

Downtown Long Beach Alliance
As of April 30, 2019
(Fiscal Year Ending September 30, 2019)
Financial Summary

OVERVIEW

Year-to-Date	Actual	Budget	Variance
Revenue	2,413,455	2,532,688	(119,234)
Expenses	2,242,376	2,508,398	266,023
Net	171,080	24,290	146,790

Only variances more than 10% are detailed below.

REVENUE

Parking Meter Revenue is less than budget by \$100,000 or 30% based on actual collections through January and lower projected revenue for February through April.

Special Events Revenue is more than budget by \$5,000 or 26% due to receipt of sponsorship payments earlier than budgeted for.

Miscellaneous & Contract Services Revenue is less than budget by \$34,000 or 15% primarily due to lower than budgeted Contract Clean Team services.

EXPENSES:

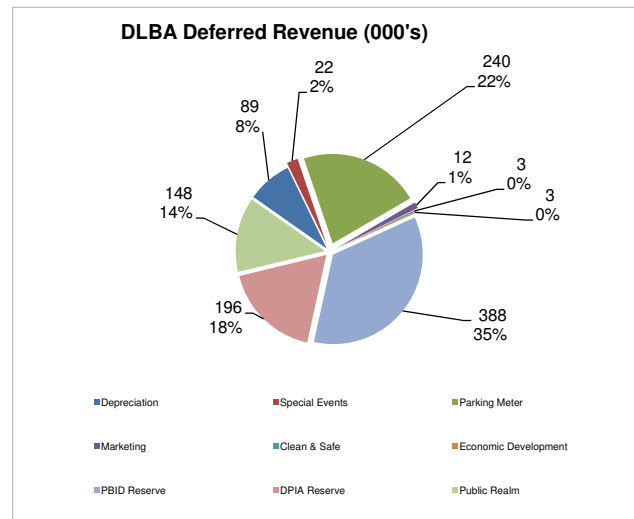
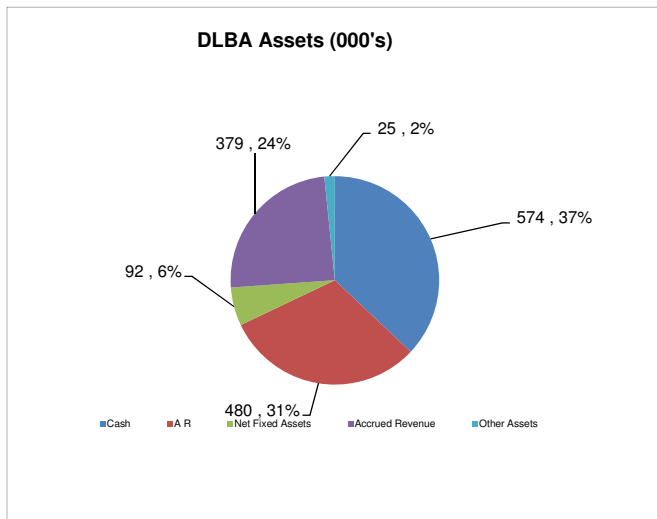
Advocacy Expenses are more than budget by \$28,000 or 40% due to higher than budgeted subscription/survey fees and travel, education and entertainment expenses.

Public Realm Expenses are less than budget by \$29,000 or 13% due to lower than budgeted Personnel Costs (\$17,000), Community Grants (\$6,000) and Projects (\$5,000).

Economic Development Expenses are less than budget by \$74,000 or 40% primarily due to lower than budgeted expenses for Business Recruitment & Development (\$26,000), Small Business Grants (\$18,000), and Personnel (\$24,000).

Marketing Expenses are less than budget by \$64,000 or 36% due to the timing of payments versus flat line budgeted expenditures, lower Advertising & Promotions (\$15,000) and lower personnel costs (\$19,000).

Special Events Expenses are less than budget by \$26,000 or 11% primarily due to the timing of payments versus flat line budgeted expenditures and lower personnel costs (\$17,000).



**Downtown Long Beach Alliance
Balance Sheet
4/30/2019**

Assets

Current Assets

Cash	574,302
Accounts Receivable	479,624
Accrued Revenues	379,398
Prepaid Expenses	8,877
Total Current Assets	1,442,201

Fixed Assets

Furniture & Equipment	413,783
Accumulated Depreciation	(321,733)
Total Fixed Assets	92,049

Other Assets

Deposits	16,434
Software License	13,270
Accumulated Amortization	(13,230)
Total Other Assets	16,474

Total Assets

1,550,724

Liabilities & Fund Balances

Current Liabilities

Accounts Payable	11,814
Accrued Wages & Other Expenses	190,768
Unearned Revenue	77,047
Deferred Revenue	1,100,015
Total Current Liabilities	1,379,644

