

**El Paso Downtown Management District  
 Budget Comparison  
 Current FY Oct 2019 - Sept 2020  
 vs.  
 Proposed FY Oct 2020 - Sept 2021**

CURRENT FY Oct 19 - Sep 20 Budget	Anticipated P & L		Proposed FY OCT 2020 - SEPT 2021 Budget	\$ Amt. Variance Current vs. PROPOSED FY Budgets 2 vs. 6	Compare Budgets % Change	Item(s) included in Proposed Budget Line Item / Notes / Comments
	EOFY Oct 2019 - Sept 2020 (excludes Grant Programs' accounting)					
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
20000 Assessment Income	395,294	426,905	437,645	42,351	11%	96.5% of EP CAD projected total certified property values
20010 Gen Sanit Cleanup Svcs	3,700	900	500	(3,200)	-86%	Contracted services provided post events
<b>20100 Interlocal Agreem Revenue</b>						
20125 Grant Programs-TIRZ5	99,158	0	70,415	(28,743)	-29%	Executed TIRZ 5 Grant Program agreements (current 4 year average @ 75%)
20130 Sanitation Services	247,612	247,612	226,600	(21,012)	-8%	City Environmental Services Dept. funding per Interlocal Agreement
20150 Spec Priv Permit Program	23,400	22,750	6,500	(16,900)	-72%	City Development funding per Interlocal Agreement - annual fee
20180 Spec Priv St. Banner Prog	18,000	2,890	8,000	(10,000)	-56%	Light pole banner display rentals
20190 Wayfinding Program	0	0	0	0	0%	Kiosk & Big Belly trash receptacle promotional panel sponsorships
20195 Wayfinding Project	15,000	0	15,000	0	0%	City reimbursed panel replacement costs for Wayfinding Kiosks
<b>Total 20100 Interlocal Agreem Revenue</b>	<b>403,170</b>	<b>291,485</b>	<b>326,515</b>	<b>(76,655)</b>	<b>-19%</b>	
<b>20200 DMD Generated Revenue</b>						
20230 Downtown Hotel / Living Tour	3,800	(11)	0	(3,800)	-100%	Tour of downtown hotel or residential complexes
20235 Downtown Barstool Open Crawl	9,000	9,540	9,000	0	0%	Tour of downtown bars coupled with miniature golf contest, crawl expanded to more venues?
20240 DTEP Restaurant Crawl	5,900	36	2,500	(3,400)	-58%	Tour of downtown restaurants, includes 2nd additional crawl
20250 Running of the Bulls 5K RW	7,500	8,283	0	(7,500)	-100%	Annual 5K Run / Walk
20255 DTEP Calendar	1,000	773	0	(1,000)	-100%	Downtown themed calendar
<b>Total 20200 DMD Generated Revenue</b>	<b>27,200</b>	<b>18,621</b>	<b>11,500</b>	<b>(15,700)</b>	<b>-58%</b>	Product/ticket sales generated by DMD & DMD hosted events
<b>20300 Grant Reimburseem Revenue</b>						
20320 CARES Act (Sanitation)			53,035		NEW	Federal CARES Act Grant reimbursement funding (Enhanced Sanitation Program)
20340 CARES Act (Food Court)			57,517		NEW	Federal CARES Act Grant reimbursement funding (Fresh Air Food Court)
20350 EPA Brownfields			20,646		NEW	Grant admin. assistance, 1 to 3 years duration, \$ 10K toward travel expense
<b>Total 20300 Grant Reimburseem Revenue</b>			<b>131,198</b>		<b>NEW</b>	
<b>Total Income</b>	<b>829,364</b>	<b>737,911</b>	<b>907,357</b>	<b>77,993</b>	<b>9%</b>	

