

**El Paso Downtown Management District  
Budget Comparison  
Current FY Oct 2020 - Sept 2021  
vs.  
Proposed FY Oct 2021 - Sept 2022**

	<b>CURRENT FY Oct 20 - Sep 21 Budget</b>	<b>Anticipated P &amp; L EOFY Oct 2020 - Sept 2021 (excludes Grant Programs' accounting)</b>	<b>Proposed FY OCT 2021 - SEPT 2022 Budget</b>	<b>\$ Amt. Variance Current vs. PROPOSED FY Budgets 2 vs. 6</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	437,645	474,019	471,328	33,683	8%	97.5% of EP CAD projected total certified property values
20010 Gen Sanit Cleanup Svcs	500	800	3,000	2,500	500%	Contracted services provided post events
20100 Interlocal Agreem Revenue						
20120 Commerc Façade Imprv Prog	0	0	2,500	2,500	NEW	City funded façade grant program administration fee per Interlocal Agreement
20125 Grant Programs-TIRZ5	70,415	0	110,849	40,434	57%	Executed TIRZ 5 Grant Program agreements (current 4 year average @ 75%)
20130 Sanitation Services	233,475	233,475	233,475	0	0%	City Environmental Services Dept. funding per Interlocal Agreement
20150 Spec Priv Permit Program	6,500	6,500	6,500	0	0%	City Development funding per Interlocal Agreement - annual fee
20180 Spec Priv St. Banner Prog	8,000	11,294	8,000	0	0%	Light pole banner display rentals
20185 Landscaping Services			136,661		NEW	City reimbursed landscape program costs
20190 Wayfinding Program	0	0	0	0	0%	Wayfinding Kiosk promotional panel sponsorships
20195 Wayfinding Project	15,000	14,212	0	(15,000)	0%	City reimbursed panel upgrade costs for Wayfinding Kiosks
<b>Total 20100 Interlocal Agreem Revenue</b>	<b>333,390</b>	<b>440,406</b>	<b>497,985</b>	<b>164,595</b>	<b>49%</b>	
<b>20200 DMD Generated Revenue</b>						
20230 Downtown Hotel / Living Tour	0	0	3,500	3,500		Tour of downtown hotel or residential complexes
20235 Downtown Barstool Open Crawl	9,000	9,838	10,000	1,000	11%	Tour of downtown bars coupled with miniature golf contest, crawl expanded to more venues?
20240 DTEP Restaurant Crawl	2,500	5,991	6,000	3,500	140%	Tour of downtown restaurants
20255 DTEP Calendar	0	287	0	0		Downtown themed calendar
20260 DTEP Fiesta de las Luces			0		NEW	South El Paso Street festival (non-ticket revenue generating)
<b>Total 20200 DMD Generated Revenue</b>	<b>11,500</b>	<b>16,116</b>	<b>19,500</b>	<b>8,000</b>	<b>70%</b>	Product/ticket sales generated by DMD & DMD hosted events
<b>20300 Grant Reimburse Revenue</b>						
20320 CARES Act (Sanitation)	113,311	0				Federal CARES Act Grant reimb. funding (program end 12/31/2020)
20340 CARES Act (Food Court)	79,763	0				Federal CARES Act Grant reimb. funding (program end 12/31/2020)
20350 EPA Brownfield	20,646	5,631	15,000	(5,646)	-27%	Grant administration assistance, 1 to 3 yrs duration, \$ 10K toward travel expense
<b>Total 20300 Grant Reimburse Revenue</b>	<b>213,720</b>	<b>5,631</b>	<b>15,000</b>			
<b>Total Income</b>	<b>996,755</b>	<b>1,106,297</b>	<b>1,006,813</b>	<b>10,058</b>	<b>1%</b>	

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<b>Expense</b>						
<b>3000 Administrative Staff</b>						
<b>3010 Benefits-Health/Dent Insur</b>	18,130	24,692	35,840	17,710	98%	Employee group health/dental insurance premium (net), 7 employee participation
<b>3015 Benefits-Unemploy Claims</b>			3,000	3,000	NEW	
<b>3020 Payroll Taxes</b>	40,065	40,761	42,404	2,339	6%	Employer portion of social security & medicare taxes
<b>Total 3000 Administrative Staff</b>	<u>58,195</u>	<u>65,453</u>	<u>81,244</u>	23,049	40%	

