

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2023

ACCOUNTS	Apr 30, 23
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	48,486.94
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>532.87</u>
Total Checking/Savings	49,676.01
Accounts Receivable	
12000 · Accounts Receivable	<u>12,603.00</u>
Total Accounts Receivable	12,603.00
Other Current Assets	
10095 · Deposits	5,000.00
10100 · Other Receivables	1,390.73
10115 · SBEP City Fees & Services	5,753.45
10120 · BID Receivable	6,421.56
10125 · MAD Receivable	30,013.54
10145 · Farmers Market Receivable	12,963.93
10155 · Prepaid Expense	14,306.21
10160 · Prepaid CityFest	897.30
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>2,500.00</u>
Total Other Current Assets	<u>79,246.72</u>
Total Current Assets	141,525.73
Fixed Assets	
10200 · Office Furniture & Equipment	21,545.90
10220 · Accumulated Depreciation	<u>-21,364.81</u>
Total Fixed Assets	<u>181.09</u>
TOTAL ASSETS	<u><u>141,706.82</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20210 · Accrued Expenses	25,000.00
20215 · BID Assessment	1,211.45
20230 · Sales Tax Payable	45.58
20235 · City Fest Deferred Revenue	24,513.15
20255 · Pride Block Party Deferred	306.49
21000 · Payroll Liabilities	
Federal Withholdng Payable	96.00
FUTA Payable	180.91
NW Mutual Payable	392.50
State Withholding Payable	41.05
Vacation Payable	<u>2,538.40</u>
Total 21000 · Payroll Liabilities	<u>3,248.86</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2023

LIABILITIES	Apr 30, 23
Total Other Current Liabilities	<u>54,325.53</u>
Total Current Liabilities	<u>54,325.53</u>
Total Liabilities	54,325.53
Equity	
31100 · Unrestricted Net Assets	65,002.18
Net Income	<u>22,379.11</u>
Total Equity	<u>87,381.29</u>
TOTAL LIABILITIES & EQUITY	<u><u>141,706.82</u></u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2023

AQANWBAS

					TOTAL
	Apr 23	Budget	Variance	Jul '22 - Apr 23	Budget
Income					
40015 · CityFest	0.00			124,645.49	150,000.00
40020 · Farmers Market	32,748.16	25,833.00	6,915.16	261,246.90	258,330.00
40030 · SBEP	500.00	2,084.00	-1,584.00	26,355.00	20,840.00
40035 · SBEP City Fees & Services.	5,753.45			15,753.45	
40040 · MAD	6,058.81	7,516.00	-1,457.19	86,637.13	75,160.00
40045 · MAD Reserve	0.00	1,250.00	-1,250.00	0.00	12,500.00
40050 · BID	6,421.56	7,501.00	-1,079.44	73,044.61	75,010.00
40100 · Nightmare on Normal Street	0.00			75,416.02	70,000.00
40110 · Taste	28,967.83	16,000.00	12,967.83	43,303.41	32,000.00
40115 · Taste 'N Tinis	0.00			14,203.05	19,000.00
40140 · Banner Space	0.00	209.00	-209.00	0.00	2,090.00
40150 · Grants	0.00			2,000.00	
40155 · Pride of Hillcrest/Block Party	0.00			176,693.05	75,000.00
40170 · Hillcrest Artwalk	3,240.04	1,334.00	1,906.04	25,282.79	13,340.00
40180 · Other Income	4,318.33	2,500.00	1,818.33	31,194.23	25,000.00
40195 · Cleaning/Security Subscription	1,245.29	1,451.00	-205.71	22,107.28	14,510.00
41120 · Fund Raising	0.00			66,485.00	0.00
Total Income	89,253.47	65,678.00	23,575.47	1,044,367.41	842,780.00
Expense					
50000 · Personnel					
50005 · Salaries - Office	14,967.35	17,228.00	-2,260.65	162,307.27	172,280.00
50010 · Salaries - Custodial	5,040.59	6,800.00	-1,759.41	63,839.83	68,000.00
50025 · Employer Taxes - Federal	1,534.20	2,466.00	-931.80	17,659.22	24,660.00
50030 · Employer Taxes - State	13.77	387.00	-373.23	984.04	3,870.00
50035 · Health Insurance	170.10	1,000.00	-829.90	11,605.49	10,000.00
50039 · Retirement Benefits	165.00	525.00	-360.00	1,442.50	5,250.00
50040 · Workers Comp Insurance	0.00	117.00	-117.00	7,590.36	1,170.00
Total 50000 · Personnel	21,891.01	28,523.00	-6,631.99	265,428.71	285,230.00
50045 · Operating					
50050 · Rent Office Space	7,204.93	5,000.00	2,204.93	56,317.41	50,000.00
50060 · Accounting	2,517.50	2,097.00	420.50	19,798.00	20,970.00
50065 · Audit	0.00			13,532.50	7,500.00
50070 · Equipment Purchase/Supplies	0.00	125.00	-125.00	2,210.10	1,250.00
50075 · Intern/Consultant	0.00			731.50	0.00
50080 · Bank & Credit Card Charges	16.85	83.00	-66.15	916.20	830.00
50085 · Repair/Maintenance/Cleaning	0.00	234.00	-234.00	2,376.55	2,340.00
50090 · Office Supplies	33.99	167.00	-133.01	7,382.32	1,670.00
50095 · Postage and Delivery	0.00	30.00	-30.00	95.70	300.00
50100 · Printing/Photocopy	312.85	150.00	162.85	3,280.57	1,500.00
50120 · Meetings	0.00	125.00	-125.00	1,428.31	1,250.00
50125 · Legal	2,050.00	1,667.00	383.00	8,910.74	16,670.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2023

