

## Real Estate Division Summary

### FY 07/08 DIVISION BUDGET SUMMARY

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
<b>NET OPERATING EXPENSES BY DEPT:</b>					
Real Estate	9,033,937	9,456,300	8,640,900	(815,400)	-8.6%
<b>TOTAL DIRECT EXPENSES</b>	<b>\$ 9,033,937</b>	<b>\$ 9,456,300</b>	<b>\$ 8,640,900</b>	<b>\$ (815,400)</b>	<b>-8.6%</b>
<b>EQUIPMENT OUTLAY</b>	<b>\$ 48,099</b>	<b>\$ 252,900</b>	<b>\$ -</b>	<b>\$ (252,900)</b>	<b>-100.0%</b>
<b>TOTAL DIVISION</b>	<b>\$ 9,082,036</b>	<b>\$ 9,709,200</b>	<b>\$ 8,640,900</b>	<b>\$ (1,068,300)</b>	<b>-11.0%</b>
<b>STAFFING BUDGET</b>	<b>39</b>	<b>43</b>	<b>42</b>	<b>-1</b>	<b>-2.3%</b>

# REAL ESTATE

## Role

The Real Estate Department provides development and management services for the Port's tideland trust properties. Real Estate's responsibilities include project management, property acquisitions, appraisal preparation, feasibility studies, requests for proposals, negotiating leases and rent reviews, conducting ongoing market analyses, marketing available properties, and administering and enforcing tenancy documents and other types of agreements. Real Estate's Architectural and Mapping Services section provides plan reviews of proposed tenant development projects, produces lease plats and legal descriptions for all Port tidelands parcels, coordinates Geographic Information Systems (GIS), and maintains detailed records of tenant project improvements.

Real Estate currently has forty-two (42) permanent budgeted positions.

## Mission Statement

To develop and manage the Tideland Trust properties to their highest and best use for the maximum public benefit.

## Vision Statement

Creating America's finest waterfront.

## Current Services

The following list of service accounts for most of the daily operational work carried out by Real Estate staff. To achieve the Department's Mission and Vision statements, staff is committed to providing the following services:

- Lease Administration
- Lease Negotiations

- Tenant Relations
- Special Event Coordination
- Review Tenant Redevelopment Proposals
- Request for Quotation (RFQ) and Request for Proposal (RFP) - New Development
- Monitor New Development Projects
- Appraisal
- Consultant Management
- Rent Negotiation/Arbitration
- Review of Outside Appraisals
- Market Research/Financial Analysis
- Real Estate Consultation
- Lease Plats
- Tenant Plan/Project Review
- Geographical Information Systems (GIS)
- Leasehold Inspection
- Concept Plans (Port Projects)
- American Disabilities Act (ADA) - Code Compliance
- Stormwater Code Compliance
- Policy Management
- Project Teams
- Public Parking Lot Management

## Goals

- Maintain good working relationships with citizens and Port tenants regarding proposed tidelands development projects
- Enhance and sustain a dynamic waterfront to facilitate projects creating economic generators and great people places
- Strengthen the Port's financial performance by accelerating tenant proposed redevelopment projects to increase lease revenues
- Improve organizational culture and effectiveness for greater efficiency within the Real Estate Division

# Real Estate

## SUMMARY OF DEPARTMENTAL EXPENSES

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Personnel Expenses	\$ 4,145,309	\$ 5,029,400	\$ 4,427,200	\$ (602,200)	-12.0%
Non-Personnel Expenses	4,888,628	4,426,900	4,213,700	(213,200)	-4.8%
<b>Total Direct Expense</b>	<b>\$ 9,033,937</b>	<b>\$ 9,456,300</b>	<b>\$ 8,640,900</b>	<b>\$ (815,400)</b>	<b>-8.6%</b>
Less: Capitalized Expense	-	-	-	-	-
Equipment Outlay	48,099	252,900	-	(252,900)	-100.0%
<b>TOTAL DEPARTMENTAL EXPENSE</b>	<b>\$ 9,082,036</b>	<b>\$ 9,709,200</b>	<b>\$ 8,640,900</b>	<b>\$ (1,068,300)</b>	<b>-11.0%</b>

