

	FY21 Total	FY22 (budget)	YTD March 2022	FY22 (3/31/22 est actual)	FY23 (proposed)	FY24 Est	FY25 Est	110 GENERAL	510 MAD	210 Special Events	BID Detail	Govt. Grants
Income												
City Fest	\$0.00	\$150,000.00	\$0.00		\$150,000.00	\$157,500.00	\$165,375.00			\$150,000.00		
Farmers Market	\$150,000.00	\$175,000.00	\$217,440.00	\$289,920.00	\$310,000.00	\$325,500.00	\$341,775.00			\$310,000.00		
SBEP	\$25,000.00	\$25,000.00	\$29,913.00	\$29,913.00	\$25,000.00	\$25,000.00	\$25,000.00					\$ 25,000.00
MAD	\$90,183.00	\$90,183.00	\$89,152.00	\$89,152.00	\$90,183.00	\$90,183.00	\$90,183.00		\$ 90,183.00			
MAD carry forward	\$10,456.00				\$15,000.00				\$ 15,000.00			
BID	\$72,000.00	\$90,000.00	\$68,712.00	\$91,616.00	\$90,000.00	\$90,000.00	\$90,000.00				\$90,000.00	
Taste	\$32,000.00	\$32,000.00	\$8,116.00	\$29,034.00	\$32,000.00	\$33,600.00	\$35,280.00				\$32,000.00	
Taste 'n Tinis	\$16,500.00	\$16,500.00	\$18,826.00	\$18,826.00	\$19,000.00	\$19,950.00	\$20,947.50				\$19,000.00	
Nightmare on Normal	\$0.00	\$46,500.00	\$69,495.00	\$69,495.00	\$70,000.00	\$73,500.00	\$77,175.00				\$70,000.00	
Pride of Hillcrest Blockparty	\$0.00	\$65,000.00	\$287,304.00	\$287,304.00	\$75,000.00	\$78,750.00	\$82,687.50				\$75,000.00	
Fat Tuesday	\$6,500.00	\$6,500.00	\$0.00									
Artwalk		\$24,000.00	\$7,673.00	\$10,230.67	\$16,000.00	\$16,800.00	\$17,640.00				\$16,000.00	
Banner space rental	\$2,500.00	\$2,500.00	\$0.00		\$2,500.00	\$2,625.00	\$2,756.25	\$2,500.00				
Other income (concession sales)					\$5,500.00	\$5,775.00	\$6,063.75				\$5,500.00	
Other income (sidewalk flags)		\$4,000.00	\$1,320.00	\$4,200.00	\$4,500.00	\$4,725.00	\$4,961.25	\$4,500.00				
Other income (other)	\$10,000.00	\$10,000.00	\$14,123.00	\$49,123.00	\$20,000.00	\$20,000.00	\$20,000.00	\$20,000.00				
Other income (steam cleaning)	\$12,000.00	\$12,000.00	\$7,148.00	\$9,530.67	\$16,000.00	\$16,800.00	\$17,640.00	\$16,000.00				
Other income (security)	\$22,000.00	\$22,000.00	\$10,433.00	\$13,910.67	\$14,000.00	\$14,700.00	\$15,435.00	\$1,400.00				
Other income			\$62,411.00									
Total Income	\$ 449,139.00	\$ 771,183.00	\$ 829,655.00	\$992,255.00	\$ 954,683.00	\$975,408.00	\$ 1,012,919.25	\$ 49,900.00	\$ 105,183.00	\$ 672,000.00	\$ 90,000.00	\$ 25,000.00
Expense												
50005 · Salaries/ payroll office	\$ 120,000.00	\$ 186,000.00	\$ 121,901.00	\$162,534.67	\$ 210,000.00	\$ 220,500.00	\$ 231,525.00	\$ 174,700.00			15,300.00	\$ 20,000.00
Salaries/ payroll custodial					\$ 87,076.00	\$ 91,429.80	\$ 96,001.29	\$ 36,000.00	\$ 14,000.00		\$ 37,076.00	
Matching retirement					\$ 6,300.00	\$ 6,615.00	\$ 6,945.75	\$ 6,300.00				
50025 · Employer taxes - federal	\$ 7,600.00	\$ 13,500.00	\$ 9,487.00	\$12,649.33	\$ 23,000.00	\$ 24,150.00	\$ 25,357.50	\$ 23,000.00				
50030 · Employer taxes - state	\$ 1,988.00	\$ 2,485.00	\$ 1,423.00	\$1,897.33	\$ 2,485.00	\$ 2,609.25	\$ 2,739.71	\$ 2,485.00				
50035 · Health insurance	\$ 6,400.00	\$ 10,100.00	\$ 8,894.00	\$11,858.67	\$ 12,000.00	\$ 12,600.00	\$ 13,230.00	\$ 12,000.00				
