

**Downtown St. Louis Community Improvement District, Inc**  
**Executive Summary**  
**For the Month and Period Ended November 30, 2019**

**Statement of Activities and Changes in Net Assets**

***Revenues***

Revenues for the one-month period ending November 30, 2019 totaled \$287K compared to a budget of \$326K, causing an unfavorable variance of \$39K for the month. Revenues for the first five months of FY2020 were \$1.27M, \$162K less than budgeted revenues of \$1.43M.

CID Assessments are received in advance of the services provided and recorded as “Deferred CID Revenue” on the Statement of Financial Position. CID Assessment Revenue is recognized as CID expenses are incurred, offset by Carryforward Usage, Fees and Interest. CID Assessment Revenue was lower than budget by \$30K for the month of November, and \$126K year-to-date.

Carryforward Usage revenues are related to prior years’ CID assessments. For the month of November, \$.4K was incurred for Laclede’s Landing, and nothing was incurred at the CID. Year-to-date, \$13K was incurred for Laclede’s Landing and \$.3K incurred for the CID. These charges resulted in unfavorable variances of \$8K for the month and \$28K year-to-date.

Payment in Lieu of CID was budgeted at \$3.5K for the month of November, and \$17K year-to-date. The amount received through November 30, 2019 represents \$6K, causing an unfavorable variance of \$11K. This is the amount received from St Louis Custom House regarding the Old Post Office. The budget mistakenly over budgeted the payments from the Old Post Office. Therefore, the revenue is anticipated to be below budget for the year.

Other income, net is \$.4K for the month, and \$2.5K year-to-date November. This amount represents income from the security agreement between the Downtown St. Louis Community Improvement District, and the Riverside and Laclede’s Landing CIDs.

***Expenses***

Total Expenses for the five-month period ending November 30, 2019 totaled \$1.3M, and \$287K for the month as compared to budgeted expenses of \$1.4M for the five-month period, and \$326K for the month. This produced positive variances of \$166K year-to-date, and \$39K for the month. See below for detailed explanation of the expense categories.

Security expenses were \$56K and \$294K for the month and year-to-date November, respectively, representing an unfavorable variance of \$6K for the month, and a favorable variance of \$117K for the year, as compared to budget. The year-to-date variance is due to lower than anticipated supplemental security with The City’s Finest. The November variance is unfavorable due to a higher police presence for the holidays. This trend will continue through January. Overall, security expenses are expected to be on budget for the year.

Maintenance expenses were lower than budget by \$14K for the month of November, and \$42K lower than budget year-to-date. The variance for the month is due to landscaping fees and clean team supplies running under budget. The year-to-date positive variance is due to the SFP Landscaping fees running below budget prior to the new contract being signed. Actual expenses are anticipated to increase in future months so as to meet budget for the year.

Economic Development expense of \$65K for the month of November, and \$216K year-to-date were unfavorable to budget for the month by \$35K, and \$30K for the year-to-date. The variances are due to the contribution to the T-Rex center paid in November, but budgeted in December, partially offset by the loss of personnel that were budgeted to Economic Development.

Marketing and Special Events expenses were \$2K lower than the budgeted amount of \$47K in November, and \$.5K favorable of the budgeted amount of \$224K year-to-date. The variances are due to the payment of \$25K for the Hockey All-Star game, partially offset by lower marketing and promotions due to the winding down of the Elasticity engagement.

Administrative expenses were \$27K for the month of November, which was \$9K higher than the budgeted amount of \$18K. Year-to-date November, budgeted expenses were \$92K, which is \$22K higher than the actual expenses incurred of \$114K. Expenses year-to-date were mainly higher because of audit fees paid in the amount of \$6K, legal fees paid in the amount of \$2K, and consulting paid to the former Director of Economic Development in the amount of \$3K. The consulting and the legal expenses were not budgeted. The audit expense was budgeted later in the year.

CID 2022 expenses were \$26K for the month and \$42K year-to-date November. This represents spending for the new CID in 2022. This was not included in the budget, and funds are being used from the prior years' unused assessment revenue.

Opportunity fund expenses were \$.4K for the month and \$13K year-to-date, which were favorable to budget by \$100K for the month and year-to-date. Unearmarked costs of \$100K was budgeted for November but will be spent later in the year.

#### **Change in Net Assets**

Since CID activity is a breakeven even (revenue is recognized as expenses occur), the change in net assets for the month represents Non-CID activity of interest income and the three percent charge to Riverside/Laclede's Landing for the supplemental security agreement with the CID.

#### **Statement of Financial Position**

CID Assessment Receivable represents assessments not yet received by the City's Collector of Revenue office and therefore not distributed to the CID. The current balance is \$3.7M, primarily representing the assessments due the CID for calendar year 2020.

Deferred CID Assessment Revenue represents CID assessments assessed (includes money received and still receivable) but not yet recognized as revenue. The balance as of November 30, 2019 for all prior years' Deferred CID Assessment Revenue is \$.5M, with remaining Deferred CID Assessment for 2019 at \$.5M. Deferred CID Assessment Revenue for 2020 is \$3.5M.

