

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2022

AQUARIUS	Apr 30, 22
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	102,687.57
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>36,302.00</u>
Total Checking/Savings	139,645.77
Accounts Receivable	
12000 · Accounts Receivable	<u>2,239.94</u>
Total Accounts Receivable	2,239.94
Other Current Assets	
10095 · Deposits	5,000.00
10115 · SBEP City Fees & Services	7,296.64
10125 · MAD Receivable	37,110.59
10130 · SBEP Receivable	375.00
10145 · Farmers Market Receivable	6,103.22
10155 · Prepaid Expense	<u>5,943.41</u>
Total Other Current Assets	<u>61,828.86</u>
Total Current Assets	203,714.57
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>203,714.57</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20215 · BID Assessment	2,663.93
20230 · Sales Tax Payable	14.00
20235 · City Fest Deferred Revenue	7,033.92
21000 · Payroll Liabilities	
FUTA Payable	7.75
Vacation Payable	<u>7,305.58</u>
Total 21000 · Payroll Liabilities	<u>7,313.33</u>
Total Other Current Liabilities	<u>17,025.18</u>
Total Current Liabilities	<u>17,025.18</u>
Total Liabilities	17,025.18
Equity	
31100 · Unrestricted Net Assets	100,340.43
Net Income	<u>86,348.96</u>
Total Equity	<u>186,689.39</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2022

AQAAPOHTEAS

Apr 30, 22

TOTAL LIABILITIES & EQUITY

203,714.57

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2022

ACCOUNTS	TOTAL					
	Apr 22	Budget	Variance	Jul '21 - Apr 22	Budget	Variance
Income						
40015 · CityFest	0.00			1,016.15	150,000.00	-148,983.85
40020 · Farmers Market	23,590.69	14,584.00	9,006.69	241,086.02	145,840.00	95,246.02
40030 · SBEP	0.00	2,500.00	-2,500.00	27,075.00	20,000.00	7,075.00
40035 · SBEP City Fees & Services.	7,161.64			9,999.70		
40040 · MAD	11,247.02	7,515.00	3,732.02	100,399.67	75,150.00	25,249.67
40050 · BID	8,251.42	7,503.00	748.42	76,963.93	75,030.00	1,933.93
40065 · Hillcrest Fat Tuesday	0.00	0.00	0.00	0.00	6,500.00	-6,500.00
40100 · Nightmare on Normal Street	0.00			69,495.15	46,500.00	22,995.15
40110 · Taste	27,473.02	16,000.00	11,473.02	35,589.57	32,000.00	3,589.57
40115 · Taste 'N Tinis	0.00			18,826.31	16,500.00	2,326.31
40140 · Banner Space	0.00	210.00	-210.00	0.00	2,100.00	-2,100.00
40145 · Pride/Patriotic Flag	0.00			1,320.00		
40150 · Grants	0.00			52,285.00		
40155 · Pride of Hillcrest/Block Party	0.00			287,304.08	55,000.00	232,304.08
40170 · Hillcrest Artwalk	1,393.19	2,000.00	-606.81	9,067.08	20,000.00	-10,932.92
40190 · Hillcrest Security Subscription	1,547.73	1,834.00	-286.27	11,981.02	18,340.00	-6,358.98
40195 · Hillcrest Steam Cleaning	550.44	1,000.00	-449.56	7,698.78	10,000.00	-2,301.22
41110 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	0.00	16,670.00	-16,670.00
41120 · Fund Raising	59.13	834.00	-774.87	17,470.54	8,340.00	9,130.54
41125 · AT&T Mural Project	0.00			45,000.00		
Total Income	81,274.28	55,647.00	25,627.28	1,012,578.00	697,970.00	314,608.00
Expense						
50000 · Personnel						
50005 · Salaries	13,419.15	15,634.00	-2,214.85	135,320.32	152,740.00	-17,419.68
50025 · Employer Taxes - Federal	1,034.31	1,363.00	-328.69	10,521.88	13,350.00	-2,828.12
50030 · Employer Taxes - State	62.03	304.00	-241.97	1,485.30	2,920.00	-1,434.70
50035 · Health Insurance	2,401.62	857.00	1,544.62	11,296.12	8,570.00	2,726.12
50040 · Workers Comp Insurance	3,622.00	117.00	3,505.00	3,622.00	1,170.00	2,452.00
Total 50000 · Personnel	20,539.11	18,275.00	2,264.11	162,245.62	178,750.00	-16,504.38
50045 · Operating						
50050 · Rent Office Space	0.00	842.00	-842.00	10,473.30	8,420.00	2,053.30
50055 · Storage	879.00	292.00	587.00	8,199.00	2,920.00	5,279.00
50060 · Accounting	2,095.00	1,764.00	331.00	20,953.50	16,640.00	4,313.50
50065 · Audit	0.00			0.00	7,500.00	-7,500.00
50070 · Equipment Purchase	0.00	125.00	-125.00	2,856.86	1,250.00	1,606.86
50075 · Intern/Consultant	0.00	500.00	-500.00	13,030.50	5,000.00	8,030.50
50080 · Bank & Credit Card Charges	181.85	50.00	131.85	1,163.60	500.00	663.60
50085 · Repair/Maintenance/Cleaning	878.30	234.00	644.30	1,478.30	2,340.00	-861.70
50090 · Office Supplies	18.00	167.00	-149.00	954.26	1,670.00	-715.74
50095 · Postage and Delivery	15.50	30.00	-14.50	922.93	300.00	622.93