50040 · Workers comp insurance	\$ 1,400.00	\$ 1,400.00			\$ 1,400.00	\$ 1,470.00	\$ 1,543.50	\$ 1,400.00				
50000 · Personnel	\$ 137,388.00	\$ 213,485.00			\$ 342,261.00	\$ 359,374.05	\$ 377,342.75					
50050 · Rent office space	\$ 10,100.00	\$ 10,100.00	\$ 10,473.00	\$22,973.00	\$ 60,000.00	\$ 60,000.00	\$ 60,000.00	\$ 60,000.00				
Storage	\$ 3,500.00	\$ 3,500.00	\$ 3,553.00	\$8,500.00				\$ -				
50060 · Accounting	\$ 20,160.00	\$ 20,160.00	\$ 18,858.00	\$25,144.00	\$ 25,160.00	\$ 26,418.00	\$ 27,738.90	\$ 16,738.00	\$ 3,422.00			\$ 5,000.00
50065 · Audit/ tax	\$ 7,500.00	\$ 7,500.00	\$ 7,320.00	\$7,320.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00				
50070 · Equipment purchase	\$ 1,500.00	\$ 1,500.00	\$ 2,856.00	\$3,808.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00				
50075 · Consultants: Volunteer M	\$ -	\$ 6,000.00	\$ 13,030.00	\$17,373.33	\$ -	\$ -	\$ -	\$ -				
50080 · Bank & credit card chrg	\$ 600.00	\$ 600.00	\$ 981.00	\$1,308.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00	\$ 1,000.00				
50085 · Repair / maintenance / cl	\$ 2,800.00	\$ 2,800.00			\$ 2,800.00	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00				
50090 · Office supplies	\$ 2,000.00	\$ 2,000.00	\$ 936.00	\$1,248.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00				
50095 · Postage and delivery	\$ 350.00	\$ 350.00	\$ 907.00	\$1,209.33	\$ 350.00	\$ 350.00	\$ 350.00	\$ 350.00				
50100 · Printing/ photocopy	\$ 1,800.00	\$ 1,800.00	\$ 2,580.00	\$3,440.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00	\$ 1,800.00				
50105 · Permits			\$ 711.00	\$948.00								
50110 · Dues/ subscriptions	\$ -	\$ -			\$ -	\$ -	\$ -	\$ -				
50115 · Staff development	\$ -	\$ -			\$ -	\$ -	\$ -	\$ -				
50120 · Meetings	\$ 3,500.00	\$ 1,500.00	\$ 1,844.00	\$2,458.67	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00	\$ 1,500.00				
50125 · Legal	\$ 2,500.00	\$ 2,500.00	\$ 25,362.00	\$25,362.00	\$ 20,000.00	\$ 5,000.00	\$ 5,000.00	\$ 5,000.00				\$ 20,000.00
50130 · Telephone & internet	\$ 2,500.00	\$ 2,500.00	\$ 14,170.00	\$18,893.33	\$ 2,500.00	\$ 2,625.00	\$ 2,756.25	\$ 2,500.00				
50135 · Parking/ mileage	\$ 800.00	\$ 800.00	\$ 586.00	\$781.33	\$ 800.00	\$ 840.00	\$ 882.00	\$ 800.00				
50140 · Depreciation	\$ 300.00	\$ 300.00			\$ 300.00	\$ 315.00	\$ 330.75	\$ 300.00				
50220 · Insurance	\$ 14,000.00	\$ 14,000.00	\$ 32,101.00	\$ 32,101.00	\$ 32,000.00	\$ 33,600.00	\$ 35,280.00	\$ 32,000.00				
50045 · Operating	\$ 73,910.00	\$ 77,910.00			\$ 159,210.00	\$ 147,248.00	\$ 150,437.90					

	FY21	FY22 (budget)	YTD March 2022	FY22 (3/31/22 est actual)	FY23 (proposed)	FY24 Est	FY25 Est	110 GENERAL	510 MAD	210 Special Events	BID Detail	Govt. Grants
Promotion/Marketing/Campaigns	\$ 15,000.00	\$ 12,000.00	\$ 17,589.00	\$23,452.00	\$ 24,000.00	\$ 30,000.00	\$ 35,000.00			\$ 18,000.00	\$ 6,000.00	
Banners	\$ 4,500.00	\$ 4,500.00	\$ 2,458.00	\$3,277.33	\$ 3,000.00	\$ 3,150.00	\$ 3,307.50	\$ 3,000.00				
Web communications	\$ 1,500.00	\$ 1,500.00			\$ 1,500.00	\$ 1,575.00	\$ 1,653.75	\$ 1,500.00				
Pride of Hillcrest Block Party (July)	\$ -	\$ 60,000.00	\$ 149,872.00	\$ 149,872.00	\$ 58,000.00	\$ 60,900.00	\$ 63,945.00			\$ 58,000.00		
