

**El Paso Downtown Management District  
Budget Comparison**

**Current FY Oct 2017 - Sept 2018**

**VS.**

**Proposed FY Oct 2018 - Sept 2019**

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Final Version Presented to DMD BOD

	<b>CURRENT FY Oct 17 - Sep 18 Budget</b>	Anticipated <b>P &amp; L EOFY Oct 2017 - Sept 2018</b>	<b>PROPOSED FY OCT 2018 - SEPT 2019 Budget</b>	<b>\$ Amt. Variance Current vs. PROPOSED FY Budgets</b>	<b>Compare Budgets % Change</b>	<b>Item(s) included in Proposed Budget Line Item / Notes / Comments</b>
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
20000 Assessment Income	377,034	357,651	372,961	(4,073)	-1%	96.5% of EP CAD total certified property values
20010 Gen Sanit Cleanup Svcs	3,500	3,500	3,700	200	6%	Services provided daily and/or post events
<b>20100 Interlocal Agreem Revenue</b>						
20125 Grant Programs-TIRZ5	75,000	151,685	79,956	4,956	7%	Executed TIRZ 5 Grant Program agreements (current 4 year average)
20130 Sanitation Services	233,398	233,398	240,400	7,002	3%	City Environmental Services Dept. funding per Interlocal Agreement
20150 Spec Priv Permit Program	18,200	20,150	18,200	0	0%	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	20,000	16,555	16,500	(3,500)	-18%	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 for service to Wayfinding Kiosks
<b>Total 20100 Interlocal Agreem Revenue</b>	<b>346,598</b>	<b>421,788</b>	<b>355,056</b>	<b>8,458</b>	<b>2%</b>	
<b>20200 DMD Generated Revenue</b>						
20230 Downtown Living Tour	5,250	3,933	4,000	(1,250)	-24%	Tour of downtown residential complexes
20235 Downtown Barstool Open Crawl	1,440	5,803	5,800	4,360	303%	Tour of downtown bars coupled with miniature golf contest
20240 DTEP Restaurant Crawl	4,850	2,950	2,950	(1,900)	-39%	Tour of downtown restaurants
20245 DTEP Retail Tour	500	0	0	(500)	-100%	Tour of downtown retail shops (event concept changed 2018)
20250 Running of the Bulls 5K RW	9,200	11,534	11,500	2,300	25%	Annual 5K Run / Walk
20255 DTEP Calendar	5,000	1,610	2,000	(3,000)	-60%	Downtown themed calendar
<b>Total 20200 DMD Generated Revenue</b>	<b>26,240</b>	<b>25,830</b>	<b>26,250</b>	<b>10</b>	<b>0%</b>	Product/ticket sales generated by DMD & DMD hosted events
<b>Total Income</b>	<b>753,372</b>	<b>808,769</b>	<b>757,967</b>	<b>4,595</b>	<b>1%</b>	

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<b>Expense</b>						
<b>3000 Administrative Staff</b>						
<b>3010 Benefits-Health/Dent Insur</b>	35,373	33,459	34,605	(768)	-2%	Employee group health/dental insurance premium (net), 6 employees participating
<b>3020 Payroll Taxes</b>	31,648	31,648	32,500	852	3%	Employer portion of social security & medicare taxes
<b>Total 3000 Administrative Staff</b>	67,021	65,107	67,105	84	0%	

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	<b>FY Oct 17 -</b>	<b>P &amp; L EOFY</b>	<b>OCT 2018 -</b>	<b>Variance</b>	<b>Compare</b>	
	<b>Sep 18</b>	Oct 2017 -	<b>SEPT 2019</b>	<b>Current vs.</b>	<b>Budgets</b>	
	<b>Budget</b>	Sept 2018	<b>Budget</b>	<b>PROPOSED</b>	<b>% Change</b>	<b>Item(s) included in Proposed Budget Line Item / Notes / Comments</b>
				<b>FY Budgets</b>		
<b>3100 Staff Salary Allocation</b>						
<b>Total 3100a ADMIN Staff Salary Alloc</b>	281,219	280,269	279,647	(1,572)	-1%	Includes 2% allotment for office staff (4 employees)
<b>Total 3159 SANIT Prog Crew Salaries</b>	127,000	127,000	129,299	2,299	2%	3 full time, 1 part-time employee - includes 2% allotment for annual raises
<b>Total 3100 Staff Salary Allocation</b>	408,219	407,269	408,946	727	0%	