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Expense	Anticipated P & L			\$ Amt. Variance Current vs. PROPOSED FY Budgets 2 vs. 6	Compare Budgets % Change	Item(s) included in Proposed Budget Line Item / Notes / Comments
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<b>3000 Administrative Staff</b>						
<b>3010 Benefits-Health/Dent Insur</b>	19,423	15,442	18,130	(1,293)	-7%	Employee group health/dental insurance premium (net), 4 employee participation: 3 - full yr, 1 - 6 mo.
<b>3015 Benefuts-Unemploym Claims</b>	0	3,578				Reimbursable unemployment 2 Qtr 2020 - A Carreon, J Marines. Federal CARES Act to reimburse 50% end of 2020.
<b>3020 Payroll Taxes</b>	34,341	35,803	40,065	5,724	17%	Employer portion of social security & medicare taxes
<b>Total 3000 Administrative Staff</b>	<u>53,764</u>	<u>54,824</u>	<u>58,195</u>	4,431	8%	

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<b>3100 Staff Salary Allocation</b>						
Total 3100a ADMIN Staff Salary Alloc	312,928	312,928	328,325	15,397	5%	5 FTE + 1 FTE starting April 2021. Includes contract & staff performance increases.
3159b Sanit Part Time 100% - Other	0	20,628	34,560	34,560	NEW	4 part time sanitation team members in lieu of community service clients
3159c1 Sanit PT 100% - Enhanced	0	6,352	19,055	19,055	NEW	Federal CARES ACT grant funded enhanced sanitation services
Total 3159 SANIT Prog Crew Salaries	135,967	135,967	137,722	1,755	1%	3 full time, 1 part-time existing (no annual raises)
<b>Total 3100 Staff Salary Allocation</b>	<b>448,895</b>	<b>454,163</b>	<b>519,662</b>	<b>70,767</b>	<b>16%</b>	

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<b>3500 Contracted Svcs (Admin)</b>					
3525 Accounting	6,000	6,000	0	0%	Annual audit
3540 Legal	6,000	13,038	0	0%	Legal consultation / review services
<b>Total 3500 Contracted Svcs (Admin)</b>	<b>12,000</b>	<b>19,038</b>	<b>0</b>	<b>0%</b>	

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<b>4000 Office Administration</b>						
4010 Copier Rental/Maint	4,500	4,580	4,700	200	4%	Office copier lease / maintenance contract bundle
4020 Insurance Expense						
4022 Directors Bond	2,288	2,289	0	(2,288)	0%	Required insurance (discounted 3 year renewal paid in advance)
4024 Prof Liab (E & O) Ins	2,050	2,050	2,089	39	2%	Professional liability insurance premium
4026 Gen-Auto Liab, WkrComp Ins	12,717	12,795	14,819	2,102	17%	General, auto liability, worker's compensation insurance premiums
4028 Railrd Protective Liab Ins	2,000	2,625	3,150	1,150	58%	Required liability insurance-banner installation work along streetcar route
<b>Total 4020 Insurance Expense</b>	<b>19,056</b>	<b>19,759</b>	<b>20,058</b>	<b>1,002</b>	<b>5%</b>	
4045 Office Equipment	2,000	1,429	2,600	600	30%	Lease of office PCs
4055 Office Supplies	1,800	2,043	1,600	(200)	-11%	
4060 Parking						
4062 Committee/Guest	400	300	300	(100)	-25%	Parking stamps
4064 Employee Parking	3,650	2,817	4,000	350	10%	Employee parking fees (1 new admin staff employee 6 mo.)
<b>Total 4060 Parking</b>	<b>4,050</b>	<b>3,117</b>	<b>4,300</b>	<b>250</b>	<b>6%</b>	
4080 Phone / IT Svcs	15,000	13,900	15,000	0	0%	Office phone, IT services, staff cell phones
4082 Postage & Delivery	200	275	200	0	0%	
4085 Office Rent	30,000	30,030	31,419	1,419	5%	DMD office lease renewal
4090 Service Charges/Misc Fees	2,000	3,839	2,500	500	25%	Bank, payroll service, city tax collection, other misc. fees
4095 Training & Dues	6,490	3,186	2,970	(3,520)	-54%	Education, PFIA required training, seminars, memberships
4098 Travel	3,800	1,923	10,500	6,700	176%	Business travel - education, seminars (EPA grant to reimburse \$ 10K)
<b>Total 4000 Office Administration</b>	<b>88,896</b>	<b>84,081</b>	<b>95,847</b>	<b>6,951</b>	<b>8%</b>	

