



UDP BOARD MEETING

Time: 11:30 – 1:00

Date: May 21, 2019

UW TOWER, 22 FLOOR Boardroom

AGENDA

- | | | |
|--|------------------|------|
| 1. Welcome and Introductions | Miles/Sally | |
| 2. Public Comment | All | |
| 3. Approval of March Meeting Minutes | Sally/Miles | Vote |
| 4. Committee Reports | | |
| a. Finance | Rob/Phil/Mark | Vote |
| i. April 2019 Close | | |
| ii. Year End Reforecast | | |
| b. Governance | Louise/Mark | Vote |
| i. Notice of Upcoming Elections | | |
| c. Clean and Safe | Don/Marcus | Q&A |
| d. Events and Marketing | Andrew/Chase | Q&A |
| i. StreetFair Comments | | |
| e. Economic Development | Miles/Evan | Q&A |
| i. Business Network | | |
| f. Urban Vitality | Stephen/Chase | Q&A |
| 5. 2019-20 Budget | Mark/Phil | |
| a. Present and Discuss Baseline | | |
| b. Present and Discuss Options | | |
| c. Initial Board Recommendation to BIA | | |
| 6. Ordinance Renewal | Sally/Miles/Mark | |
| 7. Adjourn | | |

Upcoming Events

5/30/19	UDBIA Ratepayer Advisory Board Meeting	U Heights Auditorium	4:00pm – 6:00pm
5/30/19	Business Network Meeting	Masonic Lodge	6:00pm – 7:00pm
TBD	UDP Economic Development Meeting		
6/13/19	UDP Clean & Safe Committee Meeting	U Heights Rm 109	12:00pm – 1:30pm
6/18/19	UDP Board Meeting	UW Tower	11:30am – 1:00pm
6/21/19	BIA Walk	UDP Office	9:00am – 10:00am

The U District Partnership (UDP) serves all who work in, live in, and visit the U District by fostering and sustaining a vibrant, diverse, and healthy neighborhood for the common good.



Board Meeting Minutes No. 2

Time: 11:30 AM – 1:00 PM

Date: March 19, 2019

Location: UW Tower Boardroom

IN ATTENDANCE:

UDP Board Members

Sally Clark, Co-Chair
Andy Sharpe
Louise Little
Lois Ko, Secretary
Alfred Shiga

Miles Richardson, Co-Chair
Jeanette Henderson
Pat Simpson
Rob Lubin, Treasurer

Doug Campbell
Eric Lawson
Don Schulze
Barbara Quinn

Excused

Stephen Antupit

Andrew McMasters

UDP Staff

Mark Crawford, IED
Evan Morse Econ Dev.

Marcus Johnson, C&S

Chase Landrey E&M

Guests

Phil Lloyd

David Delgado

Welcome and Introductions

Sally called the meeting to order at 11:33 a.m.

Public Comment

There was no public comment given. Marcus introduced David Delgado, the new REACH Outreach Care Coordinator. He spoke about his experience and his excitement for beginning the work. The board welcomed him and celebrated him coming on board.

Approval of January 2019 Meeting Minutes

Motion: Eric moved to approve the January 2019 meeting minutes.

Pat seconded the motion.

The motion was approved

Committee Reports

Finance

Rob presented the February 2019 financial report.

Motion: The Finance Committee moved to approve the February financial report.

Resolution FY2019#016.

Miles seconded the motion.

The motion was unanimously approved.

Rob reported that staff has identified a modest year-end surplus in both the current UDP and BIA operations. The Finance Committee has reviewed staff's projections and supports the conclusion. Recommendations for programmatic utilization of their surplus is being taken to the BIA Board at their next meeting. UDP will consider their options in future meetings.

Rob also presented the 990 for the board's review. There were no board member comments. The 990 will be submitted to the IURS.

Mark updated the board on the status of the office post fire and discussed the ongoing insurance claim.

Governance

At the last UDP Board meeting, the Board asked the Governance Committee to revisit the proposed bylaw amendment striking term limits. Louise reported on that Governance Committee consideration of several possible approaches related to term limits. The majority of the Governance Committee recommends the striking of term limits for members from the bylaws. With the number of open seats that the board already has open, they did not want to then lose additional board members through terming out during a crucial renewal period. Louise then put the amendment proposed by the Governance Committee to remove term limits before the board.

Motion: The Governance Committee moved to adopt the proposed amended language of the UDP bylaws removing term limits.

Don seconded the motion.

