

**Downtown Long Beach Alliance**  
**As of May 31, 2023**  
**(Fiscal Year Ending September 30, 2023)**  
**Financial Summary**

| Year-to-Date    | Actual    | Budget    | Variance |
|-----------------|-----------|-----------|----------|
| <b>Revenue</b>  | 3,987,267 | 3,341,712 | 645,555  |
| <b>Expenses</b> | 3,425,279 | 3,516,953 | (91,674) |
| <b>Net</b>      | 561,989   | (175,240) | 737,229  |

**REVENUES:**

**DPIA:** Revenue is currently performing over budgeted target by \$75,000 (21%). Total includes \$13,000 collected from August/September, 2022 that was not previously recognized.

**PBID:** Revenue is performing over budgeted total by \$491,000 (20%). We have recognized all revenue that was deferred in FY 22 and have deferred for October - December 2023 to cover the gap between the PBID year (calendar) and our fiscal year. Current revenue reflected in the PBID line includes DLBA's direct billing for the 2023 year.

**Parking Meter:** Revenue is currently performing below budgeted totals by \$4,000 (-2%). Staff anticipates this line will keep on track with summer activities in the Downtown.

**Special Events:** Revenue is performing above budgeted figures \$31,000 (394%). This is led by the timing of Taste of Downtown revenue. With Pine and East Voillage completed, we are at \$137,000 of the budgeted \$152,000 so are on pace to exceed revenue totals for Taste. Additionally, there were additional sponsorships secured for New Year's Eve (\$9,500), and revenue gained from Celebrate Downtown (\$5,500 unbudgeted).

**Government Grants:** Revenue reflects VIP grant from the City of Long Beach derived from remaining Long Beach Recovery Act funding. Revenue is restricted to activations, events, and/or Clean and Safe services.

**Grants:** Revenue has met budgeted goals. This reflects received payment from F&M Bank's grant of \$30,000. Staff is working to secure sponsorships for holiday banners.

**Contract Services:** Revenue area has caught up and is performing slightly ahead of the budgeted goal by \$11,000 (3%).

**Other Misc Income:** Revenue actuals reflect misc. payments, Block By Block rent payments, and interest earned. This line is exceeding budgeted totals.

**Deferred Revenue Recognized:** We have recognized deferred revenue in events for 2022 Celebrate Downtown and Taste of Downtown events (\$4,300), activation of Waite Court budgeted in FY22 (\$6,600), Pitchfest payment from 2022 (\$500), and an administrative payment from Works Consulting (\$475) from 2022. These are unbudgeted FY23 revenues that are offset by matching expenses below.

**EXPENSES:**

**Marketing:** Expenses are under budget by 30% (\$80,000). Staff will not produce an annual report publication as planned, resulting in budget to be allocated elsewhere (\$6,000 under). Remaining variance is led by advertising/promotions (\$20,000 under), a salary variance of approximately \$31,000 (under budget), and public relations, which is currently under budget (\$16,000 under) but much of this is due to timing. Unfiltered photo contest exceeded budget by 76% (\$2,000).

**Economic Development:** Expenses are under budget by \$64,000 (18%). Small business grants related expenses are over budget (\$10,000) because of storefront recovery grants issued - this program has been suspended and applicants are being directed to the City. Staff is offsetting this overage by adjusting programming in the coming months. Business retention and expansion is over budget by 40% (\$21,000) due to timing of Fuller Management payments some of which are offset by deferred revenue. Community engagement and business outreach is under budget 14% (4,000) due to the timing of expenses associated with a broker mixer. We are seeing a salary variance of approximately \$55,000 (under budget).

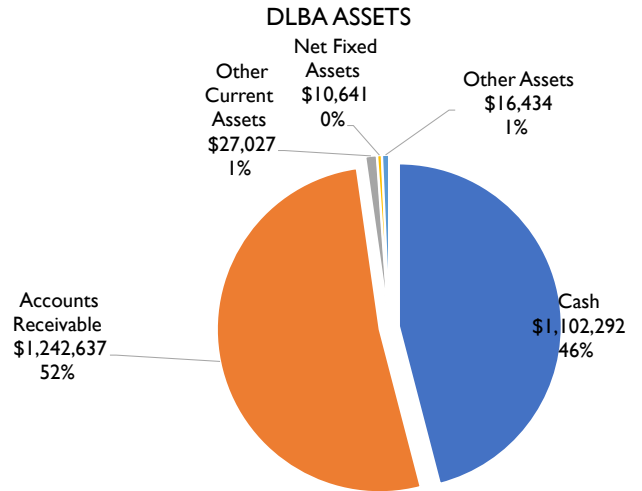
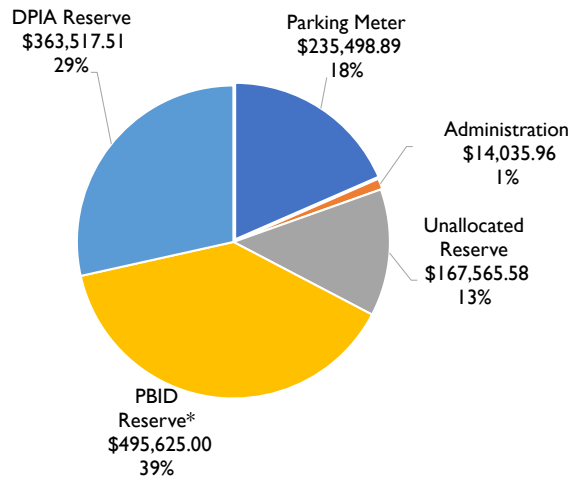
**Special Events:** Expenses are exceeding budget expectations - over budget by \$67,000 (34%). This variance is largely due to New Year's Eve expenses (\$21,000 over due to the addition of the second fireworks shown and required security), unbudgeted activations for Beach Streets (\$54,000 over) and a personnel savings (\$25,000 under). We incurred some expenses associated with FY 22 Celebrate Downtown (\$1,300 over) and Taste of Downtown (\$3,000 over) which are offset with deferred revenue above.

**Operations:** Expenses are exceeding budgeted figures, over by \$68,000 (4%). There are some budgeting adjustments in fuel (\$32,000 under) and personnel allocations (Clean Team management and personnel is over \$95,000; Safe Team management and personnel is over \$137,000) that need to be adjusted in future fiscal years. Clean team personnel is over budget (95,000) primarily due to the Cares Closet expenses (75,000). There is a personnel savings of \$64,000 (under). Staff is projecting this area will exceed budgeted totals so are exploring adjustments to keep expenses as close to budgeted figures as possible.

**Research, Dev. & Advocacy:** Expenses are slightly under budget by \$11,000 (7%). There are variances within line items, is driven primarily by the timing of the Placer invoice (\$8,000 over) which are budgeted for later in the fiscal year, and travel/education/civic events (\$23,000 over) which includes staff's travel and attendance at the West Coast Urban District Forum which was unbudgeted. There is a \$39,000 salary savings (under).

**Placemaking:** Expenses are under budget by \$38,000 (18%). The variances are driven primarily by salary savings (\$33,000 under). This line also includes expenses associated with the public space activation of Waite Court (\$5,000 over) which is offset with deferred revenue above, and lighting maintenance (\$2,500 over) that will eventually be funded by the Long Beach Recovery Act grant.