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2022

ACCOUNTS	TOTAL					
	Apr 22	Budget	Variance	Jul '21 - Apr 22	Budget	Variance
50100 · Printing/Photocopy	327.96	150.00	177.96	2,908.32	1,500.00	1,408.32
50110 · Dues/Subscriptions	3.37			735.31	0.00	735.31
50115 · Staff Development	0.00			1,000.00		
50120 · Meetings	1,198.40	125.00	1,073.40	3,043.28	1,250.00	1,793.28
50125 · Legal	451.30	209.00	242.30	25,813.98	2,090.00	23,723.98
50130 · Telephone & Internet	2,561.12	209.00	2,352.12	16,731.37	2,090.00	14,641.37
50135 · Parking/Mileage	10.20	67.00	-56.80	596.68	670.00	-73.32
50140 · Depreciation	0.00	25.00	-25.00	0.00	250.00	-250.00
50330 · D & O / Liability Insurance	-558.32	1,167.00	-1,725.32	31,452.20	11,670.00	19,782.20
Total 50045 · Operating	8,061.68	5,956.00	2,105.68	142,313.39	66,060.00	76,253.39
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	639.95			5,127.45	90,000.00	-84,872.55
51525 · Promotion/Marketing/Campaigns	0.00	667.00	-667.00	17,589.44	6,670.00	10,919.44
51526 · Taste	7,639.43	2,500.00	5,139.43	9,595.54	5,000.00	4,595.54
51527 · Taste 'N Tinis	0.00			9,113.86	10,000.00	-886.14
51530 · Banners	125.00	375.00	-250.00	2,583.25	3,750.00	-1,166.75
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	1,250.00	-1,250.00
51540 · Business Mixers/Open House	0.00	459.00	-459.00	47,227.39	4,590.00	42,637.39
51545 · Newsletter	0.00	142.00	-142.00	0.00	1,420.00	-1,420.00
51555 · Farmer's Market	0.00	792.00	-792.00	13,731.05	7,920.00	5,811.05
51580 · Hillcrest Artwalk	1,164.50	1,334.00	-169.50	20,112.51	13,340.00	6,772.51
51585 · AT&T Mural Project.	0.00			53,533.87		
51800 · Pride of Hillcrest/Block Party	0.00			149,872.03	60,000.00	89,872.03
51820 · Hillcrest Fat Tuesday	0.00	0.00	0.00	0.00	6,500.00	-6,500.00
51880 · Nightmare on Normal	0.00			63,794.89	35,000.00	28,794.89
Total 51000 · Neighborhood/Outreach Promotion	9,568.88	6,394.00	3,174.88	392,281.28	245,440.00	146,841.28
53000 · Physical Improvements						
53175 · Pride/Patriotic Flag Project	480.65	125.00	355.65	1,615.02	1,250.00	365.02
53125 · Hillcrest Sign Utilities/Maint.	254.72	434.00	-179.28	2,325.27	4,340.00	-2,014.73
53130 · Security	4,955.50	3,769.00	1,186.50	41,911.50	37,690.00	4,221.50
53131 · Security Subscription	1,191.50	1,542.00	-350.50	10,723.50	15,420.00	-4,696.50
53134 · Steam Cleaning Subscription	4,185.00	875.00	3,310.00	16,524.07	8,750.00	7,774.07
53137 · Pressure Washing/Steam Cleaning	6,627.52	1,250.00	5,377.52	28,683.10	12,500.00	16,183.10
53139 · Sidewalk Cleaning/Improvements	2,148.54	3,757.00	-1,608.46	38,870.07	37,570.00	1,300.07
53150 · Dumpsters	0.00	690.00	-690.00	10,926.94	6,900.00	4,026.94
53155 · Tree/Flower/Light Maintenance	0.00	1,000.00	-1,000.00	20,587.93	10,000.00	10,587.93
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	6,670.00	-6,670.00
53159 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	16,133.76	16,670.00	-536.24
53161 · Special Projects	8,497.84	834.00	7,663.84	41,087.59	8,340.00	32,747.59
53165 · Contingency	0.00	2,023.00	-2,023.00	0.00	20,230.00	-20,230.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2022

