

**CID Fiscal Year 2022 Proposed Budget**

	FYE 2018	FYE 2019	FYE 2020	Fiscal Year 2021 Budget	2022 Proposed	Notes
<b>Recurring Revenue</b>						
Property Assessment	\$ 219,154	\$ 242,375	\$ 286,250	\$ 292,182	\$ 292,182	No change
Sales Tax	\$ 607,534	\$ 633,550	\$ 637,502	\$ 478,127	\$ 596,725	Four year average (uses actual in fy 2021)
Interest Income	\$ 1,105	\$ 855	\$ 20,805	\$ 9,000	\$ 3,000	Interest rates have dropped/no Gateway
Miscellaneous	\$ -	\$ -	\$ 725	\$ -	\$ -	
Investment Income	\$ -	\$ 1,587	\$ 1,631	\$ 450	\$ -	Investments will be eliminated
<b>Total Recurring Revenue</b>	<b>\$ 827,794</b>	<b>\$ 878,367</b>	<b>\$ 946,913</b>	<b>\$ 779,759</b>	<b>\$ 891,907</b>	
<b>Recurring Expenses</b>						
<b>Program Management</b>						
Insurance-Health	\$ 2,543	\$ -	\$ -	\$ -	\$ 9,600	Add Health benefits for two staff
Insurance -Property, D&O	\$ 2,388	\$ 2,417	\$ 2,466	\$ 7,065	\$ 8,770	Property, Banners, Hubs, Gateway Plaza and D&O Insurance for Board
Meals & Entertainment	\$ 575	\$ 1,425	\$ 401	\$ 900	\$ 1,000	Monthly Downtown CID Networking Events and Annual Meeting
Industry Membership	\$ 3,153	\$ 779	\$ 2,902	\$ 2,100	\$ 3,000	REDI, IDA, Chamber of Commerce Memberships - moved from Econ. Development
Office Equipment-Rental	\$ 2,017	\$ 1,787	\$ 1,100	\$ -	\$ -	No rentals
Office Equipment-Repair	\$ -	\$ 1,942	\$ -	\$ 300	\$ 300	
Office Repairs & Maintenance	\$ 8,932	\$ 3,627	\$ 529	\$ 2,100	\$ 2,100	Repairs to office per lease agreement now maximum of \$2,000/year - Fire Extinguisher Inspection
Office Supplies	\$ 3,273	\$ 4,470	\$ 13,452	\$ 10,000	\$ 7,500	
Office cleaning	\$ -	\$ -	\$ -	\$ 3,900	\$ 3,900	
Parking-Staff	\$ 5,175	\$ 3,970	\$ 3,515	\$ 2,400	\$ 2,400	Three parking permits remain "flat" to PY at \$800 each
Payroll	\$ 156,785	\$ 175,468	\$ 204,000	\$ 204,000	\$ 201,000	
Payroll Taxes	\$ 11,942	\$ 13,576	\$ 15,689	\$ 20,101	\$ 19,095	Assumes 9.85% of payroll
Professional Services	\$ 49,732	\$ 43,651	\$ 31,167	\$ 26,500	\$ 20,670	Accounting, Attorney, Payroll, (Took out audit)
Rent-Office	\$ 26,987	\$ 29,343	\$ 29,631	\$ 29,631	\$ 34,800	\$2900 per month - balance to CPD substation
Retirement Plan	\$ -	\$ -	\$ -	\$ -	\$ -	Assumes no contribution in FY20 & FY21
Seminars & Conferences	\$ 3,617	\$ 4,317	\$ 3,635	\$ 5,500	\$ 5,500	Leadership Visit (Chamber), Int'l Downtown Assn. Convention, Missouri Main Street Convention
Telephone/Internet	\$ 1,037	\$ 1,328	\$ 1,930	\$ 2,200	\$ 3,400	Includes web/internet/phones
Travel	\$ 840	\$ -	\$ -	\$ -	\$ -	
TIF Reimbursement	\$ 1,725	\$ 4,064	\$ 17,730	\$ 12,000	\$ 10,000	Moved from Econ. Development
Utilities	\$ 7,176	\$ 6,086	\$ 4,828	\$ 7,900	\$ 9,000	
<b>Total Program Management</b>	<b>\$ 287,895</b>	<b>\$ 298,249</b>	<b>\$ 332,975</b>	<b>\$ 336,597</b>	<b>\$ 342,035</b>	
<b>Programs &amp; Services</b>						
<b>Operations</b>						
Banners (Installation & Repair	\$ 39,840	\$ 9,245	\$ 15,377	\$ 21,000	\$ 15,000	Installation of Banners - replace broken brackets when needed
City Horticulture	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$ 7,500	\$625/month paid to City for plantings and maintenance of Broadway planter boxes
Cleaning & Maintenance	\$ 168,711	\$ 170,040	\$ 173,694	\$ 176,804	\$ 191,614	FY21 proposed contract
Cleaning & Maint Equipment	\$ 1,282	\$ -	\$ 300	\$ 500	\$ 1,000	Supplies purchased by Block by Block
Contract Labor	\$ 29,666	\$ 26,344	\$ 15,670	\$ 20,000	\$ 20,000	Flat for FY20. \$40k for additional safety measures not utilized in FY20 or budgeted in FY21.