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<b>5000 Economic Develop/Promotion</b>					
5010 Grant Programs-DMD	36,757	0	20,850	(15,907)	-43% Executed DMD Grant Program agreements (current 4 yr. avg. @ 75%)
5015 Interlocal Grant Programs	99,158	0	70,415	(28,743)	-29% Executed TIRZ 5 Grant Program agreements (current 4 yr. avg. @ 75%)
5020 Grant Programs Promotion	500	0	500	0	0%
5035 Downtown Research	0	271	0	0	0%
<b>Total 5000 Economic Develop/Promotion</b>	<b>136,414</b>	<b>25,355</b>	<b>91,764</b>	<b>(44,650)</b>	<b>-33%</b>

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<b>6000 Marketing</b>						
6015 Marketing & PR Svcs Implem	25,270	9,240	25,270	0	0%	Web hosting/maintenance services, creative software, Member 365 license
<b>6017 DMD Event / Promotion</b>						
6017a Running of the Bulls 5K RW	21,600	12,395	0	(21,600)	-100%	
6017b Downtown Hotel / Living Tour	9,300	0	0	(9,300)	-100%	
6017c DTEP Barstool Open Crawl	7,500	7,714	9,000	1,500	20%	Crawl expanded to more venues, increased participation?
6017d DTEP Restaurant Crawl	7,900	0	2,500	(5,400)	-68%	Decrease or change in scope?
6017e DTEP Start Up Downtown	1,000	2,219	3,000	2,000	200%	
6017f DTEP Calendar	2,000	3,340	3,400	1,400	70%	
6017h DTEP Fresh Air Food Court	0	28,309	50,999		NEW	Outdoor dining option Sep-Dec 2020 (includes salaries), CARES Act grant funded
6017i DT Employee Appreciation	0	0	9,000		NEW	Promotions to benefit downtown employees
6017 DMD Event / Promotion - Other	2,000	1,915	2,000	0	0%	Misc. DMD events
<b>Total 6017 DMD Event / Promotion</b>	<b>51,300</b>	<b>55,892</b>	<b>79,899</b>	<b>28,599</b>	<b>56%</b>	
<b>6020 Advertising/Promotion</b>						
6025 Banner Program	0	2,030	2,500	2,500		Light pole banner display development
<b>6035 Downtown Event Support</b>						
6035a Last Thursdays Art Crawl	1,000	110	1,000	0	0%	Monthly art gallery tours
6035b Back To Sch/Tax Free Wkd	500	4,528	500	0	0%	Tax free weekend promotions
6035c Downtown Fitness	2,000	0	4,000	2,000	100%	Weekly seasonal outdoor fitness classes
6035d City Holiday Programming	5,000	5,000	15,000	10,000	200%	Annual holiday events
6035e Streetcar	5,000	0	0	(5,000)	-100%	
6035 Downtown Event Support - Other	1,000	50	1,000	0	0%	Misc. partner event support
<b>Total 6035 Downtown Event Support</b>	<b>14,500</b>	<b>9,688</b>	<b>21,500</b>	<b>7,000</b>	<b>48%</b>	
6020 Advertising/Promotion - Other	6,000	7,033	6,000	0	0%	Advertising, brand campaign, promotion
<b>Total 6020 Advertising/Promotion</b>	<b>20,500</b>	<b>18,751</b>	<b>30,000</b>	<b>9,500</b>	<b>46%</b>	
<b>Total 6000 Marketing</b>	<b>97,070</b>	<b>83,882</b>	<b>135,169</b>	<b>38,099</b>	<b>39%</b>	

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<b>7000 Sanitation</b>						
7015 Equip Rental/Maintenance	1,500	5,950	16,500	15,000	1000%	Power washer, equip., etc. maint. (includes Enhanced Sanitation)
7020 Expendable Supp + Enhanced	18,500	15,024	21,894	3,394	18%	Various cleaning, sanitizing/disinfecting & maintenance supplies
7025 Fuel	12,000	9,656	12,000	0	0%	
7040 Vehicle Maintenance	8,000	6,830	8,000	0	0%	
<b>Total 7000 Sanitation</b>	<b>40,000</b>	<b>37,460</b>	<b>58,394</b>	<b>18,394</b>	<b>46%</b>	



