

**Downtown Long Beach Alliance**  
**As of March 31, 2024**  
**(Fiscal Year Ending September 30, 2024)**  
**Financial Summary**

| <b>Year-to-Date</b> | <b>Actual</b> | <b>Budget</b> | <b>Variance</b> |
|---------------------|---------------|---------------|-----------------|
| <b>Revenue</b>      | 3,214,966     | 2,619,041     | 595,924         |
| <b>Expenses</b>     | 2,947,333     | 2,897,543     | 49,790          |
| <b>Net</b>          | 267,633       | (278,502)     | 546,134         |

**REVENUES:**

**DPBIA:** Revenue totals are under budgeted figures \$151,000 (40%). This is a matter of timing (we have been paid through January) and is expected to correct by the end of the fiscal year. We are trending \$6,000 ahead of where we were this same period last year.

**Parking Meter:** There is no revenue projected or received for this period. Payment for October through December, 2023 was received. We are trending \$9,500 ahead of where we were this same period last year.

**PBID:** Revenue is performing above budgeted figures \$28,000 (14%). We have recognized all deferred revenue at this point. The additional revenue recognized reflects DLBA's direct billing invoices. We are trending \$400,000 ahead of where we were this same period last year.

**Event Revenue:** Revenue is currently above budgeted totals by \$13,500 (268%). This variance is driven by sponsorship of the NYE Fireworks event. We are trending \$2,500 below where we were this same period last year.

**Grant Income:** Revenue is currently above budgeted totals due to timing. This revenue reflects the one-time City of Long Beach's budget allocation to BIDS for enhanced safety and security services. We will receive \$5,000 grant from F&M for Economic Development instead of the budgeted \$30,000. Staff has adjusted programming to address this shortfall. We are trending \$34,000 ahead of where we were this same period last year.

**Contract Services:** Revenue is performing over the budgeted goal by \$27,500 (11%). This variance is driven by the addition of the Midtown contract and increased service levels overall. We are trending \$56,500 ahead of where we were this same period last year.

**Other Misc Income:** Revenue actuals reflect misc. payments, Block By Block rent payments, and interest earned. We are performing over the budgeted total because we were able to recoup funds from a fraudulently cashed check in FY 24 (\$2,000) and received miscellaneous reimbursements.

**Deferred Revenue Recognized:** We have recognized deferred revenue in events (\$251) for 2023 Celebrate Downtown invoices received this fiscal year, \$98,000 from administration for costs associated with the office move, and \$136,500 for the Long Beach Recovery Act grant.

**EXPENSES:**

**Marketing:** Expenses are under budget by 23% (\$48,000). Variance is led by publications (\$1,600 under), advertising/promotions (\$43,000 under), Public Relations (\$7,000 over), Website Development (\$2,500 over), and a salary variance of approximately \$12,000 (under budget). Much of this is related to timing.

**Economic Development:** Expenses are under budget by 26% (\$76,000). Variance is led by Research (\$10,000 under), Business Recruitment and Retention (\$4,000 under), Small Business Grants (\$30,000 under), Business Retention & Expansion (\$4,000 under), Community Engagement & Business Outreach (\$38,000 under), and a salary variance of approximately \$21,000. Staff has cancelled the Pitchfest and WOBA programs (\$25,000) in response to the grant reduction. Remaining expenses will catch up in future periods.

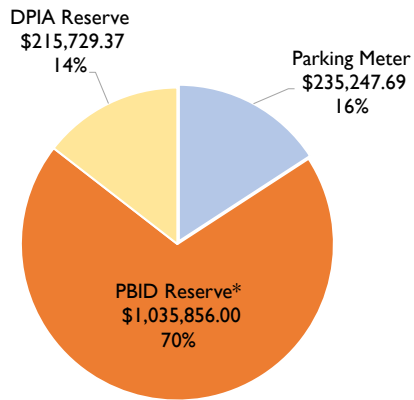
**Special Events:** Expenses are over budget expectations by 31% (\$9,000). This variance is led by ArtWalk (\$28,000 over due to timing), Celebrate Downtown (\$14,000 under due to timing), New Year's Eve (\$17,000 over), Community Space Activations (\$30,000 over), Sponsorships (\$12,000 over), and a personnel variance (\$11,000 under).

**Operations:** Expenses are under budgeted figures by 5% (\$74,000) which is primarily driven by variances in clean team personnel (\$49,000 under), safe team personnel (\$26,000 over), homeless outreach staffing (\$20,000 under), CSI security (\$72,000 over - unbudgeted), and a DLBA personnel variance of \$32,000 (under).

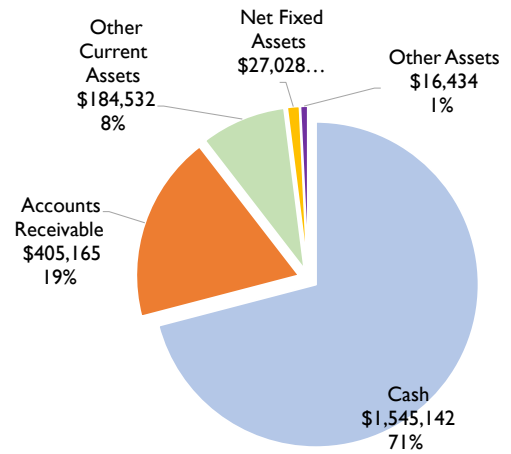
**Advocacy & Development:** Expenses over budget by 12% (\$17,500). This variance is led by Travel/Education/Civic Events (\$12,000 over), a salary variance (\$4,000 over).

**Placemaking:** Expenses are over budget by 20% (\$39,000). This variance is led by Holiday Decor (\$42,000 over), Public Space Activation (\$10,000 over) and a personnel variance (\$11,000 under). These expense overages reflect activation of Lincoln Park funded by the LBRA grant.

**Administrative:** Expenses are over budget by 37% (\$132,000). This variance is led by Rent (\$10,000 over due to timing), Telephone and Data (\$7,000 over), Computers/Subscriptions (\$9,000 over), Office Supplies (\$73,000 over, which includes most of the expenses related to the office move), General Insurance (\$36,000 under), Professional Services (\$25,000 over) Employee Recruitment & Retention (\$7,000 under), Admin services (\$3,000 under), Bad Debt (\$28,000 over which reflects revenue write-offs which will be adjusted to the allowance account in April), and Personnel (\$18,000 over). Many of these items are related to the new space transition (\$97,000) and is offset with deferred revenue. We budgeted for free rent per the lease assuming an October 1 start date - we will actually begin the new lease in January. We've transitioned phones and will see an overall savings in that line by year end.



### DLBA ASSETS



|                           |                      |
|---------------------------|----------------------|
| Parking Meter             | \$ 235,247.69        |
| PBID Reserve*             | \$ 1,035,856.00      |
| DPIA Reserve              | \$ 215,729.37        |
| LBRA                      | \$ -                 |
| Balance less PBID Reserve | <u>\$ 450,977.06</u> |

\* denotes 3-month operating cost.

|                      |                     |
|----------------------|---------------------|
| Cash                 | \$ 1,545,142        |
| Accounts Receivable  | \$ 405,165          |
| Other Current Assets | \$ 184,532          |
| Net Fixed Assets     | \$ 27,028           |
| Other Assets         | \$ 16,434           |
|                      | <u>\$ 2,178,302</u> |

