

**Pflugerville Community Development Corporation**  
**Balance Sheet**  
 As of October 31, 2013

|  | <u>Oct 31, 13</u>           | <u>Oct 31, 12</u>           | <u>% Change</u>     |
|--|-----------------------------|-----------------------------|---------------------|
| <b>ASSETS</b>                          |                             |                             |                     |
| <b>Current Assets</b>                  |                             |                             |                     |
| <b>Checking/Savings</b>                |                             |                             |                     |
| 1010 · First Texas Bank - Checking     | 91,388.16                   | 43,311.20                   | 111.0%              |
| 1039 · Citizens National Bank - CD 5   | 0.00                        | 308,693.42                  | -100.0%             |
| 1040 · First Texas Bank - Money Market | 1,462,539.61                | 331,838.89                  | 340.74%             |
| <b>Total Checking/Savings</b>          | <u>1,553,927.77</u>         | <u>683,843.51</u>           | <u>127.23%</u>      |
| <b>Other Current Assets</b>            |                             |                             |                     |
| 1225 · Sales Tax Receivable            | 416,564.00                  | 416,564.00                  | 0.0%                |
| 1240 · Employee Advance                | 0.00                        | 141.74                      | -100.0%             |
| <b>Total Other Current Assets</b>      | <u>416,564.00</u>           | <u>416,705.74</u>           | <u>-0.03%</u>       |
| <b>Total Current Assets</b>            | 1,970,491.77                | 1,100,549.25                | 79.05%              |
| <b>Fixed Assets</b>                    |                             |                             |                     |
| 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%                |
| <b>Total Fixed Assets</b>              | <u>12,477.23</u>            | <u>12,477.23</u>            | <u>0.0%</u>         |
| <b>Other Assets</b>                    |                             |                             |                     |
| 1300 · Note Receivable PE Ceramics     | 6,794.46                    | 6,794.46                    | 0.0%                |
| <b>1610 · Land</b>                     |                             |                             |                     |
| 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%                |
| <b>Total 1610 · Land</b>               | <u>13,954,829.95</u>        | <u>13,954,829.95</u>        | <u>0.0%</u>         |
| <b>Total Other Assets</b>              | <u>13,961,624.41</u>        | <u>13,961,624.41</u>        | <u>0.0%</u>         |
| <b>TOTAL ASSETS</b>                    | <u><u>15,944,593.41</u></u> | <u><u>15,074,650.89</u></u> | <u><u>5.77%</u></u> |
| <b>LIABILITIES &amp; EQUITY</b>        |                             |                             |                     |
| <b>Liabilities</b>                     |                             |                             |                     |
| <b>Current Liabilities</b>             |                             |                             |                     |
| <b>Credit Cards</b>                    |                             |                             |                     |
| 1150 · Mary Poche-VISA                 | 2,722.85                    | 0.00                        | 100.0%              |
| 1151 · Floyd Akers-VISA                | 1,730.03                    | 0.00                        | 100.0%              |
| 1152 · Christian Kurtz-Visa            | 563.25                      | 0.00                        | 100.0%              |
| <b>Total Credit Cards</b>              | <u>5,016.13</u>             | <u>0.00</u>                 | <u>100.0%</u>       |
| <b>Other Current Liabilities</b>       |                             |                             |                     |
| 2001 · Accounts Payable Accrual        | 145,525.69                  | 145,525.69                  | 0.0%                |

