

Downtown Long Beach Alliance
As of December 31, 2018
(Fiscal Year Ending September 30, 2019)
Financial Summary

Revised as of January 24, 2019

OVERVIEW

Year-to-Date	Actual	Budget	Variance
Revenue	1,059,885	1,100,506	(40,621)
Expenses	873,259	1,081,574	208,316
Net	186,627	18,932	167,695

Only variances more than 10% are detailed below.

REVENUE

DPIA Revenue is less than budget by \$18,000 or 11% due to actual revenue received for October and November and revenue projected for December being less than budget.

Special Events Revenue is more than budget by \$2,000 or 11% due to receipt of sponsorship payments earlier than budgeted for.

Miscellaneous & Contract Services Revenue is less than budget by \$24,000 or 24% primarily due to lower than budgeted Contract Clean Team services.

EXPENSES:

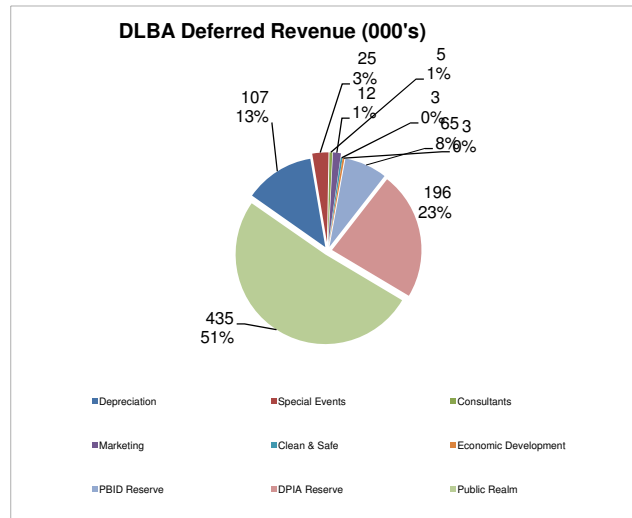
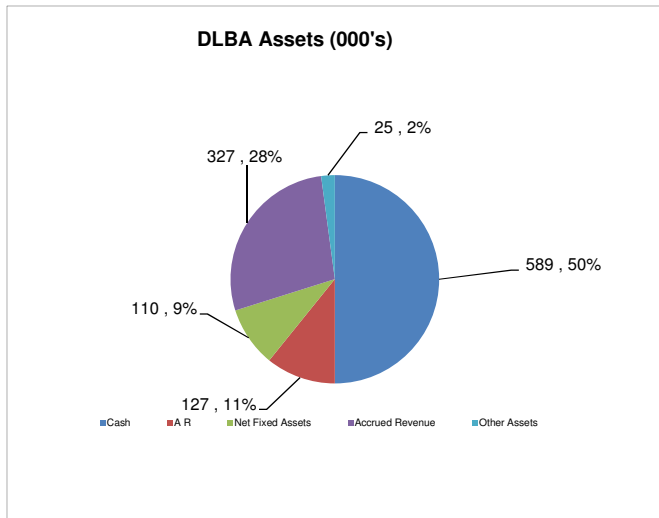
Advocacy Expenses are more than budget by \$30,000 or 50% due to higher than budgeted subscription/survey fees and travel, education and entertainment expenses.

Public Realm Expenses are more than budget by \$14,000 or 13% primarily due to the timing of project expenditures.

Economic Development Expenses are less than budget by \$37,000 or 43% primarily due to lower than budgeted expenses for Business Recruitment & Development (\$12,000), Small Business Grants (\$8,000), and Marketing (\$5,000).

Marketing Expenses are less than budget by \$15,000 or 24% due to the timing of payments versus flat line budgeted expenditures.

Operations Expenses are less than budget by \$206,000 or 41% primarily due to lower expenses associated with Clean Team personnel (\$47,000), Downtown Guides personnel (\$114,000) and Contract Work (\$29,000).



