

		FY19	FY20	FY21					
	FY18	Total	Total	Total	110 GENERAL	510 MAD	210 Special Events	BID Detail	Other Govt. Grants
Income									
City Fest	\$ 147,000.00	\$ 147,000.00	\$ 147,000.00	\$ 147,000.00			\$ 147,000.00		
Farmers Market	\$ 203,000.00	\$ 203,000.00	\$ 203,000.00	\$ 203,000.00			\$ 203,000.00		
SBEP	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00	\$ 25,000.00					\$ 25,000.00
MAD	\$ 90,183.00	\$ 90,183.00	\$ 90,183.00	\$ 90,183.00		\$ 90,183.00			
BID	\$ 105,000.00	\$ 105,000.00	\$ 105,000.00	\$ 105,000.00				\$ 105,000.00	
BID carry forward			\$ 11,466.26					11,466.26	
Taste	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00	\$ 36,000.00			\$ 36,000.00		
Taste 'n Tinis	\$ 16,000.00	\$ 16,000.00	\$ 16,000.00	\$ 16,000.00			\$ 16,000.00		
Nightmare on Normal	\$ 50,000.00	\$ 45,000.00	\$ 45,000.00	\$ 45,000.00			\$ 45,000.00		
Pride of Hillcrest Blockparty	\$ 89,000.00	\$ 75,000.00	\$ 75,000.00	\$ 75,000.00			\$ 75,000.00		
Fat Tuesday	\$ 30,000.00	\$ 25,000.00	\$ 28,000.00	\$ 31,000.00			\$ 28,000.00		
Beer Crawl	\$ 1,700.00								
Banner space rental	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00				
Hillcrest map	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00				
Other income PROW		\$ 624.00	\$ 800.00	\$ 1,560.00	\$ 800.00				
Other income (steam cleaning)		\$ 9,000.00	\$ 12,000.00	\$ 22,500.00	\$ 12,000.00				
Other income (security)	\$ 1,600.00	\$ 5,400.00	\$ 10,800.00	\$ 16,200.00	\$ 10,800.00				
Total Income	\$ 799,983.00	\$ 787,707.00	\$ 810,749.26	\$ 818,943.00	\$ 29,100.00	\$ 90,183.00	\$ 550,000.00	\$ 116,466.26	\$ 25,000.00
Expense									
50000 · Personnel	\$ 207,635.00	\$ 177,635.00	\$ 193,635.00	\$ 193,635.00	\$ 85,635.00	\$ -	\$ 70,900.00	\$ 17,100.00	\$ 20,000.00
50005 · Salaries/ payroll	\$ 180,000.00	\$ 150,000.00	\$ 166,000.00	\$ 166,000.00	\$ 59,800.00		\$ 70,900.00	15,300.00	\$ 20,000.00
50025 · Employer taxes - federal	\$ 13,500.00	\$ 13,500.00	\$ 13,500.00	\$ 13,500.00	\$ 12,324.00			1,176.00	
50030 · Employer taxes - state	\$ 2,485.00	\$ 2,485.00	\$ 2,485.00	\$ 2,485.00	\$ 2,041.00			444.00	
50035 · Health insurance	\$ 10,100.00	\$ 10,100.00	\$ 10,100.00	\$ 10,100.00	\$ 9,920.00			180.00	
50040 · Workers comp insurance	\$ 1,550.00	\$ 1,550.00	\$ 1,550.00	\$ 1,550.00	\$ 1,550.00				
50045 · Operating	\$ 87,489.00	\$ 97,443.80	\$ 104,943.80	\$ 97,389.00	\$ 63,080.00	\$ 3,422.80	\$ 33,441.00	\$ -	\$ 5,000.00
50050 · Rent office space	\$ 9,639.00	\$ 9,639.00	\$ 9,639.00	\$ 9,639.00	\$ 9,639.00				
50060 · Accounting	\$ 22,100.00	\$ 25,054.80	\$ 25,054.80	\$ 25,000.00	\$ 8,632.00	\$ 3,422.80	\$ 8,000.00		\$ 5,000.00
50065 · Audit/ tax	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00				
50070 · Equipment purchase	\$ 2,100.00	\$ 2,100.00	\$ 2,100.00	\$ 2,100.00	\$ 2,100.00				
50075 · Consultants/ interns	\$ 5,000.00	\$ 12,000.00	\$ 12,000.00	\$ 12,000.00			\$ 12,000.00		
50080 · Bank & credit card charges	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00	\$ 600.00				
50085 · Repair / maintenance / clea	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00				
50090 · Office supplies	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 3,200.00	\$ 1,400.00		\$ 1,800.00		
50095 · Postage and delivery	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00				
50100 · Printing/ photocopy	\$ 1,300.00	\$ 1,300.00	\$ 1,300.00	\$ 1,300.00	\$ 500.00		\$ 800.00		
50105 · Permits									
50110 · Dues/ subscriptions	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00				
