

Hillcrest Business Improvement Association, Inc. Balance Sheet As of December 31, 2021

<u>ACCOUNTS</u>	<u>Dec 31, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	138,402.72
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>36,311.00</u>
Total Checking/Savings	175,369.92
Accounts Receivable	
12000 · Accounts Receivable	<u>2,239.94</u>
Total Accounts Receivable	2,239.94
Other Current Assets	
10115 · SBEP City Fees & Services	2,703.06
10125 · MAD Receivable	30,326.21
10145 · Farmers Market Receivable	7,956.13
10155 · Prepaid Expense	6,783.41
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>3,000.00</u>
Total Other Current Assets	<u>50,768.81</u>
Total Current Assets	228,378.67
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>228,378.67</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20215 · BID Assessment	-617.59
20225 · SBEP Advance	8,269.69
21000 · Payroll Liabilities	
Vacation Payable	<u>7,305.58</u>
Total 21000 · Payroll Liabilities	<u>7,305.58</u>
Total Other Current Liabilities	<u>14,957.68</u>
Total Current Liabilities	<u>14,957.68</u>
Total Liabilities	14,957.68
Equity	
31100 · Unrestricted Net Assets	100,340.43
Net Income	<u>113,080.56</u>
Total Equity	<u>213,420.99</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of December 31, 2021

ASSETS	Dec 31, 21
TOTAL LIABILITIES & EQUITY	<u>228,378.67</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of December 31, 2021

	AQAN/BYAS			TOTAL		
	Dec 21	Budget	Variance	Jul - Dec 21	Budget	Variance
Income						
40015 · CityFest	-303.85	0.00	-303.85	1,016.15	150,000.00	-148,983.85
40020 · Farmers Market	18,707.46	14,584.00	4,123.46	135,779.38	87,504.00	48,275.38
40030 · SBEP	3,651.46	2,500.00	1,151.46	15,430.31	10,000.00	5,430.31
40035 · SBEP City Fees & Services.	0.00			2,703.06		
40040 · MAD	7,912.89	7,515.00	397.89	53,980.08	45,090.00	8,890.08
40050 · BID	6,706.80	7,503.00	-796.20	41,623.01	45,018.00	-3,394.99
40085 · Technical Assistance/Acctg.	1,000.00			2,000.00		
40100 · Nightmare on Normal Street	0.00	0.00	0.00	69,495.15	46,500.00	22,995.15
40115 · Taste 'N Tinis	15,467.06	8,250.00	7,217.06	15,467.06	16,500.00	-1,032.94
40140 · Banner Space	0.00	210.00	-210.00	0.00	1,260.00	-1,260.00
40150 · Grants	0.00			52,285.00		
40155 · Pride of Hillcrest/Block Party	0.00	0.00	0.00	284,304.08	55,000.00	229,304.08
40170 · Hillcrest Artwalk	1,990.50	2,000.00	-9.50	6,252.72	12,000.00	-5,747.28
40180 · Other Income	1,570.64	0.00	1,570.64	1,570.64	0.00	1,570.64
40190 · Hillcrest Security Subscription	1,161.61	1,834.00	-672.39	6,232.25	11,004.00	-4,771.75
40195 · Hillcrest Steam Cleaning	630.65	1,000.00	-369.35	5,046.54	6,000.00	-953.46
41110 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	0.00	10,002.00	-10,002.00
41120 · Fund Raising	75.00	834.00	-759.00	14,198.99	5,004.00	9,194.99
41125 · AT&T Mural Project	0.00			45,000.00		
Total Income	58,570.22	47,897.00	10,673.22	752,384.42	500,882.00	251,502.42
Expense						
50000 · Personnel						
50005 · Salaries	16,228.04	15,634.00	594.04	82,367.10	90,204.00	-7,836.90
50025 · Employer Taxes - Federal	1,256.59	1,363.00	-106.41	6,364.20	7,898.00	-1,533.80
50030 · Employer Taxes - State	151.49	304.00	-152.51	631.09	1,704.00	-1,072.91
50035 · Health Insurance	1,257.51	857.00	400.51	6,492.88	5,142.00	1,350.88
50040 · Workers Comp Insurance	0.00	117.00	-117.00	0.00	702.00	-702.00
Total 50000 · Personnel	18,893.63	18,275.00	618.63	95,855.27	105,650.00	-9,794.73
50045 · Operating						
50050 · Rent Office Space	1,140.00	842.00	298.00	5,340.00	5,052.00	288.00
50055 · Storage	1,116.00	292.00	824.00	4,669.00	1,752.00	2,917.00
50060 · Accounting	2,098.50	1,764.00	334.50	12,575.25	9,584.00	2,991.25
50065 · Audit	0.00	0.00	0.00	0.00	7,500.00	-7,500.00
50070 · Equipment Purchase	0.00	125.00	-125.00	2,015.80	750.00	1,265.80
50075 · Intern/Consultant	0.00	500.00	-500.00	13,030.50	3,000.00	10,030.50
50080 · Bank & Credit Card Charges	254.71	50.00	204.71	631.09	300.00	331.09
50085 · Repair/Maintenance/Cleaning	0.00	234.00	-234.00	0.00	1,404.00	-1,404.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of December 31, 2021

