

Exhibit A

Duluth Economic Development Authority

DEDA Operating Fund 860

2023 Proposed Budget

Presented to DEDA on 10/26/2022

	GL # per TB	2021	2022	2023
		FINAL	REVISED Budget 9/28/2022	PROPOSED Budget 9/28/2022
Beginning Fund Balance		3,324,796	3,171,320	4,199,959
REVENUES				
State of MN-Operating grant (Lincoln Park Housing 2021) (2022 Burnham Grant applied for)	4220	138,470	167,514	
St. Louis County (reimb Pastoret Demo costs)- Project to date, through 9-7-2022 is \$80k total requested & received from SLC. 2022 budget has balance left from the \$325k committed by SLC for miscellaneous demo costs is \$245,000.	4220-02	-	83,052	161,948
IDB Fees	4308	438,575	190,275	50,000
DEDA's Parking Program-Parking Meters/Pay Stations (Interstate)	4371	466,008	479,988.24	494,388
DEDA's Parking Program: Red Wagon Popcorn Cart lot rent	4371	7,662	7,891.86	8,129
DEDA's Parking Program: Transient Parking (Passport Labs)	4373	36,826	37,930.78	39,069
DEDA's Parking Program-Contract Parking (Interstate)	4374	91,750	94,502.50	97,338
Investment Earnings	4601-01	19,316	37,532	35,000
Investment Earnings - Change in Fair Value Investments	4601-02	(71,461)	-	-
Rent of Buildings-Pay Grp O'Reilly LLC	4622	5,443	5,606	5,774
Tax Forfeited Land Purchase/Re-Sale: (In 2022: Land sales to The Fry's for \$2,693.65 & from the Benson's for \$6,511.47)	4640	-	9,105	10,000
Potential Land Sale - Atlas Site	4640	-	17,680	-
Woodland Spur Land Sale	4640	-	184,000	-
Holiday Station-Grand Avenue Land Sale (3401 Grand Ave)-\$99,500 Land sale and DEDA \$500 admin fee	4640	-	100,000	-
Clinton Place Corner of Fairmont -(Main & 68th Ave West)	4640	-	-	50,000
LSC Flats -Titanium Partners Land Purchase of DEDA's Parcel	4640	-	52,800	-
Lester Park-37 acres-sale of land-Not to occur until probably 2024	4640	-	-	-
Other reimbursements-Misc. Fees, Sales & Service: Project Development Fees-Reimbursements from Developers (in 2021, \$3k from MBJ Dev Corp for Reimbursement of Tax abatement application for Western Lofts)	4644	3,000	3,000	3,000
Other revenues/reimbursements (in 2021, reimbursements of DEDA costs from Developers for Burnham; Old Central HS; SLC fees for Rebuild Duluth Land Sales & Bluffs Senior Proj & MN Assist Council for Veterans land sales; 4th St TIF United Equities). IN 2022: \$8,323.50 YTD Reimbursements from Developers Catalyst, Unique Construction, Merge LLC One Roof, ISD 709)	4654	55,154	8,324	30,000
Other reimbursements-Refunds (2021 reimbursement Red Wagon Popcorn Electricity)	4654-02	300	300	300
Other Sources: IN 2022 City Transferred \$1,164,240 to DEDA for Housing Projects: For New Burnham (now LEONA) and Urbane (Esmond) (ARPA)	4700	-	1,164,240	-
ARPA for Plover Place housing	4700	-	1,600,000	-
ARPA for Business Boost Program	4700	-	500,000	-
TIF Admin Recovery-Transfer In from DEDA fund 865 YE	4730-80	108,568	138,571	109,208
TOTAL REVENUES	TB	1,299,611	4,882,312	1,094,153
EXPENDITURES				
Office/Computer Supplies (software)	5200	108	300	1,000
Auditing Services-MN OSA	5301	5,119	4,524	5,000
Legal Services-	5304	-	3,000	3,000
Administrative Fees (Cost Allocation)	5307	400,000	400,000	400,000
Technology Services: (IT support to DEDA, website maintenance of \$6,289.47 & Nearmap subscription for \$5,000 in 2022)	5309	6,289	11,290	6,289
Contract Services-Passport Labs Parking Admin Fees	5310	7,157	7,207	7,423
Contract Services: Ehlers	5310	1,459	-	-
Other Professional Services TOTAL:	5319	320,678	196,811	310,100
Postage (postage, FedEx, etc)	5322	66	-	100
Travel & Training	5331	944	1,159	10,000
Marketing-Advertising & Promotion	5340	650	2,750	10,000
Liability Insurance	5361	7,350	7,350	7,350
Stormwater/Street Lights & Maintenance Assessments (In 2021: 335 W Superior Street Storm Water) In 2022: 335 W Superior Street Stormwater AND 902 Railroad Street Stormwater water/gas/sewer.	5382	10,420	32,104	20,000
DEDA's Parking Program_Prkg Lot Maintenance & Repair	5405	374,275	384,909	396,456
Land Rental/Easements (Duluth News Tribune)	5411	-	1,070	1,000
Dues & membership subscriptions:	5433	4,130	320	4,000
Grants & Awards: (2021 Duluth Lincoln Park LLC-Roberts Home Furniture Remediation of Site) IN 2022 & 2023: Upper Midwest Film Office	5434	114,470	200,000	200,000
Grants & Awards: 2023 Budget: Port Authority-US Customs Border Patrol IT Equip/Software for Cruise Ship passenger processing (2018 Resolution 18D-31 passed 8-22-18)	5434	-	-	50,000
Grants/Awards: Northeast Entrepreneur Fund-Envest Capital Campaign	5434	125,000	125,000	-
Grants and awards: Burnham/Old SLC Jail Housing Development DEED Grant applied for 2021. Will it happen in 2022	5434	-	167,514	