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<b>3100 Staff Salary Allocation</b>						
<b>Total 3100a ADMIN Staff Salary Alloc</b>	328,325	324,158	319,366	(8,959)	-3%	5 existing staff (3% annual raises) + 1 new employee
<b>3159b Sanit Part Time 100% - Other</b>	62,665	107,877	69,015	6,350	10%	5 part time sanitation team members, 4 in lieu of community service clients
<b>3159c1 Sanit PT 100% - Enhanced</b>	25,407	0				Federal CARES Act Grant program (program end 12/31/2020)
<b>Total 3159 SANIT Prog Crew Salaries</b>	109,221	107,631	107,917	(1,304)	-1%	3 full time employees (3% annual raises)
<b>3162 Landscape Svcs Coord 100%</b>			50,000			NEW
<b>Total 3100 Staff Salary Allocation</b>	<u>525,618</u>	<u>554,827</u>	<u>546,297</u>	20,679	4%	

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3500 Contracted Svcs (Admin)					
3525 Accounting	6,000	6,000	0	0%	Annual audit
3540 Legal	6,000	12,744	800	13%	Legal consultation / review services
<b>Total 3500 Contracted Svcs (Admin)</b>	<b>12,000</b>	<b>18,744</b>	<b>800</b>	<b>7%</b>	

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<b>4000 Office Administration</b>					
4010 Copier Rental/Maint	4,700	4,225	4,200	(500)	-11% Office copier lease / maintenance contract bundle
<b>4020 Insurance Expense</b>					
4022 Directors Bond	0	0	0	0	0% Required insurance (discounted 3 year renewal paid in advance)
4024 Prof Liab (E & O) Ins	2,089	2,089	2,540	451	22% Professional liability insurance premium
4026 Gen-Auto Liab, WkrComp Ins	14,819	14,561	17,029	2,210	15% General, auto liability, worker's compensation insurance premiums
4028 Railrd Protective Liab Ins	3,150	3,150	3,148	(2)	0% Required liability insurance for banner installation work along streetcar route
<b>Total 4020 Insurance Expense</b>	<b>20,058</b>	<b>19,800</b>	<b>22,717</b>	<b>2,659</b>	<b>13%</b>
4045 Office Equipment	2,600	2,299	4,000	1,400	54% Lease of office 4 PCs, 1 laptop
4055 Office Supplies	1,600	2,079	1,600	0	0%
<b>4060 Parking</b>					
4062 Committee/Guest	300	0	300	0	0% Parking stamps
4064 Employee Parking	4,000	3,164	4,000	0	0% Employee parking fees, 1 new employee
<b>Total 4060 Parking</b>	<b>4,300</b>	<b>3,164</b>	<b>4,300</b>	<b>0</b>	<b>0%</b>
4080 Phone / IT Svcs	15,000	15,976	11,750	(3,250)	-22% Office phone, IT services
Staff Cell Phones			7,000		NEW Staff cell phones
4082 Postage & Delivery	200	339	200	0	0%
4085 Office Rent	31,419	28,667	32,950	1,531	5% DMD office lease renewal
4090 Service Charges/Misc Fees	2,500	3,523	2,500	0	0% Bank, payroll service, city tax collection, other misc. fees
4095 Training & Dues	2,970	2,878	6,910	3,940	133% Education, PFIA required training, seminars, memberships
4098 Travel	10,500	1,117	13,800	3,300	31% Business travel - education, seminars (EPA grant to reimburse \$ 10K)
<b>Total 4000 Office Administration</b>	<b>95,847</b>	<b>84,067</b>	<b>111,927</b>	<b>16,080</b>	<b>17%</b>

