

| Downtown Stillwater B.I.D. Financial Statement |            |              |               |              |                   |                       |
|--|------------|--------------|---------------|--------------|-------------------|-----------------------|
| Nov-16   |            |              |               |              |                   |                       |
|  |            |              | Encumbered    | Encumbered   |                   | Board                 |
|  | Nov-16     | YTD 2016     | Funds<br>2016 | YTD 2015     | Funds<br>YTD 2015 | Proposed<br>2016-2017 |
| <b>INCOME</b>                                  |            |              |               |              |                   |                       |
| Carry Forward                                  |            |              |               |              |                   | 92,083                |
| Assessments Collected                          |            |              |               |              |                   | 145,000               |
| Contributed Assets (Parking Income)            |            | 1,895        |               | 2,468        |                   | 8,500                 |
| Interest Income                                |            |              |               |              |                   | 250                   |
| Donations                                      |            |              |               | 625          |                   | 0                     |
| <b>Special Events Income</b>                   |            |              |               |              |                   |                       |
| Car Show                                       |            |              |               | 3,235        |                   | 0                     |
| Halloween Festival                             | 100        | 150          |               |              |                   | 0                     |
| Holiday Events                                 | 150        | 150          |               |              |                   |                       |
| Bike Night                                     |            |              |               | 250          |                   | 0                     |
| Other Special Events                           |            |              |               |              |                   | 0                     |
| Friday Foodtrucks & Tunes                      |            | 4,250        |               | 3,263        |                   | 9,600                 |
| <b>Total Income</b>                            | <b>250</b> | <b>6,445</b> | <b>0</b>      | <b>9,841</b> |                   | <b>255,433</b>        |
|  |            |              |               |              |                   |                       |
| <b>EXPENSES</b>                                |            |              |               |              |                   |                       |
| <b>Advertising/Marketing</b>                   |            |              |               |              |                   |                       |
| Web Site                                       |            |              |               | 17           |                   | 4,000                 |
| <b>Total Advertising/Marketing</b>             | <b>0</b>   | <b>0</b>     | <b>0</b>      | <b>17</b>    |                   | <b>4,000</b>          |
|  |            |              |               |              |                   |                       |
| <b>CUSTOMER RELATIONS</b>                      |            |              |               |              |                   |                       |
| Advertising                                    | 948        | 4,640        |               | 8,047        |                   | 20,000                |
| Banner Holders/Banners                         |            |              |               |              |                   | 2,000                 |
| General Capital                                |            |              |               |              |                   | 0                     |
| Christmas Lights                               |            |              | 25,000        | 15,069       |                   | 25,000                |
| Landscaping Maintenance                        | 3,831      | 3,831        |               | 23,344       |                   | 42,000                |
| Misc. Maintenance & Repairs                    |            |              |               |              |                   | 10,000                |
| Site Improvements (Sculptures)                 |            |              |               | 13,500       |                   | 10,000                |
| Street Lights                                  |            |              |               |              |                   | 0                     |

