

Salinas City Center Improvement Association
Statement of Revenues and Expenses - Actual vs. Budget - Fiscal Year 2018-2019 - Cash Basis
For the Seven Months Ended June 30, 2019

| | SOBO | | | | DISI | | | | Administration | | | |
|------------------------------------|----------------------|----------------------|----------------------|-------------|----------------------|----------------------|---------------------|-------------|---------------------|---------------------|---------------------|-------------|
| | Actual | Budget | Remaining | % Remaining | Actual | Budget | Remaining | % Remaining | Actual | Budget | Remaining | % Remaining |
| Income | | | | | | | | | | | | |
| Assessments | \$ 155,080.39 | \$ 270,000.00 | \$ 114,919.61 | | \$ 56,862.81 | \$ 99,000.00 | \$ 42,137.19 | | \$ 36,185.42 | \$ 63,000.00 | \$ 26,814.58 | |
| Plus: FY 2017-18 Carry Over | 62.07 | 62.07 | - | | 84,833.82 | 84,833.82 | - | | 18,458.82 | 18,458.82 | - | 0% |
| Total Income | \$ 155,142.46 | \$ 270,062.07 | \$ 114,919.61 | | \$ 141,696.63 | \$ 183,833.82 | \$ 42,137.19 | | \$ 54,644.24 | \$ 81,458.82 | \$ 26,814.58 | |
| Expenses | | | | | | | | | | | | |
| Bank Service Charges | - | - | - | | - | - | - | | 70.65 | 400.00 | 329.35 | 82% |
| Formation Costs Payback | - | - | - | | - | - | - | | - | - | - | |
| Insurance | - | - | - | | - | - | - | | 1,631.00 | 1,700.00 | 69.00 | 4% |
| Professional Services | | | | | | | | | | | | |
| Accounting | - | - | - | | - | - | - | | 6,270.00 | 10,000.00 | 3,730.00 | 37% |
| Legal | - | - | - | | - | - | - | | - | 2,000.00 | 2,000.00 | 100% |
| Total Professional Services | - | - | - | | - | - | - | | 6,270.00 | 12,000.00 | 5,730.00 | 48% |
| Office | | | | | | | | | | | | |
| Rent/CAM/Utilities | - | - | - | | - | - | - | | 2,467.78 | 6,200.00 | 3,732.22 | 60% |
| Office Annual Cleaning | - | - | - | | - | - | - | | 500.00 | 500.00 | - | 0% |
| Office Furnishings/Paint | - | - | - | | - | - | - | | - | 1,500.00 | 1,500.00 | 100% |
| Computer / Internet | - | - | - | | - | - | - | | - | 1,200.00 | 1,200.00 | 100% |
| Total Office | - | - | - | | - | - | - | | 2,967.78 | 9,400.00 | 6,432.22 | 68% |
| Staff | | | | | | | | | | | | |
| Contract Admin | 1,353.63 | 2,550.00 | 1,196.37 | 47% | 1,353.63 | 2,550.00 | 1,196.37 | 47% | 5,255.24 | 9,900.00 | 4,644.76 | 47% |
| Government Affairs | 8,750.00 | 15,000.00 | 6,250.00 | 42% | 8,750.00 | 15,000.00 | 6,250.00 | 42% | 5,833.31 | 12,500.00 | 6,666.69 | 53% |
| Total Staff | 10,103.63 | 17,550.00 | 7,446.37 | 42% | 10,103.63 | 17,550.00 | 7,446.37 | 42% | 11,088.55 | 22,400.00 | 11,311.45 | 50% |
| SOBO | | | | | | | | | | | | |
| Sidewalk Ops (Maintenance) | 65,559.30 | 113,400.00 | 47,840.70 | 42% | - | - | - | | - | - | - | |
| Beautification/Order(Security) | 86,876.00 | 135,000.00 | 48,124.00 | 36% | - | - | - | | - | - | - | |
| Total SOBO | 152,435.30 | 248,400.00 | 95,964.70 | 39% | - | - | - | | - | - | - | |
| DISI | | | | | | | | | | | | |
| District Identity | - | - | - | | 30,305.82 | 87,000.00 | 56,694.18 | 65% | - | - | - | |
| Streetscape Improvements | - | - | - | | 4,236.35 | 68,000.00 | 63,763.65 | 94% | - | - | - | |
| Total DISI | - | - | - | | 34,542.17 | 155,000.00 | 120,457.83 | 78% | - | - | - | |
| Extra Budget Expenses | | | | | | | | | | | | |
| Taxes | - | - | - | | - | - | - | | 85.00 | - | (85.00) | |
| Total Expenses | 162,538.93 | 265,950.00 | 103,411.07 | 39% | 44,645.80 | 172,550.00 | 127,904.20 | 74% | 22,112.98 | 45,900.00 | 23,787.02 | 52% |
| Net Income | (7,396.47) | 4,112.07 | | | 97,050.83 | 11,283.82 | | | 32,531.26 | 35,558.82 | | |
| Balance as of 6/30/19 | \$ (7,396.47) | | | | \$ 97,050.83 | | | | \$ 32,531.26 | | | |