Board Discussion: Louise reported the committee consensus that there was already sufficient natural transition of Board members to keep new voices and perspectives joining the board on a regular basis, that the Board has not put strong enough future recruitment mechanisms in place to fill spaces that would be created by term limits, that expansion of the Board created opportunity for more new members, and that moving long term members committed to the organization at this time when the BIA is being renewed and a new BIA term is being started was not prudent. Doug expressed his concern that, without term limits, the board leadership would become stagnant and his belief that turnover during the renewal period could help bring new community ideas and voices to the process.

Call the Question:

The original motion was approved.

Clean and Safe

Marcus announced Ayan Mohamed as the newest UDP Ambassador and also Sam Boyd as the newest Beautification Team member. Marcus thanked Ruedi and Linda Risler and Barbara Quinn for their help sewing logos on all of the new grey UDP safety vests. Finally, he reminded everyone about the 26th Annual Community Cleanup on May 11th and encouraged the board members to attend.

Events and Marketing

Chase walked through some temporary improvements to the website homepage. He gave a shout out to Jen for her work on supporting and expanding the Art Walk. He presented final badge designs. He also announced and showed off the new StreetFair poster for the 50th year. Finally, he thanked Alfred for offering his parking lot for use during the StreetFair event.

Economic Development

Mark celebrated the launch of the new businesses network and asked for board help in expanding it. He encouraged board members to view the new Retail Saturation Study and explained how it is a great example of the type of meaningful services the UDP does provide.

Urban Vitality

Chase talked about the work the UDP has been doing tracking and engaging with development properties. He thanked Mark, Stephen, and Anson Lin for their involvement in gathering this information and attending various public meetings including early community introductions and early design hearings.

43rd Street Project - SDOT is approaching 30% overall design and is recommending their preferred design alternative for the street – westward one way traffic for transit only. This will likely change which and how different modes of transit use the street. He mentioned he will be engaging the 43rd Street taskforce once more information is made officially available.

New wayfinding cart - this cart was one of the final projects completed by Miriam and was paid for by U District, Let's Go! Program funds. It will be a great resource when engaging with people during events and at high transit locations.

Barbara notified the board about the redevelopment of the neighborhood Safeway property and their proposed plans for building a new Safeway and additional development above it.

Ordinance Renewal

The Board discussed recommendation's to be forwarded on to the BIA for "test cases" to be vetted with stakeholders. There are three main areas of interest:

1. Mechanical Operating Issues – These included decisions around term, boundaries, ratepayer classes and establishing base assessment rates and formulas
2. Program and Service Options – Programmatic evolutions and/or growth to meet next decade's challenges and opportunities with 10%, 20%, and 30% increases in assessed revenue.
3. Revenue Areas – These included options such as keeping the base assessment formula and anticipating natural growth because of development, changing the base rate to increase overall revenue, and modifying the special assessment areas. In addition to BIA revenue enhancement strategies, the UDP Board may, with its own discretion and authority fund its own programs using UDP assets, and the UDP fundraising

Board Discussion:

Term: After agreeing that a perpetual term was not the best option general consensus settled on bringing the idea of a 10-20 year term out to stakeholders to garner their receptiveness.

Boundaries - Using the Urban Core boundaries was decided as the most appropriate map for the new UDBIA.

Ratepayer classes – The Board recommends maintaining the current rate-payer classes, including condominiums as required by the RCW.

Initial Base Assessment - The board members generally agreed that tying the new UDBIA rates to the original assessment values as they have been adjusted by CPI increase OR re-established during the first term by the triggering of New Benefit Area designations, was the best strategy for gaining approval from the ratepayers. F

Program - The Board recommended testing the idea of an increase in rates for expanded programs.

Adjournment

Sally adjourned the meeting at 1:36 pm.

