

**El Paso Downtown Management District
Budget Comparison
Current FY Oct 2016 - Sept 2017
vs.
Proposed FY Oct 2017 - Sept 2018**

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CURRENT FY Oct 16 - Sep 17 Budget	Anticipated P & L EOFY Oct 2016 - Sept 2017	Proposed FY OCT 2017 - SEPT 2018 Budget	\$ Amt. Variance Current vs. PROPOSED FY Budgets	Compare Budgets % Change	Item(s) included in Proposed Budget Line Item / Notes / Comments	
Ordinary Income/Expense						
Income						
20000 Assessment Income	386,238	408,396	377,034	(9,204)	-2%	95.5% of EP CAD total certified property values
20010 Gen Sanit Cleanup Svcs	2,000	5,600	3,500	1,500	75%	Services provided daily and/or post events
20100 Interlocal Agreem Revenue						
20125 Grant Programs-TIRZ5	100,000	57,711	75,000	(25,000)	-25%	TIRZ No. 5 funding - Grant Programs
20130 Sanitation Services	226,600	226,600	233,398	6,798	3%	City Environmental Services Dept. funding per Interlocal Agreement
20150 Spec Priv Permit Program	15,780	24,050	18,200	2,420	15%	City Development funding per Interlocal Agreement - annual fee + fees for special event permits acquired in excess of 10 annually
20180 Spec Priv St. Banner Prog	23,000	21,337	20,000	(3,000)	-13%	Light pole banner display rentals
20190 Wayfinding Program	0	0	0	0	0%	Kiosk & Big Belly trash receptacle promotional panel sponsorships
20195 Wayfinding Project	0	0	0	0	0%	City reimbursed light maintenance costs-service to Wayfinding Kiosks
Total 20100 Interlocal Agreem Revenue	365,380	329,698	346,598	(18,782)	-5%	
20200 DMD Generated Revenue						
20230 Downtown Living Tour	0	4,776	5,250	5,250	NEW	Tour of residential complexes
20235 Downtown Mini Golf Bar Crawl	0	0	1,440	1,440	NEW	Tour of bars coupled with miniature golf contest
20240 DTEP Restaurant FD Crawl	0	4,850	4,850	4,850	NEW	Tour of fine dining restaurants
20245 DTEP Retail Tour	0	0	500	500	NEW	Tour of retail shops
20250 Running of the Bulls 5K RW	0	0	9,200	9,200	NEW	Annual 5K Run / Walk
20255 DTEP Calendar	0	0	5,000	5,000	NEW	Downtown themed calendar
Total 20200 DMD Generated Revenue	0	9,626	26,240	26,240	NEW	Product/ticket sales generated by DMD & DMD hosted events
Total Income	753,618	753,319	753,372	(246)	-0.03%	

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Expense						
3000 Administrative Staff						
3010 Benefits-Health/Dent Insur	20,616	20,616	35,373	14,757	72%	Employee group health/dental insurance premium (net) actual renewal amount, 6 employees participating
3020 Payroll Taxes	30,000	30,886	31,648	1,648	5%	Employer portion of social security & medicare taxes
Total 3000 Administrative Staff	50,616	51,502	67,021	16,405	32%	

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Total 3100a ADMIN Staff Salary Alloc	270,398	270,398	281,219	10,821	4%	Admin. staff salaries (5 employees) includes 3% allotment for annual raises (New Office & Marketing Assistant salary higher than previous)
Total 3159 SANIT Prog Crew Salaries	131,000	120,924	127,000	(4,000)	-3%	Decrease due to supervisor contract shift to DMD employment, includes 3% allotment for annual raises
Total 3100 Staff Salary Allocation	401,398	391,322	408,219	6,821	2%	

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3500 Contracted Svcs (Admin)						
3525 Accounting	6,000	5,850	6,000	0	0%	Annual audit
3540 Legal	3,500	4,886	3,500	0	0%	Legal consultation / review services
Total 3500 Contracted Svcs (Admin)	9,500	10,736	9,500	0	0%	