## PERSONNEL EXPENSES

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Salaries and Wages	\$ 2,747,167	\$ 3,331,300	\$ 3,034,400	\$ (296,900)	-8.9%
Overtime	5,922	14,300	12,000	(2,300)	-16.1%
Burden	1,360,632	1,618,800	1,320,800	(298,000)	-18.4%
Temporary Personnel	31,588	65,000	60,000	(5,000)	-7.7%
<b>TOTAL PERSONNEL EXPENSE</b>	<b>\$ 4,145,309</b>	<b>\$ 5,029,400</b>	<b>\$ 4,427,200</b>	<b>\$ (602,200)</b>	<b>-12.0%</b>

# Real Estate

## POSITION SUMMARY

**Replace:** 1 Executive Assistant I (Unclassified) with 1 Executive Assistant I (Classified)  
 1 Executive Assistant II (Unclassified) with 1 Executive Assistant II (Classified)  
 1 Architect with 1 Assistant Asset Manager

**Transfer:** 1 GIS Coordinator to Information Technology

POSITION TITLE	AMENDED BUDGET FY 06/07	BUDGET FY 07/08
Administrative Assistant II (Classified)	5	5
Architect	6	5
Area Real Estate Manager	2	2
Asset Manager	6	6
Assistant Asset Manager	2	3
Assistant Director, Real Estate	1	1
Assistant Director, Valuation Services	1	1
Assistant Manager, Arc'l & Mapping Svcs	1	1
Assistant to Vice President	1	1
Director, Real Estate	1	1
Executive Assistant I (Classified)	0	1
Executive Assistant I (Unclassified)	1	0
Executive Assistant II	1	0
Executive Assistant II (Classified)	0	1
GIS Coordinator	1	0
Manager, Architectural & Mapping Svcs	1	1
Mapping Technician II	2	2
Office Assistant (Classified)	1	1
Senior Asset Manager	6	6
Senior Director, Real Estate	1	1
Staff Assistant II	1	1
Supervising Mapping Technician	1	1
Vice President, Operations/COO	1	1
<b>TOTAL</b>	<b>43</b>	<b>42</b>

# Real Estate

## NON-PERSONNEL EXPENSE DETAILS

	ACTUAL RESULTS FY 05/06	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE FY 07/08-06/07 BUDGET	% INCREASE
Books & Periodicals	382	2,000	2,000	-	0.0%
Employee Recognition	-	3,800	4,000	200	5.3%
Memberships & Dues	8,694	11,300	11,500	200	1.8%
Seminars & Training	16,212	38,700	41,500	2,800	7.2%
<b>STAFF DEVELOPMENT</b>	<b>\$ 25,288</b>	<b>\$ 55,800</b>	<b>\$ 59,000</b>	<b>\$ 3,200</b>	<b>5.7%</b>
Mileage Reimbursement	18,762	20,400	20,800	400	2.0%
Travel	11,673	49,800	52,000	2,200	4.4%
<b>TRAVEL</b>	<b>\$ 30,436</b>	<b>\$ 70,200</b>	<b>\$ 72,800</b>	<b>\$ 2,600</b>	<b>3.7%</b>
Services - Professional & Other	986,698	1,580,800	1,702,000	121,200	7.7%
<b>CONTRACTUAL SERVICES</b>	<b>\$ 986,698</b>	<b>\$ 1,580,800</b>	<b>\$ 1,702,000</b>	<b>\$ 121,200</b>	<b>7.7%</b>
Equipment & Systems	49,642	92,400	62,100	(30,300)	-32.8%
Equipment Rental/Leasing	739	7,100	9,200	2,100	29.6%
Office & Operating Supplies	28,366	28,600	29,200	600	2.1%
Postage & Shipping	3,946	7,100	7,200	100	1.4%
Parking Meter Supplies	1,963	-	-	-	-
<b>SUPPLIES &amp; EQUIPMENT</b>	<b>\$ 84,656</b>	<b>\$ 135,200</b>	<b>\$ 107,700</b>	<b>\$ (27,500)</b>	<b>-20.3%</b>
Space Rental	56,795	53,000	21,400	(31,600)	-59.6%
Telephone & Communications	14,793	22,400	21,500	(900)	-4.0%
Utilities-Gas & Electric	1,236	1,400	-	(1,400)	-100.0%
Utilities-Water	841	-	-	-	-
Tenant Improvements/Removals	-	120,000	-	(120,000)	-100.0%
Facility Management Services	1,970,478	2,294,700	2,169,100	(125,600)	-5.5%
<b>FACILITIES EXPENSE</b>	<b>\$ 2,044,142</b>	<b>\$ 2,491,500</b>	<b>\$ 2,212,000</b>	<b>\$ (279,500)</b>	<b>-11.2%</b>
Facilities Maintenance-Outside Services	-	7,700	7,900	200	2.6%
Equipment Maintenance-Outside Services	11,596	13,500	10,300	(3,200)	-23.7%
Software Maintenance	-	13,800	1,000	(12,800)	-92.8%
<b>MAINTENANCE &amp; REPAIRS</b>	<b>\$ 11,596</b>	<b>\$ 35,000</b>	<b>\$ 19,200</b>	<b>\$ (15,800)</b>	<b>-45.1%</b>
Advertising	1,104	1,000	1,000	-	0.0%
Promotional Services	10,723	14,500	17,800	3,300	22.8%
Promotional Materials	172	10,100	20,300	10,200	101.0%
<b>COMMUNITY &amp; ENVIRONMENTAL</b>	<b>\$ 11,998</b>	<b>\$ 25,600</b>	<b>\$ 39,100</b>	<b>\$ 13,500</b>	<b>52.7%</b>
Bad Debt Expense	164,846	-	-	-	-
Insurance	28,768	30,900	-	(30,900)	-100.0%
Permits/Certificates/License	200	1,900	1,900	-	0.0%
<b>RISK MANAGEMENT</b>	<b>\$ 193,814</b>	<b>\$ 32,800</b>	<b>\$ 1,900</b>	<b>\$ (30,900)</b>	<b>-94.2%</b>
Other Miscellaneous Expenses	1,500,000	-	-	-	-
<b>OTHER EXPENSES</b>	<b>\$ 1,500,000</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>-</b>
<b>TOTAL NON PERSONNEL EXPENSES</b>	<b>\$ 4,888,628</b>	<b>\$ 4,426,900</b>	<b>\$ 4,213,700</b>	<b>\$ (213,200)</b>	<b>-4.8%</b>

