

DRAFT

Downtown Long Beach Alliance
As of March 31, 2019
(Fiscal Year Ending September 30, 2019)
Financial Summary
Revised as of April 25, 2019

OVERVIEW

Year-to-Date	Actual	Budget	Variance
Revenue	2,120,472	2,174,331	(53,859)
Expenses	1,898,781	2,146,691	247,911
Net	221,692	27,640	194,052

Only variances more than 10% are detailed below.

REVENUE

Parking Meter Revenue is less than budget by \$49,000 or 17% based on actual collections through January and lower projected revenue for February & March.

Special Events Revenue is more than budget by \$5,000 or 28% due to receipt of sponsorship payments earlier than budgeted for.

Miscellaneous & Contract Services Revenue is less than budget by \$31,000 or 16% primarily due to lower than budgeted Contract Clean Team services.

EXPENSES:

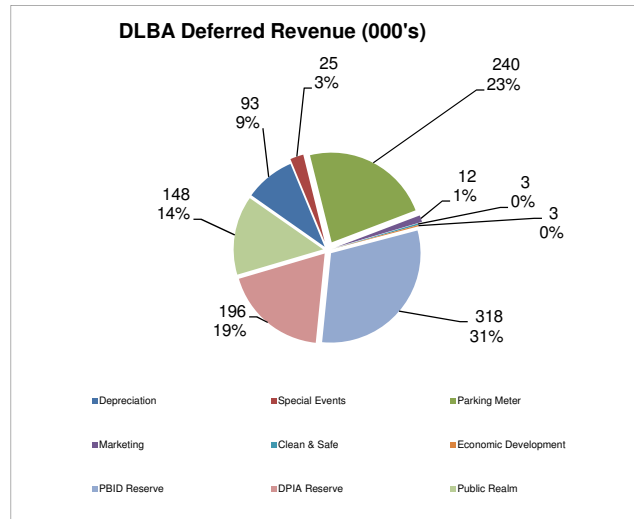
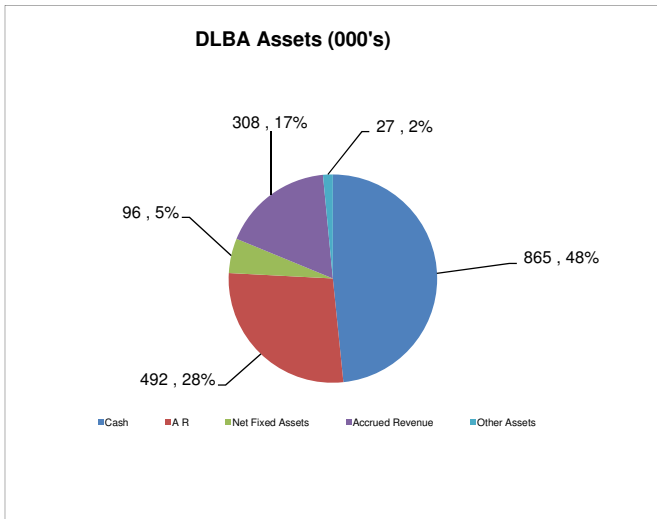
Advocacy Expenses are more than budget by \$27,000 or 45% due to higher than budgeted subscription/survey fees and travel, education and entertainment expenses.

Economic Development Expenses are less than budget by \$65,000 or 41% primarily due to lower than budgeted expenses for Business Recruitment & Development (\$23,000), Small Business Grants (\$15,000), and Personnel (\$22,000).

Marketing Expenses are less than budget by \$60,000 or 36% due to the timing of payments versus flat line budgeted expenditures and lower personnel costs (\$18,000).

Special Events Expenses are less than budget by \$27,000 or 14% primarily due to lower personnel costs (\$17,000).

Operations Expenses are less than budget by \$96,000 or 10% primarily due to lower expenses associated with Clean Team personnel (\$39,000), Downtown Guides personnel (\$13,000), Contract Work (\$20,000) and Personnel (\$20,000).



