

**Downtown St. Louis Community Improvement District, Inc**  
**Executive Summary**  
**For the Month and Six-Month Period Ended December 31, 2019**

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

***Revenues***

Revenues for the one-month period ending December 31, 2019 totaled \$541K as compared to a budget of \$319K, reflecting a favorable variance of \$222K for the month. Revenues for the first six months of FY2020 were \$1.811M, \$59K more than budgeted revenues of \$1.752M.

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 higher than budget by \$81K for the month of December, and lower than budget by \$41K for the year-to-date period.

Carryforward Usage revenues are related to prior years’ CID assessments. For the month of December \$125K was incurred for 7<sup>th</sup> Street Streetscape project (\$100K) and LightMySTL (\$25K). Another \$13K was incurred earlier in the year for Laclede’s Landing projects. These charges resulted in favorable variances of \$117K for the month and \$89K year-to-date.

Payment in Lieu of CID was \$1K for the month of December, and \$8K year-to-date, representing an unfavorable variance to budget of \$2K and \$13K, respectively. The amount received through December 2019 funds received from St Louis Custom House regarding the Old Post Office. The budget mistakenly over budgeted the payments from the Old Post Office, therefore revenue is anticipated to be below budget for the remainder of the year.

Other Income, Net is \$27K for December, and \$25K year-to-date. This amount primarily represents income for work performed at 600 Washington.

***Expenses***

Total Expenses for December totaled \$514K and \$1.8 million for the year-to-date period as compared to budgeted expenses of \$319K and \$1.8 million, respectively. See below for detailed explanation of the expense categories.

Security expenses were \$136K and \$431K for the month and year-to-date December, respectively, representing an unfavorable variance of \$86K for the month, and a favorable variance of \$31K for the year, as compared to budget. In December, the CID contributed \$100K for the LightMySTL project. Of this amount, \$75K was allocated to the security budget. The security budget had anticipated this contribution, but later in the year. The year-to-date variance is due to lower than anticipated supplemental security with The City’s Finest, partially offset by the LightMySTL contribution. While supplemental security spending has been behind budget, there are higher costs anticipated for the holidays and later in the year as the weather warms.

Maintenance expenses were \$13K higher than the budget of \$77K for the month of December. Year-to-date costs were \$30K lower than the budget of \$482K. The variance for the month is due to costs associated with the SFP contract. The year-to-date positive variance is due deferral of costs associated with tree planting and SFP Landscaping contract until the Spring. Expenses are anticipated to be on budget for the year.

Economic Development expense of \$42K for the month of December, and \$264K year-to-date were favorable to budget for the month by \$37K, and \$7K for the year-to-date. The month variance is due to the T-Rex contribution in November made earlier than budgeted. The year to date variance primarily reflects the loss of staff earlier in the year that was budgeted to Economic Development.

Marketing and Special Events expenses were \$10K higher than both the budgeted amounts of \$38K in December, and \$263K 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 from earlier in the year.

Administrative expenses were \$34K for the month of December, which was \$10K higher than the budgeted amount of \$24K. Year-to-date December expenses were \$148K, which is \$32K higher than budgeted. Expenses year-to-date were mainly higher due to audit related costs, legal fees, and consulting expenses paid to the former Director of Economic Development.

CID 2022 expenses were \$38K for the month and \$80K year-to-date December, which 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 \$125K for the month and \$139K year-to-date. The December spending relates to a contribution for the 7<sup>th</sup> Street Streetscape project (\$100K) and LightMySTL project (\$25K of the \$100K contribution noted above). The remaining costs incurred to date relate to Laclede Landing projects. There is \$25K in remaining unearmarked opportunity costs.

#### **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 \$2.8M, 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 December 31, 2019 for all prior years' Deferred CID Assessment Revenue is \$.5M, with remaining Deferred CID Assessment for 2019 at \$.1M. Deferred CID Assessment Revenue for 2020 is \$3.1M.