AQAN/BYAS

					TOTAL
	Apr 23	Budget	Variance	Jul '22 - Apr 23	Budget
50130 · Telephone, Internet & IT	335.00	209.00	126.00	12,545.79	2,090.00
50135 · Parking/Mileage	0.00	67.00	-67.00	353.37	670.00
50140 · Depreciation	0.00	25.00	-25.00	0.00	250.00
50330 · D & O / Liability Insurance	0.00	2,667.00	-2,667.00	41,896.00	26,670.00
Total 50045 · Operating	12,471.12	12,646.00	-174.88	171,775.06	133,960.00
51000 · Neighborhood/Outreach Promotion					
51515 · CityFest	0.00			132,062.06	88,000.00
51525 · Promotion/Marketing/Campaigns	2,000.00	2,000.00	0.00	20,220.91	20,000.00
51526 · Taste	4,424.37	2,500.00	1,924.37	9,396.52	5,000.00
51527 · Taste 'N Tinis	0.00			14,487.35	7,000.00
51530 · Banners	986.00	250.00	736.00	6,356.16	2,500.00
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	1,250.00
51540 · Business Mixers/Open House	0.00	459.00	-459.00	3,548.49	4,590.00
51555 · Farmer's Market	1,100.00			5,400.00	0.00
51580 · Hillcrest Artwalk	3,254.65	1,167.00	2,087.65	32,015.34	11,670.00
51800 · Pride of Hillcrest/Block Party	0.00			146,626.21	58,000.00
51880 · Nightmare on Normal	0.00			39,294.89	40,000.00
Total 51000 · Neighborhood/Outreach Promotion	11,765.02	6,501.00	5,264.02	409,407.93	238,010.00
53000 · Physical Improvements					
51575 · Pride & Patriotic Flag Project	0.00	250.00	-250.00	1,819.47	2,500.00
53125 · Hillcrest Sign Utilities/Maint.	0.00	250.00	-250.00	72,976.33	2,500.00
53130 · Security	0.00	4,167.00	-4,167.00	36,956.00	41,670.00
53134 · Cleaning Security Subscription.	1,797.50	2,542.00	-744.50	20,002.49	25,420.00
53137 · Pressure Washing/Steam Cleaning	2,280.00	2,500.00	-220.00	11,400.00	25,000.00
53139 · Sidewalk Cleaning/Improvements	0.00	190.00	-190.00	2,864.05	1,900.00
53150 · Dumpsters	1,230.09	977.00	253.09	13,944.80	9,770.00
53155 · Tree/Flower/Light Maintenance	0.00	1,000.00	-1,000.00	-1,201.93	10,000.00
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	6,670.00
53159 · MAD Formation/Expansion	0.00	500.00	-500.00	10,000.00	5,000.00
53161 · Special Projects	0.00	1,667.00	-1,667.00	2,615.39	16,670.00
53165 · Contingency	0.00	1,767.00	-1,767.00	0.00	17,670.00
53167 · Cultural District	4,000.00			4,000.00	
Total 53000 · Physical Improvements	9,307.59	16,477.00	-7,169.41	175,376.60	164,770.00
Total Expense	55,434.74	64,147.00	-8,712.26	1,021,988.30	821,970.00
Net Income	33,818.73	1,531.00	32,287.73	22,379.11	20,810.00