Pflugerville Community Development Corporation

**Balance Sheet**

As of October 31, 2013

|  | <u>Oct 31, 13</u>    | <u>Oct 31, 12</u>    | <u>% Change</u> |
|--|----------------------|----------------------|-----------------|
| 2150 · Accrued Interest Expense        | 33,646.00            | 33,646.00            | 0.0%            |
| <b>Total Other Current Liabilities</b> | <u>179,171.69</u>    | <u>179,171.69</u>    | <u>0.0%</u>     |
| <b>Total Current Liabilities</b>       | 184,187.82           | 179,171.69           | 2.8%            |
| <b>Long Term Liabilities</b>           |                      |                      |                 |
| 2530 · Citizens N/P-Land Note          | 4,800,000.00         | 4,800,000.00         | 0.0%            |
| 2535 · N/P-Citizens Bank 3.7M          | 3,700,000.00         | 3,700,000.00         | 0.0%            |
| 2560 · First Texas Bank ...882         | 1,281,030.24         | 0.00                 | 100.0%          |
| <b>Total Long Term Liabilities</b>     | <u>9,781,030.24</u>  | <u>8,500,000.00</u>  | <u>15.07%</u>   |
| <b>Total Liabilities</b>               | 9,965,218.06         | 8,679,171.69         | 14.82%          |
| <b>Equity</b>                          |                      |                      |                 |
| 1110 · Retained Earnings               | 981,146.05           | 1,569,275.34         | -37.48%         |
| 3050 · Fund Balances                   |                      |                      |                 |
| 3100 · Unrestricted                    | 4,922,501.23         | 4,922,501.23         | 0.0%            |
| <b>Total 3050 · Fund Balances</b>      | <u>4,922,501.23</u>  | <u>4,922,501.23</u>  | <u>0.0%</u>     |
| <b>Net Income</b>                      | <u>75,728.07</u>     | <u>-96,297.37</u>    | <u>-178.64%</u> |
| <b>Total Equity</b>                    | <u>5,979,375.35</u>  | <u>6,395,479.20</u>  | <u>-6.51%</u>   |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>  | <u>15,944,593.41</u> | <u>15,074,650.89</u> | <u>5.77%</u>    |

Pflugerville Community Development Corporation  
**Statement of Cash Flows**  
October 2013

|  | <u>Oct 13</u>              |
|--|----------------------------|
| <b>OPERATING ACTIVITIES</b>  |                            |
| Net income   | 75,728.07                  |
| Adjustments to reconcile Net Income<br>to net cash provided by operations: |                            |
| 1150 · Mary Poche-VISA   | 595.81                     |
| 1151 · Floyd Akers-VISA  | 749.90                     |
| 1152 · Christian Kurtz-Visa  | 453.25                     |
| Net cash provided by Operating Activities                                  | <u>77,527.03</u>           |
| <b>FINANCING ACTIVITIES</b>  |                            |
| 2560 · First Texas Bank ...882   | <u>1,281,030.24</u>        |
| Net cash provided by Financing Activities                                  | <u>1,281,030.24</u>        |
| <br>Net cash increase for period   | <br>1,358,557.27           |
| <br>Cash at beginning of period  | <br><u>195,370.50</u>      |
| Cash at end of period  | <u><u>1,553,927.77</u></u> |

