

**Houston Downtown Management District  
Governmental Fund Balance Sheets and  
Statement of Net Assets  
October 31, 2016 and October 31, 2015**

	2016				2015			
	HDMD Operating Year to Date	HDMD Capital Year to Date	GreenLink Year to Date	Total (Memo Only)	HDMD Operating Year to Date	HDMD Capital Year to Date	GreenLink Year to Date	Total (Memo Only)
<b>Assets</b>								
Cash	\$ 7,569,233	\$ 1,975,713	\$ 1,321,735	\$ 10,866,681	\$ 4,727,503	\$ 2,950,327	\$ 1,350,198	\$ 9,028,028
Assessments Due, Net	-	-	-	-	-	-	-	-
Accounts Receivable	74,101	-	-	74,101	53,290	-	-	53,290
Prepaid Expense	43,250	-	-	43,250	36,750	-	-	36,750
Inventory	-	-	104,564	104,564	-	-	104,564	104,564
Property & Equipment, Net	78,378	5,923	1,895,378	1,979,678	84,471	16,731	2,145,319	2,246,521
Intercompany Rec/Pay	(4,303)	4,303	-	-	2,677	(2,677)	-	-
<b>Total Assets</b>	<u>\$ 7,760,659</u>	<u>\$ 1,985,939</u>	<u>\$ 3,321,677</u>	<u>\$ 13,068,274</u>	<u>\$ 4,904,691</u>	<u>\$ 2,964,381</u>	<u>\$ 3,600,082</u>	<u>\$ 11,469,154</u>
<b>Liabilities</b>								
Accounts Payable & Accrued Expenses	\$ 566,356	\$ 215,304	\$ 98,424	\$ 880,084	\$ 419,638	\$ 203,167	\$ 69,573	\$ 692,378
Deferred Revenue & Reserve for Refunds	1,060,596	134,746	75,000	1,270,342	-	-	93,750	93,750
<b>Total Liabilities &amp; Deferred Revenue</b>	<u>1,626,952</u>	<u>350,050</u>	<u>173,424</u>	<u>2,150,426</u>	<u>419,638</u>	<u>203,167</u>	<u>163,323</u>	<u>786,128</u>
<b>Fund Balances</b>								
Unreserved, Undesignated	5,333,706			5,333,706	3,685,053			3,685,053
Unreserved, Designated for Catastrophy	800,000			800,000	800,000			800,000
Reserved for Capital Projects		1,635,889	3,148,253	4,784,142		2,761,214	3,436,758	6,197,973
	<u>6,133,706</u>	<u>1,635,889</u>	<u>3,148,253</u>	<u>10,917,848</u>	<u>4,485,053</u>	<u>2,761,214</u>	<u>3,436,758</u>	<u>10,683,026</u>
<b>Total Liabilities, Deferred Revenue &amp; Fund Balances</b>	<u>\$ 7,760,659</u>	<u>\$ 1,985,939</u>	<u>\$ 3,321,677</u>	<u>\$ 13,068,274</u>	<u>\$ 4,904,691</u>	<u>\$ 2,964,381</u>	<u>\$ 3,600,082</u>	<u>\$ 11,469,154</u>