**Downtown Long Beach Alliance
Balance Sheet
3/31/2019**

Assets

Current Assets

Cash	865,350
Accounts Receivable	491,612
Accrued Revenues	307,900
Prepaid Expenses	10,799
Total Current Assets	1,675,661

Fixed Assets

Furniture & Equipment	413,783
Accumulated Depreciation	(317,315)
Total Fixed Assets	96,467

Other Assets

Deposits	16,434
Software License	13,270
Accumulated Amortization	(13,222)
Total Other Assets	16,482

Total Assets

1,788,611

Liabilities & Fund Balances

Current Liabilities

Accounts Payable	14,921
Accrued Wages & Other Expenses	152,600
Unearned Revenue	362,650
Deferred Revenue	1,037,561
Total Current Liabilities	1,567,732

Long Term Liabilities

Net Income (Loss)	-
	220,877

Total Liabilities & Fund Balances

1,788,611

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT - In thousands
3/31/2019

	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)	857					857	857					857	-
DPIA	7	337				344	6	316				323	22
Parking Meter Revenue			238			238			288			288	(49)
Special Events	-			24		24	-			18		18	5
Misc. & Contract Services	-				166	166	-	20		-	177	197	(31)
Deferred Revenue Recognized	713	-	-			713	713	-	-	-	-	713	(0)
Deferred to 18-19	(221)	-		-	-	(221)	(221)	-				(221)	-
Total Revenue	1,356	337	238	24	166	2,120	1,355	337	288	18	177	2,174	(54)
Expenses													
Administrative	122	247	-	-	-	369	144	132	108	-	-	384	15
Advocacy	33	54	-	-	-	87	18	42	-	-	-	60	(27)
Public Realm	6	16	162	-	-	184	7	20	165	-	5	197	13
Economic Dev.	95	-	-	-	-	95	144	-	-	15	-	160	65
Marketing	68	30	8	-	-	107	86	70	10	-	-	166	60
Special Events	64	8	35	58	-	164	86	20	71	15		191	27
Operations	747	-	-	-	146	892	820	-	1	-	167	988	96
Total Expenses	1,135	355	205	58	146	1,899	1,306	284	355	30	172	2,147	248
Net Operating Income(Loss)	221	(18)	33	(34)	20	222	50	53	(68)	(12)	5	28	194

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT - In thousands
3/31/2019

	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	90
PBID Deferred 16-17	(662)	-				(662)	-
Total Revenue	2,582	633	370	116	375	4,075	295
Expenses							
Administrative	259	405	-	-	-	664	67
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		519	
Operations	1,540	-	-	-	334	1,874	103
Total Expenses	2,582	633	370	116	375	4,075	295
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	728					728	90
PBID Deferred 16-17	(662)	-				(662)	-
Total Revenue	2,672	633	575	116	375	4,371	295
Expenses							
Administrative	326	405	-	-	-	731	67
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	188	116	-	519	
Operations	1,640	-	3	-	334	1,977	103
Total Expenses	2,650	633	598	116	375	4,370	295
Net Operating Income(Loss)	23	-	(23)	-	-	0	0