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

	<b>12/31/2019</b>	<b>6/30/2019</b>
<b>Assets</b>		
Current Assets		
Cash and Cash Equivalents	\$ 1,361,873.31	\$ 2,309,446.98
CID Assessment Receivable	2,836,410.36	256,425.46
Other Receivables	57,099.61	11,210.00
Prepaid Expense	5,372.93	5,691.89
Total Current Assets	4,260,756.21	2,582,774.33
Equipment, net	30,658.12	37,136.14
<b>Total Assets</b>	<b>\$ 4,291,414.33</b>	<b>\$ 2,619,910.47</b>
 <b>Liabilities</b>		
Accounts Payable	\$ 313,590.29	\$ 200,721.91
Due to Downtown STL, Inc.	72,727.40	25,303.48
Other Current Liabilities	18,602.44	3,175.00
Deferred CID Revenue - Prior Years	454,263.57	459,114.66
Deferred CID Revenue - Current Year	109,145.91	1,780,577.27
Deferred CID Revenue - 2020	3,141,371.47	-
<b>Total Current Liabilities</b>	4,109,701.08	2,468,892.32
<b>Other Long-Term Liabilities</b>	680.00	550.00
 <b>Net Assets</b>		
Equity	150,468.15	148,837.02
Net Gain	30,565.10	1,631.13
<b>Total Net Assets</b>	181,033.25	150,468.15
 <b>Total Liabilities and Net Assets</b>	<b>\$ 4,291,414.33</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 December 31, 2019**

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
<b>Revenues:</b>			
CID Assessment	\$ 388,372.62	\$ 306,981.74	\$ 81,390.88
Carryforward Usage	125,400.00	8,333.33	117,066.67
Payment in lieu of CID	1,250.00	3,494.08	(2,244.08)
Interest Income	(1,138.99)	625.00	(1,763.99)
Other, net	27,356.58	-	27,356.58
	<u>541,240.21</u>	<u>319,434.16</u>	<u>221,806.05</u>
<b>Expenses:</b>			
Security	136,383.05	50,489.93	(85,893.12)
Maintenance	90,003.75	77,414.86	(12,588.89)
Economic Development	42,190.59	79,070.71	36,880.12
Marketing and Special Events	47,728.64	37,941.62	(9,787.02)
Administrative	34,270.83	24,117.03	(10,153.80)
CID 2022	37,899.59	-	(37,899.59)
Opportunity Fund	125,400.00	50,400.00	(75,000.00)
	<u>513,876.45</u>	<u>319,434.15</u>	<u>(194,442.30)</u>
Change in Net Assets	27,363.76	0.00	27,363.76
Net Assets, Beginning of Period	153,669.49	161,156.02	(7,486.53)
	<u>153,669.49</u>	<u>161,156.02</u>	<u>(7,486.53)</u>
Net Assets, End of Period	<u>\$ 181,033.25</u>	<u>\$ 161,156.02</u>	<u>\$ 19,877.23</u>
 CID Contracted Expenses with Downtown STL, Inc.			
Security Personnel	\$ 17,176.03	\$ 17,121.36	\$ (54.67)
Maintenance Personnel	55,741.59	11,068.18	(44,673.41)
Economic Development Personnel	29,009.59	18,654.05	(10,355.54)
Marketing and Special Events Personnel	10,704.56	13,311.63	2,607.07
Administration	54,559.09	12,617.03	(41,942.06)
	<u>\$ 167,190.86</u>	<u>\$ 72,772.25</u>	<u>\$ (94,418.61)</u>

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**Downtown St. Louis Community Improvement District, Inc.**  
**Statement of Activities and Changes in Net Assets**  
**For the Six Months Ending December 31, 2019**

