

| ACCOUNTS | <u>Nov 30, 20</u> |
|--|---------------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 10035 · Comerica - Checking | 83,904.89 |
| 10045 · PayPal | <u>656.20</u> |
| Total Checking/Savings | 84,561.09 |
| Accounts Receivable | |
| 12000 · Accounts Receivable | <u>2,859.00</u> |
| Total Accounts Receivable | 2,859.00 |
| Other Current Assets | |
| 10125 · MAD Receivable | 24,644.85 |
| 10145 · Farmers Market Receivable | 8,269.46 |
| 10155 · Prepaid Expense | 6,602.03 |
| 10190 · Tech. Assistance/Acctg. Rcvbl. | <u>980.00</u> |
| Total Other Current Assets | <u>40,496.34</u> |
| Total Current Assets | 127,916.43 |
| Fixed Assets | |
| 10200 · Office Furniture & Equipment | 21,364.81 |
| 10220 · Accumulated Depreciation | <u>-21,364.81</u> |
| Total Fixed Assets | <u>0.00</u> |
| TOTAL ASSETS | <u><u>127,916.43</u></u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Other Current Liabilities | |
| 20215 · BID Assessment | -1,032.45 |
| 20225 · SBEP Advance | 14,222.93 |
| 21000 · Payroll Liabilities | |
| Vacation Payable | <u>5,615.00</u> |
| Total 21000 · Payroll Liabilities | <u>5,615.00</u> |

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2020

| AQAA/PAH/AS | Nov 30, 20 |
|--|--------------------------|
| Total Other Current Liabilities | <u>18,805.48</u> |
| Total Current Liabilities | <u>18,805.48</u> |
| Total Liabilities | 18,805.48 |
| Equity | |
| 31100 - Unrestricted Net Assets | 98,627.44 |
| Net Income | <u>10,483.51</u> |
| Total Equity | <u>109,110.95</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>127,916.43</u></u> |

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2020

AQAAAFBFS

| | TOTAL | | | | | |
|---|------------------|------------------|------------------|-------------------|-------------------|------------------|
| | Nov 20 | Budget | Variance | Jul - Nov 20 | Budget | Variance |
| Income | | | | | | |
| 40015 · CityFest | 0.00 | | | 647.49 | | |
| 40020 · Farmers Market | 10,926.26 | 12,500.00 | -1,573.74 | 55,004.77 | 62,500.00 | -7,495.23 |
| 40030 · SBEP | 3,181.55 | 2,084.00 | 1,097.55 | 7,849.07 | 10,420.00 | -2,570.93 |
| 40040 · MAD | 6,958.32 | 7,518.00 | -559.68 | 43,872.06 | 37,590.00 | 6,282.06 |
| 40050 · BID | 8,847.63 | 6,000.00 | 2,847.63 | 45,361.89 | 30,000.00 | 15,361.89 |
| 40055 · BID Carry Forward | 0.00 | 872.00 | -872.00 | 0.00 | 4,360.00 | -4,360.00 |
| 40060 · PROW | 0.00 | 0.00 | 0.00 | 394.34 | 0.00 | 394.34 |
| 40115 · Taste 'N Tinis | 0.00 | 10,500.00 | -10,500.00 | 0.00 | 10,500.00 | -10,500.00 |
| 40140 · Banner Space | 0.00 | 209.00 | -209.00 | 0.00 | 1,045.00 | -1,045.00 |
| 40145 · Pride Flag | 0.00 | | | 678.00 | | |
| 40150 · Grants | 0.00 | | | 17,454.90 | | |
| 40180 · Other Income | 507.64 | 834.00 | -326.36 | 3,346.34 | 4,170.00 | -823.66 |
| 40190 · Hillcrest Security Subscription | 2,576.43 | 1,834.00 | 742.43 | 9,222.60 | 9,170.00 | 52.60 |
| 40195 · Hillcrest Steam Cleaning | 2,148.66 | 1,000.00 | 1,148.66 | 4,177.02 | 5,000.00 | -822.98 |
| Total Income | 35,146.49 | 43,351.00 | -8,204.51 | 188,008.48 | 174,755.00 | 13,253.48 |
| Expense | | | | | | |
| 50000 · Personnel | | | | | | |
| 50005 · Salaries | 7,786.81 | 9,834.00 | -2,047.19 | 38,934.03 | 49,170.00 | -10,235.97 |
| 50025 · Employer Taxes - Federal | 595.69 | 856.00 | -260.31 | 2,978.46 | 4,280.00 | -1,301.54 |
| 50030 · Employer Taxes - State | 0.00 | 157.00 | -157.00 | 0.00 | 785.00 | -785.00 |
| 50035 · Health Insurance | 160.40 | 519.00 | -358.60 | 4,673.38 | 2,595.00 | 2,078.38 |
| 50040 · Workers Comp Insurance | 449.40 | 85.00 | 364.40 | 1,195.00 | 425.00 | 770.00 |
| Total 50000 · Personnel | 8,992.30 | 11,451.00 | -2,458.70 | 47,780.87 | 57,255.00 | -9,474.13 |
| 50045 · Operating | | | | | | |
| 50050 · Rent Office Space | 840.00 | 842.00 | -2.00 | 3,360.00 | 4,210.00 | -850.00 |
| 50055 · Storage | 1,163.00 | 292.00 | 871.00 | 2,282.00 | 1,460.00 | 822.00 |
| 50060 · Accounting | 2,091.50 | 1,682.00 | 409.50 | 10,457.50 | 8,410.00 | 2,047.50 |
| 50065 · Audit | 0.00 | 0.00 | 0.00 | 0.00 | 7,500.00 | -7,500.00 |

