Management Report

Myrtle Beach Downtown Alliance
For the period ended February 28, 2025

Prepared by
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Prepared on
March 21, 2025

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Balance Sheet

As of February 28, 2025

		Total
	As of Feb 28, 2025	As of Feb 29, 2024 (PY)
ASSETS		
Current Assets		
Bank Accounts		
South Atlantic Bank	340,900.80	147,794.57
South Atlantic Bank Restricted	524,190.74	503,377.27
Total Bank Accounts	**865,091.54**	**651,171.84**
Accounts Receivable		
Accounts Receivable (A/R)	0.00	6,000.00
Total Accounts Receivable	**0.00**	**6,000.00**
Other Current Assets		
14000. Right of Use Lease Asset	0.00	21,000.00
Total Other Current Assets	**0.00**	**21,000.00**
Total Current Assets	**865,091.54**	**678,171.84**
TOTAL ASSETS	**$865,091.54**	**$678,171.84**
LIABILITIES AND EQUITY		
Liabilities		
Current Liabilities		
Other Current Liabilities		
23000 Lease Liability Obligation	0.00	21,000.00
Payroll wages and tax to pay	0.00	0.00
Payroll tax to pay	598.52	4,441.10
Retirement benefits to pay	105.23	1,202.60
Total Payroll wages and tax to pay	**703.75**	**5,643.70**
Total Other Current Liabilities	**703.75**	**26,643.70**
Total Current Liabilities	**703.75**	**26,643.70**
Total Liabilities	**703.75**	**26,643.70**
Equity		
Net Assets Temporarily Restricted	510,814.09	500,000.00
Net Assets Unrestricted	152,119.76	332,047.38
Retained Earnings	-111,432.21	-169,113.53
Net Income	312,886.15	-11,405.71
Total Equity	**864,387.79**	**651,528.14**
TOTAL LIABILITIES AND EQUITY	**$865,091.54**	**$678,171.84**

Profit and Loss

January - February, 2025

		Total
	Jan - Feb, 2025	Jan - Feb, 2024 (PY)
INCOME		
41000 Donations		
41010 Business - Designated	200.00	
Total 41000 Donations	**200.00**	
42000 Public Grants (Designated)		
42010 City of Myrtle Beach	456,761.00	306,250.00
Total 42000 Public Grants (Designated)	**456,761.00**	**306,250.00**
49000 Other Income		
49010 Rents - Sub Lease	1,050.00	5,650.00
49020 Interest Income	2,906.56	3,377.27
Total 49000 Other Income	**3,956.56**	**9,027.27**
Total Income	**460,917.56**	**315,277.27**
GROSS PROFIT	**460,917.56**	**315,277.27**
EXPENSES		
60000 Wages & Employee Expenses		0.00
60010 Salaries	63,955.66	57,951.94
60015 Contract Labor		29,924.76
60020 Payroll Taxes	4,722.69	4,796.18
60035 Employee Insurance	5,964.15	3,149.00
60040 Mobile Phones	323.05	492.30
60050 Simple IRA Match	2,066.01	165.58
60055 Payroll Processing Fees	360.00	201.00
Total 60000 Wages & Employee Expenses	**77,391.56**	**96,680.76**
61000 Facilities		
61010 Office Lease	6,850.00	6,350.00
61011 BBB Lease	4,000.00	