Long Term Liabilities

Net Income (Loss)	-
	171,079

Total Liabilities & Fund Balances

1,550,724

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT - In thousands
4/30/2019

	YEAR TO DATE ACTUALS						YEAR TO DATE BUDGET						VARIANCE
	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Grants & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Grants & Contract Services	TOTAL	TO YTD BUDGET
Revenues													
PBID (net of delinquency)	1,142					1,142	1,142					1,142	-
DPIA	8	379				387	8	369				376	10
Parking Meter Revenue			236			236			335			335	(100)
Special Events	-			24		24	-			19		19	5
Misc. & Contract Services	-				196	196	-	24		-	206	230	(34)
Deferred Revenue Recognized	724	-	-			724	724	-	-	-	-	724	(0)
Deferred to 18-19	(294)	-		-	-	(294)	(294)	-				(294)	-
Total Revenue	1,580	379	236	24	196	2,413	1,580	393	335	19	206	2,533	(119)
Expenses													
Administrative	140	289	-	-	-	429	165	154	128	-	-	448	18
Advocacy	38	61	-	-	-	98	21	49	-	-	-	70	(28)
Public Realm	7	19	171	-	-	197	8	23	189	-	6	226	29
Economic Dev.	112	-	-	-	-	112	169	-	-	-	18	187	74
Marketing	80	35	15	-	-	130	100	82	12	-	-	194	64
Special Events	82	16	48	59	-	205	101	21	84	25		231	26
Operations	879	-	-	-	192	1,071	957	-	1	-	195	1,153	82
Total Expenses	1,338	420	234	59	192	2,242	1,521	329	415	25	219	2,508	266
Net Operating Income(Loss)	241	(41)	2	(35)	4	171	59	64	(79)	(6)	(12)	24	147

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT - In thousands
4/30/2019

	TOTAL YEAR BUDGET (ORIGINAL)						CHANGE
	PBID	DPIA	Parking Meters	Sponsor/Tickets	Grants & Contract Services	TOTAL	
Revenues							
PBID (net of delinquency)	2,570					2,570	-
DPIA	12	633				645	-
Parking Meter Revenue	-		370			370	205
Special Events	4			116		120	-
Misc. & Contract Services	20				375	394	-
Deferred Revenue Recognized	638					638	106
PBID Deferred 16-17	(662)	-				(662)	-
Total Revenue	2,582	633	370	116	375	4,075	311
Expenses							
Administrative	259	405	-	-	-	664	80
Advocacy	35	84	-	-	-	120	-
Public Realm	115	39	185	-	10	349	23
Economic Dev.	289	-	-	-	31	320	-
Marketing	171	61	-	-	-	232	100
Special Events	172	44	185	116		516	
Operations	1,540	-	-	-	334	1,874	103
Total Expenses	2,582	633	370	116	375	4,075	311
Net Operating Income(Loss)	0	-	-	-	-	0	0

	TOTAL YEAR BUDGET (REVISED)						CHANGE
	PBID	DPIA	Parking Meters	Sponsor/Tickets	Grants & Contract Services	TOTAL	
Revenues							
PBID (net of delinquency)	2,570					2,570	-
DPIA	12	633				645	-
Parking Meter Revenue	-		575			575	205
Sponsorships/Ticket Sales	4			116		120	-
Misc. & Contract Services	20				375	394	-
Deferred Revenue Recognized	744					744	106
PBID Deferred 16-17	(662)	-				(662)	-
Total Revenue	2,688	633	575	116	375	4,387	311
Expenses							
Administrative	326	419	-	-	-	744	80
Advocacy	35	84	-	-	-	120	-
Public Realm	15	39	308	-	10	372	23
Economic Dev.	289	-	-	-	31	320	-
Marketing	171	61	100	-	-	332	100
Special Events	172	44	190	116	-	521	
Operations	1,640	-	3	-	334	1,977	103
Total Expenses	2,650	647	601	116	375	4,386	311
Net Operating Income(Loss)	39	(13)	(26)	-	-	0	0

