

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 28, 2022

ASSETS	Feb 28, 22
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	81,520.78
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>36,302.00</u>
Total Checking/Savings	118,478.98
Accounts Receivable	
12000 · Accounts Receivable	<u>9,499.94</u>
Total Accounts Receivable	9,499.94
Other Current Assets	
10115 · SBEP City Fees & Services	2,838.06
10125 · MAD Receivable	44,144.46
10130 · SBEP Receivable	375.00
10145 · Farmers Market Receivable	26,056.07
10155 · Prepaid Expense	5,943.41
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>3,000.00</u>
Total Other Current Assets	<u>82,357.00</u>
Total Current Assets	210,335.92
Fixed Assets	
10200 · Office Furniture & Equipment	21,364.81
10220 · Accumulated Depreciation	<u>-21,364.81</u>
Total Fixed Assets	0.00
TOTAL ASSETS	<u>210,335.92</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20215 · BID Assessment	-401.00
20225 · SBEP Advance	2,103.71
20230 · Sales Tax Payable	27.00
20235 · City Fest Deferred Revenue	3,369.75
21000 · Payroll Liabilities	
Vacation Payable	<u>7,305.58</u>
Total 21000 · Payroll Liabilities	<u>7,305.58</u>
Total Other Current Liabilities	<u>12,405.04</u>
Total Current Liabilities	<u>12,405.04</u>
Total Liabilities	12,405.04
Equity	
31100 · Unrestricted Net Assets	100,340.43
Net Income	<u>97,590.45</u>
Total Equity	<u>197,930.88</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 28, 2022

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Feb 28, 22

TOTAL LIABILITIES & EQUITY

210,335.92

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 28, 2022

ACCOUNTS	TOTAL					
	Feb 22	Budget	Variance	Jul '21 - Feb 22	Budget	Variance
Income						
40015 · CityFest	0.00			1,016.15	150,000.00	-148,983.85
40020 · Farmers Market	26,126.99	14,584.00	11,542.99	190,450.40	116,672.00	73,778.40
40030 · SBEP	2,358.85	2,500.00	-141.15	24,971.29	15,000.00	9,971.29
40035 · SBEP City Fees & Services.	135.00			2,838.06		
40040 · MAD	17,729.06	7,515.00	10,214.06	81,018.14	60,120.00	20,898.14
40050 · BID	9,550.11	7,503.00	2,047.11	62,240.08	60,024.00	2,216.08
40065 · Hillcrest Fat Tuesday	0.00	3,250.00	-3,250.00	0.00	6,500.00	-6,500.00
40100 · Nightmare on Normal Street	0.00			69,495.15	46,500.00	22,995.15
40115 · Taste 'N Tinis	750.00			18,826.31	16,500.00	2,326.31
40140 · Banner Space	0.00	210.00	-210.00	0.00	1,680.00	-1,680.00
40145 · Pride Flag	1,200.00			1,200.00		
40150 · Grants	0.00			52,285.00		
40155 · Pride of Hillcrest/Block Party	3,000.00			287,304.08	55,000.00	232,304.08
40170 · Hillcrest Artwalk	307.00	2,000.00	-1,693.00	7,010.33	16,000.00	-8,989.67
40180 · Other Income	37.64			1,711.51	0.00	1,711.51
40190 · Hillcrest Security Subscription	1,364.30	1,834.00	-469.70	8,598.25	14,672.00	-6,073.75
40195 · Hillcrest Steam Cleaning	833.34	1,000.00	-166.66	6,858.26	8,000.00	-1,141.74
41110 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	0.00	13,336.00	-13,336.00
41120 · Fund Raising	0.00	834.00	-834.00	14,198.99	6,672.00	7,526.99
41125 · AT&T Mural Project	0.00			45,000.00		
Total Income	63,392.29	42,897.00	20,495.29	875,022.00	586,676.00	288,346.00
Expense						
50000 · Personnel						
50005 · Salaries	12,273.97	15,634.00	-3,360.03	109,394.27	121,472.00	-12,077.73
50025 · Employer Taxes - Federal	954.18	1,363.00	-408.82	8,530.79	10,624.00	-2,093.21
50030 · Employer Taxes - State	121.80	304.00	-182.20	1,423.27	2,312.00	-888.73
50035 · Health Insurance	56.70	857.00	-800.30	7,693.69	6,856.00	837.69
50040 · Workers Comp Insurance	0.00	117.00	-117.00	0.00	936.00	-936.00
Total 50000 · Personnel	13,406.65	18,275.00	-4,868.35	127,042.02	142,200.00	-15,157.98
50045 · Operating						
50050 · Rent Office Space	0.00	842.00	-842.00	7,020.00	6,736.00	284.00
50055 · Storage	879.00	292.00	587.00	6,441.00	2,336.00	4,105.00
50060 · Accounting	2,093.25	1,764.00	329.25	16,763.50	13,112.00	3,651.50
50065 · Audit	0.00			0.00	7,500.00	-7,500.00
50070 · Equipment Purchase	0.00	125.00	-125.00	2,015.80	1,000.00	1,015.80
50075 · Intern/Consultant	0.00	500.00	-500.00	13,030.50	4,000.00	9,030.50
50080 · Bank & Credit Card Charges	168.10	50.00	118.10	815.14	400.00	415.14
50085 · Repair/Maintenance/Cleaning	600.00	234.00	366.00	600.00	1,872.00	-1,272.00
50090 · Office Supplies	92.84	167.00	-74.16	936.26	1,336.00	-399.74
50095 · Postage and Delivery	10.90	30.00	-19.10	585.29	240.00	345.29