AQANIBRMS

	Variance
Income	
40015 · CityFest	-25,354.51
40020 · Farmers Market	2,916.90
40030 · SBEP	5,515.00
40035 · SBEP City Fees & Services.	
40040 · MAD	11,477.13
40045 · MAD Reserve	-12,500.00
40050 · BID	-1,965.39
40100 · Nightmare on Normal Street	5,416.02
40110 · Taste	11,303.41
40115 · Taste 'N Tinis	-4,796.95
40140 · Banner Space	-2,090.00
40150 · Grants	
40155 · Pride of Hillcrest/Block Party	101,693.05
40170 · Hillcrest Artwalk	11,942.79
40180 · Other Income	6,194.23
40195 · Cleaning/Security Subscription	7,597.28
41120 · Fund Raising	<u>66,485.00</u>
Total Income	201,587.41
Expense	
50000 · Personnel	
50005 · Salaries - Office	-9,972.73
50010 · Salaries - Custodial	-4,160.17
50025 · Employer Taxes - Federal	-7,000.78
50030 · Employer Taxes - State	-2,885.96
50035 · Health Insurance	1,605.49
50039 · Retirement Benefits	-3,807.50
50040 · Workers Comp Insurance	<u>6,420.36</u>
Total 50000 · Personnel	-19,801.29
50045 · Operating	
50050 · Rent Office Space	6,317.41
50060 · Accounting	-1,172.00
50065 · Audit	6,032.50
50070 · Equipment Purchase/Supplies	960.10
50075 · Intern/Consultant	731.50
50080 · Bank & Credit Card Charges	86.20
50085 · Repair/Maintenance/Cleaning	36.55
50090 · Office Supplies	5,712.32
50095 · Postage and Delivery	-204.30
50100 · Printing/Photocopy	1,780.57
50120 · Meetings	178.31
50125 · Legal	-7,759.26