**Houston Downtown Management District  
Statement of Activities  
Ten Months Ended October 31, 2016**

	<u>Operating YTD Actual</u>	<u>Capital YTD Actual</u>	<u>Total YTD Actual</u>	<u>YTD Budget</u>	<u>Fav (Unfav) Variance</u>
<b>Revenues</b>					
Assessments, Net	\$ 11,738,129	\$ 1,491,360	\$ 13,229,489	\$ 13,196,895	\$ 32,593
Operations Revenue	254,783	-	254,783	345,000	(90,217)
Project Revenue	100,156	165,271	265,427	566,250	(300,823)
Salary Reimbursements	70,887	-	70,887	20,000	50,887
Interest Income	49,672	9,620	59,291	9,375	49,916
<b>Total Revenues</b>	<b>\$ 12,213,627</b>	<b>\$ 1,666,251</b>	<b>\$ 13,879,877</b>	<b>\$ 14,137,520</b>	<b>\$ (257,643)</b>
<b>Expenses</b>					
<b>Downtown Feels Safe &amp; Comfortable at All Times</b>					
Collaboration to Maintain Low Crime Rate	\$ 1,532,730	\$ -	\$ 1,532,730	\$ 1,855,965	\$ 323,236
Reduced Presence of Homeless & Street Persons	385,528	-	385,528	395,833	10,305
Downtown Sidewalks are Comfortably Lighted	93,854	-	93,854	79,167	(14,687)
Downtown Clean & Well-Kept Appearance	2,209,556	-	2,209,556	2,194,000	(15,556)
Remove Signs of Disorder in Downtown	25,547	-	25,547	46,333	20,786
Prepare for Emergencies	67,162	-	67,162	95,833	28,672
	4,314,376	-	4,314,376	4,667,132	352,756
<b>Public Realm is Charming, Inviting, Beautiful &amp; Celebrates the Life of the City</b>					
Key Pedestrian Streets are Inviting	100,846	-	100,846	239,584	138,738
Public Spaces Managed, Programmed, & Delightful	431,870	-	431,870	602,500	170,630
Place of Civic Celebration	816,797	-	816,797	853,333	36,536
	1,349,514	-	1,349,514	1,695,417	345,903
<b>Accessible to Region &amp; Easy to Get Around</b>					
Effective Transit Access More Places, More Hours	8,536	-	8,536	8,333	(203)
Convenient Circulation Without Personal Vehicle	417,763	-	417,763	391,667	(26,096)
Easy To Find Way Around	77,690	-	77,690	85,417	7,726
Connect Neighbors & Districts Inside/Outside Downtown	84,961	-	84,961	75,000	(9,961)
Convenient, Understandable & Managed Parking	16,906	-	16,906	37,500	20,594
	605,856	-	605,856	597,917	(7,939)
<b>Vibrant, Sustainable Mixed-Use Place</b>					
Best Place to Work in Region	178,910	-	178,910	178,917	7
Exciting Neighborhoods to Live In	119,865	-	119,865	74,583	(45,282)
Competitive Shopping Place	154,924	-	154,924	171,833	16,910
Remarkable Destination for Visitors	8,117	-	8,117	8,333	216
	461,815	-	461,815	433,667	(28,149)
<b>Downtown's Vision &amp; Offering Understood By All</b>					
Market to Region	609,452	-	609,452	800,833	191,381
Promote Downtown's Ease of Use	18,211	-	18,211	17,500	(711)
Vision/Development Framework Understood By All	235,717	-	235,717	625,417	389,700
Tools to Assist Continued Redevelopment	74,093	-	74,093	75,000	907
Develop & Maintain Information to Support Downtown	38,918	-	38,918	48,500	9,582
	976,391	-	976,391	1,567,250	590,859
<b>District Governance &amp; Service Known for Excellence</b>					
Engage Stakeholders in Decision Making	482,551	-	482,551	536,583	54,033
Communications to Owners, Tenants & Others	5,227	-	5,227	15,583	10,356
Preservation of Districts' Capital Assets	31,547	-	31,547	39,350	7,803
	519,325	-	519,325	591,517	72,192
<b>Capital Improvement &amp; Expenditures</b>					
Downtown Feels Safe & Comfortable	-	20,000	20,000	50,000	30,000
Public Realm is Charming, Inviting, & Beautiful	-	301,681	301,681	566,250	264,569
Accessible to Region & Easy to Get Around	-	1,010,841	1,010,841	2,608,000	1,597,159
Vibrant, Sustainable Mixed-Use Place	-	30,707	30,707	208,333	177,626
Downtown's Vision & Offering Understood By All	-	-	-	-	-
Capital Replacement Expenditure	-	133,414	133,414	331,000	197,586
	-	1,496,642	1,496,642	3,763,583	2,266,941
<b>Total Expenses</b>	<b>\$ 8,227,278</b>	<b>\$ 1,496,642</b>	<b>\$ 9,723,920</b>	<b>\$ 13,316,482</b>	<b>\$ 3,592,562</b>
Depreciation Expense	19,348	9,008	28,357	30,158	1,801
<b>Excess of Revenue Over Expenses GAAP Basis</b>	<b>\$ 3,967,001</b>	<b>\$ 160,600</b>	<b>\$ 4,127,601</b>	<b>\$ 790,880</b>	<b>\$ 3,336,720</b>

**Houston Downtown Management District  
Statement of Activities  
Ten Months Ended October 31, 2016 and October 31, 2015**

