

Downtown Long Beach Alliance
As of June 30, 2020
(Fiscal Year Ending September 30, 2020)
Financial Summary
Revised as of July 22, 2020

OVERVIEW

Year-to-Date	Actual	Budget	Variance
Revenue	3,237,556	3,129,590	107,966
Expenses	2,758,676	3,100,027	341,351
Net	478,880	29,564	449,317

REVENUES:

PBID Revenue is \$131,000 more than budget due to the receipt of prior year PBID revenue not budgeted for.

DPIA Revenue is more than budget by \$30,000 or 6% primarily due to actual December/January being more than budget.

Parking Meter Revenue is less than budget by \$58,000 or 23% due to actual August and September revenue being \$78,000 less than budget offset by actual October through January revenue being \$20,000 more than budget.

Sponsors & Ticket Sales Revenue is more than budget by \$19,000 or 63% primarily due to non-budgeted Inclusionary Housing Study sponsorship revenue.

Grants & Contract Services Revenue is less than budget by \$22,000 or 5%. There were no significant variances to note.

EXPENSES:

Administrative Expenses are less than budget by \$11,000 or 2% primarily due to lower personnel costs (\$43,000), depreciation (\$15,000), office maintenance & Repairs (\$7,500) and rent (\$11,000) offset by higher professional services costs (\$37,000) and computer costs (\$23,000).

Research, Development & Advocacy Expenses are more than budget by \$1,000 or 1% due to higher than budgeted Conference, Travel & Education expenses (\$44,000) offset by lower than budgeted Strategic Plan and PBID Renewal Planning expenses (\$23,000), Civic Events (\$7,000) and Research & Data Analytics (\$12,000).

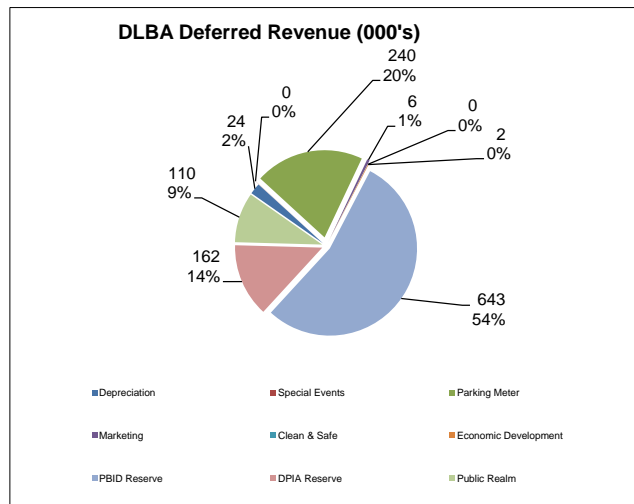
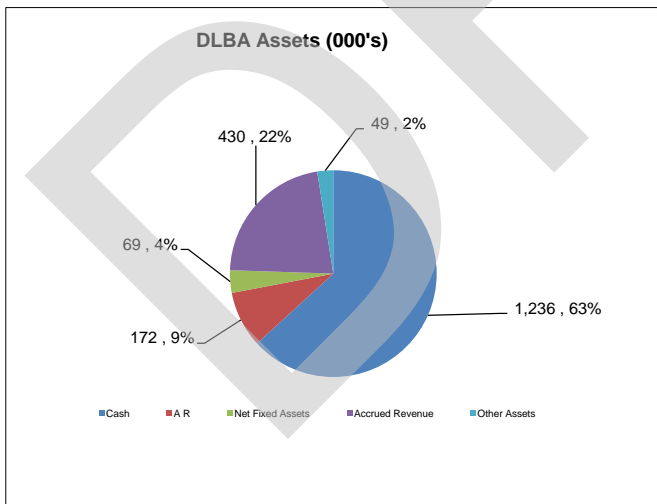
Public Realm Expenses are less than budget by \$21,000 or 10% primarily due to lower than budgeted Personnel Costs (\$10,000) and PBID Special Projects (\$11,000).

Economic Development Expenses are less than budget by \$31,000 or 13% primarily due to lower Personnel (\$12,000), Business Recruitment, Retention & Expansion (\$13,000), Economic Profile & Snapshot Reports (\$15,000), Community Engagement & Business Outreach (\$7,000), offset by higher than budgeted expenses for Small Business Grants (\$22,000).

Marketing Expenses are less than budget by \$23,000 or 12% due to lower than budgeted for Personnel costs (\$5,000), Stakeholder Outreach/PR costs (\$10,000), Annual Report/Publications costs (\$6,000), Website Development (\$4,000) offset by higher than budgeted Marketing costs (\$5,000).

Special Event Expenses are less than budget by \$81,000 or 29% due to lower than budgeted for Personnel costs (\$39,000) and Event costs (\$35,000).

Operations Expenses are less than budget by \$177,000 or 12% primarily due to lower than budgeted for personnel costs (\$40,000), pressure washing (\$26,000), City of Long Beach (\$79,000) and Safe Team Supplies (\$7,000).