**Administrative:** Expenses are in line with budget, under just 3% - (\$92,000). This is driven primarily by timing of expenses in general insurance (\$5,000 under), professional services (\$9,000 over) and wage savings (\$57,000 under).



|                           |                        |
|---------------------------|------------------------|
| Parking Meter             | \$ 235,498.89          |
| Administration            | \$ 14,035.96           |
| Unallocated Reserve       | \$ 167,565.58          |
| PBID Reserve*             | \$ 495,625.00          |
| DPIA Reserve              | \$ 363,517.51          |
| LBRA                      | \$ 273,000.00          |
| Balance less PBID Reserve | <u>\$ 1,549,242.94</u> |

\* denotes 3-month operating cost.

|                      |                     |
|----------------------|---------------------|
| Cash                 | \$ 1,102,292        |
| Accounts Receivable  | \$ 1,242,637        |
| Other Current Assets | \$ 27,027           |
| Net Fixed Assets     | \$ 10,641           |
| Other Assets         | \$ 16,434           |
|                      | <u>\$ 2,399,030</u> |

**Downtown Long Beach Alliance**  
**Budget vs. Actuals: FY 22 Budget - FY22 P&L**

|   | May 2023          |                   |                    |             | Total Year To Date (Oct - May) |                     |                    |             |
|---|-------------------|-------------------|--------------------|-------------|--------------------------------|---------------------|--------------------|-------------|
|   | Actual            | Budget            | over Budget        | % of Budget | Actual                         | Budget              | over Budget        | % of Budget |
| <b>Income</b>                                     |                   |                   |                    |             |                                |                     |                    |             |
| 4001 DPIA Funds                                   | \$ 102,534        | \$ -              | \$ 102,534         |             | \$ 433,795                     | \$ 358,316          | \$ 75,479          | 121%        |
| 4002 City Funds - Parking Meters                  | \$ 36,810         | \$ -              | \$ 36,810          |             | \$ 146,251                     | \$ 150,000          | \$ (3,749)         | 98%         |
| 4003 PBID   |                   |                   | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |
| 4003-1 PBID Funds                                 | \$ 813,803        | \$ 572,476        | \$ 241,328         | 142%        | \$ 2,208,920                   | \$ 1,717,427        | \$ 491,493         | 129%        |
| 4004 PBID Prior Years                             |                   | \$ -              | \$ -               |             | \$ 738,613                     | \$ 738,612          | \$ 1               | 100%        |
| <b>Total 4003 PBID</b>                            | <b>\$ 813,803</b> | <b>\$ 572,476</b> | <b>\$ 241,328</b>  | <b>142%</b> | <b>\$ 2,947,533</b>            | <b>\$ 2,456,039</b> | <b>\$ 491,494</b>  | <b>120%</b> |
| 4150 Sponsorships                                 | \$ 200            | \$ -              | \$ 200             |             | \$ 200                         | \$ -                | \$ 200             |             |
| 4150-03 POW WOW                                   |                   | \$ -              | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |
| 4150-13 Taste Downtown                            | \$ 13,049         | \$ -              | \$ 13,049          |             | \$ 16,349                      | \$ -                | \$ 16,349          |             |
| 4150-17 Celebrate Downtown                        |                   |                   | \$ -               |             | \$ 5,460                       | \$ -                | \$ 5,460           |             |
| 4150-23 New Year's Eve                            |                   | \$ -              | \$ -               |             | \$ 17,500                      | \$ 8,000            | \$ 9,500           | 219%        |
| <b>Total 4150 Sponsorships</b>                    | <b>\$ 13,249</b>  | <b>\$ -</b>       | <b>\$ 13,249</b>   |             | <b>\$ 39,509</b>               | <b>\$ 8,000</b>     | <b>\$ 31,509</b>   | <b>494%</b> |
| <b>Total 4000 Revenues</b>                        | <b>\$ 966,396</b> | <b>\$ 572,476</b> | <b>\$ 393,920</b>  | <b>169%</b> | <b>\$ 3,567,088</b>            | <b>\$ 2,972,356</b> | <b>\$ 594,732</b>  | <b>120%</b> |
| 4500 Grant Income                                 |                   |                   | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |
| 4500-01 Government Grant Revenue                  |                   |                   | \$ -               |             | \$ 23,607                      | \$ -                | \$ 23,607          |             |
| 4500-03 Corporate Grants                          |                   | \$ -              | \$ -               |             | \$ 30,000                      | \$ 30,000           | \$ -               | 100%        |
| <b>Total 4500 Grant Income</b>                    | <b>\$ -</b>       | <b>\$ -</b>       | <b>\$ -</b>        |             | <b>\$ 53,607</b>               | <b>\$ 30,000</b>    | <b>\$ 23,607</b>   | <b>179%</b> |
| 4700 Other Income                                 |                   | \$ 263            | \$ (263)           | 0%          | \$ 408                         | \$ 2,100            | \$ (1,692)         | 19%         |
| 4700-01 Office rent reimbursement                 | \$ 250            |                   | \$ 250             |             | \$ 2,000                       | \$ -                | \$ 2,000           |             |
| 4700-02 Contract Clean Team Services              |                   |                   | \$ -               |             | \$ (500)                       | \$ -                | \$ (500)           |             |
| 001 Long Beach Transit                            | \$ 20,972         | \$ 19,500         | \$ 1,472           | 108%        | \$ 166,076                     | \$ 156,000          | \$ 10,076          | 106%        |
| 002 Hillcrest Monterey                            |                   | \$ -              | \$ -               |             | \$ -                           | \$ 8,925            | \$ (8,925)         | 0%          |
| 006 300 Alamitos                                  | \$ 1,455          | \$ -              | \$ 1,455           |             | \$ 3,342                       | \$ 5,066            | \$ (1,725)         | 66%         |
| 007 Blu Community Association                     |                   | \$ -              | \$ -               |             | \$ 1,818                       | \$ 2,100            | \$ (282)           | 87%         |
| 008 Zaferia                                       | \$ 4,779          | \$ 4,108          | \$ 671             | 116%        | \$ 37,322                      | \$ 32,865           | \$ 4,457           | 114%        |
| 4700-02-005 Prop A                                | \$ 4,663          | \$ -              | \$ 4,663           |             | \$ 140,753                     | \$ 132,300          | \$ 8,453           | 106%        |
| <b>Total 4700-02 Contract Clean Team Services</b> | <b>\$ 31,869</b>  | <b>\$ 23,608</b>  | <b>\$ 8,261</b>    | <b>135%</b> | <b>\$ 348,810</b>              | <b>\$ 337,256</b>   | <b>\$ 11,554</b>   | <b>103%</b> |
| 4700-09 Other Misc. Income                        | \$ 71             |                   | \$ 71              |             | \$ 1,387                       | \$ -                | \$ 1,387           |             |
| <b>Total 4700 Other Income</b>                    | <b>\$ 32,190</b>  | <b>\$ 23,871</b>  | <b>\$ 8,319</b>    | <b>135%</b> | <b>\$ 352,605</b>              | <b>\$ 339,356</b>   | <b>\$ 13,249</b>   | <b>104%</b> |
| 4701 Interest Income                              | \$ 316            |                   | \$ 316             |             | \$ 1,975                       | \$ -                | \$ 1,975           |             |
| 4800 Deferred Revenue Recognized                  |                   |                   | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |
| 4804 DRR-Depreciation (2014Computer)              | \$ -              |                   | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |
| 4805 DRR-Events                                   |                   |                   | \$ -               |             | \$ 4,355                       | \$ -                | \$ 4,355           |             |
| 4806 DRR-Economic Development                     |                   |                   | \$ -               |             | \$ 519                         | \$ -                | \$ 519             |             |
| 4809 DRR-Placemaking                              |                   |                   | \$ -               |             | \$ 6,643                       | \$ -                | \$ 6,643           |             |
| 4826 DRR - Admin                                  |                   |                   | \$ -               |             | \$ 475                         | \$ -                | \$ 475             |             |
| <b>Total 4800 Deferred Revenue Recognized</b>     | <b>\$ -</b>       | <b>\$ -</b>       | <b>\$ -</b>        |             | <b>\$ 11,992</b>               | <b>\$ -</b>         | <b>\$ 11,992</b>   |             |
| <b>Total Income</b>                               | <b>\$ 998,902</b> | <b>\$ 596,346</b> | <b>\$ 402,556</b>  | <b>168%</b> | <b>\$ 3,987,267</b>            | <b>\$ 3,341,712</b> | <b>\$ 645,555</b>  | <b>119%</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                                 |                   |                   | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |
| 5201-02 Annual Report                             |                   | \$ -              | \$ -               |             | \$ -                           | \$ 6,000            | \$ (6,000)         | 0%          |
| <b>Total 5201 Publications</b>                    | <b>\$ -</b>       | <b>\$ -</b>       | <b>\$ -</b>        |             | <b>\$ -</b>                    | <b>\$ 6,000</b>     | <b>\$ (6,000)</b>  | <b>0%</b>   |
| 5202 Advertising/Promotions                       |                   |                   | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |
| 5202-20 Print Ads/Advertising                     |                   | \$ 5,000          | \$ (5,000)         | 0%          | \$ 12,624                      | \$ 10,000           | \$ 2,624           | 126%        |
| 5202-21 Outdoor Advertising                       |                   | \$ 2,500          | \$ (2,500)         | 0%          | \$ 11,830                      | \$ 27,500           | \$ (15,670)        | 43%         |
| 5202-26 Digital Advertising/Promotions            |                   | \$ 1,500          | \$ (1,500)         | 0%          | \$ 5,993                       | \$ 12,000           | \$ (6,007)         | 50%         |
| 5202-27 Service Subscriptions                     | \$ 1,263          | \$ 1,140          | \$ 123             | 111%        | \$ 10,188                      | \$ 13,920           | \$ (3,732)         | 73%         |
| 5202-32 Unfiltered                                |                   | \$ -              | \$ -               |             | \$ 5,289                       | \$ 3,000            | \$ 2,289           | 176%        |
| <b>Total 5202 Advertising/Promotions</b>          | <b>\$ 1,263</b>   | <b>\$ 10,140</b>  | <b>\$ (8,877)</b>  | <b>12%</b>  | <b>\$ 45,923</b>               | <b>\$ 66,420</b>    | <b>\$ (20,497)</b> | <b>69%</b>  |
| 5203 Public Relations                             |                   |                   | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |
| 5203-02 Shop Small                                |                   | \$ -              | \$ -               |             | \$ 11,606                      | \$ 15,000           | \$ (3,394)         | 77%         |
| 5203-10 5203-10 Gift Card Giveaway                |                   | \$ 1,000          | \$ (1,000)         | 0%          | \$ 500                         | \$ 3,000            | \$ (2,500)         | 17%         |
| 5203-11 Public Awareness Campaign                 | \$ 1,633          | \$ 3,500          | \$ (1,867)         | 47%         | \$ 7,868                       | \$ 18,000           | \$ (10,132)        | 44%         |
| <b>Total 5203 Public Relations</b>                | <b>\$ 1,633</b>   | <b>\$ 4,500</b>   | <b>\$ (2,867)</b>  | <b>36%</b>  | <b>\$ 19,973</b>               | <b>\$ 36,000</b>    | <b>\$ (16,027)</b> | <b>55%</b>  |
| 5205 Website Development                          | \$ 79             | \$ 75             | \$ 4               | 105%        | \$ 228                         | \$ 600              | \$ (372)           | 38%         |
| 5207 Stakeholder Outreach                         |                   |                   | \$ -               |             | \$ 376                         | \$ -                | \$ 376             |             |
| 5208 Wages (Marketing)                            | \$ 14,318         | \$ 15,599         | \$ (1,282)         | 92%         | \$ 102,323                     | \$ 124,794          | \$ (22,472)        | 82%         |
| 5209 Payroll Tax (Marketing)                      | \$ 793            | \$ 992            | \$ (199)           | 80%         | \$ 5,923                       | \$ 7,934            | \$ (2,011)         | 75%         |
| 5210 Benefits (Marketing)                         | \$ 820            | \$ 2,493          | \$ (1,673)         | 33%         | \$ 13,016                      | \$ 19,946           | \$ (6,930)         | 65%         |
| 5214 PBID General Benefit                         |                   | \$ 822            | \$ (822)           | 0%          | \$ -                           | \$ 6,576            | \$ (6,576)         | 0%          |
| <b>Total 5200 Marketing</b>                       | <b>\$ 18,906</b>  | <b>\$ 34,621</b>  | <b>\$ (15,716)</b> | <b>55%</b>  | <b>\$ 187,761</b>              | <b>\$ 268,270</b>   | <b>\$ (80,509)</b> | <b>70%</b>  |
| 5300 Economic Development                         |                   |                   | \$ -               |             | \$ -                           | \$ -                | \$ -               |             |

