

October 31, 2017

Financial Update

 **DOWNTOWN
MEMPHIS
COMMISSION**

Combining Statements of Net Position
 COMPARATIVE SUMMARY to Prior Year
 Downtown Memphis Commission and Its Related Entities
 October 31, 2017

	<u>DMC</u>	<u>CCDC</u>	<u>CCRFC</u>	<u>Parking Authority</u>	<u>Related Party</u>	<u>October 31, 2017</u>	<u>October 31, 2016</u>	<u>Change</u>	<u>%</u>
<u>Assets</u>						<u>Total</u>			
Total Cash and Investments	\$ 4,033,860	\$ 6,337,537	\$ 916,304	\$ 2,778,840	\$ -	\$ 14,066,540	\$ 10,092,975	\$ 3,973,565	39% A
Total Other Current Assets	138,521	359	32,457	318,502	-	\$ 489,839	9,470,214	(8,980,375)	-95% D
Total Fixed Assets	1,447,467	560,146	-	22,991,663	-	\$ 24,999,276	26,444,331	(1,445,055)	-5% B
USBank Pilot Funds	-	-	18,054,955	-	-	\$ 18,054,955	14,168,410	3,886,544	27% E
Loan Receivable	-	740,179.00	7,026,572	6,769,501	(7,026,572)	\$ 7,509,680	8,733,713	(1,224,033)	-14% C
Total Assets	\$ 5,619,848	\$ 7,638,221	\$ 26,030,288	\$ 32,858,506	\$ (7,026,572)	\$ 65,120,290	\$ 68,909,644	\$ (3,789,354)	-5%
Liabilities & Net Assets									
Liabilities									
Total Current Liabilities	\$ 153,948	\$ 24,307	\$ 33,469	\$ 156,507	\$ -	\$ 368,231	\$ 560,467	\$ (192,236)	-34%
Total Long Term Liabilities	206,550	-	-	24,962,698	(7,026,572)	\$ 18,142,677	18,911,472	(768,795)	-4%
Total Liabilities	\$ 360,498	\$ 24,307	\$ 33,469	\$ 25,119,205	\$ (7,026,572)	\$ 18,510,907	\$ 19,471,939	\$ (961,032)	-5%
Net Assets									
Designated for Specific Purpose	\$ -	\$ 4,056,109	\$ 25,081,526	\$ 7,739,301	\$ -	\$ 36,876,936	\$ 42,374,146	\$ (5,497,210)	-13% D
Undesignated Net Assets	5,259,350	3,557,804	915,292	-	-	\$ 9,732,446	7,063,559	2,668,887	38% A
Total Net Assets	\$ 5,259,350	\$ 7,613,913	\$ 25,996,819	\$ 7,739,301	\$ -	\$ 46,609,382	\$ 49,437,705	\$ (2,828,323)	-6%
Total Liabilities & Net Assets	\$ 5,619,848	\$ 7,638,220	\$ 26,030,288	\$ 32,858,506	\$ (7,026,572)	\$ 65,120,290	\$ 68,909,644	\$ (3,789,354)	-5%

- A** Receipt of FY18 CBID Assessment
- B** Depreciation
- C** The Chisca Parking Capital Lease as well as some development loans paid off early.
- D** Partial receipt and remainder write-off of Bridge Lighting Grant as second bridge did not flow through CCDC.
- E** Increase due to FY2017 Receipts

**Combining Statement of Activities
Downtown Memphis Commission and Its Related Entities
For the Four Months Ended October 31, 2017**

	<u>DMC</u>	<u>CCDC</u>	<u>CCRFC</u>	<u>Parking Authority</u>	<u>Total</u>
Revenues					
Administrative	\$ 3,301,191	\$ 62,256	\$ 47,588	\$ (22,429)	\$ 3,388,606
Development	-	200	-	-	200
Marketing	-	-	-	-	-
Operations	7,800	-	-	-	7,800
Parking	-	-	-	741,183	741,183
Total Revenue	3,308,991	62,456	47,588	718,753	4,137,788
Expenses					
Personnel	527,155	-	-	-	527,155
Benefits	121,260	-	-	-	121,260
Other Personnel Expense	5,440	-	-	78,469	83,908
Dues & Subscriptions	3,291	-	-	-	3,291
Office Expenditures	91,307	1,952	-	131,444	224,703
Conferences & Travel	6,441	-	-	-	6,441
Business Community Relations	1,430	-	-	-	1,430
Professional Fees	122,149	24,709	50,880	14,823	212,561
Search/Relocation	-	-	-	-	-
Advertising	9,445	-	-	-	9,445
Real Estate	-	-	-	-	-
Event Production	93,942	20,639	-	-	114,581
Materials & Supplies	-	-	-	-	-
Planning & Development	30,537	83,780	-	-	114,316
Parking	-	-	-	277,439	277,439
Transfers Out	-	-	-	-	-
Improvements	51,433	-	-	-	51,433
Depreciation	138,466	41,564	-	342,047	522,077
Taxes	-	-	-	24,675	24,675
Interest	-	-	-	243,859	243,859
Total Expenses	1,202,295	172,643	50,880	1,112,755	2,538,573
Excess Revenues over Expenses	\$ 2,106,696	\$ (110,187)	\$ (3,292)	\$ (394,002)	\$ 1,599,215
Transfer (to)/from Related Entities	-	-	-	-	-
Increase (Decrease) in Net Assets	2,106,696	(110,187)	(3,292)	(394,002)	1,599,215