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2020

AQUARIUS

| | TOTAL | | | | | |
|--|-----------------|-----------------|------------------|------------------|------------------|------------------|
| | Nov 20 | Budget | Variance | Jul - Nov 20 | Budget | Variance |
| 50070 · Equipment Purchase | 0.00 | 125.00 | -125.00 | 0.00 | 625.00 | -625.00 |
| 50080 · Bank & Credit Card Charges | 122.08 | 50.00 | 72.08 | 256.60 | 250.00 | 6.60 |
| 50085 · Repair/Maintenance/Cleaning | 41.98 | 234.00 | -192.02 | 41.98 | 1,170.00 | -1,128.02 |
| 50090 · Office Supplies | 109.25 | 167.00 | -57.75 | 1,813.98 | 835.00 | 978.98 |
| 50095 · Postage and Delivery | 42.49 | 30.00 | 12.49 | 42.49 | 150.00 | -107.51 |
| 50100 · Printing/Photocopy | 129.84 | 150.00 | -20.16 | 1,048.42 | 750.00 | 298.42 |
| 50110 · Dues/Subscriptions | 0.00 | 0.00 | 0.00 | 300.00 | 0.00 | 300.00 |
| 50120 · Meetings | 60.00 | 292.00 | -232.00 | 240.00 | 1,460.00 | -1,220.00 |
| 50125 · Legal | 0.00 | 209.00 | -209.00 | 627.00 | 1,045.00 | -418.00 |
| 50130 · Telephone & Internet | 2,167.57 | 209.00 | 1,958.57 | 4,082.40 | 1,045.00 | 3,037.40 |
| 50135 · Parking/Mileage | 3.75 | 67.00 | -63.25 | 3.75 | 335.00 | -331.25 |
| 50140 · Depreciation | 0.00 | 25.00 | -25.00 | 0.00 | 125.00 | -125.00 |
| 50330 · D & O / Liability Insurance | 1,728.00 | 1,167.00 | 561.00 | 9,411.45 | 5,835.00 | 3,576.45 |
| Total 50045 · Operating | 8,499.46 | 5,541.00 | 2,958.46 | 33,967.57 | 35,205.00 | -1,237.43 |
| 51000 · Neighborhood/Outreach Promotion | | | | | | |
| 51525 · Promotion/Marketing/Campaigns | 4,505.19 | 1,251.00 | 3,254.19 | 7,689.37 | 6,255.00 | 1,434.37 |
| 51526 · Taste | 0.00 | 0.00 | 0.00 | 300.00 | 0.00 | 300.00 |
| 51527 · Taste 'N Tinis | -325.00 | 5,000.00 | -5,325.00 | -325.00 | 5,000.00 | -5,325.00 |
| 51530 · Banners | 125.00 | 375.00 | -250.00 | 375.00 | 1,875.00 | -1,500.00 |
| 51535 · Web Site Communications | 0.00 | 125.00 | -125.00 | 0.00 | 625.00 | -625.00 |
| 51540 · Business Mixers/Open House | 0.00 | 459.00 | -459.00 | 0.00 | 2,295.00 | -2,295.00 |
| 51545 · Newsletter | 0.00 | 251.00 | -251.00 | 1,190.01 | 1,255.00 | -64.99 |
| 51555 · Farmer's Market | 500.00 | 0.00 | 500.00 | 2,603.73 | 0.00 | 2,603.73 |
| 51870 · Mardi Gras | -590.00 | 0.00 | -590.00 | -590.00 | 0.00 | -590.00 |
| Total 51000 · Neighborhood/Outreach Promotion | 4,215.19 | 7,461.00 | -3,245.81 | 11,243.11 | 17,305.00 | -6,061.89 |
| 53000 · Physical Improvements | | | | | | |
| 51575 · Pride Flag Project | 3,052.81 | 0.00 | 3,052.81 | 3,052.81 | 0.00 | 3,052.81 |
| 53125 · Hillcrest Sign Utilities/Maint. | 75.86 | 251.00 | -175.14 | 4,624.71 | 1,255.00 | 3,369.71 |