**Downtown Long Beach Alliance**  
**Budget vs. Actuals**  
**October 1, 2023 - March 31, 2024**

|   | March 2024          |                     |                     |             | Total Year To Date (October - March 2024) |                     |                    |             |
|---|---------------------|---------------------|---------------------|-------------|---|---------------------|--------------------|-------------|
|   | Actual              | Budget              | Variance            | % of Budget | Actual                                    | Budget              | Variance           | % of Budget |
| <b>Income</b>                                     |                     |                     |                     |             |   |                     |                    |             |
| 4001 DPIA Funds                                   | \$ 131,612          | \$ 124,813          | \$ 6,800            | 105%        | \$ 223,231                                | \$ 374,438          | \$ (151,207)       | 60%         |
| 4002 City Funds - Parking Meters                  | \$ 61,633           | \$ -                | \$ 61,633           |             | \$ 118,880                                | \$ -                | \$ 118,880         |             |
| 4003 PBID   |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 4003-1 PBID Funds                                 | \$ 667,683          | \$ 994,871          | \$ (327,188)        | 67%         | \$ 1,275,337                              | \$ 994,871          | \$ 280,466         | 128%        |
| 4004 PBID Prior Years                             |                     | \$ -                | \$ -                |             | \$ 991,250                                | \$ 991,250          | \$ -               | 100%        |
| <b>Total 4003 PBID</b>                            | <b>\$ 667,683</b>   | <b>\$ 994,871</b>   | <b>\$ (327,188)</b> | <b>67%</b>  | <b>\$ 2,266,587</b>                       | <b>\$ 1,986,121</b> | <b>\$ 280,466</b>  | <b>114%</b> |
| 4150 Event Revenue                                |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 4150-04 Art Walk                                  |                     |                     | \$ -                |             | \$ 913                                    | \$ -                | \$ 913             |             |
| 4150-13 Taste Downtown                            |                     | \$ -                | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 4150-17 Celebrate Downtown                        |                     | \$ -                | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 4150-23 New Year's Eve                            |                     | \$ -                | \$ -                |             | \$ 17,500                                 | \$ 5,000            | \$ 12,500          | 350%        |
| <b>Total 4150 Event Revenue</b>                   | <b>\$ -</b>         | <b>\$ -</b>         | <b>\$ -</b>         |             | <b>\$ 18,413</b>                          | <b>\$ 5,000</b>     | <b>\$ 13,413</b>   | <b>368%</b> |
| <b>Total 4000 Revenues</b>                        | <b>\$ 860,929</b>   | <b>\$ 1,119,683</b> | <b>\$ (258,755)</b> | <b>77%</b>  | <b>\$ 2,627,110</b>                       | <b>\$ 2,365,558</b> | <b>\$ 261,552</b>  | <b>111%</b> |
| 4500 Grant Income                                 |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 4500-01 Government Grant Revenue                  |                     |                     | \$ -                |             | \$ 59,138                                 | \$ -                | \$ 59,138          |             |
| 4500-03 Corporate Grants                          |                     | \$ -                | \$ -                |             | \$ 5,000                                  | \$ -                | \$ 5,000           |             |
| <b>Total 4500 Grant Income</b>                    | <b>\$ -</b>         | <b>\$ -</b>         | <b>\$ -</b>         |             | <b>\$ 64,138</b>                          | <b>\$ -</b>         | <b>\$ 64,138</b>   |             |
| 4700 Other Income                                 |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 4700-01 Office rent reimbursement                 | \$ 250              |                     | \$ 250              |             | \$ 1,500                                  | \$ -                | \$ 1,500           |             |
| 4700-02 Contract Clean Team Services              | \$ 9,485            |                     | \$ 9,485            |             | \$ 9,485                                  | \$ -                | \$ 9,485           |             |
| 001 Long Beach Transit                            | \$ 22,414           | \$ 22,111           | \$ 303              | 101%        | \$ 130,716                                | \$ 132,666          | \$ (1,950)         | 99%         |
| 002 Hillcrest Monterey                            | \$ 2,271            | \$ 1,224            | \$ 1,047            | 186%        | \$ 16,781                                 | \$ 7,342            | \$ 9,439           | 229%        |
| 004 Midtown                                       | \$ 4,937            |                     | \$ 4,937            |             | \$ 13,473                                 | \$ -                | \$ 13,473          |             |
| 006 300 Alamitos                                  | \$ 968              | \$ 923              | \$ 45               | 105%        | \$ 5,674                                  | \$ 5,538            | \$ 136             | 102%        |
| 007 Blu Community Association                     | \$ 893              | \$ 322              | \$ 571              | 277%        | \$ 3,625                                  | \$ 1,932            | \$ 1,693           | 188%        |
| 008 Zaferia                                       | \$ 8,172            | \$ 4,337            | \$ 3,835            | 188%        | \$ 26,596                                 | \$ 26,022           | \$ 574             | 102%        |
| 4700-02-005 Prop A                                |                     | \$ -                | \$ -                |             | \$ 72,750                                 | \$ 78,000           | \$ (5,250)         | 93%         |
| <b>Total 4700-02 Contract Clean Team Services</b> | <b>\$ 49,140</b>    | <b>\$ 28,917</b>    | <b>\$ 20,223</b>    | <b>170%</b> | <b>\$ 279,099</b>                         | <b>\$ 251,500</b>   | <b>\$ 27,599</b>   | <b>111%</b> |
| 4700-09 Other Misc. Income                        | \$ 577              | \$ 330              | \$ 247              | 175%        | \$ 7,582                                  | \$ 1,983            | \$ 5,599           | 382%        |
| <b>Total 4700 Other Income</b>                    | <b>\$ 49,967</b>    | <b>\$ 29,247</b>    | <b>\$ 20,720</b>    | <b>171%</b> | <b>\$ 288,181</b>                         | <b>\$ 253,483</b>   | <b>\$ 34,698</b>   | <b>114%</b> |
| 4701 Interest Income                              | \$ 66               |                     | \$ 66               |             | \$ 919                                    | \$ -                | \$ 919             |             |
| 4800 Deferred Revenue Recognized                  |                     | \$ -                | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 4804 DRR-Depreciation (2014Computer)              | \$ -                |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 4805 DRR-Events                                   |                     |                     | \$ -                |             | \$ 251                                    | \$ -                | \$ 251             |             |
| 4826 DRR - Admin                                  |                     |                     | \$ -                |             | \$ 97,866                                 | \$ -                | \$ 97,866          |             |
| 4827 DRR - LBRA                                   | \$ 136,500          |                     | \$ 136,500          |             | \$ 136,500                                | \$ -                | \$ 136,500         |             |
| <b>Total 4800 Deferred Revenue Recognized</b>     | <b>\$ 136,500</b>   | <b>\$ -</b>         | <b>\$ 136,500</b>   |             | <b>\$ 234,617</b>                         | <b>\$ -</b>         | <b>\$ 234,617</b>  |             |
| <b>Total Income</b>                               | <b>\$ 1,047,461</b> | <b>\$ 1,148,930</b> | <b>\$ (101,469)</b> | <b>91%</b>  | <b>\$ 3,214,966</b>                       | <b>\$ 2,619,041</b> | <b>\$ 595,924</b>  | <b>123%</b> |
| <b>Expenses</b>                                   |                     |                     |                     |             |   |                     |                    |             |
| 5100 Personnel Expenses                           |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 5100-08 Employee Benefits                         | \$ -                |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| <b>Total 5100 Personnel Expenses</b>              | <b>\$ -</b>         | <b>\$ -</b>         | <b>\$ -</b>         |             | <b>\$ -</b>                               | <b>\$ -</b>         | <b>\$ -</b>        |             |
| 5200 Marketing                                    |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 5201 Publications                                 |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 5201-01 Newsletter                                | \$ 1,350            |                     | \$ 1,350            |             | \$ 2,074                                  | \$ -                | \$ 2,074           |             |
| 5201-02 Annual Report                             |                     | \$ -                | \$ -                |             | \$ 2,269                                  | \$ 6,000            | \$ (3,731)         | 38%         |
| <b>Total 5201 Publications</b>                    | <b>\$ 1,350</b>     | <b>\$ -</b>         | <b>\$ 1,350</b>     |             | <b>\$ 4,342</b>                           | <b>\$ 6,000</b>     | <b>\$ (1,658)</b>  | <b>72%</b>  |
| 5202 Advertising/Promotions                       |                     |                     | \$ -                |             | \$ 8                                      | \$ -                | \$ 8               |             |
| 5202-20 Print Ads/Advertising                     |                     | \$ 1,250            | \$ (1,250)          | 0%          | \$ 4,870                                  | \$ 7,250            | \$ (2,380)         | 67%         |
| 5202-21 Outdoor Advertising                       | \$ 1,958            | \$ 5,500            | \$ (3,542)          | 36%         | \$ 3,624                                  | \$ 26,000           | \$ (22,376)        | 14%         |
| 5202-26 Digital Advertising/Promotions            | \$ 7                | \$ 500              | \$ (494)            | 1%          | \$ 152                                    | \$ 10,200           | \$ (10,048)        | 1%          |
| 5202-27 Service Subscriptions                     | \$ 826              | \$ 2,223            | \$ (1,397)          | 37%         | \$ 4,821                                  | \$ 12,738           | \$ (7,917)         | 38%         |
| 5202-32 Unfiltered                                |                     | \$ -                | \$ -                |             | \$ 2,335                                  | \$ 3,000            | \$ (665)           | 78%         |
| <b>Total 5202 Advertising/Promotions</b>          | <b>\$ 2,791</b>     | <b>\$ 9,473</b>     | <b>\$ (6,682)</b>   | <b>29%</b>  | <b>\$ 15,810</b>                          | <b>\$ 59,188</b>    | <b>\$ (43,378)</b> | <b>27%</b>  |
| 5203 Public Relations                             |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 5203-02 Shop Small                                |                     |                     | \$ -                |             | \$ 100                                    | \$ -                | \$ 100             |             |
| 5203-10 5203-10 Gift Card Giveaway                |                     | \$ -                | \$ -                |             | \$ 11                                     | \$ 2,000            | \$ (1,989)         | 1%          |
| 5203-11 Public Awareness Campaign                 | \$ 3,163            | \$ 6,500            | \$ (3,338)          | 49%         | \$ 22,650                                 | \$ 14,000           | \$ 8,650           | 162%        |
| <b>Total 5203 Public Relations</b>                | <b>\$ 3,163</b>     | <b>\$ 6,500</b>     | <b>\$ (3,338)</b>   | <b>49%</b>  | <b>\$ 22,761</b>                          | <b>\$ 16,000</b>    | <b>\$ 6,761</b>    | <b>142%</b> |
| 5205 Website Development                          | \$ 2,363            |                     | \$ 2,363            |             | \$ 2,425                                  | \$ -                | \$ 2,425           |             |
| 5208 Wages (Marketing)                            | \$ 15,598           | \$ 16,332           | \$ (734)            | 96%         | \$ 97,509                                 | \$ 97,994           | \$ (485)           | 100%        |
| 5209 Payroll Tax (Marketing)                      | \$ 1,049            | \$ 1,126            | \$ (77)             | 93%         | \$ 6,624                                  | \$ 6,757            | \$ (133)           | 98%         |
| 5210 Benefits (Marketing)                         | \$ 1,589            | \$ 2,409            | \$ (820)            | 66%         | \$ 9,052                                  | \$ 14,456           | \$ (5,404)         | 63%         |
| 5214 PBID General Benefit                         |                     | \$ 1,053            | \$ (1,053)          | 0%          | \$ -                                      | \$ 6,318            | \$ (6,318)         | 0%          |
| <b>Total 5200 Marketing</b>                       | <b>\$ 27,902</b>    | <b>\$ 36,893</b>    | <b>\$ (8,991)</b>   | <b>76%</b>  | <b>\$ 158,523</b>                         | <b>\$ 206,713</b>   | <b>\$ (48,190)</b> | <b>77%</b>  |
| 5300 Economic Development                         |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |
| 5301 Research (ED)                                |                     |                     | \$ -                |             | \$ -                                      | \$ -                | \$ -               |             |