DOWNTOWN LONG BEACH ALLIANCE

As of April 30, 2019

4/30/2019

	YEAR TO DATE ACTUALS					YEAR TO DATE BUDGET					VARIANCE		
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	TO YTD BUDGET
Revenues													
PBID net of delinquency	1,142,412	-	-	-	-	1,142,412	1,142,412	-	-	-	-	1,142,412	-
DPIA	7,730	378,792	-	-	-	386,523	7,528	368,862	-	-	-	376,390	10,133
Parking Meter Revenue	-	-	235,634	-	-	235,634	-	-	335,419	-	-	335,419	(99,785)
Special Events	-	-	-	23,651	-	23,651	-	-	-	18,891	-	18,891	4,760
Misc. & Contract Services	-	-	-	-	195,694	195,694	-	23,912	-	-	206,073	229,985	(34,291)
Deferred Revenue Recognized	723,894	-	-	-	-	723,894	723,943	-	-	-	-	723,943	(50)
Deferred to 19-20	(294,352)	-	-	-	-	(294,352)	(294,352)	-	-	-	-	(294,352)	-
Total Revenue	1,579,684	378,792	235,634	23,651	195,694	2,413,455	1,579,531	392,774	335,419	18,891	206,073	2,532,688	(119,234)
Expenses													
Administration													
Rent	-	90,345	-	-	-	90,345	-	99,169	-	-	-	99,169	8,824
Telephone	10,557	-	-	-	-	10,557	11,081	-	-	-	-	11,081	524
Computers	-	31,110	-	-	-	31,110	-	29,235	-	-	-	29,235	(1,875)
Office Equipment Lease	6,791	-	-	-	-	6,791	5,831	-	-	-	-	5,831	(960)
Office Supplies	8,283	-	-	-	-	8,283	7,000	-	-	-	-	7,000	(1,283)
Postage	2,380	-	-	-	-	2,380	2,331	-	-	-	-	2,331	(49)
General Insurance	6,509	-	-	-	-	6,509	9,331	-	-	-	-	9,331	2,822
Professional Services	-	59,239	-	-	-	59,239	-	44,331	-	-	-	44,331	(14,908)
Utilities	1,823	-	-	-	-	1,823	2,625	-	-	-	-	2,625	802
Depreciation	-	30,982	-	-	-	30,982	-	32,529	-	-	-	32,529	1,547
Taxes	2,161	-	-	-	-	2,161	1,750	-	-	-	-	1,750	(411)
Employee Recruitment	-	2,311	-	-	-	2,311	2,375	-	-	-	-	2,375	64
Outside Support	-	-	-	-	-	-	-	-	-	-	-	-	-
CCMerchant Fees & Interest	213	-	-	-	-	213	203	-	-	-	-	203	(10)
Office Maintenance & Repairs	22,594	-	-	-	-	22,594	18,899	-	-	-	-	18,899	(3,695)
Professional Development	-	-	-	-	-	-	-	-	-	-	-	-	-
Board Contingency	4,305	-	-	-	-	4,305	5,831	-	-	-	-	5,831	1,526
Dues & Subscriptions	2,126	-	-	-	-	2,126	1,750	-	-	-	-	1,750	(376)
Board, EC and TF Meetings	914	-	-	-	-	914	2,331	-	-	-	-	2,331	1,417
Admin Services	-	70	-	-	-	70	-	-	-	-	-	-	(70)
Personnel Expense	71,222	75,358	-	-	-	146,579	94,041	77,067	-	-	-	171,108	24,529
Total Admin Expenses	139,877	289,416	-	-	-	429,293	165,379	153,927	128,404	-	-	447,710	18,416
Advocacy													
Conferences, Travel, Education, Studies	-	24,270	-	-	-	24,270	-	21,581	-	-	-	21,581	(2,689)
Civic Events	-	18,182	-	-	-	18,182	-	17,675	-	-	-	17,675	(507)
Studies/Research/Development	37,736	18,161	-	-	-	55,897	20,684	9,955	-	-	-	30,639	(25,258)
Total Advocacy	37,736	60,613	-	-	-	98,349	20,684	49,211	-	-	-	69,895	(28,454)
Public Realm													
Public Realm Projects	-	-	114,304	-	-	114,304	-	119,294	-	-	-	119,294	4,989
Community Grants	-	-	-	-	-	-	-	-	-	5,831	5,831	5,831	5,831
Professional Development	-	-	-	-	-	-	-	1,456	-	-	-	1,456	1,456
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Public Realm Personnel	7,056	18,992	56,960	-	-	83,009	8,484	22,837	68,492	-	-	99,813	16,804
Total Public Realm	7,056	18,992	171,265	-	-	197,313	8,484	22,837	189,242	-	5,831	226,394	29,081