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2020

AQUARIUS

| | TOTAL | | | | | |
|--|------------------|------------------|------------------|---------------------|-------------------|------------------|
| | Nov 20 | Budget | Variance | Jul - Nov 20 | Budget | Variance |
| 53130 · Security | 3,949.00 | 2,831.00 | 1,118.00 | 18,521.00 | 14,155.00 | 4,366.00 |
| 53131 · Security Subscription | 1,191.50 | 1,542.00 | -350.50 | 7,479.50 | 7,710.00 | -230.50 |
| 53134 · Steam Cleaning Subscription | 0.00 | 875.00 | -875.00 | 5,422.00 | 4,375.00 | 1,047.00 |
| 53137 · Pressure Washing/Steam Cleaning | 222.14 | 2,372.00 | -2,149.86 | 10,557.67 | 11,860.00 | -1,302.33 |
| 53139 · Sidewalk Cleaning/Improvements | 4,834.00 | 3,501.00 | 1,333.00 | 25,238.51 | 17,505.00 | 7,733.51 |
| 53150 · Dumpsters | 964.31 | 690.00 | 274.31 | 5,302.22 | 3,450.00 | 1,852.22 |
| 53155 · Tree/Flower/Light Maintenance | 867.00 | 1,000.00 | -133.00 | 4,335.00 | 5,000.00 | -665.00 |
| 53165 · Contingency | 0.00 | 2,019.00 | -2,019.00 | 0.00 | 10,095.00 | -10,095.00 |
| Total 53000 · Physical Improvements | 15,156.62 | 15,081.00 | 75.62 | 84,533.42 | 75,405.00 | 9,128.42 |
| Total Expense | 36,863.57 | 39,534.00 | -2,670.43 | 177,524.97 | 185,170.00 | -7,645.03 |
| | -1,717.08 | 3,817.00 | -5,534.08 | 10,483.51 | -10,415.00 | 20,898.51 |

