

**DOWNTOWN OSHAWA BOARD OF MANAGEMENT**  
**INCOME STATEMENT - AUGUST 31 2019**

	(Unaudited)		JAN. - AUG PERCENT	BUDGET FOR YEAR
	AUG. 1 - 30	JAN - AUG		
	ACTUAL	ACTUAL		
<b>REVENUE:</b>				
City of Oshawa Tax Levy	\$ 16,225.61	\$ 146,097.61	58%	\$ 251,000.00
Summer Student Subsidy	0.00	0.00	0%	0.00
Miscellaneous / Grants	0.00	0.00	0%	5,000.00
Reserve			0%	40,000.00
	16,225.61	146,097.61	49%	296,000.00
<b>DISBURSEMENTS:</b>				
<b>ADMINISTRATION</b>				
Salaries And Benefits	20,095.05	71,311.75	78%	92,000.00
Stationery/Supplies/Photocopies	394.23	2,581.06	65%	4,000.00
Postage	0.00	495.39	50%	1,000.00
Telephone/Fax/Internet	45.65	363.90	15%	2,500.00
Miscellaneous	38.52	734.97	147%	500.00
Network	0.00	101.44	10%	1,000.00
Legal (events Trademark)	0.00	0.00	0%	1,000.00
Rent and Occupancy Costs	800.72	6,253.60	66%	9,500.00
Office/Computer Equipment	0.00	329.66	22%	1,500.00
Professional Fees	228.24	3,746.80	94%	4,000.00
Insurance	0.00	1,907.28	95%	2,000.00
Training/Education/Travel	96.21	6,076.57	304%	2,000.00
Memberships	0.00	449.57	22%	2,000.00
Board Meeting Expense	169.16	989.08	99%	1,000.00
	21,867.78	95,341.07	77%	124,000.00
<b>PROMOTION</b>				
Mixed Media Campaign	3,150.00	7,335.99	23%	31,500.00
Newsletter	0.00	18.26	0%	0.00
Annual General Meeting	0.00	0.00	0%	500.00
Website	200.00	1,248.28	62%	2,000.00
Town Hall Meetings	0.00	323.92	65%	500.00
Membership Engagement	0.00	0.00	0%	1,000.00
Banners- Installation/Removal/Mainten.	0.00	8,890.45	222%	4,000.00
New Banners	0.00	5,609.63	130%	4,300.00
Misc. Advertising/Marketing	3,041.08	10,862.84	272%	4,000.00
Economic Development	0.00	5,879.20	59%	10,000.00
	6,391.08	40,168.57	69%	57,800.00
<b>EVENTS</b>				
Summer Sidewalk Sale	0.00	0.00	0%	0.00
Show and Shine	405.75	339.78	17%	2,000.00
Christmas Promotion	0.00	0.00	0%	1,000.00
New Events	8,402.62	16,706.33	334%	5,000.00
UOIT/DC Reception	0.00	2,226.29	111%	2,000.00
Kars on King	6,221.90	12,040.10	120%	10,000.00
Communities with Brooms	0.00	125.00	63%	200.00
Volunteers	91.69	1,459.21	146%	1,000.00
Bikes on Bond	(435.20)	1,636.28	23%	7,000.00
Wine Festival	47.66	2,390.26	40%	6,000.00
	14,734.42	36,923.25	108%	34,200.00
<b>PHYSICAL IMPROVEMENTS</b>				
Graffiti Removal	0.00	0.00	0%	5,000.00
Winter Greenery	0.00	0.00	0%	25,000.00
Holiday Lighting - Install/Removal	0.00	0.00	0%	5,000.00
Christmas Lights/maintenance	0.00	0.00	0%	5,000.00
Streetscape	0.00	0.00	0%	40,000.00
	0.00	0.00	0%	80,000.00
<b>Total Disbursements</b>	42,993.28	172,432.89	58%	296,000.00
<b>Surplus (Deficiency) for the period</b>	\$ (26,767.67)	(26,335.28)		\$ 0.00
<b>Accum. Reserve, beg. of year</b>		112,739.15		
<b>Accum. Reserve, end of period</b>		\$ 86,403.87		

<b>DOWNTOWN OSHAWA BOARD OF MANAGEMENT</b>					
<b>BALANCE SHEET</b>					
<b>AUGUST 31, 2019</b>					
<b>ASSETS</b>					
<b>CURRENT ASSETS</b>					
	Bank			\$	88,927.44
	Petty Cash				70.48
	Accounts Receivable				2,070.89
	GST Recoverable				4,148.14
	HST Recoverable				6,637.03
	Prepaid Expenses				785.51
				\$	102,639.49
<b>LIABILITIES &amp; EQUITY</b>					
<b>LIABILITIES</b>					
	Accounts Payable & Accruals			\$	12,578.61
	Employee Deductions Payable				6,464.01
	Deferred Revenue				-
					19,042.62
<b>EQUITY</b>					
	Opening Reserve				112,739.15
	Invested in Capital Assets				(2,807.00)
	Current Earnings				(26,335.28)
					83,596.87
				\$	102,639.49