	<b>Operating YTD Actual</b>	<b>Capital YTD Actual</b>	<b>2016 Total YTD Actual</b>	<b>2015 Total YTD Actual</b>	<b>Fav (Unfav) Variance</b>
<b>Revenues</b>					
Assessments, Net	\$ 11,738,129	\$ 1,491,360	\$ 13,229,489	\$ 8,867,004	\$ 4,362,485
Operations Revenue	254,783	-	254,783	214,134	40,649
Project Revenue	100,156	165,271	265,427	140,609	124,818
Salary Reimbursements	70,887	-	70,887	28,345	42,542
Interest Income	49,672	9,620	59,291	9,587	49,704
<b>Total Revenues</b>	<b>\$ 12,213,627</b>	<b>\$ 1,666,251</b>	<b>\$ 13,879,877</b>	<b>\$ 9,259,680</b>	<b>\$ 4,620,197</b>
<b>Expenses</b>					
<b>Downtown Feels Safe &amp; Comfortable at All Times</b>					
Collaboration to Maintain Low Crime Rate	\$ 1,532,730	\$ -	\$ 1,532,730	\$ 640,708	\$ (892,022)
Reduced Presence of Homeless & Street Persons	385,528	-	385,528	468,493	82,965
Downtown Sidewalks are Comfortably Lighted	93,854	-	93,854	68,185	(25,668)
Downtown Clean & Well-Kept Appearance	2,209,556	-	2,209,556	1,767,207	(442,349)
Remove Signs of Disorder in Downtown	25,547	-	25,547	1,005	(24,542)
Prepare for Emergencies	67,162	-	67,162	60,812	(6,350)
	<u>4,314,376</u>	<u>-</u>	<u>4,314,376</u>	<u>3,006,410</u>	<u>(1,307,967)</u>
<b>Public Realm is Charming, Inviting, Beautiful &amp; Celebrates the Life of the City</b>					
Key Pedestrian Streets are Inviting	100,846	-	100,846	188,486	87,640
Public Spaces Managed, Programmed, & Delightful	431,870	-	431,870	210,374	(221,496)
Place of Civic Celebration	816,797	-	816,797	276,386	(540,412)
	<u>1,349,514</u>	<u>-</u>	<u>1,349,514</u>	<u>675,246</u>	<u>(674,268)</u>
<b>Accessible to Region &amp; Easy to Get Around</b>					
Effective Transit Access More Places, More Hours	8,536	-	8,536	8,202	(334)
Convenient Circulation Without Personal Vehicle	417,763	-	417,763	388,187	(29,576)
Easy To Find Way Around	77,690	-	77,690	35,908	(41,783)
Connect Neighbors & Districts Inside/Outside Downtown	84,961	-	84,961	55,905	(29,055)
Convenient, Understandable & Managed Parking	16,906	-	16,906	37,258	20,352
	<u>605,856</u>	<u>-</u>	<u>605,856</u>	<u>525,460</u>	<u>(80,396)</u>
<b>Vibrant, Sustainable Mixed-Use Place</b>					
Best Place to Work in Region	178,910	-	178,910	186,876	7,966
Exciting Neighborhoods to Live In	119,865	-	119,865	69,171	(50,694)
Competitive Shopping Place	154,924	-	154,924	146,664	(8,260)
Remarkable Destination for Visitors	8,117	-	8,117	3,282	(4,835)
	<u>461,815</u>	<u>-</u>	<u>461,815</u>	<u>405,992</u>	<u>(55,823)</u>
<b>Downtown's Vision &amp; Offering Understood By All</b>					
Market to Region	609,452	-	609,452	569,318	(40,134)
Promote Downtown's Ease of Use	18,211	-	18,211	17,176	(1,035)
Vision/Development Framework Understood By All	235,717	-	235,717	276,789	41,072
Tools to Assist Continued Redevelopment	74,093	-	74,093	61,499	(12,595)
Develop & Maintain Information to Support Downtown	38,918	-	38,918	24,906	(14,012)
	<u>976,391</u>	<u>-</u>	<u>976,391</u>	<u>949,687</u>	<u>(26,704)</u>
<b>District Governance &amp; Service Known for Excellence</b>					
Engage Stakeholders in Decision Making	482,551	-	482,551	544,322	61,771
Communications to Owners, Tenants & Others	5,227	-	5,227	15,477	10,249
Preservation of Districts' Capital Assets	31,547	-	31,547	30,315	(1,232)
	<u>519,325</u>	<u>-</u>	<u>519,325</u>	<u>590,113</u>	<u>70,788</u>
<b>Capital Improvement &amp; Expenditures</b>					
Downtown Feels Safe & Comfortable	-	20,000	20,000	112,464	92,464
Public Realm is Charming, Inviting, & Beautiful	-	301,681	301,681	60,000	(241,680)
Accessible to Region & Easy to Get Around	-	1,010,841	1,010,841	1,269,812	258,970
Vibrant, Sustainable Mixed-Use Place	-	30,707	30,707	46,500	15,793
Downtown's Vision & Offering Understood By All	-	-	-	-	-
Capital Replacement Expenditure	-	133,414	133,414	223,122	89,708
	<u>-</u>	<u>1,496,642</u>	<u>1,496,642</u>	<u>1,711,898</u>	<u>215,256</u>
<b>Total Expenses</b>	<b>\$ 8,227,278</b>	<b>\$ 1,496,642</b>	<b>\$ 9,723,920</b>	<b>\$ 7,864,805</b>	<b>\$ (1,859,115)</b>
Depreciation Expense	19,348	9,008	28,357	36,190	7,833
<b>Excess of Revenue Over Expenses GAAP Basis</b>	<b>\$ 3,967,001</b>	<b>\$ 160,600</b>	<b>\$ 4,127,601</b>	<b>\$ 1,358,685</b>	<b>\$ 2,768,916</b>