**Downtown Long Beach Alliance
Balance Sheet
6/30/2020**

Assets	
Current Assets	
Cash	\$1,236,498
Accounts Receivable	172,050
Accrued Revenues	429,891
Prepaid Expenses	7,295
Total Current Assets	<u>1,845,734</u>
Fixed Assets	
Furniture & Equipment	431,010
Total Fixed Assets	<u>69,054</u>
Other Assets	
Deposits	16,434
Loan to DDC	25,000
Software License	13,270
Accumulated Amortization	(13,270)
Total Other Assets	<u>41,434</u>
Total Assets	<u><u>\$1,956,221</u></u>
Liabilities & Fund Balances	
Current Liabilities	
Accounts Payable	(\$1,044)
Accrued Wages & Other Expenses	43,012
Unearned Revenue	249,309
Deferred Revenue	1,186,063
Total Current Liabilities	<u>1,477,340</u>
Long Term Liabilities	
Net Income (Loss)	478,880
Total Liabilities & Fund Balances	<u><u>\$1,956,221</u></u>

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT - In thousands
6/30/2020

	YEAR TO DATE ACTUALS					
	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Grants & Contract Services	TOTAL
Revenues						
PBID (net of delinquency)	1,661					1,661
DPIA	-	525				525
Parking Meter Revenue			192			192
Sponsors & Ticket Sales	-			49		49
Grants & Contract Services	-				421	421
Deferred Revenue Recognized	748	17	-			765
Deferred to 19-20	(377)	-		-	-	(377)
Total Revenue	2,033	542	192	49	421	3,238
Expenses						
Administrative	219	309	-	-	-	527
Advocacy	57	61	-	-	-	118
Public Realm	9	24	159	-	-	191
Economic Dev.	214	2	-	-	-	216
Marketing	110	43	22	-	-	174
Special Events	86	25	58	32	-	200
Operations	1,079	7	0	-	246	1,332
Total Expenses	1,774	470	238	32	246	2,759
Net Operating Income(Loss)	259	73	(46)	18	176	479

	YEAR TO DATE BUDGET						VARIANCE
	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Grants & Contract Services	TOTAL	TO YTD BUDGET
PBID (net of delinquency)	1,531					1,531	131
DPIA	-	495				495	30
Parking Meter Revenue			250			250	(58)
Sponsors & Ticket Sales	-			30		30	19
Grants & Contract Services	-	40		-	403	443	(22)
Deferred Revenue Recognized	757	-	-	-	-	757	8
Deferred to 19-20	(377)	-		-	-	(377)	-
Total Revenue	1,911	535	250	30	403	3,130	108
Expenses							
Administrative	197	341	-	-	-	538	11
Advocacy	29	76	-	-	12	117	(1)
Public Realm	9	26	170	-	7	212	21
Economic Dev.	208	7	2	-	30	247	31
Marketing	126	46	24	-	-	196	23
Special Events	118	50	95	18		281	81
Operations	1,149	6	-	-	353	1,509	177
Total Expenses	1,836	552	291	18	403	3,100	341
Net Operating Income(Loss)	75	(17)	(41)	12	1	30	449

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT - In thousands
6/30/2020

	TOTAL YEAR BUDGET (ORIGINAL)						TOTAL	TOTAL YEAR BUDGET (REVISED)						CHANGE
	PBID	DPIA	Parking Meters	Sponsor/ Tickets	Grants & Contract Services	TOTAL		PBID	DPIA	Parking Meters	Sponsor/ Tickets	Grants & Contract Services	TOTAL	
Revenues														
PBID (net of delinquency)	2,660					2,660	2,175					2,175	(486)	
DPIA		670				670		655				655	(15)	
Parking Meter Revenue	-		475			475	-		263			263	(212)	
Sponsors & Ticket Sales				152		152				95		95	(57)	
Grants & Contract Services					521	521					566	566	44	
Deferred Revenue Recognized	662					662	766					766	104	
PBID Deferred 19-20	(685)					(685)	(526)	-				(526)	160	
Total Revenue	2,637	670	475	152	521	4,455	2,416	655	263	95	566	3,995	(461)	
Expenses														
Administrative	264	428	-	-	-	693	299	390	-	-	-	689	(4)	
Advocacy	36	80	-	-	16	132	40	77	-	-	16	133	0	
Public Realm	14	40	238	-	10	301	10	31	200	-	10	251	(51)	
Economic Dev.	285	7	-	-	30	322	283	10	-	-	43	335	13	
Marketing	185	50	42	-	-	278	158	56	40	-	-	254	(24)	
Special Events	175	53	195	152	-	576	146	49	122	36	-	352		
Operations	1,700	9	-	-	444	2,153	1,480	8	-	-	494	1,982	(171)	
Total Expenses	2,661	668	475	152	499	4,455	2,417	620	361	36	562	3,995	(461)	
Net Operating Income(Loss)	(24)	2	-	-	22	-	(0)	35	(99)	60	4	(0)	(0)	