	Total	
	Jan - Feb, 2025	Jan - Feb, 2024 (PY)
61015 Utilities	1,466.98	564.39
61095 Miscellaneous	937.50	
Total 61000 Facilities	**13,254.48**	**6,914.39**
65000 Advertising & Marketing		
65030 Chotchkey & Novelty Items	408.75	
65040 Social Media/Online	5,985.00	
65050 Website (Maintenance & Hosting)	700.00	
65053 MBDA - First Friday Art Walk	537.34	
65059 Advertising/Promotional	20,000.00	
Total 65000 Advertising & Marketing	**27,631.09**	
66000 Computer Hardware/Software		
66010 Network-IT Managed Service Provider	834.20	806.57
66015 Software Subscriptions	1,334.50	2,307.88
66020 Hardware and Miscellaneous	1,778.91	
Total 66000 Computer Hardware/Software	**3,947.61**	**3,114.45**
67100 Office Expense		
67115 Office Supplies		1,245.15
67135 Copier Lease-IT Managed Service Provider	609.11	1,006.53
Total 67100 Office Expense	**609.11**	**2,251.68**
67500 Travel & Seminars		
67520 Continuing Education	4,750.00	
Total 67500 Travel & Seminars	**4,750.00**	
68200 Event Expense		
68210 Sponsorship	21.80	15,400.00
Total 68200 Event Expense	**21.80**	**15,400.00**
68400 Project/Property Activation Expense		
68410 Project/Property Activation Expense	864.60	6,100.00

	Total	
	Jan - Feb, 2025	Jan - Feb, 2024 (PY)
68415 Project/Property Activation Upkeep (Prior Completed Projects)	894.60	
Total 68400 Project/Property Activation Expense	**1,759.20**	**6,100.00**
68700 Professional/Customer Service Fees		
68720 Ambassadors	108,947.24	87,677.02
68730 Design and Overlay	40,926.35	29,548.41
68731 Lighting Design Guildelines & Master Plan	32,491.77	
68732 Downtown Residential Advanced Plan	83,745.50	
68750 Legal		295.25
68770 Miscellaneous	4,950.00	
Total 68700 Professional/Customer Service Fees	**271,060.86**	**117,520.68**
69100 Taxes/Registration		
69190 Miscellaneous		500.00
Total 69100 Taxes/Registration		**500.00**
QuickBooks Payments Fees	26.20	
Total Expenses	**400,451.91**	**248,481.96**
NET OPERATING INCOME	**60,465.65**	**66,795.31**
NET INCOME	**$60,465.65**	**$66,795.31**

Statement of Cash Flows

January - February, 2025

	Total
OPERATING ACTIVITIES	
Net Income	60,465.65
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable (A/R)	525.00
Payroll wages and tax to pay:Payroll tax to pay	-2,975.10
Payroll wages and tax to pay:Retirement benefits to pay	-1,398.68
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	**-3,848.78**
Net cash provided by operating activities	**56,616.87**
NET CASH INCREASE FOR PERIOD	**56,616.87**
Cash at beginning of period	808,474.67
CASH AT END OF PERIOD	**$865,091.54**