NOTES on following page:

**NOTES:**

**Services - Professional & Other** - The increase of \$121,200 is mainly due to the \$200,000 budget transfer in FY06/07 to Engineering - Construction to cover studies related to the new Cruise Ship Terminal offset by decreases in other professional services.

**Tenant Improvements/Removals** - The decrease of \$120,000 is due to the lease of Sky Chef's property to the San Diego County Regional Airport Authority which eliminates the need for these tenant improvements.

**Facility Management Services** - The decrease of \$125,600 is due to the new parking lot management contracts using a different calculation method.

**Real Estate  
EXPENSE BUDGET BREAKDOWN**

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED	
					dollars	pct
600110 Overtime						
MISCELLANEOUS		\$ 14,300		\$ 12,000		
<b>Total:</b>	\$ 5,922	\$ 14,300	\$ 14,300	\$ 12,000	\$ (2,300)	-16%
600120 Temporary Personnel						
MISCELLANEOUS		\$ 65,000		\$ 60,000		
<b>Total:</b>	\$ 31,588	\$ 65,000	\$ 65,000	\$ 60,000	\$ (5,000)	-8%
<b>SUBTOTAL: OVERTIME &amp; TEMPS</b>	\$ 37,509	\$ 79,300	\$ 79,300	\$ 72,000	\$ (7,300)	-9%
610110 Books & Periodicals						
A&M		\$ 500		\$ 500		
REAL ESTATE		1,500		1,500		
<b>Total:</b>	\$ 382	\$ 2,000	\$ 2,000	\$ 2,000	\$ -	0%
610115 Employee Recognition						
EMPLOYEE RECOGNITION		\$ 3,800		\$ 4,000		
<b>Total:</b>	\$ -	\$ 3,800	\$ 3,800	\$ 4,000	\$ 200	5%
610120 Memberships & Dues						
A&M TRADES		\$ 1,400		\$ 1,400		
AAPA		2,000		2,000		
RE TRADES		7,900		8,100		
<b>Total:</b>	\$ 8,694	\$ 11,300	\$ 11,300	\$ 11,500	\$ 200	2%
610140 Seminars & Training						
A&M AUTOCAD		\$ 2,000		\$ 3,000		
A&M GIS		1,200		-		
AAPA		1,100		1,200		
AMA CONFERENCE		-		2,000		
IAAP MEETINGS		-		800		
RE CALIF. MARITIME INFRASTRUCT		2,600		2,700		
RE CHANGE MGMT. CONF.		2,100		2,100		
RE COMPUTER TRAINING		4,000		4,100		
RE COURSES		19,600		20,000		
RE OPS. DIV. ANNUAL RETREAT FA		4,100		3,600		
RE SAP		2,000		2,000		
<b>Total:</b>	\$ 16,212	\$ 38,700	\$ 38,700	\$ 41,500	\$ 2,800	7%
615100 Mileage Reimbursement						
A&M MILEAGE/PARKING		\$ 500		\$ 500		
RE CAR ALLOWANCE		18,100		18,500		
RE MILEAGE/PARKING		1,800		1,800		
<b>Total:</b>	\$ 18,762	\$ 20,400	\$ 20,400	\$ 20,800	\$ 400	2%
615110 Travel						
CA MARITIME INFRASTRUCTURE BAN		\$ 2,000		\$ 2,000		
CONFERENCES		-		3,100		
COURSES AND SEMINARS, EXCL. RE		21,000		21,400		
MCA CONFERENCES		1,800		-		
RE MISCELLANEOUS		25,000		25,500		
<b>Total:</b>	\$ 11,673	\$ 49,800	\$ 49,800	\$ 52,000	\$ 2,200	4%
620100 Services - Professional & Other						
