

Pflugerville Community Development Corporation

Balance Sheet

As of September 30, 2013

	<u>Sep 30, 13</u>	<u>Sep 30, 12</u>	<u>% Change</u>
ASSETS			
Current Assets			
Checking/Savings			
1010 · First Texas Bank - Checking	-41,380.45	152,599.26	-127.12%
1039 · Citizens National Bank - CD 5	0.00	308,693.42	-100.0%
1040 · First Texas Bank - Money Market	236,750.95	318,989.94	-25.78%
Total Checking/Savings	<u>195,370.50</u>	<u>780,282.62</u>	<u>-74.96%</u>
Other Current Assets			
1225 · Sales Tax Receivable	416,564.00	416,564.00	0.0%
Total Other Current Assets	<u>416,564.00</u>	<u>416,564.00</u>	<u>0.0%</u>
Total Current Assets	611,934.50	1,196,846.62	-48.87%
Fixed Assets			
1400 · Computer	17,342.89	17,342.89	0.0%
1410 · Fixtures & Furniture	33,004.49	33,004.49	0.0%
1420 · Leasehold Improvements	5,000.00	5,000.00	0.0%
1500 · Accumulated Depreciation	-42,870.15	-42,870.15	0.0%
Total Fixed Assets	<u>12,477.23</u>	<u>12,477.23</u>	<u>0.0%</u>
Other Assets			
1300 · Note Receivable PE Ceramics	6,794.46	6,794.46	0.0%
1610 · Land			
1649 · Anderson Lane Land	10,757,278.98	10,757,278.98	0.0%
1650 · Anderson Land Improvements	3,197,550.97	3,197,550.97	0.0%
Total 1610 · Land	<u>13,954,829.95</u>	<u>13,954,829.95</u>	<u>0.0%</u>
Total Other Assets	<u>13,961,624.41</u>	<u>13,961,624.41</u>	<u>0.0%</u>
TOTAL ASSETS	<u><u>14,586,036.14</u></u>	<u><u>15,170,948.26</u></u>	<u><u>-3.86%</u></u>
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Credit Cards			
1150 · Mary Poche-VISA	2,127.04	0.00	100.0%
1151 · Floyd Akers-VISA	980.13	0.00	100.0%
1152 · Christian Kurtz-Visa	110.00	0.00	100.0%
Total Credit Cards	<u>3,217.17</u>	<u>0.00</u>	<u>100.0%</u>
Other Current Liabilities			
2001 · Accounts Payable Accrual	145,525.69	145,525.69	0.0%
2150 · Accrued Interest Expense	33,646.00	33,646.00	0.0%

Pflugerville Community Development Corporation

Balance Sheet

As of September 30, 2013

	<u>Sep 30, 13</u>	<u>Sep 30, 12</u>	<u>% Change</u>
Total Other Current Liabilities	179,171.69	179,171.69	0.0%
 Total Current Liabilities	 182,388.86	 179,171.69	 1.8%
 Long Term Liabilities			
2530 · Citizens N/P-Land Note	4,800,000.00	4,800,000.00	0.0%
2535 · N/P-Citizens Bank 3.7M	<u>3,700,000.00</u>	<u>3,700,000.00</u>	0.0%
Total Long Term Liabilities	<u>8,500,000.00</u>	<u>8,500,000.00</u>	0.0%
 Total Liabilities	 8,682,388.86	 8,679,171.69	 0.04%
 Equity			
1110 · Retained Earnings	1,569,275.34	-529,862.73	-396.17%
3050 · Fund Balances			
3100 · Unrestricted	<u>4,922,501.23</u>	<u>4,922,501.23</u>	0.0%
Total 3050 · Fund Balances	4,922,501.23	4,922,501.23	0.0%
 Net Income	 -588,129.29	 2,099,138.07	 -128.02%
Total Equity	<u>5,903,647.28</u>	<u>6,491,776.57</u>	-9.06%
 TOTAL LIABILITIES & EQUITY	 <u>14,586,036.14</u>	 <u>15,170,948.26</u>	 -3.86%

Pflugerville Community Development Corporation
Statement of Cash Flows
October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>
OPERATING ACTIVITIES	
Net Income	-588,129.29
Adjustments to reconcile Net Income to net cash provided by operations:	
1150 · Mary Poche-VISA	2,127.04
1151 · Floyd Akers-VISA	980.13
1152 · Christian Kurtz-Visa	110.00
Net cash provided by Operating Activities	<u>-584,912.12</u>
 Net cash increase for period	 -584,912.12
 Cash at beginning of period	 <u>780,282.62</u>
Cash at end of period	<u><u>195,370.50</u></u>