DOWNTOWN LONG BEACH ALLIANCE

As of April 30, 2019

4/30/2019

	YEAR TO DATE ACTUALS						YEAR TO DATE BUDGET						VARIANCE
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	TO YTD BUDGET
Economic Development													
Outreach	7,080	-	-	-	-	7,080	5,859	-	-	-	-	5,859	(1,221)
Special Projects	-	-	-	-	-	-	5,831	-	-	-	-	5,831	5,831
Bus Retention and Expansion	-	-	-	-	-	-	-	-	-	-	-	-	-
Bus Recruitment & Development	8,134	-	-	-	-	8,134	35,637	-	-	-	-	35,637	27,503
Small Business Grants	-	-	-	-	-	-	-	-	-	18,081	-	18,081	18,081
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Personnel Expenses	97,003	-	-	-	-	97,003	121,198	-	-	-	-	121,198	24,195
Total Economic Dev.	112,217	-	-	-	-	112,217	168,525	-	-	-	18,081	186,606	74,389
Marketing													
Advertising/Promotions	77	6,890	3,604	-	-	10,571	187	16,734	8,748	-	-	25,669	15,098
Stakeholder Outreach/Public Relations	12,540	3,325	1,848	-	-	17,713	-	5,252	2,917	-	-	8,169	(9,544)
Annual Report	-	5,874	-	-	-	5,874	-	3,500	-	-	-	3,500	(2,374)
Website Development	-	3,449	-	-	-	3,449	-	8,603	-	-	-	8,603	5,154
Professional Development	-	1,405	-	-	-	1,405	-	1,456	-	-	-	1,456	51
Marketing-Departmental	-	-	9,439	-	-	9,439	-	46,676	-	-	-	46,676	37,237
Marketing Personnel	67,439	13,813	-	-	-	81,252	99,813	-	-	-	-	99,813	18,561
Total Marketing	80,056	34,756	14,891	-	-	129,703	100,000	82,220	11,665	-	-	193,886	64,183
Special Events													
Special Events	1,734	8,515	47,824	58,776	-	116,849	937	21,049	79,537	25,170	-	126,693	9,843
Event Supplies & Misc.	-	-	-	-	-	-	-	-	2,919	-	-	2,919	2,919
Professional Development	-	-	-	-	-	-	-	-	1,456	-	-	1,456	1,456
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Special Events Personnel	80,281	7,452	-	-	-	87,733	99,813	-	-	-	-	99,813	12,080
Total Special Events	82,016	15,967	47,824	58,776	-	204,582	100,750	21,049	83,912	25,170	-	230,881	26,298
Operations													
Clean Team Personnel	181,555	-	-	-	11,179	192,733	222,139	-	-	-	13,677	235,816	43,083
Clean Team Supplies	7,520	-	-	-	-	7,520	469	-	-	-	-	469	(7,051)
Clean Team Equip. Insurance	5,043	-	-	-	-	5,043	5,831	-	-	-	-	5,831	788
Clean Team Fuel	5,438	-	-	-	-	5,438	1,344	-	-	-	-	1,344	(4,094)
Clean Team Equip Leases/Maint.	5,843	-	-	-	-	5,843	15,603	-	-	-	-	15,603	9,760
Pressure Washing	181,625	-	-	-	-	181,625	182,000	-	-	-	-	182,000	375
Contract Work	754	-	-	-	156,251	157,005	-	-	-	175,490	-	175,490	18,485
Downtown Guides Personnel	380,964	-	-	-	3,887	384,851	398,365	-	-	-	4,065	402,430	17,579
Downtown Guides Equip Lease/Supp	11,679	-	-	-	-	11,679	9,975	-	-	-	-	9,975	(1,704)
Community Outreach Manager	-	-	-	-	20,319	20,319	-	-	-	1,415	-	1,415	(18,904)
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Development	-	-	-	-	-	-	-	1,456	-	-	-	1,456	1,456
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Operations Personnel	98,862	-	-	-	-	98,862	121,198	-	-	-	-	121,198	22,336
Total Operations	879,283	-	-	-	191,635	1,070,918	956,924	-	1,456	-	194,647	1,153,027	82,109
Total Expenses	1,338,242	419,744	233,980	58,776	191,635	2,242,376	1,520,747	329,244	414,679	25,170	218,559	2,508,398	266,022
Net Operating Income(Loss)	241,442	(40,951)	1,654	(35,125)	4,059	171,079	58,784	63,530	(79,260)	(6,279)	(12,486)	24,290	146,789

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
04/30/19

	TOTAL YEAR BUDGET (ORIGINAL)						TOTAL YEAR BUDGET (REVISED)						Change
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	Change
Revenues													
PBID net of delinquency	2,570,433					2,570,433	2,570,433					2,570,433	-
DPIA	11,890	633,354	-			645,244	11,890	633,354	-			645,244	-
Parking Meter Revenue			370,000			370,000			575,000			575,000	205,000
Special Events	4,222			115,500		119,722	4,222			115,500		119,722	-
Misc. & Contract Services	19,561				374,711	394,272	19,561				374,711	394,272	-
Deferred Revenue Recognized	638,049					638,049	743,975					743,975	105,926
Deferred to 19-20	(662,295)					(662,295)	(662,295)					(662,295)	-
Total Revenue	2,581,860	633,354	370,000	115,500	374,711	4,075,425	2,687,786	633,354	575,000	115,500	374,711	4,386,351	310,926
Expenses													
Administration													
Rent		170,000	-			170,000		170,000	-			170,000	-
Telephone	19,000		-			19,000	19,000		-			19,000	-
Computers		27,000	-			27,000		40,485	-			40,485	13,485
Office Equipment Lease	10,000		-			10,000	10,000		-			10,000	-
Office Supplies	12,000		-			12,000	12,000		-			12,000	-
Postage	4,000		-			4,000	4,000		-			4,000	-
General Insurance	16,000		-			16,000	16,000		-			16,000	-
Professional Services		76,000	-			76,000		76,000	-			76,000	-
Utilities	4,500		-			4,500	4,500		-			4,500	-
Depreciation			-			-	52,560		-			52,560	52,560
Taxes	3,000		-			3,000	3,000		-			3,000	-
Employee Recruitment	1,500		-			1,500	1,500		-			1,500	-
Outside Support			-			-			-			-	-
CCMerchant Fees & Interest	350		-			350	350		-			350	-
Office Maintenance & Repairs	10,490		-			10,490	23,271		-			23,271	12,781
Professional Development			-			-	1,500		-			1,500	1,500
Board Contingency	10,000		-			10,000	10,000		-			10,000	-
Dues & Subscriptions	3,000		-			3,000	3,000		-			3,000	-
Board, EC and TF Meetings	4,000		-			4,000	4,000		-			4,000	-
Admin Services			-			-			-			-	-
Personnel Expense	161,205	132,122	-			293,327	161,205	132,122	-			293,327	-
Total Admin Expenses	259,045	405,122	-	-	-	664,167	325,886	418,607	-	-	-	744,493	80,326
Advocacy													
Conferences, Travel, Education, Studies		37,000				37,000		37,000				37,000	-
Civic Events		30,301				30,301		30,301				30,301	-
Studies/Research/Development	35,461	17,063				52,524	35,461	17,063				52,524	-
Total Advocacy	35,461	84,364	-	-	-	119,825	35,461	84,364	-	-	-	119,825	-
Public Realm													
Public Realm Projects			165,091			165,091			188,079			188,079	22,988
Community Grants				10,000		10,000				10,000		10,000	-
Professional Development			2,500			2,500		2,500				2,500	-
Marketing						-						-	-
Public Realm Personnel	114,541	39,158	17,409			171,108	14,541	39,158	117,409			171,108	-
Total Public Realm	114,541	39,158	185,000	-	10,000	348,699	14,541	39,158	307,988	-	10,000	371,687	22,988

