| INCOME: | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | YEARLY TOTALS |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| City of HB Maintenance | \$15,500.00 | \$11,500.00 | \$11,500.00 | \$10,000.00 | \$8,500.00 | \$13,500.00 | \$15,500.00 | \$14,000.00 | \$15,500.00 | \$15,500.00 | \$15,500.00 | \$13,500.00 | \$160,000.00 |
| BID Assessments | \$11,575.20 | \$11,247.60 | \$10,881.00 | \$9,063.00 | \$6,721.65 | \$10,032.00 | \$9,177.00 | \$15,328.00 | \$12,991.00 | \$9,450.00 | \$6,879.15 | \$8,114.40 | \$121,460.00 |
| Surf City Nights | \$20,000.00 | \$20,000.00 | \$20,000.00 | \$20,000.00 | \$28,000.00 | \$28,000.00 | \$28,000.00 | \$28,000.00 | \$32,000.00 | \$32,000.00 | \$32,000.00 | \$20,000.00 | \$308,000.00 |
| Chili at the Beach |  |  |  |  |  |  |  |  | \$30,000.00 |  |  |  | \$30,000.00 |
| Surf City Days |  |  |  |  |  |  |  |  |  |  |  | \$15,000.00 | \$15,000.00 |
| Air Show |  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |
| Halloween |  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |
| Miracle on Main |  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |
| Transfer From Reserves |  | \$20,000.00 |  |  |  |  |  |  |  |  |  |  | \$17,000.00 |
| Monthly Totals | \$47,075.20 | \$62,747.60 | \$42,381.00 | \$39,063.00 | \$43,221.65 | \$51,532.00 | \$52,677.00 | \$57,328.00 | \$90,491.00 | \$56,950.00 | \$54,379.15 | \$56,614.40 | 651,460.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| EXPENSE: | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | YEARLY TOTALS |
| Malco Maintenance | \$14,500.00 | \$10,500.00 | \$10,500.00 | \$9,000.00 | \$7,500.00 | \$12,500.00 | \$14,500.00 | \$13,000.00 | \$14,500.00 | \$14,500.00 | \$14,500.00 | \$12,500.00 | \$148,000.00 |
| SCN Rental \& Set up | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$2,835.00 | \$34,020.00 |
| SCN Street Cleaning | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$200.00 | \$2,400.00 |
| SCN Street Closure | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$600.00 | \$7,200.00 |
| SCN Parking | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$700.00 | \$8,400.00 |
| Bid Manager | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$5,416.66 | \$64,999.92 |
| Market/Advertising | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$42,000.00 |
| Sponsorships/Donations | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$300.00 | \$3,600.00 |
| Ambassador | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$4,000.00 | \$48,000.00 |
| Office Expense | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$250.00 | \$3,000.00 |
| Bank Charges | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$50.00 | \$600.00 |
| Dues \& Subscriptions | \$83.33 | \$83.33 | \$83.33 | \$83.33 | \$83.33 | \$83.33 | \$83.33 | \$83.33 | \$83.34 | \$83.34 | \$83.34 | \$83.34 | \$1,000.00 |
| Insurance |  |  | \$5,400.00 |  |  |  |  |  |  | \$2,000.00 |  |  | \$7,400.00 |
| Accounting | \$516.67 | \$516.67 | \$516.67 | \$516.67 | \$516.67 | \$516.67 | \$516.67 | \$516.67 | \$516.63 | \$516.67 | \$516.67 | \$516.67 | \$6,200.00 |
| License \& Fees | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$150.00 | \$1,800.00 |
| Meeting/Training | \$416.66 | \$416.66 | \$416.66 | \$416.66 | \$416.67 | \$416.67 | \$416.67 | \$416.67 | \$416.67 | \$416.67 | \$416.67 | \$416.67 | \$5,000.00 |
| Events Cordinator | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$4,333.00 | \$51,996.00 |
| Admin Asst | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$1,580.00 | \$18,960.00 |
| Payroll Taxes | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$560.00 | \$6,720.00 |
| Workers Comp |  |  |  |  | \$1,000.00 |  |  |  |  |  |  |  | \$1,000.00 |
| Payroll Expenses | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$100.00 | \$1,200.00 |
| Security | \$8,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$12,000.00 | \$12,000.00 | \$12,000.00 | \$44,000.00 |
| Repairs/Maintenance | \$41.66 | \$41.66 | \$41.66 | \$41.66 | \$41.67 | \$41.67 | \$41.67 | \$41.67 | \$41.67 | \$41.67 | \$41.67 | \$41.67 | \$500.00 |
| Rent \& Storage | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$1,150.00 | \$13,800.00 |
| Telephone | \$165.00 | \$165.00 | \$165.00 | \$165.00 | \$165.00 | \$165.00 | \$165.00 | \$165.00 | 165 | \$165.00 | \$165.00 | \$165.00 | \$1,980.00 |
| Contingency | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$3,500.00 | \$42,000.00 |
| Holiday Beautification |  | \$25,000.00 |  |  |  |  |  |  |  |  |  |  | \$25,000.00 |
| SCN Events | \$1,300.00 | \$1,300.00 | \$1,300.00 | \$1,300.00 | \$1,300.00 | \$1,300.00 | \$1,300.00 | \$1,280.00 | \$1,300.00 | \$1,300.00 | \$1,300.00 | \$1,300.00 | \$15,580.00 |
| BID EVENTS |  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |
| Chili at the Beach |  |  |  |  |  |  |  |  | \$15,000.00 |  |  |  | \$15,000.00 |
| Surf City Days |  |  |  |  |  |  |  |  |  |  |  | \$7,500.00 | \$7,500.00 |
| Air Show | \$5,000.00 |  |  |  |  |  |  |  |  |  |  |  | \$5,000.00 |
| Halloween | \$7,500.00 |  |  |  |  |  |  |  |  |  |  |  | \$7,500.00 |
| Miracle on Main |  | \$10,000.00 |  |  |  |  |  |  |  |  |  |  | \$10,000.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |
|  |  |  |  |  |  |  |  |  |  |  |  |  | \$0.00 |
| MONTHLY TOTALS | \$66,747.98 | \$77,247.98 | \$47,647.98 | \$40,747.98 | \$40,248.00 | \$44,248.00 | \$46,248.00 | \$44,728.00 | \$61,247.97 | \$60,248.01 | \$58,248.01 | \$63,748.01 | 651,355.92 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| VARIANCE: INCOME VS EXPENSE |  |  |  |  |  |  |  |  |  |  |  |  | 104.08 |

