(a component unit of the City of Southfield, Michigan)

Financial Report with Supplemental Information June 30, 2012

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Independent Auditor's Report

To the Board of Directors

Southfield Downtown Development Authority

We have audited the basic financial statements of the governmental activities, the business-type activities, the aggregate discretely presented component units, each major fund, and the aggregate remaining fund information of the City of Southfield, Michigan (the "City") as of and for the year ended June 30, 2012 and have issued our report dated January 14, 2013, which expressed an unqualified opinion on the financial statements of the governmental activities, the business-type activities, the aggregate discretely presented component units, each major fund, and the aggregate remaining fund information. Our audit was performed for the purpose of forming an opinion on the financial statements as a whole. We have not performed any procedures with respect to the audited financial statements subsequent to January 14, 2013.

The Southfield Downtown Development Authority is presented for the purpose of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated, in all material respects, in relation to the financial statements as a whole.

Accounting principles generally accepted in the United States of America require that management's discussion and analysis, as identified in the table of contents, be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board, which considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplemental information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

Plante & Moran, PLLC



Management's Discussion and Analysis

The following discussion and analysis of the financial performance of the Southfield Downtown Development Authority (the "Authority") provides an overview of the Authority's financial activities for the fiscal year ended June 30, 2012. Please read it in conjunction with the Authority's financial statements.

Using this Annual Report

This annual report consists of a series of financial statements. The statement of net assets and the statement of activities provide information about the activities of the Authority as a whole and present a longer-term view of the Authority's finances. This longer-term view uses the accrual basis of accounting so that it can measure the cost of providing services during the current year and whether the taxpayers have funded the full cost of providing government services.

The fund financial statements present a short-term view; they tell us how the taxpayers' resources were spent during the year as well as how much is available for future spending. Fund financial statements also report the Authority's operations in more detail than the government-wide financial statements.

The Authority as a Whole

The following table shows, in a condensed format, the current year's net assets compared to the prior year:

Summary Condensed Statement of Net Assets

						Changes fr	om	
						2012-20	1	
		2010	2011		2012	 in Dollars	Percent	
Assets								
Current assets Capital assets	\$	2,901,013 350,000	\$ 3,173,364	\$	2,423,397 258,440	\$ (749,967) 258,440	(24%) -	
Total assets		3,251,013	3,173,364		2,681,837	(491,527)	(15%)	
Liabilities								
Current liabilities		114,627	104,483		112,931	8,448	8%	
Long-term liabilities		60,504	 60,504	_	180,696	 120,192	199%	
Total liabilities		175,131	 164,987		293,627	 128,640	78%	
Net Assets								
Invested in capital assets		350,000	-		258,440	258,440	-	
Unrestricted		2,725,882	 3,008,377		2,129,770	 (878,607)	(29%)	
Total net assets	<u>\$</u>	3,075,882	\$ 3,008,377	\$	2,388,210	\$ (620,167)	(21%)	

Management's Discussion and Analysis (Continued)

The Authority's combined net assets decreased by 21 percent from a year ago, decreasing from approximately \$3 million to \$2.4 million.

Unrestricted net assets, the part of net assets that can be used to finance day-to-day operations, decreased by \$878,607. This represents a decrease of 29 percent. The current level of unrestricted net assets stands at \$2.1 million.

The following table shows the changes in net assets during the current year in comparison with the prior year:

Summary Condensed Statement of Activities

						Changes fr	om
						2012-20	<u> </u>
	 2010	 2011		2012	i	in Dollars	Percent
Revenue							
Captured taxes (Note 5)	\$ 908,345	\$ 396,586	\$	239,920	\$	(156,666)	(40%)
Operating levy	512,799	322,443		296,139		(26,304)	(8%)
Grants	174,774	33,243		12,623		(20,620)	(62%)
Charges for services	123,283	-		-		-	- %
Interest	61,538	26,162		28,776		2,614	10%
Other	 12,063	 103,376		61,100		(42,276)	(41%)
Total revenue	1,792,802	881,810		638,558		(243,252)	(28%)
Expenditures							
Salaries and benefits	192,037	156,221		149,998		(6,223)	(4%)
Professional fees	199,382	312,388		254,261		(58,127)	(19%)
Land improvements	330,219	96,595		100,681		4,086	4%
Other	 262,235	 384,111		753,785		369,674	96%
Total expenditures	 983,873	 949,315		1,258,725		309,410	33%
Excess of Revenue Over							
(Under) Expenditures	\$ 808,929	\$ (67,505)	\$	(620,167)	\$	<u>(552,662</u>)	819%