|   | March 2024       |                  |                    |             | Total Year To Date (October - March 2024) |                   |                    |             |
|---|------------------|------------------|--------------------|-------------|---|-------------------|--------------------|-------------|
|   | Actual           | Budget           | Variance           | % of Budget | Actual                                    | Budget            | Variance           | % of Budget |
| 5301-01 Research & Data Analytics                   | \$ 9,846         | \$ 1,900         | \$ 7,946           | 518%        | \$ 15,385                                 | \$ 25,400         | \$ (10,015)        | 61%         |
| Total 5301 Research (ED)                            | \$ 9,846         | \$ 1,900         | \$ 7,946           | 518%        | \$ 15,385                                 | \$ 25,400         | \$ (10,015)        | 61%         |
| 5303 Bus. Recruitment & Retention                   |                  |                  | \$ -               |             | \$ 17                                     | \$ -              | \$ 17              |             |
| 5303-01 Strategic Recruitment                       | \$ 363           | \$ 300           | \$ 63              | 121%        | \$ 3,117                                  | \$ 6,800          | \$ (3,683)         | 46%         |
| 5303-03 Advertising                                 | \$ 30            |                  | \$ 30              |             | \$ 646                                    | \$ -              | \$ 646             |             |
| 5303-04 Grand Opening Assistance                    |                  | \$ 356           | \$ (356)           | 0%          | \$ 819                                    | \$ 2,136          | \$ (1,317)         | 38%         |
| Total 5303 Bus. Recruitment & Retention             | \$ 393           | \$ 656           | \$ (263)           | 60%         | \$ 4,598                                  | \$ 8,936          | \$ (4,338)         | 51%         |
| 5303-40 Small Business Grants                       |                  | \$ 10,000        | \$ (10,000)        | 0%          | \$ -                                      | \$ 30,000         | \$ (30,000)        | 0%          |
| 5304 Business Retention & Expansion                 |                  |                  | \$ -               |             | \$ -                                      | \$ -              | \$ -               |             |
| 5304-03 Economic Profile & Snapshot Reports         |                  | \$ -             | \$ -               |             | \$ -                                      | \$ 6,000          | \$ (6,000)         | 0%          |
| 5304-04 Business Development Support                | \$ 150           | \$ 7,840         | \$ (7,690)         | 2%          | \$ 24,405                                 | \$ 22,040         | \$ 2,365           | 111%        |
| Total 5304 Business Retention & Expansion           | \$ 150           | \$ 7,840         | \$ (7,690)         | 2%          | \$ 24,405                                 | \$ 28,040         | \$ (3,635)         | 87%         |
| 5305 Community Engagement & Business Outreach       |                  |                  | \$ -               |             | \$ -                                      | \$ -              | \$ -               |             |
| 5305-02 Business Seminars                           | \$ 630           | \$ 15,500        | \$ (14,870)        | 4%          | \$ 3,354                                  | \$ 35,600         | \$ (32,246)        | 9%          |
| 5305-03 Broker Mixers                               |                  | \$ -             | \$ -               |             | \$ 9,191                                  | \$ 15,200         | \$ (6,009)         | 60%         |
| 5305-04 Conference Attendance                       | \$ 682           | \$ -             | \$ 682             |             | \$ 2,561                                  | \$ 1,500          | \$ 1,061           | 171%        |
| 5305-05 Memberships                                 | \$ 24            | \$ -             | \$ 24              |             | \$ 144                                    | \$ 800            | \$ (656)           | 18%         |
| Total 5305 Community Engagement & Business Outreach | \$ 1,336         | \$ 15,500        | \$ (14,164)        | 9%          | \$ 15,249                                 | \$ 53,100         | \$ (37,851)        | 29%         |
| 5307 Wages (Econ.Dev.)                              | \$ 21,045        | \$ 18,972        | \$ 2,073           | 111%        | \$ 134,911                                | \$ 113,833        | \$ 21,078          | 119%        |
| 5308 Payroll Taxes (Econ.Dev.)                      | \$ 1,574         | \$ 1,345         | \$ 229             | 117%        | \$ 9,936                                  | \$ 8,064          | \$ 1,872           | 123%        |
| 5309 Benefits (Econ.Dev.)                           | \$ 2,383         | \$ 2,563         | \$ (180)           | 93%         | \$ 13,595                                 | \$ 15,378         | \$ (1,783)         | 88%         |
| 5311 PBID General Benefit                           |                  | \$ 1,890         | \$ (1,890)         | 0%          | \$ -                                      | \$ 11,338         | \$ (11,338)        | 0%          |
| <b>Total 5300 Economic Development</b>              | <b>\$ 36,728</b> | <b>\$ 60,666</b> | <b>\$ (23,938)</b> | <b>61%</b>  | <b>\$ 218,080</b>                         | <b>\$ 294,089</b> | <b>\$ (76,009)</b> | <b>74%</b>  |
| 5400 Special Events & Outreach                      |                  |                  | \$ -               |             | \$ -                                      | \$ -              | \$ -               |             |
| 5401 Event Productions                              |                  |                  | \$ -               |             | \$ 31                                     | \$ -              | \$ 31              |             |
| 5401-39 Art Walk Expenses                           |                  | \$ -             | \$ -               |             | \$ 48,365                                 | \$ 20,000         | \$ 28,365          | 242%        |
| 5401-47 Beach Streets                               |                  |                  | \$ -               |             | \$ 103                                    | \$ -              | \$ 103             |             |
| 5401-48 Celebrate Downtown                          | \$ 10,150        | \$ -             | \$ 10,150          |             | \$ 10,504                                 | \$ 25,000         | \$ (14,496)        | 42%         |
| 5401-52 Taste of Downtown                           |                  | \$ -             | \$ -               |             | \$ 965                                    | \$ -              | \$ 965             |             |
| 5401-57 Shop Small Saturday                         |                  |                  | \$ -               |             | \$ 600                                    | \$ -              | \$ 600             |             |
| 5401-62 Community Space Entertainment Activation    | \$ 1,050         | \$ -             | \$ 1,050           |             | \$ 40,832                                 | \$ 10,000         | \$ 30,832          | 408%        |
| 5401-67 New Year's Eve                              |                  | \$ -             | \$ -               |             | \$ 37,609                                 | \$ 20,000         | \$ 17,609          | 188%        |
| 5401-68 Neighborhood Mixers                         |                  |                  | \$ -               |             | \$ 800                                    | \$ -              | \$ 800             |             |
| Total 5401 Event Productions                        | \$ 11,200        | \$ -             | \$ 11,200          |             | \$ 139,810                                | \$ 75,000         | \$ 64,810          | 186%        |
| 5401-69 General Expenses                            |                  | \$ -             | \$ -               |             | \$ 356                                    | \$ 600            | \$ (244)           | 59%         |
| 5402 Event Sponsorships                             |                  |                  | \$ -               |             | \$ 1,000                                  | \$ -              | \$ 1,000           |             |
| 5402-50 Misc. Sponsorships                          | \$ 1,813         |                  | \$ 1,813           |             | \$ 6,438                                  | \$ -              | \$ 6,438           |             |
| 5402-56 LB Pride Celebration                        |                  |                  | \$ -               |             | \$ 1,797                                  | \$ -              | \$ 1,797           |             |
| 5402-89 Event Sponsorship - Agency                  | \$ 2,500         | \$ -             | \$ 2,500           |             | \$ 7,500                                  | \$ 5,000          | \$ 2,500           | 150%        |
| Total 5402 Event Sponsorships                       | \$ 4,313         | \$ -             | \$ 4,313           |             | \$ 16,734                                 | \$ 5,000          | \$ 11,734          | 335%        |
| 5403 Wages (Special Events)                         | \$ 12,178        | \$ 13,729        | \$ (1,551)         | 89%         | \$ 77,010                                 | \$ 82,374         | \$ (5,364)         | 93%         |
| 5404 Payroll Tax (Special Events)                   | \$ 899           | \$ 925           | \$ (26)            | 97%         | \$ 5,678                                  | \$ 5,550          | \$ 128             | 102%        |
| 5405 Benefits (Special Events)                      | \$ 1,362         | \$ 2,249         | \$ (887)           | 61%         | \$ 7,779                                  | \$ 13,494         | \$ (5,715)         | 58%         |
| 5407 PBID General Benefit                           |                  | \$ 1,053         | \$ (1,053)         | 0%          | \$ -                                      | \$ 6,318          | \$ (6,318)         | 0%          |
| 5409 Events Committee Projects                      |                  | \$ -             | \$ -               |             | \$ 203                                    | \$ -              | \$ 203             |             |
| 5410 Community Outreach & Engagement                |                  |                  | \$ -               |             | \$ -                                      | \$ -              | \$ -               |             |
| 5410-01 Community Microgrants                       |                  | \$ -             | \$ -               |             | \$ -                                      | \$ -              | \$ -               |             |
| 5410-02 Community Outreach                          |                  | \$ -             | \$ -               |             | \$ -                                      | \$ -              | \$ -               |             |
| Total 5410 Community Outreach & Engagement          | \$ -             | \$ -             | \$ -               |             | \$ -                                      | \$ -              | \$ -               |             |
| <b>Total 5400 Special Events &amp; Outreach</b>     | <b>\$ 29,952</b> | <b>\$ 17,956</b> | <b>\$ 11,996</b>   | <b>167%</b> | <b>\$ 247,571</b>                         | <b>\$ 188,336</b> | <b>\$ 59,235</b>   | <b>131%</b> |
| 5500 Operations (Clean Team)                        |                  |                  | \$ -               |             | \$ -                                      | \$ -              | \$ -               |             |
| 5501 Clean Team Personnel                           | \$ 46,588        | \$ 52,250        | \$ (5,662)         | 89%         | \$ 269,180                                | \$ 313,500        | \$ (44,320)        | 86%         |
| 5501-01 Clean Team Management                       | \$ 8,082         | \$ 9,132         | \$ (1,050)         | 88%         | \$ 50,181                                 | \$ 54,792         | \$ (4,611)         | 92%         |
| 5502 Clean Team Supplies                            |                  |                  | \$ -               |             | \$ 857                                    | \$ -              | \$ 857             |             |
| 5503 Clean Team Equipment Insurance                 | \$ 415           | \$ 2,081         | \$ (1,666)         | 20%         | \$ 2,490                                  | \$ 12,486         | \$ (9,996)         | 20%         |
| 5504 Clean Team Fuel                                |                  | \$ 500           | \$ (500)           | 0%          | \$ 544                                    | \$ 3,000          | \$ (2,456)         | 18%         |
| 5505 Clean Team Equipment & Maintenance             | \$ 4,842         | \$ 6,350         | \$ (1,508)         | 76%         | \$ 26,110                                 | \$ 38,600         | \$ (12,490)        | 68%         |
| 5506 Clean Team Equip. Maint.                       | \$ 660           |                  | \$ 660             |             | \$ 660                                    | \$ -              | \$ 660             |             |
| 5506-01 Pressure Washing                            | \$ 19,600        | \$ 22,100        | \$ (2,500)         | 89%         | \$ 139,259                                | \$ 132,600        | \$ 6,659           | 105%        |
| 5506-02 Pressure Washing Truck Maintenance          | \$ 1,392         | \$ 4,125         | \$ (2,733)         | 34%         | \$ 8,185                                  | \$ 24,750         | \$ (16,565)        | 33%         |
| 5507 Safe Team                                      | \$ 9,682         |                  | \$ 9,682           |             | \$ 10,635                                 | \$ -              | \$ 10,635          |             |
| 5507-00 Safe Team Management                        |                  | \$ 9,132         | \$ (9,132)         | 0%          | \$ 43,175                                 | \$ 54,792         | \$ (11,617)        | 79%         |
| 5507-01 Safe Team Personnel                         | \$ 71,825        | \$ 65,550        | \$ 6,275           | 110%        | \$ 430,982                                | \$ 393,300        | \$ 37,682          | 110%        |
| 5507-02 Safe Team Supplies                          |                  | \$ 500           | \$ (500)           | 0%          | \$ 161                                    | \$ 3,000          | \$ (2,839)         | 5%          |
| 5507-03 Safe Team Equipment Insurance               |                  | \$ 100           | \$ (100)           | 0%          | \$ -                                      | \$ 800            | \$ (800)           | 0%          |
| 5507-04 Safe Team Equipment                         | \$ 645           | \$ 250           | \$ 395             | 258%        | \$ 3,650                                  | \$ 1,500          | \$ 2,150           | 243%        |
| 5507-05 Recruitment and Retention Fund              | \$ 1,412         |                  | \$ 1,412           |             | \$ 4,291                                  | \$ -              | \$ 4,291           |             |
| Total 5507 Safe Team                                | \$ 83,564        | \$ 75,532        | \$ 8,032           | 111%        | \$ 492,895                                | \$ 453,392        | \$ 39,503          | 109%        |
| 5508-01 Homeless Outreach                           | \$ 7,498         | \$ 9,050         | \$ (1,552)         | 83%         | \$ 35,051                                 | \$ 54,300         | \$ (19,249)        | 65%         |
| 5508-02 Community Outreach                          |                  |                  | \$ -               |             | \$ 701                                    | \$ -              | \$ 701             |             |
| 5508-03 Special Project                             |                  | \$ 15,400        | \$ (15,400)        | 0%          | \$ -                                      | \$ 17,400         | \$ (17,400)        | 0%          |
| 5508-04 CSI Security                                | \$ 12,800        |                  | \$ 12,800          |             | \$ 72,320                                 | \$ -              | \$ 72,320          |             |
| 5509 Contract Services                              |                  |                  | \$ -               |             | \$ 6,677                                  | \$ -              | \$ 6,677           |             |
| 5509-01 Long Beach Transit                          | \$ 17,190        | \$ 18,500        | \$ (1,310)         | 93%         | \$ 101,697                                | \$ 111,000        | \$ (9,303)         | 92%         |
| 5509-03 Other Contract Services                     | \$ 14,697        | \$ 13,500        | \$ 1,197           | 109%        | \$ 71,492                                 | \$ 69,500         | \$ 1,992           | 103%        |