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<b>3500 Contracted Svcs (Admin)</b>					
<b>3525 Accounting</b>	6,000	6,000	6,100	100	2% Annual audit
<b>3540 Legal</b>	3,500	3,987	4,000	500	14% Legal consultation / review services
<b>Total 3500 Contracted Svcs (Admin)</b>	<b>9,500</b>	<b>9,987</b>	<b>10,100</b>	<b>600</b>	<b>6%</b>

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<b>4000 Office Administration</b>						
4010 Copier Rental/Maint	3,800	3,947	3,900	100	3%	Office copier lease / maintenance contract bundle
<b>4020 Insurance Expense</b>						
4022 Directors Bond	0	0	0	0	0%	Required insurance, 2018 - 2019 premium paid in advance
4024 Prof Liab (E & O) Ins	2,521	2,523	2,533	12	0%	Professional liability insurance premium
4026 Gen-Auto Liab, WkrComp Ins	15,128	15,038	13,197	(1,931)	-13%	General, auto liability & worker's compensation insurance premiums
<b>Total 4020 Insurance Expense</b>	<b>17,649</b>	<b>17,561</b>	<b>15,730</b>	<b>(1,919)</b>	<b>-11%</b>	
4045 Office Equipment	1,400	357	500	(900)	-64%	
4055 Office Supplies	2,000	2,000	1,500	(500)	-25%	
<b>4060 Parking</b>						
4062 Committee/Guest	500	300	400	(100)	-20%	Parking stamps
4064 Employee Parking	3,800	3,300	3,500	(300)	-8%	Employee parking fees
<b>Total 4060 Parking</b>	<b>4,300</b>	<b>3,600</b>	<b>3,900</b>	<b>(400)</b>	<b>-9%</b>	
4080 Phone / IT Svcs	14,500	15,608	15,500	1,000	7%	Office phone, IT services, staff cell phones, increased necessary event permit portal support services
4082 Postage & Delivery	200	200	200	0	0%	
4085 Office Rent	29,000	28,922	29,500	500	2%	
4090 Service Charges/Misc Fees	3,000	2,000	2,000	(1,000)	-33%	Bank, payroll service, city tax collection, other misc. fees
4095 Training & Dues	5,480	8,344	4,500	(980)	-18%	Education, seminars, memberships
4098 Travel	3,000	5,606	4,300	1,300	43%	Business travel - education, seminars
<b>Total 4000 Office Administration</b>	<b>84,329</b>	<b>88,145</b>	<b>81,530</b>	<b>(2,799)</b>	<b>-3%</b>	

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<b>5000 Economic Develop/Promotion</b>					
<b>5010 Grant Programs-DMD</b>	25,000	34,065	30,151	5,151	21% Executed DMD Grant Program agreements (current 4 yr. avg.)
<b>5015 Interlocal Grant Programs</b>	75,000	151,150	79,956	4,956	7% Executed TIRZ 5 Grant Program agreements (current 4 yr. avg.)
<b>5020 Grant Programs Promotion</b>	1,000	775	500	(500)	-50%
<b>5035 Downtown Research</b>	15,000	15,000	0	(15,000)	-100%
<b>Total 5000 Economic Develop/Promotion</b>	<b>116,000</b>	<b>200,990</b>	<b>110,607</b>	<b>(5,393)</b>	<b>-5%</b>