NEXT BOARD MEETING: April 16, 11:30am – 1:00pm, UW Tower Boardroom

The U District Partnership

Balance Sheet Prev Year Comparison

As of April 30, 2019

	Apr 30, 19	Apr 30, 18	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
10100 · Operating Bank Accounts	318,103.40	264,478.01	53,625.39
Total Checking/Savings	318,103.40	264,478.01	53,625.39
Accounts Receivable	110,372.88	182,137.23	-71,764.35
Other Current Assets	43,646.69	5,648.91	37,997.78
Total Current Assets	472,122.97	452,264.15	19,858.82
Fixed Assets	5,835.30	0.00	5,835.30
Other Assets	6,194.19	3,358.32	2,835.87
TOTAL ASSETS	484,152.46	455,622.47	28,529.99
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable	43,731.46	51,075.50	-7,344.04
Credit Cards	420.88	1,682.88	-1,262.00
Other Current Liabilities	12,071.51	20,365.58	-8,294.07
Total Current Liabilities	56,223.85	73,123.96	-16,900.11
Total Liabilities	56,223.85	73,123.96	-16,900.11
Equity			
32000 · Unrestricted Net Assets	304,103.26	265,400.21	38,703.05
Net Income	123,825.35	117,098.30	6,727.05
Total Equity	427,928.61	382,498.51	45,430.10
TOTAL LIABILITIES & EQUITY	484,152.46	455,622.47	28,529.99

The U District Partnership
Stmnt. of Activities Budget vs. Actual
July 2018 through April 2019

	Jul '18 - Apr 19	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
43400 · Direct (Grants) Public Support	16,000.00	0.00	16,000.00
44500 · Government Grants and Contracts	753,570.11	776,392.82	-22,822.71
47000 · Earned Income	189,451.65	222,000.00	-32,548.35
46400 · Interest and Other	177.64	0.00	177.64
Total Income	959,199.40	998,392.82	-39,193.42
Gross Profit	959,199.40	998,392.82	-39,193.42
Expense			
60000 · Staffing	386,398.02	403,767.27	-17,369.25
61000 · Professional & Contract Expense	63,483.71	61,000.00	2,483.71
62000 · Office and Overhead	74,391.23	71,181.88	3,209.35
70000 · Direct Program Expenses	353,452.79	379,302.28	-25,849.49
Total Expense	877,725.75	915,251.43	-37,525.68
Net Ordinary Income	81,473.65	83,141.39	-1,667.74
Other Income/Expense			
Other Income			
Fiscal Sponsor Income	51,471.70	0.00	51,471.70
Fiscal Sponsor Expenses	-9,120.00	0.00	-9,120.00
Total Other Income	42,351.70	0.00	42,351.70
Net Other Income	42,351.70	0.00	42,351.70
Net Income	123,825.35	83,141.39	40,683.96

2018-19 University District BIA

Budget Tracker -April 2019

ACCOUNTS	Budget	TO DATE	Personnel	Non-Personnel	REMAINING	% Expended	Jul	Aug	Sep
Program Management	207,383	153,158.60	\$ 34,787.23	\$ 118,371.37	54,224	73.9%	\$ 9,495.42	\$ 9,953.44	\$ 21,568.81
Cleaning and Public Safety	425,966	328,572.28	\$ 109,920.00	\$ 218,652.28	97,394	77.1%	\$ 34,475.31	\$ 31,306.23	\$ 27,715.59
Urban Vitality	31,506	25,942.60	\$ 24,184.20	\$ 1,758.40	5,563	82.3%	\$ 1,410.75	\$ 1,343.86	\$ 2,872.26
Economic Development	112,227	108,232.89	\$ 95,008.22	\$ 13,224.67	3,994	96.4%	\$ 4,265.63	\$ 10,453.43	\$ 10,752.58
Marketing	41,376	36,842.57	\$ 34,283.83	\$ 2,558.74	4,533	89.0%	\$ 3,417.78	\$ 3,350.88	\$ 3,522.39
Community Engagement	77,169	60,310.96	\$ 54,980.42	\$ 5,330.54	16,858	78.2%	\$ 8,089.87	\$ 5,231.08	\$ 6,322.73
Events and Activation	27,240	21,510.21	\$ 9,723.45	\$ 11,786.76	5,730	79.0%	\$ 4,157.80	\$ 5,182.80	\$ 2,141.59
Total Requested	922,867	734,570.11	\$ 362,887.35	\$ 371,682.76	188,297	79.6%	\$ 65,312.56	\$ 66,821.72	\$ 74,895.95