	<u>YTD December</u>	<u>YTD Budget</u>	<u>YTD Variance</u>	<u>Annual Budget</u>
<b>Revenues:</b>				
CID Assessment	\$ 1,636,510.71	\$ 1,677,078.52	\$ (40,567.81)	\$ 3,371,500.93
Carryforward Usage	138,874.50	50,000.00	88,874.50	100,000.00
Payment in lieu of CID	7,500.00	20,964.50	(13,464.50)	41,929.00
Interest Income	2,955.08	3,750.00	(794.92)	7,500.00
Other, net	25,342.65	-	25,342.65	-
<b>Total Revenue</b>	<b>1,811,182.94</b>	<b>1,751,793.02</b>	<b>59,389.92</b>	<b>3,520,929.93</b>
<b>Expenses:</b>				
Security	430,644.24	461,848.64	31,204.40	1,144,884.22
Maintenance	452,585.50	482,185.16	29,599.66	974,316.32
Economic Development	257,724.49	264,357.27	6,632.78	464,448.55
Marketing and Special Events	272,694.63	263,399.73	(9,294.90)	538,376.48
Administrative	148,159.36	116,402.19	(31,757.17)	226,904.36
CID 2022	79,935.12	-	(79,935.12)	-
Opportunity Fund	138,874.50	163,600.00	24,725.50	172,000.00
<b>Total Expenses</b>	<b>1,780,617.84</b>	<b>1,751,792.99</b>	<b>(28,824.85)</b>	<b>3,520,929.93</b>
Change in Net Assets	30,565.10	0.03	30,565.07	(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>\$ 181,032.25</b>	<b>\$ 161,156.05</b>	<b>\$ 19,877.20</b>	<b>\$ 161,156.02</b>
 CID Contracted Expenses with Downtown STL, Inc.				
Security Personnel	\$ 104,937.29	\$ 102,728.14	\$ (2,209.15)	\$ 205,456.29
Maintenance Personnel	305,768.78	66,409.11	(239,359.67)	132,818.22
Economic Development Personnel	103,588.90	111,924.31	8,335.41	223,848.62
Marketing and Special Events Personnel	77,861.77	79,869.77	2,008.00	159,739.53
Non-personnel Shared Expenses	129,876.20	75,702.18	(54,174.03)	151,404.35
	<b>\$ 722,032.94</b>	<b>\$ 436,633.50</b>	<b>\$ (285,399.44)</b>	<b>\$ 873,267.00</b>

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**Downtown St. Louis Community Improvement District**  
**Statement of Cash Flows**  
**For the Month and Six Months Ending December 31, 2019**

	<b>For the Month Ending 12/31/2019</b>	<b>For the Six Months Ending 12/31/2019</b>
Cash Flows from Operating Activities		
Change in Unrestricted Net Assets	\$ 27,363.76	\$ 30,565.10
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	6,478.02
Change in Operating Assets:		
(Increase)/Decrease in Accounts Receivable	52,986.09	(45,889.61)
(Increase)/Decrease in CID Assessment Receivable	838,098.09	(2,579,984.90)
Decrease in Due to/from Community Improvement District	81,871.65	47,423.92
Decrease in Prepaid Expense	238.33	318.96
Change in Operating Liabilities:		
Increase in Accounts Payable	178,975.45	112,868.38
(Decrease) in Deferred Non-CID Assessment Revenue	(1,250.00)	-
Increase/(Decrease) in Deferred CID Assessment Revenue	(737,051.45)	1,460,992.83
Increase/(Decrease) in Accrued Expenses	(2,209.13)	19,653.63
Total Net Cash used by operations	440,102.46	(947,573.67)
Cash at beginning of period	921,770.85	2,309,446.98
Cash at end of period	\$ 1,361,873.31	\$ 1,361,873.31

**Downtown Community Improvement District, Inc**  
**Analysis of Budgeted Expenses**  
**For the Month Ended December 31, 2019**  
**(in thousands)**

<b>Budgeted Expenses</b>	<b>\$ 319</b>
Acceleration of payment for LightMySTL contribution that was budgeted for later in the year	100
Acceleration of payment for 7th Street Streetscape contribution that was budgeted for later in the year	100
Unbudgeted 2022 CID Expenses	38
T-Rex contribution in November made earlier than budgeted	(50)
Other, net	7
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<b>Actual Expenses</b>	<b><u><u>\$ 514</u></u></b>

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**Downtown Community Improvement District, Inc.**  
**Analysis of Budgeted Expenses**  
**For the Six Months Ending December 31, 2019**  
**(in thousands)**

<b>Budgeted Expenses</b>	<b>\$ 1,752</b>
Acceleration of payment for LightMySTL contribution that was budgeted for later in the year	100
Acceleration of payment for 7th Street Streetscape contribution that was budgeted for later in the year	100
Unbudgeted CID 2022 costs	80
Lower supplemental security deferred until later in the year	(145)
Lower maintenance costs due to deferral of tree planting and costs associated with SFP contract until Spring	(30)
Deferred unearmarked opportunity costs	(25)
Other, net	(51)
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<b>Actual Expenses</b>	<b><u><u>\$ 1,781</u></u></b>

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