Myrtle Beach Downtown Alliance

Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L

July 2024 - February 2025

	JUL - SEP, 2024				OCT - DEC, 2024				JAN - FEB, 2025				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income																
40000 Grants (Non-Government)													$0.00	$0.00	$0.00	0.00%
40010 Grants - Designated	178,258.00	38,550.00	139,708.00	462.41 %	100,000.00	38,550.00	61,450.00	259.40 %		25,700.00	-25,700.00		$278,258.00	$102,800.00	$175,458.00	270.68 %
Total 40000 Grants (Non-Government)	**178,258.00**	**38,550.00**	**139,708.00**	**462.41 %**	**100,000.00**	**38,550.00**	**61,450.00**	**259.40 %**		**25,700.00**	**-25,700.00**		**$278,258.00**	**$102,800.00**	**$175,458.00**	**270.68 %**
41000 Donations													$0.00	$0.00	$0.00	0.00%
41010 Business - Designated					200.00		200.00		200.00		200.00		$400.00	$0.00	$400.00	0.00%
41035 Individuals - Undesignated	163.00		163.00										$163.00	$0.00	$163.00	0.00%
Total 41000 Donations	**163.00**		**163.00**		**200.00**		**200.00**		**200.00**		**200.00**		**$563.00**	**$0.00**	**$563.00**	**0.00%**
42000 Public Grants (Designated)													$0.00	$0.00	$0.00	0.00%
42010 City of Myrtle Beach	456,761.00	456,761.01	-0.01	100.00 %	456,761.00	456,761.01	-0.01	100.00 %	456,761.00	304,507.34	152,253.66	150.00 %	$1,370,283.00	$1,218,029.36	$152,253.64	112.50 %
42012 City of Myrtle Beach - Accommodation Tax	250,000.00	62,499.99	187,500.01	400.00 %		62,499.99	-62,499.99			41,666.66	-41,666.66		$250,000.00	$166,666.64	$83,333.36	150.00 %
Total 42000 Public Grants (Designated)	**706,761.00**	**519,261.00**	**187,500.00**	**136.11 %**	**456,761.00**	**519,261.00**	**-62,500.00**	**87.96 %**	**456,761.00**	**346,174.00**	**110,587.00**	**131.95 %**	**$1,620,283.00**	**$1,384,696.00**	**$235,587.00**	**117.01 %**
49000 Other Income													$0.00	$0.00	$0.00	0.00%
49010 Rents - Sub Lease	6,000.00	5,475.00	525.00	109.59 %	4,050.00	5,475.00	-1,425.00	73.97 %	1,050.00	3,650.00	-2,600.00	28.77 %	$11,100.00	$14,600.00	$ -3,500.00	76.03 %
49020 Interest Income	5,592.63		5,592.63		4,877.46		4,877.46		2,906.56		2,906.56		$13,376.65	$0.00	$13,376.65	0.00%
49030 Event Income	400.00	3,000.00	-2,600.00	13.33 %		3,000.00	-3,000.00			0.00	0.00		$400.00	$6,000.00	$ -5,600.00	6.67 %
Total 49000 Other Income	**11,992.63**	**8,475.00**	**3,517.63**	**141.51 %**	**8,927.46**	**8,475.00**	**452.46**	**105.34 %**	**3,956.56**	**3,650.00**	**306.56**	**108.40 %**	**$24,876.65**	**$20,600.00**	**$4,276.65**	**120.76 %**
Total Income	**$897,174.63**	**$566,286.00**	**$330,888.63**	**158.43 %**	**$565,888.46**	**$566,286.00**	**$ -397.54**	**99.93 %**	**$460,917.56**	**$375,524.00**	**$85,393.56**	**122.74 %**	**$1,923,980.65**	**$1,508,096.00**	**$415,884.65**	**127.58 %**