|  | May 2023         |                  |                   |               | Total Year To Date (Oct - May) |                   |                    |             |
|--|------------------|------------------|-------------------|---------------|--------------------------------|-------------------|--------------------|-------------|
|  | Actual           | Budget           | over Budget       | % of Budget   | Actual                         | Budget            | over Budget        | % of Budget |
| <b>5303 Bus. Recruitment &amp; Retention</b>                   |                  |                  | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| 5303-01 Strategic Recruitment                                  | \$ 140           | \$ 166           | \$ (26)           | 84%           | \$ 413                         | \$ 11,329         | \$ (10,916)        | 4%          |
| 5303-03 Advertising  |                  | \$ 1,277         | \$ (1,277)        | 0%            | \$ -                           | \$ 5,385          | \$ (5,385)         | 0%          |
| 5303-04 Grand Opening Assistance                               |                  | \$ 166           | \$ (166)          | 0%            | \$ 282                         | \$ 1,328          | \$ (1,046)         | 21%         |
| <b>Total 5303 Bus. Recruitment &amp; Retention</b>             | <b>\$ 140</b>    | <b>\$ 1,609</b>  | <b>\$ (1,469)</b> | <b>9%</b>     | <b>\$ 695</b>                  | <b>\$ 18,042</b>  | <b>\$ (17,347)</b> | <b>4%</b>   |
| <b>5303-40 Small Business Grants</b>                           |                  | \$ 11,250        | \$ (11,250)       | 0%            | \$ 31,927                      | \$ 21,250         | \$ 10,677          | 150%        |
| <b>5304 Business Retention &amp; Expansion</b>                 |                  |                  | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| 5304-03 Economic Profile & Snapshot Reports                    | \$ 13,759        | \$ 6,000         | \$ 7,759          | 229%          | \$ 25,854                      | \$ 14,667         | \$ 11,187          | 176%        |
| 5304-04 Business Development Support                           | \$ 2,959         | \$ 2,917         | \$ 42             | 101%          | \$ 48,250                      | \$ 38,333         | \$ 9,917           | 126%        |
| <b>Total 5304 Business Retention &amp; Expansion</b>           | <b>\$ 16,718</b> | <b>\$ 8,917</b>  | <b>\$ 7,801</b>   | <b>187%</b>   | <b>\$ 74,104</b>               | <b>\$ 53,000</b>  | <b>\$ 21,104</b>   | <b>140%</b> |
| <b>5305 Community Engagement &amp; Business Outreach</b>       |                  |                  | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| 5305-02 Business Seminars                                      | \$ 11,420        | \$ 12,600        | \$ (1,180)        | 91%           | \$ 12,590                      | \$ 17,900         | \$ (5,310)         | 70%         |
| 5305-03 Broker Mixers  | \$ 6,681         | \$ -             | \$ 6,681          |               | \$ 7,803                       | \$ 8,500          | \$ (697)           | 92%         |
| 5305-04 Conference Attendance                                  |                  | \$ -             | \$ -              |               | \$ 327                         | \$ 1,500          | \$ (1,173)         | 22%         |
| 5305-05 Memberships  | \$ 24            | \$ -             | \$ 24             |               | \$ 2,156                       | \$ 1,280          | \$ 876             | 168%        |
| 5305-06 5305-06 Community Sponsorships                         |                  |                  | \$ -              |               | \$ 2,149                       | \$ -              | \$ 2,149           |             |
| <b>Total 5305 Community Engagement &amp; Business Outreach</b> | <b>\$ 18,125</b> | <b>\$ 12,600</b> | <b>\$ 5,525</b>   | <b>144%</b>   | <b>\$ 25,025</b>               | <b>\$ 29,180</b>  | <b>\$ (4,155)</b>  | <b>86%</b>  |
| <b>5306 ED Special Projects</b>                                |                  | \$ -             | \$ -              |               | \$ -                           | \$ 2,500          | \$ (2,500)         | 0%          |
| <b>5307 Wages (Econ.Dev.)</b>                                  | \$ 17,403        | \$ 22,143        | \$ (4,740)        | 79%           | \$ 131,313                     | \$ 177,142        | \$ (45,830)        | 74%         |
| <b>5308 Payroll Taxes (Econ.Dev.)</b>                          | \$ 1,237         | \$ 1,536         | \$ (298)          | 81%           | \$ 8,927                       | \$ 12,286         | \$ (3,359)         | 73%         |
| <b>5309 Benefits (Econ.Dev.)</b>                               | \$ 1,280         | \$ 3,172         | \$ (1,892)        | 40%           | \$ 19,711                      | \$ 25,378         | \$ (5,667)         | 78%         |
| <b>5311 PBID General Benefit</b>                               |                  | \$ 2,179         | \$ (2,179)        | 0%            | \$ -                           | \$ 17,434         | \$ (17,434)        | 0%          |
| <b>Total 5300 Economic Development</b>                         | <b>\$ 54,903</b> | <b>\$ 63,406</b> | <b>\$ (8,503)</b> | <b>87%</b>    | <b>\$ 291,701</b>              | <b>\$ 356,213</b> | <b>\$ (64,512)</b> | <b>82%</b>  |
| <b>5400 Special Projects</b>                                   |                  |                  | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| <b>5401 Event Productions</b>                                  |                  |                  | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| 5401-47 Beach Streets  | \$ 39,626        |                  | \$ 39,626         |               | \$ 54,026                      |                   | \$ 54,026          |             |
| 5401-48 Celebrate Downtown                                     | \$ 13,468        | \$ -             | \$ 13,468         |               | \$ 29,416                      | \$ 35,000         | \$ (5,584)         | 84%         |
| 5401-52 Taste of Downtown                                      | \$ 21,932        | \$ -             | \$ 21,932         |               | \$ 26,334                      | \$ -              | \$ 26,334          |             |
| 5401-62 Community Space Entertainment Activation               |                  | \$ 500           | \$ (500)          | 0%            | \$ -                           | \$ 3,500          | \$ (3,500)         | 0%          |
| 5401-67 New Year's Eve   |                  | \$ -             | \$ -              |               | \$ 40,609                      | \$ 20,000         | \$ 20,609          | 203%        |
| 5401-68 Neighborhood Mixers                                    | \$ 170           |                  | \$ 170            |               | \$ 537                         | \$ -              | \$ 537             |             |
| <b>Total 5401 Event Productions</b>                            | <b>\$ 75,196</b> | <b>\$ 500</b>    | <b>\$ 74,696</b>  | <b>15039%</b> | <b>\$ 150,921</b>              | <b>\$ 58,500</b>  | <b>\$ 92,421</b>   | <b>258%</b> |
| 5401-69 General Expenses                                       |                  | \$ -             | \$ -              |               | \$ 1,430                       | \$ -              | \$ 1,430           |             |
| <b>5402 Event Sponsorships</b>                                 |                  |                  | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| 5402-88 Event Sponsorship - Committee                          |                  | \$ -             | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| 5402-89 Event Sponsorship - Agency                             |                  | \$ -             | \$ -              |               | \$ 10,000                      | \$ 5,000          | \$ 5,000           | 200%        |
| <b>Total 5402 Event Sponsorships</b>                           | <b>\$ -</b>      | <b>\$ -</b>      | <b>\$ -</b>       |               | <b>\$ 10,000</b>               | <b>\$ 5,000</b>   | <b>\$ 5,000</b>    | <b>200%</b> |
| <b>5403 Wages (Special Events)</b>                             | \$ 10,831        | \$ 13,171        | \$ (2,341)        | 82%           | \$ 88,221                      | \$ 105,370        | \$ (17,149)        | 84%         |
| <b>5404 Payroll Tax (Special Events)</b>                       | \$ 735           | \$ 863           | \$ (128)          | 85%           | \$ 5,546                       | \$ 6,905          | \$ (1,359)         | 80%         |
| <b>5405 Benefits (Special Events)</b>                          | \$ 760           | \$ 2,305         | \$ (1,545)        | 33%           | \$ 12,266                      | \$ 18,442         | \$ (6,176)         | 67%         |
| <b>5407 PBID General Benefit</b>                               |                  | \$ 822           | \$ (822)          | 0%            | \$ -                           | \$ 6,576          | \$ (6,576)         | 0%          |
| <b>5409 Events Committee Projects</b>                          |                  | \$ -             | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| <b>Total 5400 Special Projects</b>                             | <b>\$ 87,522</b> | <b>\$ 17,662</b> | <b>\$ 69,860</b>  | <b>496%</b>   | <b>\$ 268,383</b>              | <b>\$ 200,793</b> | <b>\$ 67,590</b>   | <b>134%</b> |
| <b>5500 Operations (Clean Team)</b>                            |                  |                  | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| <b>5501 Clean Team Personnel</b>                               | \$ 51,023        | \$ 40,067        | \$ 10,956         | 127%          | \$ 380,576                     | \$ 320,534        | \$ 60,042          | 119%        |
| 5501-01 Clean Team Management                                  | \$ 9,036         | \$ 8,311         | \$ 725            | 109%          | \$ 101,128                     | \$ 66,488         | \$ 34,640          | 152%        |
| 5502 Clean Team Supplies                                       | \$ 1,096         | \$ 424           | \$ 672            | 259%          | \$ 3,252                       | \$ 3,388          | \$ (136)           | 96%         |
| 5503 Clean Team Equipment Insurance                            | \$ 113           | \$ 165           | \$ (52)           | 68%           | \$ 820                         | \$ 1,320          | \$ (500)           | 62%         |
| 5504 Clean Team Fuel   | \$ 104           | \$ 4,264         | \$ (4,160)        | 2%            | \$ 1,619                       | \$ 34,113         | \$ (32,494)        | 5%          |
| 5505 Clean Team Equipment & Maintenance                        | \$ 3,476         | \$ 2,598         | \$ 878            | 134%          | \$ 32,050                      | \$ 21,133         | \$ 10,917          | 152%        |
| 5506-01 Pressure Washing                                       | \$ 32,012        | \$ 22,375        | \$ 9,637          | 143%          | \$ 181,228                     | \$ 179,000        | \$ 2,228           | 101%        |
| 5506-02 Pressure Washing Truck Maintenance                     | \$ 1,659         |                  | \$ 1,659          |               | \$ 8,658                       | \$ -              | \$ 8,658           |             |
| <b>5507 Safe Team</b>  |                  |                  | \$ -              |               | \$ 8,344                       | \$ -              | \$ 8,344           |             |
| 5507-00 Safe Team Management                                   | \$ 9,055         | \$ 8,311         | \$ 743            | 109%          | \$ 57,373                      | \$ 66,490         | \$ (9,117)         | 86%         |
| 5507-01 Safe Team Personnel                                    | \$ 78,136        | \$ 53,932        | \$ 24,204         | 145%          | \$ 578,047                     | \$ 431,453        | \$ 146,594         | 134%        |
| 5507-02 Safe Team Supplies                                     | \$ 111           | \$ 110           | \$ 1              | 101%          | \$ 1,515                       | \$ 880            | \$ 635             | 172%        |
| 5507-04 Safe Team Equipment                                    | \$ 442           | \$ 889           | \$ (447)          | 50%           | \$ 3,634                       | \$ 7,111          | \$ (3,477)         | 51%         |
| 5507-05 Recruitment and Retention Fund                         |                  | \$ 1,903         | \$ (1,903)        | 0%            | \$ 1,004                       | \$ 15,223         | \$ (14,219)        | 7%          |
| <b>Total 5507 Safe Team</b>                                    | <b>\$ 87,743</b> | <b>\$ 65,145</b> | <b>\$ 22,598</b>  | <b>135%</b>   | <b>\$ 649,918</b>              | <b>\$ 521,157</b> | <b>\$ 128,760</b>  | <b>125%</b> |
| 5508-01 Homeless Outreach                                      |                  | \$ 426           | \$ (426)          | 0%            | \$ 635                         | \$ 3,407          | \$ (2,772)         | 19%         |
| 5508-02 Community Outreach                                     |                  | \$ 385           | \$ (385)          | 0%            | \$ 2,010                       | \$ 3,080          | \$ (1,070)         | 65%         |
| 5508-03 Special Project  | \$ 56            |                  | \$ 56             |               | \$ 10,156                      | \$ -              | \$ 10,156          |             |
| <b>5509 Contract Services</b>                                  |                  |                  | \$ -              |               | \$ -                           | \$ -              | \$ -               |             |
| 5509-01 Long Beach Transit                                     | \$ 17,525        | \$ 15,732        | \$ 1,792          | 111%          | \$ 129,059                     | \$ 125,857        | \$ 3,202           | 103%        |
| 5509-03 Other Contract Services                                | \$ 7,793         | \$ 9,900         | \$ (2,107)        | 79%           | \$ 104,662                     | \$ 79,200         | \$ 25,462          | 132%        |
| 5509-04 City of Long Beach                                     | \$ 13,464        | \$ 16,005        | \$ (2,541)        | 84%           | \$ 91,410                      | \$ 128,040        | \$ (36,630)        | 71%         |
| 5509-05 Contract Equip, Parts, Maint, Fuel                     |                  | \$ 385           | \$ (385)          | 0%            | \$ 1,348                       | \$ 3,080          | \$ (1,732)         | 44%         |
| 5509-07 Zaferia  | \$ 3,244         | \$ 2,860         | \$ 384            | 113%          | \$ 19,752                      | \$ 22,880         | \$ (3,128)         | 86%         |
| <b>Total 5509 Contract Services</b>                            | <b>\$ 42,026</b> | <b>\$ 44,882</b> | <b>\$ (2,856)</b> | <b>94%</b>    | <b>\$ 346,231</b>              | <b>\$ 359,057</b> | <b>\$ (12,826)</b> | <b>96%</b>  |
| <b>5511 Wages (Operations)</b>                                 | \$ 21,599        | \$ 25,036        | \$ (3,437)        | 86%           | \$ 149,893                     | \$ 200,290        | \$ (50,397)        | 75%         |