**Pflugerville Community Development Corporation**  
**Profit & Loss Budget vs. Actual**  
 October 2013

|   | <u>Oct 13</u>     | <u>Budget</u>       | <u>% of Budget</u> |
|---|-------------------|---------------------|--------------------|
| <b>Ordinary Income/Expense</b>                      |                   |                     |                    |
| <b>Income</b>                                       |                   |                     |                    |
| 4000 · Sales Tax Rebates                            | 206,532.85        | 2,505,308.00        | 8.24%              |
| <b>Total Income</b>                                 | <u>206,532.85</u> | <u>2,505,308.00</u> | <u>8.24%</u>       |
| <br>  |                   |                     |                    |
| <b>Gross Profit</b>                                 | 206,532.85        | 2,505,308.00        | 8.24%              |
| <br>  |                   |                     |                    |
| <b>Expense</b>                                      |                   |                     |                    |
| 61200 · Community Impact - Development              |                   |                     |                    |
| 61210 · Platting, Surveying & Land Imp              | 42,896.60         |                     |                    |
| 61200 · Community Impact - Development - Other      | 657.26            | 40,000.00           | 1.64%              |
| <b>Total 61200 · Community Impact - Development</b> | <u>43,553.86</u>  | <u>40,000.00</u>    | <u>108.89%</u>     |
| <br>  |                   |                     |                    |
| 42000 · Phase 2                                     | 37,851.25         |                     |                    |
| 66000 · 130 Commerce Center, L.L.C.                 | 34,000.00         |                     |                    |
| 12100 · Personnel Costs                             |                   |                     |                    |
| 12110 · Executive Director/Attorney                 | 15,292.13         | 212,304.00          | 7.2%               |
| 12120 · Business Recruitment/Retention              |                   |                     |                    |
| 12120 · Business Recruitment/Retention - Other      | 5,786.89          | 78,087.00           | 7.41%              |
| 12130 · Business Operations Manager/Par             | 4,320.19          | 58,300.00           | 7.41%              |
| <b>Total 12120 · Business Recruitment/Retention</b> | <u>10,107.08</u>  | <u>136,387.00</u>   | <u>7.41%</u>       |
| <br>  |                   |                     |                    |
| 12140 · Administrative Assistant                    | 0.00              | 20,000.00           | 0.0%               |
| <b>Total 12100 · Personnel Costs</b>                | <u>25,399.21</u>  | <u>368,691.00</u>   | <u>6.89%</u>       |
| <br>  |                   |                     |                    |
| 65500 · Project BullTiger                           | 25,000.00         |                     |                    |
| 50000 · Banking                                     |                   |                     |                    |
| 50400 · Land Note-Interest Note                     | 24,775.41         | 360,000.00          | 6.88%              |
| 50300 · Finance Charge                              | 5.00              |                     |                    |
| 50200 · Bond Repayment                              | 0.00              | 375,889.00          | 0.0%               |
| <b>Total 50000 · Banking</b>                        | <u>24,780.41</u>  | <u>735,889.00</u>   | <u>3.37%</u>       |
| <br>  |                   |                     |                    |
| 20000 · Marketing                                   |                   |                     |                    |
| 20500 · Advertising                                 | 3,756.50          | 25,000.00           | 15.03%             |
| 21700 · Public Relations                            |                   |                     |                    |
| 21700 · Public Relations - Other                    | 2,800.00          | 20,000.00           | 14.0%              |
| 21800 · Community/Events PR                         | 0.00              | 3,000.00            | 0.0%               |
| <b>Total 21700 · Public Relations</b>               | <u>2,800.00</u>   | <u>23,000.00</u>    | <u>12.17%</u>      |
| <br>  |                   |                     |                    |
| 20400 · Promotional Items                           | 1,413.00          | 9,000.00            | 15.7%              |
| 20700 · Travel                                      | 994.61            | 20,000.00           | 4.97%              |
| 21100 · Regional Marketing                          | 750.00            | 3,000.00            | 25.0%              |
| 20800 · Regional Exhibitions                        | 573.28            | 3,000.00            | 19.11%             |
| 20600 · Tradeshows                                  | 135.00            | 25,000.00           | 0.54%              |