**Downtown St. Louis Community Improvement District  
Statement of Financial Position**

	<b>11/30/2019</b>	<b>6/30/2019</b>
<b>Assets</b>		
Current Assets		
Cash and Cash Equivalents	\$ 921,770.85	\$ 2,309,446.98
CID Assessment Receivable	3,674,508.45	256,425.46
Other Receivables	110,085.70	11,210.00
Due from Downtown STL, Inc.	9,144.25	-
Prepaid Expense	5,611.26	5,691.89
<b>Total Current Assets</b>	<b>4,721,120.51</b>	<b>2,582,774.33</b>
Equipment, net	31,737.79	37,136.14
<b>Total Assets</b>	<b>\$ 4,752,858.30</b>	<b>\$ 2,619,910.47</b>
 <b>Liabilities</b>		
Accounts Payable	\$ 134,614.84	\$ 200,721.91
Due to Downtown STL, Inc.	-	25,303.48
Other Current Liabilities	24,912.76	3,175.00
Deferred CID Revenue - Prior Years	454,951.47	459,114.66
Deferred CID Revenue - Current Year	524,985.09	1,780,577.27
Deferred CID Revenue - CY 2020	3,457,799.65	-
Other Deferred Revenue	1,250.00	-
<b>Total Current Liabilities</b>	<b>4,598,513.81</b>	<b>2,468,892.32</b>
<b>Other Long-Term Liabilities</b>	675.00	550.00
 <b>Net Assets</b>		
Equity	150,468.15	148,837.02
Net Gain	3,201.34	1,631.13
<b>Total Net Assets</b>	<b>153,669.49</b>	<b>150,468.15</b>
 <b>Total Liabilities and Net Assets</b>	<b>\$ 4,752,858.30</b>	<b>\$ 2,619,910.47</b>

These financial statements have not been subjected to an audit, review, or compilation engagement, and no assurance is provided on them. All Disclosures Required by GAAP Omitted.

**Downtown St. Louis Community Improvement District, Inc.**  
**Statement of Activities and Changes in Net Assets**  
**For the Month Ended November 30, 2019**

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
<b>Revenues:</b>			
CID Assessment	\$ 282,856.67	\$ 313,581.74	\$ (30,725.07)
Carryforward Usage	400.00	8,333.33	(7,933.33)
Payment in lieu of CID	1,250.00	3,494.08	(2,244.08)
Interest Income	2,078.76	625.00	1,453.76
Other, net	401.57	-	401.57
	<u>286,987.00</u>	<u>326,034.16</u>	<u>(39,047.16)</u>
<b>Expenses:</b>			
Security	56,294.67	50,489.93	(5,804.74)
Maintenance	66,742.79	80,914.86	14,172.07
Economic Development	64,545.04	29,070.71	(35,474.33)
Marketing and Special Events	45,283.63	46,941.62	1,657.99
Administrative	26,940.92	18,217.03	(8,723.89)
CID 2022	26,372.20	-	(26,372.20)
Opportunity Fund	400.00	100,400.00	100,000.00
	<u>286,579.25</u>	<u>326,034.15</u>	<u>39,454.90</u>
Change in Net Assets	407.75	0.00	407.75
Net Assets, Beginning of Period	153,261.74	161,156.02	(7,894.28)
	<u>153,261.74</u>	<u>161,156.02</u>	<u>(7,894.28)</u>
Net Assets, End of Period	<u>\$ 153,669.49</u>	<u>\$ 161,156.02</u>	<u>\$ (7,486.53)</u>
<b>CID Contracted Expenses with Downtown STL, Inc.</b>			
Security Personnel	\$ 17,737.24	\$ 17,121.36	\$ (615.89)
Maintenance Personnel	48,191.72	11,068.18	(37,123.53)
Economic Development Personnel	13,210.76	18,654.05	5,443.29
Marketing and Special Events Personnel	12,396.63	13,311.63	915.00
Administration	16,720.73	12,617.03	(4,103.70)
	<u>\$ 108,257.07</u>	<u>\$ 72,772.25</u>	<u>\$ (35,484.82)</u>

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**Downtown St. Louis Community Improvement District, Inc.**  
**Statement of Activities and Changes in Net Assets**  
**For the Five Months Ending November 30, 2019**