A&M AERIAL DIGITAL IMAGERY		\$ 1,000		\$ -		
A&M AERIAL PHOTO SVCS.		1,700		1,700		
A&M ARTWORK		500		500		
A&M AUTOCAT CONSULTANT		4,100		4,200		

**Real Estate**  
**EXPENSE BUDGET BREAKDOWN**

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL	AMENDED	BUDGET	INCREASE OVER	
		BUDGET FY 06/07	BUDGET FY 06/07	BUDGET FY 07/08	AMENDED	
					dollars	pct
A&M DOCUMENT MANAGEMENT		2,000		2,000		
A&M EXHIBIT PRODUCTION		1,000		1,000		
A&M GRAPHIC ARTS/COPY		1,000		1,000		
A&M PARKING/TRAFFIC CONSULTANT		15,300		15,600		
A&M PROPERTY MAP BOOKS		1,500		1,500		
A&M RECORD OF SURVEY		500		500		
A&M SANGIS UPLAND ELECTRONIC D		5,000		-		
A&M TEMPORARY SIGNAGE		2,000		2,000		
ENTERPRISE ZONE ADMINISTRATION		-		50,000		
RE APPRAISALS		102,000		104,000		
RE BFG/TDY SECURITY		135,000		129,000		
RE COMPS DATA		3,900		4,000		
RE CONVENTION CTR. MAINT.		44,100		45,000		
RE CVMP IMPLEMENTATION STUDIES		170,000		173,400		
RE DUN & BRADSTREET		2,700		2,800		
RE FINANCIAL ANALYSIS, CVJPA		75,000		76,500		
RE FIRST AMERICAN DATA		1,900		1,900		
RE H.I. EAST REDEVELOPMENT		-		75,000		
RE HARBOR IS. FRAMEWORK INITIA		100,000		102,000		
RE HENSEL PHELPS MGMT. FEE		36,000		-		
RE KORPACZ DATA		300		300		
RE LANE FIELD & 1220 P.H. TRAF		-		50,000		
RE LANE FIELD FINANCIAL CONSUL		50,000		100,000		
RE LEASING COMMISSIONS, SKY CH		55,000		-		
RE MARSHALL VALUATION		400		400		
RE MISC. ON-LINE		2,000		2,000		
RE OPH STUDIES		50,000		51,000		
RE PACIFIC HWY STUDIES		200,000		304,000		
RE PLANTS & SERVICE		1,700		2,000		
RE PROJECT CONSULTANTS		300,000		50,000		
RE PUBLIC OUTREACH FACILITATOR		5,100		12,500		
RE RENTAL ARBITRATIONS		200,000		204,000		
RE S. BAY POWER PLANT		100,000		-		
RE SIGNAGE & DECALS		5,100		5,200		
RE TITLE REPORTS		105,000		25,000		
SHELTER IS./ACH STUDIES		-		102,000		
<b>Total:</b>	\$ 986,698	\$ 1,780,800	\$ 1,580,800	\$ 1,702,000	\$ 121,200	8%
630110 Equipment & Systems						
A&M 3D SOFTWARE		\$ 1,000		\$ 1,000		
A&M ARCH. GRAPHICS SOFTWARE		1,000		1,000		
A&M ARCHITECTURAL SOFTWARE		800		800		
A&M AUTOCAD 2006 UPDATE SOFTWA		4,900		5,000		
A&M AUTOCAD LT VERSOIN 2006		1,200		1,200		
A&M COMPUTER MEMORY		500		500		
A&M DIGITAL CAMERA		300		300		
A&M MISC. EQUIP. & FURN.		700		-		
A&M VIDEO CARD UPGRADES (MAPPI		300		300		
BUSINESS CONTINUITY LAPTOP		2,000		-		
RE COLOR SCANNER, LG. FORMAT		2,000		-		
RE ERGONOMIC CHAIRS		6,000		-		
RE GOOGLE EARTH		400		400		
RE LAPTOP		2,500		2,600		
RE MEMORY UPGRADES (25)		6,000		3,100		
RE MISC. EQUIP. & FURN.		22,000		22,400		
RE PAY STATION SHELTERS (3)		14,800		-		

