

DOWNTOWN OSHAWA BOARD OF MANAGEMENT

INCOME STATEMENT - July 31 2020

(Unaudited)

| | JUL. 1 - 31 ACTUAL | JAN - DEC ACTUAL | JAN. - DEC PERCENT | BUDGET FOR YEAR |
|--|-----------------------|---------------------|-----------------------|--------------------|
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| | | | | |
|--------------------------------------|----------|---------------|------|---------------|
| REVENUE: | | | | |
| City of Oshawa Tax Levy | \$ 0.00 | \$ 270,888.06 | 101% | \$ 268,750.00 |
| Summer Student Subsidy | 0.00 | 0.00 | 0% | 11,760.00 |
| Sponsorships, Grants, Other Revenues | (357.93) | 14,971.43 | 101% | 14,768.00 |
| Partner Banner Revenue | 3,675.00 | 7,350.00 | 107% | 6,900.00 |
| HST Rebate | 0.00 | 0.00 | 0% | 22,659.00 |
| Reserve | 0.00 | 0.00 | 0% | 0.00 |
| | 3,317.07 | 293,209.49 | 90% | 324,837.00 |

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| DISBURSEMENTS: | | | | |
| ADMINISTRATION | | | | |
| Salaries And Benefits | 8,645.42 | 86,040.16 | 65% | 132,000.00 |
| Board Supplies | 0.00 | 738.41 | 98% | 750.00 |
| Stationery/Supplies/Photocopies | 0.00 | 1,742.60 | 87% | 2,000.00 |
| Postage | 0.00 | 159.62 | 27% | 600.00 |
| Telephone/Fax/Internet/Parking | 46.93 | 776.29 | 71% | 1,100.00 |
| Miscellaneous | 0.00 | 0.00 | 0% | 100.00 |
| Network | 0.00 | 744.97 | 56% | 1,325.00 |
| Legal (events Trademark) | 0.00 | 1,724.48 | 91% | 1,900.00 |
| Rent and Occupancy Costs | 811.52 | 5,680.64 | 59% | 9,600.00 |
| Office/Computer Equipment | 0.00 | 0.00 | 0% | 0.00 |
| Office/Computer Equipment Amortization | 0.00 | 0.00 | | |
| Professional Fees | 228.24 | 1,597.68 | 32% | 5,000.00 |
| Insurance | 0.00 | 2,002.32 | 100% | 2,003.00 |
| Training/Education/Travel | 0.00 | 2,877.06 | 90% | 3,200.00 |
| Memberships | 0.00 | 2,653.43 | 88% | 3,000.00 |
| Banking Fees + Interest | 3.00 | 224.41 | 112% | 200.00 |
| Board Meeting Expense | 0.00 | 332.29 | 100% | 332.00 |
| | 9,735.11 | 107,294.36 | 66% | 163,110.00 |

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| PROMOTION | | | | |
| Mixed Media Campaign | 0.00 | 6,953.10 | 86% | 8,107.00 |
| Newsletter | 0.00 | 0.00 | 0% | 0.00 |
| Annual General Meeting | 0.00 | 0.00 | 0% | 200.00 |
| Website | 0.00 | 4,149.16 | 94% | 4,400.00 |
| Town Hall Meetings | 0.00 | 0.00 | 0% | 500.00 |
| Membership Engagement | 0.00 | 1,010.34 | 42% | 2,409.00 |
| Banners- Installation/Removal/Mainten. | 0.00 | 3,172.54 | 45% | 7,000.00 |
| New Banners | 0.00 | 13,041.13 | 100% | 13,041.00 |
| Partner Banners | 0.00 | 7,093.70 | 100% | 7,094.00 |
| Misc. Advertising/Marketing | 0.00 | 1,989.25 | 80% | 2,500.00 |
| Economic Development | 0.00 | 9,463.28 | 43% | 22,185.00 |
| | 0.00 | 46,872.50 | 70% | 67,436.00 |