DOWNTOWN LONG BEACH ALLIANCE
June 31, 2020

	YEAR TO DATE ACTUALS					YEAR TO DATE BUDGET					VARIANCE TO YTD BUDGET		
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales		Grants & Contract Services	TOTAL
Revenues													
PBID net of delinquency	1,661,275	-	-	-	-	1,661,275	1,530,686	-	-	-	-	1,530,686	130,590
DPIA	-	525,129	-	-	-	525,129	-	494,962	-	-	-	494,962	30,167
Parking Meter	-	-	191,848	-	-	191,848	-	-	250,166	-	-	250,166	(58,318)
Sponsors & Ticket Sales	-	-	-	49,429	-	49,429	-	-	-	30,032	-	30,032	19,397
Grants & Contract Services	-	-	-	-	421,471	421,471	-	39,996	-	-	403,279	443,275	(21,804)
Deferred Revenue Recognized	748,417	17,000	-	-	-	765,417	757,483	-	-	-	-	757,483	7,935
Deferred to 19-20	(377,013)	-	-	-	-	(377,013)	(377,013)	-	-	-	-	(377,013)	-
Total Revenue	2,032,680	542,129	191,848	49,429	421,471	3,237,556	1,911,155	534,958	250,166	30,032	403,279	3,129,590	107,966
Expenses													
Administration													
Rent	136,228	-	-	-	-	136,228	147,582	-	-	-	-	147,582	11,353
Telephone	14,129	-	-	-	-	14,129	15,023	-	-	-	-	15,023	893
Computers	26,838	-	-	-	-	26,838	3,814	-	-	-	-	3,814	(23,024)
Office Equipment Lease	8,540	-	-	-	-	8,540	8,394	-	-	-	-	8,394	(146)
Office Supplies	5,960	-	-	-	-	5,960	9,417	-	-	-	-	9,417	3,457
Postage	3,469	-	-	-	-	3,469	1,670	-	-	-	-	1,670	(1,799)
General Insurance	-	15,356	-	-	-	15,356	-	18,111	-	-	-	18,111	2,755
Professional Services	-	86,624	-	-	-	86,624	-	47,002	-	-	-	47,002	(39,622)
Utilities	1,654	618	-	-	-	2,272	1,700	635	-	-	-	2,335	63
Depreciation	-	18,132	-	-	-	18,132	-	33,303	-	-	-	33,303	15,171
Taxes	2,108	-	-	-	-	2,108	2,361	-	-	-	-	2,361	253
Office Maintenance & Repairs	-	2,635	-	-	-	2,635	-	10,167	-	-	-	10,167	7,532
Employee Recruitment	4,693	-	-	-	-	4,693	462	-	-	-	-	462	(4,231)
Admin Services	-	-	-	-	-	-	281	439	-	-	-	720	720
Outside Support	-	-	-	-	-	-	-	-	-	-	-	-	-
CC/Merchant Fees & Interest	641	-	-	-	-	641	261	-	-	-	-	261	(380)
Professional Development	420	-	-	-	-	420	(210)	-	-	-	-	(210)	(630)
Board Contingency	1,127	-	-	-	-	1,127	6,196	-	-	-	-	6,196	5,069
Dues & Subscriptions	5,097	-	-	-	-	5,097	660	-	-	-	-	660	(4,437)
Board, EC and TF Meetings	7,939	-	-	-	-	7,939	(972)	-	-	-	-	(972)	(8,911)
PBID General Benefit 1%	-	-	-	-	-	-	-	2,425	-	-	-	2,425	2,425
PBID Engineer's Adjustment	-	-	-	-	-	-	-	888	-	-	-	888	888
Personnel Expense	-	185,170	-	-	-	185,170	-	228,413	-	-	-	228,413	43,242
Total Admin Expenses	216,844	308,335	-	-	-	527,389	196,630	341,383	-	-	-	538,012	10,633
Research, Dev. & Advocacy													
Research & Data Analytics	41,302	19,877	-	-	-	61,178	-	72,691	-	-	-	72,691	11,513
Conferences, Travel and Education	-	41,151	-	-	-	41,151	-	(2,736)	-	-	-	(2,736)	(43,887)
Civic Events & Engagement	8,050	-	-	-	-	8,050	15,381	-	-	-	-	15,381	7,331
Strategic Plan & PBID Renewal Planning	7,500	-	-	-	-	7,500	13,824	5,250	-	11,865	-	30,939	23,439
PBID General Benefit 1%	-	-	-	-	-	-	-	209	-	-	-	209	209
PBID Engineer's Adjustment	-	-	-	-	-	-	-	111	-	-	-	111	111
Total Research, Dev. & Advocacy	56,852	61,028	-	-	-	117,879	29,205	75,525	-	-	11,865	116,595	(1,284)
Public Realm													
PBID Special Projects	-	-	-	-	-	-	-	10,587	-	-	-	10,587	10,587
Street & Landscape	-	-	86,597	-	-	86,597	-	76,066	-	7,498	-	83,564	(3,033)
Professional Development	-	-	162	-	-	162	-	1,854	-	-	-	1,854	1,692
PBID General Benefit 1%	-	-	-	-	-	-	-	1,417	-	-	-	1,417	1,417
PBID Engineer's Adjustment	-	-	-	-	-	-	-	48	-	-	-	48	48
Public Realm Personnel	8,899	23,953	71,839	-	-	104,691	8,710	25,785	80,105	-	-	114,600	9,909
Total Public Realm	8,899	23,953	158,599	-	-	191,451	8,710	25,785	170,077	-	7,498	212,070	20,619