ACCOUNTS	TOTAL					
	Dec 21	Budget	Variance	Jul - Dec 21	Budget	Variance
50090 · Office Supplies	338.22	167.00	171.22	843.42	1,002.00	-158.58
50095 · Postage and Delivery	21.60	30.00	-8.40	569.49	180.00	389.49
50100 · Printing/Photocopy	576.04	150.00	426.04	2,006.00	900.00	1,106.00
50110 · Dues/Subscriptions	0.00	0.00	0.00	711.20	0.00	711.20
50115 · Staff Development	0.00			1,000.00		
50120 · Meetings	136.81	125.00	11.81	1,347.36	750.00	597.36
50125 · Legal	6,182.18	209.00	5,973.18	7,164.18	1,254.00	5,910.18
50130 · Telephone & Internet	1,344.93	209.00	1,135.93	8,672.58	1,254.00	7,418.58
50135 · Parking/Mileage	0.00	67.00	-67.00	266.98	402.00	-135.02
50140 · Depreciation	0.00	25.00	-25.00	0.00	150.00	-150.00
50330 · D & O / Liability Insurance	2,990.04	1,167.00	1,823.04	24,525.52	7,002.00	17,523.52
Total 50045 · Operating	16,199.03	5,956.00	10,243.03	85,368.37	42,236.00	43,132.37
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00	0.00	0.00	4,487.50	90,000.00	-85,512.50
51525 · Promotion/Marketing/Campaigns	3,877.80	667.00	3,210.80	16,451.38	4,002.00	12,449.38
51526 · Taste	0.00	0.00	0.00	919.65	0.00	919.65
51527 · Taste 'N Tinis	4,819.21	5,000.00	-180.79	8,165.35	10,000.00	-1,834.65
51530 · Banners	672.00	375.00	297.00	1,948.25	2,250.00	-301.75
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	750.00	-750.00
51540 · Business Mixers/Open House	0.00	459.00	-459.00	37,611.50	2,754.00	34,857.50
51545 · Newsletter	0.00	142.00	-142.00	0.00	852.00	-852.00
51555 · Farmer's Market	1,640.00	792.00	848.00	6,040.00	4,752.00	1,288.00
51560 · Business Forum/Open House	0.00			20.89		
51580 · Hillcrest Artwalk	2,176.38	1,334.00	842.38	12,263.55	8,004.00	4,259.55
51585 · AT&T Mural Project.	0.00			55,956.49		
51800 · Pride of Hillcrest/Block Party	0.00	0.00	0.00	149,872.03	60,000.00	89,872.03
51880 · Nightmare on Normal	3,023.07	0.00	3,023.07	53,541.62	35,000.00	18,541.62
Total 51000 · Neighborhood/Outreach Promotion	16,208.46	8,894.00	7,314.46	347,278.21	218,364.00	128,914.21
53000 · Physical Improvements						
53175 · Pride Flag Project	0.00	125.00	-125.00	656.16	750.00	-93.84
53125 · Hillcrest Sign Utilities/Maint.	143.37	434.00	-290.63	1,306.03	2,604.00	-1,297.97
53130 · Security	4,619.50	3,769.00	850.50	23,097.50	22,614.00	483.50
53131 · Security Subscription	1,191.50	1,542.00	-350.50	5,957.50	9,252.00	-3,294.50
53134 · Steam Cleaning Subscription	0.00	875.00	-875.00	7,175.00	5,250.00	1,925.00
53136 · Banners	0.00			672.00		
53137 · Pressure Washing/Steam Cleaning	0.00	1,250.00	-1,250.00	13,512.55	7,500.00	6,012.55
53139 · Sidewalk Cleaning/Improvements	4,111.00	3,757.00	354.00	26,615.00	22,542.00	4,073.00
53150 · Dumpsters	2,381.09	690.00	1,691.09	7,098.22	4,140.00	2,958.22

