



# City of Converse Economic Development Budget

## Account Summary

For Fiscal: 2018-2019 Period Ending: 09/30/2019

|  |   | 2016-2017<br>Total Budget | 2016-2017<br>Total Activity | 2017-2018<br>Total Budget | 2017-2018<br>Total Activity | 2018-2019<br>Total Budget |
|--|---|---------------------------|-----------------------------|---------------------------|-----------------------------|---------------------------|
| <b>Fund: 210 - ECONOMIC DEVELOPMENT FUND</b>     |   |                           |                             |                           |                             |                           |
| <b>Revenue</b>                                   |   |                           |                             |                           |                             |                           |
| <b>Program: 00 - Revenue</b>                     |   |                           |                             |                           |                             |                           |
| <a href="#">210-00-00-41200</a>                  | Sales Tax   | 1,000,000.00              | 1,080,556.66                | 1,125,000.00              | 879,340.65                  | 1,125,000.00              |
| <a href="#">210-00-00-47000</a>                  | Interest Income   | 5,000.00                  | 24,109.70                   | 10,000.00                 | 23,526.33                   | 15,000.00                 |
| <a href="#">210-00-00-48900</a>                  | Miscellaneous Income                                    | 5,000.00                  | 450.00                      | 0.00                      | 1,203.00                    | 0.00                      |
| <a href="#">210-00-00-48901</a>                  | ICSC Sponsorships                                       | 4,000.00                  | 250.00                      | 5,000.00                  | 0.00                        | 0.00                      |
| <a href="#">210-00-00-48902</a>                  | Green Day Sponsorships                                  | 0.00                      | 0.00                        | 0.00                      | 9,200.00                    | 10,000.00                 |
| <a href="#">210-00-00-48965</a>                  | Bond Proceeds   | 0.00                      | 0.00                        | 1,447,500.00              | 1,479,000.00                | 0.00                      |
|  | <b>Program: 00 - Revenue Total:</b>                     | <b>1,014,000.00</b>       | <b>1,105,366.36</b>         | <b>2,587,500.00</b>       | <b>2,392,269.98</b>         | <b>1,150,000.00</b>       |
|  | <b>Revenue Total:</b>                                   | <b>1,014,000.00</b>       | <b>1,105,366.36</b>         | <b>2,587,500.00</b>       | <b>2,392,269.98</b>         | <b>1,150,000.00</b>       |
| <b>Expense</b>                                   |   |                           |                             |                           |                             |                           |
| <b>Program: 01 - Council/Board of Commission</b> |   |                           |                             |                           |                             |                           |
| <a href="#">210-16-01-54106</a>                  | Annual Audit  | 2,500.00                  | 2,500.00                    | 2,500.00                  | 2,500.00                    | 2,500.00                  |
| <a href="#">210-16-01-54430</a>                  | Education & Training                                    | 1,225.00                  | -205.00                     | 1,225.00                  | 0.00                        | 1,225.00                  |
| <a href="#">210-16-01-54470</a>                  | Travel  | 2,000.00                  | 275.47                      | 2,000.00                  | 33.01                       | 2,000.00                  |
| <a href="#">210-16-01-54482</a>                  | Board Expenses  | 8,400.00                  | 701.58                      | 6,000.00                  | 1,988.77                    | 6,000.00                  |
|  | <b>Program: 01 - Council/Board of Commission Total:</b> | <b>14,125.00</b>          | <b>3,272.05</b>             | <b>11,725.00</b>          | <b>4,521.78</b>             | <b>11,725.00</b>          |
| <b>Program: 10 - Administration</b>              |   |                           |                             |                           |                             |                           |
| <a href="#">210-16-10-51000</a>                  | Salaries - Full Time                                    | 216,492.00                | 215,348.13                  | 219,391.00                | 152,510.17                  | 222,499.00                |
| <a href="#">210-16-10-51010</a>                  | Salaries - Part Time                                    | 0.00                      | 931.25                      | 0.00                      | 0.00                        | 0.00                      |
| <a href="#">210-16-10-51050</a>                  | Salaries - Overtime                                     | 3,500.00                  | 96.98                       | 0.00                      | 0.00                        | 0.00                      |
| <a href="#">210-16-10-51071</a>                  | Salaries - Longevity                                    | 240.00                    | 496.39                      | 360.00                    | 486.95                      | 300.00                    |
| <a href="#">210-16-10-51072</a>                  | Salaries - Bonus Christmas                              | 300.00                    | 262.50                      | 300.00                    | 300.00                      | 300.00                    |
| <a href="#">210-16-10-51075</a>                  | Salaries - Bonus Safety                                 | 100.00                    | 87.50                       | 100.00                    | 100.00                      | 100.00                    |
| <a href="#">210-16-10-51100</a>                  | Medical Insurance                                       | 18,090.00                 | 12,327.22                   | 18,090.00                 | 9,270.76                    | 23,525.00                 |
| <a href="#">210-16-10-51150</a>                  | Retirement  | 33,970.00                 | 30,810.84                   | 31,702.00                 | 22,122.74                   | 31,253.00                 |
| <a href="#">210-16-10-51160</a>                  | Life & Disability Insurance                             | 503.00                    | 361.15                      | 503.00                    | 403.23                      | 792.00                    |
| <a href="#">210-16-10-51210</a>                  | Payroll Taxes   | 3,415.00                  | 2,983.45                    | 3,192.00                  | 2,037.33                    | 3,236.00                  |
| <a href="#">210-16-10-52000</a>                  | Office Supplies   | 5,000.00                  | 3,305.14                    | 5,000.00                  | 2,082.50                    | 5,000.00                  |
| <a href="#">210-16-10-52010</a>                  | Postage   | 4,000.00                  | 1,395.68                    | 2,500.00                  | 1,220.83                    | 2,500.00                  |
| <a href="#">210-16-10-52015</a>                  | Printing  | 10,000.00                 | 6,799.90                    | 7,500.00                  | 2,015.49                    | 7,500.00                  |
| <a href="#">210-16-10-52810</a>                  | Food  | 2,000.00                  | 1,991.72                    | 2,000.00                  | 999.90                      | 2,000.00                  |
| <a href="#">210-16-10-54000</a>                  | Legal Services-In House                                 | 30,000.00                 | 30,594.00                   | 30,000.00                 | 25,225.00                   | 30,000.00                 |
| <a href="#">210-16-10-54105</a>                  | Professional Services                                   | 35,000.00                 | 50,467.19                   | 75,000.00                 | 26,676.50                   | 75,000.00                 |
| <a href="#">210-16-10-54107</a>                  | Master Plan   | 42,500.00                 | 21,295.08                   | 22,000.00                 | 21,250.00                   | 0.00                      |
| <a href="#">210-16-10-54200</a>                  | Financial Services                                      | 17,000.00                 | 17,300.04                   | 17,000.00                 | 8,500.02                    | 17,000.00                 |
| <a href="#">210-16-10-54250</a>                  | Technology Services                                     | 8,000.00                  | 8,880.04                    | 8,000.00                  | 4,000.02                    | 8,000.00                  |
| <a href="#">210-16-10-54430</a>                  | Education & Training                                    | 4,000.00                  | 1,937.00                    | 4,000.00                  | 3,445.00                    | 4,000.00                  |
| <a href="#">210-16-10-54435</a>                  | Dues & Subscriptions                                    | 15,000.00                 | 9,258.04                    | 10,000.00                 | 11,035.00                   | 11,000.00                 |
| <a href="#">210-16-10-54460</a>                  | Equipment Rental  | 5,700.00                  | 5,720.46                    | 8,000.00                  | 3,948.25                    | 8,000.00                  |
| <a href="#">210-16-10-54470</a>                  | Travel  | 15,000.00                 | 18,262.13                   | 35,000.00                 | 10,854.78                   | 35,000.00                 |
| <a href="#">210-16-10-54475</a>                  | Mileage   | 9,000.00                  | 3,038.84                    | 4,000.00                  | 1,481.01                    | 4,000.00                  |