Downtown Memphis Commission and Its Related Entities
Statement of Net Position as of October 31, 2017 with
Comparison to October 31, 2016

Downtown Memphis Commission

	<u>FY2018</u>	<u>FY2017</u>	<u>Change</u>		<u>FY2017</u>	<u>Change</u>
Assets				Liabilities & Equity		
Current Assets				Liabilities		
1001 - Bank/Tennessee Checking	\$ 29,619	\$ 6,485	\$ 23,134			
1003 - First Alliance Bank	59,204	58,980	225			
1300 - LGIP (Local Govt Inv Pool)	3,945,037	2,888,562	1,056,475			
	<u>106,359</u>	<u>504,065</u>	<u>(397,706)</u>			
1200 - Account Receivable	32,162	3,256	28,906			
1550 - Prepaid Expenses	<u>4,172,381</u>	<u>3,461,348</u>	<u>711,033</u>	Total Current Liabilities	153,948	(68,585)
Total Current Assets					222,533	
				Long Term Liabilities		
Total Fixed Assets				2270 - Reserve for CBID Appeals	206,550	54,881
				2275 - Streetscape Loan Payable	0	(435,000)
				2276 - Accrued Loan Interest	0	(8,700)
				Total Long Term Liabilities	<u>206,550</u>	<u>(388,819)</u>
				Total Liabilities	<u>360,498</u>	<u>(457,404)</u>
				Equity		
				Undesignated Net Assets	5,259,350	830,105
				Total Equity	<u>5,259,350</u>	<u>830,105</u>
Total Assets	<u>\$ 5,619,848</u>	<u>\$ 5,247,146</u>	<u>\$ 372,701</u>	Total Liabilities & Equity	<u>\$ 5,619,848</u>	<u>\$ 372,701</u>

Downtown Memphis Commission
Percent of Budget
For the Four Months Ended October 31, 2017

NOTE: This report compares actual results to the full year budget to show if results are ahead or behind where they should be

	4 months As of Oct '17	2018 Budget	Variance	% of Budget	Comments
Income					
4000 · Admin & Interest Income	3,301,191	2,838,800	462,391	116%	Assessment year, budgeted conservatively, appeals may come
4300 · Operations Income	7,800	6,000	1,800	130%	Food Truck electric hook up charges
4800 · Transfers In	0	565,000	(565,000)	0%	
Total Income	3,308,991	3,409,800	(100,809)	97%	
Expense					
5000 · Wages & Salaries	527,155	1,491,444	(964,289)	35%	CEO transition
5005 · Employee Benefits	121,260	458,860	(337,600)	26%	Budgeted more family coverage for BSB 2.0
5050 · Other Personnel Expenses	5,440	17,140	(11,700)	32%	
5060 · Dues & Subscriptions	3,291	14,570	(11,279)	23%	
5100 · Office Expense	91,307	216,586	(125,279)	42%	BSB 2.0 equipment
5200 · Conferences & Travel	6,441	16,700	(10,259)	39%	Timing
5250 · Business Development	1,430	16,400	(14,970)	9%	
5300 · Professional Fees	122,149	135,100	(12,951)	90%	Accounting support and CEO transition
5450 · Advertising	9,445	41,000	(31,555)	23%	Timing (Heavy in Nov for DDW)
5550 · Events and Sponsorships	93,942	260,000	(166,058)	36%	timing varies
5700 · Planning & Development	30,537	85,000	(54,463)	36%	timing varies
5950 · Improvements	51,433	232,000	(180,567)	22%	Timing
5970 · Depreciation Expense	138,466	425,000	(286,534)	33%	
Total Expense	1,202,296	3,409,800	(2,207,504)	35%	
Net Operating Income	2,106,695	-	(2,207,504)		