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<b>7300 Infrastructure/Security</b>					
7305 Homeless Outreach Services	3,000	3,000	5,000	2,000	67% Monetary donation
7310 Security Program	12,500	12,500	25,000	12,500	100% Security patrol services
7315 Pedestrian Amenities	2,000	2,000	2,000	0	0% Holiday decorations, public art, Bike Rack Program
<b>Total 7300 Infrastructure/Security</b>	<b>17,500</b>	<b>17,500</b>	<b>32,000</b>	<b>14,500</b>	<b>83%</b>

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<b>7500 Community Proj &amp; Programs</b>						
7505 Ambassador Program	10,000	2,808	8,000	(2,000)	-20%	
7525 Wayfinding Project	15,000	0	15,000	0	0%	City reimbursed panel replacement costs for Wayfinding Kiosks
7500 Community Proj & Programs - Other	2,000	2,047	4,000	2,000	100%	Support of outside events, programs, services (includes Power Hour Luncheons)
<b>Total 7500 Community Proj &amp; Programs</b>	<b>27,000</b>	<b>4,855</b>	<b>27,000</b>	<b>0</b>	<b>0%</b>	

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7800 Depreciation Expense		14,000			NEW
<b>Total Expense</b>	921,539	781,158	1,044,031	122,492	13%

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<b>Net Ordinary Income</b>	(92,175)	(43,248)	(136,674)	(44,499)	48%	
<b>Other Income/Expense</b>						
<b>Other Income</b>						
<b>8005 Sponsorships/Donations</b>						
8005a Power Hour Luncheons	1,000	2,000	0	(1,000)	-100%	
8005b Downtown Hotel / Living Tour	5,500	750	0	(5,500)	-100%	
8005c DTEP Barstool Open Crawl	8,250	11,100	0	(8,250)	0%	
8005d DTEP Restaurant Crawl	2,000	0	0	(2,000)	-100%	
8005e DTEP Start Up Downtown	1,000	2,000	1,000	0	0%	
8005f Running of Bulls 5K RW	14,100	1,241	0	(14,100)	-100%	
8005g DTEP Calendar	1,000	1,000	0	(1,000)	-100%	
8005i DT Employee Appreciation			6,000	6,000	NEW	
8005 Sponsorships/Donations - Other	500	6,500	0	(500)	-100%	
<b>Total 8005 Sponsorships/Donations</b>	<b>33,350</b>	<b>24,591</b>	<b>7,000</b>	<b>(26,350)</b>	<b>-79%</b>	
<b>8050 Interest Income</b>						
8052 TexPool Interest	7,500	6,862	2,000	(5,500)	-73%	
8056 Checking Interest	60	69	30	(30)	-50%	
<b>Total 8050 Interest Income</b>	<b>7,560</b>	<b>6,931</b>	<b>2,030</b>	<b>(5,530)</b>	<b>-73%</b>	
<b>Total Other Income</b>	<b>40,910</b>	<b>31,522</b>	<b>9,030</b>	<b>(31,880)</b>	<b>-78%</b>	
<b>Net Other Income</b>	<b>40,910</b>	<b>31,522</b>	<b>9,030</b>	<b>(31,880)</b>	<b>-78%</b>	
<b>Net Income</b>	<b>(51,265)</b>	<b>(11,726)</b>	<b>(127,644)</b>	<b>(76,379)</b>	<b>149%</b>	
<b>Balance Sheet Item Incorporated in BUDGET Net Income:</b>						
Capital Purchase Fund - Sanitation	10,000	0	0	(10,000)		No upcoming FY contribution
und Grant Contribution - Econ Devel / Promotion	45,000	0	0	(45,000)		No upcoming FY contribution
	(106,265)	(11,726)	(127,644)	(21,379)	20%	