**Downtown Long Beach Alliance
Balance Sheet
12/31/2018**

Assets

Current Assets

Cash	588,810
Accounts Receivable	127,236
Accrued Revenues	326,904
Prepaid Expenses	8,063
Total Current Assets	1,051,013

Fixed Assets

Furniture & Equipment	413,783
Accumulated Depreciation	(304,061)
Total Fixed Assets	109,721

Other Assets

Deposits	16,434
Software License	13,270
Accumulated Amortization	(13,198)
Total Other Assets	16,506

Total Assets

1,177,240

Liabilities & Fund Balances

Current Liabilities

Accounts Payable	97,247
Accrued Wages & Other Expenses	42,917
Unearned Revenue	-
Deferred Revenue	850,450
Total Current Liabilities	990,613

Long Term Liabilities

Capital Lease Payable	-
Total Long Term Liabilities	-

Net Income (Loss)	186,626
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Total Liabilities & Fund Balances

1,177,240

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT - In thousands
12/31/2018

	YEAR TO DATE ACTUALS						YEAR TO DATE BUDGET						VARIANCE
	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Contract Services	TOTAL	TO YTD BUDGET
Revenues													
PBID (net of delinquency)	-					-	-					-	-
DPIA	3	140				143	3	158				161	(18)
Parking Meter Revenue			144			144			144			144	-
Special Events	-			20		20	-			18		18	2
Misc. & Contract Services	-				74	74	-	10		-	88	99	(24)
Deferred Revenue Recognized	679	-	-			679	679	-	-	-	-	679	(0)
Deferred to 18-19	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	682	140	144	20	74	1,060	682	168	144	18	88	1,101	(41)
Expenses													
Administrative	62	134	-	-	-	195	65	66	59	-	-	190	(6)
Advocacy	23	36	-	-	-	60	9	21	-	-	-	30	(30)
Public Realm	3	8	112	-	-	123	4	10	94	-	2	110	(14)
Economic Dev.	48	-	-	-	-	48	72	-	5	8	-	85	37
Marketing	30	17	2	-	-	48	43	15	5	-	-	63	15
Special Events	34	4	20	48	-	106	43	3	46	13	-	105	(1)
Operations	242	-	-	-	51	293	410	-	6	-	83	499	206
Total Expenses	441	199	134	48	51	873	645	115	214	21	86	1,082	208
Net Operating Income(Loss)	241	(58)	9	(28)	23	187	37	53	(70)	(4)	2	19	168

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT - In thousands
12/31/2018

	TOTAL YEAR BUDGET (ORIGINAL)						CHANGE
	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Contract Services	TOTAL	
Revenues							
PBID (net of delinquency)	2,570					2,570	-
DPIA	12	633				645	-
Parking Meter Revenue	-		575			575	-
Special Events	4			116		120	-
Misc. & Contract Services		20			375	394	-
Deferred Revenue Recognized	691					691	18
PBID Deferred 16-17	(662)	-				(662)	-
Total Revenue	2,615	653	575	116	375	4,333	18
Expenses							
Administrative	259	458	-	-	-	717	-
Advocacy	35	84	-	-	-	120	-
Public Realm	15	39	305	-	10	369	18
Economic Dev.	289	-	20	-	31	340	-
Marketing	171	61	20	-	-	252	-
Special Events	172	44	208	116		539	
Operations	1,640	-	23	-	334	1,997	-
Total Expenses	2,582	686	575	116	375	4,333	18
Net Operating Income(Loss)	33	(33)	-	-	-	0	0

	TOTAL YEAR BUDGET (REVISED)						CHANGE
	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Contract Services	TOTAL	
Revenues							
PBID (net of delinquency)	2,570					2,570	-
DPIA	12	633				645	-
Parking Meter Revenue	-		575			575	-
Sponsorships/Ticket Sales	4			116		120	-
Misc. & Contract Services		20			375	394	-
Deferred Revenue Recognized	708					708	18
PBID Deferred 16-17	(662)	-				(662)	-
Total Revenue	2,633	653	575	116	375	4,351	18
Expenses							
Administrative	259	458	-	-	-	717	-
Advocacy	35	84	-	-	-	120	-
Public Realm	15	39	323	-	10	386	18
Economic Dev.	289	-	20	-	31	340	-
Marketing	171	61	20	-	-	252	-
Special Events	172	44	208	116	-	539	
Operations	1,640	-	23	-	334	1,997	-
Total Expenses	2,583	686	593	116	375	4,351	18
Net Operating Income(Loss)	50	(33)	(18)	-	-	0	0

