



## Board of Directors Agenda

April 14, 2020, 5pm

Zoom online meeting Join Zoom Meeting

<https://zoom.us/j/98880662215?pwd=RE5SZnozZk5zaVppUE1Eb0xnQzBDUT09>

Meeting ID: 988 8066 2215

Password: 517726

San Diego, CA 92103

### Agenda

- |  |             |            |
|--|-------------|------------|
| 1. Call to order and introductions (information)   | P. Smith    | 2 minutes  |
| 2. Public comment (2 minutes per speaker)(information)   |             | 8 minutes  |
| 3. President's report (information)  | P. Smith    | 5 minutes  |
| 4. Executive Director's report (information)   | B. Nicholls | 5 minutes  |
| 5. Consent agenda (action)   | P. Smith    | 5 minutes  |
| <ul style="list-style-type: none"><li>● Approval of minutes from March, 2020</li><li>● Approval of financials for February, 2020</li></ul>   |             |            |
| 6. Executive Committee items   | P. Smith    | 15 minutes |
| <ul style="list-style-type: none"><li>● Discussion concerning budget revision (action)</li><li>● Appointment of new board member (action)</li><li>● Nomination of new board member to Uptown Community Parking District to represent Hillcrest Businesses (action)</li></ul> |             |            |

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#### **Notices to the public:**

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#### **Brown Act:**

*Government Code 54950* (The Brown Act) requires that a brief description of each item to be transacted or discussed be posted at least 72 hours prior to a regular meeting. Action may not be taken on items not posted on the agenda.

Meeting facilities are accessible to persons with disabilities. If you require special assistance to participate in the meeting, notify Benjamin Nicholls at (619) 299-3330 at least 48 hours prior to the meeting.

#### **Public Comment:**

You are welcomed and encouraged to participate in this meeting. Public comment is taken (2 minutes maximum per person) on items listed on the agenda when they are called. Public Comment on items not listed on the agenda will be heard at the meeting as noted on the agenda. Comments on controversial items may be limited and large groups are encouraged to select one or two speakers to represent the opinion of the group. The order of Agenda items is listed for reference and may be taken in any order deemed appropriate by the Board of Directors. The Agenda provides a general description and staff recommendations; however, the Board of Directors may take action other than what is recommended.



7. Marketing Committee items M. Ramon 10 minutes

- Review of information distribution concerning COVID19 response (information)
- Review of social media video marketing campaign elements (information)

8. Special Events Committee items R. Bedrosian 10 minutes

- Farmers Market venue update (action)
- Taste of Hillcrest postponement update (information)

Adjourn.

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Post date:	
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Hillcrest Business Association  
**Board of Directors Meeting**  
Public Meeting ~March 10, 2020, 5pm  
Joyce Beers Community Center  
1230 Cleveland Ave., San Diego, CA 92103

Minutes

Board Members in attendance:

Ryan Bedrosian, David Daniel, John Husler, Jeff Jackson, Jessica Magers, Cecelia Moreno, Matt Ramon, Kirsten Rindal, Tina Shirley, Paul Smith, Jerry Strayve, and Glenn Younger.

Board Members absent:

Paul Smith and Colleen Cavaleri

Staff in attendance:

Benjamin Nicholls, Mary Joseph

Public in attendance:

Unrecorded

- G. Younger Called the meeting to order.
- R. Bedrosian conducted roll call and noted Paul Smith and Colleen Cavaleri as excused absences.
- G. Younger noted that tickets for Taste of Hillcrest are on sale as of this morning.
- He reported that in P. Smith's absence, he would preside over the meeting.
- B. Nicholls gave a staff update.
  - Motion: Approve the appointment. (Younger/ Bedrosian). Motion passes with all in favor. Motion to approve the consent agenda including the approval of minutes from February 2020 and financials from January 2020. (Moreno/ Bedrosian). Motion passes with all in favor.

Motion: Approve the appointment. (Younger/ Bedrosian). Motion passes with all in favor. Motion to approve the consent agenda including the approval of minutes from February 2020 and financials from January 2020. (Moreno/ Bedrosian). Motion passes with all in favor.

- B. Nicholls reported that there have been some issues concerning the grant that was to have paid for the rainbow crosswalk. The City has informed us that the crosswalk isn't

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eligible for the grant that the council office was going to use. As HBA has already paid for the crosswalk, the Council office will be granting us money for Pride Block Party instead.