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 28, 2022

ACCOUNTS	TOTAL					
	Feb 22	Budget	Variance	Jul '21 - Feb 22	Budget	Variance
50100 · Printing/Photocopy	288.02	150.00	138.02	2,294.02	1,200.00	1,094.02
50110 · Dues/Subscriptions	0.00			714.57	0.00	714.57
50115 · Staff Development	0.00			1,000.00		
50120 · Meetings	109.21	125.00	-15.79	1,604.83	1,000.00	604.83
50125 · Legal	765.00	209.00	556.00	24,159.18	1,672.00	22,487.18
50130 · Telephone & Internet	1,485.16	209.00	1,276.16	11,201.36	1,672.00	9,529.36
50135 · Parking/Mileage	2.75	67.00	-64.25	572.23	536.00	36.23
50140 · Depreciation	0.00	25.00	-25.00	0.00	200.00	-200.00
50330 · D & O / Liability Insurance	5,066.00	1,167.00	3,899.00	29,591.52	9,336.00	20,255.52
Total 50045 · Operating	11,560.23	5,956.00	5,604.23	119,345.20	54,148.00	65,197.20
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00			4,487.50	90,000.00	-85,512.50
51525 · Promotion/Marketing/Campaigns	173.37	667.00	-493.63	17,296.75	5,336.00	11,960.75
51526 · Taste	0.00	0.00	0.00	919.65	0.00	919.65
51527 · Taste 'N Tinis	0.00			9,113.86	10,000.00	-886.14
51530 · Banners	0.00	375.00	-375.00	2,308.25	3,000.00	-691.75
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	1,000.00	-1,000.00
51540 · Business Mixers/Open House	0.00	459.00	-459.00	39,056.50	3,672.00	35,384.50
51545 · Newsletter	0.00	142.00	-142.00	0.00	1,136.00	-1,136.00
51555 · Farmer's Market	2,480.00	792.00	1,688.00	11,296.46	6,336.00	4,960.46
51560 · Business Forum/Open House	0.00			8,170.89		
51580 · Hillcrest Artwalk	776.00	1,334.00	-558.00	16,507.50	10,672.00	5,835.50
51585 · AT&T Mural Project.	-15,157.45			40,799.04		
51800 · Pride of Hillcrest/Block Party	0.00			149,872.03	60,000.00	89,872.03
51820 · Hillcrest Fat Tuesday	0.00	3,250.00	-3,250.00	0.00	6,500.00	-6,500.00
51880 · Nightmare on Normal	133.00			45,524.62	35,000.00	10,524.62
Total 51000 · Neighborhood/Outreach Promotion	-11,595.08	7,144.00	-18,739.08	345,353.05	232,652.00	112,701.05
53000 · Physical Improvements						
51575 · Pride Flag Project	0.00	125.00	-125.00	656.16	1,000.00	-343.84
53125 · Hillcrest Sign Utilities/Maint.	250.29	434.00	-183.71	1,792.03	3,472.00	-1,679.97
53130 · Security	9,239.00	3,769.00	5,470.00	32,336.50	30,152.00	2,184.50
53131 · Security Subscription	2,383.00	1,542.00	841.00	8,340.50	12,336.00	-3,995.50
53134 · Steam Cleaning Subscription	3,300.00	875.00	2,425.00	10,689.07	7,000.00	3,689.07
53137 · Pressure Washing/Steam Cleaning	5,030.02	1,250.00	3,780.02	18,542.57	10,000.00	8,542.57
53139 · Sidewalk Cleaning/Improvements	4,029.00	3,757.00	272.00	34,798.00	30,056.00	4,742.00
53150 · Dumpsters	3,828.72	690.00	3,138.72	10,926.94	5,520.00	5,406.94
53155 · Tree/Flower/Light Maintenance	867.00	1,000.00	-133.00	18,886.00	8,000.00	10,886.00
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	5,336.00	-5,336.00
53159 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	16,133.76	13,336.00	2,797.76
53161 · Special Projects	12,777.67	834.00	11,943.67	32,589.75	6,672.00	25,917.75