	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Program Management	\$ 13,490.78	\$ 13,067.37	\$ 10,840.74	\$ 9,600.78	\$ 19,902.91	\$ 22,808.11	\$ 22,430.24		
Cleaning and Public Safety	\$ 46,378.75	\$ 40,259.53	\$ 24,124.13	\$ 39,675.75	\$ 25,518.77	\$ 25,799.13	\$ 33,319.09		
Urban Vitality	\$ 4,668.00	\$ 2,735.54	\$ 2,780.74	\$ 2,861.55	\$ 1,591.15	\$ 2,863.74	\$ 2,815.01		
Economic Development	\$ 14,179.18	\$ 9,599.19	\$ 9,757.70	\$ 9,992.59	\$ 19,282.33	\$ 10,114.29	\$ 9,835.97		
Marketing	\$ 3,514.42	\$ 3,693.33	\$ 5,098.40	\$ 3,906.19	\$ 3,464.39	\$ 3,469.02	\$ 3,405.77		
Community Engagement	\$ 7,109.06	\$ 5,344.11	\$ 5,243.14	\$ 5,522.76	\$ 6,264.92	\$ 5,534.84	\$ 5,648.45		
Events and Activation	\$ 2,360.77	\$ 1,534.02	\$ 1,862.23	\$ 1,038.91	\$ 1,088.39	\$ 1,092.01	\$ 1,051.69		
	\$ 91,700.96	\$ 76,233.09	\$ 59,707.08	72,598.53	77,112.86	71,681.14	78,506.22	-	-

Variance Report – April 2019

Balance Sheet

Cash – Increased balance due to Street Fair collections offset by cash spent on fire reimbursements

Accounts Receivable

BIA at \$82131 – normal

Sound Transit at \$20,000 – Street Fair

Seattle Department of Transportation at \$5,000 – Pass through grant

Insurance Claim Receivable – Tracking for future claim. Three largest items:

IT - \$15K

Copier - \$6K

Debris Removal - \$12K

Security Deposit – Increased for temporary office space

Accounts Payable –

April REACH payment - \$5,917

Black Mountain - \$5,180 - normal

Securitas bill - \$5,820 – normal

Final Elm Grove Bill from March- \$4,800

BDS Renewal Costs - \$5,994

Deferred Revenue - Remaining pre-pay on storage lease

Payroll Liabilities – Final April Pension payment

Budget Report

Income

StreetFair Sponsors below target by \$12,500 to \$15,000

Vendors at 250 – possible shortfall of \$5,000 to \$7,000

Expense

Professional Expense – Incurred increased renewal costs -\$19,500 total, Advocacy -\$4,500, Legal Fees at \$450 and IT on budget at \$4,292

Office and Overhead – Includes payment of old office past due rent demanded by landlord

Insurance – StreetFair Insurance over budget.

Direct Program Expenses

Clean and Save – Continued savings on cleaning contractor.

REACH costs below original budget

Pass through Transit Intern Scholarship

Budget Tracker

Normal

2018-19 Year End Results

June 30, 2019

Budgeted

BIA

Reserves \$210,000

Cash In Excess of Reserves \$ 90,874

UDP

Reserves \$160,000

Cash In Excess Of Reserves \$142,196

Projected

BIA

Reserves \$210,000

Cash In Excess of Reserves \$100,183

UDP

Reserves \$160,000

Cash In Excess Of Reserves \$154,592

Net

BIA

Reserves \$ 0

Cash In Excess of Reserves \$ 9,309

UDP

Reserves \$ 0

Cash In Excess Of Reserves \$ 12,396

- We had our 26th Annual Spring Clean on 5/11. We had a wonderful group of volunteers and we could not have asked for better weather. Thank you to all our board members that helped make this event a success.



- We partnered with Seattle Police Department to put on a Retail Theft Prevention Course on Tuesday April 23rd. We had over a dozen people from businesses around the neighborhood. SPD put on a great class and there was a lot of positive dialogue with our businesses and police. The new captain of the North Precinct, Captain Eric Sano, also addressed the group.
- We held our Clean and Safe Committee meeting May 9th. We heard from the SPD Foot Beats that they are having really low numbers of people sleeping in doorways right now. They did note there has been several people with profound mental illness but that having David available to them has been a lot of help! Mark talked to us about the Prolific Offenders Report and invited committee members to come to the 5/14 public safety meeting. Marcus talked to the group about the upcoming May 30th Business Network and the launch of the Business Block Watch.
- We held our April BIA Walk on Friday 4/19 and our May BIA Walk on Friday 5/17. If you are interested in learning more about the day-to-day operations of our North and South Cleaning Areas, you are encouraged to come to our June BIA Walk on Friday, 06/21. We meet at 9:00 am in the UDP Conference Room.
- Marcus hosted organizers of Clean and Safe groups from business districts around Seattle on 05/14 to let them know about the great Clean and Safe programs we have in our neighborhood and share best practices.
- Marcus performed 3 CPTED reviews in the past month. If you know of anyone that could benefit from having an assessment done of their property, feel free to forward their information along to Marcus.