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
04/30/19

	TOTAL YEAR BUDGET (ORIGINAL)						TOTAL YEAR BUDGET (REVISED)						Change
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	Change
Economic Development													
Outreach	10,046			-	-	10,046	10,046			-	-	10,046	-
Special Projects	10,000	-				10,000	10,000	-				10,000	-
Bus Retention and Expansion				-	-	-				-	-	-	-
Bus Recruitment & Development	61,088					61,088	61,088					61,088	-
Small Business Grants					31,000	31,000					31,000	31,000	-
Marketing						-			-			-	-
Personnel Expenses	207,773			-	-	207,773	207,773			-	-	207,773	-
Total Economic Dev.	288,907	-	-	-	31,000	319,907	288,907	-	-	-	31,000	319,907	-
Marketing													
Advertising/Promotions	321	28,687				29,008	321	28,687	15,000			44,008	15,000
Stakeholder Outreach/Public Relations		9,000				9,000		9,000	5,000			14,000	5,000
Annual Report		6,000				6,000		6,000				6,000	-
Website Development		14,243				14,243		14,743				14,743	500
Professional Development		3,000				3,000		2,500				2,500	(500)
Marketing-Departmental						-			80,000			80,000	80,000
Marketing Personnel	171,108					171,108	171,108					171,108	-
Total Marketing	171,429	60,930	-	-	-	232,359	171,429	60,930	100,000	-	-	332,359	100,000
Special Events													
Special Events	938	43,780	180,000	115,500		340,218	938	43,780	182,612	115,500		342,830	2,612
Event Supplies & Misc.			5,000			5,000			5,000			5,000	-
Professional Development						-			2,500			2,500	2,500
Marketing						-			-			-	-
Special Events Personnel	171,108					171,108	171,108					171,108	-
Total Special Events	172,046	43,780	185,000	115,500	-	516,326	172,046	43,780	190,112	115,500	-	521,438	5,112
Operations													
Clean Team Personnel	330,822	-			23,439	354,261	380,822	-			23,439	404,261	50,000
Clean Team Supplies	800					800	800					800	-
Clean Team Equip. Insurance	10,000					10,000	10,000					10,000	-
Clean Team Fuel	2,300					2,300	2,300					2,300	-
Clean Team Equip Leases/Maint.	26,750					26,750	26,750					26,750	-
Pressure Washing	312,000					312,000	312,000					312,000	-
Contract Work	-				300,842	300,842	-				300,842	300,842	-
Downtown Guides Personnel	632,885			7,000		639,885	682,885			7,000		689,885	50,000
Downtown Guides Equip Lease/Supp	17,101					17,101	17,101					17,101	-
Community Outreach Manager					2,430	2,430					2,430	2,430	-
Other						-						-	-
Professional Development						-			2,500			2,500	2,500
Marketing						-			-			-	-
Operations Personnel	207,773					207,773	207,773					207,773	-
Total Operations	1,540,431	-	-	-	333,711	1,874,142	1,640,431	-	2,500	-	333,711	1,976,642	102,500
Total Expenses	2,581,860	633,354	370,000	115,500	374,711	4,075,425	2,648,701	646,839	600,600	115,500	374,711	4,386,351	310,926
Net Operating Income(Loss)	-	-	-	-	-	-	39,085	(13,485)	(25,600)	-	-	-	-