**Pflugerville Community Development Corporation**  
**Profit & Loss Budget vs. Actual**  
 October 2013

|  | <u>Oct 13</u>    | <u>Budget</u>     | <u>% of Budget</u> |
|--|------------------|-------------------|--------------------|
| 21420 · Angelou Economics Event Sponsor    | 0.00             | 20,000.00         | 0.0%               |
| 21430 · R&R Partners                       | 0.00             | 18,000.00         | 0.0%               |
| 21500 · Outside Group Investments          | 0.00             | 35,000.00         | 0.0%               |
| 21600 · Website                            | 0.00             | 10,000.00         | 0.0%               |
| 21000 · Networking                         | 0.00             | 1,000.00          | 0.0%               |
| 21410 · Target Industry Prospects          | 0.00             | 15,000.00         | 0.0%               |
| 21400 · Professional Services              |                  |                   |                    |
| 21450 · Clean Texas                        | 0.00             | 18,000.00         | 0.0%               |
| 21400 · Professional Services - Other      | 0.00             | 20,000.00         | 0.0%               |
| <b>Total 21400 · Professional Services</b> | <b>0.00</b>      | <b>38,000.00</b>  | <b>0.0%</b>        |
|  |                  |                   |                    |
| 21200 · Site Visits, In/Out of Town Meet   | 0.00             | 2,500.00          | 0.0%               |
| 20900 · Conferences                        | 0.00             | 5,000.00          | 0.0%               |
| 20300 · Printing                           | 0.00             | 2,000.00          | 0.0%               |
| 20200 · Design & Layout                    | 0.00             | 40,000.00         | 0.0%               |
| 20100 · Postage                            | 0.00             | 3,000.00          | 0.0%               |
| <b>Total 20000 · Marketing</b>             | <b>10,422.39</b> | <b>297,500.00</b> | <b>3.5%</b>        |
|  |                  |                   |                    |
| 11300 · Rent                               | 6,800.00         | 46,800.00         | 14.53%             |
| 61600 · PCDC Office Finish out             | 5,000.00         | 100,000.00        | 5.0%               |
| 63500 · Princess Craft Rent                | 3,800.00         | 45,600.00         | 8.33%              |
| 69500 · Project Wave                       | 2,650.00         |                   |                    |
| 69000 · Project Thin-nology                | 2,500.00         | 50,000.00         | 5.0%               |
| 10800 · Memberships/Dues/Subscriptions     | 2,125.00         | 6,000.00          | 35.42%             |
| 30000 · BR&E                               |                  |                   |                    |
| 30500 · BR&E Miscellaneous                 | 2,000.00         | 5,000.00          | 40.0%              |
| 30200 · Subscriptions                      | 0.00             | 1,200.00          | 0.0%               |
| 30400 · New Business/Expansion Event       | 0.00             | 10,000.00         | 0.0%               |
| 30300 · BR&E Training                      | 0.00             | 8,000.00          | 0.0%               |
| 30100 · EIO Roundtables/Golf               | 0.00             | 15,000.00         | 0.0%               |
| <b>Total 30000 · BR&amp;E</b>              | <b>2,000.00</b>  | <b>39,200.00</b>  | <b>5.1%</b>        |
|  |                  |                   |                    |
| 11200 · Professional Fees                  |                  |                   |                    |
| 11220 · Legal Fees                         | 1,098.86         | 5,000.00          | 21.98%             |
| 11230 · Cleaning                           | 450.00           | 2,750.00          | 16.36%             |
| 11240 · Accounting                         | 393.75           | 12,000.00         | 3.28%              |
| 11250 · Consulting                         | 0.00             | 5,000.00          | 0.0%               |
| 11200 · Professional Fees - Other          | 0.00             | 250.00            | 0.0%               |
| <b>Total 11200 · Professional Fees</b>     | <b>1,942.61</b>  | <b>25,000.00</b>  | <b>7.77%</b>       |
|  |                  |                   |                    |
| 11900 · Office Supplies                    |                  |                   |                    |
| 11910 · Consumables                        | 736.01           | 3,000.00          | 24.53%             |
| 11920 · Equipment                          | 0.00             | 4,000.00          | 0.0%               |
| 11930 · Office Miscellaneous               | 0.00             | 500.00            | 0.0%               |

**Pflugerville Community Development Corporation**  
**Profit & Loss Budget vs. Actual**  
 October 2013

|   | <u>Oct 13</u> | <u>Budget</u>     | <u>% of Budget</u> |
|---|---------------|-------------------|--------------------|
| Total 11900 · Office Supplies           | 736.01        | 7,500.00          | 9.81%              |
| 12000 · City Contractual Services       | 682.98        | 8,100.00          | 8.43%              |
| 11500 · Telephone                       | 301.39        | 4,000.00          | 7.54%              |
| 10400 · Equipment Rental                | 255.21        | 3,500.00          | 7.29%              |
| 12300 · Technology Based Services       | 251.00        | 5,000.00          | 5.02%              |
| 11600 · Travel & Ent                    |               |                   |                    |
| 11630 · Meals                           | 119.44        | 1,100.00          | 10.86%             |
| 11610 · Transportation                  | 107.72        | 10,500.00         | 1.03%              |
| 11600 · Travel & Ent - Other            | 0.00          | 500.00            | 0.0%               |
| Total 11600 · Travel & Ent              | <u>227.16</u> | <u>12,100.00</u>  | <u>1.88%</u>       |
| 10900 · Postage and Delivery            | 196.84        | 1,000.00          | 19.68%             |
| 11400 · Repairs                         | 87.68         | 1,000.00          | 8.77%              |
| 6600 · Parking                          | 7.00          | 750.00            | 0.93%              |
| 70000 · Community                       |               |                   |                    |
| 70100 · Challenge Grants                |               |                   |                    |
| 70140 · PDA Street Lights               | 0.00          | 25,000.00         | 0.0%               |
| 70100 · Challenge Grants - Other        | 0.00          | 90,000.00         | 0.0%               |
| Total 70100 · Challenge Grants          | <u>0.00</u>   | <u>115,000.00</u> | <u>0.0%</u>        |
| 70200 · Capital Park Improvement Projec | 0.00          | 100,000.00        | 0.0%               |
| Total 70000 · Community                 | <u>0.00</u>   | <u>215,000.00</u> | <u>0.0%</u>        |
| 65000 · Rotary Club                     | 0.00          | 2,000.00          | 0.0%               |
| 61400 · Mtech                           | 0.00          | 50,000.00         | 0.0%               |
| 61300 · Leadership Project              | 0.00          | 1,600.00          | 0.0%               |
| 60000 · Projects                        |               |                   |                    |
| 60100 · Direct Manufacturing            | 0.00          | 38,000.00         | 0.0%               |
| 61000 · Pflugerville Education Foundati | 0.00          | 50,000.00         | 0.0%               |
| Total 60000 · Projects                  | <u>0.00</u>   | <u>88,000.00</u>  | <u>0.0%</u>        |
| 43000 · Test Fits                       | 0.00          | 10,000.00         | 0.0%               |
| 40000 · Real Estate                     |               |                   |                    |
| 40200 · Renewable Energy Park Construct |               |                   |                    |
| 40220 · Phase I Infrastructure Improve  |               |                   |                    |
| 40222 · Landscaping                     | 0.00          | 3,000.00          | 0.0%               |
| 40100 · Renewable Energy Park           |               |                   |                    |
| 40130 · Sewer                           | 0.00          | 100.00            | 0.0%               |
| 40110 · Water                           | 0.00          | 100.00            | 0.0%               |
| 40150 · Mowing                          | 0.00          | 1,500.00          | 0.0%               |
| Total 40100 · Renewable Energy Park     | <u>0.00</u>   | <u>1,700.00</u>   | <u>0.0%</u>        |
| 40230 · Deed Restrictions               | 0.00          | 1,000.00          | 0.0%               |

