

	FY20	FY21	Current 11/20	% of goal (41% of year)	FY22 (proposed)	510 MAD	BID Detail	Other Govt. Grants
<b>Income</b>	Total	Total						
City Fest	\$ 147,000.00	\$0.00	647.49		\$150,000.00			
Farmers Market	\$ 203,000.00	\$150,000.00	55,004.77	36.67%	\$175,000.00			
SBEP	\$ 25,000.00	\$25,000.00	7,849.07	31.40%	\$25,000.00			\$ 25,000.00
MAD	\$ 90,183.00	\$90,183.00	43,872.06	48.65%	\$90,183.00	\$ 90,183.00		
BID	\$ 105,000.00	\$72,000.00	45,361.89	63.00%	\$90,000.00		\$90,000.00	
BID carry forward	\$ 11,000.00	\$10,456.00		0.00%				
Taste	\$ 36,000.00	\$32,000.00	394.34	1.23%	\$32,000.00			
Taste 'n Tinis	\$ 16,500.00	\$16,500.00	0.00	0.00%	\$16,500.00			
Nightmare on Normal	\$ 45,000.00	\$0.00	0.00		\$55,000.00			
Pride of Hillcrest Blockparty	\$ 75,000.00	\$0.00			\$55,000.00			
Fat Tuesday	\$ 31,000.00	\$6,500.00		0.00%	\$6,500.00			
Artwalk					\$12,000.00			
Beer Crawl					\$5,000.00			
Banner space rental	\$ 2,500.00	\$2,500.00	678.00	27.12%	\$2,500.00			
Hillcrest map	\$ 3,000.00	\$0.00			\$0.00			
Other income (grants)			17,454.90					
Other income PROW	\$ 1,560.00	\$0.00			\$0.00			
Other income (fund raising)		\$10,000.00	3,346.34	33.46%	\$10,000.00			
Other income (steam cleaning)	\$ 22,500.00	\$12,000.00	9,222.60	76.86%	\$12,000.00			
Other income (security)	\$ 16,200.00	\$22,000.00	4,177.02	18.99%	\$22,000.00			
<b>Total Income</b>	<b>\$ 830,443.00</b>	<b>\$ 449,139.00</b>	<b>\$ 188,008.48</b>	<b>41.86%</b>	<b>\$ 758,683.00</b>	<b>\$ 90,183.00</b>	<b>\$ 90,000.00</b>	<b>\$ 25,000.00</b>
<b>Expense</b>								
50005 · Salaries/ payroll	\$ 166,000.00	\$ 120,000.00	38,934.03	32.45%	\$ 166,000.00		15,300.00	\$ 20,000.00
50025 · Employer taxes - federal	\$ 13,500.00	\$ 7,600.00	2,978.46	39.19%	\$ 13,500.00		1,176.00	
50030 · Employer taxes - state	\$ 2,485.00	\$ 1,988.00	0.00	0.00%	\$ 2,485.00		444.00	
50035 · Health insurance	\$ 10,100.00	\$ 6,400.00	4,673.38	73.02%	\$ 10,100.00		180.00	
Employment practices								
50040 · Workers comp insurance	\$ 1,550.00	\$ 1,400.00	1,195.00	85.36%	\$ 1,400.00			
<b>50000 · Personnel</b>	<b>\$ 193,635.00</b>	<b>\$ 137,388.00</b>			<b>\$ 193,485.00</b>			
50050 · Rent office space	\$ 9,639.00	\$ 10,100.00	3,360.00	33.27%	\$ 10,100.00			
Storage		\$ 3,500.00	2,282.00	65.20%	\$ 3,500.00			
50060 · Accounting	\$ 25,000.00	\$ 20,160.00	10,457.50	51.87%	\$ 20,160.00	\$ 3,422.80		\$ 5,000.00
50065 · Audit/ tax	\$ 7,500.00	\$ 7,500.00	0.00		\$ 7,500.00			
50070 · Equipment purchase	\$ 2,100.00	\$ 1,500.00			\$ 1,500.00			
50075 · Consultants: Marketing	\$ 12,000.00	\$ -			\$ -			
50075 · Consultants: Volunteer Management		\$ -			\$ -			
50080 · Bank & credit card charge	\$ 600.00	\$ 600.00			\$ 600.00			
50085 · Repair / maintenance / cl	\$ 2,800.00	\$ 2,800.00	41.98	1.50%	\$ 2,800.00			
50090 · Office supplies	\$ 3,200.00	\$ 2,000.00	1,813.98	90.70%	\$ 2,000.00			
50095 · Postage and delivery	\$ 350.00	\$ 350.00	42.49	12.14%	\$ 350.00			

50100 · Printing/ photocopy	\$ 1,300.00	\$ 1,800.00	1,048.42	58.25%	\$ 1,800.00			
50105 · Permits								
