

**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</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
<b>20100 Interlocal Agreem Revenue</b>						
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
20186 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>3180 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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<b>3500 Contracted Svcs (Admin)</b>						
3525 Accounting	6,000	6,000	6,000	0	0%	Annual audit
3540 Legal	6,000	12,744	6,800	800	13%	Legal consultation / review services
<b>Total 3500 Contracted Svcs (Admin)</b>	<b>12,000</b>	<b>18,744</b>	<b>12,800</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
4081 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
<b>7040 Total Vehicle Maintenance</b>			<b>8,500</b>		
<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>					
7105 Equipment Maintenance		1,500		NEW	
7110 Supplies / Trees / Plants		10,000		NEW	
7115 Fuel		2,400		NEW	
7120 Vehicle Maintenance		6,000		NEW	
7125 Contractor Labor		10,000		NEW	
<b>Total 7100 Landscape Services</b>		<b>29,900</b>			

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

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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%	