**Pflugerville Community Development Corporation**  
**Profit & Loss Budget vs. Actual**  
 October 2013

|   | <u>Oct 13</u>     | <u>Budget</u>       | <u>% of Budget</u> |
|---|-------------------|---------------------|--------------------|
| Total 40220 · Phase I Infrastructure Improve  | 0.00              | 5,700.00            | 0.0%               |
| Total 40200 · Renewable Energy Park Construct | 0.00              | 5,700.00            | 0.0%               |
| 40300 · Land Sale Expenses                    | 0.00              | 3,000.00            | 0.0%               |
| Total 40000 · Real Estate                     | 0.00              | 8,700.00            | 0.0%               |
| 12200 · PO Box Rental                         | 0.00              | 125.00              | 0.0%               |
| 11700 · Utilities                             |                   |                     |                    |
| 11710 · Gas and Electric                      | 0.00              | 2,500.00            | 0.0%               |
| Total 11700 · Utilities                       | 0.00              | 2,500.00            | 0.0%               |
| 11100 · Printing and Reproduction             | 0.00              | 500.00              | 0.0%               |
| 10700 · Board Meals                           | 0.00              | 1,500.00            | 0.0%               |
| 10600 · Licenses and Permits                  | 0.00              | 550.00              | 0.0%               |
| 10500 · Insurance                             | 0.00              | 3,000.00            | 0.0%               |
| 10300 · Training/Workshop                     | 0.00              | 3,000.00            | 0.0%               |
| <b>Total Expense</b>                          | <u>230,570.00</u> | <u>2,184,105.00</u> | <u>10.56%</u>      |
| <b>Net Ordinary Income</b>                    | -24,037.15        | 321,203.00          | -7.48%             |
| <b>Other Income/Expense</b>                   |                   |                     |                    |
| <b>Other Income</b>                           |                   |                     |                    |
| 8001 · Gain on Sale of Land                   | 99,693.97         | 3,000,000.00        | 3.32%              |
| 7010 · Interest Income                        | 71.25             |                     |                    |
| 7030 · City of Pflugerville/Hawaiian F        | 0.00              | 100,000.00          | 0.0%               |
| 7020 · Hawaiian Falls                         | 0.00              | 750,000.00          | 0.0%               |
| 7050 · Tracking Point Sublease                | 0.00              | 604,800.00          | 0.0%               |
| 7060 · Tracking Point Back Property           | 0.00              | 111,897.00          | 0.0%               |
| 7040 · Complete Energy Systems                | 0.00              | 46,800.00           | 0.0%               |
| <b>Total Other Income</b>                     | 99,765.22         | 4,613,497.00        | 2.16%              |
| <b>Other Expense</b>                          |                   |                     |                    |
| 8110 · Miscellaneous                          | 0.00              | 4,613,497.00        | 0.0%               |
| <b>Total Other Expense</b>                    | 0.00              | 4,613,497.00        | 0.0%               |
| <b>Net Other Income</b>                       | 99,765.22         | 0.00                | 100.0%             |
| <b>Net Income</b>                             | <u>75,728.07</u>  | <u>321,203.00</u>   | <u>23.58%</u>      |