DOWNTOWN LONG BEACH ALLIANCE
June 31, 2020

	YEAR TO DATE ACTUALS					YEAR TO DATE BUDGET					VARIANCE TO YTD BUDGET		
	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales	Grants & Contract Services	TOTAL	PBID	DPIA	Parking Meters	Sponsors & Ticket Sales		Grants & Contract Services	TOTAL
Economic Development													
Comm. Engage. & Bus. Outreach	5,272	-	-	-	-	5,272	12,594	-	-	-	-	12,594	7,322
Bus Recruit, Retention and Expansion	25,175	1,739	-	-	-	26,915	37,721	2,627	-	-	-	40,348	13,433
Small Business Grants	52,025	-	-	-	-	52,025	-	-	-	-	30,000	30,000	(22,025)
Economic Profile & Snapshot Rpts.	-	-	-	-	-	-	13,594	947	-	-	-	14,541	14,541
Professional Development	-	-	-	-	-	-	-	-	1,872	-	-	1,872	1,872
PBID General Benefit 1%	-	-	-	-	-	-	-	2,916	-	-	-	2,916	2,916
PBID Engineer's Adjustment	-	-	-	-	-	-	-	660	-	-	-	660	660
Personnel Expenses	131,826	-	-	-	-	131,826	143,984	-	-	-	-	143,984	12,159
Total Economic Dev.	214,298	1,739	-	-	-	216,037	207,894	7,149	1,872	-	30,000	246,915	30,878
Marketing													
Advertising/Promotions	112	20,919	5,248	-	-	26,280	-	25,841	-	-	-	25,841	(439)
Stakeholder Outreach/Public Relations	5,803	-	5,295	-	-	11,098	-	-	20,914	-	-	20,914	9,816
Annual Report/Publications	-	-	3,826	-	-	3,826	-	9,708	-	-	-	9,708	5,882
Website Development	-	152	-	-	-	152	-	3,653	775	-	-	4,428	4,276
Professional Development	-	345	-	-	-	345	-	1,700	-	-	-	1,700	1,355
PBID General Benefit 1%	-	-	-	-	-	-	-	996	-	-	-	996	996
PBID Engineer's Adjustment	-	-	-	-	-	-	-	636	-	-	-	636	636
Marketing	-	-	7,200	-	-	7,200	-	-	2,192	-	-	2,192	(5,008)
Marketing Personnel	103,735	21,247	-	-	-	124,982	126,092	3,927	-	-	-	130,019	5,036
Total Marketing	109,650	42,663	21,570	-	-	173,884	126,092	46,460	23,881	-	-	196,433	22,549
Special Events													
Live After 5	-	-	6,325	144	-	6,469	-	-	14,886	338	-	15,224	8,756
Unfiltered Photo Contest	-	-	-	3,276	-	3,276	-	-	-	-	-	-	(3,276)
Celebrate Downtown	-	-	-	-	-	-	1,304	17,095	9,436	699	-	28,535	28,535
Pow Wow 2020 Closing Party	-	-	-	-	-	-	-	-	-	-	-	-	-
Taste of Downtown Series	-	-	3,858	8,143	-	12,001	-	-	-	-	-	-	(12,001)
East Village Events	-	-	180	390	-	570	-	-	-	-	-	-	(560)
Summer & Music Series	-	-	3,869	1,774	-	5,643	431	1,317	951	-	-	2,699	(2,943)
New Year's Eve Waterfront	-	-	32,468	15,377	-	47,845	-	44,763	15,314	-	-	60,077	12,232
Shop Small Saturday	-	3,447	531	2,372	-	6,350	-	14,455	328	-	-	14,783	8,433
Promenade Ent	-	-	3,520	80	-	3,600	-	-	-	-	-	-	(3,600)
Event Supplies & Misc.	-	-	475	-	-	475	-	439	1,454	-	-	1,893	1,418
PBID General Benefit 1%	-	-	-	-	-	-	-	2,304	-	-	-	2,304	2,304
PBID Engineer's Adjustment	-	-	-	-	-	-	-	636	-	-	-	636	636
Professional Development	225	-	-	-	-	225	1,761	-	-	-	-	1,761	1,536
Special Events Personnel	85,709	21,481	6,527	-	-	113,717	115,362	28,913	8,786	-	-	153,061	39,343
Total Special Events	85,934	24,929	57,753	31,545	-	200,160	118,427	49,818	95,098	17,630	-	280,973	80,813
Operations													
Clean Team Management	60,642	-	-	-	-	60,642	59,964	-	-	-	-	59,964	(678)
Clean Team Personnel	224,576	-	-	-	-	224,576	256,120	-	-	-	-	256,120	31,544
Clean Team Supplies	1,440	-	-	-	129	1,569	4,512	-	-	-	402	4,514	3,345
Clean Team Equip. Insurance	1,346	-	-	-	-	1,846	2,697	-	-	-	-	2,697	851
Clean Team Fuel	1,558	6,775	-	-	1,901	10,234	1,032	4,488	-	-	1,260	6,780	(3,454)
Clean Team Equip & Maint.	7,637	-	-	-	-	7,637	5,544	-	-	-	-	5,544	(2,093)
Clean Team Lease	-	-	-	-	-	-	-	-	-	-	-	-	-
Clean Team Maintenance	-	-	-	-	-	-	6,636	-	-	-	-	6,636	6,636
Pressure Washing	189,833	-	-	-	-	189,833	215,334	-	-	-	-	215,334	25,501
Safe Team Management	52,763	-	-	-	-	52,763	60,825	-	-	-	-	60,825	8,062
Safe Team Personnel	395,981	-	-	-	-	395,981	414,848	-	-	-	-	414,848	18,867
Safe Team Supplies	1,828	-	-	-	-	1,828	-	-	-	9,309	-	9,309	7,481
Safe Team Equipment Insurance	3,855	-	-	-	-	3,855	5,427	-	-	-	-	5,427	1,572
Safe Team Equipment	2,631	-	-	-	-	2,631	-	-	-	3,534	-	3,534	903
Homeless Outreach	589	-	-	-	-	589	1,050	-	-	-	-	1,050	461
Community Outreach	2,393	-	-	-	-	2,393	2,854	-	-	-	-	2,854	461
Long Beach Transit	-	-	-	-	121,116	121,116	-	-	-	-	112,364	112,364	(8,752)
Hillcrest Monterey	-	-	-	-	-	-	-	-	-	-	12,636	12,636	12,636
Other Contract Services	-	-	-	-	47,150	47,150	-	-	-	51,248	-	51,248	4,098
City of Long Beach	-	-	-	-	53,820	53,820	-	-	-	132,741	-	132,741	78,921
Contract Equip, Parts, Maint, Fuel	-	-	-	-	21,407	21,407	-	-	-	8,293	-	8,293	(13,114)
Professional Development	-	-	166	-	-	166	-	1,789	-	-	-	1,789	1,622
PBID General Benefit 1%	-	-	-	-	-	-	-	-	-	14,460	-	14,460	14,460
PBID Engineer's Adjustment	-	-	-	-	-	-	-	-	-	6,048	-	6,048	6,048
Operations Personnel	131,850	-	-	-	-	131,850	113,613	-	-	-	-	113,613	(18,237)
Total Operations	1,079,421	6,775	166	-	245,523	1,331,885	1,149,405	6,277	-	353,345	1,599,028	177,143	
Total Expenses	1,773,897	469,622	238,088	31,545	245,523	2,758,676	1,836,382	552,397	290,929	17,630	402,708	3,100,027	341,351
Net Operating Income(Loss)	258,782	72,506	(46,240)	17,884	175,946	478,880	74,793	(17,439)	(40,763)	12,402	571	29,564	449,317