**Greenlink-Downtown Circulator Fund**  
**Statement of Activities**  
**Ten Months Ended October 31, 2016**

	<u>Operating YTD Actual</u>	<u>Capital YTD Actual</u>	<u>Total YTD Actual</u>	<u>YTD Budget</u>	<u>Fav (Unfav) Variance</u>
<b>Revenues</b>					
HDMD Operations Sponsorship	\$ 343,750	\$ -	\$ 343,750	\$ 312,500	\$ 31,250
Houston First Operations Sponsorship	343,750		343,750	312,500	31,250
BG Group Operations Sponsorship	156,250		156,250	312,500	(156,250)
Advertising Revenue	-		-	-	-
Interest Income	6,007		6,007	1,000	5,007
<b>Total Revenues</b>	<b>\$ 849,757</b>	<b>\$ -</b>	<b>\$ 849,757</b>	<b>\$ 938,500</b>	<b>\$ (88,743)</b>
<b>Expenses</b>					
Vehicle Operator Expense	788,000		788,000	1,008,000	220,000
Fuel Expense	77,700		77,700	96,500	18,800
Marketing Expense	17,074		17,074	110,000	92,926
Operating Administrative Expense	53,320		53,320	50,000	(3,320)
Miscellaneous Expense	-		-	-	-
	<u>936,094</u>	<u>-</u>	<u>936,094</u>	<u>1,264,500</u>	<u>328,406</u>
<b>Total Expenses</b>	<b>\$ 936,094</b>	<b>\$ -</b>	<b>\$ 936,094</b>	<b>\$ 1,264,500</b>	<b>\$ 328,406</b>
Depreciation Expense	208,283		208,283	208,280	(3)
<b>Excess of Revenue Over Expenses GAAP Basis</b>	<b>\$ (294,619)</b>	<b>\$ -</b>	<b>\$ (294,619)</b>	<b>\$ (534,280)</b>	<b>\$ 239,661</b>

**Greenlink-Downtown Circulator Fund**  
**Statement of Activities**  
**Ten Months Ended October 31, 2016 and October 31, 2015**

	<u>Operating YTD Actual</u>	<u>Capital YTD Actual</u>	<u>2016 Total YTD Actual</u>	<u>2015 Total YTD Actual</u>	<u>Fav (Unfav) Variance</u>
<b>Revenues</b>					
HDMD Operations Sponsorship	\$ 343,750		\$ 343,750	\$ 312,500	\$ 31,250
Houston First Operations Sponsorship	343,750		343,750	312,500	31,250
BG Group Operations Sponsorship	156,250		156,250	312,500	(156,250)
Advertising Revenue	-		-	-	-
Interest Income	6,007		6,007	968	5,040
<b>Total Revenues</b>	<b>\$ 849,757</b>	<b>\$ -</b>	<b>\$ 849,757</b>	<b>\$ 938,468</b>	<b>\$ (88,710)</b>
<b>Expenses</b>					
Vehicle Operator Expense	788,000		788,000	644,500	(143,500)
Fuel Expense	77,700		77,700	59,836	(17,864)
Marketing Expense	17,074		17,074	14,994	(2,080)
Operating Administrative Expense	53,320		53,320	45,543	(7,777)
Miscellaneous Expense	-		-	-	-
	<u>936,094</u>	<u>-</u>	<u>936,094</u>	<u>764,873</u>	<u>(171,221)</u>
<b>Total Expenses</b>	<b>\$ 936,094</b>	<b>\$ -</b>	<b>\$ 936,094</b>	<b>\$ 764,873</b>	<b>\$ (171,221)</b>
Depreciation Expense	208,283		208,283	208,280	(3)
<b>Excess of Revenue Over Expenses GAAP Basis</b>	<b>\$ (294,619)</b>	<b>\$ -</b>	<b>\$ (294,619)</b>	<b>\$ (34,685)</b>	<b>\$ (259,934)</b>