Pflugerville Community Development Corporation
Profit & Loss Budget vs. Actual
October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>	<u>Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense			
Income			
4000 · Sales Tax Rebates	2,386,841.45	2,359,167.10	101.17%
Total Income	<u>2,386,841.45</u>	<u>2,359,167.10</u>	<u>101.17%</u>
 Gross Profit	2,386,841.45	2,359,167.10	101.17%
Expense			
61200 · Community Impact - Development			
61200 · Community Impact - Development - Other	435,599.64		
61210 · Platting, Surveying & Land Imp	136,675.75		
Total 61200 · Community Impact - Development	<u>572,275.39</u>		
50000 · Banking			
50400 · Land Note-Interest Note	313,228.71	468,764.00	66.82%
50200 · Bond Repayment	255,785.63	70,000.00	365.41%
50000 · Banking - Other	285.79		
Total 50000 · Banking	<u>569,300.13</u>	<u>538,764.00</u>	<u>105.67%</u>
68000 · Tracking Point	562,337.90		
42000 · Phase 2	501,366.37		
12100 · Personnel Costs			
12110 · Executive Director/Attorney	201,521.33	199,016.32	101.26%
12120 · Business Recruitment/Retention			
12120 · Business Recruitment/Retention - Other	74,446.13	74,005.69	100.6%
12130 · Business Operations Manager/Par	53,186.95	56,600.00	93.97%
Total 12120 · Business Recruitment/Retention	<u>127,633.08</u>	<u>130,605.69</u>	<u>97.72%</u>
12100 · Personnel Costs - Other	0.00	200.00	0.0%
12140 · Administrative Assistant	0.00	0.00	0.0%
Total 12100 · Personnel Costs	<u>329,154.41</u>	<u>329,822.01</u>	<u>99.8%</u>
40000 · Real Estate			
40200 · Renewable Energy Park Construct			
40220 · Phase I Infrastructure Improve			
40220 · Phase I Infrastructure Improve - Other	179,780.01		
40100 · Renewable Energy Park			
40100 · Renewable Energy Park - Other	6,299.88		
40120 · Electric	1,568.39	2,400.00	65.35%
40150 · Mowing	755.00	1,500.00	50.33%
40110 · Water	308.42	3,000.00	10.28%
40130 · Sewer	0.00	300.00	0.0%
40140 · Trash	0.00	300.00	0.0%
Total 40100 · Renewable Energy Park	<u>8,931.69</u>	<u>7,500.00</u>	<u>119.09%</u>

Pflugerville Community Development Corporation
Profit & Loss Budget vs. Actual
 October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>	<u>Budget</u>	<u>% of Budget</u>
40222 · Landscaping	2,463.69	10,000.00	24.64%
40230 · Deed Restrictions	425.00	6,702.00	6.34%
Total 40220 · Phase I Infrastructure Improve	191,600.39	24,202.00	791.67%
40200 · Renewable Energy Park Construct - Other	49,440.32		
40210 · Lift Station	1,124.40		
Total 40200 · Renewable Energy Park Construct	242,165.11	24,202.00	1,000.6%
40300 · Land Sale Expenses	27,280.00		
40000 · Real Estate - Other	0.00	20,000.00	0.0%
Total 40000 · Real Estate	269,445.11	44,202.00	609.58%
20000 · Marketing			
20200 · Design & Layout	41,986.34	25,000.00	167.95%
21500 · Outside Group Investments	35,000.00	35,000.00	100.0%
21400 · Professional Services			
21450 · Clean Texas	15,000.00	15,000.00	100.0%
21400 · Professional Services - Other	12,772.27	20,000.00	63.86%
Total 21400 · Professional Services	27,772.27	35,000.00	79.35%
21700 · Public Relations			
21700 · Public Relations - Other	23,300.00	15,000.00	155.33%
21800 · Community/Events PR	3,169.00	3,000.00	105.63%
Total 21700 · Public Relations	26,469.00	18,000.00	147.05%
20700 · Travel	20,346.27	20,000.00	101.73%
20500 · Advertising	20,197.50	20,000.00	100.99%
21430 · R&R Partners	20,000.00		
21600 · Website	19,038.11	20,000.00	95.19%
20600 · Tradeshows	17,846.66	26,000.00	68.64%
20400 · Promotional Items	9,573.57	6,000.00	159.56%
21100 · Regional Marketing	7,266.91	4,000.00	181.67%
20900 · Conferences	4,539.00	5,000.00	90.78%
21200 · Site Visits, In/Out of Town Meet	3,536.87	2,250.00	157.19%
20100 · Postage	3,030.10	1,500.00	202.01%
20300 · Printing	1,585.28	2,000.00	79.26%
20800 · Regional Exhibitions	1,472.62	3,000.00	49.09%
21000 · Networking	100.00	1,600.00	6.25%
Total 20000 · Marketing	259,760.50	224,350.00	115.78%
70000 · Community			
70100 · Challenge Grants			
70120 · PAYSL			