Farmers Market promotions	\$ -	\$ 5,000.00	\$ 13,731.00	\$18,308.00								
Artwalk		\$ 16,000.00	\$ 18,948.00	\$22,000.00	\$ 14,000.00	\$ 14,700.00	\$ 15,435.00			\$ 14,000.00		
Taste 'n Tinis (December)	\$ 10,000.00	\$ 10,000.00	\$ 3,346.00	\$9,113.00	\$ 7,000.00	\$ 7,350.00	\$ 7,717.50			\$ 7,000.00		
CityFest (August)	\$ -	\$ 90,000.00	\$ -		\$ 88,000.00	\$ 92,400.00	\$ 97,020.00			\$ 88,000.00		
Taste of Hillcrest (April)	\$ 5,000.00	\$ 5,000.00		\$4,764.00	\$ 5,000.00	\$ 5,250.00	\$ 5,512.50			\$ 5,000.00		
Nightmare on Normal Street (Oct)	\$ -	\$ 35,000.00	\$ 50,518.00	\$63,974.00	\$ 40,000.00	\$ 42,000.00	\$ 44,100.00			\$ 40,000.00		
Fat Tuesday	\$ 6,500.00	\$ 6,500.00										
Business open house	\$ 5,500.00	\$ 5,500.00	\$ 21.00		\$ 5,500.00	\$ 5,500.00	\$ 5,500.00				\$ 5,500.00	
51000 · Outreach/Promotion	\$ 48,000.00	\$ 251,000.00			\$ 246,000.00	\$ 262,825.00	\$ 279,191.25					
Pride Flag		\$ 1,500.00	\$ 656.00	\$1,574.40	\$ 1,500.00	\$ 1,575.00	\$ 1,653.75	\$ 1,500.00				
Sidewalk Flag Program			\$ 1,134.00	\$1,512.00	\$ 1,500.00	\$ 1,575.00	\$ 1,653.75	\$ 1,500.00				
Hillcrest Sign Utilities/Maint.	\$ 3,000.00	\$ 3,000.00	\$ 2,070.00	\$2,760.00	\$ 3,000.00	\$ 3,150.00	\$ 3,307.50		\$ 3,000.00			
Security MAD	\$ 33,972.00	\$ 45,227.00	\$ 36,956.00	\$49,274.67	\$ 50,000.00	\$ 50,000.00	\$ 50,000.00		\$ 50,000.00			
Security Subscription	\$ 18,500.00	\$ 18,500.00	\$ 9,532.00	\$12,709.33	\$ 14,000.00	\$ 14,700.00	\$ 15,435.00	\$ 14,000.00				
Sidewalk improvements	\$ 42,000.00	\$ 45,076.00	\$ 36,721.00	\$48,961.33								
Steam cleaning MAD	\$ 28,455.00	\$ 15,000.00	\$ 22,055.00	\$29,406.67	\$ 30,000.00	\$ 30,000.00	\$ 30,000.00		\$ 30,000.00			
Steam cleaning subscription	\$ 10,500.00	\$ 10,500.00	\$ 12,339.00	\$16,452.00	\$ 16,500.00	\$ 17,325.00	\$ 18,191.25	\$ 16,500.00				
Dumpsters	\$ 8,280.00	\$ 8,280.00	\$ 10,926.00	\$14,568.00	\$ 14,000.00	\$ 14,700.00	\$ 15,435.00	\$ 5,720.00	\$ 2,280.00		\$ 6,000.00	
Special Projects		\$ 10,000.00	\$ 32,589.00	\$43,452.00	\$ 20,000.00			\$ 20,000.00				
Tree maintenance	\$ 12,000.00	\$ 12,000.00			\$ 12,000.00	\$ 12,600.00	\$ 13,230.00				\$ 12,000.00	
Lighting repair	\$ -	\$ 8,000.00			\$ 8,000.00	\$ 8,400.00	\$ 8,820.00	\$ 8,000.00				
MAD formation / legal costs		\$ 20,000.00	\$ 14,090.00	\$22,000.00	\$ 6,000.00			\$ 6,000.00				
Contingency	\$ 24,206.00	\$ 24,269.20			\$ 24,269.00	\$ 25,482.45	\$ 26,756.57	\$ 10,592.00	\$ 7,253.20		\$ 6,424.00	
53000 · Physical Improvements	\$ 180,913.00	\$ 219,852.20			\$ 197,769.00	\$ 176,357.45	\$ 181,175.32					
Total Expense	\$ 440,211.00	\$ 762,247.20		\$899,238.73	\$ 945,240.00	\$ 945,804.50	\$ 988,147.23	\$ 494,985.00	\$ 109,955.20	\$ 230,000.00	\$ 88,300.00	\$ 25,000.00
Total Income	\$ 449,139.00	\$ 771,183.00		\$93,016.27	\$ 954,683.00	\$ 975,408.00	\$ 1,012,919.25	\$ 49,900.00	\$ 105,183.00	\$ 672,000.00	\$ 90,000.00	\$ 25,000.00
Net Income	\$ 8,928.00	\$ 8,935.80			\$ 9,443.00	\$ 29,603.50	\$ 24,772.02	\$ (445,085.00)	\$ 4,772.20	\$ 442,000.00	\$ (1,700.00)	\$ -