GROSS PROFIT	$897,174.63	$566,286.00	$330,888.63	158.43 %	$565,888.46	$566,286.00	$ -397.54	99.93 %	$460,917.56	$375,524.00	$85,393.56	122.74 %	$1,923,980.65	$1,508,096.00	$415,884.65	127.58 %
Expenses																
60000 Wages & Employee Expenses													$0.00	$0.00	$0.00	0.00%
60010 Salaries	98,087.30	115,069.26	-16,981.96	85.24 %	101,671.25	115,069.26	-13,398.01	88.36 %	63,955.66	65,753.86	-1,798.20	97.27 %	$263,714.21	$295,892.38	$ -32,178.17	89.13 %
60015 Contract Labor	1,500.00		1,500.00										$1,500.00	$0.00	$1,500.00	0.00%
60020 Payroll Taxes	7,422.72	8,802.81	-1,380.09	84.32 %	5,252.23	8,802.81	-3,550.58	59.67 %	4,722.69	5,030.18	-307.49	93.89 %	$17,397.64	$22,635.80	$ -5,238.16	76.86 %
60025 Unemployment Expense		115.08	-115.08			115.08	-115.08			65.76	-65.76		$0.00	$295.92	$ -295.92	0.00%
60030 Workers' Compensation		98.91	-98.91			98.91	-98.91			65.94	-65.94		$0.00	$263.76	$ -263.76	0.00%
60035 Employee Insurance	6,232.33	9,239.01	-3,006.68	67.46 %	9,861.81	9,239.01	622.80	106.74 %	5,964.15	6,159.34	-195.19	96.83 %	$22,058.29	$24,637.36	$ -2,579.07	89.53 %
60040 Mobile Phones	323.05	1,086.46	-763.41	29.73 %	323.05	1,086.46	-763.41	29.73 %	323.05	620.84	-297.79	52.03 %	$969.15	$2,793.76	$ -1,824.61	34.69 %
60045 Uniforms		125.04	-125.04			125.04	-125.04			83.36	-83.36		$0.00	$333.44	$ -333.44	0.00%
60050 Simple IRA Match	2,757.12	2,723.10	34.02	101.25 %	2,778.11	2,723.10	55.01	102.02 %	2,066.01	1,556.06	509.95	132.77 %	$7,601.24	$7,002.26	$598.98	108.55 %
60055 Payroll Processing Fees	635.00	356.55	278.45	178.10 %	645.00	356.55	288.45	180.90 %	360.00	203.74	156.26	176.70 %	$1,640.00	$916.84	$723.16	178.88 %
60095 Miscellaneous		0.00	0.00			0.00	0.00			0.00	0.00		$0.00	$0.00	$0.00	0.00%
Total 60000 Wages & Employee Expenses	**116,957.52**	**137,616.22**	**-20,658.70**	**84.99 %**	**120,531.45**	**137,616.22**	**-17,084.77**	**87.59 %**	**77,391.56**	**79,539.08**	**-2,147.52**	**97.30 %**	**$314,880.53**	**$354,771.52**	**$ -39,890.99**	**88.76 %**
61000 Facilities													$0.00	$0.00	$0.00	0.00%
61010 Office Lease	9,525.00	9,918.75	-393.75	96.03 %	10,275.00	9,918.75	356.25	103.59 %	6,850.00	6,612.50	237.50	103.59 %	$26,650.00	$26,450.00	$200.00	100.76 %
61011 BBB Lease	2,620.00	4,500.00	-1,880.00	58.22 %	6,000.00	4,500.00	1,500.00	133.33 %	4,000.00	3,000.00	1,000.00	133.33 %	$12,620.00	$12,000.00	$620.00	105.17 %
61015 Utilities	1,033.14	776.49	256.65	133.05 %	3,050.32	776.49	2,273.83	392.83 %	1,466.98	517.66	949.32	283.39 %	$5,550.44	$2,070.64	$3,479.80	268.05 %
61095 Miscellaneous	250.00		250.00		568.50		568.50		937.50		937.50		$1,756.00	$0.00	$1,756.00	0.00%