|  | May 2023          |                   |                   |             | Total Year To Date (Oct - May) |                     |                    |             |
|--|-------------------|-------------------|-------------------|-------------|--------------------------------|---------------------|--------------------|-------------|
|  | Actual            | Budget            | over Budget       | % of Budget | Actual                         | Budget              | over Budget        | % of Budget |
| 5512 Payroll Taxes (Operations)                        | \$ 1,586          | \$ 1,784          | \$ (198)          | 89%         | \$ 11,306                      | \$ 14,270           | \$ (2,964)         | 79%         |
| 5513 Benefits (Operations)                             | \$ 1,640          | \$ 4,323          | \$ (2,683)        | 38%         | \$ 23,650                      | \$ 34,586           | \$ (10,937)        | 68%         |
| 5516 PBID General Benefit                              | \$ 9,178          | \$ 9,178          | \$ (9,178)        | 0%          | \$ -                           | \$ 73,424           | \$ (73,424)        | 0%          |
| <b>Total 5500 Operations (Clean Team)</b>              | <b>\$ 253,169</b> | <b>\$ 229,362</b> | <b>\$ 23,807</b>  | <b>110%</b> | <b>\$ 1,903,130</b>            | <b>\$ 1,835,248</b> | <b>\$ 67,882</b>   | <b>104%</b> |
| 5600 Research, Development & Advocacy                  |                   |                   | \$ -              |             | \$ -                           | \$ -                | \$ -               |             |
| 5606 Travel/Education/Civic Events                     | \$ 25             |                   | \$ 25             |             | \$ 25                          | \$ -                | \$ 25              |             |
| 5606-01 Travel, Educ. & Entertainment                  | \$ 807            | \$ 1,200          | \$ (393)          | 67%         | \$ 30,384                      | \$ 10,619           | \$ 19,765          | 286%        |
| 5606-02 Civic Events & Engagement                      |                   | \$ 1,500          | \$ (1,500)        | 0%          | \$ 15,130                      | \$ 12,000           | \$ 3,130           | 126%        |
| <b>Total 5606 Travel/Education/Civic Events</b>        | <b>\$ 832</b>     | <b>\$ 2,700</b>   | <b>\$ (1,868)</b> | <b>31%</b>  | <b>\$ 45,539</b>               | <b>\$ 22,619</b>    | <b>\$ 22,920</b>   | <b>201%</b> |
| 5607 Research/Analytics                                |                   |                   | \$ -              |             | \$ -                           | \$ -                | \$ -               |             |
| 5607-01 Research & Data Analytics                      | \$ 1,898          | \$ 1,250          | \$ 648            | 152%        | \$ 35,710                      | \$ 27,300           | \$ 8,410           | 131%        |
| <b>Total 5607 Research/Analytics</b>                   | <b>\$ 1,898</b>   | <b>\$ 1,250</b>   | <b>\$ 648</b>     | <b>152%</b> | <b>\$ 35,710</b>               | <b>\$ 27,300</b>    | <b>\$ 8,410</b>    | <b>131%</b> |
| 5608-01 PBID General Benefit                           |                   | \$ 461            | \$ (461)          | 0%          | \$ -                           | \$ 3,685            | \$ (3,685)         | 0%          |
| 5610 Wages (Advocacy)                                  | \$ 7,498          | \$ 10,246         | \$ (2,748)        | 73%         | \$ 50,966                      | \$ 81,967           | \$ (31,001)        | 62%         |
| 5611 Payroll Taxes (Advocacy)                          | \$ 444            | \$ 682            | \$ (238)          | 65%         | \$ 3,220                       | \$ 5,456            | \$ (2,236)         | 59%         |
| 5612 Benefits (Advocacy)                               | \$ 460            | \$ 1,616          | \$ (1,156)        | 28%         | \$ 7,156                       | \$ 12,926           | \$ (5,770)         | 55%         |
| <b>Total 5600 Research, Development &amp; Advocacy</b> | <b>\$ 11,132</b>  | <b>\$ 16,954</b>  | <b>\$ (5,822)</b> | <b>66%</b>  | <b>\$ 142,591</b>              | <b>\$ 153,953</b>   | <b>\$ (11,362)</b> | <b>93%</b>  |
| 5650 Placemaking                                       |                   |                   | \$ -              |             | \$ -                           | \$ -                | \$ -               |             |
| 5603 Street & Landscape                                |                   |                   | \$ -              |             | \$ -                           | \$ -                | \$ -               |             |
| 5603-06 Tree Planting                                  |                   | \$ -              | \$ -              |             | \$ 136                         | \$ 2,500            | \$ (2,364)         | 5%          |
| 5603-13 Holiday Decor                                  | \$ 414            | \$ 4,550          | \$ (4,137)        | 9%          | \$ 55,405                      | \$ 55,751           | \$ (346)           | 99%         |
| 5603-20 Banners  |                   | \$ -              | \$ -              |             | \$ 2,640                       | \$ 1,200            | \$ 1,440           | 220%        |
| 5603-26 Lighting Maintenance                           |                   | \$ -              | \$ -              |             | \$ 2,480                       | \$ 1,000            | \$ 1,480           | 248%        |
| 5603-27 Mutt Mitts                                     |                   | \$ 1,600          | \$ (1,600)        | 0%          | \$ 7,105                       | \$ 6,676            | \$ 429             | 106%        |
| 5603-30 Public Space Infrastructure                    |                   | \$ -              | \$ -              |             | \$ -                           | \$ 3,000            | \$ (3,000)         | 0%          |
| 5603-31 Public Space Activation                        | \$ 704            | \$ 500            | \$ 204            | 141%        | \$ 8,091                       | \$ 4,250            | \$ 3,841           | 190%        |
| 5603-33 Education/Promotion                            |                   | \$ -              | \$ -              |             | \$ 926                         | \$ 2,834            | \$ (1,908)         | 33%         |
| 5603-35 Other Miscellaneous Service Cost               | \$ 486            | \$ 243            | \$ 243            | 200%        | \$ 2,187                       | \$ 1,944            | \$ 243             | 113%        |
| <b>Total 5603 Street &amp; Landscape</b>               | <b>\$ 1,604</b>   | <b>\$ 6,893</b>   | <b>\$ (5,289)</b> | <b>23%</b>  | <b>\$ 78,970</b>               | <b>\$ 79,155</b>    | <b>\$ (185)</b>    | <b>100%</b> |
| 5651 Payroll Wages (Placemaking)                       | \$ 10,357         | \$ 12,531         | \$ (2,174)        | 83%         | \$ 75,098                      | \$ 100,249          | \$ (25,151)        | 75%         |
| 5652 Payroll Taxes (Placemaking)                       | \$ 696            | \$ 836            | \$ (140)          | 83%         | \$ 5,185                       | \$ 6,688            | \$ (1,503)         | 78%         |
| 5653 Benefits (Placemaking)                            | \$ 720            | \$ 2,282          | \$ (1,562)        | 32%         | \$ 11,483                      | \$ 18,254           | \$ (6,770)         | 63%         |
| 5655 Professional Development                          |                   |                   | \$ -              |             | \$ 109                         | \$ -                | \$ 109             |             |
| 5656 PBID General Benefit                              |                   | \$ 586            | \$ (586)          | 0%          | \$ -                           | \$ 4,687            | \$ (4,687)         | 0%          |