ACCOUNTS

Total 53000 · Physical Improvements
 Total Expense

				TOTAL	
Apr 22	Budget	Variance	Jul '21 - Apr 22	Budget	Variance
28,341.27	18,633.00	9,708.27	229,388.75	186,330.00	43,058.75
66,510.94	49,258.00	17,252.94	926,229.04	676,580.00	249,649.04
14,763.34	6,389.00	8,374.34	86,348.96	21,390.00	64,958.96

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2022

ACCOUNTS	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Income						
40015 · CityFest	0.00	1,016.15	0.00	0.00	0.00	1,016.15
40020 · Farmers Market	0.00	241,086.02	0.00	0.00	0.00	241,086.02
40030 · SBEP	0.00	0.00	0.00	0.00	27,075.00	27,075.00
40035 · SBEP City Fees & Services.	0.00	9,999.70	0.00	0.00	0.00	9,999.70
40040 · MAD	0.00	0.00	0.00	100,399.67	0.00	100,399.67
40050 · BID	0.00	0.00	76,963.93	0.00	0.00	76,963.93
40100 · Nightmare on Normal Street	0.00	69,495.15	0.00	0.00	0.00	69,495.15
40110 · Taste	0.00	35,589.57	0.00	0.00	0.00	35,589.57
40115 · Taste 'N Tinis	0.00	18,826.31	0.00	0.00	0.00	18,826.31
40145 · Pride/Patriotic Flag	120.00	1,200.00	0.00	0.00	0.00	1,320.00
40150 · Grants	52,285.00	0.00	0.00	0.00	0.00	52,285.00
40155 · Pride of Hillcrest/Block Party	0.00	287,304.08	0.00	0.00	0.00	287,304.08
40170 · Hillcrest Artwalk	72.52	8,994.56	0.00	0.00	0.00	9,067.08
40190 · Hillcrest Security Subscription	11,763.46	217.56	0.00	0.00	0.00	11,981.02
40195 · Hillcrest Steam Cleaning	7,483.44	215.34	0.00	0.00	0.00	7,698.78
41120 · Fund Raising	3,659.19	13,811.35	0.00	0.00	0.00	17,470.54
41125 · AT&T Mural Project	45,000.00	0.00	0.00	0.00	0.00	45,000.00
Total Income	120,383.61	687,755.79	76,963.93	100,399.67	27,075.00	1,012,578.00
Expense						
50000 · Personnel						
50005 · Salaries	80,636.20	17,545.97	16,804.02	0.00	20,334.13	135,320.32
50025 · Employer Taxes - Federal	6,220.76	1,428.14	1,297.04	0.00	1,575.94	10,521.88
50030 · Employer Taxes - State	410.35	813.30	96.72	0.00	164.93	1,485.30
50035 · Health Insurance	11,296.12	0.00	0.00	0.00	0.00	11,296.12
50040 · Workers Comp Insurance	3,433.84	0.00	188.16	0.00	0.00	3,622.00
Total 50000 · Personnel	101,997.27	19,787.41	18,385.94	0.00	22,075.00	162,245.62
50045 · Operating						
50050 · Rent Office Space	10,473.30	0.00	0.00	0.00	0.00	10,473.30
50055 · Storage	8,199.00	0.00	0.00	0.00	0.00	8,199.00
50060 · Accounting	14,353.50	0.00	0.00	1,600.00	5,000.00	20,953.50
50070 · Equipment Purchase	2,856.86	0.00	0.00	0.00	0.00	2,856.86
50075 · Intern/Consultant	268.00	12,762.50	0.00	0.00	0.00	13,030.50
50080 · Bank & Credit Card Charges	1,163.60	0.00	0.00	0.00	0.00	1,163.60
50085 · Repair/Maintenance/Cleaning	1,478.30	0.00	0.00	0.00	0.00	1,478.30
50090 · Office Supplies	954.26	0.00	0.00	0.00	0.00	954.26
50095 · Postage and Delivery	922.93	0.00	0.00	0.00	0.00	922.93
50100 · Printing/Photocopy	2,658.34	249.98	0.00	0.00	0.00	2,908.32
50110 · Dues/Subscriptions	735.31	0.00	0.00	0.00	0.00	735.31
50115 · Staff Development	1,000.00	0.00	0.00	0.00	0.00	1,000.00
50120 · Meetings	3,043.28	0.00	0.00	0.00	0.00	3,043.28
50125 · Legal	25,813.98	0.00	0.00	0.00	0.00	25,813.98