|   | March 2024        |                   |                    |             | Total Year To Date (October - March 2024) |                     |                    |             |
|---|-------------------|-------------------|--------------------|-------------|---|---------------------|--------------------|-------------|
|   | Actual            | Budget            | Variance           | % of Budget | Actual                                    | Budget              | Variance           | % of Budget |
| 5509-04 City of Long Beach                      | \$ 17,350         | \$ 11,000         | \$ 6,350           | 158%        | \$ 86,345                                 | \$ 66,000           | \$ 20,345          | 131%        |
| 5509-05 Contract Equip, Parts, Maint, Fuel      | \$ -              | \$ 400            | \$ (400)           | 0%          | \$ -                                      | \$ 2,400            | \$ (2,400)         | 0%          |
| 5509-07 Zaferia                                 | \$ 2,062          | \$ 3,500          | \$ (1,438)         | 59%         | \$ 16,354                                 | \$ 21,000           | \$ (4,646)         | 78%         |
| 5509-08 Midtown                                 | \$ 485            |                   | \$ 485             |             | \$ 2,351                                  | \$ -                | \$ 2,351           |             |
| 5509-09 Care Closet                             | \$ 2,670          |                   | \$ 2,670           |             | \$ 7,994                                  | \$ -                | \$ 7,994           |             |
| 5509-10 Mosaic                                  | \$ -              | \$ -              | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5509-11 Alamitos                                | \$ 1,293          |                   | \$ 1,293           |             | \$ 1,293                                  | \$ -                | \$ 1,293           |             |
| <b>Total 5509 Contract Services</b>             | <b>\$ 55,748</b>  | <b>\$ 46,900</b>  | <b>\$ 8,847</b>    | <b>119%</b> | <b>\$ 294,203</b>                         | <b>\$ 269,900</b>   | <b>\$ 24,303</b>   | <b>109%</b> |
| 5510 Operations Programs                        |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5510-01 Disaster Preparedness                   |                   | \$ -              | \$ -               |             | \$ -                                      | \$ 200              | \$ (200)           | 0%          |
| 5510-02 Fresh Start                             |                   | \$ 400            | \$ (400)           | 0%          | \$ -                                      | \$ 400              | \$ (400)           | 0%          |
| 5510-03 Safety Walk                             |                   | \$ -              | \$ -               |             | \$ -                                      | \$ 200              | \$ (200)           | 0%          |
| <b>Total 5510 Operations Programs</b>           | <b>\$ -</b>       | <b>\$ 400</b>     | <b>\$ (400)</b>    | <b>0%</b>   | <b>\$ -</b>                               | <b>\$ 800</b>       | <b>\$ (800)</b>    | <b>0%</b>   |
| 5511 Wages (Operations)                         | \$ 14,085         | \$ 18,778         | \$ (4,693)         | 75%         | \$ 88,591                                 | \$ 112,668          | \$ (24,077)        | 79%         |
| 5512 Payroll Taxes (Operations)                 | \$ 1,049          | \$ 1,323          | \$ (274)           | 79%         | \$ 6,624                                  | \$ 7,938            | \$ (1,314)         | 83%         |
| 5513 Benefits (Operations)                      | \$ 1,597          | \$ 2,744          | \$ (1,147)         | 58%         | \$ 9,343                                  | \$ 16,465           | \$ (7,122)         | 57%         |
| 5516 PBID General Benefit                       |                   | \$ 9,693          | \$ (9,693)         | 0%          | \$ -                                      | \$ 58,159           | \$ (58,159)        | 0%          |
| <b>Total 5500 Operations (Clean Team)</b>       | <b>\$ 257,921</b> | <b>\$ 276,358</b> | <b>\$ (18,438)</b> | <b>93%</b>  | <b>\$ 1,497,196</b>                       | <b>\$ 1,570,750</b> | <b>\$ (73,554)</b> | <b>95%</b>  |
| 5600 Advocacy & Development                     |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5606 Travel/Education/Civic Events              |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5606-01 Travel, Educ. & Entertainment           | \$ 6,251          | \$ 833            | \$ 5,418           | 750%        | \$ 14,312                                 | \$ 4,998            | \$ 9,314           | 286%        |
| 5606-02 Civic Events & Engagement               |                   | \$ 833            | \$ (833)           | 0%          | \$ 7,998                                  | \$ 4,998            | \$ 3,000           | 160%        |
| <b>Total 5606 Travel/Education/Civic Events</b> | <b>\$ 6,251</b>   | <b>\$ 1,666</b>   | <b>\$ 4,585</b>    | <b>375%</b> | <b>\$ 22,310</b>                          | <b>\$ 9,996</b>     | <b>\$ 12,314</b>   | <b>223%</b> |
| 5607 Research/Analytics                         |                   |                   | \$ -               |             | \$ 3,693                                  | \$ -                | \$ 3,693           |             |
| 5608-01 PBID General Benefit                    |                   | \$ 413            | \$ (413)           | 0%          | \$ -                                      | \$ 2,478            | \$ (2,478)         | 0%          |
| 5610 Wages (Advocacy)                           | \$ 10,490         | \$ 9,891          | \$ 599             | 106%        | \$ 65,733                                 | \$ 59,346           | \$ 6,387           | 111%        |
| 5611 Payroll Taxes (Advocacy)                   | \$ 749            | \$ 693            | \$ 56              | 108%        | \$ 4,732                                  | \$ 4,158            | \$ 574             | 114%        |
| 5612 Benefits (Advocacy)                        | \$ 1,133          | \$ 1,565          | \$ (432)           | 72%         | \$ 6,421                                  | \$ 9,390            | \$ (2,969)         | 68%         |
| <b>Total 5600 Advocacy &amp; Development</b>    | <b>\$ 18,624</b>  | <b>\$ 14,228</b>  | <b>\$ 4,396</b>    | <b>131%</b> | <b>\$ 102,887</b>                         | <b>\$ 85,368</b>    | <b>\$ 17,519</b>   | <b>121%</b> |
| 5650 Placemaking                                |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5603 Street & Landscape                         |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5603-06 Tree Planting                           |                   | \$ -              | \$ -               |             | \$ -                                      | \$ 650              | \$ (650)           | 0%          |
| 5603-13 Holiday Decor                           |                   | \$ -              | \$ -               |             | \$ 102,586                                | \$ 60,551           | \$ 42,035          | 169%        |
| 5603-20 Banners                                 | \$ 880            | \$ -              | \$ 880             |             | \$ 880                                    | \$ 1,800            | \$ (920)           | 49%         |
| 5603-27 Mutt Mitts                              | \$ 2,008          | \$ 1,700          | \$ 308             | 118%        | \$ 7,960                                  | \$ 5,600            | \$ 2,360           | 142%        |
| 5603-31 Public Space Activation                 |                   | \$ 8,200          | \$ (8,200)         | 0%          | \$ 2,499                                  | \$ 19,200           | \$ (16,701)        | 13%         |
| 5603-31-01 Lincoln Park Activation              | \$ 3,430          |                   | \$ 3,430           |             | \$ 26,549                                 | \$ -                | \$ 26,549          |             |
| <b>Total 5603-31 Public Space Activation</b>    | <b>\$ 3,430</b>   | <b>\$ 8,200</b>   | <b>\$ (4,770)</b>  | <b>42%</b>  | <b>\$ 29,048</b>                          | <b>\$ 19,200</b>    | <b>\$ 9,848</b>    | <b>151%</b> |
| 5603-33 Education/Promotion                     |                   | \$ 50             | \$ (50)            | 0%          | \$ -                                      | \$ 300              | \$ (300)           | 0%          |
| 5603-35 Storage Service Cost                    |                   |                   | \$ -               |             | \$ 486                                    | \$ -                | \$ 486             |             |
| <b>Total 5603 Street &amp; Landscape</b>        | <b>\$ 6,318</b>   | <b>\$ 9,950</b>   | <b>\$ (3,632)</b>  | <b>63%</b>  | <b>\$ 140,961</b>                         | <b>\$ 88,101</b>    | <b>\$ 52,860</b>   | <b>160%</b> |
| 5651 Payroll Wages (Placemaking)                | \$ 12,293         | \$ 13,410         | \$ (1,117)         | 92%         | \$ 77,207                                 | \$ 80,460           | \$ (3,254)         | 96%         |
| 5652 Payroll Taxes (Placemaking)                | \$ 899            | \$ 1,126          | \$ (227)           | 80%         | \$ 5,678                                  | \$ 6,757            | \$ (1,079)         | 84%         |
| 5653 Benefits (Placemaking)                     | \$ 1,362          | \$ 2,409          | \$ (1,047)         | 57%         | \$ 7,765                                  | \$ 14,456           | \$ (6,691)         | 54%         |
| 5656 PBID General Benefit                       |                   | \$ 510            | \$ (510)           | 0%          | \$ -                                      | \$ 3,062            | \$ (3,062)         | 0%          |
| <b>Total 5650 Placemaking</b>                   | <b>\$ 20,872</b>  | <b>\$ 27,405</b>  | <b>\$ (6,533)</b>  | <b>76%</b>  | <b>\$ 231,610</b>                         | <b>\$ 192,836</b>   | <b>\$ 38,774</b>   | <b>120%</b> |
| 5800 Administration                             |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5801 Rent                                       |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5801-01 Office Lease                            |                   | \$ 32,500         | \$ (32,500)        | 0%          | \$ 75,182                                 | \$ 65,000           | \$ 10,182          | 116%        |
| 5801-02 Parking                                 |                   | \$ -              | \$ -               |             | \$ 1,464                                  | \$ 2,000            | \$ (536)           | 73%         |
| <b>Total 5801 Rent</b>                          | <b>\$ -</b>       | <b>\$ 32,500</b>  | <b>\$ (32,500)</b> | <b>0%</b>   | <b>\$ 76,646</b>                          | <b>\$ 67,000</b>    | <b>\$ 9,646</b>    | <b>114%</b> |
| 5802 Telephone & Data                           | \$ 2,674          | \$ 1,795          | \$ 879             | 149%        | \$ 17,553                                 | \$ 10,770           | \$ 6,783           | 163%        |
| 5803 Computers                                  |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5803-01 Software/Subscriptions                  | \$ 6,169          | \$ 1,843          | \$ 4,326           | 335%        | \$ 33,712                                 | \$ 18,238           | \$ 15,474          | 185%        |
| 5803-02 Hardware                                |                   | \$ -              | \$ -               |             | \$ -                                      | \$ 6,000            | \$ (6,000)         | 0%          |
| <b>Total 5803 Computers</b>                     | <b>\$ 6,169</b>   | <b>\$ 1,843</b>   | <b>\$ 4,326</b>    | <b>335%</b> | <b>\$ 33,712</b>                          | <b>\$ 24,238</b>    | <b>\$ 9,474</b>    | <b>139%</b> |
| 5804 Office Equip. Lease                        | \$ 429            | \$ 870            | \$ (441)           | 49%         | \$ 4,850                                  | \$ 6,020            | \$ (1,170)         | 81%         |
| 5805 Office Supplies                            | \$ 2,236          | \$ 650            | \$ 1,586           | 344%        | \$ 76,772                                 | \$ 3,900            | \$ 72,872          | 1969%       |
| 5806 Postage                                    |                   | \$ 125            | \$ (125)           | 0%          | \$ 112                                    | \$ 950              | \$ (838)           | 12%         |
| 5807 General Insurance                          |                   | \$ 6,083          | \$ (6,083)         | 0%          | \$ 625                                    | \$ 36,502           | \$ (35,877)        | 2%          |
| 5808 Professional Services                      |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5808-01 Tech Support                            |                   | \$ 1,400          | \$ (1,400)         | 0%          | \$ 25,407                                 | \$ 8,400            | \$ 17,007          | 302%        |
| 5808-02 Legal                                   |                   | \$ 1,000          | \$ (1,000)         | 0%          | \$ 2,699                                  | \$ 6,000            | \$ (3,301)         | 45%         |
| 5808-03 Accounting                              | \$ 200            | \$ 300            | \$ (100)           | 67%         | \$ 1,247                                  | \$ 1,800            | \$ (553)           | 69%         |
| 5808-04 HR                                      |                   | \$ -              | \$ -               |             | \$ 625                                    | \$ 900              | \$ (275)           | 69%         |
| 5808-05 Miscellaneous                           | \$ 20,099         | \$ 1,100          | \$ 18,999          | 1827%       | \$ 45,216                                 | \$ 4,600            | \$ 40,616          | 983%        |
| 5808-06 Annual Audit                            |                   | \$ -              | \$ -               |             | \$ -                                      | \$ 28,000           | \$ (28,000)        | 0%          |
| <b>Total 5808 Professional Services</b>         | <b>\$ 20,299</b>  | <b>\$ 3,800</b>   | <b>\$ 16,499</b>   | <b>534%</b> | <b>\$ 75,194</b>                          | <b>\$ 49,700</b>    | <b>\$ 25,494</b>   | <b>151%</b> |
| 5809 Utilities                                  | \$ 499            | \$ 350            | \$ 149             | 143%        | \$ 2,094                                  | \$ 1,980            | \$ 114             | 106%        |
| 5810 Depreciation                               | \$ 1,026          |                   | \$ 1,026           |             | \$ 6,358                                  | \$ -                | \$ 6,358           |             |
| 5811-01 Stakeholder Audit                       |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| 5811-02 Board Election                          |                   | \$ -              | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |
| <b>Total 5811-01 Stakeholder Audit</b>          | <b>\$ -</b>       | <b>\$ -</b>       | <b>\$ -</b>        |             | <b>\$ -</b>                               | <b>\$ -</b>         | <b>\$ -</b>        |             |
| 5812 Taxes                                      | \$ 209            | \$ 210            | \$ (1)             | 100%        | \$ 1,255                                  | \$ 1,260            | \$ (5)             | 100%        |
| 5813 Office Maintenance & Repairs               |                   |                   | \$ -               |             | \$ -                                      | \$ -                | \$ -               |             |