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| Nov-16   |              |               |               |               |              |                |
|  |              |               | Encumbered    | Encumbered    |              | Board          |
|  | Nov-16       | YTD 2016      | Funds         | YTD 2015      | Funds        | Proposed       |
|  |              |               | 2016          | 2015          | 2015         | 2016-2017      |
| Other Contracts (DTS FY 08 Donation)           |              |               |               |               |              | 2,712          |
| <b>Total Customer Relations</b>                | <b>4,779</b> | <b>8,471</b>  | <b>25,000</b> | <b>59,960</b> | <b>0</b>     | <b>111,712</b> |
| <b>Investor Relations</b>                      |              |               |               |               |              |                |
| Marketing                                      |              |               |               |               |              | 5,000          |
| Business Recruitment                           |              |               |               |               |              | 0              |
| <b>Total Investor Relations</b>                | <b>0</b>     | <b>0</b>      | <b>0</b>      | <b>0</b>      |              | <b>5,000</b>   |
| <b>Member Services</b>                         |              |               |               |               |              |                |
| Façade Grants                                  | 1,365        | 7,550         | 11,799        | 5,949         | 7,015        | 41,000         |
| Media Grants                                   | 386          | 1,585         | 3,022         | 1,606         | 1,500        | 15,000         |
| Member Meetings                                |              | 0             |               | 28            |              | 1,800          |
| <b>Total Member Services</b>                   | <b>1,751</b> | <b>9,135</b>  | <b>14,821</b> | <b>7,583</b>  | <b>8,515</b> | <b>57,800</b>  |
| <b>Special Events</b>                          |              |               |               |               |              |                |
| Krazy Days                                     |              | 750           |               | 475           |              | 0              |
| Car Show                                       |              |               |               | 1,212         |              | 0              |
| Halloween Festival                             | 820          | 820           |               |               |              | 3,000          |
| Holiday Events                                 |              |               |               |               |              | 0              |
| Park N Ride                                    |              |               |               | 1,132         |              | 7,000          |
| Arts Festival                                  |              |               |               |               |              | 1,000          |
| Bike Night                                     |              |               |               | 600           |              | 0              |
| Other Special Events                           |              |               |               |               |              | 2,000          |
| Friday Food Truck & Tunes                      |              | 13,420        |               | 9,815         |              | 9,600          |
| <b>Total Special Events</b>                    | <b>820</b>   | <b>14,990</b> | <b>0</b>      | <b>13,234</b> | <b>0</b>     | <b>22,600</b>  |
| <b>Wages/Office Expense</b>                    |              |               |               |               |              |                |
| Director Salary                                |              |               |               | 21,785        |              | 0              |
| Social Security                                |              |               |               | 1,510         |              |                |

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Nov-16

|                                       |              |               | Encumbered    |                | Encumbered   | Board          |
|---------------------------------------|--------------|---------------|---------------|----------------|--------------|----------------|
|                                       | Nov-16       | YTD 2016      | Funds         | YTD 2015       | Funds        | Proposed       |
|                                       |              |               | 2016          |                | YTD 2015     | 2016-2017      |
| Retirement                            |              |               |               | 1,307          |              |                |
| Health Insurance                      |              |               |               |                |              |                |
| <b>Wages before City Contribution</b> | <b>0</b>     | <b>0</b>      | <b>0</b>      | <b>24,602</b>  |              | <b>0</b>       |
| City Contribution                     |              |               |               |                |              |                |
| <b>Total Wages</b>                    | <b>0</b>     | <b>0</b>      | <b>0</b>      | <b>24,602</b>  |              | <b>0</b>       |
| Entertainment/Food                    | 436          | 550           |               | 160            |              | 0              |
| In Service Training                   |              |               |               |                |              | 0              |
| Misc. Services (2 Work Study Interns) |              |               |               |                |              | 0              |
| Office Supplies                       |              | 13            |               |                |              | 0              |
| Professional Services                 |              |               |               |                |              | 0              |
| Stamps/Postage                        |              |               |               |                |              | 0              |
| Telephone                             |              |               |               |                |              | 0              |
| Travel                                |              |               |               |                |              | 0              |
| <b>Total Offices Expenses</b>         | <b>436</b>   | <b>563</b>    | <b>0</b>      | <b>160</b>     |              | <b>0</b>       |
| Unassigned Appropriations             |              |               |               |                |              | 54,321         |
| <b>TOTAL EXPENSES</b>                 | <b>7,786</b> | <b>33,159</b> | <b>39,821</b> | <b>105,556</b> | <b>8,515</b> | <b>255,433</b> |
|                                       |              |               |               |                |              |                |
|                                       |              |               |               |                |              |                |
|                                       |              |               |               |                |              |                |
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|                                       |              |               |               |                |              |                |