| <b>Total 5650 Placemaking</b>                          | <b>\$ 13,377</b>  | <b>\$ 23,128</b>  | <b>\$ (9,750)</b> | <b>58%</b>  | <b>\$ 170,845</b>              | <b>\$ 209,033</b>   | <b>\$ (38,188)</b> | <b>82%</b>  |
| 5800 Administration                                    |                   |                   | \$ -              |             | \$ -                           | \$ -                | \$ -               |             |
| 5801 Rent  |                   |                   | \$ -              |             | \$ -                           | \$ -                | \$ -               |             |
| 5801-01 Office Lease                                   | \$ 35,439         | \$ 16,000         | \$ 19,439         | 221%        | \$ 140,744                     | \$ 130,000          | \$ 10,744          | 108%        |
| 5801-02 Parking  |                   | \$ 1,000          | \$ (1,000)        | 0%          | \$ 2,328                       | \$ 3,000            | \$ (673)           | 78%         |
| <b>Total 5801 Rent</b>                                 | <b>\$ 35,439</b>  | <b>\$ 17,000</b>  | <b>\$ 18,439</b>  | <b>208%</b> | <b>\$ 143,072</b>              | <b>\$ 133,000</b>   | <b>\$ 10,072</b>   | <b>108%</b> |
| 5802 Telephone & Data                                  | \$ 3,994          | \$ 1,730          | \$ 2,264          | 231%        | \$ 16,152                      | \$ 13,840           | \$ 2,312           | 117%        |
| 5803 Computers   |                   |                   | \$ -              |             | \$ -                           | \$ -                | \$ -               |             |
| 5803-01 Software/Subscriptions                         | \$ 2,459          | \$ 1,353          | \$ 1,106          | 182%        | \$ 23,232                      | \$ 16,989           | \$ 6,243           | 137%        |
| 5803-02 Hardware                                       |                   | \$ -              | \$ -              |             | \$ 496                         | \$ 4,500            | \$ (4,004)         | 11%         |
| <b>Total 5803 Computers</b>                            | <b>\$ 2,459</b>   | <b>\$ 1,353</b>   | <b>\$ 1,106</b>   | <b>182%</b> | <b>\$ 23,729</b>               | <b>\$ 21,489</b>    | <b>\$ 2,240</b>    | <b>110%</b> |
| 5804 Office Equip. Lease                               | \$ 406            | \$ 760            | \$ (354)          | 53%         | \$ 8,344                       | \$ 7,280            | \$ 1,064           | 115%        |
| 5805 Office Supplies                                   | \$ 909            | \$ 650            | \$ 259            | 140%        | \$ 7,539                       | \$ 5,200            | \$ 2,339           | 145%        |
| 5806 Postage   | \$ 100            | \$ 125            | \$ (25)           | 80%         | \$ 819                         | \$ 1,300            | \$ (481)           | 63%         |
| 5807 General Insurance                                 | \$ 780            | \$ 2,850          | \$ (2,070)        | 27%         | \$ 19,738                      | \$ 24,800           | \$ (5,062)         | 80%         |
| 5808 Professional Services                             |                   | \$ 2,700          | \$ (2,700)        | 0%          | \$ 5,577                       | \$ 46,800           | \$ (41,223)        | 12%         |
| 5808-01 Tech Support                                   | \$ 1,384          |                   | \$ 1,384          |             | \$ 9,563                       | \$ -                | \$ 9,563           |             |
| 5808-02 Legal  |                   |                   | \$ -              |             | \$ 565                         | \$ -                | \$ 565             |             |
| 5808-03 Accounting                                     | \$ 800            |                   | \$ 800            |             | \$ 3,493                       | \$ -                | \$ 3,493           |             |
| 5808-04 HR   |                   |                   | \$ -              |             | \$ 4,600                       | \$ -                | \$ 4,600           |             |
| 5808-06 Annual Audit                                   |                   |                   | \$ -              |             | \$ 31,590                      | \$ -                | \$ 31,590          |             |
| <b>Total 5808 Professional Services</b>                | <b>\$ 2,184</b>   | <b>\$ 2,700</b>   | <b>\$ (516)</b>   | <b>81%</b>  | <b>\$ 55,387</b>               | <b>\$ 46,800</b>    | <b>\$ 8,587</b>    | <b>118%</b> |
| 5809 Utilities   | \$ 155            | \$ 300            | \$ (145)          | 52%         | \$ 1,593                       | \$ 2,560            | \$ (967)           | 62%         |
| 5810 Depreciation                                      | \$ 1,230          |                   | \$ 1,230          |             | \$ 9,839                       | \$ -                | \$ 9,839           |             |
| 5811-01 Stakeholder Audit                              |                   |                   | \$ -              |             | \$ 11,731                      | \$ -                | \$ 11,731          |             |
| 5812 Taxes   | \$ 227            | \$ -              | \$ 227            |             | \$ 1,849                       | \$ 150              | \$ 1,699           | 1233%       |
| 5813 Office Maintenance & Repairs                      |                   |                   | \$ -              |             | \$ -                           | \$ -                | \$ -               |             |
| 5813-02 Repairs/Replacements                           |                   | \$ 250            | \$ (250)          | 0%          | \$ 1,251                       | \$ 1,750            | \$ (499)           | 72%         |
| <b>Total 5813 Office Maintenance &amp; Repairs</b>     | <b>\$ -</b>       | <b>\$ 250</b>     | <b>\$ (250)</b>   | <b>0%</b>   | <b>\$ 1,251</b>                | <b>\$ 1,750</b>     | <b>\$ (499)</b>    | <b>72%</b>  |
| 5814 Employee Recruitment & Retention                  | \$ 806            | \$ -              | \$ 806            |             | \$ 7,065                       | \$ 3,200            | \$ 3,865           | 221%        |
| 5816 Admin. Services                                   |                   | \$ -              | \$ -              |             | \$ 31                          | \$ 10,000           | \$ (9,969)         | 0%          |
| 5817 Credit Card Merchant Fees                         | \$ 188            | \$ 50             | \$ 138            | 376%        | \$ 2,460                       | \$ 400              | \$ 2,060           | 615%        |
| 5818 Bad Debt  |                   |                   | \$ -              |             | \$ 16                          | \$ -                | \$ 16              |             |
| 5819 Wages (Admin)                                     | \$ 14,785         | \$ 19,833         | \$ (5,049)        | 75%         | \$ 110,012                     | \$ 158,667          | \$ (48,655)        | 69%         |
| 5820 Payroll Tax (Admin)                               | \$ 1,083          | \$ 1,406          | \$ (323)          | 77%         | \$ 8,136                       | \$ 11,247           | \$ (3,110)         | 72%         |
| 5821 Employee Benefits (Admin)                         | \$ 1,132          | \$ 3,392          | \$ (2,260)        | 33%         | \$ 21,775                      | \$ 27,135           | \$ (5,359)         | 80%         |
| 5824 Professional Development                          |                   |                   | \$ -              |             | \$ 837                         | \$ -                | \$ 837             |             |
| 5825 Dues & subscriptions                              | \$ 16             | \$ 1,350          | \$ (1,334)        | 1%          | \$ 125                         | \$ 4,950            | \$ (4,825)         | 3%          |