Pflugerville Community Development Corporation
Profit & Loss Budget vs. Actual
 October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>	<u>Budget</u>	<u>% of Budget</u>
70130 · 911 Console	96,835.74	75,000.00	129.11%
Total 70120 · PAYSL	96,835.74	75,000.00	129.11%
70100 · Challenge Grants - Other	29,755.00	60,000.00	49.59%
70140 · PDA Street Lights	29,400.00	30,000.00	98.0%
Total 70100 · Challenge Grants	155,990.74	165,000.00	94.54%
70200 · Capital Park Improvement Projec	25,000.00	100,000.00	25.0%
Total 70000 · Community	180,990.74	265,000.00	68.3%
66000 · 130 Commerce Center, L.L.C.	67,600.00		
60000 · Projects			
61000 · Pflugerville Education Foundati	50,000.00	50,000.00	100.0%
60100 · Direct Manufacturing	16,000.00		
60800 · CEDS Study	1,400.00		
60400 · Complete Energy Systems	0.00	90,000.00	0.0%
60500 · Windata	0.00	150,000.00	0.0%
61100 · Fallen Warrior Project	0.00	1,000.00	0.0%
Total 60000 · Projects	67,400.00	291,000.00	23.16%
64000 · PT Products	58,846.00		
11200 · Professional Fees			
11240 · Accounting	29,571.18	11,000.00	268.83%
11220 · Legal Fees	18,751.76	5,000.00	375.04%
11250 · Consulting	4,500.00	10,000.00	45.0%
11230 · Cleaning	2,475.00	2,750.00	90.0%
11200 · Professional Fees - Other	0.00	500.00	0.0%
Total 11200 · Professional Fees	55,297.94	29,250.00	189.05%
62000 · Project EIEIO			
62100 · Platting, Surveying & Land Imp	40,941.24		
62000 · Project EIEIO - Other	10,173.26		
Total 62000 · Project EIEIO	51,114.50		
41000 · EB5	50,000.00		
63500 · Princess Craft Rent	44,975.00		
11300 · Rent	42,900.00	40,000.00	107.25%
30000 · BR&E			
30400 · New Business/Expansion Event	15,795.00	15,000.00	105.3%
30100 · EIO Roundtables/Golf	14,000.00	13,600.00	102.94%
30500 · BR&E Miscellaneous	5,312.96	5,000.00	106.26%
30200 · Subscriptions	1,024.00	975.00	105.03%
30300 · BR&E Training	970.00	10,500.00	9.24%
Total 30000 · BR&E	37,101.96	45,075.00	82.31%

Pflugerville Community Development Corporation
Profit & Loss Budget vs. Actual
 October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>	<u>Budget</u>	<u>% of Budget</u>
69500 · Project Wave	28,000.00		
67500 · Zonability	14,995.00		
11600 · Travel & Ent			
11610 · Transportation	9,398.22	10,000.00	93.98%
11630 · Meals	1,044.64	1,000.00	104.46%
Total 11600 · Travel & Ent	<u>10,442.86</u>	<u>11,000.00</u>	<u>94.94%</u>
63000 · Lil Mama's	10,000.00		
69000 · Project Thin-nology	8,748.01		
11900 · Office Supplies			
11920 · Equipment	4,500.61	5,000.00	90.01%
11910 · Consumables	3,462.19	2,500.00	138.49%
11930 · Office Miscellaneous	471.71	500.00	94.34%
Total 11900 · Office Supplies	<u>8,434.51</u>	<u>8,000.00</u>	<u>105.43%</u>
12000 · City Contractual Services	7,214.51	6,000.00	120.24%
10800 · Memberships/Dues/Subscriptions	6,016.36	6,000.00	100.27%
43000 · Test Fits	5,000.00		
12300 · Technology Based Services	4,855.88	5,000.00	97.12%
11500 · Telephone	4,006.62	4,500.00	89.04%
10400 · Equipment Rental	3,315.43	3,250.00	102.01%
10300 · Training/Workshop	3,000.00	3,000.00	100.0%
10500 · Insurance	2,822.58	5,000.00	56.45%
67000 · Project Pandora	2,515.00		
11700 · Utilities			
11710 · Gas and Electric	2,473.78	3,000.00	82.46%
Total 11700 · Utilities	<u>2,473.78</u>	<u>3,000.00</u>	<u>82.46%</u>
10700 · Board Meals	2,131.63	1,200.00	177.64%
11400 · Repairs	1,542.09	500.00	308.42%
65000 · Rotary Club	1,500.00		
10900 · Postage and Delivery	807.18	1,500.00	53.81%
6600 · Parking	787.28	500.00	157.46%
61300 · Leadership Project	627.37		
10600 · Licenses and Permits	535.00	550.00	97.27%
11100 · Printing and Reproduction	389.17	500.00	77.83%
12200 · PO Box Rental	122.00	118.00	103.39%
Total Expense	<u>3,850,148.21</u>	<u>1,867,081.01</u>	<u>206.21%</u>
Net Ordinary Income	-1,463,306.76	492,086.09	-297.37%
Other Income/Expense			
Other Income			