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
12/31/2018

	YEAR TO DATE ACTUALS						YEAR TO DATE BUDGET						VARIANCE
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Contract Services	TOTAL	TO YTD BUDGET
Revenues													
PBID net of delinquency	-	-	-	-	-	-	-	-	-	-	-	-	-
DPIA	2,865	140,402	-	-	-	143,268	3,226	158,084	-	-	-	161,310	(18,042)
Parking Meter Revenue	-	-	143,751	-	-	143,751	-	-	143,751	-	-	143,751	-
Special Events	-	-	-	19,658	-	19,658	-	-	-	17,723	-	17,723	1,935
Misc. & Contract Services	-	-	-	-	74,101	74,101	-	10,248	-	-	88,317	98,565	(24,464)
Deferred Revenue Recognized	679,107	-	-	-	-	679,107	679,157	-	-	-	-	679,157	(49)
Deferred to 19-20	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	681,973	140,402	143,751	19,658	74,101	1,059,885	682,383	168,332	143,751	17,723	88,317	1,100,506	(40,621)
Expenses													
Administration													
Rent	-	38,455	-	-	-	38,455	-	-	42,501	-	-	42,501	4,046
Telephone	4,479	-	-	-	-	4,479	4,749	-	-	-	-	4,749	270
Computers	-	13,729	-	-	-	13,729	-	-	16,360	-	-	16,360	2,631
Office Equipment Lease	3,260	-	-	-	-	3,260	2,499	-	-	-	-	2,499	(761)
Office Supplies	4,038	-	-	-	-	4,038	3,000	-	-	-	-	3,000	(1,038)
Postage	99	-	-	-	-	99	999	-	-	-	-	999	900
General Insurance	1,147	-	-	-	-	1,147	3,999	-	-	-	-	3,999	2,852
Professional Services	-	35,170	-	-	-	35,170	-	18,999	-	-	-	18,999	(16,171)
Utilities	738	-	-	-	-	738	1,125	-	-	-	-	1,125	387
Depreciation	-	13,278	-	-	-	13,278	-	13,941	-	-	-	13,941	663
Taxes	615	-	-	-	-	615	750	-	-	-	-	750	135
Employee Recruitment	-	1,439	-	-	-	1,439	375	-	-	-	-	375	(1,064)
Outside Support	-	-	-	-	-	-	-	-	-	-	-	-	-
CCMerchant Fees & Interest	98	-	-	-	-	98	87	-	-	-	-	87	(11)
Office Maintenance & Repairs	10,000	-	-	-	-	10,000	2,622	-	-	-	-	2,622	(7,378)
Professional Development	-	-	-	-	-	-	-	-	-	-	-	-	-
Board Contingency	738	-	-	-	-	738	2,499	-	-	-	-	2,499	1,761
Dues & Subscriptions	1,995	-	-	-	-	1,995	750	-	-	-	-	750	(1,245)
Board, EC and TF Meetings	3,590	-	-	-	-	3,590	999	-	-	-	-	999	(2,591)
Admin Services	-	45	-	-	-	45	-	-	-	-	-	-	(45)
Personnel Expense	30,737	31,785	-	-	-	62,522	40,303	33,029	-	-	-	73,332	10,810
Total Admin Expenses	61,534	133,900	-	-	-	195,434	64,756	65,969	58,861	-	-	189,586	(5,849)
Advocacy													
Conferences, Travel, Education, Studies	-	16,754	-	-	-	16,754	-	9,249	-	-	-	9,249	(7,505)
Civic Events	-	8,273	-	-	-	8,273	-	7,575	-	-	-	7,575	(698)
Studies/Research/Development	23,290	11,209	-	-	-	34,499	8,865	4,266	-	-	-	13,131	(21,368)
Total Advocacy	23,290	36,235	-	-	-	59,525	8,865	21,090	-	-	-	29,955	(29,570)
Public Realm													
Public Realm Projects	-	-	87,098	-	-	87,098	-	-	58,831	-	-	58,831	(28,267)
Community Grants	-	-	-	-	-	-	-	-	-	2,499	-	2,499	2,499
Professional Development	-	-	-	-	-	-	-	624	-	-	-	624	624
Marketing	-	-	-	-	-	-	-	5,001	-	-	-	5,001	5,001
Public Realm Personnel	3,080	8,290	24,862	-	-	36,232	3,636	9,787	29,354	-	-	42,777	6,545
Total Public Realm	3,080	8,290	111,960	-	-	123,330	3,636	9,787	93,810	-	2,499	109,732	(13,598)