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2022

AQAP/2022	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50130 · Telephone & Internet	16,706.37	25.00	0.00	0.00	0.00	16,731.37
50135 · Parking/Mileage	596.68	0.00	0.00	0.00	0.00	596.68
50330 · D & O / Liability Insurance	31,452.20	0.00	0.00	0.00	0.00	31,452.20
Total 50045 · Operating	122,675.91	13,037.48	0.00	1,600.00	5,000.00	142,313.39
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00	5,127.45	0.00	0.00	0.00	5,127.45
51525 · Promotion/Marketing/Campaigns	4,246.47	11,966.28	1,376.69	0.00	0.00	17,589.44
51526 · Taste	0.00	9,595.54	0.00	0.00	0.00	9,595.54
51527 · Taste 'N Tinis	150.00	8,963.86	0.00	0.00	0.00	9,113.86
51530 · Banners	726.25	550.00	1,307.00	0.00	0.00	2,583.25
51540 · Business Mixers/Open House	1,962.86	40,462.86	4,801.67	0.00	0.00	47,227.39
51555 · Farmer's Market	0.00	13,731.05	0.00	0.00	0.00	13,731.05
51580 · Hillcrest Artwalk	559.42	19,553.09	0.00	0.00	0.00	20,112.51
51585 · AT&T Mural Project.	53,533.87	0.00	0.00	0.00	0.00	53,533.87
51800 · Pride of Hillcrest/Block Party	0.00	149,872.03	0.00	0.00	0.00	149,872.03
51880 · Nightmare on Normal	199.83	63,595.06	0.00	0.00	0.00	63,794.89
Total 51000 · Neighborhood/Outreach Promotion	61,378.70	323,417.22	7,485.36	0.00	0.00	392,281.28
53000 · Physical Improvements						
51575 · Pride/Patriotic Flag Project	1,615.02	0.00	0.00	0.00	0.00	1,615.02
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	1,726.85	598.42	0.00	2,325.27
53130 · Security	336.00	0.00	0.00	41,575.50	0.00	41,911.50
53131 · Security Subscription	10,723.50	0.00	0.00	0.00	0.00	10,723.50
53134 · Steam Cleaning Subscription	16,524.07	0.00	0.00	0.00	0.00	16,524.07
53137 · Pressure Washing/Steam Cleaning	998.00	0.00	0.00	27,685.10	0.00	28,683.10
53139 · Sidewalk Cleaning/Improvements	1,932.51	0.00	20,465.56	16,472.00	0.00	38,870.07
53150 · Dumpsters	531.50	0.00	4,876.79	5,518.65	0.00	10,926.94
53155 · Tree/Flower/Light Maintenance	0.00	0.00	13,637.93	6,950.00	0.00	20,587.93
53159 · MAD Formation/Expansion	16,133.76	0.00	0.00	0.00	0.00	16,133.76
53161 · Special Projects	30,498.53	203.56	10,385.50	0.00	0.00	41,087.59
Total 53000 · Physical Improvements	79,292.89	203.56	51,092.63	98,799.67	0.00	229,388.75
Total Expense	365,344.77	356,445.67	76,963.93	100,399.67	27,075.00	926,229.04
Net Income	-244,961.16	331,310.12	0.00	0.00	0.00	86,348.96

Hillcrest Business Improvement Association, Inc. Balance Sheet As of April 30, 2022

AQAAPOKAB	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Adam Gillman	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Family Health Centers of San Diego	0.00	0.00	0.00	0.00	500.00	500.00
Mark Edrington	0.00	0.00	0.00	0.00	739.94	739.94
TOTAL	0.00	0.00	0.00	0.00	2,239.94	2,239.94