DLBA
Detail of Deferred Revenue
As of April 30, 2019

	15/16 Balance	16/17 Balance	17-18 YTD Additions	17-18 YTD Reductions	18-19 YTD Additions	18-19 YTD Reductions	4/30/2019
Reserve							
3-mos. reserve for PBID 2017-18		619,462		(619,462)			0
3-mos. reserve for PBID 2018-19			638,000		294,352	(638,000)	294,352
PBID Reserve		52,524		(52,524)			0
Deferred PBID			41,605				41,605
DPIA Reserve	166,073	24,342	5,116				195,531
City Funds - Parking Meter			239,920				239,920
	166,073	696,328	924,641	(671,986)	294,352	(638,000)	771,408
Admin							
Deferred Depreciation Prior Years'		111,730				(26,061)	85,669
Deferred Depreciation 18-19					9,610	(6,468)	3,142
Strategic Planning	15,639			(15,639)			0
Program Evaluation Consultant	16,474			(11,883)		(1,500)	3,091
New Computers			9,610			(9,610)	0
New Server			12,000			(3,875)	8,125
Office Maintenance & Repairs			12,781			(12,781)	0
DDC Loan (1)			45,000				45,000
Personnel		4,296		(8,690)			(4,394)
	32,113	116,026	79,391	(36,212)	9,610	(60,295)	140,633
Marketing & Communications							
Downtown Map			1,000				1,000
Window Clings			4,400				4,400
3rd Street & Broadway			200				200
Website Development		20,242		(20,242)			0
Personnel		15,211		(8,694)			6,517
	0	35,453	5,600	(28,936)	0	0	12,117
Special Events							
Event T-shirts			681				681
Sponsorship Deck Update/Template Creation			1,500				1,500
Live After 5			22,495			(2,612)	19,883
	0	0	24,676	0	0	(2,612)	22,064
Operations							
Segway, GEM & Info Kiosk Maintenance	3,000			(3,000)			0
ATLV Purchase	20,000			(20,000)			0
Operations Print Material	6,000			(5,633)			367
Secret Shopper (Summer)	2,090			(2,090)			0
DLBA F-150 Truck Purchase & Wrap	15,000			(15,000)			0
Clean & Safe Transition	10,000			(10,000)			0
DLBA Public Safety Working Groups	2,141			(1,529)			612
Pressure Washer Purchase	10,000			(10,000)			0
Personnel		7,558		(5,564)			1,994
	68,231	7,558	0	(72,816)	0	0	2,973
Economic Development							
Personnel		8,461		(5,912)	0	0	2,549
Public Realm							
CRM Asset Mapping			1,867				1,867
Pole Banners	15,000	17,449		(32,449)			0
Holiday Décor	28,934	7,710		(36,644)			0
Augmented Reality at HMP	10,000					(10,000)	0
East Village Murals	1,056						1,056
Alley Beautification	15,936			(88)			15,848
Bike Map	10,646			(6,496)		(4,150)	0
Crosswalks	1,372			(1,372)			0
Sidewalk Graphics	10,000			(5,941)		(2,881)	1,178
Litter Receptacle Upgrade		7,562		(7,562)			0
Loop (Public Space Activation)		45,230		(45,230)			0
Pedestrian Wayfinding Signs	40,254	92,784		(11,047)		(5,957)	116,034
Tree Planting		5,033					5,033
Personnel		13,167		(5,912)			7,255
	133,198	188,935	1,867	(152,741)	0	(22,988)	148,271
Total Deferred Revenue	\$ 399,615	\$ 1,052,761	\$ 1,036,175	\$ (968,603)	\$ 303,962	\$ (723,895)	1,100,015

(1) To be reallocated when repaid

Downtown Long Beach Alliance
A/R Aging Detail
As of April 30, 2019

Date	Transac tion Type	Num	Customer	Due Date	Memo/Description	Amount	Open Balance
91 or more days past due							
07/19/2018	Invoice	DLBA2028	Cardinal Property Management, Inc.	08/18/2018	Pressure Washing Services	411.90	411.90
08/14/2018	Invoice	DLBA2038	Plant Junkie	09/13/2018	Restaurant Sponsorship for Bicycle Drive-In 2018	200.00	200.00
08/14/2018	Invoice	DLBA2064	Councilwoman Jeannine Pearce Office of Councilwoman Lena Gonzalez, District 1	09/13/2018	Buskerfest 2018 Wristband Sponsor	1,250.00	1,250.00
08/14/2018	Invoice	DLBA2037		09/13/2018	Presenting Partner Sponsor for Bicycle Drive-In 2018	5,000.00	5,000.00
10/22/2018	Invoice	DLBA2060	CITY OF LONG BEACH	11/21/2018	Parking Meter Revenues from August 2018 through September 2018	69,158.03	69,158.03
11/15/2018	Invoice	DLBA2068	BLOCK-BY-BLOCK	12/01/2018	Office Rent	250.00	250.00
Total for 91 or more days past due						\$ 76,269.93	\$ 76,269.93
61 - 90 days past due							
12/31/2018	Invoice	DLBA2076	Jatin Laxpati	01/30/2019	Parking Lot Services	864.89	864.89
Total for 61 - 90 days past due						\$ 864.89	\$ 864.89
31 - 60 days past due							
02/15/2019	Invoice	DLBA2097	BLOCK-BY-BLOCK	03/01/2019	Office Rent	250.00	250.00
02/15/2019	Invoice	DLBA2104	Long Beach Transit (Customer) LA County Metropolitan Transportation Authority	03/01/2019	PBID Assessment	1,769.84	1,769.84
02/15/2019	Invoice	DLBA2103		03/17/2019	PBID Assessment	945.52	945.52
02/15/2019	Invoice	DLBA2100	USPS (C)	03/17/2019	PBID Assessment	4,876.80	4,876.80
02/15/2019	Invoice	DLBA2105	CITY OF LONG BEACH	03/17/2019	PBID Assessment	5,603.48	5,603.48
02/15/2019	Invoice	DLBA2098	State of California	03/17/2019	PBID Assessment	18,177.62	18,177.62
02/15/2019	Invoice	DLBA2101	US Government	03/17/2019	PBID Assessment	30,541.26	30,541.26
02/15/2019	Invoice	DLBA2099	Judicial Council of California	03/17/2019	PBID Assessment	61,297.72	61,297.72
02/15/2019	Invoice	DLBA2102	CITY OF LONG BEACH	03/17/2019	PBID Assessment	275,527.94	275,527.94
Total for 31 - 60 days past due						\$ 398,990.18	\$ 398,990.18
1 - 30 days past due							
03/15/2019	Invoice	DLBA2120	BLOCK-BY-BLOCK	04/01/2019	Office Rent	250.00	250.00
03/18/2019	Invoice	DLBA2121	City of Long Beach Department of Public Works	04/17/2019	Various Marketing	1,937.72	1,937.72
Total for 1 - 30 days past due						\$ 2,187.72	\$ 2,187.72
TOTAL						\$ 478,312.72	\$ 478,312.72