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
12/31/2018

	YEAR TO DATE ACTUALS						YEAR TO DATE BUDGET						VARIANCE
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Contract Services	TOTAL	TO YTD BUDGET
Economic Development													
Outreach	832	-	-	-	-	832	2,511	-	-	-	-	2,511	1,679
Special Projects	-	-	-	-	-	-	2,499	-	-	-	-	2,499	2,499
Bus Retention and Expansion	-	-	-	-	-	-	-	-	-	-	-	-	-
Bus Recruitment & Development	3,554	-	-	-	-	3,554	15,273	-	-	-	-	15,273	11,719
Small Business Grants	-	-	-	-	-	-	-	-	-	7,749	-	7,749	7,749
Marketing	-	-	-	-	-	-	-	5,001	-	-	-	5,001	5,001
Personnel Expenses	43,539	-	-	-	-	43,539	51,942	-	-	-	-	51,942	8,403
Total Economic Dev.	47,926	-	-	-	-	47,926	72,225	-	5,001	7,749	-	84,975	37,049
Marketing													
Advertising/Promotions	31	2,784	1,456	-	-	4,271	80	7,172	3,749	-	-	11,001	6,730
Stakeholder Outreach/Public Relations	-	1,038	577	-	-	1,614	-	2,251	1,250	-	-	3,501	1,887
Annual Report	-	5,874	-	-	-	5,874	-	1,500	-	-	-	1,500	(4,374)
Website Development	-	822	-	-	-	822	-	3,687	-	-	-	3,687	2,865
Professional Development	-	-	-	-	-	-	-	624	-	-	-	624	624
Marketing Personnel	29,575	6,058	-	-	-	35,632	42,777	-	-	-	-	42,777	7,145
Total Marketing	29,606	16,575	2,033	-	-	48,214	42,857	15,233	4,999	-	-	63,090	14,876
Special Events													
Special Events	1,018	822	20,276	48,093	-	70,209	-	2,929	38,999	13,500	-	55,428	(14,781)
Event Supplies & Misc.	-	-	-	-	-	-	-	-	1,251	-	-	1,251	1,251
Professional Development	-	-	-	-	-	-	-	-	624	-	-	624	624
Marketing	-	-	-	-	-	-	-	-	5,001	-	-	5,001	5,001
Special Events Personnel	32,865	3,045	-	-	-	35,911	42,777	-	-	-	-	42,777	6,866
Total Special Events	33,883	3,867	20,276	48,093	-	106,120	42,777	2,929	45,875	13,500	-	105,081	(1,039)
Operations													
Clean Team Personnel	50,830	-	-	-	3,130	53,960	95,202	-	-	-	5,862	101,064	47,104
Clean Team Supplies	3,810	-	-	-	-	3,810	201	-	-	-	-	201	(3,609)
Clean Team Equip. Insurance	602	-	-	-	-	602	2,499	-	-	-	-	2,499	1,897
Clean Team Fuel	1,524	-	-	-	-	1,524	576	-	-	-	-	576	(948)
Clean Team Equip Leases/Maint.	2,523	-	-	-	-	2,523	6,687	-	-	-	-	6,687	4,164
Pressure Washing	77,738	-	-	-	-	77,738	78,000	-	-	-	-	78,000	262
Contract Work	139	-	-	-	45,726	45,865	-	-	-	-	75,210	75,210	29,345
Downtown Guides Personnel	56,993	-	-	-	582	57,575	170,728	-	-	-	1,742	172,470	114,895
Downtown Guides Equip Lease/Supp	3,153	-	-	-	-	3,153	4,275	-	-	-	-	4,275	1,122
Community Outreach Manager	-	-	-	-	1,505	1,505	-	-	-	-	606	606	(899)
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Development	-	-	-	-	-	-	-	624	-	-	-	624	624
Marketing	-	-	-	-	-	-	-	5,001	-	-	-	5,001	5,001
Operations Personnel	44,457	-	-	-	-	44,457	51,942	-	-	-	-	51,942	7,485
Total Operations	241,769	-	-	-	50,942	292,711	410,110	-	5,625	-	83,420	499,155	206,444
Total Expenses	441,087	198,868	134,268	48,093	50,942	873,259	645,227	115,008	214,171	21,249	85,919	1,081,574	208,315
Net Operating Income(Loss)	240,885	(58,466)	9,483	(28,436)	23,159	186,626	37,156	53,323	(70,420)	(3,526)	2,398	18,932	167,694