Pflugerville Community Development Corporation  
**Profit & Loss Prev Year Comparison**

October 2013

|   | <u>Oct 13</u>     | <u>Oct 12</u>     | <u>\$ Change</u> | <u>% Change</u> |
|---|-------------------|-------------------|------------------|-----------------|
| <b>Ordinary Income/Expense</b>                      |                   |                   |                  |                 |
| <b>Income</b>                                       |                   |                   |                  |                 |
| 4000 · Sales Tax Rebates                            | 206,532.85        | 192,760.42        | 13,772.43        | 7.15%           |
| <b>Total Income</b>                                 | <u>206,532.85</u> | <u>192,760.42</u> | <u>13,772.43</u> | <u>7.15%</u>    |
| <b>Gross Profit</b>                                 | 206,532.85        | 192,760.42        | 13,772.43        | 7.15%           |
| <b>Expense</b>                                      |                   |                   |                  |                 |
| 10400 · Equipment Rental                            | 255.21            | 296.00            | -40.79           | -13.78%         |
| 10700 · Board Meals                                 | 0.00              | 48.15             | -48.15           | -100.0%         |
| 10800 · Memberships/Dues/Subscriptions              | 2,125.00          | 82.60             | 2,042.40         | 2,472.64%       |
| 10900 · Postage and Delivery                        | 196.84            | 0.00              | 196.84           | 100.0%          |
| 11200 · Professional Fees                           |                   |                   |                  |                 |
| 11220 · Legal Fees                                  | 1,098.86          | 105.53            | 993.33           | 941.28%         |
| 11230 · Cleaning                                    | 450.00            | 225.00            | 225.00           | 100.0%          |
| 11240 · Accounting                                  | 393.75            | 0.00              | 393.75           | 100.0%          |
| <b>Total 11200 · Professional Fees</b>              | <u>1,942.61</u>   | <u>330.53</u>     | <u>1,612.08</u>  | <u>487.73%</u>  |
| 11300 · Rent  | 6,800.00          | 6,600.00          | 200.00           | 3.03%           |
| 11400 · Repairs                                     | 87.68             | 0.00              | 87.68            | 100.0%          |
| 11500 · Telephone                                   | 301.39            | 356.88            | -55.49           | -15.55%         |
| 11600 · Travel & Ent                                |                   |                   |                  |                 |
| 11610 · Transportation                              | 107.72            | 2,031.08          | -1,923.36        | -94.7%          |
| 11630 · Meals                                       | 119.44            | 23.37             | 96.07            | 411.08%         |
| <b>Total 11600 · Travel &amp; Ent</b>               | <u>227.16</u>     | <u>2,054.45</u>   | <u>-1,827.29</u> | <u>-88.94%</u>  |
| 11700 · Utilities                                   |                   |                   |                  |                 |
| 11710 · Gas and Electric                            | 0.00              | 238.44            | -238.44          | -100.0%         |
| <b>Total 11700 · Utilities</b>                      | <u>0.00</u>       | <u>238.44</u>     | <u>-238.44</u>   | <u>-100.0%</u>  |
| 11900 · Office Supplies                             |                   |                   |                  |                 |
| 11910 · Consumables                                 | 736.01            | 220.57            | 515.44           | 233.69%         |
| 11930 · Office Miscellaneous                        | 0.00              | 78.77             | -78.77           | -100.0%         |
| <b>Total 11900 · Office Supplies</b>                | <u>736.01</u>     | <u>299.34</u>     | <u>436.67</u>    | <u>145.88%</u>  |
| 12000 · City Contractual Services                   | 682.98            | 455.80            | 227.18           | 49.84%          |
| 12100 · Personnel Costs                             |                   |                   |                  |                 |
| 12110 · Executive Director/Attorney                 | 15,292.13         | 14,926.24         | 365.89           | 2.45%           |
| 12120 · Business Recruitment/Retention              |                   |                   |                  |                 |
| 12130 · Business Operations Manager/Par             | 4,320.19          | 2,431.77          | 1,888.42         | 77.66%          |
| 12120 · Business Recruitment/Retention - Other      | 5,786.89          | 5,432.03          | 354.86           | 6.53%           |
| <b>Total 12120 · Business Recruitment/Retention</b> | <u>10,107.08</u>  | <u>7,863.80</u>   | <u>2,243.28</u>  | <u>28.53%</u>   |
| <b>Total 12100 · Personnel Costs</b>                | <u>25,399.21</u>  | <u>22,790.04</u>  | <u>2,609.17</u>  | <u>11.45%</u>   |