Center City Development Corporation and Center City Revenue and Finance Corporation

	<u>FY2018</u>	<u>FY2017</u>	<u>Change</u>		<u>FY2018</u>	<u>FY2017</u>	<u>Change</u>
Assets				Liabilities & Equity			
Current Assets				Current Liabilities			
1308 - LGIP (Local Govt Inv Pool)	\$ 5,344,990	\$ 3,830,888	1,514,102	1705 - Accounts Payable	\$ 57,776	\$ 42,284	\$ 15,493
1320 - Development Loan Checking	\$ 127,643	\$ 74,496	53,147				
1200 - Account Receivable	\$ 32,457	\$ 6,915,840	(6,883,382)				
1460 - CCDC Investment Acct	\$ 1,781,207	\$ 1,701,543	79,664				
1550 - Prepaid Expenses	\$ 359	\$ 1,064	(705)				
Total Current Assets	\$ 7,286,657	\$ 12,523,831	(5,237,174)				
Total Fixed Assets	\$ 560,146	\$ 660,904	(100,758)	Total Current Liabilities	\$ 57,776	\$ 42,284	\$ 15,493
				Total Long Term Liabilities	\$ -	\$ -	\$ -
				Total Liabilities	\$ 57,776	\$ 42,284	\$ 15,493
1582 - USBank Pilot Funds	\$ 18,054,955	\$ 14,168,410	3,886,544				
1590 - Loan Receivable - DPA	\$ 7,026,572	\$ 8,032,323	(1,005,752)	Equity			
1600 - Development Loans	\$ 740,179	\$ 994,360	(254,182)	Designated for Specific Purpose	\$ 29,137,635	\$ 33,703,230	(4,565,595)
Total Other Assets	\$ 25,821,705	\$ 23,195,094	2,626,611	Undesignated Net Assets	\$ 4,473,097	\$ 2,634,315	1,838,782
				Total Equity	\$ 33,610,732	\$ 36,337,545	(2,726,813)
Total Assets	\$ 33,668,508	\$ 36,379,829	\$ (2,711,320)	Total Liabilities & Equity	\$ 33,668,508	\$ 36,379,829	\$ (2,711,321)

Center City Development Corporation
Percent of Budget
For the Four Months Ended October 31, 2017

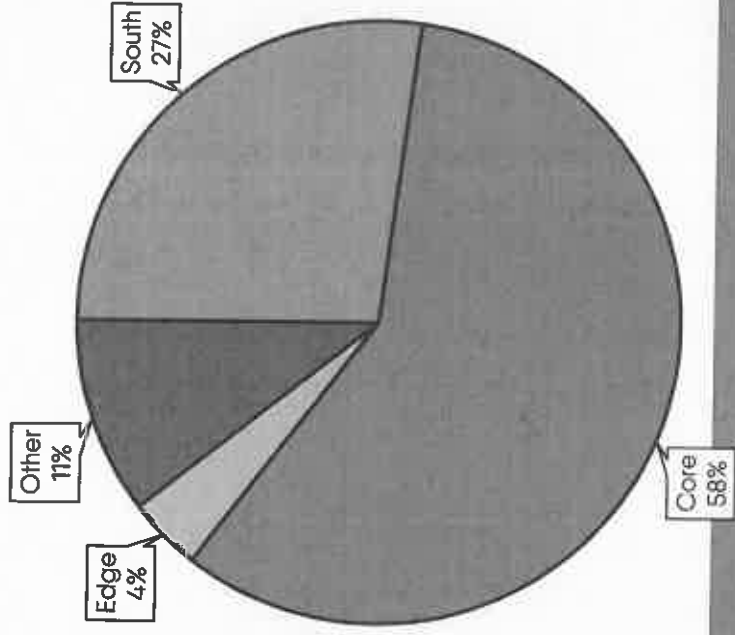
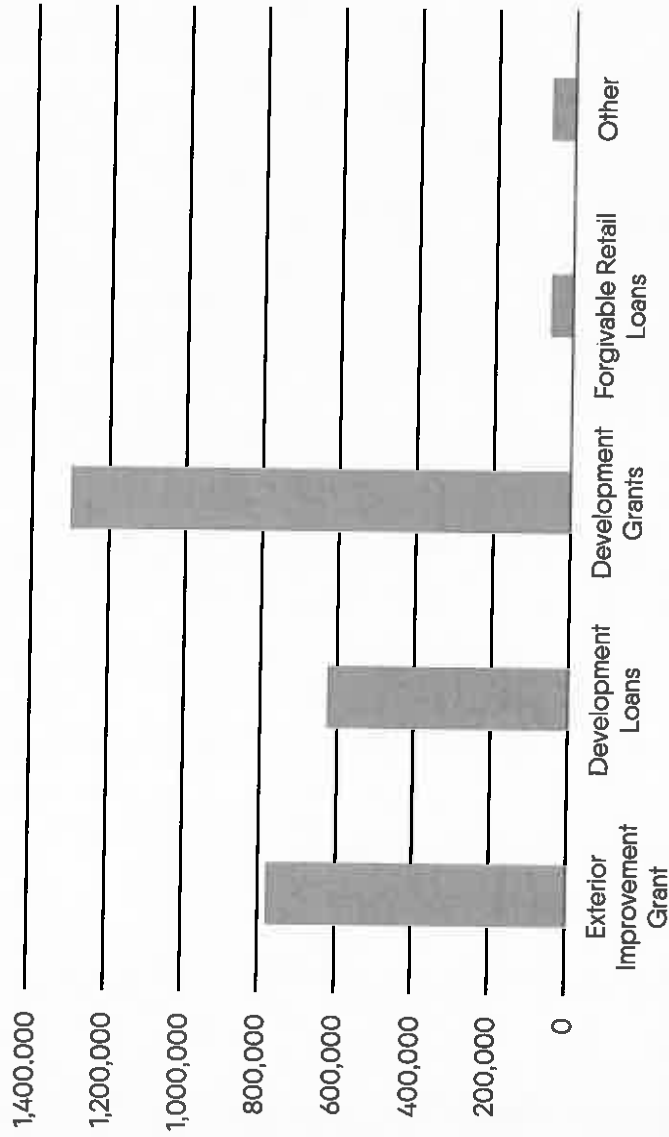
NOTE: This report compares actual results to the full year budget to show if results are ahead or behind where they should be at this