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2020

| AQA #1152 | 110 GENERAL | 220 SPECIAL EVENTS | 410 BID CONTRACT | 510 MAD | 610 SBEP | TOTAL |
|---|------------------|--------------------|------------------|------------------|-----------------|-------------------|
| Income | | | | | | |
| 40015 · CityFest | 0.00 | 647.49 | 0.00 | 0.00 | 0.00 | 647.49 |
| 40020 · Farmers Market | 0.00 | 55,004.77 | 0.00 | 0.00 | 0.00 | 55,004.77 |
| 40030 · SBEP | 0.00 | 0.00 | 0.00 | 0.00 | 7,849.07 | 7,849.07 |
| 40040 · MAD | 0.00 | 0.00 | 0.00 | 43,872.06 | 0.00 | 43,872.06 |
| 40050 · BID | 0.00 | 0.00 | 45,361.89 | 0.00 | 0.00 | 45,361.89 |
| 40060 · PROW | 394.34 | 0.00 | 0.00 | 0.00 | 0.00 | 394.34 |
| 40145 · Pride Flag | 678.00 | 0.00 | 0.00 | 0.00 | 0.00 | 678.00 |
| 40150 · Grants | 17,454.90 | 0.00 | 0.00 | 0.00 | 0.00 | 17,454.90 |
| 40180 · Other Income | 3,346.34 | 0.00 | 0.00 | 0.00 | 0.00 | 3,346.34 |
| 40190 · Hillcrest Security Subscription | 9,222.60 | 0.00 | 0.00 | 0.00 | 0.00 | 9,222.60 |
| 40195 · Hillcrest Steam Cleaning | 4,177.02 | 0.00 | 0.00 | 0.00 | 0.00 | 4,177.02 |
| Total Income | 35,273.20 | 55,652.26 | 45,361.89 | 43,872.06 | 7,849.07 | 188,008.48 |
| Expense | | | | | | |
| 50000 · Personnel | | | | | | |
| 50005 · Salaries | 16,637.64 | 0.00 | 15,005.10 | 0.00 | 7,291.29 | 38,934.03 |
| 50025 · Employer Taxes - Federal | 1,272.78 | 0.00 | 1,147.90 | 0.00 | 557.78 | 2,978.46 |
| 50035 · Health Insurance | 4,673.38 | 0.00 | 0.00 | 0.00 | 0.00 | 4,673.38 |
| 50040 · Workers Comp Insurance | 449.40 | 0.00 | 745.60 | 0.00 | 0.00 | 1,195.00 |
| Total 50000 · Personnel | 23,033.20 | 0.00 | 16,898.60 | 0.00 | 7,849.07 | 47,780.87 |
| 50045 · Operating | | | | | | |
| 50050 · Rent Office Space | 3,360.00 | 0.00 | 0.00 | 0.00 | 0.00 | 3,360.00 |
| 50055 · Storage | 2,282.00 | 0.00 | 0.00 | 0.00 | 0.00 | 2,282.00 |
| 50060 · Accounting | 9,032.50 | 0.00 | 0.00 | 1,425.00 | 0.00 | 10,457.50 |
| 50080 · Bank & Credit Card Charges | 256.60 | 0.00 | 0.00 | 0.00 | 0.00 | 256.60 |
| 50085 · Repair/Maintenance/Cleaning | 41.98 | 0.00 | 0.00 | 0.00 | 0.00 | 41.98 |
| 50090 · Office Supplies | 1,813.98 | 0.00 | 0.00 | 0.00 | 0.00 | 1,813.98 |
| 50095 · Postage and Delivery | 42.49 | 0.00 | 0.00 | 0.00 | 0.00 | 42.49 |
| 50100 · Printing/Photocopy | 1,048.42 | 0.00 | 0.00 | 0.00 | 0.00 | 1,048.42 |
| 50110 · Dues/Subscriptions | 300.00 | 0.00 | 0.00 | 0.00 | 0.00 | 300.00 |