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
3/31/2019

	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	856,809	-	-	-	-	856,809	856,809	-	-	-	-	856,809	-
DPIA	6,885	337,360	-	-	-	344,245	6,452	316,168	-	-	-	322,620	21,625
Parking Meter Revenue	-	-	238,114	-	-	238,114	-	-	287,502	-	-	287,502	(49,388)
Special Events	-	-	-	23,651	-	23,651	-	-	-	18,224	-	18,224	5,427
Misc. & Contract Services	-	-	-	-	165,658	165,658	-	20,496	-	-	176,634	197,130	(31,472)
Deferred Revenue Recognized	712,760	-	-	-	-	712,760	712,810	-	-	-	-	712,810	(50)
Deferred to 19-20	(220,764)	-	-	-	-	(220,764)	(220,764)	-	-	-	-	(220,764)	-
Total Revenue	1,355,690	337,360	238,114	23,651	165,658	2,120,472	1,355,307	336,664	287,502	18,224	176,634	2,174,331	(53,859)
Expenses													
Administration													
Rent	-	77,638	-	-	-	77,638	-	85,002	-	-	-	85,002	7,364
Telephone	8,928	-	-	-	-	8,928	9,498	-	-	-	-	9,498	570
Computers	-	23,530	-	-	-	23,530	-	23,110	-	-	-	23,110	(421)
Office Equipment Lease	6,010	-	-	-	-	6,010	4,998	-	-	-	-	4,998	(1,012)
Office Supplies	7,094	-	-	-	-	7,094	6,000	-	-	-	-	6,000	(1,094)
Postage	2,373	-	-	-	-	2,373	1,998	-	-	-	-	1,998	(375)
General Insurance	6,155	-	-	-	-	6,155	7,998	-	-	-	-	7,998	1,843
Professional Services	-	53,827	-	-	-	53,827	-	37,998	-	-	-	37,998	(15,829)
Utilities	1,573	-	-	-	-	1,573	2,250	-	-	-	-	2,250	677
Depreciation	-	26,556	-	-	-	26,556	-	27,882	-	-	-	27,882	1,326
Taxes	1,962	-	-	-	-	1,962	1,500	-	-	-	-	1,500	(462)
Employee Recruitment	-	2,220	-	-	-	2,220	2,250	-	-	-	-	2,250	30
Outside Support	-	-	-	-	-	-	-	-	-	-	-	-	-
CCMerchant Fees & Interest	190	-	-	-	-	190	174	-	-	-	-	174	(16)
Office Maintenance & Repairs	21,019	-	-	-	-	21,019	18,025	-	-	-	-	18,025	(2,994)
Professional Development	-	-	-	-	-	-	-	-	-	-	-	-	-
Board Contingency	955	-	-	-	-	955	4,998	-	-	-	-	4,998	4,043
Dues & Subscriptions	2,126	-	-	-	-	2,126	1,500	-	-	-	-	1,500	(626)
Board, EC and TF Meetings	3,995	-	-	-	-	3,995	1,998	-	-	-	-	1,998	(1,997)
Admin Services	-	160	-	-	-	160	-	-	-	-	-	-	(160)
Personnel Expense	59,725	63,077	-	-	-	122,802	80,607	66,057	-	-	-	146,664	23,862
Total Admin Expenses	122,105	247,007	-	-	-	369,112	143,794	131,937	108,112	-	-	383,843	14,731
Advocacy													
Conferences, Travel, Education, Studies	-	23,498	-	-	-	23,498	-	18,498	-	-	-	18,498	(5,000)
Civic Events	-	14,817	-	-	-	14,817	-	15,150	-	-	-	15,150	333
Studies/Research/Development	32,895	15,831	-	-	-	48,726	17,729	8,533	-	-	-	26,262	(22,464)
Total Advocacy	32,895	54,146	-	-	-	87,040	17,729	42,181	-	-	-	59,910	(27,130)
Public Realm													
Public Realm Projects	-	-	113,845	-	-	113,845	-	105,536	-	-	-	105,536	(8,309)
Community Grants	-	-	-	-	-	-	-	-	-	4,998	4,998	4,998	4,998
Professional Development	-	-	-	-	-	-	-	1,248	-	-	-	1,248	1,248
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Public Realm Personnel	5,996	16,141	48,408	-	-	70,545	7,272	19,575	58,707	-	-	85,554	15,009
Total Public Realm	5,996	16,141	162,253	-	-	184,390	7,272	19,575	165,491	-	4,998	197,336	12,946