Hillcrest Business Improvement Association, Inc. Balance Sheet As of December 31, 2021

ACQUISITIONS

	TOTAL					
	Dec 21	Budget	Variance	Jul - Dec 21	Budget	Variance
53155 · Tree/Flower/Light Maintenance	867.00	1,000.00	-133.00	5,202.00	6,000.00	-798.00
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	4,002.00	-4,002.00
53159 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	14,090.64	10,002.00	4,088.64
53161 · Special Projects	1,040.00	834.00	206.00	5,419.41	5,004.00	415.41
53165 · Contingency	0.00	2,023.00	-2,023.00	0.00	12,138.00	-12,138.00
Total 53000 · Physical Improvements	14,353.46	18,633.00	-4,279.54	110,802.01	111,798.00	-995.99
Total Expense	65,654.58	51,758.00	13,896.58	639,303.86	478,048.00	161,255.86
	-7,084.36	-3,861.00	-3,223.36	113,080.56	22,834.00	90,246.56

Hillcrest Business Improvement Association, Inc. Balance Sheet As of December 31, 2021

AQAAPL 503	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	135,779.38	0.00	0.00	0.00	135,779.38
40030 · SBEP	0.00	0.00	0.00	0.00	15,430.31	15,430.31
40035 · SBEP City Fees & Services.	0.00	2,703.06	0.00	0.00	0.00	2,703.06
40040 · MAD	0.00	0.00	0.00	53,980.08	0.00	53,980.08
40050 · BID	0.00	0.00	41,623.01	0.00	0.00	41,623.01
40085 · Technical Assistance/Acctg.	0.00	0.00	0.00	0.00	2,000.00	2,000.00
40100 · Nightmare on Normal Street	0.00	69,495.15	0.00	0.00	0.00	69,495.15
40115 · Taste 'N Tinis	0.00	15,467.06	0.00	0.00	0.00	15,467.06
40150 · Grants	52,285.00	0.00	0.00	0.00	0.00	52,285.00
40155 · Pride of Hillcrest/Block Party	0.00	284,304.08	0.00	0.00	0.00	284,304.08
40170 · Hillcrest Artwalk	0.00	6,252.72	0.00	0.00	0.00	6,252.72
40180 · Other Income	1,570.64	0.00	0.00	0.00	0.00	1,570.64
40190 · Hillcrest Security Subscription	6,014.69	217.56	0.00	0.00	0.00	6,232.25
40195 · Hillcrest Steam Cleaning	4,903.72	142.82	0.00	0.00	0.00	5,046.54
41120 · Fund Raising	387.64	13,811.35	0.00	0.00	0.00	14,198.99
41125 · AT&T Mural Project	45,000.00	0.00	0.00	0.00	0.00	45,000.00
Total Income	110,161.69	529,189.33	41,623.01	53,980.08	17,430.31	752,384.42
Expense						
50000 · Personnel						
50005 · Salaries	45,127.04	13,749.91	10,665.87	0.00	12,824.28	82,367.10
50025 · Employer Taxes - Federal	3,452.82	1,114.98	815.37	0.00	981.03	6,364.20
50030 · Employer Taxes - State	0.00	631.09	0.00	0.00	0.00	631.09
50035 · Health Insurance	6,492.88	0.00	0.00	0.00	0.00	6,492.88
Total 50000 · Personnel	55,072.74	15,495.98	11,481.24	0.00	13,805.31	95,855.27
50045 · Operating						
50050 · Rent Office Space	5,340.00	0.00	0.00	0.00	0.00	5,340.00
50055 · Storage	4,669.00	0.00	0.00	0.00	0.00	4,669.00
50060 · Accounting	8,650.25	0.00	0.00	300.00	3,625.00	12,575.25
50070 · Equipment Purchase	2,015.80	0.00	0.00	0.00	0.00	2,015.80
50075 · Intern/Consultant	268.00	12,762.50	0.00	0.00	0.00	13,030.50
50080 · Bank & Credit Card Charges	631.09	0.00	0.00	0.00	0.00	631.09
50090 · Office Supplies	843.42	0.00	0.00	0.00	0.00	843.42
50095 · Postage and Delivery	569.49	0.00	0.00	0.00	0.00	569.49
50100 · Printing/Photocopy	1,756.02	249.98	0.00	0.00	0.00	2,006.00
50110 · Dues/Subscriptions	711.20	0.00	0.00	0.00	0.00	711.20
50115 · Staff Development	1,000.00	0.00	0.00	0.00	0.00	1,000.00
50120 · Meetings	1,347.36	0.00	0.00	0.00	0.00	1,347.36