Pflugerville Community Development Corporation
Profit & Loss Budget vs. Actual
October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>	<u>Budget</u>	<u>% of Budget</u>
8001 · Gain on Sale of Land	873,100.17		
7010 · Interest Income	<u>4,952.30</u>		
Total Other Income	878,052.47		
Other Expense			
8110 · Miscellaneous	<u>2,875.00</u>		
Total Other Expense	<u>2,875.00</u>		
Net Other Income	<u>875,177.47</u>		
Net Income	<u>-588,129.29</u>	<u>492,086.09</u>	<u>-119.52%</u>

Pflugerville Community Development Corporation
Profit & Loss Prev Year Comparison
 September 2013

	<u>Sep 13</u>	<u>Sep 12</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · Sales Tax Rebates	198,368.61	238,516.05	-40,147.44	-16.83%
Total Income	<u>198,368.61</u>	<u>238,516.05</u>	<u>-40,147.44</u>	<u>-16.83%</u>
Gross Profit	198,368.61	238,516.05	-40,147.44	-16.83%
Expense				
10400 · Equipment Rental	302.00	282.90	19.10	6.75%
10700 · Board Meals	789.10	101.00	688.10	681.29%
10800 · Memberships/Dues/Subscriptions	290.87	26.00	264.87	1,018.73%
10900 · Postage and Delivery	137.51	0.00	137.51	100.0%
11100 · Printing and Reproduction	0.00	80.00	-80.00	-100.0%
11200 · Professional Fees				
11220 · Legal Fees	14,264.89	193.53	14,071.36	7,270.89%
11230 · Cleaning	0.00	225.00	-225.00	-100.0%
11240 · Accounting	0.00	562.50	-562.50	-100.0%
Total 11200 · Professional Fees	<u>14,264.89</u>	<u>981.03</u>	<u>13,283.86</u>	<u>1,354.07%</u>
11300 · Rent	3,300.00	3,300.00	0.00	0.0%
11400 · Repairs	0.00	205.58	-205.58	-100.0%
11500 · Telephone	306.41	340.66	-34.25	-10.05%
11600 · Travel & Ent				
11610 · Transportation	601.56	70.49	531.07	753.4%
11630 · Meals	103.95	0.00	103.95	100.0%
11600 · Travel & Ent - Other	0.00	-16.00	16.00	100.0%
Total 11600 · Travel & Ent	<u>705.51</u>	<u>54.49</u>	<u>651.02</u>	<u>1,194.75%</u>
11700 · Utilities				
11710 · Gas and Electric	388.23	534.71	-146.48	-27.39%
Total 11700 · Utilities	<u>388.23</u>	<u>534.71</u>	<u>-146.48</u>	<u>-27.39%</u>
11900 · Office Supplies				
11910 · Consumables	134.56	69.42	65.14	93.84%
11920 · Equipment	0.00	-4,190.00	4,190.00	100.0%
Total 11900 · Office Supplies	<u>134.56</u>	<u>-4,120.58</u>	<u>4,255.14</u>	<u>-103.27%</u>
12000 · City Contractual Services	686.98	649.96	37.02	5.7%
12100 · Personnel Costs				
12110 · Executive Director/Attorney	15,292.13	27,488.34	-12,196.21	-44.37%
12120 · Business Recruitment/Retention				
12130 · Business Operations Manager/Par	4,320.19	2,145.68	2,174.51	101.34%
12120 · Business Recruitment/Retention - Other	5,786.89	345.02	5,441.87	1,577.26%
Total 12120 · Business Recruitment/Retention	<u>10,107.08</u>	<u>2,490.70</u>	<u>7,616.38</u>	<u>305.79%</u>

Pflugerville Community Development Corporation
Profit & Loss Prev Year Comparison
September 2013