- There was some discussion around the issue.
- G. Younger reported that there are a number of spots open on the HBA Board and the Parking District Board. The first appointment is Cecelia Moreno to service on the parking board.
  - Motion: Approve the appointment. (Younger/ Bedrosian). Motion passes with all in favor.
- B. Nicholls presented the financials for Taste 'n Tinis.
- B. Nicholls presented a contract with a group called Volunteer with Cheli. The contract established a \$500 retainer for Cheli Mohammed to organize our volunteers for our events.
- It will also enable us to have a real volunteer database and track volunteer contributions. This \$6,000 expense will be included in the new FY21 budget.
  - Motion: Approve the contract. (Younger/ Bedrosian). Motion passes with all in favor.
- G. Younger presented an agreement to transfer the management of the farmers market to Mark Larson from David Larson.
- He reported that D. Larson is retiring. The transfer is contingent on his brother, M. Larson, taking over. M. Larson has been managing the market for the last several years already.
- This would not extend the life of the contract.
  - Motion: Approve the transfer. (Younger/ Bedrosian). Motion passes with all in favor.
- A report was made concerning the Valentine's Day raffle.
- Over seven hundred and fifty people participated, eight businesses were promoted, and two people won valentines day gift baskets. W
- A contract was presented for an artist to create a mural for AT&T mural artist at Sixth and University Ave.
- Though AT&T will fund most installation of the project, they are not prepared to move forward without a final concept from the artist. The artist requires a 20% deposit. Her total fee would be \$15,000.
- The \$3,000 deposit will be covered by funds from the recently awarded Pride Block Party grant.

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- Motion: Approve the contract. (Younger/ Bedrosian). Motion passes with all in favor.
  - The tree surround Flexi-pave was returned to committee after some discussion
  - Adjourn

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

	<u>Feb 29, 20</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10035 · Comerica - Checking	99,131.57
10045 · PayPal	<u>656.20</u>
<b>Total Checking/Savings</b>	99,787.77
<b>Accounts Receivable</b>	
12000 · Accounts Receivable	<u>3,653.00</u>
<b>Total Accounts Receivable</b>	3,653.00
<b>Other Current Assets</b>	
10115 · SBEP City Fees & Services	4,963.86
10125 · MAD Receivable	31,689.24
10145 · Farmers Market Receivable	9,145.87
10155 · Prepaid Expense	3,989.70
10175 · Commission for Arts Grant Rcvbl	21,793.00
10180 · Pride Prepaid/Receivable	20,000.00
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>2,494.00</u>
<b>Total Other Current Assets</b>	<u>94,075.67</u>
<b>Total Current Assets</b>	197,516.44
<b>Fixed Assets</b>	
10200 · Office Furniture & Equipment	21,364.81
10220 · Accumulated Depreciation	<u>-21,364.81</u>
<b>Total Fixed Assets</b>	<u>0.00</u>
<b>TOTAL ASSETS</b>	<u><u>197,516.44</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
20210 · Accrued Expenses	5,000.00
20225 · SBEP Advance	6,471.34
20230 · Sales Tax Payable	61.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

	<u>Feb 29, 20</u>
20240 · Deferred Revenue	2,000.00
21000 · Payroll Liabilities	
FUTA Payable	84.00
Vacation Payable	<u>5,628.22</u>
Total 21000 · Payroll Liabilities	<u>5,712.22</u>
Total Other Current Liabilities	<u>19,244.56</u>
Total Current Liabilities	<u>19,244.56</u>
Total Liabilities	19,244.56
Equity	
31100 · Unrestricted Net Assets	165,543.39
Net Income	<u>12,728.49</u>
Total Equity	<u>178,271.88</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>197,516.44</u></u></b>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