The decrease in 2012 revenue is primarily attributable to decreases in property taxes and other revenue. Fiscal year 2010 tax revenue was higher than normal due to one-time adjustments for property tax captures that were recorded in that fiscal year. The decrease in property taxes in fiscal year 2012 is primarily a result of declines in taxable value as well as adjustments for refunded property tax captures that were recorded as revenue in previous fiscal years. Charges for services were eliminated after fiscal year 2010, when the theater operations were discontinued. Other revenue was unusually high in fiscal year 2011 due to insurance claim proceeds related to the completion of landscaping for the 9 Mile Road Project. The DDA also purchased property adjacent to the former Ramada Inn during the current year, which is recorded as an asset - property investments. Other expenditures increased significantly and are related to the adjustments for refunded property taxes.

Management's Discussion and Analysis (Continued)

The Authority's Fund

The Authority maintains one fund, the General Fund. The General Fund provides detailed information about the Authority as a whole. The use of this fund helps to manage money for specific purposes as well as to show accountability for certain activities.

General Fund Budgetary Highlights

The General Fund accounts for all programming, maintenance, construction, and administrative functions of the Authority within the Authority's boundaries. The budget is monitored closely and amended as needed. Other expenditures were significantly over budget in the current year and are a result of greater than anticipated refunds for disputed property taxes. Capital asset purchases were also in excess of amounts budgeted.

Capital Asset and Debt Administration

At the end of 2012, the Authority had \$258,440 invested in capital assets. During the year, the Authority's fixed asset additions included the 9 Mile Streetscape Project, the Northpark Sidewalk Project, and trash receptacles. Long-term liabilities consist of estimated tax refunds from pending Michigan Tax Tribunal appeals as well as amounts due to employees. Long-term debt liabilities increased by \$76,499 and are \$180,696 at year end.

Economic Factors and Next Year's Budgets and Rates

The upcoming budget prepares for significant declines in property tax values as computed by Oakland County Assessment. This will impact tax revenue related to our operating millage as well as our captured property tax revenue.

Contacting the Authority's Management

This financial report is intended to provide the citizens, taxpayers, customers, and investors with a general overview of the Authority's finances and to show the Authority's accountability for the money it receives. If you have questions about this report or need additional information, we welcome you to contact the Southfield Downtown Development Authority's office at 18000 West 9 Mile Road, Suite 320, Southfield, Michigan 48075 or www.SouthfieldDDA.com.

Statement of Net Assets/Governmental Fund Balance Sheet June 30, 2012

				tments	Statement of	
	Ge	neral Fund	(No	ote 3)	_ N	let Assets
Assets						
Current assets:						
Cash and cash equivalents (Note 4)	\$	493,391	\$		\$	493,391
Investments (Note 4)	Ψ	319,548	Ψ	_	Ψ	319,548
Accounts receivable		103,367		_		103,367
Prepaid assets		2,091		_		2,091
Property investments		1,505,000		_		1,505,000
Capital assets being depreciated		-	2	258,440		258,440
	_					
Total assets	\$	2,423,397		258,440		2,681,837
Liabilities						
Accounts payable	\$	65,039		-		65,039
Deferred revenue		45,833		-		45,833
Due to primary government		2,059		-		2,059
Noncurrent liabilities (Note 7):						
Portion due within one year		-		-		-
Portion due after one year				180,696		180,696
Total liabilities		112,931		180,696		293,627
Fund Balance						
Nonspendable - Prepaids		2,091		(2,091)		_
Nonspendable - Property investments		1,505,000	(1,5	505,000)		-
Unassigned		803,375	(8	303,375)		
Total fund balance		2,310,466	(2,3	310,466)		
Total liabilities and fund balance	\$	2,423,397				
Net Assets						
Invested in capital assets			7	258,440		258,440
Unrestricted				129,770		2,129,770
					•	
Total net assets			P 2,3	88,210	Þ	2,388,210