	<u>Sep 13</u>	<u>Sep 12</u>	<u>\$ Change</u>	<u>% Change</u>
12140 · Administrative Assistant	0.00	2,501.80	-2,501.80	-100.0%
Total 12100 · Personnel Costs	<u>25,399.21</u>	<u>32,480.84</u>	<u>-7,081.63</u>	<u>-21.8%</u>
12300 · Technology Based Services	251.00	-222.10	473.10	-213.01%
20000 · Marketing				
20100 · Postage	0.00	43.00	-43.00	-100.0%
20200 · Design & Layout	0.00	345.50	-345.50	-100.0%
20400 · Promotional Items	226.50	1,250.00	-1,023.50	-81.88%
20500 · Advertising	0.00	7,251.00	-7,251.00	-100.0%
20600 · Tradeshows	763.42	2,751.25	-1,987.83	-72.25%
20700 · Travel	1,037.12	1,898.38	-861.26	-45.37%
20900 · Conferences	0.00	2,270.00	-2,270.00	-100.0%
21100 · Regional Marketing	750.00	0.00	750.00	100.0%
21200 · Site Visits, In/Out of Town Meet	682.93	68.00	614.93	904.31%
21400 · Professional Services	0.00	27,143.00	-27,143.00	-100.0%
21600 · Website	7,464.03	0.00	7,464.03	100.0%
21700 · Public Relations	0.00	-26,000.00	26,000.00	100.0%
20000 · Marketing - Other	0.00	169.00	-169.00	-100.0%
Total 20000 · Marketing	<u>10,924.00</u>	<u>17,189.13</u>	<u>-6,265.13</u>	<u>-36.45%</u>
30000 · BR&E				
30400 · New Business/Expansion Event	0.00	-1,531.00	1,531.00	100.0%
30500 · BR&E Miscellaneous	3,733.96	0.00	3,733.96	100.0%
Total 30000 · BR&E	<u>3,733.96</u>	<u>-1,531.00</u>	<u>5,264.96</u>	<u>-343.89%</u>
40000 · Real Estate				
40200 · Renewable Energy Park Construct				
40220 · Phase I Infrastructure Improve				
40100 · Renewable Energy Park				
40120 · Electric	0.00	28.12	-28.12	-100.0%
Total 40100 · Renewable Energy Park	<u>0.00</u>	<u>28.12</u>	<u>-28.12</u>	<u>-100.0%</u>
40220 · Phase I Infrastructure Improve - Other	0.00	-2,514,712.02	2,514,712.02	100.0%
Total 40220 · Phase I Infrastructure Improve	<u>0.00</u>	<u>-2,514,683.90</u>	<u>2,514,683.90</u>	<u>100.0%</u>
Total 40200 · Renewable Energy Park Construct	0.00	-2,514,683.90	2,514,683.90	100.0%
40300 · Land Sale Expenses	24,480.00	0.00	24,480.00	100.0%
Total 40000 · Real Estate	<u>24,480.00</u>	<u>-2,514,683.90</u>	<u>2,539,163.90</u>	<u>-100.97%</u>
41000 · EB5	0.00	-1,691,605.00	1,691,605.00	100.0%
42000 · Phase 2	121,130.50	0.00	121,130.50	100.0%
50000 · Banking				

Pflugerville Community Development Corporation
Profit & Loss Year Comparison
September 2013

	<u>Sep 13</u>	<u>Sep 12</u>	<u>\$ Change</u>	<u>% Change</u>
50400 · Land Note-Interest Note	25,601.27	15,134.03	10,467.24	69.16%
50000 · Banking - Other	250.79	19,633.33	-19,382.54	-98.72%
Total 50000 · Banking	25,852.06	34,767.36	-8,915.30	-25.64%
60000 · Projects				
60300 · Community Cars	0.00	-7,871.18	7,871.18	100.0%
60400 · Complete Energy Systems	0.00	-600,000.00	600,000.00	100.0%
60500 · Windata	0.00	-1,500,000.00	1,500,000.00	100.0%
60600 · DPS Drivers License	0.00	-112,000.00	112,000.00	100.0%
60700 · Today in America	0.00	-12,400.00	12,400.00	100.0%
Total 60000 · Projects	0.00	-2,232,271.18	2,232,271.18	100.0%
63500 · Princess Craft Rent	3,800.00	0.00	3,800.00	100.0%
6600 · Parking	183.50	0.00	183.50	100.0%
66000 · 130 Commerce Center, L.L.C.	34,000.00	11.00	33,989.00	308,990.91%
66701 · Depreciation	0.00	15,652.00	-15,652.00	-100.0%
68000 · Tracking Point	390,660.62	0.00	390,660.62	100.0%
70000 · Community				
70100 · Challenge Grants				
70120 · PAYSL				
70130 · 911 Console	96,835.74	0.00	96,835.74	100.0%
Total 70120 · PAYSL	96,835.74	0.00	96,835.74	100.0%
70140 · PDA Street Lights	15,400.00	0.00	15,400.00	100.0%
70100 · Challenge Grants - Other	0.00	-1,362.00	1,362.00	100.0%
Total 70100 · Challenge Grants	112,235.74	-1,362.00	113,597.74	-8,340.51%
Total 70000 · Community	112,235.74	-1,362.00	113,597.74	-8,340.51%
Total Expense	773,956.65	-6,339,139.10	7,113,095.75	-112.21%
Net Ordinary Income	-575,588.04	6,577,655.15	-7,153,243.19	-108.75%
Other Income/Expense				
Other Income				
7010 · Interest Income	120.79	879,346.61	-879,225.82	-99.99%
Total Other Income	120.79	879,346.61	-879,225.82	-99.99%
Other Expense				
8110 · Miscellaneous	0.00	-1.35	1.35	100.0%
Total Other Expense	0.00	-1.35	1.35	100.0%
Net Other Income	120.79	879,347.96	-879,227.17	-99.99%

Pflugerville Community Development Corporation
Profit & Loss Prev Year Comparison
September 2013

	<u>Sep 13</u>	<u>Sep 12</u>	<u>\$ Change</u>	<u>% Change</u>
Net Income	<u>-575,467.25</u>	<u>7,457,003.11</u>	<u>-8,032,470.36</u>	<u>-107.72%</u>