Business Boost Awards (ARPA Funds)	5434	-	200,000	-
Plover Place	5454	-	1,600,000	-
Other Services & Charges (in 2021, Rick's Tree, 1st American Title, LHB-Pastoret Maint & Repair Consulting TOTALING \$4,940 (s/b in 5319!)), AJ's Lawn Care, SLC Recorder, Engineering Systems \$27,754.82, Duluth Lincoln Park I LLC, Beauty Lawn, DNT, SLC Reg Titles, Housington Koegler Group, Engineering Systems-Pastoret Terrace \$927.50 & reimburse contingent account expenses.)	5441	52,367	-	40,000
Other Services & Charges:	5441	-	8,907	7,000
Other Services & Charges: In 2022 Engineering Systems for the Pastoret/Kozy	5441	-	83,052	71,948
Board Meeting Expenses/pay DEDA board members and luncheons	5443	2,170	3,880	5,000
<u>Payments to Other Governmental Agencies:</u> In 2022= \$30k to Lake Superior College for LSC Flats. Titanium Partners to Pay DEDA \$20k (Paid \$10k in prior year) DEDA got reimbursed & Titanium Purchased the land-total received 9-16-23 \$52,800 (\$20k part of the fee). IN 2023: Pay City of Duluth for 2023 \$60k Cirrus Tax Abatement (for MRO, which MRO Fund 866 will probably be closed YE 12/31/22 after sale of MRO. Pay from DEDA operating fund instead/)	5447	-	30,000	60,000
Building Demolition (Pastoret Terrace in 2021, Kraus Anderson Cons Maint & Repair = \$12,628.12; & City of Duluth Life Safety Fees \$3,464.)	5453	16,092	-	150,000
Building Demolition: (2021-LHB RR Bridge L8493 Oneota)	5453	469	749	-
Payments to Developers: Burnham	5458	-	-	380,000
Payments to Developers: Esmond (\$784,240 for tentatively 2024)	5458	-	-	-
Property Taxes/Street Assessments on Land Held for Resale (SLC)	5481	3,874	4,402	4,402
Land Acquisitions-Rebuild Duluth & other tax forfeited land (in 2021: \$1,649.10 Total SLC, reclassified to non-capitalized GL account 5441 per City Auditor) In 2022: Woodland Spur land Purchase \$160,100	5510	-	166,247	20,000
Clinton Place Corner of Fairmont -(Main & 68th Ave West)	5520	-	36,000	-
Lester Park-37 acres-Purchase from City	5520	-	1	-
Buildings & Structures (In 2021: Dryco \$1,818.14 Emergency Board up, W RR St, reclassified to non-capitalized GL account 5441 per City Auditor)	5520	-	-	-
Transfers Out to General Fund: Transfer to the General Fund (PED) for Senior Economic Developer/Tourism	5700-10	-	40,000	40,000
Interfund Transfers to DEDA MRO Fund 866 (for sale of MRO Bldg to Cirrus/closing costs)	5700-80	-	135,127	-
TOTAL EXPENDITURES TB		1,453,088	3,853,672	2,210,068
Net Revenue/Expenses		(153,476)	1,028,640	(1,115,915)
Ending Fund Balance TB		3,171,320	4,199,959	3,084,044