DOWNTOWN LONG BEACH ALLIANCE
June 31, 2020

	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
Revenues													
PBID net of delinquency	2,660,340					2,660,340	2,174,589					2,174,589	(485,751)
DPIA		669,828	-			669,828		655,010	-			655,010	(14,818)
Parking Meter			475,000			475,000			262,834			262,834	(212,166)
Sponsors & Ticket Sales				151,972		151,972				95,443		95,443	(56,529)
Grants & Contract Services					521,430	521,430				565,852		565,852	44,422
Deferred Revenue Recognized	662,295					662,295	766,471					766,471	104,176
Deferred to 19-20	(685,476)					(685,476)	(525,534)					(525,534)	159,942
Total Revenue	2,637,159	669,828	475,000	151,972	521,430	4,455,389	2,415,526	655,010	262,834	95,443	565,852	3,994,665	(460,724)
Expenses													
Administration													
Rent	174,000		-			174,000	205,790		-			205,790	31,790
Telephone	18,000		-			18,000	20,054		-			20,054	2,054
Computers	17,000		-			17,000	(1,771)		-			(1,771)	(18,771)
Office Equipment Lease	10,500		-			10,500	11,539		-			11,539	1,039
Office Supplies	14,400		-			14,400	12,034		-			12,034	(2,366)
Postage	4,000		-			4,000	1,139		-			1,139	(2,861)
General Insurance		12,950	-			12,950		20,244	-			20,244	7,294
Professional Services		76,000	-			76,000		53,294	-			53,294	(22,706)
Utilities	2,548	962	-			3,510	2,048	766	-			2,814	(696)
Depreciation			-				42,291		-			42,291	42,291
Taxes	3,000		-			3,000	2,997		-			2,997	(3)
Office Maintenance & Repairs		16,000	-			16,000		12,336	-			12,336	(3,664)
Employee Recruitment	3,500		-			3,500	(948)		-			(948)	(4,448)
Admin Services	374	583	-			957	375	585	-			960	3
Outside Support			-						-				-
CCMerchant Fees & Interest	350		-			350	348		-			348	(2)
Professional Development			-				(420)		-			(420)	(420)
Board Contingency	9,000		-			9,000	7,872		-			7,872	(1,128)
Dues & Subscriptions	3,400		-			3,400	(378)		-			(378)	(3,778)
Board, EC and TF Meetings	4,000		-			4,000	(3,652)		-			(3,652)	(7,652)
PBID General Benefit 1%		2,428	-			2,428		3,640	-			3,640	1,212
PBID Engineer's Adjustment		890	-			890		1,334	-			1,334	444
Personnel Expense		318,649	-			318,649		297,501	-			297,501	(21,148)
Total Admin Expenses	264,072	428,452	-	-	-	692,524	299,316	389,700	-	-	-	689,016	(3,506)
Research, Dev. & Advocacy													
Research & Data Analytics		52,000				52,000		85,384				85,384	33,384
Conferences, Travel and Education		20,836				20,836		(15,880)				(15,880)	(36,716)
Civic Events & Engagement	17,979					17,979	21,776					21,776	3,797
Strategic Plan & PBID Renewal Planning	18,429	7,000			15,821	41,250	18,429	7,000			15,821	41,250	-
PBID General Benefit 1%		248				248		269				269	21
PBID Engineer's Adjustment		136				136		147				147	11
Total Research, Dev. & Advocacy	36,408	80,220	-	-	15,821	132,449	40,205	76,920	-	-	15,821	132,946	497
Public Realm													
PBID Special Projects			6,185			6,185			15,620			15,620	9,435
Street & Landscape			102,616		10,000	112,616			80,080		10,000	90,080	(22,536)
Professional Development			2,500			2,500			2,666			2,666	166
PBID General Benefit 1%			1,420			1,420			2,128			2,128	708
PBID Engineer's Adjustment			49			49			73			73	24
Public Realm Personnel	13,523	40,190	124,730			178,443	9,799	31,195	98,986			139,980	(38,463)
Total Public Realm	13,523	40,190	237,500	-	10,000	301,213	9,799	31,195	199,553	-	10,000	250,547	(50,666)