<b>DOWNTOWN OSHAWA BOARD OF MANAGEMENT</b>					
<b>NOTES TO FINANCIAL REPORTS</b>					
<b>AUGUST 31, 2019</b>					
<b>EVENTS</b>		<b>REVENUE</b>	<b>EXPENSES</b>	<b>NET</b>	<b>BUDGET</b>
<b><u>Kars on King</u></b>					
Revenue	Sponsorships	800.00			
Expenses	- equipment rental		1,278.14		
	- signs revised, installed & removed		-		
	- website		13.19		
	- 1/2 cost of tents (Grant)		-		
	- 1/2 cost of radios (Grant)		-		
	- security		-		
	- police services		4,217.88		
	- audio equipment rental		-		
	- Drone - aerial videography		-		
	- facility rental		480.00		
	- fencing		-		
	- t-shirts		-		
	- volunteers		-		
	- advertising		1,835.41		
	- t-shirt sales		-		
	- entertainment		5,015.48		
		800.00	12,840.10	12,040.10	13,000.00
<b><u>Media Campaign</u></b>					
Revenue	Let's Eat ads	-			
Expenses	- SNAPd Oshawa		2,956.37		
	- Billboards/Bus Murals		-		
	- Marketing Salary		4,200.00		
	- Printing		(2,747.66)		
	- Ontario Philharmonic		-		
	- Social Media		-		
	- Surveys (Grant)		-		
	- Durham Discovery Guide		-		
	- Oshawa Express		-		
	- Ontario Mapping Company		1,014.40		
	- Metroland		-		
	- Restaurant Guide		-		
	- Christmas Tree Lighting Sponsor		-		
	- S-T photography		1,912.88		
	- S-T booklets		-		
	- S-T Metroland		-		
	- S-T Chex TV		-		
	- S-T Radio		-		
	- S-T Miscellaneous		-		
	- S-T business ads inside buses		-		
	- S-T posters		-		
	- S-T billboards		-		
			-		
		-	7,335.99	7,335.99	35,000.00
<b><u>Show &amp; Shine</u></b>					
Revenue	Sponsorship	(1,700.00)			
	Donations	-			
Expenses	- John Howard Society		-		
	- Sound System		405.75		
	- Gift Certificates		50.00		
	- Road Legends Cruisers		-		
	- John's Music		600.00		
	- Miscellaneous		313.58		
	- Posters/Ads		670.45		

		(1,700.00)	2,039.78	339.78	2,000.00
<b><u>Bikes on Bond</u></b>					
Revenue	Sponsorship	-			
	Vendors	(1,525.00)			
	Sales	-			
Expenses	- Equipment rental		852.10		
	- Entertainment		1,200.00		
	- Police services		1,577.60		
	- 1/2 cost of tents (Grant)		-		
	- 1/2 cost of radios (Grant)		-		
	- Drone - aerial videography		-		
	- Advertising		-		
	- Motorcycle Super Show		-		
	- Security		-		
	- Signs		-		
	- Website		20.28		
	- Volunteers		104.20		
	- Facility rental		384.00		
	- T-shirts		-		
	- T-shirt sales		(1,014.40)		
	- Hat sales		-		
	- refund from City for prior year		-		
	- Miscellaneous		37.50		
		(1,525.00)	3,161.28	1,636.28	7,900.00
<b><u>Communities With Brooms</u></b>					
	- music	-	125.00	125.00	200.00
<b><u>Wine Tasting Festival</u></b>					
	- Revenue - sponsors	-			
	- tickets	(5,370.31)			
	- Expenses				
	- Consultant		1,500.00		
	- radio		-		
	- booklets and flyers		1,153.80		
	- insurance		1,803.60		
	- facility rental		-		
	- cash float		(40.00)		
	- miscellaneous		(75.00)		
	- advertising		150.00		
	- photography		120.00		
	- food		515.25		
	- wine participants		1,000.00		
	- volunteers		47.66		
	- wine cozies		-		
	- wine glasses (net of refund)		1,284.58		
	- LCBO application fees & license		300.68		
		(5,370.31)	7,760.57	2,390.26	6,000.00
<b><u>New Events</u></b>					
	<b>Christmas Mini Market</b>				
		-	7,960.59	7,960.59	
	<b>Generals Street Fest</b>				
Revenue	- sponsors	-			
	- tickets	-			
	- vendors	(75.00)			
Expenses	- Entertainment		1,851.28		

	-				
			(75.00)	1,851.28	1,776.28
	<b>Butter Tart Festival</b>				
Revenue	Sponsorships		-		
	Vendors		(615.00)		
	Food Trucks		-		
Expenses	- advertising			262.50	
	-			-	
			(615.00)	262.50	- 352.50
	<b>Family Day Event</b>			-	-
	<b>Summer Fest</b>				
Revenue	Sponsorships		(1,800.00)		
	Ticket Sales		(3,426.10)		
	Vendors		(3,825.00)		
	Celebrate Grant		(1,782.00)		
	Food Trucks		(200.00)		
Expenses	- facility rental			1,243.43	
	- entertainment			3,022.32	
	- Kids Zone			1,014.41	
	- Equipment rental			1,559.13	
	- Advertising			5,392.10	
	- cash float			550.00	
	- Insurance			901.80	
	- security			688.20	
	- food			891.99	
	- beer			2,761.68	
	- photography			330.00	
	-			-	
	-			-	
	-			-	
	-			-	
			(11,033.10)	18,355.06	7,321.96
	<b>TOTAL NEW EVENTS</b>				16,706.33 10,000.00