

Income Statement - 2020 Budget, 2019 Budget, 2018 Actual

For Years Ending June 30

CLEAN & SAFE, INC

		2020 Budget	2019 Projection	2019 Budget	2018 Actual
HOLIDAY LIGHTS					
Holiday Lights & Amenities Revenue:					
Contract Income	(1)	572,785	558,434	556,871	528,970
Contributions Income		0	0	0	0
Interest Income		0	301	0	331
Total Holiday Lights & Amenities Revenue		572,785	558,735	556,871	529,301
Holiday Lights & Amenities Expenses:					
Sal/Tax/Ben - Downtown Services		34,271	31,071	31,681	33,216
Sal/Tax/Ben - Shared Administration		10,903	9,835	9,413	14,751
Direct Expenses	(2)	309,000	321,443	311,582	303,627
Operating Expenses		10,737	7,795	8,642	7,738
City Processing Fee		7,446	7,383	6,960	6,767
Donations		0	0	0	0
Depreciation / Bad Debt Expense		22,800	22,428	14,400	-119
Total Holiday Lights & Amenities Expenses		395,156	399,956	382,678	365,980
Increase in Net Assets from Operations		177,629	158,779	174,193	163,321
Donation to Reserves, non-cash					
Expenditures from Reserves			-372,000		-22,887
Increase (Decrease) in Net Assets (Hol Lghts)		177,629	-213,221	174,193	140,434
CLEAN & SAFE DISTRICT					
C&S Revenue:					
Contract Income - C&S Fees	(1)	5,014,994	4,815,790	5,031,535	4,542,508
Income - Other		0	0	0	13,332
Interest Income		0	15,296	0	18,300
Total C&S Revenue		5,014,994	4,831,086	5,031,535	4,574,140
C&S Personnel Expenses:					
Sal/Tax/Ben - Government Relations		138,623	82,871	141,482	138,566
Sal/Tax/Ben - Downtown Services		403,285	517,652	427,878	437,198
Sal/Tax/Ben - Ambassadors		139,295	147,539	223,430	192,315
Sal/Tax/Ben - Communications		110,306	90,551	120,037	82,252
Sal/Tax/Ben - Shared Administration		251,807	278,784	271,217	365,721
Total C&S Personnel Expenses	(3)	1,043,316	1,117,397	1,184,043	1,216,052
C&S Direct Expenses:					
Direct Expenses - Maintenance	(4)	1,021,929	902,900	817,975	759,289
Direct Expenses - Security	(5)	2,250,061	2,146,544	2,053,531	1,989,568
Direct Expense - Mall		72,570	70,456	70,456	68,404
Direct Expenses - Mktg/Retail/Cent City		66,000	48,711	53,500	34,742
Direct Expenses - Comm Court		0	0	0	0
Administration Fee	(6)	26,280	53,280	52,530	51,200
Total C&S Direct Expenses		3,436,840	3,221,891	3,047,992	2,903,203
C&S Operating Expenses:					
Operating Expenses	(7)	346,732	307,007	298,024	260,119
City Processing Fee		97,529	84,878	94,960	89,203
Bad Debt Expense		0	0	0	257
Donations		0	0	0	500
Depreciation Expense		0	0	0	0
Total C&S Operating Expenses		444,260	391,885	392,984	350,079
Total C&S Expenses		4,924,417	4,731,173	4,625,019	4,469,334
Increase in Net Assets from Operations		90,577	99,913	406,516	104,806
Unrealized Gains (Losses)					12
Expenditures from Reserves			-89,500		-101,174
Increase (Decrease) in Net Assets (C&S)		90,577	10,413	406,516	3,644
Combined Increase (Decrease) in Net Assets		268,206	-202,807	580,708	144,078

(1) Inflation factor from City will increase FY2020 assessments by %2.57 over 2019

(2) New contract plus allowance for extra expenses

(3) Eliminates community court presence/reduced sidewalk ambassadors to 2FTE after summer seasonal group

(4) Maintenance: additional cleaner, truck lease and pressure washer; crow abatement contract reduced by \$20K

(5) Security: swap 2 armed officers for 2 unarmed officers

(6) Reduced PBA admin fee by \$27K

(7) Shared operating expenses for FY20 at new allocation % (CS-41%);

OPEX Increase primarily due to:

- inflation and new office lease