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
12/31/18

	TOTAL YEAR BUDGET (ORIGINAL)						TOTAL YEAR BUDGET (REVISED)						Change
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Misc. & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Misc. & Contract Services	TOTAL	
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			575,000			575,000			575,000			575,000	-
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	690,609					690,609	708,166					708,166	17,557
Deferred to 19-20	(662,295)					(662,295)	(662,295)					(662,295)	-
Total Revenue	2,614,859	652,915	575,000	115,500	374,711	4,332,985	2,632,416	652,915	575,000	115,500	374,711	4,350,542	17,557
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		27,000	-			27,000	-
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	-			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	10,490		-			10,490	-
Professional Development			-			-			-			-	-
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	457,682	-	-	-	716,727	259,045	457,682	-	-	-	716,727	-
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			182,648			182,648	17,557
Community Grants				10,000		10,000				10,000		10,000	-
Professional Development			2,500			2,500			2,500			2,500	-
Marketing			20,000			20,000			20,000			20,000	-
Public Realm Personnel	14,541	39,158	117,409			171,108	14,541	39,158	117,409			171,108	-
Total Public Realm	14,541	39,158	305,000	-	10,000	368,699	14,541	39,158	322,557	-	10,000	386,256	17,557

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
12/31/18

	TOTAL YEAR BUDGET (ORIGINAL)						TOTAL YEAR BUDGET (REVISED)						Change
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Misc. & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Misc. & Contract Services	TOTAL	
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			20,000			20,000			20,000			20,000	-
Personnel Expenses	207,773			-	-	207,773	207,773			-	-	207,773	-
Total Economic Dev.	288,907	-	20,000	-	31,000	339,907	288,907	-	20,000	-	31,000	339,907	-
Marketing													
Advertising/Promotions	321	28,687	15,000			44,008	321	28,687	15,000			44,008	-
Stakeholder Outreach/Public Relations		9,000	5,000			14,000		9,000	5,000			14,000	-
Annual Report		6,000				6,000		6,000				6,000	-
Website Development		14,743				14,743		14,743				14,743	-
Professional Development		2,500				2,500		2,500				2,500	-
Marketing Personnel	171,108					171,108	171,108					171,108	-
Total Marketing	171,429	60,930	20,000	-	-	252,359	171,429	60,930	20,000	-	-	252,359	-
Special Events													
Special Events	938	43,780	180,000	115,500		340,218	938	43,780	180,000	115,500		340,218	-
Event Supplies & Misc.			5,000			5,000			5,000			5,000	-
Professional Development			2,500			2,500			2,500			2,500	-
Marketing			20,000			20,000			20,000			20,000	-
Special Events Personnel	171,108					171,108	171,108					171,108	-
Total Special Events	172,046	43,780	207,500	115,500	-	538,826	172,046	43,780	207,500	115,500	-	538,826	-
Operations													
Clean Team Personnel	380,822	-			23,439	404,261	380,822	-			23,439	404,261	-
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	682,885				7,000	689,885	682,885			7,000		689,885	-
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			2,500	-
Marketing			20,000			20,000			20,000			20,000	-
Operations Personnel	207,773					207,773	207,773					207,773	-
Total Operations	1,640,431	-	22,500	-	333,711	1,996,642	1,640,431	-	22,500	-	333,711	1,996,642	-
Total Expenses	2,581,860	685,914	575,000	115,500	374,711	4,332,985	2,581,860	685,914	592,557	115,500	374,711	4,350,542	17,557
Net Operating Income(Loss)	32,999	(32,999)	-	-	-	-	50,556	(32,999)	(17,557)	-	-	-	-