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<b>6000 Marketing</b>						
6015 Marketing & PR Svcs Implem	10,000	10,000	10,000	0	0%	Web hosting/maintenance services, creative software, Member 365 license
6017 DMD Event / Promotion						
6017a Running of the Bulls 5K RW	25,000	46,012	27,000	2,000	8%	Budget amounts more accurately estimated post 1 year organizational experience
6017b Downtown Living Tour	15,000	9,631	9,700	(5,300)	-35%	
6017c DTEP Barstool Open Crawl	3,500	4,857	5,800	2,300	66%	
6017d DTEP Restaurant Crawl	5,500	5,901	3,400	(2,100)	-38%	
6017e DTEP Start Up Downtown	3,000	2,500	2,500	(500)	-17%	
6017f DTEP Calendar	4,500	6,160	3,080	(1,420)	-32%	
6017 DMD Event / Promotion - Other	5,000	2,534	2,000	(3,000)	-60%	Misc. DMD events
<b>Total 6017 DMD Event / Promotion</b>	<b>61,500</b>	<b>77,595</b>	<b>53,480</b>	<b>(8,020)</b>	<b>-13%</b>	
<b>6020 Advertising/Promotion</b>						
6025 Banner Program	5,000	2,524	1,000	(4,000)	-80%	Light pole banner display development
6035 Downtown Event Support						
6035a Last Thursdays Art Crawl	1,000	1,000	500	(500)	-50%	Monthly art gallery tours
6035b Back To Sch/Tax Free Wkd	2,000	(359)	500	(1,500)	-75%	Tax free weekend promotions
6035c Downtown Fitness	1,000	1,000	500	(500)	-50%	Weekly seasonal outdoor fitness classes
6035d City Holiday Programming	5,000	5,000	5,000	0	0%	Annual holiday events
6035 Downtown Event Support - Other	1,000	1,000	1,000	0	0%	Misc. partner event support
<b>Total 6035 Downtown Event Support</b>	<b>10,000</b>	<b>7,641</b>	<b>7,500</b>	<b>(2,500)</b>	<b>-25%</b>	
6020 Advertising/Promotion - Other	8,000	5,950	3,000	(5,000)	-63%	Advertising, brand campaign, promotion
<b>Total 6020 Advertising/Promotion</b>	<b>23,000</b>	<b>16,115</b>	<b>11,500</b>	<b>(11,500)</b>	<b>-50%</b>	
<b>Total 6000 Marketing</b>	<b>94,500</b>	<b>103,710</b>	<b>74,980</b>	<b>(19,520)</b>	<b>-21%</b>	

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<b>7000 Sanitation</b>					
<b>7015 Equipment Maintenance</b>	2,500	1,592	1,500	(1,000)	-40% Power washer, equipment, etc. maintenance
<b>7020 Expendable Supplies</b>	20,500	16,500	18,500	(2,000)	-10% Various cleaning & maintenance supplies, monthly reporting software fees
<b>7025 Fuel</b>	10,000	11,657	12,000	2,000	20%
<b>7040 Vehicle Maintenance</b>	7,000	7,585	7,000	0	0%
<b>Total 7000 Sanitation</b>	<b>40,000</b>	<b>37,334</b>	<b>39,000</b>	<b>(1,000)</b>	<b>-3%</b>



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<b>7300 Infrastructure/Security</b>						
<b>7305 Homeless Outreach Services</b>	5,000	5,000	3,000	(2,000)	-40%	
<b>7310 Security Program</b>	20,000	20,000	12,500	(7,500)	-38%	Security patrol services
<b>7310a EP Police Dept. Support</b>	2,500	0	0	(2,500)	-100%	
<b>7315 Pedestrian Amenities</b>	4,500	1,854	1,000	(3,500)	-78%	Holiday decorations, public art, Bike Rack Program
<b>Total 7300 Infrastructure/Security</b>	<b>32,000</b>	<b>26,854</b>	<b>16,500</b>	<b>(15,500)</b>	<b>-48%</b>	

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<b>Sep 18</b>	Oct 2017 -	<b>SEPT 2019</b>	<b>Current vs.</b>	<b>Budgets</b>	
<b>Budget</b>	Sept 2018	<b>Budget</b>	<b>PROPOSED</b>	<b>% Change</b>	<b>Item(s) included in Proposed Budget Line Item / Notes / Comments</b>
			<b>FY Budgets</b>		
<b>7400 Transport &amp; Parking</b>					
<b>7410 Parking Study Consult/Svcs</b>	0	0	0	0	0%
<b>Total 7400 Transport &amp; Parking</b>	0	0	0	0	0%