	<u>YTD November</u>	<u>YTD Budget</u>	<u>YTD Variance</u>	<u>Annual Budget</u>
<b>Revenues:</b>				
CID Assessment	\$ 1,243,630.19	\$ 1,370,096.78	\$ (126,466.59)	\$ 3,371,500.93
Carryforward Usage	13,474.50	41,666.66	(28,192.16)	100,000.00
Payment in lieu of CID	6,250.00	17,470.42	(11,220.42)	41,929.00
Interest Income	4,094.07	3,125.00	969.07	7,500.00
Other, net	2,493.97	-	2,493.97	-
<b>Total Revenue</b>	<b>1,269,942.73</b>	<b>1,432,358.86</b>	<b>(162,416.13)</b>	<b>3,520,929.93</b>
<b>Expenses:</b>				
Security	294,261.19	411,358.72	117,097.53	1,144,884.22
Maintenance	362,581.75	404,770.30	42,188.55	974,316.32
Economic Development	215,533.90	185,286.55	(30,247.35)	464,448.55
Marketing and Special Events	224,965.99	225,458.11	492.12	538,376.48
Administrative	113,888.53	92,285.16	(21,603.37)	226,904.36
CID 2022	42,035.53	-	(42,035.53)	-
Opportunity Fund	13,474.50	113,200.00	99,725.50	172,000.00
<b>Total Expenses</b>	<b>1,266,741.39</b>	<b>1,432,358.84</b>	<b>165,617.45</b>	<b>3,520,929.93</b>
Change in Net Assets	3,201.34	0.02	3,201.32	(0.00)
Net Assets, Beginning of Period	150,468.15	161,156.02	(10,687.87)	161,156.02
<b>Net Assets, End of Period</b>	<b>\$ 153,669.49</b>	<b>\$ 161,156.04</b>	<b>\$ (7,486.55)</b>	<b>\$ 161,156.02</b>
 CID Contracted Expenses with Downtown STL, Inc.				
Security Personnel	\$ 89,085.96	\$ 85,606.79	\$ (3,479.17)	\$ 205,456.29
Maintenance Personnel	58,190.50	55,340.92	(2,849.58)	132,818.22
Economic Development Personnel	75,095.47	93,270.26	18,174.79	223,848.62
Marketing and Special Events Personnel	68,216.90	66,558.14	(1,658.76)	159,739.53
Non-personnel Shared Expenses	264,253.19	63,085.15	(201,168.04)	151,404.35
	<b>\$ 554,842.02</b>	<b>\$ 363,861.25</b>	<b>\$ (190,980.77)</b>	<b>\$ 873,267.00</b>

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**Downtown St. Louis Community Improvement District**  
**Statement of Cash Flows**  
**For the Month and Five Months Ending November 30, 2019**

	<b>For the Month Ending 11/30/2019</b>	<b>For the Five Months Ending 11/30/2019</b>
Cash Flows from Operating Activities		
Change in Unrestricted Net Assets	\$ 407.75	\$ 3,201.34
Adjustments to reconcile the Change in Unrestricted Net Assets to Net Cash used by operations:		
Noncash charges and credits:		
Depreciation and Amortization	1,079.67	5,398.35
Change in Operating Assets:		
(Increase) in Accounts Receivable	(13,786.93)	(98,875.70)
(Increase)/Decrease in CID Assessment Receivable	60,090.86	(3,418,082.99)
(Increase)/Decrease in Due to/from Community Improvement District	3,742.97	(34,447.73)
Decrease in Prepaid Expense	873.64	80.63
Change in Operating Liabilities:		
Increase/(Decrease) in Accounts Payable	78,316.52	(66,107.07)
Increase/(Decrease) in Deferred Non-CID Assessment Revenue	(1,250.00)	1,250.00
Increase/(Decrease) in Deferred CID Assessment Revenue	(332,181.19)	2,198,044.28
Increase/(Decrease) in Accrued Expenses	(2,759.14)	21,862.76
Total Net Cash used by operations	(205,465.85)	(1,387,676.13)
Cash at beginning of period	1,127,236.70	2,309,446.98
Cash at end of period	\$ 921,770.85	\$ 921,770.85

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**Downtown Community Improvement District, Inc**  
**Analysis of Budgeted Expenses**  
**For the Month Ended November 30, 2019**  
**(in thousands)**

<b>Budgeted Expenses</b>	<b>\$ 326</b>
Higher supplemental security due to police presence during holidays	14
Security contingency costs deferred until December	(9)
T-Rex Sponsorship paid in November, but budgeted in December	50
Unbudgeted 2022 CID Expenses	26
Deferral of maintenance costs until later in the year after SFP agreement is finalized	(10)
Deferred unearmarked opportunity costs	(100)
Other, net	(10)
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<b>Actual Expenses</b>	<b><u><u>\$ 287</u></u></b>

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**Downtown Community Improvement District, Inc.**  
**Analysis of Budgeted Expenses**  
**For the Five Months Ending November 30, 2019**  
**(in thousands)**

<b>Budgeted Expenses</b>	<b>\$ 1,432</b>
Deferral of maintenance costs until later in the year after SFP agreement is finalized	(30)
T-Rex Sponsorship paid in November, but budgeted in December	50
Security contingency costs deferred until December	(36)
Deferred unearmarked opportunity costs	(100)
Lower supplemental security deferred until December/January	(82)
Other, net	33
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<b>Actual Expenses</b>	<b><u><u>\$ 1,267</u></u></b>

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