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| EVENTS | | | | |
| Halloween Festival | 0.00 | 0.00 | 0% | 0.00 |
| Oshawa Generals Street Fest | 0.00 | 0.00 | 0% | 0.00 |
| Bright and Merry | 0.00 | 8,553.22 | 99% | 8,680.00 |
| New Events | 0.00 | 0.00 | 0% | 0.00 |
| Frosh Week/Convocation Week | 0.00 | 0.00 | 0% | 0.00 |
| Oshawa SummerFest | 0.00 | 3,195.72 | 100% | 3,196.00 |
| Kars on King | 0.00 | 125.00 | 100% | 125.00 |
| Communities with Brooms | 0.00 | 0.00 | 0% | 0.00 |
| Volunteer Expenses | 0.00 | 124.02 | 62% | 200.00 |
| Wine Festivals | 0.00 | 150.00 | 100% | 150.00 |
| Butter Tart Festival | 0.00 | 155.00 | 100% | 155.00 |
| | 0.00 | 12,302.96 | 98% | 12,506.00 |

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| PHYSICAL IMPROVEMENTS | | | | |
| Wall Mural | 0.00 | 0.00 | 0% | 0.00 |
| Winter Greenery | 0.00 | 4,063.89 | 100% | 4,064.00 |
| Winter Greenery (Amortization) | 0.00 | 0.00 | | |
| Holiday Lighting - Install/Removal | 0.00 | 0.00 | 0% | 0.00 |
| Christmas Lights/maintenance | 0.00 | 0.00 | 0% | 0.00 |
| Streetscape | 0.00 | 40,292.88 | 96% | 42,000.00 |
| | 0.00 | 44,356.77 | 96% | 46,064.00 |

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| Total Disbursements | 9,735.11 | 210,826.59 | 73% | 289,116.00 |
| Surplus (Deficiency) for the period | \$ (6,418.04) | 82,382.90 | | \$ 35,721.00 |
| Accum. Reserve, beg. of year | | 32,050.72 | | |
| Accum. Reserve, end of period | | \$ 114,433.62 | | |

| DOWNTOWN OSHAWA BOARD OF MANAGEMENT | |
|--|---------------|
| BALANCE SHEET | |
| JULY 31, 2020 | |
| ASSETS | |
| CURRENT ASSETS | |
| Bank | \$ 75,978.42 |
| Petty Cash | 135.93 |
| Accounts Receivable | 2,070.89 |
| GST Recoverable | 12,338.87 |
| HST Recoverable | 15,942.95 |
| Prepaid Expenses | 785.51 |
| | \$ 107,252.57 |
| LIABILITIES & EQUITY | |
| LIABILITIES | |
| Accounts Payable & Accruals | \$ 20,760.41 |
| TD Visa | (283.10) |
| Employee Deductions Payable | 1,988.68 |
| Deferred Revenue | - |
| | 22,465.99 |
| EQUITY | |
| Opening Reserve | 32,050.72 |
| Invested in Capital Assets | (36,501.14) |
| Amortization of Capital Assets | 6,854.10 |
| Current Earnings | 82,382.90 |
| | 84,786.58 |
| | \$ 107,252.57 |