50115 · Staff development	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00	\$ 1,200.00				
50120 · Meetings	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 3,500.00	\$ 2,900.00		\$ 600.00		
50125 · Legal	\$ 7,500.00	\$ 7,500.00	\$ 15,000.00	\$ 7,500.00	\$ 15,000.00				
50130 · Telephone & internet	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00				

50135 - Parking/ mileage	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 2,400.00	\$ 1,659.00		\$ 741.00		
50140 - Depreciation	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00				
50220 - Insurance	\$ 9,500.00	\$ 9,500.00	\$ 9,500.00	\$ 9,500.00			\$ 9,500.00		
51000 - Outreach/Promotion	\$ 269,700.00	\$ 276,000.00	\$ 279,500.00	\$ 286,000.00	\$ 9,300.00	\$ -	\$ 247,100.00	\$ 23,100.00	\$ -
Promotion/Marketing/Campaigns	\$ 15,500.00	\$ 15,500.00	\$ 15,500.00	\$ 15,500.00				\$ 15,500.00	
Banners	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00	\$ 4,500.00				
Web communications	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 500.00			\$ 1,000.00	
Hillcrest map	\$ 5,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00				
Pride of Hillcrest Block Party	\$ 65,000.00	\$ 65,000.00	\$ 65,000.00	\$ 65,000.00			\$ 65,000.00		
Farmers Market promotions	\$ -	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00			\$ 15,000.00		
Taste 'n Tinis	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00	\$ 10,000.00			\$ 10,000.00		
CityFest	\$ 96,000.00	\$ 96,000.00	\$ 96,000.00	\$ 96,000.00			\$ 96,000.00		
Taste of Hillcrest	\$ 4,700.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00			\$ 5,000.00		
Nightmare on Normal Street	\$ 35,000.00	\$ 35,000.00	\$ 35,000.00	\$ 35,000.00			\$ 35,000.00		
Fat Tuesday	\$ 27,000.00	\$ 20,000.00	\$ 20,000.00	\$ 30,000.00			\$ 20,000.00		
New business welcome program			\$ 3,500.00					\$ 3,500.00	
Business open house	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00			\$ 1,100.00	\$ 1,400.00	
Newsletter	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00	\$ 1,300.00			\$ 1,700.00	
53000 - Physical Improvements	\$ 180,489.00	\$ 208,933.28	\$ 227,275.42	\$ 223,356.12	\$ 62,458.96	\$ 86,760.20	\$ -	\$ 78,066.26	
Hillcrest Sign Utilities/Maint.	\$ 800.00	\$ 800.00	\$ 800.00			\$ 800.00			
Security MAD	\$ 58,000.00	\$ 33,972.00	\$ 39,336.00	\$ 33,972.00	\$ 5,364.00	\$ 33,972.00			
Security Subscription		\$ 5,364.00	\$ 10,728.00	\$ 14,304.00	\$ 10,728.00				
Sidewalk improvements	\$ 44,000.00	\$ 56,888.00	\$ 56,888.00	\$ 56,888.00	\$ 6,262.00	\$ 14,000.00		\$ 36,626.00	
Steam cleaning MAD	\$ 25,134.00	\$ 28,797.12	\$ 28,445.00	\$ 28,797.12		\$ 28,455.00			
Steam cleaning subscription		\$ 8,100.00	\$ 8,100.00	\$ 21,600.00	\$ 8,100.00				
Dumpsters	\$ 4,500.00	\$ 4,560.00	\$ 4,560.00	\$ 4,560.00	\$ 2,280.00	\$ 2,280.00			
Tree/ garden/ FB maintenance	\$ 22,800.00								
Tree repair		\$ 3,600.00	\$ 3,600.00	\$ 3,600.00	\$ 3,100.00			\$ 500.00	
Tree maintenace		\$ 10,080.00	\$ 10,080.00	\$ 10,080.00	\$ 10,080.00				
Flower basket maintenance		\$ 24,300.00							
Sidewalk infrastructure			\$ 32,266.26	\$ 24,300.00				\$ 32,266.26	
Lighting repair		\$ 8,896.96	\$ 8,896.96	\$ -	\$ 6,646.96			\$ 2,250.00	
Contingency	\$ 25,255.00	\$ 23,575.20	\$ 23,575.20	\$ 25,255.00	\$ 9,898.00	\$ 7,253.20		\$ 6,424.00	
Total Expense	\$ 745,313.00	\$ 760,012.08	\$ 805,354.22	\$ 800,380.12	\$ 220,473.96	\$ 90,183.00	\$ 351,441.00	\$ 116,466.26	\$ 25,000.00
Total Income	\$ 799,983.00	\$ 787,707.00	\$ 810,749.26	\$ 818,943.00	\$ (191,373.96)	\$ -	\$ 198,559.00	\$ -	\$ -
Net Income	\$ 54,670.00	\$ 27,694.92	\$ 5,395.04	\$ 18,562.88					