|                                  | May 2023          |                   |                   |             |
|----------------------------------|-------------------|-------------------|-------------------|-------------|
|                                  | Actual            | Budget            | over Budget       | % of Budget |
| 5826 Board & Committee Meetings  | \$ 421            | \$ -              | \$ 421            |             |
| 5826-01 Holiday Party/Gifts      | \$ 54             | \$ -              | \$ 54             |             |
| 5827 PBID General Benefit        |                   | \$ 1,184          | \$ (1,184)        | 0%          |
| <b>Total 5800 Administration</b> | <b>\$ 66,369</b>  | <b>\$ 54,933</b>  | <b>\$ 11,435</b>  | <b>121%</b> |
| <b>Total Expenses</b>            | <b>\$ 505,378</b> | <b>\$ 440,066</b> | <b>\$ 65,312</b>  | <b>115%</b> |
| <b>Net Income</b>                | <b>\$ 493,524</b> | <b>\$ 156,280</b> | <b>\$ 337,244</b> | <b>316%</b> |

|  | Total Year To Date (Oct - May) |                     |                    |              |
|--|--------------------------------|---------------------|--------------------|--------------|
|  | Actual                         | Budget              | over Budget        | % of Budget  |
|  | \$ 2,283                       | \$ 3,200            | \$ (917)           | 71%          |
|  | \$ 7,084                       | \$ 7,000            | \$ 84              | 101%         |
|  | \$ -                           | \$ 9,475            | \$ (9,475)         | 0%           |
|  | \$ 460,867                     | \$ 493,443          | \$ (32,576)        | 93%          |
|  | <b>\$ 3,425,279</b>            | <b>\$ 3,516,953</b> | <b>\$ (91,674)</b> | <b>97%</b>   |
|  | <b>\$ 561,989</b>              | <b>\$ (175,240)</b> | <b>\$ 737,229</b>  | <b>-321%</b> |