**Pflugerville Community Development Corporation**  
**Profit & Loss Prev Year Comparison**  
 October 2013

|  | <u>Oct 13</u>   | <u>Oct 12</u>     | <u>\$ Change</u>   | <u>% Change</u> |
|--|-----------------|-------------------|--------------------|-----------------|
| 12300 · Technology Based Services              | 251.00          | 271.26            | -20.26             | -7.47%          |
| 20000 · Marketing                              |                 |                   |                    |                 |
| 20100 · Postage                                | 0.00            | 765.66            | -765.66            | -100.0%         |
| 20200 · Design & Layout                        | 0.00            | 499.50            | -499.50            | -100.0%         |
| 20400 · Promotional Items                      | 1,413.00        | 709.52            | 703.48             | 99.15%          |
| 20500 · Advertising                            | 3,756.50        | 5,145.00          | -1,388.50          | -26.99%         |
| 20600 · Tradeshows                             | 135.00          | 151.50            | -16.50             | -10.89%         |
| 20700 · Travel                                 | 994.61          | 1,543.50          | -548.89            | -35.56%         |
| 20800 · Regional Exhibitions                   | 573.28          | 0.00              | 573.28             | 100.0%          |
| 21100 · Regional Marketing                     | 750.00          | 0.00              | 750.00             | 100.0%          |
| 21400 · Professional Services                  |                 |                   |                    |                 |
| 21450 · Clean Texas                            | 0.00            | 15,000.00         | -15,000.00         | -100.0%         |
| 21400 · Professional Services - Other          | 0.00            | 42.64             | -42.64             | -100.0%         |
| Total 21400 · Professional Services            | <u>0.00</u>     | <u>15,042.64</u>  | <u>-15,042.64</u>  | <u>-100.0%</u>  |
| 21500 · Outside Group Investments              | 0.00            | 25,000.00         | -25,000.00         | -100.0%         |
| 21700 · Public Relations                       |                 |                   |                    |                 |
| 21800 · Community/Events PR                    | 0.00            | 169.00            | -169.00            | -100.0%         |
| 21700 · Public Relations - Other               | 2,800.00        | 1,500.00          | 1,300.00           | 86.67%          |
| Total 21700 · Public Relations                 | <u>2,800.00</u> | <u>1,669.00</u>   | <u>1,131.00</u>    | <u>67.77%</u>   |
| Total 20000 · Marketing                        | 10,422.39       | 50,526.32         | -40,103.93         | -79.37%         |
| 30000 · BR&E                                   |                 |                   |                    |                 |
| 30200 · Subscriptions                          | 0.00            | 925.00            | -925.00            | -100.0%         |
| 30500 · BR&E Miscellaneous                     | 2,000.00        | 0.00              | 2,000.00           | 100.0%          |
| Total 30000 · BR&E                             | <u>2,000.00</u> | <u>925.00</u>     | <u>1,075.00</u>    | <u>116.22%</u>  |
| 40000 · Real Estate                            |                 |                   |                    |                 |
| 40200 · Renewable Energy Park Construct        |                 |                   |                    |                 |
| 40220 · Phase I Infrastructure Improve         |                 |                   |                    |                 |
| 40100 · Renewable Energy Park                  |                 |                   |                    |                 |
| 40110 · Water                                  | 0.00            | 16.73             | -16.73             | -100.0%         |
| 40120 · Electric                               | 0.00            | 239.48            | -239.48            | -100.0%         |
| Total 40100 · Renewable Energy Park            | <u>0.00</u>     | <u>256.21</u>     | <u>-256.21</u>     | <u>-100.0%</u>  |
| 40220 · Phase I Infrastructure Improve - Other | 0.00            | 140,215.25        | -140,215.25        | -100.0%         |
| Total 40220 · Phase I Infrastructure Improve   | <u>0.00</u>     | <u>140,471.46</u> | <u>-140,471.46</u> | <u>-100.0%</u>  |
| Total 40200 · Renewable Energy Park Construct  | <u>0.00</u>     | <u>140,471.46</u> | <u>-140,471.46</u> | <u>-100.0%</u>  |
| Total 40000 · Real Estate                      | 0.00            | 140,471.46        | -140,471.46        | -100.0%         |