**AQATP/B/F/S**

	<b>TOTAL</b>					
	<b>Feb 20</b>	<b>Budget</b>	<b>Variance</b>	<b>Jul '19 - Feb 20</b>	<b>Budget</b>	<b>Variance</b>
<b>Income</b>						
40015 · CityFest	0.00			113,522.64	112,000.00	1,522.64
40020 · Farmers Market	22,326.43	25,200.00	-2,873.57	216,928.96	222,402.00	-5,473.04
40030 · SBEP	2,852.79	2,500.00	352.79	18,514.66	20,000.00	-1,485.34
40040 · MAD	6,996.76	7,515.00	-518.24	70,220.46	60,120.00	10,100.46
40050 · BID	10,355.88	8,753.00	1,602.88	66,572.04	70,024.00	-3,451.96
40090 · Mardi Gras	3,210.00	3,210.00	0.00	3,210.00	3,210.00	0.00
40100 · Nightmare on Normal Street	0.00			41,167.22	45,000.00	-3,832.78
40115 · Taste 'N Tinis	2,000.00			18,263.99	16,500.00	1,763.99
40140 · Banner Space	500.00	100.00	400.00	1,500.00	1,500.00	0.00
40145 · Pride Flag	0.00			2,500.00	2,500.00	0.00
40155 · Pride of Hillcrest/Block Party	20,000.00			79,004.17	65,000.00	14,004.17
40180 · Other Income	0.00	0.00	0.00	153.00	100.00	53.00
40190 · Hillcrest Security Subscription	4,271.36	2,200.00	2,071.36	18,293.32	17,600.00	693.32
40195 · Hillcrest Steam Cleaning	4,273.62	1,100.00	3,173.62	10,338.62	8,800.00	1,538.62
<b>Total Income</b>	<b>76,786.84</b>	<b>50,578.00</b>	<b>26,208.84</b>	<b>660,189.08</b>	<b>644,756.00</b>	<b>15,433.08</b>
<b>Expense</b>						
<b>50000 · Personnel</b>						
50005 · Salaries	11,728.39	13,793.00	-2,064.61	102,672.86	110,344.00	-7,671.14
50025 · Employer Taxes - Federal	915.91	1,625.00	-709.09	7,942.54	13,000.00	-5,057.46
50030 · Employer Taxes - State	193.04	266.00	-72.96	909.99	2,128.00	-1,218.01
50035 · Health Insurance	1,934.03	1,334.00	600.03	11,536.49	10,672.00	864.49
50040 · Workers Comp Insurance	0.00	237.00	-237.00	0.00	1,896.00	-1,896.00
<b>Total 50000 · Personnel</b>	<b>14,771.37</b>	<b>17,255.00</b>	<b>-2,483.63</b>	<b>123,061.88</b>	<b>138,040.00</b>	<b>-14,978.12</b>
<b>50045 · Operating</b>						
50050 · Rent Office Space	0.00	842.00	-842.00	6,720.00	6,736.00	-16.00
50055 · Storage	215.00	558.00	-343.00	3,198.00	4,464.00	-1,266.00
50060 · Accounting	4,183.00	2,350.00	1,833.00	16,761.75	18,800.00	-2,038.25
50065 · Audit	0.00	0.00	0.00	6,000.00	7,500.00	-1,500.00
50070 · Equipment Purchase	0.00	175.00	-175.00	627.45	1,400.00	-772.55



Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

**AQATA/BYAS**

	TOTAL					
	Feb 20	Budget	Variance	Jul '19 - Feb 20	Budget	Variance
<b>50075 · Intern/Consultant</b>	0.00	1,000.00	-1,000.00	16,505.00	8,000.00	8,505.00
<b>50080 · Bank &amp; Credit Card Charges</b>	0.00	50.00	-50.00	494.17	400.00	94.17
<b>50085 · Repair/Maintenance/Cleaning</b>	240.00	233.00	7.00	1,920.00	1,864.00	56.00
<b>50090 · Office Supplies</b>	250.67	267.00	-16.33	2,189.97	2,136.00	53.97
<b>50095 · Postage and Delivery</b>	0.00	29.00	-29.00	7.98	232.00	-224.02
<b>50100 · Printing/Photocopy</b>	267.05	150.00	117.05	2,283.77	1,200.00	1,083.77
<b>50110 · Dues/Subscriptions</b>	0.00	83.00	-83.00	500.00	664.00	-164.00
<b>50120 · Meetings</b>	8,067.08	292.00	7,775.08	9,378.01	2,336.00	7,042.01
<b>50125 · Legal</b>	0.00	100.00	-100.00	125.00	800.00	-675.00
<b>50130 · Telephone &amp; Internet</b>	2,641.36	750.00	1,891.36	10,234.68	6,000.00	4,234.68
<b>50135 · Parking/Mileage</b>	0.00	200.00	-200.00	409.42	1,600.00	-1,190.58
<b>50140 · Depreciation</b>	0.00	25.00	-25.00	0.00	200.00	-200.00
<b>50330 · D &amp; O / Liability Insurance</b>	-188.00	0.00	-188.00	13,480.10	14,000.00	-519.90
<b>Total 50045 · Operating</b>	<b>15,676.16</b>	<b>7,104.00</b>	<b>8,572.16</b>	<b>90,835.30</b>	<b>78,332.00</b>	<b>12,503.30</b>
<b>51000 · Neighborhood/Outreach Promotion</b>						
<b>51515 · CityFest</b>	0.00			77,630.88	78,000.00	-369.12
<b>51525 · Promotion/Marketing/Campaigns</b>	4,760.00	1,292.00	3,468.00	28,645.54	10,336.00	18,309.54
<b>51527 · Taste 'N Tinis</b>	3,114.75			15,021.34	10,000.00	5,021.34
<b>51530 · Banners</b>	880.00	1,200.00	-320.00	9,750.52	9,600.00	150.52
<b>51535 · Web Site Communications</b>	0.00	125.00	-125.00	0.00	1,000.00	-1,000.00
<b>51540 · Business Mixers/Open House</b>	0.00	209.00	-209.00	9,644.06	1,672.00	7,972.06
<b>51545 · Newsletter</b>	1,379.03	250.00	1,129.03	1,379.03	2,000.00	-620.97
<b>51555 · Farmer's Market</b>	3,209.47	1,250.00	1,959.47	14,854.55	10,000.00	4,854.55
<b>51565 · Hillcrest Map</b>	0.00	250.00	-250.00	0.00	2,000.00	-2,000.00
<b>51800 · Pride of Hillcrest/Block Party</b>	150.00			57,357.90	63,000.00	-5,642.10
<b>51870 · Mardi Gras</b>	5,826.13	6,500.00	-673.87	8,046.13	6,500.00	1,546.13
<b>51880 · Nightmare on Normal</b>	0.00			38,294.90	40,000.00	-1,705.10
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>19,319.38</b>	<b>11,076.00</b>	<b>8,243.38</b>	<b>260,624.85</b>	<b>234,108.00</b>	<b>26,516.85</b>
<b>53000 · Physical Improvements</b>						
<b>51575 · Pride Flag Project</b>	0.00	0.00	0.00	19,871.65	0.00	19,871.65

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

	TOTAL					
	Feb 20	Budget	Variance	Jul '19 - Feb 20	Budget	Variance
<b>53125 · Hillcrest Sign Utilities/Maint.</b>	64.47	251.00	-186.53	3,291.70	2,008.00	1,283.70
<b>53130 · Security</b>	0.00	2,831.00	-2,831.00	27,467.50	22,648.00	4,819.50
<b>53131 · Security Subscription</b>	0.00	447.00	-447.00	10,900.00	3,576.00	7,324.00
<b>53134 · Steam Cleaning Subscription</b>	1,050.00	675.00	375.00	7,200.00	5,400.00	1,800.00
<b>53139 · Sidewalk Cleaning/Improvements</b>	12,691.01	7,636.00	5,055.01	55,588.57	61,088.00	-5,499.43
<b>53150 · Dumpsters</b>	733.84	836.00	-102.16	6,443.63	6,688.00	-244.37
<b>53155 · Tree/Flower/Light Maintenance</b>	3,458.00	3,384.00	74.00	30,290.50	27,072.00	3,218.50
<b>53159 · EMAD Expansion</b>	-3,550.00			11,624.20		
<b>53165 · Contingency</b>	135.82	990.00	-854.18	260.81	7,920.00	-7,659.19
<b>Total 53000 · Physical Improvements</b>	<b>14,583.14</b>	<b>17,050.00</b>	<b>-2,466.86</b>	<b>172,938.56</b>	<b>136,400.00</b>	<b>36,538.56</b>
<b>Total Expense</b>	<b>64,350.05</b>	<b>52,485.00</b>	<b>11,865.05</b>	<b>647,460.59</b>	<b>586,880.00</b>	<b>60,580.59</b>
<b>Net Income</b>	<b>12,436.79</b>	<b>-1,907.00</b>	<b>14,343.79</b>	<b>12,728.49</b>	<b>57,876.00</b>	<b>-45,147.51</b>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