DOWNTOWN LONG BEACH ALLIANCE
June 31, 2020

	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
Economic Development													
Comm. Engage. & Bus. Outreach	20,000			-	-	20,000	18,985			-	-	18,985	(1,015)
Bus Recruit, Retention and Expansion	45,505	3,169				48,674	55,231	4,157				59,388	10,714
Small Business Grants					30,000	30,000				42,500		42,500	12,500
Economic Profile & Snapshot Rpts.	13,500					13,500	20,250					20,250	6,750
Professional Development	2,500					2,500	2,496					2,496	(4)
PBID General Benefit 1%		2,916				2,916		4,374				4,374	1,458
PBID Engineer's Adjustment		665				665		990				990	325
Personnel Expenses	203,935					203,935	185,999					185,999	(17,936)
Total Economic Dev.	285,440	6,750	-	-	30,000	322,190	282,961	9,521	-	-	42,500	334,982	12,792
Marketing													
Advertising/Promotions		34,255				34,255		36,474				36,474	2,219
Stakeholder Outreach/Public Relations			30,000			30,000			26,950			26,950	(3,050)
Annual Report/Publications			10,900			10,900			11,736			11,736	836
Website Development		6,219	1,320			7,539		3,562	1,526			5,088	(2,451)
Professional Development		2,500				2,500		2,151				2,151	(349)
PBID General Benefit 1%		1,000				1,000		1,494				1,494	494
PBID Engineer's Adjustment		632				632		954				954	322
Marketing		-				-		4,484				4,484	4,484
Marketing Personnel	185,411	5,778				191,189	157,867	6,576				164,443	(26,744)
Total Marketing	185,411	50,384	42,220	-	-	278,015	157,867	55,697	40,212	-	-	253,776	(24,239)
Special Events													
Live After 5			44,000	1,000		45,000			22,018	1,000		23,018	(21,982)
Unfiltered Photo Contest													
Celebrate Downtown			15,000	2,000		17,000			36,140	4,929		41,069	
Pow Wow 2020 Closing Party				32,500		32,500							
Taste of Downtown Series			34,114	72,000		106,114							
East Village Events													
Summer & Music Series			48,000	22,000		70,000			3,670	1,729		5,399	
New Year's Eve Waterfront			38,000	18,000		56,000			42,983	21,171		64,154	
Shop Small Saturday		6,500	1,000	4,472		11,972		9,500	1,408	6,686		17,594	
Promenade Ent													
Event Supplies & Misc.		603	2,000			2,603		484	2,000			2,484	(119)
PBID General Benefit 1%		2,303				2,303		3,456				3,456	
PBID Engineer's Adjustment		632				632		954				954	
Professional Development		2,500				2,500		2,274				2,274	(226)
Special Events Personnel	172,911	43,350	13,166			229,427	143,555	34,453	13,399			191,407	(38,020)
Total Special Events	175,411	53,388	195,280	151,972	-	576,651	145,829	48,847	121,618	35,515	-	351,809	(60,347)
Operations													
Clean Team Management	80,340					80,340	79,756					79,756	
Clean Team Personnel	396,510					396,510	327,019					327,019	(69,491)
Clean Team Supplies	13,770			1,230		15,000		2,328				2,328	(12,672)
Clean Team Equip. Insurance	3,996					3,996		3,396				3,396	(600)
Clean Team Fuel	1,460	6,355		1,785		9,600	1,314	5,782			1,664	8,760	(840)
Clean Team Equip & Maint.	4,980					4,980	8,598					8,598	3,618
Clean Team Lease													
Clean Team Maintenance	9,996					9,996	8,274					8,274	
Pressure Washing	309,996					309,996	275,670					275,670	(34,326)
Safe Team Management	80,340					80,340	81,480					81,480	1,140
Safe Team Personnel	630,330					630,330	544,151					544,151	(86,179)
Safe Team Supplies				12,000		12,000				12,618		12,618	618
Safe Team Equipment Insurance				3,996		3,996				8,856		8,856	
Safe Team Equipment				4,992		4,992				4,572		4,572	
Homeless Outreach				2,100		2,100				1,050		1,050	
Community Outreach	3,000					3,000	3,403					3,403	403
Long Beach Transit					152,003	152,003					146,879	146,879	
Hilcrest Monterey					12,639	12,639					18,957	18,957	
Other Contract Services					65,780	65,780					69,602	69,602	
City of Long Beach					154,246	154,246					188,356	188,356	
Contract Equip, Parts, Maint, Fuel					12,400	12,400					10,390	10,390	(2,010)
Professional Development		2,500				2,500		2,330				2,330	(170)
PBID General Benefit 1%					14,464	14,464				21,690		21,690	7,226
PBID Engineer's Adjustment					6,042	6,042				9,072		9,072	
Operations Personnel	165,697					165,697	144,378					144,378	(21,319)
Total Operations	1,700,415	8,855	-	-	443,677	2,152,947	1,479,769	8,112	-	-	493,706	1,981,587	(214,602)
Total Expenses	2,660,680	668,239	475,000	151,972	499,496	4,455,389	2,415,748	619,992	361,383	35,515	562,027	3,994,665	(340,071)
Net Operating Income(Loss)	(23,521)	1,589	-	-	21,932	-	(222)	35,018	(98,549)	59,928	3,825	(0)	(0)

