



The Crump Building
114 North Main Street
Memphis Tennessee 38103

Memorandum

TO: Shelby County Board of Commissioners

FROM: J. Terence Patterson, President

DATE: April 28, 2016

RE: Downtown Memphis Commission FY 2017 Operating Budget

1. The Downtown Memphis Commission (DMC) is the organization charged with advancing Memphis and Shelby County by making Downtown Memphis a better place to work, live, learn, invest and visit. The DMC's aim is to attract more people to Memphis and Shelby County with a vibrant Downtown that is densely developed, authentic, mixed-use, walkable, clean, safe and fun. The DMC's mission also includes increasing property values Downtown, thereby increasing the City's and County's revenue.
2. **As you review, please note that no County funds, property tax or otherwise, are being requested.**
3. We are pleased to present the DMC's proposed FY 2016 Operating Budget. Highlights include:
 - It is a balanced budget; both revenues and expenses are 3% more than FY '16.
 - Increased deployment of private security officers and Blue Suede Brigade hospitality officers
 - Improved Landscaping along the Main Street Mall and Court Square
 - Continued production of special events and public art to add vibrancy Downtown
4. We respectfully request the County Commission's approval of the FY 2017 operating budget so that we can continue to make Downtown better for the benefit of the whole City and County. The population and property values of Downtown continue to grow. Thank you very much for your consideration and for your continued partnership.

DMC Budget Comparison- Summary FY 2016 vs FY 2017

	<u>Jul '15 - Jun 16</u>	<u>Jul '16 - Jun 17</u>	<u>Variance</u>	<u>Variance %</u>
Revenue				
Assessment and Interest	\$ 2,834,356	\$ 2,839,600	\$ 5,244	0%
Operations	6,000	6,000	0	0%
Transfers In	420,000	517,000	97,000	23%
Total Revenue	3,260,356	3,362,600	102,244	3%
Expense				
Personnel	1,783,610	1,924,990	141,380	8%
Personnel Development & Dues	23,150	44,062	20,912	90%
Office Expense	300,550	216,090	-84,460	-28%
Professional Fees	258,244	213,800	-44,444	-17%
Advertising and Event Production	290,000	340,000	50,000	17%
Planning & Development	194,789	202,100	7,311	4%
Depreciation Expense	387,081	421,558	34,477	9%
Interest Expense	22,932	0	-22,932	-100%
Total Expense	3,260,356	3,362,600	102,244	3%
Excess Revenue over Expense	\$ -	\$ -	\$ -	

Downtown Memphis Commission
FY2017 BUDGET
(compared to FY2016)

	<u>Jul '15 - Jun 16</u>	<u>Jul '16 - Jun 17</u>	<u>Variance</u>	<u>Variance %</u>
Revenue				
Assessment and Interest	2,834,356	2,839,600	5,244	0%
Operations	6,000	6,000	0	0%
Transfers In	420,000	517,000	97,000	23%
Total Revenue	3,260,356	3,362,600	102,244	3%
Expense				
Wages & Salaries	1,280,662	1,386,002	105,340	8%
Employee Benefits	302,948	313,988	11,040	4%
Other Personnel Expenses				
Security Staffing	200,000	225,000	25,000	13%
Staff Development	3,800	14,840	11,040	291%
Total Other Personnel Expenses	203,800	239,840	36,040	18%
Dues & Subscriptions	13,350	14,922	1,572	12%
Office Expense	300,550	216,090	-84,460	-28%
Conferences & Travel	6,000	14,300	8,300	138%
Business Development	20,600	23,100	2,500	12%
Professional Fees	223,244	213,800	-9,444	-4%
Search/Relocation	35,000	0	-35,000	-100%
Advertising	75,000	55,000	-20,000	-27%
Event Production	205,000	275,000	70,000	34%
Materials & Supplies	10,000	10,000	0	0%
Planning & Development	26,689	33,000	6,311	24%
Improvements	147,500	146,000	-1,500	-1%
Depreciation Expense	387,081	421,558	34,477	9%
Interest Expense	22,932	0	-22,932	-100%
Total Expense	3,260,356	3,362,600	102,244	3%
Excess Revenue over Expense	0	0	0	