Downtown Long Beach Alliance
As of April 30, 2019
As of April 30, 2019

Date	Transaction Type	Num	Client	Due Date	Memo/Description	Amount	Uncollectable
12/22/2010	Journal Entry	0910-1184	Delinquencies	12/22/2010	to re-class delinquencies not expected to be paid		-55,424.74
12/22/2010	Invoice	DLBA1193	F&G	12/22/2010	7278-007-925	3,626.78	
12/22/2010	Invoice	DLBA1195	USPS (C)	12/22/2010	PBID ASSESSMENT REVENUE FY 2010-2011	3,879.30	
12/22/2010	Invoice	DLBA1194	State of California	12/22/2010	PBID ASSESSMENT REVENUE FY 2010-2011	47,918.66	
08/04/2011	Journal Entry	0910-1129	Delinquencies	08/04/2011	to re-class delinquencies not expected to be paid		-186,045.48
10/31/2011	Journal Entry	KRS2011-39	Delinquencies	10/31/2011	to reverse previously written off receivables	164,224.94	
01/11/2012	Invoice	DLBA1227	State of California	02/10/2012	2012	26,320.60	
02/29/2012	Journal Entry	KRS2012-47	Allowance	02/29/2012	Direct bill not expected to be paid based on prior years.		-26,320.60
02/29/2012	Journal Entry	KRS2012-47	California	02/29/2012	Direct bill not expected to be paid based on prior years.		
02/29/2012	Journal Entry	KRS2012-47	USPS Allowance	02/29/2012	Direct bill not expected to be paid based on prior years.		-3,975.90
02/01/2012	Invoice	DLBA1237	USPS (C)	03/02/2012		3,975.90	
01/01/2013	Invoice	DLBA1358	USPS (C)	01/31/2013	2012-2013	4,152.98	
01/01/2013	Invoice	DLBA1357	GSA	01/31/2013	2012-2013	26,008.30	
01/01/2013	Invoice	DLBA1360	State of California	01/31/2013	2012-2013	45,714.98	
01/31/2013	Journal Entry	KRS2012-289	Allowance	01/31/2013	to re-class delinquencies not expected to be paid		-45,714.98
01/31/2013	Journal Entry	KRS2012-289	California	01/31/2013	to re-class delinquencies not expected to be paid	Description:	-8,170.50
01/31/2013	Journal Entry	KRS2012-289	USPS Allowance	01/31/2013	to re-class delinquencies not expected to be paid		-4,152.98
03/31/2013	Journal Entry	KRS2012-323	GSA Allowance	03/31/2013	GSA direct bill is not expected to be paid		-26,008.30
L	Journal Entry	KRS2012-484	California	10/01/2013	To record Direct Bill to be paid previously delinquent	29,991.04	
01/15/2014	Journal Entry	KRS2013-62	GSA Allowance	01/15/2014	to re-class delinquencies not expected to be paid		-19,884.40
01/15/2014	Journal Entry	KRS2013-63	Allowance	01/15/2014	to re-class delinquencies not expected to be paid		-15,789.28
01/15/2014	Journal Entry	KRS2013-61	USPS Allowance	01/15/2014	to re-class delinquencies not expected to be paid		-10,880.10
01/15/2014	Invoice	DLBA1470	USPS (C)	02/14/2014	2013-2014	10,880.10	
01/15/2014	Invoice	DLBA1471	State of California	02/14/2014	2013-2014	15,789.28	
01/15/2014	Invoice	DLBA1469	GSA	02/14/2014	2013-2014	19,884.40	
01/31/2015	Journal Entry	KRS2015-109	Allowance	01/31/2015	to re-class/remove direct bills not expected to be paid		-16,026.12
01/31/2015	Journal Entry	KRS2015-108	USPS (C)	01/31/2015	to re-class/remove direct bills not expected to be paid		-4,299.58
01/16/2015	Invoice	DLBA1578	USPS (C)	02/15/2015	DIRECT BILL, PBID ASSESSMENT FOR 2015	4,299.58	
01/16/2015	Invoice	DLBA1575	State of California	02/15/2015	DIRECT BILL, PBID ASSESSMENT REVENUE for 2015	16,026.12	
01/16/2015	Invoice	DLBA1574	US Government	02/15/2015	DIRECT BILL, PBID ASSESSMENT FOR 2015	26,926.38	
09/30/2015	Journal Entry	KRS2015-434	Allowance	09/30/2015	to write off direct bill not expected to be paid		-26,926.38
01/31/2017	Invoice	DLBA1850	The Cuban Pete's	03/02/2017	Uncollectible	5,550.00	-5,550.00
9/30/2018	Journal Entry	DV1074	Patel Yogesh	9/30/2018	to write off direct bill not expected to be paid		-4,251.86
9/30/2018	Journal Entry	DV1074	USPS	9/30/2018	to write off direct bill not expected to be paid		-4,428.58
9/30/2018	Journal Entry	DV1074	USPS	9/30/2018	to write off direct bill not expected to be paid		-4,561.42
9/30/2018	Journal Entry	DV1074	USPS	9/30/2018	to write off direct bill not expected to be paid		-4,698.28
9/30/2018	Journal Entry	DV1074	US Government	9/30/2018	to write off direct bill not expected to be paid		-27,734.18
9/30/2018	Journal Entry	DV1074	US Government	9/30/2018	to write off direct bill not expected to be paid		-28,566.22
9/30/2018	Journal Entry	DV1074	US Government	9/30/2018	to write off direct bill not expected to be paid		-29,423.18
9/8/2017	Invoice	DLBA1931	Patel Yogesh	10/8/2017	PBID	4,251.86	
1/1/2018	Invoice	DLBA1984	USPS	1/31/2018	PBID	4,428.58	
1/1/2018	Invoice	DLBA1983	USPS	1/31/2018	PBID	4,561.42	
1/1/2018	Invoice	DLBA1982	USPS	1/31/2018	PBID	4,698.28	
1/1/2018	Invoice	DLBA1981	US Government	1/31/2018	PBID	27,734.18	
1/1/2018	Invoice	DLBA1980	US Government	1/31/2018	PBID	28,566.22	
1/1/2018	Invoice	DLBA1979	US Government	1/31/2018	PBID	29,423.18	
						\$ 558,833.06	-\$ 558,833.06