**Downtown Long Beach Alliance**  
**Balance Sheet**  
As of May 31, 2023

|                                       | Total               |
|---------------------------------------|---------------------|
| <b>ASSETS</b>                         |                     |
| <b>Current Assets</b>                 |                     |
| <b>Bank Accounts</b>                  |                     |
| 1011 F&M Checking Operating Acct 2491 | \$ (338,424)        |
| 1016-7 F&M Repo 3479102 (0.5%)        | \$ 1,428,590        |
| 1017 F&M Money Market 1165            | \$ 12,126           |
| 1018 Petty Cash                       | \$ -                |
| <b>Total Bank Accounts</b>            | \$ 1,102,292        |
| <b>Accounts Receivable</b>            |                     |
| 1107 A/R                              | \$ 1,242,637        |
| <b>Total Accounts Receivable</b>      | \$ 1,242,637        |
| <b>Other Current Assets</b>           |                     |
| 12000 Undeposited Funds               | \$ -                |
| 1300 Employee Advances                | \$ 679              |
| 2201-3 Prepaid Expenses               | \$ 26,348           |
| <b>Total Other Current Assets</b>     | \$ 27,027           |
| <b>Total Current Assets</b>           | \$ 2,371,956        |
| <b>Fixed Assets</b>                   |                     |
| 1520 Equipment                        | \$ 200,814          |
| 1521 Accum. Deprn. - Equipment        | \$ (190,173)        |
| 1530 Office Furniture - Other         | \$ 86,562           |
| 1531 Accum. Deprn. - Office Furn.     | \$ (86,562)         |
| 1550 Office Equipment - Other         | \$ 143,634          |
| 1551 Accum. Deprn. Office Equip.      | \$ (143,634)        |
| <b>Total Fixed Assets</b>             | \$ 10,641           |
| <b>Other Assets</b>                   |                     |
| 1701 Deposits                         | \$ 16,434           |
| 1702 Software License                 | \$ 13,270           |
| 1703 Accumulated Amortization         | \$ (13,270)         |
| 1704 Loan to DDC                      | \$ -                |
| <b>Total Other Assets</b>             | \$ 16,434           |
| <b>TOTAL ASSETS</b>                   | <b>\$ 2,399,030</b> |

|                               |  |
|-------------------------------|--|
| <b>LIABILITIES AND EQUITY</b> |  |
| <b>Liabilities</b>            |  |

|  |                   |
|--|-------------------|
| <b>Current Liabilities</b>             |                   |
| <b>Accounts Payable</b>                |                   |
| 2012 A/P Trade                         | \$ 268,888        |
| <b>Total Accounts Payable</b>          | <b>\$ 268,888</b> |
| <b>Credit Cards</b>                    |                   |
| 2150 F&M CREDIT CARDS                  | \$ (1,172)        |
| 2154 F&M CC - COWARD                   | \$ (9,781)        |
| 2157 F&M CC - METOYER                  | \$ (980)          |
| 2173 F&M CC - MADER                    | \$ 6,134          |
| 2174 F&M CC - Gonzalez                 | \$ (603)          |
| 2176 F&M CC - Ancalade                 | \$ -              |
| 2177 F&M CC - Nevarez                  | \$ (820)          |
| 2178 F&M CC - Barrera                  | \$ (0)            |
| 2179 F&M CC - Morris                   | \$ (52)           |
| 2180 F&M CC - Torres                   | \$ (99)           |
| 2181 F&M CC - El Tawil                 | \$ -              |
| 2182 F&M CC - Ahumada                  | \$ -              |
| <b>Total 2150 F&amp;M CREDIT CARDS</b> | <b>\$ (7,372)</b> |
| <b>Total Credit Cards</b>              | <b>\$ (7,372)</b> |
| <b>Other Current Liabilities</b>       |                   |
| 2201 Payroll Liabilities               | \$ -              |
| 2201-03 HSA Payable                    | \$ 364            |
| 2201-1 Payroll Taxes Payable           | \$ -              |
| 2201-2 Medical Premiums Payable        | \$ 3,986          |
| 2201-4 Aflac Payable                   | \$ 575            |
| <b>Total 2201 Payroll Liabilities</b>  | <b>\$ 4,924</b>   |
| 2201-02 FSA Payable                    | \$ 1,021          |
| 2203 Deferred Comp. Wthd               | \$ 190            |
| 2204 Payroll expense payable           | \$ -              |
| 2300 PPP Loan Payable                  | \$ -              |
| 2301 Accrued Vacation Pay              | \$ 21,756         |
| 2302 Accrued Operation Expense         | \$ -              |
| 2303 Accrued ED Expense                | \$ -              |
| 2304 Accrued Expenses                  | \$ 500            |
| 2304-05 CEC Lighting                   | \$ -              |
| 2304-18 Taste of Latin America         | \$ -              |
| 2304-20 Other Marketing                | \$ -              |
| 2304-22 SAM Series                     | \$ -              |
| 2304-24 Halloween on Pine 2009         | \$ -              |
| 2304-25 Economic Development           | \$ -              |



|   |    |                  |
|---|----|------------------|
| 2304-26 Carbo Load                              | \$ | -                |
| 2304-27 Thunder Thursday                        | \$ | -                |
| 2304-28 Promenade Entertainment                 | \$ | -                |
| 2304-29 Advocacy-Travel                         | \$ | -                |
| 2304-30 Banners                                 | \$ | -                |
| <b>Total 2304 Accrued Expenses</b>              | \$ | 500              |
| 2305 Accrued Capital Expense                    | \$ | -                |
| 2307 Accrued Administrative Expenses            | \$ | -                |
| 2480 Unearned Revenue                           | \$ | -                |
| 2481 Customer Deposit-Advertising (Bubba Gmp)   | \$ | -                |
| 2490 Deferred Revenue                           | \$ | -                |
| 2490-01 Deferred Reserve for PBID               | \$ | 495,625          |
| 2490-02 Deferred Reserve for DPIA               | \$ | 363,518          |
| 2490-05 Deferred Marketing                      | \$ | -                |
| 2490-07 Deferred Placemaking                    | \$ | -                |
| 2490-27 Deferred Unallocated                    | \$ | 167,566          |
| 2490-28 2017-2018 PBID Revenue Deferred         | \$ | -                |
| 2490-29 City Funds - Parking Meter              | \$ | 235,499          |
| 2490-35 Deferred Operations - Clean & Safe      | \$ | -                |
| 2490-36 Live After 5                            | \$ | -                |
| 2490-52 Deferred Depreciation (Equipment 15-16) | \$ | -                |
| 2490-54 Deferred Depreciation                   | \$ | -                |
| 2490-64 Deferred Administration                 | \$ | 14,036           |
| 2490-70 Deferred Events                         | \$ | -                |
| 2490-90 Deferred LBRA                           | \$ | 273,000          |
| <b>Total 2490 Deferred Revenue</b>              | \$ | 1,549,243        |
| <b>Total Other Current Liabilities</b>          | \$ | 1,577,633        |
| <b>Total Current Liabilities</b>                | \$ | 1,839,149        |
| <b>Long-Term Liabilities</b>                    |    |                  |
| 2601 Capital Lease Payable                      | \$ | -                |
| <b>Total Long-Term Liabilities</b>              | \$ | -                |
| <b>Total Liabilities</b>                        | \$ | 1,839,149        |
| <b>Equity</b>                                   |    |                  |
| 3000 Fund Balance                               | \$ | -                |
| 3500 Retained Earnings                          | \$ | (2,108)          |
| <b>Net Income</b>                               | \$ | 561,989          |
| <b>Total Equity</b>                             | \$ | 559,881          |
| <b>TOTAL LIABILITIES AND EQUITY</b>             | \$ | <b>2,399,030</b> |