|   | March 2024 |            |             |             |
|---|------------|------------|-------------|-------------|
|   | Actual     | Budget     | Variance    | % of Budget |
| 5813-02 Repairs/Replacements                |            | \$ -       | \$ -        |             |
| Total 5813 Office Maintenance & Repairs     | \$ -       | \$ -       | \$ -        |             |
| 5814 Employee Recruitment & Retention       |            |            | \$ -        |             |
| 5814-01 5814-01 - Employee Recruitment      |            | \$ 1,005   | \$ (1,005)  | 0%          |
| 5814-02 5814-02 - Employee Retention        | \$ 140     | \$ 510     | \$ (370)    | 27%         |
| Total 5814 Employee Recruitment & Retention | \$ 140     | \$ 1,515   | \$ (1,375)  | 9%          |
| 5816 Admin. Services                        |            | \$ -       | \$ -        |             |
| 5817 Credit Card Merchant Fees              | \$ 109     | \$ 200     | \$ (91)     | 55%         |
| 5818 Bad Debt                               |            |            | \$ -        |             |
| 5819 Wages (Admin)                          | \$ 16,837  | \$ 19,217  | \$ (2,380)  | 88%         |
| 5820 Payroll Tax (Admin)                    | \$ 1,274   |            | \$ 1,274    |             |
| 5821 Employee Benefits (Admin)              | \$ 3,657   |            | \$ 3,657    |             |
| 5825 Dues & subscriptions                   |            | \$ 1,300   | \$ (1,300)  | 0%          |
| 5826 Board & Committee Meetings             | \$ 315     | \$ -       | \$ 315      |             |
| 5826-01 Holiday Party/Gifts                 |            | \$ -       | \$ -        |             |
| 5827 PBID General Benefit                   |            | \$ 1,307   | \$ (1,307)  | 0%          |
| 5829 BBB Expenses                           |            |            | \$ -        |             |
| 5829-01 BBB Rent                            |            |            | \$ -        |             |
| 5829-02 BBB Supplies                        | \$ 44      |            | \$ 44       |             |
| Total 5829 BBB Expenses                     | \$ 44      | \$ -       | \$ 44       |             |
| Total 5800 Administration                   | \$ 55,918  | \$ 71,765  | \$ (15,847) | 78%         |
| Total Expenses                              | \$ 447,918 | \$ 505,271 | \$ (57,354) | 89%         |
| Net Income                                  | \$ 599,544 | \$ 643,659 | \$ (44,115) | 93%         |