DLBA
Detail of Deferred Revenue
As of June 30, 2020

	15/16 Balance	16/17 Balance	17/18 Balance	18/19 Balance	Total	19-20 YTD Additions	19-20 YTD Reductions	Reallocation	6/30/2020
Reserve									
3-mos. reserve for PBID 19-20				662,295	662,295		(662,295)		0
3-mos. reserve for PBID 20-21					0	377,013			377,013
Deferred PBID (2)			19,917	217,426	237,343	10,000	(17,000)		230,343
DPIA Reserve	149,073	24,342	5,116		178,531	10,000	(17,000)	3,421	174,952
City Funds - Parking Meter			239,854		239,854				239,854
	149,073	24,342	264,887	879,721	1,318,023	397,013	(696,295)	3,421	1,022,162
Admin									
Deferred Depreciation Prior Years'		59,170			59,170		(38,835)		20,335
Deferred Depreciation 18-19				6,408	6,408		(2,403)		4,005
New Server			4,873		4,873				4,873
DDC Loan (1)				45,000	45,000		(20,000)		25,000
Personnel			-4,394		-4,394			4,394	0
	0	59,170	479	51,408	111,057	0	(61,238)	4,394	54,213
Marketing & Communications									
Downtown Map			1,000		1,000				1,000
Window Clings			4,400		4,400				4,400
3rd Street & Broadway			200		200				200
	0	0	5,600		5,600	0	0		5,600
Special Events									
Event T-shirts			521		521				521
Sponsorship Deck Update/Template Creation			1,500		1,500				1,500
Live After 5				-1,723	-1,723				(1,723)
	0	0	2,021	-1,723	298	0	0		298
Operations									
Operations Print Material	367				367				367
DLBA Public Safety Working Groups	612				612				612
Clean & Safe					0		(690)		(690)
	979	0	0	0	979	0	(690)		289
Economic Development									
Personnel		2,549		0	2,549	0	0	(2,549)	0
Public Realm									
Mural Project	16,904				16,904		(600)		16,304
Pedestrian Wayfinding Signs	15,975	92,784			108,759		(26,370)		82,390
Open Streets Initiative		5,033			5,033		(225)		4,808
Personnel		5,266			5,266			(5,266)	0
	32,879	103,083	0	0	135,962	0	(27,195)	(5,266)	103,502
Total Deferred Revenue	\$ 182,931	\$ 189,144	\$ 272,987	\$ 929,406	\$ 1,574,468	\$ 397,013	(\$785,418)	\$0	1,186,064

- (1) To be reallocated when repaid
(2) 18-19 addition represents excess revenue to be carried over to fiscal 19-20

Downtown Long Beach Alliance
A/R Aging Detail
As of June 30, 2020

Date	Transaction Type	Num	Customer	Due Date	Memo/Description	Amount	Open Balance
91 or more days past due							
06/10/2019	Invoice	DLBA2172	James Republic2	07/10/2019	Taste of Downtown	86.40	86.40
07/09/2019	Invoice	DLBA2181	R Bar 1	08/08/2019	Taste of Downtown	128.40	128.40
07/26/2019	Invoice	DLBA2195	The Pie Bar1	08/25/2019	Pow Wow Closing Party Vendor Fee	500.00	500.00
08/26/2019	Invoice	DLBA2219	Way.com	09/25/2019	Taste of Downtown	300.00	300.00
09/05/2019	Invoice	DLBA2222	Kaleo Marketing	10/05/2019	Buskerfest - Vendor Activation	250.00	250.00
09/24/2019	Invoice	DLBA2238	Movita Juice Bar1	10/24/2019	Taste of Downtown	96.45	96.45
09/25/2019	Invoice	DLBA2228	The Pie Bar1	10/25/2019	Buskerfest	224.00	224.00
09/30/2019	Invoice	DLBA2234	Jatin Laxpati	10/30/2019	Parking Lot Services	864.89	864.89
10/30/2019	Invoice	DLBA2244	Long Beach Downtown Development Corporation (Customer)	11/29/2019	Reimburse Special Events Clean Team Services	90.40	90.40
11/27/2019	Invoice	DLBA2264	7Eleven	12/01/2019	Ambassador Services & Pressure Washing	2,008.16	2,008.16
12/13/2019	Invoice	DLBA2265	Trammel Crow Residential	01/01/2020	Research	5,000.00	5,000.00
12/13/2019	Invoice	DLBA2267	ENSEMBLE REAL ESTATE Investments	01/01/2020	Research	5,000.00	5,000.00
12/18/2019	Invoice	DLBA2272	Gladstone's (LB4FISH,LLC)	01/01/2020	NYE - Support Sponsor	1,000.00	1,000.00
12/10/2019	Invoice	DLBA2262	Mary Frances Torres	01/09/2020	Reimbursements	6,286.00	6,286.00
12/31/2019	Invoice	DLBA2274	Jatin Laxpati	01/30/2020	Parking Lot Services	864.89	864.89
01/07/2020	Invoice	DLBA2278	Action Property Management	02/06/2020	Pressure Washing Services	2,343.00	2,343.00
01/07/2020	Invoice	DLBA2279	Action Property Management	02/06/2020	Pressure Washing Services	2,640.00	2,640.00
02/10/2020	Invoice	DLBA2289	CITY OF LONG BEACH	03/11/2020	Downtown Transit Corridor Maintenance	56,100.00	56,100.00
Total for 91 or more days past due						\$ 85,828.38	\$ 85,828.38
61 - 90 days past due							
03/31/2020	Invoice	DLBA2303	Jatin Laxpati	04/30/2020	Parking Lot Services	864.89	864.89
03/31/2020	Invoice	DLBA2307	CITY OF LONG BEACH	04/30/2020	Downtown Transit Corridor Maintenance	56,100.00	56,100.00
Total for 61 - 90 days past due						\$ 56,964.89	\$ 56,964.89
31 - 60 days past due							
04/01/2020	Invoice	DLBA2302	Midtown Property & Business Owners Association	05/01/2020	Pressure Washing Services	2,940.00	2,940.00
04/30/2020	Invoice	DLBA2311	Midtown Property & Business Owners Association	05/30/2020	Pressure Washing Services	3,368.32	3,368.32
Total for 31 - 60 days past due						\$ 6,308.32	\$ 6,308.32
1 - 30 days past due							
05/01/2020	Invoice	DLBA2314	Blu Community Association	05/31/2020	Pressure Washing Services	720.00	720.00
05/01/2020	Invoice	DLBA2315	Blu Community Association	05/31/2020	Pressure Washing Services	720.00	720.00
Total for 1 - 30 days past due						\$ 1,440.00	\$ 1,440.00
TOTAL						\$ 150,541.59	\$ 150,541.59