**Real Estate**  
**EXPENSE BUDGET BREAKDOWN**

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED	
					dollars	pct
RE REPLACEMENT COMPUTER SYST.		18,000		15,300		
RE REPLACEMENT FAX MACHINE		2,600		2,700		
RE REPLACEMENT PRINTERS		300		300		
RE SOFTWARE		5,100		5,200		
<b>Total:</b>	\$ 49,642	\$ 92,400	\$ 92,400	\$ 62,100	\$ (30,300)	-33%
630120 Equipment Rental/Leasing						
EQUIPMENT RENTAL FOR PUBLIC ME		\$ 5,100		\$ 5,200		
MISCELLANEOUS		500		500		
OFFICE EQUIP. RENTALS		1,000		1,000		
PUBLIC OUTREACH (TOUR BUSES)		-		2,000		
WATER COOLERS & COFFEE MAKER		500		500		
<b>Total:</b>	\$ 739	\$ 7,100	\$ 7,100	\$ 9,200	\$ 2,100	30%
630130 Office & Operating Supplies						
MISCELLANEOUS		\$ 28,600		\$ 29,200		
<b>Total:</b>	\$ 28,366	\$ 28,600	\$ 28,600	\$ 29,200	\$ 600	2%
630140 Postage & Shipping						
MISCELLANEOUS		\$ 7,100		\$ 7,200		
<b>Total:</b>	\$ 3,946	\$ 7,100	\$ 7,100	\$ 7,200	\$ 100	1%
630180 Parking Meter Supplies						
<b>Total:</b>	\$ 1,963	\$ -	\$ -	\$ -	\$ -	N/A
640100 Space Rental						
HS ONE AMERICA PLAZA LEASE		\$ 37,700		\$ -		
MILLS ST. & CATALINA BLVD. TRA		15,300		16,400		
PUBLIC MEETING ROOM RENTALS		-		5,000		
<b>Total:</b>	\$ 56,795	\$ 53,000	\$ 53,000	\$ 21,400	\$ (31,600)	-60%
640110 Telephone & Communications						
BUSINESS CONTINUITY SMARTPHONE		\$ 1,000		\$ -		
CELL PHONE SERVICE		6,000		10,000		
CELL PHONES		1,500		1,500		
REGULAR SERVICE		6,100		8,500		
TELEPHONE SWITCHING LEASE		6,100		-		
TELEPHONES		1,700		1,500		
<b>Total:</b>	\$ 14,793	\$ 22,400	\$ 22,400	\$ 21,500	\$ (900)	-4%
640120 Utilities-Gas & Electric						
GOODRICH FIRE SUPPRESSION		\$ 1,400		\$ -		
<b>Total:</b>	\$ 1,236	\$ 1,400	\$ 1,400	\$ -	\$ (1,400)	-100%
640130 Utilities-Water						
<b>Total:</b>	\$ 841	\$ -	\$ -	\$ -	\$ -	N/A
640140 Tenant Improvements/Removals						
FORMER SKY CHEFS		\$ 120,000		\$ -		
<b>Total:</b>	\$ -	\$ 120,000	\$ 120,000	\$ -	\$ (120,000)	-100%
640150 Facility Management Services						
C.C. HOTEL PARKING STRUCTURE		\$ 356,000		\$ 391,000		
CONVENTION CENTER PARKING		1,260,000		1,178,000		
LANE FIELD PARKING		234,600		213,000		
NAVY PIER LOT		157,100		138,300		
SPORT FISHING PARKING LOT		267,000		226,500		
WESTY'S PARKING		20,000		22,300		
<b>Total:</b>	\$ 1,970,478	\$ 2,294,700	\$ 2,294,700	\$ 2,169,100	\$ (125,600)	-5%