## Downtown Long Beach Alliance A/R Aging Summary

As of May 31, 2023

|   | Current             | 1 - 30              | 31 - 60          | 61 - 90     | 91 and over            | Total                  |
|---|---------------------|---------------------|------------------|-------------|------------------------|------------------------|
| <b>CITY OF LONG BEACH</b>                 | \$ -                | \$ 72,750.00        | \$ 250.00        | \$ -        | \$ 921,655.59          | \$ 994,655.59          |
| State of California                       | \$ -                | \$ -                | \$ -             | \$ -        | \$ 97,702.51           | \$ 97,702.51           |
| US Government                             | \$ -                | \$ -                | \$ -             | \$ -        | \$ 56,757.71           | \$ 56,757.71           |
| GSA                                       | \$ -                | \$ -                | \$ -             | \$ -        | \$ 38,160.46           | \$ 38,160.46           |
| Long Beach Transit (Customer)             | \$ -                | \$ 20,971.50        | \$ -             | \$ -        | \$ 4,060.18            | \$ 25,031.68           |
| USPS (C)                                  | \$ -                | \$ -                | \$ -             | \$ -        | \$ 9,621.63            | \$ 9,621.63            |
| <b>HILLCREST MONTEREY ASSOCIATES, INC</b> | \$ 4,662.60         | \$ -                | \$ -             | \$ -        | \$ 1,475.56            | \$ 6,138.16            |
| Zaferia Business Association              | \$ 4,779.39         | \$ -                | \$ -             | \$ -        | \$ -                   | \$ 4,779.39            |
| Jatin Laxpati                             | \$ 1,025.00         | \$ -                | \$ -             | \$ -        | \$ 2,581.51            | \$ 3,606.51            |
| Pedal Movement (Customer)                 | \$ -                | \$ -                | \$ -             | \$ -        | \$ 1,750.00            | \$ 1,750.00            |
| LA County MTA                             | \$ -                | \$ -                | \$ -             | \$ -        | \$ 1,038.22            | \$ 1,038.22            |
| Padre Latin Table & Cocktails             | \$ -                | \$ -                | \$ -             | \$ -        | \$ 1,000.00            | \$ 1,000.00            |
| 200 West Ocean                            | \$ 750.00           | \$ -                | \$ -             | \$ -        | \$ -                   | \$ 750.00              |
| Mercy Housing                             | \$ 430.24           | \$ -                | \$ -             | \$ -        | \$ -                   | \$ 430.24              |
| Auld Dubliner                             | \$ -                | \$ -                | \$ -             | \$ -        | \$ 250.00              | \$ 250.00              |
| <b>BLOCK-BY-BLOCK</b>                     | \$ 250.00           | \$ -                | \$ -             | \$ -        | \$ -                   | \$ 250.00              |
| Stay Anchored.                            | \$ -                | \$ -                | \$ -             | \$ -        | \$ 200.00              | \$ 200.00              |
| Ash Bay Soap Co.                          | \$ -                | \$ -                | \$ -             | \$ -        | \$ 100.00              | \$ 100.00              |
| Everytable                                | \$ -                | \$ 100.00           | \$ -             | \$ -        | \$ -                   | \$ 100.00              |
| J Graphix Studio                          | \$ -                | \$ 100.00           | \$ -             | \$ -        | \$ -                   | \$ 100.00              |
| Partake Collective.                       | \$ -                | \$ 100.00           | \$ -             | \$ -        | \$ -                   | \$ 100.00              |
| Rosemallows.                              | \$ 100.00           | \$ -                | \$ -             | \$ -        | \$ -                   | \$ 100.00              |
| The Cypher on Elm                         | \$ -                | \$ -                | \$ -             | \$ -        | \$ 100.00              | \$ 100.00              |
| The Scarlet Flower                        | \$ -                | \$ -                | \$ -             | \$ -        | \$ 100.00              | \$ 100.00              |
| George's Greek Cafe                       | \$ -                | \$ -                | \$ -             | \$ -        | \$ (0.40)              | \$ (0.40)              |
| Allowance for Delinquencies               | \$ -                | \$ -                | \$ -             | \$ -        | \$ (184.94)            | \$ (184.94)            |
| <b>TOTAL</b>                              | <b>\$ 11,997.23</b> | <b>\$ 94,021.50</b> | <b>\$ 250.00</b> | <b>\$ -</b> | <b>\$ 1,136,368.03</b> | <b>\$ 1,242,636.76</b> |

## Downtown Long Beach Alliance A/R Aging Summary

As of June 27, 2023

|                                      | Current              | 1 - 30              | 31 - 60             | 61 - 90          | 91 and over            | Total                  |
|--------------------------------------|----------------------|---------------------|---------------------|------------------|------------------------|------------------------|
| <b>CITY OF LONG BEACH</b>            | \$ -                 | \$ -                | \$ 72,750.00        | \$ 250.00        | \$ 921,655.59          | \$ 994,655.59          |
| State of California                  | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 97,702.51           | \$ 97,702.51           |
| John S and James L Knight Foundation | \$ 80,000.00         | \$ -                | \$ -                | \$ -             | \$ -                   | \$ 80,000.00           |
| US Government                        | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 56,757.71           | \$ 56,757.71           |
| GSA                                  | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 38,160.46           | \$ 38,160.46           |
| USPS (C)                             | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 9,621.63            | \$ 9,621.63            |
| Zaferia Business Association         | \$ 4,779.39          | \$ 4,779.39         | \$ -                | \$ -             | \$ -                   | \$ 9,558.78            |
| HILLCREST MONTEREY ASSOCIATES, INC   | \$ 1,526.65          | \$ 4,662.60         | \$ -                | \$ -             | \$ 1,475.56            | \$ 7,664.81            |
| Long Beach Center Loan LLC (Mosaic)  | \$ 5,000.00          | \$ -                | \$ -                | \$ -             | \$ -                   | \$ 5,000.00            |
| Long Beach Transit (Customer)        | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 4,060.18            | \$ 4,060.18            |
| Padre Latin Table & Cocktails        | \$ 3,000.00          | \$ -                | \$ -                | \$ -             | \$ 1,000.00            | \$ 4,000.00            |
| Jatin Laxpati                        | \$ -                 | \$ 1,025.00         | \$ -                | \$ -             | \$ 2,581.51            | \$ 3,606.51            |
| Port of Long Beach                   | \$ 3,000.00          | \$ -                | \$ -                | \$ -             | \$ -                   | \$ 3,000.00            |
| Aster                                | \$ 2,290.00          | \$ -                | \$ -                | \$ -             | \$ -                   | \$ 2,290.00            |
| Pedal Movement (Customer)            | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 1,750.00            | \$ 1,750.00            |
| Partake Collective.                  | \$ 1,000.00          | \$ 100.00           | \$ -                | \$ -             | \$ -                   | \$ 1,100.00            |
| LA County MTA                        | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 1,038.22            | \$ 1,038.22            |
| 200 West Ocean                       | \$ -                 | \$ 750.00           | \$ -                | \$ -             | \$ -                   | \$ 750.00              |
| Coldwell Banker Commercial           | \$ 750.00            | \$ -                | \$ -                | \$ -             | \$ -                   | \$ 750.00              |
| The Breakfast Bar.                   | \$ 500.00            | \$ -                | \$ -                | \$ -             | \$ -                   | \$ 500.00              |
| Mercy Housing                        | \$ -                 | \$ 430.24           | \$ -                | \$ -             | \$ -                   | \$ 430.24              |
| J Graphix Studio                     | \$ 300.00            | \$ 100.00           | \$ -                | \$ -             | \$ -                   | \$ 400.00              |
| Auld Dubliner                        | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 250.00              | \$ 250.00              |
| BLOCK-BY-BLOCK                       | \$ 250.00            | \$ -                | \$ -                | \$ -             | \$ -                   | \$ 250.00              |
| Planet Fitness                       | \$ 250.00            | \$ -                | \$ -                | \$ -             | \$ -                   | \$ 250.00              |
| Stay Anchored.                       | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 200.00              | \$ 200.00              |
| Ash Bay Soap Co.                     | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 100.00              | \$ 100.00              |
| Everytable                           | \$ -                 | \$ 100.00           | \$ -                | \$ -             | \$ -                   | \$ 100.00              |
| Rosemallows.                         | \$ -                 | \$ 100.00           | \$ -                | \$ -             | \$ -                   | \$ 100.00              |
| The Cypher on Elm                    | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 100.00              | \$ 100.00              |
| The Scarlet Flower                   | \$ -                 | \$ -                | \$ -                | \$ -             | \$ 100.00              | \$ 100.00              |
| George's Greek Cafe                  | \$ -                 | \$ -                | \$ -                | \$ -             | \$ (0.40)              | \$ (0.40)              |
| Allowance for Delinquencies          | \$ -                 | \$ -                | \$ -                | \$ -             | \$ (184.94)            | \$ (184.94)            |
| <b>TOTAL</b>                         | <b>\$ 102,646.04</b> | <b>\$ 12,047.23</b> | <b>\$ 72,750.00</b> | <b>\$ 250.00</b> | <b>\$ 1,136,368.03</b> | <b>\$ 1,324,061.30</b> |