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2020

| AQAFLEBS | 110 GENERAL | 220 SPECIAL EVENTS | 410 BID CONTRACT | 510 MAD | 610 SBEP | TOTAL |
|--|--------------------|---------------------------|-------------------------|------------------|-----------------|-------------------|
| 50120 · Meetings | 240.00 | 0.00 | 0.00 | 0.00 | 0.00 | 240.00 |
| 50125 · Legal | 627.00 | 0.00 | 0.00 | 0.00 | 0.00 | 627.00 |
| 50130 · Telephone & Internet | 4,082.40 | 0.00 | 0.00 | 0.00 | 0.00 | 4,082.40 |
| 50135 · Parking/Mileage | 3.75 | 0.00 | 0.00 | 0.00 | 0.00 | 3.75 |
| 50330 · D & O / Liability Insurance | 9,411.45 | 0.00 | 0.00 | 0.00 | 0.00 | 9,411.45 |
| Total 50045 · Operating | 32,542.57 | 0.00 | 0.00 | 1,425.00 | 0.00 | 33,967.57 |
| 51000 · Neighborhood/Outreach Promotion | | | | | | |
| 51525 · Promotion/Marketing/Campaigns | 6,184.18 | 0.00 | 1,505.19 | 0.00 | 0.00 | 7,689.37 |
| 51526 · Taste | 0.00 | 300.00 | 0.00 | 0.00 | 0.00 | 300.00 |
| 51527 · Taste 'N Tinis | 0.00 | -325.00 | 0.00 | 0.00 | 0.00 | -325.00 |
| 51530 · Banners | 0.00 | 0.00 | 375.00 | 0.00 | 0.00 | 375.00 |
| 51545 · Newsletter | 0.00 | 0.00 | 1,190.01 | 0.00 | 0.00 | 1,190.01 |
| 51555 · Farmer's Market | 25.89 | 2,577.84 | 0.00 | 0.00 | 0.00 | 2,603.73 |
| 51870 · Mardi Gras | 0.00 | -590.00 | 0.00 | 0.00 | 0.00 | -590.00 |
| Total 51000 · Neighborhood/Outreach Promotion | 6,210.07 | 1,962.84 | 3,070.20 | 0.00 | 0.00 | 11,243.11 |
| 53000 · Physical Improvements | | | | | | |
| 51575 · Pride Flag Project | 3,052.81 | 0.00 | 0.00 | 0.00 | 0.00 | 3,052.81 |
| 53125 · Hillcrest Sign Utilities/Maint. | 0.00 | 0.00 | 1,000.00 | 3,624.71 | 0.00 | 4,624.71 |
| 53130 · Security | 0.00 | 0.00 | 0.00 | 18,521.00 | 0.00 | 18,521.00 |
| 53131 · Security Subscription | 7,479.50 | 0.00 | 0.00 | 0.00 | 0.00 | 7,479.50 |
| 53134 · Steam Cleaning Subscription | 5,422.00 | 0.00 | 0.00 | 0.00 | 0.00 | 5,422.00 |
| 53137 · Pressure Washing/Steam Cleaning | 222.14 | 0.00 | 0.00 | 10,335.53 | 0.00 | 10,557.67 |
| 53139 · Sidewalk Cleaning/Improvements | 0.00 | 0.00 | 18,002.51 | 7,236.00 | 0.00 | 25,238.51 |
| 53150 · Dumpsters | 516.82 | 0.00 | 2,055.58 | 2,729.82 | 0.00 | 5,302.22 |
| 53155 · Tree/Flower/Light Maintenance | 0.00 | 0.00 | 4,335.00 | 0.00 | 0.00 | 4,335.00 |
| Total 53000 · Physical Improvements | 16,693.27 | 0.00 | 25,393.09 | 42,447.06 | 0.00 | 84,533.42 |
| Total Expense | 78,479.11 | 1,962.84 | 45,361.89 | 43,872.06 | 7,849.07 | 177,524.97 |
| | -43,205.91 | 53,689.42 | 0.00 | 0.00 | 0.00 | 10,483.51 |

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2020

| AQUARIUM | Current | 1 - 30 | 31 - 60 | 61 - 90 | > 90 | TOTAL |
|--------------------------------------|----------------|---------------|----------------|----------------|-----------------|-----------------|
| Artist & Craftsman Supply | 0.00 | 0.00 | 0.00 | 0.00 | 206.00 | 206.00 |
| AT&T. | 0.00 | 0.00 | 0.00 | 0.00 | 1,800.00 | 1,800.00 |
| Flicks | 0.00 | 0.00 | 0.00 | 0.00 | 250.00 | 250.00 |
| The Assistance League | 0.00 | 0.00 | 0.00 | 0.00 | 103.00 | 103.00 |
| Zehnder Communications, Inc. | 0.00 | 0.00 | 0.00 | 0.00 | 500.00 | 500.00 |
| TOTAL | 0.00 | 0.00 | 0.00 | 0.00 | 2,859.00 | 2,859.00 |