Total 61000 Facilities	**13,428.14**	**15,195.24**	**-1,767.10**	**88.37 %**	**19,893.82**	**15,195.24**	**4,698.58**	**130.92 %**	**13,254.48**	**10,130.16**	**3,124.32**	**130.84 %**	**$46,576.44**	**$40,520.64**	**$6,055.80**	**114.94 %**
64000 Business Insurance													$0.00	$0.00	$0.00	0.00%
64010 Business Insurance	2,102.00	5,000.00	-2,898.00	42.04 %	3,685.00	0.00	3,685.00			0.00	0.00		$5,787.00	$5,000.00	$787.00	115.74 %
Total 64000 Business Insurance	**2,102.00**	**5,000.00**	**-2,898.00**	**42.04 %**	**3,685.00**	**0.00**	**3,685.00**			**0.00**	**0.00**		**$5,787.00**	**$5,000.00**	**$787.00**	**115.74 %**
65000 Advertising & Marketing													$0.00	$0.00	$0.00	0.00%
65010 Television		999.99	-999.99			999.99	-999.99			666.66	-666.66		$0.00	$2,666.64	$ -2,666.64	0.00%
65015 Radio		500.01	-500.01			500.01	-500.01			333.34	-333.34		$0.00	$1,333.36	$ -1,333.36	0.00%
65020 Print/Promotion	4,340.00	3,306.99	1,033.01	131.24 %	2,912.80	3,306.99	-394.19	88.08 %		2,204.66	-2,204.66		$7,252.80	$8,818.64	$ -1,565.84	82.24 %
65030 Chotchkey & Novelty Items		600.00	-600.00			600.00	-600.00		408.75	400.00	8.75	102.19 %	$408.75	$1,600.00	$ -1,191.25	25.55 %
65040 Social Media/Online	2,750.00	3,893.01	-1,143.01	70.64 %	5,536.77	3,893.01	1,643.76	142.22 %	5,985.00	2,595.34	3,389.66	230.61 %	$14,271.77	$10,381.36	$3,890.41	137.47 %
65045 Content Production		750.00	-750.00		1,450.00	750.00	700.00	193.33 %		500.00	-500.00		$1,450.00	$2,000.00	$ -550.00	72.50 %
65050 Website (Maintenance & Hosting)	1,190.00	2,400.00	-1,210.00	49.58 %	1,607.00	2,400.00	-793.00	66.96 %	700.00	1,600.00	-900.00	43.75 %	$3,497.00	$6,400.00	$ -2,903.00	54.64 %
65051 MBDA - Nights at Nance	2,000.00	5,666.00	-3,666.00	35.30 %	7,325.26	9,833.50	-2,508.24	74.49 %		0.00	0.00		$9,325.26	$15,499.50	$ -6,174.24	60.16 %
65052 MBDA - Coffee With the Community	200.00	600.00	-400.00	33.33 %		600.00	-600.00			400.00	-400.00		$200.00	$1,600.00	$ -1,400.00	12.50 %
65053 MBDA - First Friday Art Walk	1,630.13	0.00	1,630.13		400.00	2,000.00	-1,600.00	20.00 %	537.34	0.00	537.34		$2,567.47	$2,000.00	$567.47	128.37 %
65054 MBDA - Discover Downtown Dining		0.00	0.00		2,900.41	5,000.00	-2,099.59	58.01 %		5,000.00	-5,000.00		$2,900.41	$10,000.00	$ -7,099.59	29.00 %
65059 Advertising/Promotional	11,774.95	8,584.00	3,190.95	137.17 %	9,635.00	18,576.00	-8,941.00	51.87 %	20,000.00	13,084.00	6,916.00	152.86 %	$41,409.95	$40,244.00	$1,165.95	102.90 %
65070 OMA - Ocean Front Events	70,000.00	72,500.03	-2,500.03	96.55 %	15,000.00	47,499.99	-32,499.99	31.58 %		11,666.66	-11,666.66		$85,000.00	$131,666.68	$ -46,666.68	64.56 %
65071 Wednesday Fireworks	60,106.25	59,000.00	1,106.25	101.88 %		0.00	0.00			0.00	0.00		$60,106.25	$59,000.00	$1,106.25	101.88 %