AQUARIUS	<u>Variance</u>
50130 · Telephone, Internet & IT	10,455.79
50135 · Parking/Mileage	-316.63
50140 · Depreciation	-250.00
50330 · D & O / Liability Insurance	<u>15,226.00</u>
Total 50045 · Operating	37,815.06
51000 · Neighborhood/Outreach Promotion	
51515 · CityFest	44,062.06
51525 · Promotion/Marketing/Campaigns	220.91
51526 · Taste	4,396.52
51527 · Taste 'N Tinis	7,487.35
51530 · Banners	3,856.16
51535 · Web Site Communications	-1,250.00
51540 · Business Mixers/Open House	-1,041.51
51555 · Farmer's Market	5,400.00
51580 · Hillcrest Artwalk	20,345.34
51800 · Pride of Hillcrest/Block Party	88,626.21
51880 · Nightmare on Normal	<u>-705.11</u>
Total 51000 · Neighborhood/Outreach Promotion	171,397.93
53000 · Physical Improvements	
51575 · Pride & Patriotic Flag Project	-680.53
53125 · Hillcrest Sign Utilities/Maint.	70,476.33
53130 · Security	-4,714.00
53134 · Cleaning Security Subscription.	-5,417.51
53137 · Pressure Washing/Steam Cleaning	-13,600.00
53139 · Sidewalk Cleaning/Improvements	964.05
53150 · Dumpsters	4,174.80
53155 · Tree/Flower/Light Maintenance	-11,201.93
53158 · Lighting Projects	-6,670.00
53159 · MAD Formation/Expansion	5,000.00
53161 · Special Projects	-14,054.61
53165 · Contingency	-17,670.00
53167 · Cultural District	
Total 53000 · Physical Improvements	<u>10,606.60</u>
Total Expense	<u>200,018.30</u>
Net Income	<u><u>1,569.11</u></u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2023

AQUARIUS

110 GENERAL 220 SPECIAL EVENTS 410 BID CONTRACT 510 MAD

Income

40015 · CityFest	0.00	124,645.49	0.00	0.00
40020 · Farmers Market	40,133.61	221,113.29	0.00	0.00
40030 · SBEP	0.00	0.00	0.00	0.00
40035 · SBEP City Fees & Services.	0.00	0.00	0.00	0.00
40040 · MAD	0.00	0.00	0.00	75,548.09
40050 · BID	0.00	0.00	73,044.61	0.00
40085 · Technical Assistance/Acctg.	0.00	0.00	0.00	0.00
40100 · Nightmare on Normal Street	0.00	75,416.02	0.00	0.00
40110 · Taste	0.00	43,303.41	0.00	0.00
40115 · Taste 'N Tinis	0.00	14,203.05	0.00	0.00
40140 · Banner Space	0.00	0.00	0.00	0.00
40150 · Grants	2,000.00	0.00	0.00	0.00
40155 · Pride of Hillcrest/Block Party	0.00	176,693.05	0.00	0.00
40170 · Hillcrest Artwalk	72.52	25,210.27	0.00	0.00
40180 · Other Income	30,197.30	996.93	0.00	0.00
40195 · Cleaning/Security Subscription	18,259.40	3,847.88	0.00	0.00
41120 · Fund Raising	66,485.00	0.00	0.00	0.00

Total Income 157,147.83 685,429.39 73,044.61 75,548.09

Expense

50000 · Personnel

50005 · Salaries - Office	69,507.74	54,244.10	16,960.84	1,865.61
50010 · Salaries - Custodial	7,143.51	0.00	31,333.20	19,473.70
50025 · Employer Taxes - Federal	5,896.44	4,194.51	3,765.43	1,813.42
50030 · Employer Taxes - State	203.22	171.95	319.83	174.72
50035 · Health Insurance	11,605.49	0.00	0.00	0.00
50039 · Retirement Benefits	833.87	572.40	0.00	0.00
50040 · Workers Comp Insurance	7,590.36	0.00	0.00	0.00

Total 50000 · Personnel 102,780.63 59,182.96 52,379.30 23,327.45

50045 · Operating

50050 · Rent Office Space	56,317.41	0.00	0.00	0.00
50060 · Accounting	13,228.00	0.00	0.00	1,570.00
50065 · Audit	13,532.50	0.00	0.00	0.00
50070 · Equipment Purchase/Supplies	2,210.10	0.00	0.00	0.00
50075 · Intern/Consultant	731.50	0.00	0.00	0.00
50080 · Bank & Credit Card Charges	916.20	0.00	0.00	0.00
50085 · Repair/Maintenance/Cleaning	2,376.55	0.00	0.00	0.00
50090 · Office Supplies	7,371.56	10.76	0.00	0.00
50095 · Postage and Delivery	95.70	0.00	0.00	0.00
50100 · Printing/Photocopy	3,280.57	0.00	0.00	0.00
50120 · Meetings	1,428.31	0.00	0.00	0.00
50125 · Legal	8,910.74	0.00	0.00	0.00
50130 · Telephone, Internet & IT	12,545.79	0.00	0.00	0.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2023

