	\$ 4,470,460	\$ 3,816,913	\$ 4,300,093
FY 24 Net	FY 24 (Proposed)	FY 23 (Approved)	FY 22 (Approved)	FY 21 (Actuals)	FY 20 (Actuals)	FY 19 (Actuals)
Total Revenue	\$ 5,919,879	\$ 5,410,848	\$ 4,678,917	\$ 4,522,172	\$ 4,238,100	\$ 4,394,428
Total Expenses	\$ 5,919,879	\$ 5,410,848	\$ 4,678,917	\$ 4,470,460	\$ 3,816,913	\$ 4,300,093
TOTALS	\$ 0	\$ 0	\$ 0	\$ 51,713	\$ 421,188	\$ 94,335

5. President & CEO Report – Austin Metoyer

A. FY23-24 Draft Budget Overview

ACTION: Recommend FY2023-24 draft budget to the Board of Directors for its consideration.

5. President & CEO Report – Austin Metoyer

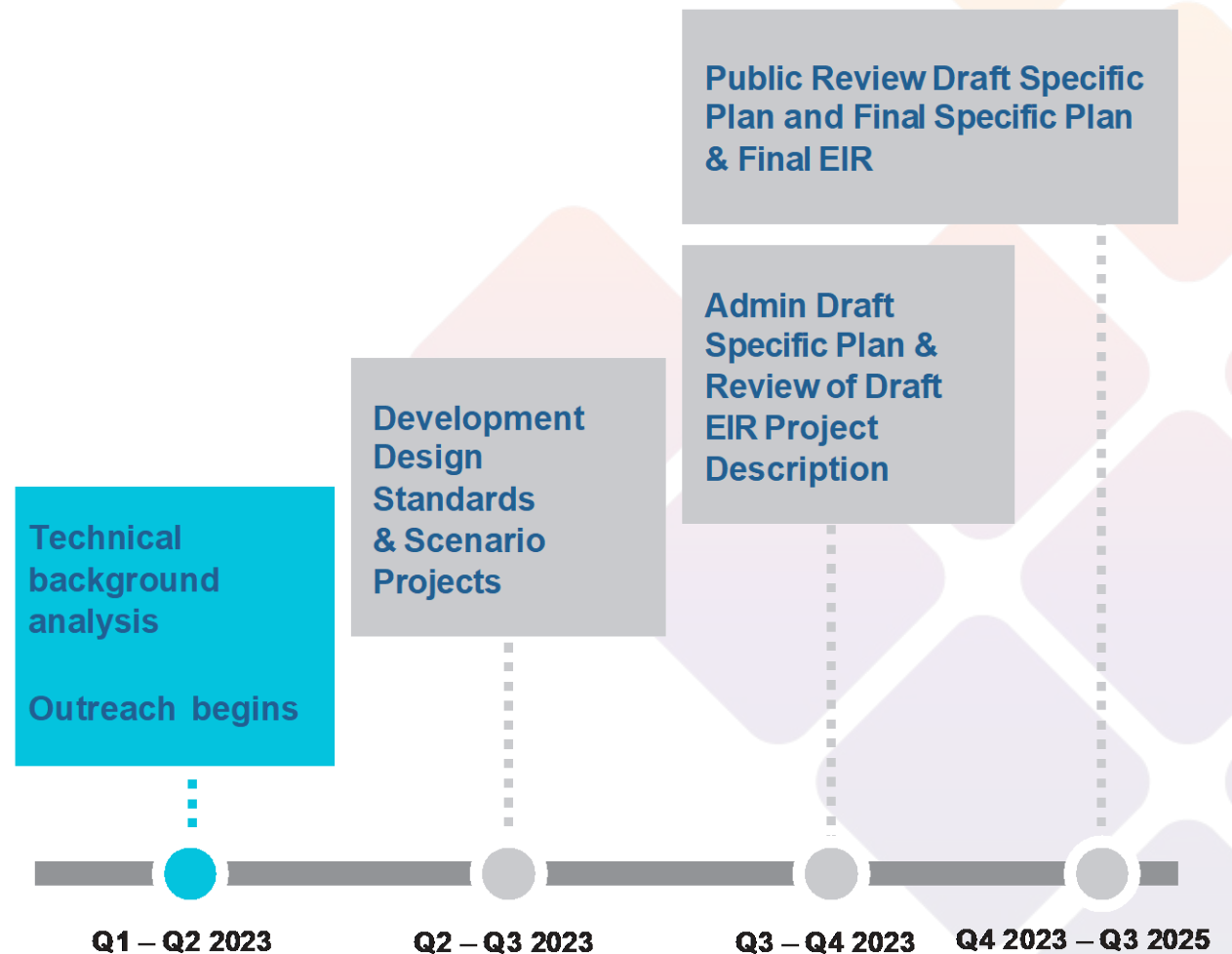
B. Office Relocation Update

5. President & CEO Report – Austin Metoyer

C. PD6 and PD30 Update

Downtown Plan (PD30)