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Downtown Long Beach Alliance As of June 30, 2020

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
	Journal Entry	KRS2012-47	California Allowance	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	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 Allowance	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 Allowance	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	
9/30/2019	Journal Entry	DV2019	USPS	9/30/2019	to write off direct bill not expected to be paid		-4,876.80
9/30/2019	Journal Entry	DV2019	State of California	9/30/2019	to write off direct bill not expected to be paid		-18,177.62
9/30/2019	Journal Entry	DV2019	US Government	9/30/2019	to write off direct bill not expected to be paid		-30,541.26
2/15/2019	Invoice	DLBA2100	USPS	3/17/2019	PBID	4,876.80	
2/15/2019	Invoice	DLBA2098	State of California	3/17/2019	PBID	18,177.62	
2/15/2019	Invoice	DLBA2101	US Government	3/17/2019	PBID	30,541.26	
						\$ 612,428.74	-\$ 612,428.74

Downtown Long Beach Alliance
A/R Aging Detail
As of July 16, 2020

	Date	Transaction Type	Num	Customer	Due Date	Memo/Description	Amount	Open Balance
91 or more days past due								
	06/10/2019	Invoice	DLBA2172	James Republic2	07/10/2019	Taste of Downtown	86.40	86.40
	07/09/2019	Invoice	DLBA2181	R Bar 1	08/08/2019	Taste of Downtown	128.40	128.40
	07/26/2019	Invoice	DLBA2195	The Pie Bar1	08/25/2019	Pow Wow Closing Party Vendor Fee	500.00	500.00
	08/26/2019	Invoice	DLBA2219	Way.com	09/25/2019	Taste of Downtown	300.00	300.00
	09/05/2019	Invoice	DLBA2222	Kaleo Marketing	10/05/2019	Buskerfest - Vendor Activation	250.00	250.00
	09/24/2019	Invoice	DLBA2238	Movita Juice Bar1	10/24/2019	Taste of Downtown	96.45	96.45
	09/30/2019	Invoice	DLBA2234	Jatin Laxpati Long Beach Downtown Development Corporation (Customer)	10/30/2019	Parking Lot Services	864.89	864.89
	10/30/2019	Invoice	DLBA2244	Corporation (Customer)	11/29/2019	Reimburse Special Events Clean Team Services	90.40	90.40
	11/18/2019	Invoice	DLBA2254	Placemaking	12/01/2019	Pressure Washing Services	2,045.79	2,045.79
	11/27/2019	Invoice	DLBA2264	7Eleven	12/01/2019	Ambassador Services & Pressure Washing	2,008.16	2,008.16
	12/13/2019	Invoice	DLBA2265	Trammel Crow Residential	01/01/2020	Research	5,000.00	5,000.00
	12/13/2019	Invoice	DLBA2267	ENSEMBLE REAL ESTATE Investments	01/01/2020	Research	5,000.00	5,000.00
	12/18/2019	Invoice	DLBA2272	Gladstone's (LB4FISH,LLC)	01/01/2020	NYE - Support Sponsor	1,000.00	1,000.00
	12/10/2019	Invoice	DLBA2262	Mary Frances Torres	01/09/2020	Reimbursements	6,286.00	6,286.00
	12/31/2019	Invoice	DLBA2274	Jatin Laxpati	01/30/2020	Parking Lot Services	864.89	864.89
	01/07/2020	Invoice	DLBA2278	Action Property Management	02/06/2020	Pressure Washing Services	2,343.00	2,343.00
	01/07/2020	Invoice	DLBA2279	Action Property Management	02/06/2020	Pressure Washing Services	2,640.00	2,640.00
	02/10/2020	Invoice	DLBA2289	CITY OF LONG BEACH	03/11/2020	Downtown Transit Corridor Maintenance	56,100.00	56,100.00
Total for 91 or more days past due							\$ 85,828.38	\$ 85,828.38
61 - 90 days past due								
	03/31/2020	Invoice	DLBA2303	Jatin Laxpati	04/30/2020	Parking Lot Services	864.89	864.89
	03/31/2020	Invoice	DLBA2307	CITY OF LONG BEACH Midtown Property & Business Owners Association	04/30/2020	Downtown Transit Corridor Maintenance	56,100.00	56,100.00
	04/01/2020	Invoice	DLBA2302	Association	05/01/2020	Pressure Washing Services	2,940.00	2,940.00
Total for 61 - 90 days past due							\$ 59,904.89	\$ 59,904.89
31 - 60 days past due								
	04/30/2020	Invoice	DLBA2311	Midtown Property & Business Owners Association	05/30/2020	Pressure Washing Services	3,368.32	3,368.32
	05/01/2020	Invoice	DLBA2314	Blu Community Association	05/31/2020	Pressure Washing Services	720.00	720.00
	05/01/2020	Invoice	DLBA2315	Blu Community Association	05/31/2020	Pressure Washing Services	720.00	720.00
Total for 31 - 60 days past due							\$ 4,808.32	\$ 4,808.32
1 - 30 days past due								
	06/01/2020	Invoice	DLBA2322	Zaferia Business Association	07/01/2020	Sweeper & Pressure Washing Services	3,047.08	3,047.08
	06/11/2020	Invoice	DLBA2326	Waterford Property Company	07/01/2020	Storefront Recovery Grant	20,000.00	20,000.00
	07/01/2020	Invoice	DLBA2333	INC	07/01/2020	Trash Room Services	1,110.00	1,110.00
Total for 1 - 30 days past due							\$ 24,157.08	\$ 24,157.08
TOTAL							\$ 174,698.67	\$ 174,698.67

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