Pflugerville Community Development Corporation
Profit & Loss Year Comparison
 October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>	<u>Oct '11 - Sep 12</u>	<u>\$ Change</u>	<u>% Change</u>
Ordinary Income/Expense				
Income				
4000 · Sales Tax Rebates	2,386,841.45	2,206,126.88	180,714.57	8.19%
Total Income	<u>2,386,841.45</u>	<u>2,206,126.88</u>	<u>180,714.57</u>	<u>8.19%</u>
Gross Profit	2,386,841.45	2,206,126.88	180,714.57	8.19%
Expense				
10300 · Training/Workshop	3,000.00	1,120.00	1,880.00	167.86%
10400 · Equipment Rental	3,315.43	3,131.40	184.03	5.88%
10500 · Insurance	2,822.58	4,292.50	-1,469.92	-34.24%
10600 · Licenses and Permits	535.00	2.00	533.00	26,650.0%
10700 · Board Meals	2,131.63	759.25	1,372.38	180.76%
10800 · Memberships/Dues/Subscriptions	6,016.36	7,106.99	-1,090.63	-15.35%
10900 · Postage and Delivery	807.18	1,442.51	-635.33	-44.04%
11100 · Printing and Reproduction	389.17	80.00	309.17	386.46%
11200 · Professional Fees				
11210 · Office Plants	0.00	564.04	-564.04	-100.0%
11220 · Legal Fees	18,751.76	1,364.36	17,387.40	1,274.4%
11230 · Cleaning	2,475.00	2,475.00	0.00	0.0%
11240 · Accounting	29,571.18	7,550.00	22,021.18	291.67%
11250 · Consulting	4,500.00	7,871.88	-3,371.88	-42.83%
11200 · Professional Fees - Other	0.00	243.27	-243.27	-100.0%
Total 11200 · Professional Fees	<u>55,297.94</u>	<u>20,068.55</u>	<u>35,229.39</u>	<u>175.55%</u>
11300 · Rent	42,900.00	36,300.00	6,600.00	18.18%
11400 · Repairs	1,542.09	603.54	938.55	155.51%
11500 · Telephone	4,006.62	4,214.28	-207.66	-4.93%
11600 · Travel & Ent				
11610 · Transportation	9,398.22	4,504.96	4,893.26	108.62%
11630 · Meals	1,044.64	129.65	914.99	705.74%
11600 · Travel & Ent - Other	0.00	2,481.55	-2,481.55	-100.0%
Total 11600 · Travel & Ent	<u>10,442.86</u>	<u>7,116.16</u>	<u>3,326.70</u>	<u>46.75%</u>
11700 · Utilities				
11710 · Gas and Electric	2,473.78	3,115.16	-641.38	-20.59%
Total 11700 · Utilities	<u>2,473.78</u>	<u>3,115.16</u>	<u>-641.38</u>	<u>-20.59%</u>
11900 · Office Supplies				
11910 · Consumables	3,462.19	2,450.63	1,011.56	41.28%
11920 · Equipment	4,500.61	1,061.07	3,439.54	324.16%
11930 · Office Miscellaneous	471.71	271.96	199.75	73.45%
11900 · Office Supplies - Other	0.00	50.00	-50.00	-100.0%
Total 11900 · Office Supplies	<u>8,434.51</u>	<u>3,833.66</u>	<u>4,600.85</u>	<u>120.01%</u>
12000 · City Contractual Services	7,214.51	5,938.86	1,275.65	21.48%

Pflugerville Community Development Corporation Profit & Loss Prev Year Comparison October 2012 through September 2013