ACCOUNTS	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
<b>Income</b>						
40015 · CityFest	0.00	113,522.64	0.00	0.00	0.00	113,522.64
40020 · Farmers Market	0.00	216,928.96	0.00	0.00	0.00	216,928.96
40030 · SBEP	0.00	0.00	0.00	0.00	18,514.66	18,514.66
40040 · MAD	0.00	0.00	0.00	70,220.46	0.00	70,220.46
40050 · BID	0.00	0.00	66,572.04	0.00	0.00	66,572.04
40090 · Mardi Gras	0.00	3,210.00	0.00	0.00	0.00	3,210.00
40100 · Nightmare on Normal Street	0.00	41,167.22	0.00	0.00	0.00	41,167.22
40115 · Taste 'N Tinis	0.00	18,263.99	0.00	0.00	0.00	18,263.99
40140 · Banner Space	1,500.00	0.00	0.00	0.00	0.00	1,500.00
40145 · Pride Flag	2,500.00	0.00	0.00	0.00	0.00	2,500.00
40155 · Pride of Hillcrest/Block Party	0.00	79,004.17	0.00	0.00	0.00	79,004.17
40180 · Other Income	153.00	0.00	0.00	0.00	0.00	153.00
40190 · Hillcrest Security Subscription	18,293.32	0.00	0.00	0.00	0.00	18,293.32
40195 · Hillcrest Steam Cleaning	10,338.62	0.00	0.00	0.00	0.00	10,338.62
<b>Total Income</b>	<b>32,784.94</b>	<b>472,096.98</b>	<b>66,572.04</b>	<b>70,220.46</b>	<b>18,514.66</b>	<b>660,189.08</b>
<b>Expense</b>						
<b>50000 · Personnel</b>						
50005 · Salaries	63,087.62	13,710.51	11,659.26	0.00	14,215.47	102,672.86
50025 · Employer Taxes - Federal	4,873.53	1,061.94	900.92	0.00	1,106.15	7,942.54
50030 · Employer Taxes - State	489.11	135.10	92.74	0.00	193.04	909.99
50035 · Health Insurance	11,536.49	0.00	0.00	0.00	0.00	11,536.49
<b>Total 50000 · Personnel</b>	<b>79,986.75</b>	<b>14,907.55</b>	<b>12,652.92</b>	<b>0.00</b>	<b>15,514.66</b>	<b>123,061.88</b>
<b>50045 · Operating</b>						
50050 · Rent Office Space	6,720.00	0.00	0.00	0.00	0.00	6,720.00
50055 · Storage	3,198.00	0.00	0.00	0.00	0.00	3,198.00
50060 · Accounting	4,642.75	6,657.00	0.00	2,462.00	3,000.00	16,761.75
50065 · Audit	6,000.00	0.00	0.00	0.00	0.00	6,000.00
50070 · Equipment Purchase	627.45	0.00	0.00	0.00	0.00	627.45
50075 · Intern/Consultant	6,120.00	10,385.00	0.00	0.00	0.00	16,505.00
50080 · Bank & Credit Card Charges	494.17	0.00	0.00	0.00	0.00	494.17