**Real Estate  
EXPENSE BUDGET BREAKDOWN**

ACCOUNT NUMBER & NAME EXPENSE DETAILS	ACTUAL FY 05/06	ORIGINAL BUDGET FY 06/07	AMENDED BUDGET FY 06/07	BUDGET FY 07/08	INCREASE OVER AMENDED		
					dollars	pct	
650110 Facilities Maintenance-Outside Services							
MISCELLANEOUS		\$ 7,700		\$ 7,900			
<b>Total:</b>	\$ -	\$ 7,700	\$ 7,700	\$ 7,900	\$ 200	3%	
650130 Equipment Maintenance-Outside Services							
NAVY PIER PAY STATIONS		\$ 3,400		\$ -			
MISCELLANEOUS		10,100		10,300			
<b>Total:</b>	\$ 11,596	\$ 13,500	\$ 13,500	\$ 10,300	\$ (3,200)	-24%	
650140 Software Maintenance							
A&M ARC IMS WEB SERVER		\$ 2,700		\$ -			
A&M ARC VIEW UPDATE		2,600		1,000			
ARCINFO MAINT. AGREEMENT		3,500		-			
ESRI SOFTWARE MAINTENANCE		5,000		-			
<b>Total:</b>	\$ -	\$ 13,800	\$ 13,800	\$ 1,000	\$ (12,800)	-93%	
660100 Advertising							
PUBLIC NOTICES		\$ 1,000		\$ 1,000			
<b>Total:</b>	\$ 1,104	\$ 1,000	\$ 1,000	\$ 1,000	\$ -	0%	
660110 Promotional Services							
DIVISION STAFF MEETINGS		\$ 500		\$ 500			
OPS. DIV. ROUNDTABLE & OTHER M		1,000		1,000			
RE GENERAL PROMOTIONAL		1,000		4,000			
RE SDPTA WORKSHOPS		3,300		3,400			
RE TENANT OUTREACH EVENTS		3,600		3,700			
RE TRADE ASSN. MEEETINGS		5,100		5,200			
<b>Total:</b>	\$ 10,723	\$ 14,500	\$ 14,500	\$ 17,800	\$ 3,300	23%	
660120 Promotional Materials							
CHULA VISTA SIGNE		\$ -		\$ 10,000			
MISCELLANEOUS		5,100		5,200			
PARK BLVD. STREET SIGNS		5,000		5,100			
<b>Total:</b>	\$ 172	\$ 10,100	\$ 10,100	\$ 20,300	\$ 10,200	101%	
670100 Bad Debt Expense							
<b>Total:</b>	\$ 164,846	\$ -	\$ -	\$ -	\$ -	N/A	
670110 Insurance							
MISCELLANEOUS		\$ 30,900		\$ -			
<b>Total:</b>	\$ 28,768	\$ 30,900	\$ 30,900	\$ -	\$ (30,900)	-100%	
670130 Permits/Certificates/License							
A&M ARCHITECTS		\$ 900		\$ 900			
RE APPRAISERS		1,000		1,000			
<b>Total:</b>	\$ 200	\$ 1,900	\$ 1,900	\$ 1,900	\$ -	0%	
680190 Other Miscellaneous Expenses							
<b>Total:</b>	\$ 1,500,000	\$ -	\$ -	\$ -	\$ -	N/A	
<b>SUBTOTAL: NON-PERSONNEL EXPENSE</b>	\$ 4,888,628	\$ 4,626,900	\$ 4,426,900	\$ 4,213,700	\$ (213,200)	-5%	
<b>GRAND TOTAL:</b>	\$ 4,926,137	\$ 4,706,200	\$ 4,506,200	\$ 4,285,700	\$ (220,500)	-5%	