AQBDARFAS	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD
50135 · Parking/Mileage	350.09	3.28	0.00	0.00
50330 · D & O / Liability Insurance	41,896.00	0.00	0.00	0.00
Total 50045 · Operating	165,191.02	14.04	0.00	1,570.00
51000 · Neighborhood/Outreach Promotion				
51515 · CityFest	721.30	122,680.33	0.00	0.00
51525 · Promotion/Marketing/Campaigns	4,221.77	4,011.74	11,987.40	0.00
51526 · Taste	9.60	9,065.64	0.00	0.00
51527 · Taste 'N Tinis	0.00	14,487.35	0.00	0.00
51530 · Banners	6,356.16	0.00	0.00	0.00
51540 · Business Mixers/Open House	1,493.23	0.00	2,055.26	0.00
51555 · Farmer's Market	1,100.00	4,300.00	0.00	0.00
51580 · Hillcrest Artwalk	224.68	31,790.66	0.00	0.00
51800 · Pride of Hillcrest/Block Party	0.00	139,533.19	0.00	0.00
51880 · Nightmare on Normal	48.32	39,246.57	0.00	0.00
Total 51000 · Neighborhood/Outreach Promotion	14,175.06	365,115.48	14,042.66	0.00
53000 · Physical Improvements				
51575 · Pride & Patriotic Flag Project	1,819.47	0.00	0.00	0.00
53125 · Hillcrest Sign Utilities/Maint.	68,777.87	0.00	103.82	4,094.64
53130 · Security	0.00	0.00	0.00	35,156.00
53134 · Cleaning Security Subscription.	20,002.49	0.00	0.00	0.00
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00	11,400.00
53139 · Sidewalk Cleaning/Improvements	2,864.05	0.00	0.00	0.00
53140 · Taste	0.00	321.28	0.00	0.00
53150 · Dumpsters	3,338.37	0.00	7,720.76	0.00
53155 · Tree/Flower/Light Maintenance	0.00	0.00	-1,201.93	0.00
53159 · MAD Formation/Expansion	10,000.00	0.00	0.00	0.00
53161 · Special Projects	2,587.41	27.98	0.00	0.00
53167 · Cultural District	4,000.00	0.00	0.00	0.00
Total 53000 · Physical Improvements	113,389.66	349.26	6,622.65	50,650.64
Total Expense	395,536.37	424,661.74	73,044.61	75,548.09
	-238,388.54	260,767.65	0.00	0.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2023