	4 months As of Oct '17	2018 Budget	4 mo = 33% % of Budget	Comments
Income				
4000 · Interest Income	\$ 62,256	\$ 23,960	260%	Investment income high and not budgeted
4100 · Development Income	200	5,500	4%	
4800 · Transfers In	-	1,400,000	0%	
Total Income	<u>62,456</u>	<u>1,429,460</u>	<u>4%</u>	
Expense				
5100 · Office Expense	1,952	13,000	15%	
5250 Business Development	-	300	0%	
5300 · Professional Fees	24,709	71,000	35%	
5550 · Event Production	20,639	25,000	83%	Race for the Cure, complete by Nov
5700 · Planning & Development	83,780	2,666,000	3%	
5850 Transfers Out	-	305,000	0%	
5950 Improvements	-	10,000	0%	
5970 · Depreciation Expense	41,564	132,000	31%	
Total Expense	<u>172,644</u>	<u>3,222,300</u>	<u>5%</u>	
Net Income	<u>\$ (110,187)</u>	<u>\$ (1,792,840)</u>		

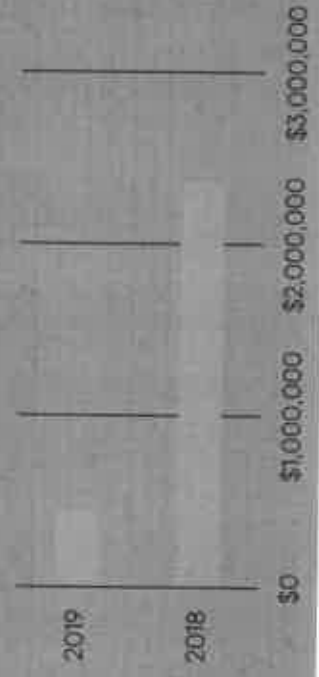
Center City Revenue Finance Corporation
Percent of Budget
For the Four Months Ended October 31, 2017

NOTE: This report compares actual results to the full year budget to show if results are ahead or behind where they should be at this

	4 months As of Oct '17	Full Year 2018 Budget	4 mo = 33% % of Budget	Comments
Income				
4014 PILOT Extensions	\$ 47,588	\$ 4,700,000	1%	1% Significant receipts expected in March.
4016 Fees	-	300,000	0%	
Total Income	<u>47,588</u>	<u>5,000,000</u>	<u>1%</u>	
Expense				
5300 · Professional Fees	50,880	152,500	33%	
5850 Transfers out	-	2,200,000	0%	
Total Expense	<u>50,880</u>	<u>2,352,500</u>	<u>2%</u>	
Net Income	<u>\$ (3,292)</u>	<u>\$ 2,647,500</u>		