Statement of Activities/Governmental Fund Revenue, Expenditures, and Changes in Fund Balance Year Ended June 30, 2012

		Adjustr			St	atement of
	Ge	General Fund		(Note 3)		Activities
Revenue						
Captured taxes (Note 5)	\$	239,920	\$	-	\$	239,920
Operating levy		296,139		-		296,139
Grants		12,623		-		12,623
Interest		28,776		-		28,776
Providence reimbursement		60,000		-		60,000
Other		1,100				1,100
Total revenue		638,558		-		638,558
Expenditures						
Salaries and benefits		146,196		3,802		149,998
Supplies		1,737		-		1,737
Professional fees		254,261		-		254,261
Utilities		2,512		-		2,512
Insurance		1,000		-		1,000
Community promotion, printing, and advertising		17,945		-		17,945
Travel		9,984		-		9,984
Membership dues		1,051		-		1,051
Rent		22,532		-		22,532
Refunds and rebates		613,029		72,697		685,726
Capital outlay		265,067		(265,067)		-
Land improvements		100,681		-		100,681
Repairs and maintenance		472		-		472
Other		4,199		-		4,199
Depreciation				6,627		6,627
Total expenditures		1,440,666		(181,941)		1,258,725
Decrease in Net Assets/Fund Balance		(802,108)		181,941		(620,167)
Net Assets/Fund Balance - Beginning of year		3,112,574		(104,197)		3,008,377
Net Assets/Fund Balance - End of year	\$	2,310,466	\$	77,744	\$	2,388,210

Notes to Financial Statements June 30, 2012

Note I - Summary of Significant Accounting Policies

The accounting policies of the Southfield Downtown Development Authority (the "Authority") conform to accounting principles generally accepted in the United States of America (GAAP) as applicable to governmental units. The following is a summary of the significant accounting policies used by the Authority.

Reporting Entity

The Southfield Downtown Development Authority has a 13-member board, appointed by (and including) the mayor, committed to the economic development of the designated downtown district in and around the Northland Center in Southfield, Michigan. The Authority was formed under Public Act 1975, No. 197, and is funded through a 1.8978-mill tax levy on all real and personal property within the district and a tax increment financing plan.

The accompanying financial statements pertain to the financial activities of the Authority. These activities have also been presented within the financial statements of the City of Southfield, Michigan (the "City") as a component unit.

Government-wide and Fund Financial Statements

The government-wide financial statements report information on all of the activities of the Authority. Governmental activities are normally supported by taxes.

Measurement Focus, Basis of Accounting, and Financial Statement Presentation

The government-wide financial statements are reported using the economic resources measurement focus and the accrual basis of accounting. Revenue is recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows. Property taxes are recognized as revenue in the year for which they are levied. Grants and similar items are recognized as revenue as soon as all eligibility requirements imposed by the provider have been met.

Notes to Financial Statements June 30, 2012

Note I - Summary of Significant Accounting Policies (Continued)

Governmental fund financial statements are reported using the current financial resources measurement focus and the modified accrual basis of accounting. Revenue is recognized as soon as it is both measurable and available. Revenue is considered to be available if it is collected within the current period or soon enough thereafter to pay liabilities of the current period. For this purpose, the Authority considers revenue to be available if it is collected within 60 days of the end of the current fiscal period. Expenditures generally are recorded when a liability is incurred, as under accrual accounting. However, debt service expenditures, expenditures relating to compensated absences, and claims and judgments are recorded only when payment is due.

Revenue is recognized in the accounting period in which it becomes both measurable and available to finance expenditures of the fiscal period. All other revenue items are considered to be available only when cash is received by the Authority.

When an expense is incurred for purposes for which both restricted and unrestricted net assets or fund balance are available, the City's policy is to first apply restricted resources. When an expense is incurred for purposes for which amounts in any of the unrestricted fund balance classifications could be used, it is the City's policy to spend funds in this order: committed, assigned, and unassigned.

The General Fund is the Authority's only operating fund. It accounts for all financial resources of the Authority including administration and TIFA capture.