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 28, 2022

ASSETS

	TOTAL					
	Feb 22	Budget	Variance	Jul '21 - Feb 22	Budget	Variance
53165 · Contingency	0.00	2,023.00	-2,023.00	0.00	16,184.00	-16,184.00
Total 53000 · Physical Improvements	41,704.70	18,633.00	23,071.70	185,691.28	149,064.00	36,627.28
Total Expense	55,076.50	50,008.00	5,068.50	777,431.55	578,064.00	199,367.55
	8,315.79	-7,111.00	15,426.79	97,590.45	8,612.00	88,978.45

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 28, 2022

AQA#11523	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	190,450.40	0.00	0.00	0.00	190,450.40
40030 - SBEP	0.00	0.00	0.00	0.00	24,971.29	24,971.29
40035 - SBEP City Fees & Services.	0.00	2,838.06	0.00	0.00	0.00	2,838.06
40040 - MAD	0.00	0.00	0.00	81,018.14	0.00	81,018.14
40050 - BID	0.00	0.00	62,240.08	0.00	0.00	62,240.08
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	18,826.31	0.00	0.00	0.00	18,826.31
40145 - Pride Flag	0.00	1,200.00	0.00	0.00	0.00	1,200.00
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	0.00	7,010.33	0.00	0.00	0.00	7,010.33
40180 - Other Income	1,711.51	0.00	0.00	0.00	0.00	1,711.51
40190 - Hillcrest Security Subscription	8,380.69	217.56	0.00	0.00	0.00	8,598.25
40195 - Hillcrest Steam Cleaning	6,642.92	215.34	0.00	0.00	0.00	6,858.26
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	114,407.76	592,384.73	62,240.08	81,018.14	24,971.29	875,022.00
Expense						
50000 - Personnel						
50005 - Salaries	61,865.17	16,253.66	12,895.72	0.00	18,379.72	109,394.27
50025 - Employer Taxes - Federal	4,784.57	1,321.53	998.05	0.00	1,426.64	8,530.79
50030 - Employer Taxes - State	410.35	751.27	96.72	0.00	164.93	1,423.27
50035 - Health Insurance	7,693.69	0.00	0.00	0.00	0.00	7,693.69
Total 50000 - Personnel	74,753.78	18,326.46	13,990.49	0.00	19,971.29	127,042.02
50045 - Operating						
50050 - Rent Office Space	7,020.00	0.00	0.00	0.00	0.00	7,020.00
50055 - Storage	6,441.00	0.00	0.00	0.00	0.00	6,441.00
50060 - Accounting	11,163.50	0.00	0.00	600.00	5,000.00	16,763.50
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	815.14	0.00	0.00	0.00	0.00	815.14
50085 - Repair/Maintenance/Cleaning	600.00	0.00	0.00	0.00	0.00	600.00
50090 - Office Supplies	936.26	0.00	0.00	0.00	0.00	936.26
50095 - Postage and Delivery	585.29	0.00	0.00	0.00	0.00	585.29
50100 - Printing/Photocopy	2,044.04	249.98	0.00	0.00	0.00	2,294.02
50110 - Dues/Subscriptions	714.57	0.00	0.00	0.00	0.00	714.57
50115 - Staff Development	1,000.00	0.00	0.00	0.00	0.00	1,000.00
50120 - Meetings	1,604.83	0.00	0.00	0.00	0.00	1,604.83
50125 - Legal	24,159.18	0.00	0.00	0.00	0.00	24,159.18
50130 - Telephone & Internet	11,176.36	25.00	0.00	0.00	0.00	11,201.36