Hillcrest Business Improvement Association, Inc. Balance Sheet As of December 31, 2021

AQUARIUS	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50125 · Legal	7,164.18	0.00	0.00	0.00	0.00	7,164.18
50130 · Telephone & Internet	8,647.58	25.00	0.00	0.00	0.00	8,672.58
50135 · Parking/Mileage	266.98	0.00	0.00	0.00	0.00	266.98
50330 · D & O / Liability Insurance	24,525.52	0.00	0.00	0.00	0.00	24,525.52
Total 50045 · Operating	68,405.89	13,037.48	0.00	300.00	3,625.00	85,368.37
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00	4,487.50	0.00	0.00	0.00	4,487.50
51525 · Promotion/Marketing/Campaigns	4,035.10	11,966.28	450.00	0.00	0.00	16,451.38
51526 · Taste	0.00	919.65	0.00	0.00	0.00	919.65
51527 · Taste 'N Tinis	150.00	8,015.35	0.00	0.00	0.00	8,165.35
51530 · Banners	726.25	550.00	672.00	0.00	0.00	1,948.25
51540 · Business Mixers/Open House	1,962.86	30,846.97	4,801.67	0.00	0.00	37,611.50
51555 · Farmer's Market	0.00	6,040.00	0.00	0.00	0.00	6,040.00
51560 · Business Forum/Open House	0.00	20.89	0.00	0.00	0.00	20.89
51580 · Hillcrest Artwalk	291.00	11,972.55	0.00	0.00	0.00	12,263.55
51585 · AT&T Mural Project.	55,956.49	0.00	0.00	0.00	0.00	55,956.49
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	53,341.79	0.00	0.00	0.00	53,541.62
Total 51000 · Neighborhood/Outreach Promotion	63,321.53	278,033.01	5,923.67	0.00	0.00	347,278.21
53000 · Physical Improvements						
51575 · Pride Flag Project	656.16	0.00	0.00	0.00	0.00	656.16
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	707.61	598.42	0.00	1,306.03
53130 · Security	0.00	0.00	0.00	23,097.50	0.00	23,097.50
53131 · Security Subscription	5,957.50	0.00	0.00	0.00	0.00	5,957.50
53134 · Steam Cleaning Subscription	7,175.00	0.00	0.00	0.00	0.00	7,175.00
53136 · Banners	0.00	0.00	672.00	0.00	0.00	672.00
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00	13,512.55	0.00	13,512.55
53139 · Sidewalk Cleaning/Improvements	8.98	0.00	14,252.02	12,354.00	0.00	26,615.00
53150 · Dumpsters	504.76	0.00	2,475.85	4,117.61	0.00	7,098.22
53155 · Tree/Flower/Light Maintenance	0.00	0.00	5,202.00	0.00	0.00	5,202.00
53159 · MAD Formation/Expansion	14,090.64	0.00	0.00	0.00	0.00	14,090.64
53161 · Special Projects	4,307.23	203.56	908.62	0.00	0.00	5,419.41
Total 53000 · Physical Improvements	32,700.27	203.56	24,218.10	53,680.08	0.00	110,802.01
Total Expense	219,500.43	306,770.03	41,623.01	53,980.08	17,430.31	639,303.86
Net Income	-109,338.74	222,419.30	0.00	0.00	0.00	113,080.56

Hillcrest Business Improvement Association, Inc. Balance Sheet As of December 31, 2021

AQAP/PO/FA/	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	500.00	0.00	500.00
Mark Edrington	0.00	0.00	0.00	0.00	739.94	739.94
TOTAL	0.00	0.00	0.00	500.00	1,739.94	2,239.94