

**Downtown Stockton Alliance
2022 Budget**

Exhibit 1

	2022	2021	Variance
Operating Income/Expense			
Income			
4000 · Assessments - Private Owners	614,650	596,748	3%
4010 · Assessments - Public Agencies	547,121	531,185	3%
Total 4000 · Assessments	1,161,771	1,127,933	3%
4019 · Security Contract / Atlas	24,000	24,000	0%
4023 · Banner Income	6,500	6,500	0%
4025 · Full Moon Riders	2,000	2,000	0%
4040 · Contracts - WMN & Sanitation	63,768	61,548	4%
4041 · Equipment Rental	300	300	0%
4042 · Outside Services - Contracts	600	600	0%
4042.01 · Outside Services - Miracle Mile	61,914	60,700	2%
4042.02 · Outside Services - LAZ	231,896	120,776	92%
4090 · Budd Alley Compactor Service	12,000	12,000	0%
4125 · CDBG Restroom Funding	220,000	-	100%
Total Income	1,784,749	1,416,357	26%
Expense			
6000 · Payroll & Benefits			
6001 · Wages	799,529	721,337	11%
6003 · Workers Compensation Insurance	60,000	52,000	15%
6004 · Payroll Taxes	90,000	80,000	13%
6005 · Parking Reimbursements & Lot Rental	4,400	4,400	0%
6006 · Health Care Benefit			
6007 · Kaiser Premiums	32,000	30,000	7%
6010 · Aflac	700	600	17%
6010.01 · Colonial Life	1,300	1,200	8%
6013 · Medicare Reimbursements	3,700	3,500	6%
6017 · Wolfpack Insurance	400	300	33%
Total 6006 · Health Care Benefit	38,100	35,600	7%
6011 · Payroll & HR Service	18,000	18,000	0%
Total 6000 · Payroll & Benefits	1,010,029	911,337	11%
6100 · Education & Networking			
6101 · Conferences	5,000	5,000	0%
6102.01 · Business Meals/Meetings	1,000	1,000	0%
6102.03 · Employee Recognition	1,000	1,000	0%
6103 · Travel	3,000	3,000	0%
6104 · Education/Training	2,000	2,000	0%
6105 · Memberships/Dues	1,500	1,500	0%
6106 · Subscriptions	800	500	60%
Total 6100 · Education & Networking	14,300	14,000	2%

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Expense (cont.)			
6200 · Advertising/Marketing			
6201 · Website	12,000	12,000	0%
6203 · Printing/Paper	3,000	3,000	0%
6206 · Advertising	8,000	8,000	0%
6207 · Gift Baskets & Other Donations	1,000	1,000	0%
Total 6200 · Advertising/Marketing	24,000	24,000	0%
6300 · Event Expenses			
6320.14 · Full Moon Riders Downtown Bike	5,000	5,000	0%
6320.17 · Sponsorships/Partnerships	500	500	0%
6320.20 · Music To My Ears Piano Project	100	100	0%
6320.22 · National Night Out	500	500	0%
6320.23 · Utility Box Art	1,500	1,000	50%
Total 6300 · Event Expenses	7,600	7,100	7%
6330 · Banners			
6330.01 · Annual Franchise Fee	1,700	1,700	0%
6330.04 · Installation/Removal	1,000	1,000	0%
6330.05 · Banners Printing	2,500	2,500	0%
Total 6330 · Banners	5,200	5,200	0%
6340 · Economic Development			
6340.03 · Business Recruitment & Tours	1,000	1,000	0%
6340.16 · Focus Block Improvement Project	85,000	85,000	0%
Total 6340 · Economic Development	86,000	86,000	0%
6350 · WEB Projects/Security			
6350.05 · Weekend Atlas	24,000	24,000	0%
6350.10 · Budd Alley	14,000	14,000	0%
6350.11 · Mobile Restroom	220,000	-	100%
Total 6350 · WEB Projects/Security	258,000	38,000	579%
6400 · Office Expense & Supplies			
6400.01 · Paper	2,000	2,000	0%
6400.02 · Copier Lease & Toner	14,200	13,500	5%
6400.03 · Postage & Mailing	1,500	1,000	50%
6400.04 · General Office Supplies	6,500	6,500	0%
6400.05 · Office Equipment	5,000	5,000	0%
6400.06 · Annual Office Cleaning	700	700	0%
Total 6400 · Office Expense & Supplies	29,900	28,700	4%

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6420 · Maintenance & Cleaning			
6420.01 · Maintenance Supplies	25,000	20,000	25%
6420.02 · Equipment Repair/Maintenance	20,000	20,000	0%
6420.03 · Equipment Replacement (capital)	25,000	25,000	0%
6420.04 · Equipment Lease/Rental	5,000	500	900%
6420.05 · Radio System	5,000	4,000	25%
6420.06 · Uniforms	10,000	15,000	-33%
6420.07 · Gasoline	8,000	15,000	-47%
6420.08 · Graffiti Removal/Repaint	2,000	700	186%
6420.10 · Maintenance Space Rental	23,000	23,000	0%
6420.16 · Outside Services	5,000	6,000	-17%
Total 6420 · Maintenance & Cleaning	128,000	129,200	-1%
6450 · Safety Ambassador Program			
6450.01 · Equipment and Supplies	10,000	-	100%
6450.02 · Gasoline	12,000	-	100%
6450.03 · Uniforms	3,500	-	100%
6450.04 · Equipment Repairs	12,000	-	100%
6450.05 · Miscellaneous Expenses	2,500	-	100%
Total 6450 · Safety Ambassador Program	40,000	-	100%
6500 · Insurance			
6501 · General Liability	18,000	17,000	6%
6502 · D & O Insurance	3,000	3,000	0%
6503 · Auto Insurance	20,000	12,000	67%
Total 6500 · Insurance	41,000	32,000	28%
6600 · Taxes			
6601 · Personal Property Taxes	1,000	1,000	0%
6604 · Franchise Tax Expense	20	20	0%
Total 6600 · Taxes	1,020	1,020	0%
6700 · Utilities/Rent			
6701 · DSL Line (Web site/e-mail)	8,500	8,300	2%
6702 · Telephones	2,700	2,500	8%
6703 · Cell Phones	2,500	2,500	0%
6704 · Utilities			
6704.01 · PG&E	9,000	8,000	13%
6704.05 · Alarm System	800	800	0%
6704.06 · Common Area Charges	5,000	6,500	-23%
Total 6704 · Utilities	14,800	15,300	-3%
6705 · Office Lease	51,000	51,000	0%
Total 6700 · Utilities/Rent	79,500	79,600	0%

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Expense (cont.)			
6800 · Professional & Fin. Services			
6802 · Other Services	700	700	0%
6805 · Accounting Fees			
6805.01 · Accounting Fees	10,000	10,000	0%
6805.02 · Willdan Assessment Service	3,500	3,500	0%
Total 6805 · Accounting Fees	13,500	13,500	0%
6806 · I.T.	10,000	10,000	0%
6812 · Authorize.net & Vantiv	2,000	2,000	0%
Total 6800 · Professional & Fin. Services	26,200	26,200	0%
6900 · Miscellaneous Expense	2,000	2,000	0%
Total Expense	1,752,749	1,384,357	27%
Net Operating Income/Expense	32,000	32,000	0%
Other Income/Expense			
Other Expense			
9000 · Reserves	10,000	10,000	0%
9100 · Outside Service Contract Projects	22,000	22,000	0%
Total Other Expense	32,000	32,000	0%
Net Other Income/Expense	32,000	32,000	0%
Net Income/Expense	-	-	100%