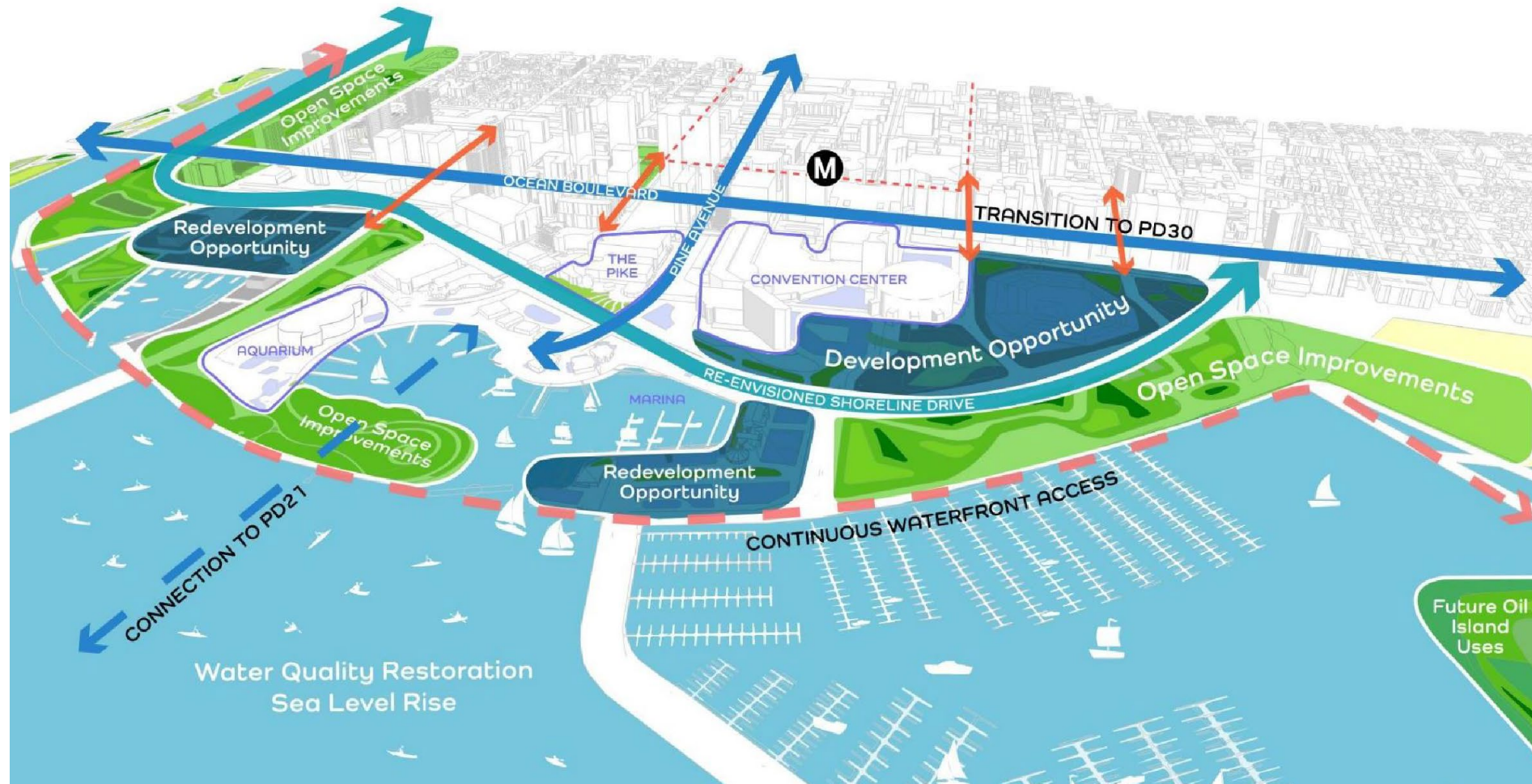
- *Update the Downtown Plan, transition and convert to a State-compliant Specific Plan.*
- *Enable flexibility in adapting to future development.*
- *Accommodate the development of 10,000 additional residential units by 2045.*
- *Improve the implementation of the existing plan.*
- *Support Downtown Long Beach as a dynamic live, work and play environment.*



Downtown Plan (PD30)



Shoreline & Waterfront Vision (PD6)



Shoreline & Waterfront Vision (PD6)



5. President & CEO Report – Austin Metoyer

E. Update on PD-30 & PD-6

Next Steps:

- Assemble nine-person tasks force to review and develop recommendations for the PD-30 update
- Assemble nine-person tasks force to review and develop recommendations for the PD-6 visioning and specific plan
- Bring list of names for Board approval at August 16 Board Meeting

5. President & CEO Report – Austin Metoyer

D. Misc.

6. Old Business
7. New Business
8. Public Comments (three minutes on all non-agenda items)
9. Adjournment

Next Executive Committee Meeting:
Thursday, September 7 @ 8AM
DLBA Conference Room

DLBA Executive Committee

August 1, 2023



Mission: Cultivate, preserve and promote a healthy, safe and prosperous Downtown for all.