DLBA
Detail of Deferred Revenue
As of December 31, 2018

	15/16 Balance	16/17 Balance	17-18 YTD Additions	18-19 YTD Reductions	12/31/2018
Reserve					
3-mos. reserve for PBID 2017-18 Q1 from 16-17		\$ 619,462		(619,396)	\$ 66
3-mos. reserve for PBID 2018-19 Q1 from 17-18			638,000	(638,000)	0
PBID Reserve		52,524		(52,524)	0
Deferred PBID			41,605		41,605
DPIA Reserve	166,073	24,342	5,100		195,515
City Funds - Parking Meter			239,854		239,854
	166,073	696,328	924,559	(1,309,920)	477,040
Admin					
Deferred Depreciation Prior Years'		116,968		(55,832)	61,136
Deferred Depreciation 17-18			49,051	(2,772)	46,279
Strategic Planning	15,639			(15,639)	0
Program Evaluation Consultant	16,474			(11,883)	4,591
New Computers			9,610	(9,610)	0
New Server			12,000		12,000
Office Maintenance & Repairs			12,781		12,781
DDC Loan			45,000		45,000
Personnel		4,296		(8,690)	-4,394
	32,113	121,264	128,442	(104,426)	177,393
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	12,117
Special Events					
Event T-shirts			681		
Sponsorship Deck Update/Template Creation			1,500		
Live After 5			22,495		
	0	0	24,676	0	24,676
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)	2,973
Economic Development					
Personnel		8,461		(5,912)	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			(7,696)	2,950
Crosswalks	1,372			(1,372)	0
Sidewalk Graphics	10,000			(6,341)	3,659
Litter Receptacle Upgrade		7,562		(7,562)	0
Loop (Public Space Activation)		45,230		(45,230)	0
Pedestrian Wayfinding Signs	40,254	92,784		(17,004)	116,034
Tree Planting		5,033			5,033
Personnel		13,167		(5,912)	7,255
	133,198	188,935	1,867	-170,298	153,702
Total Deferred Revenue	\$ 399,615	\$ 1,057,999	\$ 1,085,144	\$ (1,692,308)	\$ 850,450

Downtown Long Beach Alliance
A/R Aging Detail
As of December 31, 2018

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
07/19/2018	Invoice	DLBA2029	CITY OF LONG BEACH	08/18/2018	DT Busways Mall Maintenance	25,000.00	25,000.00
07/27/2018	Invoice	DLBA2032	Arts Council Long Beach.	08/26/2018	Pressure Washing Services	250.00	250.00
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	09/13/2018	Buskerfest 2018 Wristband Sponsor Presenting Partner Sponsor for Bicycle Drive-In	1,250.00	1,250.00
08/14/2018	Invoice	DLBA2037	Gonzalez, District 1	09/13/2018	2018	5,000.00	5,000.00
Total for 91 or more days past due						\$ 32,111.90	\$ 32,111.90
61 - 90 days past due							
09/30/2018	Invoice	DLBA2051	Jatin Laxpati	10/30/2018	Clean Up at the parking lot located at 300 Alamitos Ave	864.89	864.89
09/30/2018	Invoice	DLBA2055	CITY OF LONG BEACH	10/30/2018	Downtown Transit Mall Maintenance	25,000.00	25,000.00
Total for 61 - 90 days past due						\$ 25,864.89	\$ 25,864.89
31 - 60 days past due							
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
Total for 31 - 60 days past due						\$ 69,158.03	\$ 69,158.03
1 - 30 days past due							
11/15/2018	Invoice	DLBA2068	BLOCK-BY-BLOCK	12/01/2018	Office Rent	250.00	250.00
Total for 1 - 30 days past due						\$ 250.00	\$ 250.00
TOTAL						\$ 127,384.82	\$ 127,384.82

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Downtown Long Beach Alliance
Direct Bills A/R Aging Detail
As of December 31, 2018

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	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 January 16, 2019

	Date	Transaction Type	Num	Customer	Due Date	Memo/Description	Amount	Open Balance
91 or more days past due								
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	07/19/2018	Invoice	DLBA2029	CITY OF LONG BEACH	08/18/2018	DT Busways Mall Maintenance	25,000.00	25,000.00
	07/27/2018	Invoice	DLBA2032	Arts Council Long Beach.	08/26/2018	Pressure Washing Services	250.00	250.00
	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	09/13/2018	Buskerfest 2018 Wristband Sponsor	1,250.00	1,250.00
	08/14/2018	Invoice	DLBA2037	Office of Councilwoman Lena Gonzalez, District 1	09/13/2018	Presenting Partner Sponsor for Bicycle Drive-In 2018	5,000.00	5,000.00
Total for 91 or more days past due							\$ 32,111.90	\$ 32,111.90
61 - 90 days past due								
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Total for 61 - 90 days past due							\$ 25,864.89	\$ 25,864.89
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	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 31 - 60 days past due							\$ 69,408.03	\$ 69,408.03
TOTAL							\$ 127,384.82	\$ 127,384.82