	Oct '12 - Sep 13	Oct '11 - Sep 12	\$ Change	% Change
12100 · Personnel Costs				
12110 · Executive Director/Attorney	201,521.33	201,615.67	-94.34	-0.05%
12120 · Business Recruitment/Retention				
12130 · Business Operations Manager/Par	53,186.95	2,145.68	51,041.27	2,378.79%
12120 · Business Recruitment/Retention - Other	74,446.13	68,635.50	5,810.63	8.47%
Total 12120 · Business Recruitment/Retention	<u>127,633.08</u>	<u>70,781.18</u>	<u>56,851.90</u>	<u>80.32%</u>
12140 · Administrative Assistant	0.00	46,953.58	-46,953.58	-100.0%
12100 · Personnel Costs - Other	0.00	146.72	-146.72	-100.0%
Total 12100 · Personnel Costs	<u>329,154.41</u>	<u>319,497.15</u>	<u>9,657.26</u>	<u>3.02%</u>
12200 · PO Box Rental	122.00	118.00	4.00	3.39%
12300 · Technology Based Services	4,855.88	5,022.46	-166.58	-3.32%
20000 · Marketing				
20100 · Postage	3,030.10	1,254.36	1,775.74	141.57%
20200 · Design & Layout	41,986.34	7,669.91	34,316.43	447.42%
20300 · Printing	1,585.28	283.05	1,302.23	460.07%
20400 · Promotional Items	9,573.57	6,616.05	2,957.52	44.7%
20500 · Advertising	20,197.50	24,787.00	-4,589.50	-18.52%
20600 · Tradeshow	17,846.66	29,697.61	-11,850.95	-39.91%
20700 · Travel	20,346.27	17,417.66	2,928.61	16.81%
20800 · Regional Exhibitions	1,472.62	0.00	1,472.62	100.0%
20900 · Conferences	4,539.00	4,204.00	335.00	7.97%
21000 · Networking	100.00	1,505.00	-1,405.00	-93.36%
21100 · Regional Marketing	7,266.91	2,000.00	5,266.91	263.35%
21200 · Site Visits, In/Out of Town Meet	3,536.87	2,104.52	1,432.35	68.06%
21400 · Professional Services				
21450 · Clean Texas	15,000.00	0.00	15,000.00	100.0%
21400 · Professional Services - Other	12,772.27	42,289.00	-29,516.73	-69.8%
Total 21400 · Professional Services	<u>27,772.27</u>	<u>42,289.00</u>	<u>-14,516.73</u>	<u>-34.33%</u>
21430 · R&R Partners	20,000.00	0.00	20,000.00	100.0%
21500 · Outside Group Investments	35,000.00	20,000.00	15,000.00	75.0%
21600 · Website	19,038.11	513.63	18,524.48	3,606.58%
21700 · Public Relations				
21800 · Community/Events PR	3,169.00	0.00	3,169.00	100.0%
21700 · Public Relations - Other	23,300.00	-13,411.00	36,711.00	-273.74%
Total 21700 · Public Relations	<u>26,469.00</u>	<u>-13,411.00</u>	<u>39,880.00</u>	<u>-297.37%</u>
20000 · Marketing - Other	0.00	1,311.14	-1,311.14	-100.0%
Total 20000 · Marketing	<u>259,760.50</u>	<u>148,241.93</u>	<u>111,518.57</u>	<u>75.23%</u>
30000 · BR&E				
30100 · EIO Roundtables/Golf	14,000.00	10,000.00	4,000.00	40.0%
30200 · Subscriptions	1,024.00	566.00	458.00	80.92%
30300 · BR&E Training	970.00	6,364.05	-5,394.05	-84.76%

Pflugerville Community Development Corporation Profit & Loss Year Comparison October 2012 through September 2013

	Oct '12 - Sep 13	Oct '11 - Sep 12	\$ Change	% Change
30400 · New Business/Expansion Event	15,795.00	9,395.29	6,399.71	68.12%
30500 · BR&E Miscellaneous	5,312.96	4,490.14	822.82	18.33%
Total 30000 · BR&E	37,101.96	30,815.48	6,286.48	20.4%
40000 · Real Estate				
40200 · Renewable Energy Park Construct				
40210 · Lift Station	1,124.40	7,451.01	-6,326.61	-84.91%
40220 · Phase I Infrastructure Improve				
40100 · Renewable Energy Park				
40110 · Water	308.42	2,778.00	-2,469.58	-88.9%
40120 · Electric	1,568.39	171.54	1,396.85	814.3%
40150 · Mowing	755.00	270.00	485.00	179.63%
40100 · Renewable Energy Park - Other	6,299.88	0.00	6,299.88	100.0%
Total 40100 · Renewable Energy Park	8,931.69	3,219.54	5,712.15	177.42%
40222 · Landscaping	2,463.69	0.00	2,463.69	100.0%
40230 · Deed Restrictions	425.00	13,298.00	-12,873.00	-96.8%
40220 · Phase I Infrastructure Improve - Other	179,780.01	1,711.86	178,068.15	10,402.03%
Total 40220 · Phase I Infrastructure Improve	191,600.39	18,229.40	173,370.99	951.05%
40200 · Renewable Energy Park Construct - Other	49,440.32	1,262.77	48,177.55	3,815.23%
Total 40200 · Renewable Energy Park Construct	242,165.11	26,943.18	215,221.93	798.8%
40300 · Land Sale Expenses	27,280.00	0.00	27,280.00	100.0%
40000 · Real Estate - Other	0.00	903.79	-903.79	-100.0%
Total 40000 · Real Estate	269,445.11	27,846.97	241,598.14	867.59%
41000 · EB5	50,000.00	-1,691,605.00	1,741,605.00	-102.96%
42000 · Phase 2	501,366.37	0.00	501,366.37	100.0%
43000 · Test Fits	5,000.00	0.00	5,000.00	100.0%
50000 · Banking				
50100 · Interest Expense	0.00	33,645.84	-33,645.84	-100.0%
50200 · Bond Repayment	255,785.63	185,682.50	70,103.13	37.75%
50400 · Land Note-Interest Note	313,228.71	321,456.22	-8,227.51	-2.56%
50000 · Banking - Other	285.79	55,377.09	-55,091.30	-99.48%
Total 50000 · Banking	569,300.13	596,161.65	-26,861.52	-4.51%
60000 · Projects				
60100 · Direct Manufacturing	16,000.00	0.00	16,000.00	100.0%
60300 · Community Cars	0.00	15,777.09	-15,777.09	-100.0%
60400 · Complete Energy Systems	0.00	117,410.00	-117,410.00	-100.0%
60500 · Windata	0.00	18,154.00	-18,154.00	-100.0%
60600 · DPS Drivers License	0.00	112,000.00	-112,000.00	-100.0%
60700 · Today in America	0.00	1,000.00	-1,000.00	-100.0%
60800 · CEDS Study	1,400.00	165,691.04	-164,291.04	-99.16%
60900 · Spirit of Texas	0.00	30,000.00	-30,000.00	-100.0%