Upcoming Clean and Safe Events and dates:

NOTE THERE IS NO MAY MONTHLY CLEANUP DUE TO THE ANNUAL CLEANUP ON 5/11

Business Network Meeting May 30th (6:00-7:00pm @ the Masonic Lodge)

Next C&S Meeting June 13th (12:00-1:30pm @ U Heights, Room 108)

BIA Walk June 21st (9:00-10:30am, meet @ the UDP Conference Room)

June Community Cleanup June 29th (9:00-12:00pm, meet @ U Heights Plaza)

David Delgado's Narrative for March and April

Highlights -

A positive rapport is the common denominator for successful engagements. During my first month working in the U-District, I have spent most of my outreach time building rapport with our unhoused neighbors in the allies of University Way, 50th near Jack in the Box, around Safeway, Pasadena area, Cowen and Ravenna park. My presence seems welcome once my intentions become known and I'm often invited into areas where unhoused people are residing. There seems to be a number of people struggling cognitively who frequent the "Ave", and I have spent a good amount of time helping people with bizarre or destructive behaviors. Sometimes, when SPD comes across someone who can benefit from engaging with a social worker I respond when called by the police. Working with SPD has been helpful to both me and the people I serve.

This past month I have helped a handful of people into shelter, I either connected or re-connected a number of people to mental health services, I'm helping "higher needs" people whom are not taking care of their hygiene to shower and see a doctor. I also helped someone through the process of wound care at the ER, to detox, and then to inpatient drug treatment. One person has a clean and sober living program waiting for him once he finishes treatment. I have been helping people with basic needs, like food and clothing, and I have been providing harm reduction services. For example, I have given a number of Narcan training on the street while promoting addiction treatment resources.

Challenges-

Since this is my first month working on the Ave, it is taking a while for people to feel comfortable enough to share their personal information with me. While I have documented over 20 interactions, I have interacted with more than double that. A lot of my interactions were rapport building interactions where asking people for the full names and dates of birth would not have been helpful to rapport building. With time, and as I get to know the people on the Ave. better, I believe this will fix itself.

Another challenge is the amount of people who frequent the Ave. who seem to be struggling with meeting their own basic needs and appear to be suffering from a mental illness. Even when I get some of these community members to agree to go with me to a mental health intake appointment, due to their mental illness, follow through is rare. SPD has been very helpful in managing some behaviors on the Ave, yet this writer thinks a psychiatrist attached to either the Mobile Medical Van or another service van that comes to the people on the Ave. could resolve this issue.

Success Stories-

Working with Jeremy (from the cleaning crew) and SPD to manage hoarding behaviors has successfully kept the U-District a little cleaner. They also helped provide me the space to connect a very high needs woman to her mental health outreach worker. The next time the Ave has someone with a hoarding disorder I think we as a community are better suited to help.

I found a middle aged man withdrawing behind the post office and he wanted to be clean. Within two days, the person's abscesses were taken care of at the ER, he went into detox with a referral to a 90 day inpatient program, and he has a sober living program lined up for him when he finishes treatment.

The Ave.'s biggest success was getting a family out of their tent in the Pasadena area back home to Georgia. The couple worked for the carnival and got stranded in this area two months ago and have been sleeping in a tent by the highway. The woman was 3 months pregnant and was asking for money on the Ave. when this writer met them. Funding was secured and I personally took the family to the Greyhound station.



Clean and Safe Committee May 2019 Update

REACH U District Outreach Program

Progress Report: March/April 2019

Data

Client Contacts:

Month	Face-To-Face Contacts	Phone Contacts	Total Contacts	Unduplicated Clients
March/April	33	1	34	21

Outcomes Achieved:

	YTD
Food	13
Clothing	6
Transportation	5
Naloxone Kit	3
Shelter	2
Overdose Education	2
Medical	1
Benefits: Financial	1
Other	1
Total	39

Issues Addressed:

	YTD
Food	14
Substance Use	10
Clothing	8
Transportation	6
Mental Health	6
Shelter	6
Medical	5
Benefits: Financial & Medical	2
Employment	2
Other	6



Economic Development Committee May 2019 Update

Economic Development Committee

The Economic Development Committee will gather for the Business Network Meeting on May 30th. The next regular committee meeting will be in June.

Expanding the Business Network Membership & Connections – IN PROCESS

The next Business Network Meeting May 30th 6-7pm. The agenda will be 1) Prolific Offenders Report; and 2) Business Block Watch. Your attendance is appreciated. Getting the word out to business owners and operators is also greatly appreciated. The RSVP form is posted at udistrictpartnership.org/biz-network.