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<b>5000 Economic Develop/Promotion</b>						
5010 Grant Programs-DMD	20,850	0	25,048	4,198	20%	Executed DMD Grant Program agreements (current 4 yr. avg. @ 75%)
5015 Interlocal Grant Programs	70,415	0	110,849	40,434	57%	Executed TIRZ 5 Grant Program agreements (current 4 yr. avg. @ 75%)
5020 Grant Programs Promotion	500	0	500	0	0%	
5035 Downtown Research	0	250	50,250	50,250		Strategic, Downtown plan
<b>Total 5000 Economic Develop/Promotion</b>	<b>91,764</b>	<b>209,936</b>	<b>186,647</b>	<b>94,883</b>	<b>103%</b>	

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<b>6000 Marketing</b>						
6015 Marketing & PR Svcs Implem	25,270	22,860	6,032	(19,238)	-76%	Web hosting/maintenance services, creative software
<b>6017 DMD Event / Promotion</b>						
6017b Downtown Hotel / Living Tour	0	0	9,000			Tour of hotels, residential complexes
6017c DTEP Barstool Open Crawl	9,000	9,578	12,500	3,500	39%	Possible expansion to more venues
6017d DTEP Restaurant Crawl	2,500	3,775	6,500	4,000	160%	Restaurant tour expansion
6017e DTEP Start Up Downtown	3,000	0	1,000	(2,000)	-67%	
6017f DTEP Calendar	3,400	3,710	0	(3,400)	-100%	
6017i DT Employee Appreciation	9,000	6,000	6,000	(3,000)	-33%	Promotions to benefit downtown employees
6017j DTEP Fiesta de las Luces			38,250		NEW	South El Paso Street festival
6017 DMD Event / Promotion - Other	2,000	27,942	2,000	0	0%	Misc. DMD events
<b>Total 6017 DMD Event / Promotion</b>	<b>28,900</b>	<b>51,005</b>	<b>75,250</b>	<b>46,350</b>	<b>160%</b>	
<b>6020 Advertising/Promotion</b>						
6025 Banner Program	2,500	2,890	8,000	5,500	220%	Light pole banner display development
<b>6035 Downtown Event Support</b>						
6035a Last Thursdays Art Crawl	1,000	0	0	(1,000)	-100%	Monthly art gallery tours
6035b Back To Sch/Tax Free Wkd	500	500	500	0	0%	Tax free weekend promotions
6035c Downtown Fitness	4,000	0	0	(4,000)	-100%	Weekly seasonal outdoor fitness classes
6035d City Holiday Programming	15,000	15,000	0	(15,000)	-100%	Annual holiday events
6035 Downtown Event Support - Other	1,000	0	1,000	0	0%	Misc. partner event support
<b>Total 6035 Downtown Event Support</b>	<b>21,500</b>	<b>15,500</b>	<b>1,500</b>	<b>(20,000)</b>	<b>-93%</b>	
6020 Advertising/Promotion - Other	6,000	1,344	6,000	0	0%	Advertising, brand campaign, promotion
<b>Total 6020 Advertising/Promotion</b>	<b>30,000</b>	<b>19,734</b>	<b>15,500</b>	<b>(14,500)</b>	<b>-48%</b>	
<b>Total 6000 Marketing</b>	<b>84,170</b>	<b>93,599</b>	<b>96,782</b>	<b>12,612</b>	<b>15%</b>	

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<b>7000 Sanitation</b>					
7015 Equip Rental/Maintenance	63,901	932	1,500	(62,401)	-98% Power washer, equip., etc. maintenance
7020 Expendable Supp + Enhanced	23,222	9,013	18,500	(4,722)	-20% Various cleaning, sanitizing/disinfecting & maintenance supplies
7025 Fuel	12,000	13,052	12,000	0	0%
7040 Vehicle Maintenance	8,000	7,520		(8,000)	-100%
7040a 1999 Ford Truck			1,785		NEW
7040b 2000 GMC Truck			1,275		NEW
7040c 2003 Ford Van			1,445		NEW
7040d 2013 Chev Truck			1,825		NEW
7040e 2016 Chev Truck			2,170		NEW
7040 Total Vehicle Maintenance			8,500		
<b>Total 7000 Sanitation</b>	<b>107,123</b>	<b>83,241</b>	<b>40,500</b>	<b>(66,623)</b>	<b>-62%</b>