Assets, Liabilities, and Net Assets or Equity

Bank Deposits and Investments - Cash and cash equivalents include cash on hand, demand deposits, and short-term investments with a maturity of three months or less when acquired. Investments are stated at fair value. Pooled investment income is allocated using a weighted average of balance for the principal.

Property Investments - Property investments represent land held for resale and are valued at the lower of cost or market.

Capital Assets - Capital assets are defined by the Authority as assets with an initial individual cost of more than \$5,000 and an expected useful life of more than one year. Assets are depreciated using the straight-line method. Buildings and building improvements are depreciated over 40 years.

Notes to Financial Statements June 30, 2012

Note I - Summary of Significant Accounting Policies (Continued)

Accounts Receivable - Accounts receivable are stated at net amounts and include taxes, interest, and other accrued revenue. An allowance for doubtful accounts is established based on an estimate of uncollectible property taxes. All amounts deemed uncollectible are charged against the allowance for doubtful accounts in the period that determination is made. At June 30, 2012, the allowance for doubtful accounts was approximately \$45,000.

Compensated Absences (Vacation and Sick Leave) - The Authority recognizes expenditures and liabilities for accrued vacation sick pay as it comes due for payment (when the time is taken off or an employee terminates). The remaining amount of unpaid vacation and sick pay liability has been recognized in the statement of net assets as noncurrent liabilities.

Fund Equity - In the fund financial statements, governmental funds report the following components of fund balance:

- Nonspendable Amounts that are not in spendable form or are legally or contractually required to be maintained intact
- Restricted Amounts that are legally restricted by outside parties, constitutional provisions, or enabling legislation for use for a specific purpose
- Committed Amounts that have been formally set aside by the board of directors for use for specific purposes. Commitments are made and can be rescinded only via resolution of the board of directors.
- Assigned Intent to spend resources on specific purposes expressed by the governing body or finance director, who is authorized by resolution approved by the governing body to make assignments
- Unassigned Amounts remaining after all funds have been allocated to the appropriate fund balance components above

Use of Estimates - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the period. Actual results could differ from those estimates.

Notes to Financial Statements June 30, 2012

Note I - Summary of Significant Accounting Policies (Continued)

Upcoming Reporting Change - In November 2010, the GASB issued Statement No. 61, *The Financial Reporting Entity: Omnibus*. This pronouncement, which is an amendment to Statement No. 14 and Statement No. 34, modifies certain requirements for inclusion of component units in the financial reporting entity. This statement also amends the criteria for reporting component units as if they were part of the primary government (that is, blending) in certain circumstances. Lastly, the statement also clarifies the reporting of equity interests in legally separate organizations. The Authority is currently evaluating the impact this standard will have on the financial statements when adopted during the Authority's 2012-2013 fiscal year.

In December 2010, the GASB issued Statement No. 62, Codification of Accounting and Financial Reporting Guidance Contained in Pre-November 30, 1989 FASB and AICPA Pronouncements. This statement incorporates into GASB literature certain accounting and financial reporting guidance issued on or before November 30, 1989 that is included in FASB statements and interpretations, APB opinions, and accounting research bulletins of the AICPA Committee on Accounting Procedure. The Authority is currently evaluating the impact this standard will have on the financial statements when adopted during the Authority's 2012-2013 fiscal year.

In June 2011, the GASB issued Statement No. 63, Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position. The statement will be effective for the Authority's 2012-2013 fiscal year. The statement incorporates deferred outflows of resources and deferred inflows of resources, as defined by GASB Concepts Statement No. 4, into the definitions of the required components of the residual measure of net position, formerly net assets. This statement also provides a new statement of net position format to report all assets, deferred outflows of resources, liabilities, deferred inflows of resources, and net position. Once implemented, this statement will impact the format and reporting of the balance sheet at the government-wide level and also at the fund level.

In March 2012, the GASB issued GASB Statement No. 65, *Items Previously Reported as Assets and Liabilities*, which is required to be implemented for financial statements for periods beginning after December 15, 2012. Statement No. 65 establishes accounting and financial reporting standards that reclassify, as deferred outflows and inflows of resources, certain items that were previously reported as assets and liabilities. This statement also provides other financial reporting guidance related to the impact of the financial statement elements deferred outflows of resources and deferred inflows of resources. GASB Statement No. 65 will be implemented for the Authority as of fiscal year 2013-2014.