CPD Substation - Rent	\$ 5,000	\$ 4,710	\$ 5,169	\$ 5,169	\$ 6,600	CID provides CPD Substation
Equipment and Lighting	\$ -	\$ -	\$ -	\$ -	\$ -	
Maintenance (Gateway)	\$ -	\$ -	\$ -	\$ 2,000	\$ 2,000	
Interest Expense (Gateway)	\$ -	\$ -	\$ -	\$ 6,375	\$ 3,980	Based on total amount needed to project not raised or left of CID pledge
Misc - Contingency	\$ -	\$ -	\$ -	\$ -	\$ 5,000	
	<b>\$ 252,000</b>	<b>\$ 217,839</b>	<b>\$ 217,710</b>	<b>\$ 239,348</b>	<b>\$ 252,694</b>	
<b>Economic Development</b>						
Business Marketing	\$ 2,613	\$ 25	\$ 1,000	\$ 1,000	\$ 5,000	Enhanced communications w/businesses located within The District. Econ Dev Committee
Development Programs	\$ -	\$ -	\$ 129	\$ 500	\$ -	Enhanced recruitment and retention initiatives. Econ Dev Committee
Economic Benchmarking	\$ -	\$ -	\$ -	\$ 4,000	\$ 1,000	In the late fall/spring
Minority Business Grants	\$ -	\$ -	\$ -	\$ -	\$ 20,000	
Gift Card Grant Program	\$ -	\$ -	\$ -	\$ -	\$ 10,000	
Public Art - Art Boxes	\$ 500	\$ -	\$ 500	\$ 500	\$ 500	Marketing Agreed to move to Econ. Development
Public Art - Alley Door	\$ -	\$ -	\$ -	\$ 2,000	\$ 2,000	Marketing Agreed to move to Econ. Development - new program - 2 doors
Misc - Contingency	\$ -	\$ -	\$ -	\$ -	\$ 5,000	
	<b>\$ 3,113</b>	<b>\$ 25</b>	<b>\$ 1,629</b>	<b>\$ 8,000</b>	<b>\$ 43,500</b>	
<b>Marketing</b>						
Image Marketing/Media Buy	\$ 64,712	\$ 45,172	\$ 28,133	\$ 32,400	\$ 42,010	KBIA - VOX, Radio Ads - non-digital media buy
Promotions & Events	\$ 3,438	\$ 1,198	\$ 2,328	\$ 11,000	\$ 12,000	Mktg. printed materials, college market outreach, new event. Includes \$2k (T/F sponsorship), \$1k (Coffee Crawl), \$2k (balloons/sandwich boards)
Online Marketing	\$ 1,114	\$ 1,521	\$ 17,173	\$ 20,000	\$ 13,000	Boosted social media ad placement - vantage
Graphic Designer	\$ -	\$ -	\$ 13,965	\$ 10,000	\$ 10,000	Design/Layout service moved to Marketing FY20. In Professional Services in FY19.
Holiday Décor	\$ 46,908	\$ 47,885	\$ 49,855	\$ 49,000	\$ 40,000	Payment for Holiday Décor for FY21 normally due in September- Moved from Operations
Marketing Subscriptions	\$ 3,625	\$ 3,562	\$ 2,285	\$ 3,500	\$ 3,500	Mail Chimp, Adobe, Website Hosting
Postage	\$ 1,876	\$ 465	\$ 119	\$ 800	\$ 800	
Printing	\$ 17,651	\$ 7,215	\$ 4,677	\$ 14,000	\$ 11,800	FY20F includes promo, events and mktg printing.
Misc - Contingency	\$ -	\$ -	\$ -	\$ -	\$ 10,000	
	<b>\$ 139,324</b>	<b>\$ 107,019</b>	<b>\$ 118,535</b>	<b>\$ 140,700</b>	<b>\$ 143,110</b>	
<b>Total Programs &amp; Services</b>	<b>\$ 394,437</b>	<b>\$ 324,883</b>	<b>\$ 337,874</b>	<b>\$ 388,048</b>	<b>\$ 439,304</b>	
<b>Total Recurring Expenses</b>	<b>\$ 682,332</b>	<b>\$ 623,132</b>	<b>\$ 670,849</b>	<b>\$ 724,645</b>	<b>\$ 781,339</b>	
<b>Non-Recurring Expenses</b>						
<b>Special Projects</b>						
Broadway Gateway	\$ 12,691	\$ -	\$ 95,988	\$ 1,043,547	\$ 48,322	Amount left on CID pledge
Banner Purchases	\$ -	\$ -	\$ 3,000	\$ -	\$ 5,000	
Grease Tank Grant Fund	\$ -	\$ 5,125	\$ -	\$ -	\$ -	Future spending under contingency fund
Design Guideline Booklet	\$ 50	\$ -	\$ -	\$ -	\$ -	
Infrastructure Programs	\$ 3,343	\$ -	\$ -	\$ 30,000	\$ -	Paid light pole bill in FY21 - not other current plans
	<b>\$ 16,084</b>	<b>\$ 5,125</b>	<b>\$ 98,988</b>	<b>\$ 1,073,547</b>	<b>\$ 53,322</b>	
<b>Contingency</b>	<b>0</b>	<b>0</b>	<b>\$ 3,027</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>	
			<b>\$ 3,027</b>	<b>\$ 25,000</b>	<b>\$ 25,000</b>	
<b>Total Non-Recurring Expenses</b>	<b>\$ 16,084</b>	<b>\$ 5,125</b>	<b>\$ 102,015</b>	<b>\$ 1,098,547</b>	<b>\$ 78,322</b>	
<b>Depreciation/Unrealized G/L</b>	<b>839</b>	<b>236</b>	<b>\$ (1,233)</b>	<b>\$ 300</b>	<b>\$ 300</b>	
<b>Total Expenses</b>	<b>\$ 699,255</b>	<b>\$ 628,494</b>	<b>\$ 771,631</b>	<b>\$ 1,823,492</b>	<b>\$ 859,961</b>	
<b>Total Surplus/(Deficit)</b>	<b>\$ 128,538</b>	<b>\$ 249,874</b>	<b>\$ 175,282</b>	<b>\$ (1,043,733)</b>	<b>\$ 31,946</b>	