65072 Independence Day Fireworks	32,125.00	32,125.00	0.00	100.00 %		0.00	0.00			0.00	0.00		$32,125.00	$32,125.00	$0.00	100.00 %
Total 65000 Advertising & Marketing	**186,116.33**	**190,925.03**	**-4,808.70**	**97.48 %**	**46,767.24**	**95,959.49**	**-49,192.25**	**48.74 %**	**27,631.09**	**38,450.66**	**-10,819.57**	**71.86 %**	**$260,514.66**	**$325,335.18**	**$ -64,820.52**	**80.08 %**
66000 Computer Hardware/Software													$0.00	$0.00	$0.00	0.00%
66010 Network-IT Managed Service Provider	1,568.00	1,740.30	-172.30	90.10 %	1,176.00	1,740.30	-564.30	67.57 %	834.20	1,160.20	-326.00	71.90 %	$3,578.20	$4,640.80	$ -1,062.60	77.10 %
66015 Software Subscriptions	6,287.82	14,746.98	-8,459.16	42.64 %	8,850.03	3,497.02	5,353.01	253.07 %	1,334.50	2,331.32	-996.82	57.24 %	$16,472.35	$20,575.32	$ -4,102.97	80.06 %
66020 Hardware and Miscellaneous	0.00	2,500.00	-2,500.00	0.00 %	101.76	0.00	101.76		1,778.91	0.00	1,778.91		$1,880.67	$2,500.00	$ -619.33	75.23 %
Total 66000 Computer Hardware/Software	**7,855.82**	**18,987.28**	**-11,131.46**	**41.37 %**	**10,127.79**	**5,237.32**	**4,890.47**	**193.38 %**	**3,947.61**	**3,491.52**	**456.09**	**113.06 %**	**$21,931.22**	**$27,716.12**	**$ -5,784.90**	**79.13 %**
67100 Office Expense													$0.00	$0.00	$0.00	0.00%
67115 Office Supplies	4,231.38	600.00	3,631.38	705.23 %	401.03	600.00	-198.97	66.84 %		400.00	-400.00		$4,632.41	$1,600.00	$3,032.41	289.53 %
67135 Copier Lease-IT Managed Service Provider	1,801.66	819.00	982.66	219.98 %	1,098.51	819.00	279.51	134.13 %	609.11	546.00	63.11	111.56 %	$3,509.28	$2,184.00	$1,325.28	160.68 %
Total 67100 Office Expense	**6,033.04**	**1,419.00**	**4,614.04**	**425.16 %**	**1,499.54**	**1,419.00**	**80.54**	**105.68 %**	**609.11**	**946.00**	**-336.89**	**64.39 %**	**$8,141.69**	**$3,784.00**	**$4,357.69**	**215.16 %**
67500 Travel & Seminars													$0.00	$0.00	$0.00	0.00%
67510 Travel & Conferences	1,677.40	0.00	1,677.40			5,000.00	-5,000.00			0.00	0.00		$1,677.40	$5,000.00	$ -3,322.60	33.55 %
67515 Local Travel (Mileage)		450.00	-450.00			450.00	-450.00			300.00	-300.00		$0.00	$1,200.00	$ -1,200.00	0.00%
67520 Continuing Education	297.00		297.00						4,750.00		4,750.00		$5,047.00	$0.00	$5,047.00	0.00%
Total 67500 Travel & Seminars	**1,974.40**	**450.00**	**1,524.40**	**438.76 %**		**5,450.00**	**-5,450.00**		**4,750.00**	**300.00**	**4,450.00**	**1,583.33 %**	**$6,724.40**	**$6,200.00**	**$524.40**	**108.46 %**
67600 Dues/Professional Licenses													$0.00	$0.00	$0.00	0.00%
67610 Dues/Professional Licenses		1,240.00	-1,240.00		500.00	0.00	500.00			1,360.00	-1,360.00		$500.00	$2,600.00	$ -2,100.00	19.23 %