Downtown Long Beach Alliance
A/R Aging Detail
As of May 22, 2019

	Date	Transac tion Type	Num	Customer	Due Date	Memo/Description	Amount	Open Balance
91 or more days past due								
	07/19/2018	Invoice	DLBA2028	Cardinal Property Management, Inc.	08/18/2018	Pressure Washing Services	411.90	411.90
	08/14/2018	Invoice	DLBA2038	Plant Junkie	09/13/2018	Restaurant Sponsorship for Bicycle Drive-In 2018	200.00	200.00
	11/15/2018	Invoice	DLBA2068	BLOCK-BY-BLOCK	12/01/2018	Office Rent	250.00	250.00
	12/31/2018	Invoice	DLBA2076	Jatin Laxpati	01/30/2019	Parking Lot Services	864.89	864.89
Total for 91 or more days past due							\$ 1,726.79	\$ 1,726.79
61 - 90 days past due								
	02/15/2019	Invoice	DLBA2097	BLOCK-BY-BLOCK	03/01/2019	Office Rent	250.00	250.00
	02/15/2019	Invoice	DLBA2104	Long Beach Transit (Customer)	03/01/2019	PBID Assessment	1,769.84	1,769.84
	02/15/2019	Invoice	DLBA2100	USPS (C)	03/17/2019	PBID Assessment	4,876.80	4,876.80
	02/15/2019	Invoice	DLBA2105	CITY OF LONG BEACH	03/17/2019	PBID Assessment	5,603.48	5,603.48
	02/15/2019	Invoice	DLBA2098	State of California	03/17/2019	PBID Assessment	18,177.62	18,177.62
	02/15/2019	Invoice	DLBA2101	US Government	03/17/2019	PBID Assessment	30,541.26	30,541.26
	02/15/2019	Invoice	DLBA2099	Judicial Council of California	03/17/2019	PBID Assessment	61,297.72	61,297.72
	02/15/2019	Invoice	DLBA2102	CITY OF LONG BEACH	03/17/2019	PBID Assessment	275,527.94	275,527.94
Total for 61 - 90 days past due							\$ 398,044.66	\$ 398,044.66
31 - 60 days past due								
	03/15/2019	Invoice	DLBA2120	BLOCK-BY-BLOCK	04/01/2019	Office Rent	250.00	250.00
	03/18/2019	Invoice	DLBA2121	City of Long Beach Department of Public Works	04/17/2019	Various Marketing	1,937.72	1,937.72
Total for 31 - 60 days past due							\$ 2,187.72	\$ 2,187.72
1 - 30 days past due								
	04/12/2019	Invoice	DLBA2131	Midtown Property & Business Owners Association	05/12/2019	Pressure Wash Services February 2019	735.00	735.00
Total for 1 - 30 days past due							\$ 735.00	\$ 735.00
TOTAL							\$ 402,694.17	\$ 402,694.17

Wednesday, May 22, 2019 11:42:30 AM GMT-7