Pflugerville Community Development Corporation
Profit & Loss Prev Year Comparison
 October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>	<u>Oct '11 - Sep 12</u>	<u>\$ Change</u>	<u>% Change</u>
61000 · Pflugerville Education Foundati	50,000.00	37,000.00	13,000.00	35.14%
60000 · Projects - Other	0.00	10,000.00	-10,000.00	-100.0%
Total 60000 · Projects	67,400.00	507,032.13	-439,632.13	-86.71%
61200 · Community Impact - Development				
61210 · Platting, Surveying & Land Imp	136,675.75	0.00	136,675.75	100.0%
61200 · Community Impact - Development - Other	435,599.64	0.00	435,599.64	100.0%
Total 61200 · Community Impact - Development	572,275.39	0.00	572,275.39	100.0%
61300 · Leadership Project	627.37	0.00	627.37	100.0%
62000 · Project EIEIO				
62100 · Platting, Surveying & Land Imp	40,941.24	0.00	40,941.24	100.0%
62000 · Project EIEIO - Other	10,173.26	0.00	10,173.26	100.0%
Total 62000 · Project EIEIO	51,114.50	0.00	51,114.50	100.0%
63000 · Lil Mama's	10,000.00	0.00	10,000.00	100.0%
63500 · Princess Craft Rent	44,975.00	0.00	44,975.00	100.0%
64000 · PT Products	58,846.00	0.00	58,846.00	100.0%
65000 · Rotary Club	1,500.00	0.00	1,500.00	100.0%
6600 · Parking	787.28	0.00	787.28	100.0%
66000 · 130 Commerce Center, L.L.C.	67,600.00	11.00	67,589.00	614,445.46%
6630 · Promotion				
6639 · Promotion 2009	0.00	-410.00	410.00	100.0%
Total 6630 · Promotion	0.00	-410.00	410.00	100.0%
66701 · Depreciation	0.00	15,652.00	-15,652.00	-100.0%
67000 · Project Pandora	2,515.00	0.00	2,515.00	100.0%
67500 · Zonability	14,995.00	0.00	14,995.00	100.0%
68000 · Tracking Point	562,337.90	0.00	562,337.90	100.0%
69000 · Project Thin-nology	8,748.01	0.00	8,748.01	100.0%
69500 · Project Wave	28,000.00	0.00	28,000.00	100.0%
70000 · Community				
70100 · Challenge Grants				
70110 · MOMS Group	0.00	4,094.00	-4,094.00	-100.0%
70120 · PAYSL				
70130 · 911 Console	96,835.74	0.00	96,835.74	100.0%
70120 · PAYSL - Other	0.00	24,440.00	-24,440.00	-100.0%
Total 70120 · PAYSL	96,835.74	24,440.00	72,395.74	296.22%
70140 · PDA Street Lights	29,400.00	0.00	29,400.00	100.0%
70100 · Challenge Grants - Other	29,755.00	-1,362.00	31,117.00	-2,284.66%
Total 70100 · Challenge Grants	155,990.74	27,172.00	128,818.74	474.09%
70200 · Capital Park Improvement Projec	25,000.00	0.00	25,000.00	100.0%
70300 · Highway Wildflower Planting	0.00	30,716.52	-30,716.52	-100.0%
Total 70000 · Community	180,990.74	57,888.52	123,102.22	212.65%

Pflugerville Community Development Corporation
Profit & Loss Prev Year Comparison
 October 2012 through September 2013

	<u>Oct '12 - Sep 13</u>	<u>Oct '11 - Sep 12</u>	<u>\$ Change</u>	<u>% Change</u>
Total Expense	3,850,148.21	115,397.15	3,734,751.06	3,236.43%
Net Ordinary Income	-1,463,306.76	2,090,729.73	-3,554,036.49	-169.99%
Other Income/Expense				
Other Income				
7010 · Interest Income	4,952.30	8,406.99	-3,454.69	-41.09%
8001 · Gain on Sale of Land	873,100.17	0.00	873,100.17	100.0%
Total Other Income	878,052.47	8,406.99	869,645.48	10,344.31%
Other Expense				
8110 · Miscellaneous	2,875.00	-1.35	2,876.35	-213,062.96%
Total Other Expense	2,875.00	-1.35	2,876.35	-213,062.96%
Net Other Income	875,177.47	8,408.34	866,769.13	10,308.45%
Net Income	<u>-588,129.29</u>	<u>2,099,138.07</u>	<u>-2,687,267.36</u>	<u>-128.02%</u>