| DOWNTOWN OSHAWA BOARD OF MANAGEMENT | | | | | |
|--|-----------------------------------|----------------|-----------------|------------|---------------|
| NOTES TO FINANCIAL REPORTS | | | | | |
| JULY 31, 2020 | | | | | |
| EVENTS | | REVENUE | EXPENSES | NET | BUDGET |
| <u>Kars on King</u> | | | | | |
| Revenue | Sponsorships | (2,000.00) | | | |
| | Vendors | - | | | |
| Expenses | - equipment rental | | - | | |
| | - website | | - | | |
| | - police services | | - | | |
| | - Drone - aerial videography | | - | | |
| | - facility rental | | - | | |
| | - volunteers | | - | | |
| | - advertising | | 125.00 | | |
| | - t-shirt sales | | - | | |
| | - entertainment | | - | | |
| | | (2,000.00) | 125.00 | (1,875.00) | 27,000.00 |
| <u>Media Campaign</u> | | | | | |
| Revenue | Let's Eat ads | - | | | |
| | Media Sponsorship | - | | | |
| Expenses | - SNAPd Oshawa | | - | | |
| | - Billboards/Bus Murals | | - | | |
| | - Marketing Salary | | 6,923.10 | | |
| | - Facebook | | 30.00 | | |
| | - Printing | | - | | |
| | - Ontario Mapping Company | | - | | |
| | - S-T photography | | - | | |
| | | - | 6,953.10 | 6,953.10 | 52,200.00 |
| <u>Communities With Brooms</u> | | | | | |
| | - music | - | - | - | 200.00 |
| <u>Wine Tasting Festival</u> | | | | | |
| | - Revenue - sponsors | (750.00) | | | |
| | - tickets | - | | | |
| | - Expenses | | | | |
| | - Consultant | | - | | |
| | - booklets and flyers | | - | | |
| | - insurance | | - | | |
| | - cash float | | - | | |
| | - miscellaneous | | - | | |
| | - advertising | | - | | |
| | - photography | | - | | |
| | - food | | - | | |
| | - facility rental | | - | | |
| | - wine participants | | - | | |
| | - volunteers | | - | | |
| | - wine glasses (net of refund) | | - | | |
| | - LCBO application fees & license | | 150.00 | | |
| | | (750.00) | 150.00 | (600.00) | 12,000.00 |
| <u>Bright and Merry</u> | | | | | |
| Revenue | - sponsors | (2,000.00) | | | |
| | - tickets | - | | | |
| | - City of Oshawa | - | | | |
| | - vendors | - | | | |
| Expenses | - Entertainment | | - | | |
| | - Advertising | | - | | |
| | - Cash float | | - | | |
| | - Volunteers | | - | | |
| | - Insurance | | - | | |
| | - Supplies | | 8,553.22 | | |
| | - Equipment Rental | | - | | |
| | | (2,000.00) | 8,553.22 | 6,553.22 | 25,000.00 |

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|-----------------------------|-------------------------|----------|----------|----------|-----------|
| Generals Street Fest | | | | | |
| Revenue | - sponsors | - | | | |
| | - tickets | - | | | |
| | - vendors | - | | | |
| Expenses | - Entertainment | | - | | |
| | - Volunteers | | - | | |
| | - Equipment Rental | | - | | |
| | | - | - | - | 15,000.00 |
| Butter Tart Festival | | | | | |
| Revenue | Sponsorships | - | | | |
| | Vendors | - | | | |
| | Food Trucks | - | | | |
| Expenses | - advertising | | 155.00 | | |
| | - volunteers | | - | | |
| | | - | 155.00 | 155.00 | 2,000.00 |
| Summer Fest | | | | | |
| Revenue | Sponsorships | - | | | |
| | Ticket Sales | - | | | |
| | Vendors | - | | | |
| | Celebrate Grant | - | | | |
| | Food Trucks | - | | | |
| Expenses | - facility rental | | - | | |
| | - entertainment | | - | | |
| | - Kids Zone | | - | | |
| | - Equipment rental | | - | | |
| | - Advertising | | - | | |
| | - cash float | | - | | |
| | - supplies | | 3,195.72 | | |
| | - Insurance | | - | | |
| | - security | | - | | |
| | - food | | - | | |
| | - beer | | - | | |
| | - photography | | - | | |
| | - Rotary Club | | - | | |
| | | - | 3,195.72 | 3,195.72 | 27,000.00 |
| Discover This Space | | | | | |
| Revenue | - sponsors | (103.10) | | | |
| | - tickets | - | | | |
| | - vendors | - | | | |
| Expenses | - Entertainment | | - | | |
| | - Rent | | 8,842.00 | | |
| | - Volunteers | | 64.20 | | |
| | - Advertising | | 4.84 | | |
| | - Photography | | 500.00 | | |
| | - Supplies | | 52.24 | | |
| | - Equipment Rental | | - | | |
| | | (103.10) | 9,463.28 | 9,360.18 | 10,000.00 |
| New Events | | | | | |
| Nightmare on Bond | | | | | |
| Revenue | - sponsors | - | | | |
| | - tickets | - | | | |
| | - vendors | - | | | |
| Expenses | - Entertainment | | - | | |
| | - Volunteers | | - | | |
| | - Equipment Rental | | - | | |
| | | - | - | - | |
| | TOTAL NEW EVENTS | | | - | 15,000.00 |