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

<b>AQUARIUS</b>	<b>110 GENERAL</b>	<b>220 SPECIAL EVENTS</b>	<b>410 BID CONTRACT</b>	<b>510 MAD</b>	<b>610 SBEP</b>	<b>TOTAL</b>
50085 · Repair/Maintenance/Cleaning	1,920.00	0.00	0.00	0.00	0.00	1,920.00
50090 · Office Supplies	2,189.97	0.00	0.00	0.00	0.00	2,189.97
50095 · Postage and Delivery	7.98	0.00	0.00	0.00	0.00	7.98
50100 · Printing/Photocopy	2,041.72	242.05	0.00	0.00	0.00	2,283.77
50110 · Dues/Subscriptions	500.00	0.00	0.00	0.00	0.00	500.00
50120 · Meetings	1,355.75	8,022.26	0.00	0.00	0.00	9,378.01
50125 · Legal	125.00	0.00	0.00	0.00	0.00	125.00
50130 · Telephone & Internet	10,234.68	0.00	0.00	0.00	0.00	10,234.68
50135 · Parking/Mileage	406.92	2.50	0.00	0.00	0.00	409.42
50330 · D & O / Liability Insurance	0.00	13,480.10	0.00	0.00	0.00	13,480.10
<b>Total 50045 · Operating</b>	<b>46,584.39</b>	<b>38,788.91</b>	<b>0.00</b>	<b>2,462.00</b>	<b>3,000.00</b>	<b>90,835.30</b>
<b>51000 · Neighborhood/Outreach Promotion</b>						
51515 · CityFest	0.00	77,630.88	0.00	0.00	0.00	77,630.88
51525 · Promotion/Marketing/Campaigns	15,013.18	0.00	13,632.36	0.00	0.00	28,645.54
51527 · Taste 'N Tinis	0.00	15,021.34	0.00	0.00	0.00	15,021.34
51530 · Banners	9,750.52	0.00	0.00	0.00	0.00	9,750.52
51540 · Business Mixers/Open House	4,229.14	3,127.04	2,287.88	0.00	0.00	9,644.06
51545 · Newsletter	799.15	0.00	579.88	0.00	0.00	1,379.03
51555 · Farmer's Market	0.00	14,854.55	0.00	0.00	0.00	14,854.55
51800 · Pride of Hillcrest/Block Party	0.00	57,357.90	0.00	0.00	0.00	57,357.90
51870 · Mardi Gras	0.00	8,046.13	0.00	0.00	0.00	8,046.13
51880 · Nightmare on Normal	0.00	38,294.90	0.00	0.00	0.00	38,294.90
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>29,791.99</b>	<b>214,332.74</b>	<b>16,500.12</b>	<b>0.00</b>	<b>0.00</b>	<b>260,624.85</b>
<b>53000 · Physical Improvements</b>						
51575 · Pride Flag Project	19,871.65	0.00	0.00	0.00	0.00	19,871.65
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	0.00	3,291.70	0.00	3,291.70
53130 · Security	0.00	0.00	0.00	27,467.50	0.00	27,467.50
53131 · Security Subscription	10,900.00	0.00	0.00	0.00	0.00	10,900.00
53134 · Steam Cleaning Subscription	7,200.00	0.00	0.00	0.00	0.00	7,200.00
53139 · Sidewalk Cleaning/Improvements	0.00	0.00	21,774.00	33,814.57	0.00	55,588.57
53150 · Dumpsters	3,258.94	0.00	0.00	3,184.69	0.00	6,443.63

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

<b>AQUARIUS</b>	<b>110 GENERAL</b>	<b>220 SPECIAL EVENTS</b>	<b>410 BID CONTRACT</b>	<b>510 MAD</b>	<b>610 SBEP</b>	<b>TOTAL</b>
<b>53155 · Tree/Flower/Light Maintenance</b>	14,645.50	0.00	15,645.00	0.00	0.00	30,290.50
<b>53159 · EMAD Expansion</b>	11,624.20	0.00	0.00	0.00	0.00	11,624.20
<b>53165 · Contingency</b>	260.81	0.00	0.00	0.00	0.00	260.81
<b>Total 53000 · Physical Improvements</b>	<b>67,761.10</b>	<b>0.00</b>	<b>37,419.00</b>	<b>67,758.46</b>	<b>0.00</b>	<b>172,938.56</b>
<b>Total Expense</b>	<b>224,124.23</b>	<b>268,029.20</b>	<b>66,572.04</b>	<b>70,220.46</b>	<b>18,514.66</b>	<b>647,460.59</b>
<b>Net Income</b>	<b>-191,339.29</b>	<b>204,067.78</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>12,728.49</b>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 29, 2020

<b>AQUARIAS</b>	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
Artist & Craftsman Supply	0.00	103.00	0.00	0.00	0.00	103.00
AT&T.	0.00	0.00	0.00	0.00	1,800.00	1,800.00
David Larson	0.00	0.00	0.00	0.00	0.00	0.00
Flicks	0.00	250.00	0.00	0.00	0.00	250.00
Gioia's Room	0.00	0.00	0.00	0.00	0.00	0.00
Hillcrest Ace Hardware	0.00	0.00	0.00	0.00	0.00	0.00
Phildaelphia Insurance	0.00	0.00	0.00	0.00	0.00	0.00
Reaction Marketing	0.00	500.00	0.00	0.00	0.00	500.00
Sash Bags	0.00	0.00	0.00	0.00	0.00	0.00
Strat Prperty Management, Inc.	0.00	500.00	0.00	0.00	0.00	500.00
Village Hat Shop	0.00	0.00	0.00	0.00	0.00	0.00
Zehnder Communications, Inc.	0.00	500.00	0.00	0.00	0.00	500.00
<b>TOTAL</b>	<b>0.00</b>	<b>1,853.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,800.00</b>	<b>3,653.00</b>