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For Fiscal: 2018-2019 Period Ending: 09/30/2019

|                                 |  | 2016-2017<br>Total Budget | 2016-2017<br>Total Activity | 2017-2018<br>Total Budget | 2017-2018<br>Total Activity | 2018-2019<br>Total Budget |
|---------------------------------|--|---------------------------|-----------------------------|---------------------------|-----------------------------|---------------------------|
| <a href="#">210-16-10-54481</a> | Business Appreciation                            | 6,000.00                  | 3,863.38                    | 6,000.00                  | 3,206.00                    | 6,000.00                  |
| <a href="#">210-16-10-54483</a> | Director Expenses                                | 5,000.00                  | 2,021.28                    | 5,000.00                  | 1,557.87                    | 5,000.00                  |
| <a href="#">210-16-10-54485</a> | Buy Converse                                     | 4,000.00                  | 447.23                      | 3,000.00                  | 2,952.85                    | 3,000.00                  |
| <a href="#">210-16-10-54531</a> | Newsletter                                       | 6,000.00                  | 7,352.00                    | 15,000.00                 | 7,325.00                    | 15,000.00                 |
| <a href="#">210-16-10-54763</a> | Website  | 50,000.00                 | 43,522.42                   | 20,000.00                 | 7,269.19                    | 20,000.00                 |
| <a href="#">210-16-10-54764</a> | Trade Shows                                      | 15,000.00                 | 6,465.89                    | 8,500.00                  | 5,240.86                    | 8,500.00                  |
| <a href="#">210-16-10-54765</a> | CAP Investment Grants                            | 150,000.00                | 335,319.39                  | 350,000.00                | 130,159.36                  | 200,000.00                |
| <a href="#">210-16-10-54767</a> | Converse Goes Green                              | 10,000.00                 | 3,692.89                    | 10,000.00                 | 13,073.02                   | 15,000.00                 |
| <a href="#">210-16-10-54900</a> | Contingency/ Misc                                | 1,000.00                  | 159.90                      | 3,000.00                  | 252.40                      | 3,000.00                  |
| <a href="#">210-16-10-56400</a> | Minor Capital Outlay - Furnitur                  | 3,700.00                  | 467.00                      | 2,000.00                  | 249.00                      | 2,000.00                  |
| <a href="#">210-16-10-56700</a> | Minor Capital Outlay - Comput                    | 3,000.00                  | 140.00                      | 2,000.00                  | 0.00                        | 2,000.00                  |
| <a href="#">210-16-10-56710</a> | Minor Capital Outlay - Comput                    | 1,500.00                  | 1,148.93                    | 1,500.00                  | 1,403.22                    | 1,500.00                  |
| <a href="#">210-16-10-57000</a> | Major Cap Outlay - Projects                      | 374,151.00                | 0.00                        | 114,000.00                | 34,647.56                   | 100,000.00                |
| <a href="#">210-16-10-57200</a> | Major Cap Outlay - Land/ROW                      | 289,349.00                | 0.00                        | 2,061,824.33              | 1,468,649.50                | 930,000.00                |
|                                 | <b>Program: 10 - Administration Total:</b>       | <b>1,397,510.00</b>       | <b>848,550.98</b>           | <b>3,105,462.33</b>       | <b>1,985,951.31</b>         | <b>1,802,005.00</b>       |
|                                 | <b>Program: 12 - Marketing</b>                   |                           |                             |                           |                             |                           |
| <a href="#">210-16-12-54486</a> | Promotional Items                                | 6,652.00                  | 6,828.83                    | 7,700.00                  | 7,609.16                    | 7,700.00                  |
| <a href="#">210-16-12-54760</a> | Advertising                                      | 73,348.00                 | 60,178.76                   | 107,300.00                | 45,228.17                   | 110,000.00                |
| <a href="#">210-16-12-54762</a> | Trade Show Booth                                 | 4,000.00                  | 715.99                      | 3,000.00                  | 445.04                      | 5,000.00                  |
| <a href="#">210-16-12-56000</a> | Minor Capital Outlay Construct                   | 0.00                      | 7,723.16                    | 0.00                      | 0.00                        | 0.00                      |
| <a href="#">210-16-12-57000</a> | Major Cap Outlay - Projects                      | 21,225.00                 | -748.16                     | 21,225.00                 | 4,530.00                    | 25,000.00                 |
|                                 | <b>Program: 12 - Marketing Total:</b>            | <b>105,225.00</b>         | <b>74,698.58</b>            | <b>139,225.00</b>         | <b>57,812.37</b>            | <b>147,700.00</b>         |