Updating the Long-Term Economic Development Vision – IN PROCESS

At the June committee meeting, staff will present public-facing phrasing of the long-term vision for review.

Key Performance Indicators – IN PROCESS

Staff is assessing the availability of data for the committee's list of potential KPIs. Findings will be presented at the June committee meeting.

Business Recruitment Strategy – IN PROCESS

Staff is developing business recruitment plans for presentation at the next Economic Development Committee Meeting.

May 17, 2019

To: UDP Board

From: Mark Crawford

Re: 2019-20 Budget

Attached, you will find the draft of the 2019-20 baseline budget for both the UDP and the BIA. As always, we built this budget based on an agreed set of assumptions and requirements. They are:

- 1) Build a sustainable work plan and corresponding budget.
- 2) Protect Board designated reserves.
- 3) Reduce cash holdings in excess of reserves without creating long term Instability
- 4) Assuming a successful renewal, maintain awareness of future year operating and financial implications
- 5) Model potential UDP program expansion and continued fiscal impacts
- 6) Model potential BIA program expansion and continued fiscal impacts

The attached budget is our BASELINE budget – the continuation of our current scope of programming. The first goal of our Board meeting budget review process will be to review and provide guidance on the baseline budget.

For revenue, It relies on newly updated revenue forecasts from an independent contractor who evaluated our complete assessment base and includes current new development as identified and valued by the King County Assessor's office. It acknowledges a City of Seattle Finance Office system error and repays ratepayers who have been affected. It continues our practice of anticipating collection issues and it anticipates recovery of previous years' collections.

For expenses, it continues REACH and all other basic programming. It includes several one-time expenses including costs associated with renewal, fire related costs, and a special project of art restoration. It includes a cost of living adjustment for all employees except the Executive Director. Other program areas continue as they are now with modest increases in some event activities during the year. Finally, we are budgeting with assumption that we will hold a 2020 StreetFair and have projected a modest return for that endeavor.

In short, it meets the requirements of a sustainable baseline work plan and budget and it protects Board designated reserves. It continues to use the cash in excess of reserve requirements for the BIA.

After we review the baseline budget, staff will present a series of scenarios that contemplates the scope of programming we may choose to transition to in anticipation of a renewed BIA. These options require the use of additional excess cash and may require use of some actual reserves. We will present several options for your consideration and we will present the high level implications of those decisions for both the 2019-20 fiscal year and also project the probable 2020-21 fiscal year ramifications assuming a successful renewal.

By the end of the May meeting, we should be ready to provide a specific set of recommendations for the RAB Board to consider at their May meeting. I look forward to our discussion. Thank you.

The U District Partnership Fiscal 2020 Draft Budget Summary

	FY 2019 Budget	FY 2019 Forecast	2020 Baseline Budgets		
			Total	UDP	BIA
Ordinary Income/Expense					
Income					
BIA Revenue Collected FY2020	922,866	922,866	917,500	0	917,500
SPU Contract	12,000	12,000	12,000	0	12,000
Reach Funding	0	16,000	39,500	39,500	0
Earned Income	260,000	254,000	225,000	210,000	15,000
Interest and Other	0	100	0	0	0
Total Income	1,194,866	1,204,966	1,194,000	249,500	944,500
Gross Profit	1,194,866	1,204,966	1,194,000	249,500	944,500
Expense					
Staffing	500,758	486,876	508,658	20,826	487,832
Professional & Contract Expense	85,400	97,900	58,400	0	58,400
Office and Overhead	89,966	100,483	125,128	7,305	117,823
Direct Program Expenses	360,978	361,641	425,194	59,500	365,694
Street Fair Expenses	160,000	152,000	140,000	140,000	0
Total Expense	1,197,102	1,198,900	1,257,380	227,631	1,029,749
Net Ordinary Income	(2,236)	6,066	(63,380)	21,869	(85,249)
Net Income	(2,236)	6,066	(63,380)	21,869	(85,249)
Net Assets / City Cash Forecast at 6/30/2019			624,775	314,592	310,183
Reciepts			1,167,000	249,500	917,500
Disbursements			(1,230,380)	(227,631)	(1,002,749)
Less: Reserves Per Policy			(370,000)	(160,000)	(210,000)
Net Assets / City Cash After Baseline Budget			191,395	176,461	14,934
Effect of Adding Urban Vitality Program					
Effect of Adding Marketing Program					