|  | Total Year To Date (October - March 2024) |              |            |             |
|--|---|--------------|------------|-------------|
|  | Actual                                    | Budget       | Variance   | % of Budget |
|  | \$ -                                      | \$ 1,250     | \$ (1,250) | 0%          |
|  | \$ -                                      | \$ 1,250     | \$ (1,250) | 0%          |
|  | \$ 300                                    | \$ -         | \$ 300     |             |
|  | \$ -                                      | \$ 6,015     | \$ (6,015) | 0%          |
|  | \$ 7,141                                  | \$ 8,525     | \$ (1,384) | 84%         |
|  | \$ 7,441                                  | \$ 14,540    | \$ (7,099) | 51%         |
|  | \$ 6                                      | \$ 3,000     | \$ (2,994) | 0%          |
|  | \$ 524                                    | \$ 1,200     | \$ (676)   | 44%         |
|  | \$ 27,995                                 | \$ -         | \$ 27,995  |             |
|  | \$ 106,087                                | \$ 115,305   | \$ (9,218) | 92%         |
|  | \$ 8,044                                  | \$ -         | \$ 8,044   |             |
|  | \$ 19,341                                 | \$ -         | \$ 19,341  |             |
|  | \$ 140                                    | \$ 3,600     | \$ (3,460) | 4%          |
|  | \$ 3,097                                  | \$ 2,400     | \$ 697     | 129%        |
|  | \$ 9,997                                  | \$ 8,000     | \$ 1,997   | 125%        |
|  | \$ -                                      | \$ 7,836     | \$ (7,836) | 0%          |
|  | \$ -                                      | \$ -         | \$ -       |             |
|  | \$ 13,370                                 | \$ -         | \$ 13,370  |             |
|  | \$ 253                                    | \$ -         | \$ 253     |             |
|  | \$ 13,623                                 | \$ -         | \$ 13,623  |             |
|  | \$ 491,466                                | \$ 359,451   | \$ 132,015 | 137%        |
|  | \$ 2,947,333                              | \$ 2,897,543 | \$ 49,790  | 102%        |
|  | \$ 267,633                                | \$ (278,502) | \$ 546,134 | -96%        |