Myrtle Beach Downtown Alliance

Budget vs. Actuals: Budget_FY25_P&L - FY25 P&L

July 2024 - February 2025

	JUL - SEP, 2024				OCT - DEC, 2024				JAN - FEB, 2025				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Total 67600 Dues/Professional Licenses		**1,240.00**	**-1,240.00**		**500.00**	**0.00**	**500.00**			**1,360.00**	**-1,360.00**		**$500.00**	**$2,600.00**	**$ -2,100.00**	**19.23 %**
68200 Event Expense													$0.00	$0.00	$0.00	0.00%
68210 Sponsorship									21.80		21.80		$21.80	$0.00	$21.80	0.00%
Total 68200 Event Expense									**21.80**		**21.80**		**$21.80**	**$0.00**	**$21.80**	**0.00%**
68400 Project/Property Activation Expense													$0.00	$0.00	$0.00	0.00%
68410 Project/Property Activation Expense					37,835.56		37,835.56		864.60		864.60		$38,700.16	$0.00	$38,700.16	0.00%
68415 Project/Property Activation Upkeep (Prior Completed Projects)									894.60		894.60		$894.60	$0.00	$894.60	0.00%
Total 68400 Project/Property Activation Expense					**37,835.56**		**37,835.56**		**1,759.20**		**1,759.20**		**$39,594.76**	**$0.00**	**$39,594.76**	**0.00%**
68700 Professional/Customer Service Fees					82.50		82.50						$82.50	$0.00	$82.50	0.00%
68710 Accounting	1,760.00	900.00	860.00	195.56 %	980.00	900.00	80.00	108.89 %		600.00	-600.00		$2,740.00	$2,400.00	$340.00	114.17 %
68715 Annual Audit		0.00	0.00			10,000.00	-10,000.00			0.00	0.00		$0.00	$10,000.00	$ -10,000.00	0.00%
68720 Ambassadors	152,785.75	163,420.86	-10,635.11	93.49 %	163,420.86	163,420.86	0.00	100.00 %	108,947.24	108,947.24	0.00	100.00 %	$425,153.85	$435,788.96	$ -10,635.11	97.56 %
68730 Design and Overlay	94,410.31	66,666.66	27,743.65	141.62 %	106,105.46	99,999.99	6,105.47	106.11 %	40,926.35	66,666.67	-25,740.32	61.39 %	$241,442.12	$233,333.32	$8,108.80	103.48 %
68731 Lighting Design Guildelines & Master Plan	70,492.26	34,266.66	36,225.60	205.72 %	38,480.00	51,399.99	-12,919.99	74.86 %	32,491.77	34,266.67	-1,774.90	94.82 %	$141,464.03	$119,933.32	$21,530.71	117.95 %
68732 Downtown Residential Advanced Plan									83,745.50		83,745.50		$83,745.50	$0.00	$83,745.50	0.00%
68750 Legal		1,500.00	-1,500.00		27.50	1,500.00	-1,472.50	1.83 %		1,000.00	-1,000.00		$27.50	$4,000.00	$ -3,972.50	0.69 %
68770 Miscellaneous					3,718.75		3,718.75		4,950.00		4,950.00		$8,668.75	$0.00	$8,668.75	0.00%
Total 68700 Professional/Customer Service Fees	**319,448.32**	**266,754.18**	**52,694.14**	**119.75 %**	**312,815.07**	**327,220.84**	**-14,405.77**	**95.60 %**	**271,060.86**	**211,480.58**	**59,580.28**	**128.17 %**	**$903,324.25**	**$805,455.60**	**$97,868.65**	**112.15 %**
68800 Bank Fees													$0.00	$0.00	$0.00	0.00%
68810 Bank Fees					0.00		0.00						$0.00	$0.00	$0.00	0.00%
Total 68800 Bank Fees					**0.00**		**0.00**						**$0.00**	**$0.00**	**$0.00**	**0.00%**
69100 Taxes/Registration													$0.00	$0.00	$0.00	0.00%
69102 State Filing/Registration		0.00	0.00		51.85	0.00	51.85			50.00	-50.00		$51.85	$50.00	$1.85	103.70 %
69190 Miscellaneous	14.00		14.00										$14.00	$0.00	$14.00	0.00%
Total 69100 Taxes/Registration	**14.00**	**0.00**	**14.00**		**51.85**	**0.00**	**51.85**			**50.00**	**-50.00**		**$65.85**	**$50.00**	**$15.85**	**131.70 %**
QuickBooks Payments Fees	15.70		15.70		2,990.00		2,990.00		26.20		26.20		$3,031.90	$0.00	$3,031.90	0.00%
Total Expenses	**$653,945.27**	**$637,586.95**	**$16,358.32**	**102.57 %**	**$556,697.32**	**$588,098.11**	**$ -31,400.79**	**94.66 %**	**$400,451.91**	**$345,748.00**	**$54,703.91**	**115.82 %**	**$1,611,094.50**	**$1,571,433.06**	**$39,661.44**	**102.52 %**
NET OPERATING INCOME	**$243,229.36**	**$ -71,300.95**	**$314,530.31**	**-341.13 %**	**$9,191.14**	**$ -21,812.11**	**$31,003.25**	**-42.14 %**	**$60,465.65**	**$29,776.00**	**$30,689.65**	**203.07 %**	**$312,886.15**	**$ -63,337.06**	**$376,223.21**	**-494.00 %**
NET INCOME	**$243,229.36**	**$ -71,300.95**	**$314,530.31**	**-341.13 %**	**$9,191.14**	**$ -21,812.11**	**$31,003.25**	**-42.14 %**	**$60,465.65**	**$29,776.00**	**$30,689.65**	**203.07 %**	**$312,886.15**	**$ -63,337.06**	**$376,223.21**	**-494.00 %**