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 28, 2022

AQA#	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50135 · Parking/Mileage	572.23	0.00	0.00	0.00	0.00	572.23
50330 · D & O / Liability Insurance	29,591.52	0.00	0.00	0.00	0.00	29,591.52
Total 50045 · Operating	100,707.72	13,037.48	0.00	600.00	5,000.00	119,345.20
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00	4,487.50	0.00	0.00	0.00	4,487.50
51525 · Promotion/Marketing/Campaigns	4,088.47	11,966.28	1,242.00	0.00	0.00	17,296.75
51526 · Taste	0.00	919.65	0.00	0.00	0.00	919.65
51527 · Taste 'N Tinis	150.00	8,963.86	0.00	0.00	0.00	9,113.86
51530 · Banners	726.25	550.00	1,032.00	0.00	0.00	2,308.25
51540 · Business Mixers/Open House	1,962.86	32,291.97	4,801.67	0.00	0.00	39,056.50
51555 · Farmer's Market	0.00	11,296.46	0.00	0.00	0.00	11,296.46
51560 · Business Forum/Open House	0.00	8,170.89	0.00	0.00	0.00	8,170.89
51580 · Hillcrest Artwalk	291.00	16,216.50	0.00	0.00	0.00	16,507.50
51585 · AT&T Mural Project.	40,799.04	0.00	0.00	0.00	0.00	40,799.04
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	45,324.79	0.00	0.00	0.00	45,524.62
Total 51000 · Neighborhood/Outreach Promotion	48,217.45	290,059.93	7,075.67	0.00	0.00	345,353.05
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	1,193.61	598.42	0.00	1,792.03
53130 · Security	0.00	0.00	0.00	32,336.50	0.00	32,336.50
53131 · Security Subscription	8,340.50	0.00	0.00	0.00	0.00	8,340.50
53134 · Steam Cleaning Subscription	10,689.07	0.00	0.00	0.00	0.00	10,689.07
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00	18,542.57	0.00	18,542.57
53139 · Sidewalk Cleaning/Improvements	8.98	0.00	18,317.02	16,472.00	0.00	34,798.00
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	11,936.00	6,950.00	0.00	18,886.00
53159 · MAD Formation/Expansion	16,133.76	0.00	0.00	0.00	0.00	16,133.76
53161 · Special Projects	27,535.69	203.56	4,850.50	0.00	0.00	32,589.75
Total 53000 · Physical Improvements	63,895.66	203.56	41,173.92	80,418.14	0.00	185,691.28
Total Expense	287,574.61	321,627.43	62,240.08	81,018.14	24,971.29	777,431.55
Net Income	-173,166.85	270,757.30	0.00	0.00	0.00	97,590.45

Hillcrest Business Improvement Association, Inc. Balance Sheet As of February 28, 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
AT&T.	7,260.00	0.00	0.00	0.00	0.00	7,260.00
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	7,260.00	0.00	0.00	0.00	2,239.94	9,499.94