**Downtown Long Beach Alliance**  
**Balance Sheet**  
As of March 31, 2024

|                                       | Total               |
|---------------------------------------|---------------------|
| <b>ASSETS</b>                         |                     |
| Current Assets                        |                     |
| Bank Accounts                         |                     |
| 1011 F&M Checking Operating Acct 2491 | \$ 1,388,642        |
| 1016-7 F&M Repo 3479102 (0.5%)        | \$ 144,293          |
| 1017 F&M Money Market 1165            | \$ 12,132           |
| 1018 Petty Cash                       | \$ 75               |
| Total Bank Accounts                   | \$ 1,545,142        |
| Accounts Receivable                   |                     |
| 1107 A/R                              | \$ 405,165          |
| Total Accounts Receivable             | \$ 405,165          |
| Other Current Assets                  |                     |
| 1108 Allowance for Doubtful Accounts  | \$ 104,540          |
| 1200 Undeposited Funds                | \$ -                |
| 1300 Employee Advances                | \$ -                |
| 2201-3 Prepaid Expenses               | \$ 79,993           |
| Total Other Current Assets            | \$ 184,532          |
| Total Current Assets                  | \$ 2,134,840        |
| Fixed Assets                          |                     |
| 1520 Equipment                        | \$ 200,814          |
| 1521 Accum. Deprn. - Equipment        | \$ (199,000)        |
| 1530 Office Furniture - Other         | \$ 111,776          |
| 1531 Accum. Deprn. - Office Furn.     | \$ (86,562)         |
| 1550 Office Equipment - Other         | \$ 143,634          |
| 1551 Accum. Deprn. Office Equip.      | \$ (143,634)        |
| Total Fixed Assets                    | \$ 27,028           |
| Other Assets                          |                     |
| 1701 Deposits                         | \$ 16,434           |
| 1702 Software License                 | \$ 13,270           |
| 1703 Accumulated Amortization         | \$ (13,270)         |
| 1704 Loan to DDC                      | \$ -                |
| Total Other Assets                    | \$ 16,434           |
| <b>TOTAL ASSETS</b>                   | <b>\$ 2,178,302</b> |

|                               |            |
|-------------------------------|------------|
| <b>LIABILITIES AND EQUITY</b> |            |
| Liabilities                   |            |
| Current Liabilities           |            |
| Accounts Payable              |            |
| 2012 A/P Trade                | \$ 275,109 |
| Total Accounts Payable        | \$ 275,109 |
| Credit Cards                  |            |

|  |                     |
|--|---------------------|
| 2150 F&M CREDIT CARDS                  | \$ (573)            |
| 2154 F&M CC - COWARD                   | \$ (7,631)          |
| 2157 F&M CC - METOYER                  | \$ (2,324)          |
| 2173 F&M CC - MADER                    | \$ 14,553           |
| 2174 F&M CC - Gonzalez                 | \$ 2,819            |
| 2176 F&M CC - Ancalade                 | \$ (171)            |
| 2177 F&M CC - Nevarez                  | \$ 5,135            |
| 2178 F&M CC - Barrera                  | \$ (134)            |
| 2179 F&M CC - Morris                   | \$ 3,852            |
| 2180 F&M CC - Torres                   | \$ 1,736            |
| 2181 F&M CC - El Tawil                 | \$ 1,980            |
| 2182 F&M CC - Ahumada                  | \$ (1,324)          |
| 2183 F&M CC - STEPHENS                 | \$ 313              |
| <b>Total 2150 F&amp;M CREDIT CARDS</b> | <b>\$ 18,230</b>    |
| <b>Total Credit Cards</b>              | <b>\$ 18,230</b>    |
| <b>Other Current Liabilities</b>       |                     |
| 2201 Payroll Liabilities               | \$ -                |
| 2201-03 HSA Payable                    | \$ 440              |
| 2201-1 Payroll Taxes Payable           | \$ -                |
| 2201-2 Medical Premiums Payable        | \$ 3,334            |
| 2201-4 Aflac Payable                   | \$ (270)            |
| <b>Total 2201 Payroll Liabilities</b>  | <b>\$ 3,503</b>     |
| 2201-02 FSA Payable                    | \$ 2,780            |
| 2203 Deferred Comp. Wthd               | \$ 21,799           |
| 2204 Payroll expense payable           | \$ 1,580            |
| 2300 PPP Loan Payable                  | \$ -                |
| 2301 Accrued Vacation Pay              | \$ 45,130           |
| 2302 Accrued Payroll Expenses          | \$ 30,490           |
| 2490 Deferred Revenue                  |                     |
| 2490-01 Deferred Reserve for PBID      | \$ 1,035,856        |
| 2490-02 Deferred Reserve for DPIA      | \$ 215,729          |
| 2490-29 City Funds - Parking Meter     | \$ 235,248          |
| 2490-54 Deferred Depreciation          | \$ 25,214           |
| 2490-90 Deferred LBRA                  | \$ -                |
| <b>Total 2490 Deferred Revenue</b>     | <b>\$ 1,512,047</b> |
| <b>Total Other Current Liabilities</b> | <b>\$ 1,617,329</b> |
| <b>Total Current Liabilities</b>       | <b>\$ 1,910,668</b> |
| <b>Long-Term Liabilities</b>           |                     |
| 2601 Capital Lease Payable             | \$ -                |
| <b>Total Long-Term Liabilities</b>     | <b>\$ -</b>         |
| <b>Total Liabilities</b>               | <b>\$ 1,910,668</b> |
| <b>Equity</b>                          |                     |
| 3000 Fund Balance                      | \$ -                |
| 3500 Retained Earnings                 | \$ 1                |
| <b>Net Income</b>                      | <b>\$ 267,633</b>   |
| <b>Total Equity</b>                    | <b>\$ 267,634</b>   |
| <b>TOTAL LIABILITIES AND EQUITY</b>    | <b>\$ 2,178,302</b> |