Duluth Economic Development Authority
DEDA DEBT SERVICE FUND 861
2023 Proposed Budget

Presented to DEDA on 10/26/2022

	2021	2022	2023	Redevelopment District	Redevelopment District	Housing District	Redevelopme nt District	Redevelopment District	Redevelopment District	Redevelopme nt District	Redevelopme nt District	Housing District	Redevelopment District
	FINAL	Revised Budget	Proposed Budget	Garfield dist 21	Medical Dist Expansion dist 22	5th Street Village Place dist 23	Bluestone dist 25	Pier B dist 27	Harbor Bay/ Endi dist 28	Kenwood Village dist 29	Voyageur Hotel dist 31	Board of Trade dist 32	Superior St Apts. dist 33
		9/28/2022	9/28/2022	(Decert 12/31/2027)	(Decert 12/31/2030)	(Decert 12/31/2032)	(Decert 12/31/2040)	(Decert 12/31/2042)	(Decert 12/31/2043)	(Decert 12/31/2043)	(Decert 12/31/2046)	(Decert 12/31/2047)	(Decert 12/31/2047)
Beginning Fund Balance	6,466	3,501	4,019	552	1,266	552	615	563	494	500	(1,010)	487	0
Revenues													
Investment Earnings	4,022	-	-	-	-	-	-	-	-	-	-	-	-
Tax Increment	3,221,615	3,358,833	3,454,952	157,953	1,540,336	38,091	848,909	263,907	390,694	204,755	-	5,942	4,365
Other Revenue	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenues	3,225,637	3,358,833	3,454,952	157,953	1,540,336	38,091	848,909	263,907	390,694	204,755	-	5,942	4,365
Total Available	3,232,102	3,362,334	3,458,971	158,505	1,541,602	38,643	849,524	264,469	391,188	205,256	(1,010)	6,428	4,365
Expenditures													
DEVELOPER PAYMENTS (PAYG)													
Garfield Business Park TIF #21	62,528	62,650	62,650	62,650									
NorShor Theatre TIF #22	116,340	120,387	-		-								
Sheraton Hotel & Condominiums TIF #22	384,368	450,587	450,587		450,587								
Village Place Apartments TIF #23	16,348	37,431	35,662			35,662							
Bluestone Commons TIF #25	445,913	745,574	763,465				763,465						
Pier B TIF #27	237,146	237,010	237,010					237,010					
Harbor Bay (ENDI) TIF #28	321,156	351,180	351,180						351,180				
Kenwood Village TIF #29	198,413	181,478	183,830							183,830			
Voyageur Hotel TIF #31	-	-	-								-		
Board of Trade TIF #32	-	4,865	4,865									4,865	-
Superior Street Apts TIF #33	-	191	3,484										3,484
Total TIF Payments to Developers=	1,782,211	2,191,352	2,092,732										
OTHER													
Transfer to City's Debt Service Fund	430,757	875,929	913,272	-	913,272	-	-	-	-	-	-	-	-
Transfer to Other Districts/Funds	18,150	(1,769)	-	-	-	-	-	-	-	-	-	-	-
County Admin Fees/other admin expenses	7,507	6,077	6,077	552	1,266	552	615	563	494	500	505	536	494
Total Expenditures	2,238,624	3,071,589	3,012,081	63,202	1,365,125	36,214	764,080	237,572	351,674	184,330	505	5,401	3,978
Fund Balance before transfer	993,479	290,746	446,890	95,303	176,477	2,429	85,444	26,897	39,514	20,926	(1,514)	1,027	387
Less: Transfer @ Y/E to Capital Projects	989,978	286,727	440,813	94,751	175,211	1,877	84,829	26,334	39,020	20,427	(2,019)	491	\$ (107)
Ending Fund Balance	3,501	4,019	6,077	552	1,266	552	615	563	494	500	505	536	494
Anticipated Decertification Dates				2027	2030	2032	2040	2042	2043	2043	2046	2047	2047