|                                 | <b>Program: 90 - Facility Maintenance</b>        |                           |                             |                           |                             |                           |
| <a href="#">210-16-90-53010</a> | Facility Maintenance                             | 26,000.00                 | 34,320.47                   | 25,000.00                 | 3,160.25                    | 25,000.00                 |
| <a href="#">210-16-90-53020</a> | Grounds Maintenance                              | 11,200.00                 | 11,379.00                   | 5,000.00                  | 686.00                      | 5,000.00                  |
| <a href="#">210-16-90-54310</a> | Property & Liability Insurance                   | 1,000.00                  | 2,000.00                    | 2,000.00                  | 1,500.02                    | 2,000.00                  |
| <a href="#">210-16-90-54578</a> | Alarm System                                     | 780.00                    | 609.00                      | 780.00                    | 427.49                      | 780.00                    |
| <a href="#">210-16-90-54800</a> | Utilities - Phone/Internet/Emai                  | 14,000.00                 | 6,875.45                    | 10,000.00                 | 3,971.91                    | 10,000.00                 |
| <a href="#">210-16-90-54810</a> | Utilities - Electric                             | 1,920.00                  | 1,610.90                    | 1,920.00                  | 533.42                      | 1,920.00                  |
| <a href="#">210-16-90-54820</a> | Utilities - Gas                                  | 840.00                    | 595.84                      | 840.00                    | 560.54                      | 840.00                    |
| <a href="#">210-16-90-54830</a> | Utilities - Water/Sewer/Garbag                   | 900.00                    | 764.49                      | 1,500.00                  | 465.46                      | 1,500.00                  |
| <a href="#">210-16-90-54995</a> | Demolition                                       | 0.00                      | 0.00                        | 10,000.00                 | 4,599.94                    | 10,000.00                 |
| <a href="#">210-16-90-56540</a> | Minor Capital Outlay - Equipm                    | 3,000.00                  | 0.00                        | 3,000.00                  | 0.00                        | 3,000.00                  |
| <a href="#">210-16-90-57000</a> | Major Cap Outlay - Projects                      | 5,000.00                  | 0.00                        | 5,000.00                  | 0.00                        | 5,000.00                  |
|                                 | <b>Program: 90 - Facility Maintenance Total:</b> | <b>64,640.00</b>          | <b>58,155.15</b>            | <b>65,040.00</b>          | <b>15,905.03</b>            | <b>65,040.00</b>          |
|                                 | <b>Program: 99 - Non-Departmental</b>            |                           |                             |                           |                             |                           |
| <a href="#">210-16-99-51950</a> | Change in GASB 34 Activity                       | 0.00                      | 9,474.13                    | 0.00                      | 0.00                        | 0.00                      |
| <a href="#">210-16-99-55009</a> | Principal 2011 Tax Note                          | 30,000.00                 | 0.00                        | 30,000.00                 | 30,000.00                   | 0.00                      |
| <a href="#">210-16-99-55010</a> | Interest 2011 Tax Notes                          | 805.50                    | 805.50                      | 269.00                    | 268.49                      | 0.00                      |
| <a href="#">210-16-99-55013</a> | Paying Agent Fees                                | 0.00                      | 400.00                      | 256.00                    | 200.00                      | 0.00                      |
| <a href="#">210-16-99-55016</a> | Principal 2014 Tax Notes                         | 50,000.00                 | 50,000.00                   | 50,000.00                 | 50,000.00                   | 50,000.00                 |
| <a href="#">210-16-99-55017</a> | Interest 2014 Tax Notes                          | 34,981.00                 | 34,718.24                   | 33,982.00                 | 17,240.63                   | 32,982.00                 |
| <a href="#">210-16-99-55027</a> | Principal 2017 Sales Tax Reven                   | 0.00                      | 0.00                        | 110,000.00                | 110,000.00                  | 132,000.00                |
| <a href="#">210-16-99-55028</a> | Interest 2017 Sales Tax Revenu                   | 0.00                      | 0.00                        | 34,885.67                 | 10,928.17                   | 45,605.00                 |
| <a href="#">210-16-99-56000</a> | Minor Capital Outlay - Constru                   | 0.00                      | 9,069.13                    | 0.00                      | 0.00                        | 0.00                      |