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
3/31/2019

	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	5,225	-	-	-	-	5,225	5,022	-	-	-	-	5,022	(203)
Special Projects	-	-	-	-	-	-	4,998	-	-	-	-	4,998	4,998
Bus Retention and Expansion	-	-	-	-	-	-	-	-	-	-	-	-	-
Bus Recruitment & Development	7,570	-	-	-	-	7,570	30,546	-	-	-	-	30,546	22,976
Small Business Grants	-	-	-	-	-	-	-	-	-	15,498	-	15,498	15,498
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Personnel Expenses	82,314	-	-	-	-	82,314	103,884	-	-	-	-	103,884	21,570
Total Economic Dev.	95,110	-	-	-	-	95,110	144,450	-	-	15,498	-	159,948	64,838
Marketing													
Advertising/Promotions	59	5,258	2,750	-	-	8,067	161	14,343	7,498	-	-	22,002	13,935
Stakeholder Outreach/Public Relations	12,540	2,013	1,119	-	-	15,672	-	4,502	2,500	-	-	7,002	(8,670)
Annual Report	-	6,874	-	-	-	6,874	-	3,000	-	-	-	3,000	(3,874)
Website Development	-	3,338	-	-	-	3,338	-	7,374	-	-	-	7,374	4,036
Professional Development	-	1,405	-	-	-	1,405	-	1,248	-	-	-	1,248	(157)
Marketing	-	-	3,976	-	-	3,976	-	40,008	-	-	-	40,008	36,032
Marketing Personnel	55,790	11,427	-	-	-	67,216	85,554	-	-	-	-	85,554	18,338
Total Marketing	68,388	30,315	7,844	-	-	106,547	85,715	70,475	9,999	-	-	166,188	59,641
Special Events													
Special Events	1,295	2,105	35,200	57,502	-	96,102	937	19,639	66,776	14,502	-	101,854	5,752
Event Supplies & Misc.	-	-	-	-	-	-	-	-	2,502	-	-	2,502	2,502
Professional Development	-	-	-	-	-	-	-	-	1,248	-	-	1,248	1,248
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Special Events Personnel	62,337	5,780	-	-	-	68,117	85,554	-	-	-	-	85,554	17,437
Total Special Events	63,631	7,885	35,200	57,502	-	164,219	86,491	19,639	70,526	14,502	-	191,158	26,939
Operations													
Clean Team Personnel	153,361	-	-	-	9,443	162,803	190,405	-	-	-	11,723	202,128	39,325
Clean Team Supplies	7,316	-	-	-	-	7,316	402	-	-	-	-	402	(6,914)
Clean Team Equip. Insurance	1,889	-	-	-	-	1,889	4,998	-	-	-	-	4,998	3,109
Clean Team Fuel	4,912	-	-	-	-	4,912	1,152	-	-	-	-	1,152	(3,760)
Clean Team Equip Leases/Maint.	5,305	-	-	-	-	5,305	13,374	-	-	-	-	13,374	8,069
Pressure Washing	155,445	-	-	-	-	155,445	156,000	-	-	-	-	156,000	555
Contract Work	139	-	-	-	130,628	130,767	-	-	-	150,420	-	150,420	19,653
Downtown Guides Personnel	327,960	-	-	-	3,346	331,306	341,456	-	-	-	3,484	344,940	13,634
Downtown Guides Equip Lease/Supp	6,780	-	-	-	-	6,780	8,550	-	-	-	-	8,550	1,770
Community Outreach Manager	-	-	-	-	2,088	2,088	-	-	-	1,212	-	1,212	(876)
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Development	-	-	-	-	-	-	-	1,248	-	-	-	1,248	1,248
Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Operations Personnel	83,752	-	-	-	-	83,752	103,884	-	-	-	-	103,884	20,132
Total Operations	746,858	-	-	-	145,504	892,363	820,221	-	1,248	-	166,839	988,308	95,945
Total Expenses	1,134,983	355,494	205,297	57,502	145,504	1,898,781	1,305,671	283,807	355,375	30,000	171,837	2,146,691	247,910
Net Operating Income(Loss)	220,706	(18,134)	32,816	(33,851)	20,153	221,691	49,636	52,857	(67,873)	(11,776)	4,797	27,640	194,051