Notes to Financial Statements June 30, 2012

Note 2 - Stewardship, Compliance, and Accountability

Budgetary Information - Annual budgets are adopted on a basis consistent with accounting principles generally accepted in the United States of America for the General Fund. All annual appropriations lapse at fiscal year end. The annual budget is prepared by the director and then reviewed by the Authority. After the budget is approved by the Authority, it is then presented to the City of Southfield, Michigan for approval prior to the start of the fiscal year. The budget is reviewed by the Authority and the City and amended as necessary.

The budget document presents information by fund, function, department, and line items. The legal level of budgetary control adopted by the governing bodies is the fund level. Unexpended appropriations lapse at year end; encumbrances are not included as expenditures. During the current year, the budget was amended in a legally permissible manner. The budget has been prepared in accordance with accounting principles generally accepted in the United States of America. The comparison of actual results of operations to the General Fund budget is presented for analytical purposes only.

The budgetary comparison schedule is presented on the same basis of accounting used in preparing the adopted budget. Proceeds from the sale of fixed assets are reported as other financing sources on the statement of revenue, expenditures, and changes in fund balance. They are reported as other revenue on the budgetary comparison schedule.

Excess of Expenditures Over Appropriations in Budgeted Funds - Overall expenditures were over budget at the department level. The significant budget variances related to refunds and rebates as well as capital asset expenditures.

Note 3 - Reconciliation of Government-wide and Fund Financial Statements

Total fund balances and the net change in fund balances of the Authority's governmental funds differ from net assets and changes in net assets of the governmental activities reported in the statement of net assets and statement of activities. This difference results primarily from the long-term economic focus of the statement of net assets and statement of activities versus the financial resources measurement focus of the governmental fund balance sheet.

The reconciliation of fund balance to net assets relates to capital assets as well as compensated absences and long-term debt, which are included as liabilities in the statement of net assets. Current year reconciling differences between the net change in fund balance and the net change in net assets relate to fixed asset additions, depreciation expense, and increases in long-term liabilities for compensated absences and tax refunds.

Notes to Financial Statements June 30, 2012

Note 4 - Deposits and Investments

Michigan Compiled Laws Section 129.91 (Public Act 20 of 1943, as amended) authorizes local governmental units to make deposits and invest in the accounts of federally insured banks, credit unions, and savings and loan associations that have offices in Michigan. The local unit is allowed to invest in bonds, securities, and other direct obligations of the United States or any agency or instrumentality of the United States; repurchase agreements; bankers' acceptances of United States banks; commercial paper rated within the two highest classifications, which matures not more than 180 days after the date of purchase; obligations of the State of Michigan or its political subdivisions, which are rated as investment grade; and mutual funds composed of investment vehicles that are legal for direct investment by local units of government in Michigan.

The City has designated 16 financial institutions for the deposit of its funds. The investment policy adopted in accordance with Public Act 196 of 1997 is in accordance with statutory authority; however, the City employs a more conservative investment policy and invests only in the highest rated commercial paper. The City participates only with qualified banks and primary investment firms that adhere to the specific guidelines established by industry practice for repurchase agreements.

Cash and investments are subject to several types of risk. At year end, the carrying amount of the Authority's cash and investments is held by the City's cash and investments pool. For the purpose of risk disclosure, it is not practical to allocate risk to each entity in the investment fund. The full disclosures related to the overall risk for the cash and investments totals are presented in the City's financial statements.

Note 5 - Captured Taxes

Captured taxes represent the property taxes on the increment in taxable value of the downtown development district property since the adoption of the development plan. These taxes are earmarked for purposes consistent with the development plan.