City of Converse Economic Development Budget

For Fiscal: 2018-2019 Period Ending: 09/30/2019

|   | 2016-2017<br>Total Budget | 2016-2017<br>Total Activity | 2017-2018<br>Total Budget | 2017-2018<br>Total Activity | 2018-2019<br>Total Budget |
|---|---------------------------|-----------------------------|---------------------------|-----------------------------|---------------------------|
| <a href="#">210-99-99-55599</a> Bond Issue Costs                | 0.00                      | 0.00                        | 31,500.00                 | 31,500.00                   | 0.00                      |
| <b>Program: 99 - Non-Departmental Total:</b>                    | <b>115,786.50</b>         | <b>104,467.00</b>           | <b>290,892.67</b>         | <b>250,137.29</b>           | <b>260,587.00</b>         |
| <b>Expense Total:</b>   | <b>1,697,286.50</b>       | <b>1,089,143.76</b>         | <b>3,612,345.00</b>       | <b>2,314,327.78</b>         | <b>2,287,057.00</b>       |
| <b>Fund: 210 - ECONOMIC DEVELOPMENT FUND Surplus (Deficit):</b> | <b>-683,286.50</b>        | <b>16,222.60</b>            | <b>-1,024,845.00</b>      | <b>77,942.20</b>            | <b>-1,137,057.00</b>      |
| <b>Report Surplus (Deficit):</b>                                | <b>-683,286.50</b>        | <b>16,222.60</b>            | <b>-1,024,845.00</b>      | <b>77,942.20</b>            | <b>-1,137,057.00</b>      |

### Fund Summary

| Fund                             | 2016-2017          | 2016-2017        | 2017-2018            | 2017-2018        | 2018-2019            |
|----------------------------------|--------------------|------------------|----------------------|------------------|----------------------|
|                                  | Total Budget       | Total Activity   | Total Budget         | Total Activity   | Total Budget         |
| 210 - ECONOMIC DEVELOPMENT FUND  | -683,286.50        | 16,222.60        | -1,024,845.00        | 77,942.20        | -1,137,057.00        |
| <b>Report Surplus (Deficit):</b> | <b>-683,286.50</b> | <b>16,222.60</b> | <b>-1,024,845.00</b> | <b>77,942.20</b> | <b>-1,137,057.00</b> |