50110 · Dues/ subscriptions	\$ 1,000.00	\$ -	300.00		\$ -			
50115 · Staff development	\$ 1,200.00	\$ -			\$ -			
50120 · Meetings	\$ 3,500.00	\$ 3,500.00	240.00	6.86%	\$ 3,500.00			
50125 · Legal	\$ 7,500.00	\$ 2,500.00	627.00	25.08%	\$ 2,500.00			
50130 · Telephone & internet	\$ 7,500.00	\$ 2,500.00	4,082.40	163.30%	\$ 2,500.00			
50135 · Parking/ mileage	\$ 2,400.00	\$ 800.00	3.75	0.47%	\$ 800.00			
50140 · Depreciation	\$ 300.00	\$ 300.00	0.00	0.00%	\$ 300.00			
50220 · Insurance	\$ 9,500.00	\$ 14,000.00	9,411.45	67.22%	\$ 14,000.00			
<b>50045 · Operating</b>	<b>\$ 97,389.00</b>	<b>\$ 73,910.00</b>			<b>\$ 73,910.00</b>			
Promotion/Marketing/Campaigns	\$ 15,500.00	\$ 15,000.00	7,689.37	51.26%	\$ 15,000.00	\$ 8,000.00		
Banners	\$ 4,500.00	\$ 4,500.00	375.00	8.33%	\$ 4,500.00			
Web communications	\$ 1,500.00	\$ 1,500.00			\$ 1,500.00			
Pride of Hillcrest Block Party (July)	\$ 65,000.00	\$ -	0.00		\$ 60,000.00			
Farmers Market promotions	\$ 15,000.00	\$ -	2,603.73		\$ 5,000.00			
Artwalk (April)					\$ 22,000.00			
Taste 'n Tinis (December)	\$ 10,000.00	\$ 10,000.00	-325.00	-3.25%	\$ 10,000.00			
CityFest (August)	\$ 96,000.00	\$ -			\$ 90,000.00			
Taste of Hillcrest (April)	\$ 5,000.00	\$ 5,000.00	300.00	6.00%	\$ 5,000.00			
Nightmare on Normal Street (Oct)	\$ 35,000.00	\$ -			\$ 35,000.00			
Fat Tuesday (Feb 22)	\$ 30,000.00	\$ 6,500.00	-590.00	-9.08%	\$ 6,500.00			
Business open house	\$ 2,500.00	\$ 5,500.00			\$ 5,500.00	\$ 5,500.00		
Newsletter	\$ 3,000.00	\$ 3,000.00	1,190.01	39.67%	\$ 1,700.00	\$ 1,700.00		
<b>51000 · Outreach/Promotion</b>	<b>\$ 283,000.00</b>	<b>\$ 51,000.00</b>			<b>\$ 261,700.00</b>			
Pride Flag			3,052.81		\$ 1,500.00			
Hillcrest Sign Utilities/Maint.	\$ 800.00	\$ 3,000.00	4,624.71	154.16%	\$ 3,000.00	\$ 800.00	\$ 2,200.00	
Security MAD	\$ 33,972.00	\$ 33,972.00	18,521.00	54.52%	\$ 33,972.00	\$ 33,972.00		
Security Subscription	\$ 14,304.00	\$ 18,500.00	7,479.50	40.43%	\$ 18,500.00			
Sidewalk improvements	\$ 56,888.00	\$ 42,000.00			\$ 42,000.00	\$ 14,000.00	\$ 31,076.00	
Steam cleaning MAD	\$ 28,797.12	\$ 28,455.00	10,557.67	37.10%	\$ 28,455.00	\$ 28,455.00		
Steam cleaning subscription	\$ 21,600.00	\$ 10,500.00	5,422.00	51.64%	\$ 10,500.00			
Dumpsters	\$ 4,560.00	\$ 8,280.00	5,302.22	64.04%	\$ 8,280.00	\$ 2,280.00	\$ 6,000.00	
Tree maintenace	\$ 30,240.00	\$ 12,000.00	4,335.00	36.13%	\$ 12,000.00		\$ 12,000.00	
Lighting repair	\$ -	\$ -			\$ 8,000.00			
Contingency	\$ 25,255.00	\$ 24,206.00			\$ 24,206.00	\$ 7,253.20	\$ 6,424.00	
<b>53000 · Physical Improvements</b>	<b>\$ 216,416.12</b>	<b>\$ 180,913.00</b>			<b>\$ 188,913.00</b>			
<b>Total Expense</b>	<b>\$ 790,440.12</b>	<b>\$ 443,211.00</b>	<b>\$ 152,029.86</b>	<b>34.30%</b>	<b>\$ 718,008.00</b>	<b>\$ 90,183.00</b>	<b>\$ 90,000.00</b>	<b>\$ 25,000.00</b>
<b>Total Income</b>	<b>\$ 830,443.00</b>	<b>\$ 449,139.00</b>			<b>\$ 758,683.00</b>	<b>\$ 90,183.00</b>	<b>\$ 90,000.00</b>	<b>\$ 25,000.00</b>
<b>Net Income</b>	<b>\$ 40,002.88</b>	<b>\$ 5,928.00</b>			<b>\$ 40,675.00</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>