Duluth Economic Development Authority

Capital Projects Fund 865

2023 Proposed Budget
Presented to DEDA on 10/26/2022

ADD IN CARRY-FORWARDS / ADJUST INTERDISTRICT LOANS

	2021	2022	2023	Redevelopment District	Housing District	Redevelopment District	Redevelopment District	Redevelopment District	Housing District	Redevelopment District	Redevelopment District	Redevelopment District	Redevelopment District	Redevelopment District	Redevelopment District	Housing District	Redevelopment District
	FINAL	REVISED	PROPOSED	West Duluth Housing dist 7	Washington dist 16	Tech Village dist 19	Garfield dist 21	Medical Dist dist 22	Village Place dist 23	Renaissance dist 24	Bluestone dist 25	Pier B dist 27	Endi dist 28	Kenwood Village dist 29	Voyageur Hotel dist 31	Board of Trade dist 32	Lincoln Park dist 33
BEGINNING FUND BALANCE	4,075,990	1,758,572	1,931,321	11,312	325,805	541,818	330,806	271,241	4,670	219,358	150,874	9,229	45,280	25,971	(5,044)	-	-
Revenues																	
Investment Earnings	24,592	24,592	28,004	164	4,724	7,673	4,724	3,933	68	3,181	2,188	317	657	377	(0)	-	-
Transfer from Debt Service	989,978	286,727	440,814	-	-	-	94,751	175,211	1,877	-	84,829	26,334	39,020	20,427	(2,019)	491	(107)
Other Revenues	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL REVENUES/TRANSFER	1,014,570	311,319	468,925	164	4,724	7,673	99,475	179,144	1,945	3,181	87,017	26,651	39,677	20,804	(2,019)	491	(107)
TOTAL AVAILABLE	5,090,560	2,069,891	2,400,246	11,476	330,529	549,491	430,281	450,385	6,614	222,539	237,891	35,880	84,957	46,775	(7,063)	491	(107)
Expenditures																	
Housing Rehab - City-West Duluth DEMO	-	-	11,312	11,312	-	-	-	-	-	-	-	-	-	-	-	-	-
Redevelopment for 627 East 4th street	-	-	126,000	-	-	-	-	126,000	-	-	-	-	-	-	-	-	-
TIF Admin Cost Allocation (to Fund 860)	108,568	138,571	109,208	-	-	-	-	29,508	1,500	-	20,000	18,500	28,700	11,000	-	-	-
Other TIF Projects=	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Refund Excess TIF Collected for TIF #19 (\$3,049,765) and #24 (\$173,655) to St. Louis County, per Ehlers Calculations	3,223,420	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL EXPENDITURES	3,331,988	138,571	246,520	11,312	-	-	-	155,508	1,500	-	20,000	18,500	28,700	11,000	-	-	-
ENDING FUND BALANCE	1,758,572	1,931,321	2,153,619	164	330,529	549,491	430,281	294,877	5,114	222,539	217,891	17,380	56,257	35,775	(7,063)	491	(107)
Prior Yr ending Fund Balance plus expected transfers in for 2022=		2,045,299	Anticipated or			1		2									
Investments earnings less Tif Admin fees=		(113,979)	Actual	2015	2021	2021	2027	2030	2032	2021	2040	2042	2043	2043	2046	2047	2047
S/B beginning Fund balance for 2023=		1,931,321	Decertification														

IN PRIOR YEARS Budgets (2021 and prior) funding was to be used for the following:

1 The Skywalk/Bridge budget for District 19 includes:

\$700,000 in money from 2017 and a carryforward from 2018 of \$1,773,211= \$2,473,211. Did not add to "project" expenses in 2019 or 2020, or 2021 or 2022. Deleted from 2023 Budget. Returned \$3,049,756 Excess TIF to SLC

2 The Skywalk/Bridge budget for District 22 includes :

\$75,000 in new money in 2017 and a carryforward from 2018 of \$134,775=\$209,775. Did not add to "project" expenses in 2019 or 2020 OR 2021 or 2022. Deleted from 2023 Budget

Duluth Economic Development Authority

DEDA MRO Maintenance Facility Fund 866

2023 Proposed Budget

Presented October 26, 2022

				2021	2022	2023
				FINAL	Revised Budget 9/28/2022	Proposed Budget 9/28/2022
BEGINNING FUND BALANCE				836,586	464,643	0
Revenues						
	Investment Earnings	4601-01		4,711	3,233	-
<u>Building Rent</u> (2021 Budget= AeroFlite Airshow Hangar rent \$3k, Lake Superior Helicopter \$14,183. 2022 Budget= Lake Superior Helicopter and Cirrus				17,183	422,595	-
	Sale of Equipment/Buildings (MRO to Cirrus in 2022)	4639		-	1	-
Other Reimbursements: in 2022, should get refund for Property Insurance paid for the 2022 Yr. in full, but sold MRO Sept. 16, 2022= 14 days for Sept. and 3 months and refund (Oct-Dec) totaling \$7,073				-	7,073	-
	Reimbursement from Cirrus for 3.5 months of property tax	4654			101,010	
Interfund Transfers In From Component Unit-DEDA Operating Fund 860, to cover costs of sale of MRO to Cirrus=				-	135,127	-
TOTAL REVENUES				21,894	669,039	-
TOTAL AVAILABLE				858,480	1,133,682	0
EXPENDITURES						
	Miscellaneous Supplies	5219		-	-	
	Contract Services:	5310		99,234	43,005	-
	Security Services (Century Fence Gate install, Paragon Dev Systems-Network security camera system)	5311		-	-	-
	Other Professional Services: (2021 Budget=LHB, 2022 Budget Actual YTD Electric Scientific)	5319		8,000	2,606	-
Other Professional Services: Costs Related to Sale of MRO to Cirrus: FSSS Disposal and clean-up				-	100,000	-
	Data Services-Century Link @199.68 a month (Paid thru Sept 15th in 2022)	5320		2,596	1,697	-
	Travel/Training (mileage)	5331		111	-	-
Property Insurance: in 2022, Yearly premium is \$24,484.39. Charge for 9 months (Jan to Sept= \$18,363.29). Should get refund for Oct to Dec after MRO sold on September 16th 2022 (\$6,121.10)				28,278	24,484	-
	Electricity	5381		95,343	100,076	-
	Water, Gas & Sewer-Comfort Systems	5382		57,063	61,665	-
Repairs/Maintenance: (in 2021-Electric Scientific, Viking Auto Sprinkler, Benson Electric, Summit Companies, Sunbelt Rentals) In 2022, Actual YTD \$16,590 for: MN Dept of Labor & Industry (\$100), Electric Scientific (\$1,150), Viking Sprinkler (\$9,265), and Duluth Airport Authority for plowing and sanding (\$6,075) Jan2022 thru April 2022. Actuals YTD Paid thru 8/31/22. ADDED \$7,242 for open Viking Automatic Sprinkler P/O amount				101,761	23,832	-
Repairs/Maintenance: Costs associated to the Sale of the MRO to Cirrus : Fire protection piping replacement				-	370,000	-
	Other Services and Charges (FedEx, Misc.)	5441		1,451	-	-
Payment to Other Governmental Agencies: In 2022, Pay City of Duluth \$60k for supplementing loss revenue for 2022 Cirrus Tax Abatement				-	60,000	-
Property Taxes (No responsibility in 2021-All AAR's per SLC, but full year payable by DEDA in 2022, with a 1 month (September 16th to October 15th, 2022) reimbursement from Cirrus, they bought MRO 9/16/22)				-	346,316	-
TOTAL EXPENDITURES				393,837	1,133,682	-
ENDING FUND BALANCE				464,643	0	0