Timing



CCDC Commitments

\$2.8 million

Downtown Memphis Commission and Its Related Entities
Statement of Net Position as of October 31, 2017 with
Comparison to October 31, 2016

Downtown Parking Authority

	<u>FY2018</u>	<u>FY2017</u>	<u>Change</u>		<u>FY2018</u>	<u>FY2017</u>	<u>Change</u>
Assets				Liabilities & Equity			
Current Assets				Current Liabilities			
1020 - USBank Debt Service	\$ 999,185	\$ 996,088	\$ 3,096	1705 - Accounts Payable	\$ 152,398	\$ 293,512	\$ (141,114)
1300 - LGIP (Local Govt Inv Pool)	1,779,655	1,736,205	43,450				
1314 - LGIP Held for Brewery Garage	0	501,271	(501,271)	2260 - Unearned Revenue	4,109	2,139	1,970
1200 - Account Receivable	149,935	132,733	17,202				
1551 - Prepaid Insurance	3,555	7,544	(3,989)	Total Current Liabilities	<u>156,507</u>	<u>295,651</u>	<u>(139,144)</u>
1570 - Deferred Bond Issuance Cost	165,011	186,535	(21,523)	Long Term Liabilities			
Total Current Assets	<u>3,097,342</u>	<u>3,560,376</u>	<u>(463,034)</u>	2255 - Loan Payable City of Memphis	5,120,000	5,120,000	0
				2256 - Accrued Ln Interest	4,718,723	4,460,163	258,560
Total Fixed Assets	22,991,663	23,997,629	(1,005,966)	2265 - Reserve for Contingencies	45,163	44,837	326
Loans Receivable	6,769,501	7,739,353	(969,852)	2278 - Loan Payable CCRFC	7,026,572	8,032,323	(1,005,752)
				2280 - Loan Payable BankTennessee	2,423,147	2,537,587	(114,440)
				2310 - Bonds Payable - Taxable 2004	5,505,000	6,035,000	(530,000)
Total Assets	<u>\$ 32,858,506</u>	<u>\$ 35,297,358</u>	<u>\$ (2,438,852)</u>	2315 - Discount on Bonds	(32,245)	(36,457)	4,212
				2317 - Accrued Loan Interest	156,338	154,973	1,365
				Total Long Term Liabilities	<u>24,962,698</u>	<u>26,348,426</u>	<u>(1,385,729)</u>
				Total Liabilities	<u>25,119,205</u>	<u>26,644,077</u>	<u>(1,524,873)</u>
				Equity			
				Net Assets	7,739,301	8,653,280	(913,979)
				Total Equity	<u>7,739,301</u>	<u>8,653,280</u>	<u>(913,979)</u>
				Total Liabilities & Equity	<u>\$ 32,858,506</u>	<u>\$ 35,297,358</u>	<u>\$ (2,438,852)</u>

Downtown Parking Authority
Percent of Budget
For the Four Months Ended October 31, 2017

NOTE: This report compares actual results to the full year budget to show if results are ahead or behind where they should be at this point in the year.

	4 months		
	As of Oct '17	2018 Budget	% of Budget
Income			
4000 · Admin & Interest Income	\$ (22,429)	\$ 55,356	-41%
4200 Marketing Income	-	1,440	0%
4500 Parking Income	741,183	2,059,500	36% X
4800 · Transfers In	-	800,000	0%
Total Income	718,754	2,916,296	25%
Expense			
5050 Security	78,469	261,000	30%
5100 · Office Expense	131,444	462,240	28%
5300 · Professional Fees	14,823	38,923	38%
5800 Parking	277,439	852,000	33% X
5850 Transfers out	0	260,000	0%
5970 · Depreciation Expense	342,047	1,047,140	33%
5980 Taxes	24,675	61,274	40%
5975 · Interest Expense	243,859	706,800	35%
Total Expense	1,112,756	3,689,377	30%
Operating Net Income	\$ (394,002)	\$ (773,081)	

TN Brewery Lease deferred, write off on early termination of Chisca lease

Overall, parking revenues are slightly exceeding budget and up 14% compared to last year. This is due to being at full capacity at First Place. Transient revenue at 250 Peabody is up compared to an especially low July/Aug 2016 and Gayoso is up as last year it had a entrance gate malfunction early in the year.