(See accompanying accountants' report)

Salinas City Center Improvement Association
Statement of Revenues and Expenses - Actual vs. Budget - Fiscal Year 2018-2019 - Cash Basis
For the Seven Months Ended June 30, 2019

| | Contingency/Reserves | | | | TOTAL | | | |
|------------------------------------|----------------------|---------------------|--------------------|-------------|----------------------|----------------------|----------------------|-------------|
| | Actual | Budget | Remaining | % Remaining | Actual | Budget | Remaining | % Remaining |
| Income | | | | | | | | |
| Assessments | \$ 10,338.70 | \$ 18,000.00 | \$ 7,661.30 | | \$ 258,467.32 | \$ 450,000.00 | \$ 191,532.68 | |
| Plus: FY 2017-18 Carry Over | | | - | | 103,354.71 | 103,354.71 | | |
| Total Income | \$ 10,338.70 | \$ 18,000.00 | \$ 7,661.30 | | \$ 361,822.03 | \$ 553,354.71 | \$ 191,532.68 | |
| Expenses | | | | | | | | |
| Bank Service Charges | | - | - | | 70.65 | 400.00 | 329.35 | 82% |
| Formation Costs Payback | | 5,000.00 | 5,000.00 | 100% | - | 5,000.00 | 5,000.00 | 100% |
| Insurance | | | - | | 1,631.00 | 1,700.00 | 69.00 | 4% |
| Professional Services | | | - | | - | - | - | |
| Accounting | | | - | | 6,270.00 | 10,000.00 | 3,730.00 | 37% |
| Legal | | | - | | - | 2,000.00 | 2,000.00 | 100% |
| Total Professional Services | | | - | | 6,270.00 | 12,000.00 | 5,730.00 | 48% |
| Office | | | - | | - | - | - | |
| Rent/CAM/Utilities | | | - | | 2,467.78 | 6,200.00 | 3,732.22 | 60% |
| Office Annual Cleaning | | | - | | 500.00 | 500.00 | - | 0% |
| Office Furnishings/Paint | | | - | | - | 1,500.00 | 1,500.00 | 100% |
| Computer / Internet | | | - | | - | 1,200.00 | 1,200.00 | 100% |
| Total Office | | | - | | 2,967.78 | 9,400.00 | 6,432.22 | 68% |
| Staff | | | - | | - | - | - | |
| Contract Admin | | | - | | 7,962.50 | 15,000.00 | 7,037.50 | 47% |
| Government Affairs | | | - | | 23,333.31 | 42,500.00 | 19,166.69 | 45% |
| Total Staff | | | - | | 31,295.81 | 57,500.00 | 26,204.19 | 46% |
| SOBO | | | - | | - | - | - | |
| Sidewalk Ops (Maintenance) | | | - | | 65,559.30 | 113,400.00 | 47,840.70 | 42% |
| Beautification/Order(Security) | | | - | | 86,876.00 | 135,000.00 | 48,124.00 | 36% |
| Total SOBO | | | - | | 152,435.30 | 248,400.00 | 95,964.70 | 39% |
| DISI | | | - | | - | - | - | |
| District Identity | | | - | | 30,305.82 | 87,000.00 | 56,694.18 | 65% |
| Streetscape Improvements | | | - | | 4,236.35 | 68,000.00 | 63,763.65 | 94% |
| Total DISI | | | - | | 34,542.17 | 155,000.00 | 120,457.83 | 78% |
| Extra Budget Expenses | | | - | | | | | |
| Taxes | | | - | | 85.00 | - | (85.00) | |
| Total Expenses | | 5,000.00 | 5,000.00 | 100% | 229,297.71 | 489,400.00 | 260,102.29 | 53% |
| Net Income | 10,338.70 | 13,000.00 | | | 132,524.32 | 63,954.71 | | |
| Balance as of 6/30/19 | \$ 10,338.70 | | | | \$ 132,524.32 | | | |

(See accompanying accountants' report)