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<b>7100 Landscape Services</b>					
<b>7105 Equipment Maintenance</b>			1,500	NEW	
<b>7110 Supplies / Trees / Plants</b>			10,000	NEW	
<b>7115 Fuel</b>			2,400	NEW	
<b>7120 Vehicle Maintenance</b>			6,000	NEW	
<b>7125 Contractor Labor</b>			10,000	NEW	
<b>Total 7100 Landscape Services</b>			29,900		

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<b>7300 Infrastructure/Security</b>					
7305 Homeless Outreach Services	5,000	5,000	3,000	(2,000)	-40% Monetary donation
7310 Security Program	25,000	16,700	8,000	(17,000)	-68% Security patrol services
7315 Pedestrian Amenities	2,000	2,000	1,000	(1,000)	-50% Holiday decorations, public art, Bike Rack Program
<b>Total 7300 Infrastructure/Security</b>	<b>32,000</b>	<b>23,700</b>	<b>12,000</b>	<b>(20,000)</b>	<b>-63%</b>

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<b>7500 Community Proj &amp; Programs</b>					
7505 Ambassador Program	8,000	5,192	10,000	2,000	25%
7525 Wayfinding Project	15,000	14,212	0	(15,000)	0% City reimbursed panel replacement costs for Wayfinding Kiosks
7500 Community Proj & Programs - Othe	4,000	1,650	1,000	(3,000)	-75% Support of outside events, programs, services (includes Power Hour Luncheons)
<b>Total 7500 Community Proj &amp; Programs</b>	<b>27,000</b>	<b>21,054</b>	<b>11,000</b>	<b>(16,000)</b>	<b>-59%</b>

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7800 Depreciation Expense	14,000		10,000	(4,000)	0%	
<b>Total Expense</b>	<b>1,047,717</b>	<b>1,154,621</b>	<b>1,139,097</b>	<b>91,380</b>	<b>9%</b>	

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<b>Net Ordinary Income</b>	(50,962)	(48,324)	(132,284)	(81,322)	160%	
<b>Other Income/Expense</b>						
<b>Other Income</b>						
<b>8005 Sponsorships/Donations</b>						
8005a Power Hour Luncheons	0	0	1,000	1,000		
8005b Downtown Hotel / Living Tour	0	0	5,500	5,500		
8005c DTEP Barstool Open Crawl	0	5,500	12,000	12,000	0%	
8005d DTEP Restaurant Crawl	0	1,000	1,000	1,000		
8005e DTEP Start Up Downtown	1,000	0	1,000	0	0%	
8005f Running of Bulls 5K RW	0	0		0		
8005g DTEP Calendar	0	0		0		
8005i DT Employee Appreciation	6,000	5,500	6,000	0	0%	
8005j DTEP Fiesta de las Luces			34,000		NEW	
8005 Sponsorships/Donations - Other	0	11,911	0	0		
<b>Total 8005 Sponsorships/Donations</b>	<b>7,000</b>	<b>23,911</b>	<b>60,500</b>	<b>53,500</b>	<b>764%</b>	
<b>8050 Interest Income</b>						
8052 TexPool Interest	2,000	292	250	(1,750)	-88%	
8055 CD Interest	0	321	800		NEW	
8056 Checking Interest	30	71	50	20	67%	
<b>Total 8050 Interest Income</b>	<b>2,030</b>	<b>684</b>	<b>1,100</b>	<b>(930)</b>	<b>-46%</b>	
<b>Total Other Income</b>	<b>9,030</b>	<b>24,595</b>	<b>61,600</b>	<b>52,570</b>	<b>582%</b>	
<b>Net Other Income</b>	<b>9,030</b>	<b>24,595</b>	<b>61,600</b>	<b>52,570</b>	<b>582%</b>	
<b>Net Income</b>	<b>(41,932)</b>	<b>(23,729)</b>	<b>(70,684)</b>	<b>(28,752)</b>	<b>69%</b>	
<b>Balance Sheet Item Incorporated in BUDGET Net Income:</b>						
Capital Purchase Fund - Sanitation	0	0	0	0		
Grant Contribution - Econ Devel / Promotion	0	0	50,000	50,000		
	(41,932)	(23,729)	(120,684)	(78,752)	188%	