# Downtown Long Beach Alliance

## A/R Aging Summary

As of March 31, 2024

|                                       | Current          | 1 - 30           | 31 - 60     | 61 - 90          | 91 and over       | Total             |
|---------------------------------------|------------------|------------------|-------------|------------------|-------------------|-------------------|
| <b>CITY OF LONG BEACH</b>             | \$ -             | \$ -             | \$ -        | \$ 59,138        | \$ 100,119        | \$ 159,257        |
| State of California                   | \$ -             | \$ 51,555        | \$ -        | \$ -             | \$ 97,703         | \$ 149,257        |
| Long Beach Transit (Customer)         | \$ 22,414        | \$ 21,003        | \$ -        | \$ -             | \$ 4,060          | \$ 47,478         |
| Midtown Business Improvement District | \$ 4,937         | \$ 8,535         | \$ -        | \$ -             | \$ -              | \$ 13,473         |
| Zaferia Business Association          | \$ 8,172         | \$ -             | \$ -        | \$ -             | \$ -              | \$ 8,172          |
| Farmers and Merchants Bank            | \$ -             | \$ 5,000         | \$ -        | \$ -             | \$ -              | \$ 5,000          |
| Long Beach Center Loan, LLC (Mosaic)  | \$ 2,271         | \$ 2,271         | \$ -        | \$ -             | \$ -              | \$ 4,542          |
| Padre Latin Table & Cocktails         | \$ -             | \$ -             | \$ -        | \$ -             | \$ 4,000          | \$ 4,000          |
| Port of Long Beach                    | \$ -             | \$ -             | \$ -        | \$ -             | \$ 3,000          | \$ 3,000          |
| Mercy Housing (300 Alamitos)          | \$ 968           | \$ 1,936         | \$ -        | \$ -             | \$ -              | \$ 2,904          |
| Blu Community                         | \$ 893           | \$ 1,813         | \$ -        | \$ -             | \$ -              | \$ 2,705          |
| LA County MTA                         | \$ -             | \$ 1,013         | \$ -        | \$ -             | \$ 1,038          | \$ 2,051          |
| Pedal Movement (Customer)             | \$ -             | \$ -             | \$ -        | \$ -             | \$ 1,750          | \$ 1,750          |
| <b>HILLCREST MONTEREY ASSOCIATES</b>  | \$ -             | \$ -             | \$ -        | \$ -             | \$ 527            | \$ 527            |
| J Graphix Studio                      | \$ -             | \$ -             | \$ -        | \$ -             | \$ 400            | \$ 400            |
| <b>BLOCK-BY-BLOCK</b>                 | \$ 250           | \$ -             | \$ -        | \$ -             | \$ -              | \$ 250            |
| Stay Anchored.                        | \$ -             | \$ -             | \$ -        | \$ -             | \$ 200            | \$ 200            |
| The Cypher on Elm                     | \$ -             | \$ -             | \$ -        | \$ -             | \$ 100            | \$ 100            |
| The Scarlet Flower                    | \$ -             | \$ -             | \$ -        | \$ -             | \$ 100            | \$ 100            |
| George's Greek Cafe                   | \$ -             | \$ -             | \$ -        | \$ -             | \$ (0.40)         | \$ (0.40)         |
| <b>TOTAL</b>                          | <b>\$ 39,905</b> | <b>\$ 93,126</b> | <b>\$ -</b> | <b>\$ 59,138</b> | <b>\$ 212,996</b> | <b>\$ 405,165</b> |

**Downtown Long Beach Alliance**  
**A/R Aging Summary**  
As of April 24, 2024

|  | Current          | 1 - 30           | 31 - 60          | 61 - 90     | 91 and over       | Total             |
|--|------------------|------------------|------------------|-------------|-------------------|-------------------|
| <b>CITY OF LONG BEACH</b>                    | \$ -             | \$ -             | \$ -             | \$ -        | \$ 159,257        | \$ 159,257        |
| <b>State of California</b>                   | \$ -             | \$ -             | \$ 51,555        | \$ -        | \$ 97,703         | \$ 149,257        |
| <b>Long Beach Transit (Customer)</b>         | \$ -             | \$ 22,414        | \$ 21,003        | \$ -        | \$ 4,060          | \$ 47,478         |
| <b>Zaferia Business Association</b>          | \$ 8,172         | \$ -             | \$ -             | \$ -        | \$ -              | \$ 8,172          |
| <b>Port of Long Beach</b>                    | \$ 2,500         | \$ -             | \$ -             | \$ -        | \$ 3,000          | \$ 5,500          |
| <b>Midtown Business Improvement District</b> | \$ 4,937         | \$ -             | \$ -             | \$ -        | \$ -              | \$ 4,937          |
| <b>Padre Latin Table &amp; Cocktails</b>     | \$ -             | \$ -             | \$ -             | \$ -        | \$ 4,000          | \$ 4,000          |
| <b>HILLCREST MONTEREY ASSOCIATES, INC</b>    | \$ 2,331         | \$ -             | \$ -             | \$ -        | \$ 527            | \$ 2,859          |
| <b>Long Beach Center Loan, LLC (Mosaic)</b>  | \$ 2,271         | \$ -             | \$ -             | \$ -        | \$ -              | \$ 2,271          |
| <b>LA County MTA</b>                         | \$ -             | \$ -             | \$ 1,013         | \$ -        | \$ 1,038          | \$ 2,051          |
| <b>Blu Community</b>                         | \$ 893           | \$ -             | \$ 893           | \$ -        | \$ -              | \$ 1,785          |
| <b>Pedal Movement (Customer)</b>             | \$ -             | \$ -             | \$ -             | \$ -        | \$ 1,750          | \$ 1,750          |
| <b>Mercy Housing (300 Alamos)</b>            | \$ 968           | \$ -             | \$ -             | \$ -        | \$ -              | \$ 968            |
| <b>J Graphix Studio</b>                      | \$ -             | \$ -             | \$ -             | \$ -        | \$ 400            | \$ 400            |
| <b>BLOCK-BY-BLOCK</b>                        | \$ 250           | \$ -             | \$ -             | \$ -        | \$ -              | \$ 250            |
| <b>Hamburger Mary's (Customer)</b>           | \$ 250           | \$ -             | \$ -             | \$ -        | \$ -              | \$ 250            |
| <b>Stay Anchored.</b>                        | \$ -             | \$ -             | \$ -             | \$ -        | \$ 200            | \$ 200            |
| <b>The Cypher on Elm</b>                     | \$ -             | \$ -             | \$ -             | \$ -        | \$ 100            | \$ 100            |
| <b>The Scarlet Flower</b>                    | \$ -             | \$ -             | \$ -             | \$ -        | \$ 100            | \$ 100            |
| <b>George's Greek Cafe</b>                   | \$ -             | \$ -             | \$ -             | \$ -        | \$ (0.40)         | \$ (0.40)         |
| <b>TOTAL</b>                                 | <b>\$ 22,572</b> | <b>\$ 22,414</b> | <b>\$ 74,464</b> | <b>\$ -</b> | <b>\$ 272,134</b> | <b>\$ 391,584</b> |