Notes to Financial Statements June 30, 2012

Note 6 - Capital Assets

Capital asset activity of the Authority is as follows:

	Beg	ginning					Ending
	Ba	lance	Additions		Reductions		 Balance
Capital assets not being depreciated - Land	\$	-	\$	-	\$	-	\$ -
Capital assets being depreciated:							
Buildings and improvements		-		265,067		-	265,067
Less accumulated depreciation				(6,627)			 (6,627)
Net capital assets being depreciated				258,440			 258,440
Net capital assets	\$		\$	258,440	\$		\$ 258,440

Note 7 - Long-term Debt

Long term obligation activity can be summarized as follows:

	В	Beginning						Ending	Due	Within
	Balance		Additions		Reductions		Balance		One Year	
Michigan Tax Tribunal contingency Compensated absences	\$	102,452 1,745	\$	72,697 5,247	\$	- 1,445	\$	175,149 5,547	\$	<u>-</u>
Total	\$	104,197	\$	77,944	\$	1,445	\$	180,696	\$	

Note 8 - Defined Contribution Pension Plan and Fringe Benefits

The City of Southfield, Michigan sponsors the defined contribution pension plan on behalf of the Downtown Development Authority. The employer of record for the Authority is the City of Southfield, Michigan. Accordingly, the employees of the Authority participate in the City's employee benefit programs and policies and are pooled with City employees for benefits administration. The City charges the Authority for its pro rata share of employee fringe benefit costs in the same manner as City departments are charged for fringe benefits. Current employees are eligible for health benefits while actively employed. Postemployment healthcare benefits are not provided.

The Authority reimbursed the City \$34,000 for fringe benefits, including insurance and defined contribution pension plan payments, during the year ended June 30, 2012.

Required Supplemental Information Budgetary Comparison Schedule - General Fund Year Ended June 30, 2012

	Original and Final Budget			Actual	riance from Amended Budget
Fund Balance - Beginning of year	\$	3,112,574	\$	3,112,574	\$ -
Revenue					
Captured taxes		279,649		239,920	(39,729)
Operating levy		284,665		296,139	11,474
Grants		-		12,623	12,623
Interest		3,376		28,776	25,400
Providence reimbursement		-		60,000	60,000
Other				1,100	 1,100
Total revenue		567,690		638,558	70,868
Expenditures					
Salaries and benefits		167,776		146,196	21,580
Supplies		4,158		1,737	2,421
Professional fees		374,899		254,261	120,638
Utilities		2,484		2,512	(28)
Insurance		1,000		1,000	-
Community promotion, printing, and advertising		27,500		17,945	9,555
Travel		10,700		9,984	716
Membership dues		2,500		1,051	1,449
Rent		26,100		22,532	3,568
Refunds and rebates		-		613,029	(613,029)
Repairs and maintenance		500		472	28
Capital outlay		80,000		265,067	(185,067)
Land improvements		375,000		100,681	274,319
Building improvements		25,000		-	25,000
Other		3,028		4,199	 (1,171)
Total expenditures		1,100,645		1,440,666	(340,021)
Fund Balance - End of year	\$	2,579,619	\$	2,310,466	\$ (269,153)

Other Supplemental Information

Other Supplemental Information Functional Revenue and Expenditure Allocation General Fund Year Ended June 30, 2012

	Adm	inistration	 TIFA	Total			
Revenue							
Captured taxes	\$	_	\$ 239,920	\$	239,920		
Operating levy		296,139	-		296,139		
Grants		12,623	-		12,623		
Interest		3,524	25,252		28,776		
Providence reimbursement		60,000	-		60,000		
Other		1,100	 		1,100		
Total revenue		373,386	265,172		638,558		
Expenditures							
Salaries and benefits		146,196	-		146,196		
Supplies		1,737	-		1,737		
Professional fees		45,091	209,170		254,261		
Utilities		2,512	-		2,512		
Insurance		1,000	-		1,000		
Community promotion, printing,							
and advertising		17,945	-		17,945		
Travel		9,984	-		9,984		
Membership dues		1,051	-		1,051		
Rent		22,532	-		22,532		
Refunds and rebates		44,678	568,35 l		613,029		
Repairs and maintenance		472	-		472		
Capital outlay		-	265,067		265,067		
Land improvements		-	100,681		100,681		
Other		1,871	 2,328		4,199		
Total expenditures		295,069	 1,145,597		1,440,666		
Total Revenue Over (Under)							
Expenditures	<u>\$</u>	78,317	\$ (880,425)	\$	(802,108)		