# Houston Downtown Management District

## Variance Analysis

### Ten Months Ended October 31, 2016

#### Operating Budget

1) Revenue-Assessment collections \$32K ahead of budget, bus stop cleaning and trash program operations revenue behind budget (\$90K), marketing partnerships behind budget (\$110K), project revenue behind (\$191K) due to delay in International Coffee Building with offsetting ahead of budget in expenditures, ahead in personnel reimbursements \$51K (flagging) and interest income \$50K.

2) Goal 1a-Collaboration to Maintain Low Crime Rate-Under budget \$100K on program for Off-Duty HPD Officers-program not fully staffed up, some allocated to PITT team. Under budget \$75K on Safety Guide Salaries due to early transfer to Block by Block and under \$149K due to open positions of DPSGs.

3) Goal 1c-Downtown Sidewalks Comfortably Lighted-Over budget (\$16K) in street light maintenance, will even out over the year.

4) Goal 1d-Downtown Clean & Well-Kept Appearance-Over budget (\$243K) on Street Team cleaning and (\$32K) in facilities due to new lease/telecomm improvements, ahead of budget \$67K on paver repairs, \$161K on landscaping and tree maintenance, and \$32K in irrigation maintenance and repairs.

5) Goal 1e-Remove Signs of Disorder-Ahead of budget \$20K on graffiti abatement.

6) Goal 1f-Prepare for Emergencies-Ahead of budget \$28K on emergency expenditures.

7) Goal 2a-Key Pedestrian Streets are Inviting-Ahead of budget \$139K on accent planting due to timing.

8) Goal 2b-Public Spaces Managed, Programmed-Ahead of budget \$119K on Main Street Square fountain maintenance, ahead of budget \$24K on Market Square Park Maintenance, ahead \$27K in programming.

9) Goal 2c-Place of Civic Celebration-Ahead of budget \$36K due to timing on holiday expenditures.

10) Goal 3b-Convenient Circulation Without Personal Vehicle-Behind budget (\$26K) due to increased contribution to Greenlink Circulator.

11) Goal 3e-Convenient, Understandable, Managed Parking-Ahead of budget \$20K on parking program expenditures.

12) Goal 4b-Exciting Neighborhoods to Live In-Behind budget (\$45K) Skyhouse DLI payment originally budgeted as an offset to revenue, created new expense line to track DLI rebates here.

13) Goal 4c-Competitive Shopping Place-Ahead of budget \$17K retail shopping programs due to timing of Fransen Company invoices.

14) Goal 5a-Market to Region-Ahead of budget \$170K on media & advertising expenditures and \$21K on magazine expenditures.

15) Goal 5c-Vision/Development Framework Understood by All-Ahead of budget \$390K on planning consulting expenditures.

16) Goal 6a-District Governance Known for Excellence-Ahead of budget \$47K in g & a expenses and \$7K on property insurance (actual cost less than estimate at budget).

#### Capital Budget

17) Under budget \$30K landscaping/tree projects not started yet.

18) Over budget (\$66K) in storefront/streetscape project grants, these were budgeted in 2015 but approved in January 2016, delay in International Coffee Building \$203K, ahead \$22K in banners-full expenditures not in as of yet, ahead \$105K on festoon lighting-delay in project.

19) Ahead of budget \$1,277K in wayfinding projects due to delays in completion of the projects, ahead \$150K due to delay in food cart purchase for Main Street Square, \$140K in bicycle projects and \$30K due to delay in Market Square Park lighting project.

20) Ahead \$177K in catalytic retail project grants, no new projects identified.

21) Ahead of budget \$198K in capital replacement expenditures.