AQBDAFAS	520 MAD 2	610 SBEP	TOTAL
Income			
40015 · CityFest	0.00	0.00	124,645.49
40020 · Farmers Market	0.00	0.00	261,246.90
40030 · SBEP	0.00	25,855.00	25,855.00
40035 · SBEP City Fees & Services.	0.00	15,753.45	15,753.45
40040 · MAD	11,089.04	0.00	86,637.13
40050 · BID	0.00	0.00	73,044.61
40085 · Technical Assistance/Acctg.	0.00	500.00	500.00
40100 · Nightmare on Normal Street	0.00	0.00	75,416.02
40110 · Taste	0.00	0.00	43,303.41
40115 · Taste 'N Tinis	0.00	0.00	14,203.05
40140 · Banner Space	0.00	0.00	0.00
40150 · Grants	0.00	0.00	2,000.00
40155 · Pride of Hillcrest/Block Party	0.00	0.00	176,693.05
40170 · Hillcrest Artwalk	0.00	0.00	25,282.79
40180 · Other Income	0.00	0.00	31,194.23
40195 · Cleaning/Security Subscription	0.00	0.00	22,107.28
41120 · Fund Raising	0.00	0.00	66,485.00
Total Income	11,089.04	42,108.45	1,044,367.41
Expense			
50000 · Personnel			
50005 · Salaries - Office	0.00	19,728.98	162,307.27
50010 · Salaries - Custodial	5,889.42	0.00	63,839.83
50025 · Employer Taxes - Federal	463.66	1,525.76	17,659.22
50030 · Employer Taxes - State	50.29	64.03	984.04
50035 · Health Insurance	0.00	0.00	11,605.49
50039 · Retirement Benefits	0.00	36.23	1,442.50
50040 · Workers Comp Insurance	0.00	0.00	7,590.36
Total 50000 · Personnel	6,403.37	21,355.00	265,428.71
50045 · Operating			
50050 · Rent Office Space	0.00	0.00	56,317.41
50060 · Accounting	0.00	5,000.00	19,798.00
50065 · Audit	0.00	0.00	13,532.50
50070 · Equipment Purchase/Supplies	0.00	0.00	2,210.10
50075 · Intern/Consultant	0.00	0.00	731.50
50080 · Bank & Credit Card Charges	0.00	0.00	916.20
50085 · Repair/Maintenance/Cleaning	0.00	0.00	2,376.55
50090 · Office Supplies	0.00	0.00	7,382.32
50095 · Postage and Delivery	0.00	0.00	95.70
50100 · Printing/Photocopy	0.00	0.00	3,280.57
50120 · Meetings	0.00	0.00	1,428.31
50125 · Legal	0.00	0.00	8,910.74
50130 · Telephone, Internet & IT	0.00	0.00	12,545.79

AQBBA/BAS	520 MAD 2	610 SBEP	TOTAL
50135 · Parking/Mileage	0.00	0.00	353.37
50330 · D & O / Liability Insurance	0.00	0.00	41,896.00
Total 50045 · Operating	0.00	5,000.00	171,775.06
51000 · Neighborhood/Outreach Promotion			
51515 · CityFest	0.00	8,660.43	132,062.06
51525 · Promotion/Marketing/Campaigns	0.00	0.00	20,220.91
51526 · Taste	0.00	0.00	9,075.24
51527 · Taste 'N Tinis	0.00	0.00	14,487.35
51530 · Banners	0.00	0.00	6,356.16
51540 · Business Mixers/Open House	0.00	0.00	3,548.49
51555 · Farmer's Market	0.00	0.00	5,400.00
51580 · Hillcrest Artwalk	0.00	0.00	32,015.34
51800 · Pride of Hillcrest/Block Party	0.00	7,093.02	146,626.21
51880 · Nightmare on Normal	0.00	0.00	39,294.89
Total 51000 · Neighborhood/Outreach Promotion	0.00	15,753.45	409,086.65
53000 · Physical Improvements			
51575 · Pride & Patriotic Flag Project	0.00	0.00	1,819.47
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	72,976.33
53130 · Security	1,800.00	0.00	36,956.00
53134 · Cleaning Security Subscription.	0.00	0.00	20,002.49
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	11,400.00
53139 · Sidewalk Cleaning/Improvements	0.00	0.00	2,864.05
53140 · Taste	0.00	0.00	321.28
53150 · Dumpsters	2,885.67	0.00	13,944.80
53155 · Tree/Flower/Light Maintenance	0.00	0.00	-1,201.93
53159 · MAD Formation/Expansion	0.00	0.00	10,000.00
53161 · Special Projects	0.00	0.00	2,615.39
53167 · Cultural District	0.00	0.00	4,000.00
Total 53000 · Physical Improvements	4,685.67	0.00	175,697.88
Total Expense	11,089.04	42,108.45	1,021,988.30
	0.00	0.00	22,379.11

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2023

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Commission for Arts & Culture	0.00	0.00	0.00	0.00	8,603.00	8,603.00
Rich's San Diego.	0.00	4,000.00	0.00	0.00	0.00	4,000.00
TOTAL	0.00	4,000.00	0.00	0.00	8,603.00	12,603.00