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4000 Office Administration						
4010 Copier Rental/Maint	3,200	3,534	3,800	600	19%	Office copier lease / maintenance contract bundle
4020 Insurance Expense						
4022 Directors Bond	880	1,406	0	(880)	-100%	Required insurance, 2017 - 2018 premium paid in advance
4024 Prof Liab (E & O) Ins	1,375	1,374	2,521	1,146	83%	Professional liability insurance premium
4026 Gen-Auto Liab, WkrComp Ins	11,511	13,381	15,128	3,617	31%	General, auto liability & worker's compensation increases: addition of Ambassador Program employees, special event and volunteer coverage
Total 4020 Insurance Expense	13,766	16,161	17,649	3,883	28%	
4045 Office Equipment	1,400	1,400	1,400	0	0%	
4055 Office Supplies	2,000	2,000	2,000	0	0%	
4060 Parking						
4062 Committee/Guest	500	500	500	0	0%	Parking stamps
4064 Employee Parking	3,800	3,239	3,800	0	0%	Employee parking fees
Total 4060 Parking	4,300	3,739	4,300	0	0%	
4080 Phone / IT Svcs	12,000	14,191	14,500	2,500	21%	Office phone, IT services, staff cell phones, increased necessary IT/backup support services
4082 Postage & Delivery	200	200	200	0	0%	
4085 Office Rent	28,000	28,000	29,000	1,000	4%	
4090 Service Charges/Misc Fees	3,000	3,000	3,000	0	0%	Bank, payroll service, city tax collection, other misc. fees
4095 Training & Dues	7,000	7,000	5,480	(1,520)	-22%	Education, seminars, memberships
4098 Travel	5,600	5,600	3,000	(2,600)	-46%	Business travel - education, seminars
Total 4000 Office Administration	80,466	84,825	84,329	3,863	5%	

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5000 Economic Develop/Promotion						
5010 Grant Programs-DMD	50,000	43,554	25,000	(25,000)	-50%	Potential DMD Grant Program project reimbursements
5015 Interlocal Grant Programs	100,000	57,711	75,000	(25,000)	-25%	Potential TIRZ 5 Grant Program project reimbursements
5020 Grant Programs Promotion	0	0	1,000	1,000	NEW	
5040 Research	0	0	0	0	NEW	
Total 5000 Economic Develop/Promotion	150,000	101,265	101,000	(49,000)	-33%	

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6000 Marketing						
6015 Marketing & PR Svcs Implem	8,500	8,500	10,000	1,500	18%	Marketing & design services
6017 DMD Event / Promotion						
6017a Running of the Bulls 5K RW	6,000	6,000	25,000	19,000	317%	Annual 5K Run/Walk anticipated expansion
6017b Downtown Living Tour	1,000	10,070	15,000	14,000	1400%	Inaugural year no expense amount budgeted
6017c DTEP Mini Golf Bar Crawl	0	0	3,500	3,500	NEW	
6017d DTEP Restaurant FD Crawl	0	5,500	5,500	5,500	NEW	
6017e DTEP Retail Tour	0	0	3,000	3,000	NEW	
6017f DTEP Calendar	0	0	4,500	4,500	NEW	
6017 DMD Event / Promotion - Other	5,800	5,800	5,000	(800)	-14%	Distributed to specific categories
Total 6017 DMD Event / Promotion	12,800	27,370	61,500	48,700	380%	
6020 Advertising/Promotion						
6025 Banner Program	7,000	7,000	5,000	(2,000)	-29%	Light pole banner display development
6035 Downtown Event Support						
6035a Last Thursdays Art Crawl	1,000	1,289	1,000	0	0%	Monthly art gallery tours
6035b Back To Sch/Tax Free Wkd	0	0	2,000	2,000	NEW	Annual back-to-school backpack drive, street festival
6035c Downtown Fitness	0	577	1,000	1,000	NEW	Weekly seasonal outdoor fitness classes
6035d City Holiday Programming	0	0	5,000	5,000	NEW	Annual holiday events
6035 Downtown Event Support - Other	1,000	1,000	1,000	0	0%	
Total 6035 Downtown Event Support	2,000	2,866	10,000	8,000	400%	Expanded partnering event support, distributed to specific categories
6020 Advertising/Promotion - Other	18,500	18,500	8,000	(10,500)	-57%	Advertising, brand campaign, promotion
Total 6020 Advertising/Promotion	27,500	28,366	23,000	(4,500)	-16%	
Total 6000 Marketing	48,800	64,236	94,500	45,700	94%	