DOWNTOWN LONG BEACH ALLIANCE
FINANCIAL STATEMENT
03/31/19

	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	
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	727,878					727,878	89,829
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	2,671,689	633,354	575,000	115,500	374,711	4,370,254	294,829
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
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	405,122	-	-	-	731,008	66,841
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
03/31/19

	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		
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						-			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	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
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	187,500	115,500	-	518,826	2,500	
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	633,354	597,988	115,500	374,711	4,370,254	294,829	
Net Operating Income(Loss)	-	-	-	-	-	-	22,988	-	(22,988)	-	-	-	-	

DLBA
Detail of Deferred Revenue
As of March 31, 2019

	15/16 Balance	16/17 Balance	17-18 YTD Additions	18-19 YTD Additions	18-19 YTD Reductions	3/31/2019
Reserve						
3-mos. reserve for PBID 2017-18			638,000		(638,000)	0
3-mos. reserve for PBID 2018-19				220,764		220,764
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	76,866	924,641	220,764	(690,524)	697,820
Admin						
Deferred Depreciation Prior Years'		111,730			(22,338)	89,392
Deferred Depreciation 18-19				9,610	(5,544)	4,066
Strategic Planning	15,639				(15,639)	0
Program Evaluation Consultant	16,474				(13,383)	3,091
New Computers			9,610		(9,610)	0
New Server			12,000			12,000
Office Maintenance & Repairs			12,781		(12,781)	0
DDC Loan			45,000			45,000
Personnel		4,296			(8,690)	-4,394
	32,113	116,026	79,391	9,610	(87,985)	149,155
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	9,610	(28,936)	12,117
Special Events						
Event T-shirts			681			681
Sponsorship Deck Update/Template Creation			1,500			1,500
Live After 5			22,495			22,495
	0	0	24,676	0	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	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				(10,646)	0
Crosswalks	1,372				(1,372)	0
Sidewalk Graphics	10,000				(8,822)	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			(17,004)	116,034
Tree Planting		5,033				5,033
Personnel		13,167			(5,912)	7,255
	133,198	188,935	1,867	0	(175,729)	148,271
Total Deferred Revenue	\$ 399,615	\$ 433,299	\$ 1,036,175	\$ 230,374	\$ (1,061,902)	\$ 1,037,561

Downtown Long Beach Alliance
A/R Aging Detail
As of March 31, 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
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 Gonzalez, District 1	09/13/2018	Buskerfest 2018 Wristband Sponsor Presenting Partner Sponsor for Bicycle Drive-In 2018	1,250.00	1,250.00
08/14/2018	Invoice	DLBA2037		09/13/2018		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						\$ 76,519.93	\$ 76,519.93
31 - 60 days past due							
12/31/2018	Invoice	DLBA2076	Jatin Laxpati	01/30/2019	Parking Lot Services	864.89	864.89
Total for 31 - 60 days past due						\$ 864.89	\$ 864.89
1 - 30 days past due							
02/06/2019	Invoice	DLBA2092	Long Beach Transit (Customer)	03/01/2019	Restroom Host - January Services	13,438.78	13,438.78
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	03/01/2019	PBID Assessment	1,769.84	1,769.84
02/15/2019	Invoice	DLBA2103	Transportation Authority	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 1 - 30 days past due						\$ 412,428.96	\$ 412,428.96
TOTAL						\$ 489,813.78	\$ 489,813.78

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Downtown Long Beach Alliance
Direct Bills A/R Aging Detail
As of March 31, 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 April 25, 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	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
	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								
	02/06/2019	Invoice	DLBA2092	Long Beach Transit (Customer)	03/01/2019	Restroom Host - January Services	13,438.78	13,438.78
	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	DLBA2103	LA County Metropolitan Transportation Authority	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							\$ 412,428.96	\$ 412,428.96
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							\$ 491,751.50	\$ 491,751.50

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