**Pflugerville Community Development Corporation**  
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 October 2013

|   | <u>Oct 13</u>           | <u>Oct 12</u>            | <u>\$ Change</u>         | <u>% Change</u>        |
|---|-------------------------|--------------------------|--------------------------|------------------------|
| 41000 · EB5   | 0.00                    | 25,000.00                | -25,000.00               | -100.0%                |
| 42000 · Phase 2                                     | 37,851.25               | 0.00                     | 37,851.25                | 100.0%                 |
| 50000 · Banking                                     |                         |                          |                          |                        |
| 50300 · Finance Charge                              | 5.00                    | 0.00                     | 5.00                     | 100.0%                 |
| 50400 · Land Note-Interest Note                     | 24,775.41               | 33,645.83                | -8,870.42                | -26.36%                |
| 50000 · Banking - Other                             | 0.00                    | 35.00                    | -35.00                   | -100.0%                |
| <b>Total 50000 · Banking</b>                        | <u>24,780.41</u>        | <u>33,680.83</u>         | <u>-8,900.42</u>         | <u>-26.43%</u>         |
| 61200 · Community Impact - Development              |                         |                          |                          |                        |
| 61210 · Platting, Surveying & Land Imp              | 42,896.60               | 0.00                     | 42,896.60                | 100.0%                 |
| 61200 · Community Impact - Development - Other      | 657.26                  | 0.00                     | 657.26                   | 100.0%                 |
| <b>Total 61200 · Community Impact - Development</b> | <u>43,553.86</u>        | <u>0.00</u>              | <u>43,553.86</u>         | <u>100.0%</u>          |
| 61600 · PCDC Office Finish out                      | 5,000.00                | 0.00                     | 5,000.00                 | 100.0%                 |
| 62000 · Project EIEIO                               | 0.00                    | 870.00                   | -870.00                  | -100.0%                |
| 63500 · Princess Craft Rent                         | 3,800.00                | 3,800.00                 | 0.00                     | 0.0%                   |
| 65500 · Project BullTiger                           | 25,000.00               | 0.00                     | 25,000.00                | 100.0%                 |
| 6600 · Parking                                      | 7.00                    | 51.00                    | -44.00                   | -86.28%                |
| 66000 · 130 Commerce Center, L.L.C.                 | 34,000.00               | 0.00                     | 34,000.00                | 100.0%                 |
| 69000 · Project Thin-nology                         | 2,500.00                | 0.00                     | 2,500.00                 | 100.0%                 |
| 69500 · Project Wave                                | 2,650.00                | 0.00                     | 2,650.00                 | 100.0%                 |
| <b>Total Expense</b>                                | <u>230,570.00</u>       | <u>289,148.10</u>        | <u>-58,578.10</u>        | <u>-20.26%</u>         |
| <b>Net Ordinary Income</b>                          | <u>-24,037.15</u>       | <u>-96,387.68</u>        | <u>72,350.53</u>         | <u>-75.06%</u>         |
| <b>Other Income/Expense</b>                         |                         |                          |                          |                        |
| <b>Other Income</b>                                 |                         |                          |                          |                        |
| 7010 · Interest Income                              | 71.25                   | 90.31                    | -19.06                   | -21.11%                |
| 8001 · Gain on Sale of Land                         | 99,693.97               | 0.00                     | 99,693.97                | 100.0%                 |
| <b>Total Other Income</b>                           | <u>99,765.22</u>        | <u>90.31</u>             | <u>99,674.91</u>         | <u>110,369.74%</u>     |
| <b>Net Other Income</b>                             | <u>99,765.22</u>        | <u>90.31</u>             | <u>99,674.91</u>         | <u>110,369.74%</u>     |
| <b>Net Income</b>                                   | <u><u>75,728.07</u></u> | <u><u>-96,297.37</u></u> | <u><u>172,025.44</u></u> | <u><u>-178.64%</u></u> |