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7000 Sanitation						
7015 Equipment Maintenance	2,500	2,500	2,500	0	0%	Power washer, equipment, etc. maintenance
7020 Expendable Supplies	18,000	18,000	20,500	2,500	14%	Various cleaning/maintenance supplies, mo. reporting software fees
7025 Fuel	9,000	9,550	10,000	1,000	11%	Increased duties, drive time
7040 Vehicle Maintenance	7,000	7,000	7,000	0	0%	
Total 7000 Sanitation	36,500	37,050	40,000	3,500	10%	

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7300 Infrastructure/Security					
7305 Homeless Outreach Services	0	5,000	5,000		NEW
7310 Security Program	20,000	20,000	20,000	0	0% Security patrol services
7310a EP Police Dept. Support	0	0	2,500	2,500	NEW Purchase of 2 bicycles
7315 Pedestrian Amenities	2,500	2,500	4,500	2,000	80% Holiday decorations, public art, maps, Bike Rack Program
Total 7300 Infrastructure/Security	22,500	27,500	32,000	9,500	42%

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7400 Transport & Parking					
7410 Parking Study Consult/Svcs	25,000	0	0	(25,000) -100%	No budget 2017 - 2018
Total 7400 Transport & Parking	25,000	0	0	(25,000) -100%	

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7500 Community Proj & Programs					
7505 Ambassador Program	15,000	15,000	13,752	(1,248)	-8%
7525 Wayfinding Project	0	0	0	0	0% City reimbursed light maintenance costs-service to Wayfinding Kiosks
7500 Community Proj & Programs - Other	4,000	4,000	3,000	(1,000)	-25% Seed money to support outside events, programs, services
Total 7500 Community Proj & Programs	19,000	19,000	16,752	(2,248)	-12%

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Total Expense	843,780	787,436	853,321	9,541	1%

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Net Ordinary Income	(90,162)	(34,117)	(99,949)	(9,787)	11%	
Other Income/Expense						
Other Income						
8005 Sponsorships/Donations						
8005a Power Hour Luncheons	500	500	500	0	0%	
8005b Downtown Living Tour	5,500	5,500	10,546	5,046	92%	Anticipated tour expansion
8005c DTEP Mini Golf Bar Crawl	0	0	2,231	2,231	NEW	
8005d DTEP Restaurant FD Crawl	0	650	706	706	NEW	
8005e DTEP Retail Tour	0	0	2,706	2,706	NEW	
8005f Running of Bulls 5K RW	0	15,750	17,087	17,087	NEW	
8005g DTEP Calendar	0	0	500	500	NEW	
Total 8005 Sponsorships/Donations	6,000	22,400	34,275	28,275	471%	Distributed to specific categories
8050 Interest Income						
8055 CD Interest	1,250	1,250	1,300	50	4%	
8056 Checking Interest	194	194	199	5	3%	
8057 Money MMkt Interest	821	821	904	83	10%	
Total 8050 Interest Income	2,265	2,265	2,403	138	6%	
Total Other Income	8,265	24,665	36,678	28,413	344%	
Net Other Income	8,265	24,665	36,678	28,413	344%	
Net Income	(81,897)	(9,452)	(63,271)	18,626	-23%	
Balance Sheet Item Incorporated in BUDGET Net Income:						
Capital Purchase Fund - Sanitation	(15,000)	(15,000)	(15,000)	0	0%	
	(96,897)	(24,452)	(78,271)	18,626	-19%	