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<b>7500 Community Proj &amp; Programs</b>					
7505 Ambassador Program	13,752	9,388	9,400	(4,352)	-32%
7525 Wayfinding Project	0	0	0	0	0% City reimbursed light maintenance costs for service to Wayfinding Kiosks
7500 Community Proj & Programs - Other	3,000	3,808	8,000	5,000	167% Support of outside events, programs, services, DMD strategic planning
<b>Total 7500 Community Proj &amp; Programs</b>	<b>16,752</b>	<b>13,196</b>	<b>17,400</b>	<b>648</b>	<b>4%</b>

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<b>Sep 18</b>	<b>EOFY</b>	<b>SEPT 2019</b>	Current vs.	Budgets	
<b>Budget</b>	Oct 2017 -	<b>Budget</b>	PROPOSED	% Change	Item(s) included in <b>Proposed</b> Budget Line Item / Notes / Comments
	Sept 2018		FY Budgets		
<b>Total Expense</b>	868,321	952,591	826,168	(42,153)	-5%

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Net Ordinary Income	(114,949)	(143,822)	(68,201)	46,748	-41%
Other Income/Expense					
Other Income					
8005 Sponsorships/Donations					
8005a Power Hour Luncheons	500	2,000	1,000	500	100%
8005b Downtown Living Tour	10,546	7,050	5,700	(4,846)	-46%
8005c DTEP Barstool Open Crawl	2,231	4,500	0	(2,231)	-100%
8005d DTEP Restaurant Crawl	706	1,000	450	(256)	-36%
8005e DTEP Start Up Downtown	2,706	2,000	2,500	(206)	-8%
8005f Running of Bulls 5K RW	17,087	15,066	16,000	(1,087)	-6%
8005g DTEP Calendar	500	1,000	1,080	580	116%
8005 Sponsorships/Donations - Other	0	2,500	500	500	NEW Misc. sponsorships / donations
<b>Total 8005 Sponsorships/Donations</b>	<b>34,275</b>	<b>35,116</b>	<b>27,230</b>	<b>(7,045)</b>	<b>-21%</b>
8050 Interest Income					
8052 TexPool Interest					
8052a DMD Operating Reserve Int	0	0	1,596	1,596	NEW
8052b Excess Operating \$ Int	0	0	500	500	NEW
8052c Excess Grant Prog \$ Int	0	0	1,250	1,250	NEW
8052d Excess Sanit Svcs \$ Int	0	0	1,250	1,250	NEW
<b>Total 8052 TexPool Interest Income</b>			<b>4,596</b>		
8055 CD Interest	1,300	1,200	0	(1,300)	-100% Bank of Texas CD closed
8056 Checking Interest	199	290	66	(133)	-67% Excess funds will be transferred to corresponding higher interest bearing
8057 Money MMkt Interest	904	1,569	465	(439)	-49% TexPool accounts
<b>Total 8050 Interest Income</b>	<b>2,403</b>	<b>3,059</b>	<b>5,127</b>	<b>2,724</b>	<b>113%</b>
<b>Total Other Income</b>	<b>36,678</b>	<b>38,175</b>	<b>32,357</b>	<b>(4,321)</b>	<b>-12%</b>
<b>Net Other Income</b>	<b>36,678</b>	<b>38,175</b>	<b>32,357</b>	<b>(4,321)</b>	<b>-12%</b>
<b>Net Income</b>	<b>(78,271)</b>	<b>(105,647)</b>	<b>(35,844)</b>	<b>42,427</b>	<b>-54%</b>
<b>Balance Sheet Item Incorporated in BUDGET Net Income:</b>					
Capital Purchase Fund - Sanitation	(15,000)	(15,000)	0	15,000	-100% No scheduled contribution
Open Fund Grant Contribution - Econ Devel / Promotion	(25,000)	20,000	0	25,000	-100% No scheduled contribution
	<b>(118,271)</b>	<b>(100,647)</b>	<b>(35,844)</b>	<b>82,427</b>	<b>-70%</b>