

Hillcrest Business Improvement Association, Inc. Balance Sheet As of January 31, 2022

AQAAPAHAS	Jan 31, 22
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	107,272.85
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>36,311.00</u>
Total Checking/Savings	144,240.05
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	26,415.40
10145 · Farmers Market Receivable	13,273.37
10155 · Prepaid Expense	5,943.41
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>3,000.00</u>
Total Other Current Assets	<u>51,335.24</u>
Total Current Assets	197,815.23
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>197,815.23</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20215 · BID Assessment	-3,297.80
20225 · SBEP Advance	4,087.56
20230 · Sales Tax Payable	21.00
21000 · Payroll Liabilities	
FUTA Payable	83.80
Vacation Payable	<u>7,305.58</u>
Total 21000 · Payroll Liabilities	<u>7,389.38</u>
Total Other Current Liabilities	<u>8,200.14</u>
Total Current Liabilities	<u>8,200.14</u>
Total Liabilities	8,200.14
Equity	
31100 · Unrestricted Net Assets	100,340.43
Net Income	<u>89,274.66</u>
Total Equity	<u>189,615.09</u>
TOTAL LIABILITIES & EQUITY	<u>197,815.23</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of January 31, 2022

AQAN BYTES

				TOTAL		
	Jan 22	Budget	Variance	Jul '21 - Jan 22	Budget	Variance
Income						
40015 · CityFest	0.00			1,016.15	150,000.00	-148,983.85
40020 · Farmers Market	28,544.03	14,584.00	13,960.03	164,323.41	102,088.00	62,235.41
40030 · SBEP	5,182.13	2,500.00	2,682.13	22,612.44	12,500.00	10,112.44
40035 · SBEP City Fees & Services.	0.00			2,703.06		
40040 · MAD	9,309.00	7,515.00	1,794.00	63,289.08	52,605.00	10,684.08
40050 · BID	11,066.96	7,503.00	3,563.96	52,689.97	52,521.00	168.97
40065 · Hillcrest Fat Tuesday	0.00	3,250.00	-3,250.00	0.00	3,250.00	-3,250.00
40100 · Nightmare on Normal Street	0.00			69,495.15	46,500.00	22,995.15
40115 · Taste 'N Tinis	2,609.25			18,076.31	16,500.00	1,576.31
40140 · Banner Space	0.00	210.00	-210.00	0.00	1,470.00	-1,470.00
40150 · Grants	0.00			52,285.00		
40155 · Pride of Hillcrest/Block Party	0.00			284,304.08	55,000.00	229,304.08
40170 · Hillcrest Artwalk	450.61	2,000.00	-1,549.39	6,703.33	14,000.00	-7,296.67
40180 · Other Income	103.23			1,673.87	0.00	1,673.87
40190 · Hillcrest Security Subscription	1,001.70	1,834.00	-832.30	7,233.95	12,838.00	-5,604.05
40195 · Hillcrest Steam Cleaning	978.38	1,000.00	-21.62	6,024.92	7,000.00	-975.08
41110 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	0.00	11,669.00	-11,669.00
41120 · Fund Raising	0.00	834.00	-834.00	14,198.99	5,838.00	8,360.99
41125 · AT&T Mural Project	0.00			45,000.00		
Total Income	59,245.29	42,897.00	16,348.29	811,629.71	543,779.00	267,850.71
Expense						
50000 · Personnel						
50005 · Salaries	14,753.20	15,634.00	-880.80	97,120.30	105,838.00	-8,717.70
50025 · Employer Taxes - Federal	1,212.41	1,363.00	-150.59	7,576.61	9,261.00	-1,684.39
50030 · Employer Taxes - State	670.38	304.00	366.38	1,301.47	2,008.00	-706.53
50035 · Health Insurance	1,144.11	857.00	287.11	7,636.99	5,999.00	1,637.99
50040 · Workers Comp Insurance	0.00	117.00	-117.00	0.00	819.00	-819.00
Total 50000 · Personnel	17,780.10	18,275.00	-494.90	113,635.37	123,925.00	-10,289.63
50045 · Operating						
50050 · Rent Office Space	1,680.00	842.00	838.00	7,020.00	5,894.00	1,126.00
50055 · Storage	893.00	292.00	601.00	5,562.00	2,044.00	3,518.00
50060 · Accounting	2,095.00	1,764.00	331.00	14,670.25	11,348.00	3,322.25
50065 · Audit	0.00			0.00	7,500.00	-7,500.00
50070 · Equipment Purchase	0.00	125.00	-125.00	2,015.80	875.00	1,140.80
50075 · Intern/Consultant	0.00	500.00	-500.00	13,030.50	3,500.00	9,530.50
50080 · Bank & Credit Card Charges	15.95	50.00	-34.05	647.04	350.00	297.04
50085 · Repair/Maintenance/Cleaning	0.00	234.00	-234.00	0.00	1,638.00	-1,638.00
50090 · Office Supplies	0.00	167.00	-167.00	843.42	1,169.00	-325.58
50095 · Postage and Delivery	4.90	30.00	-25.10	574.39	210.00	364.39
50100 · Printing/Photocopy	0.00	150.00	-150.00	2,006.00	1,050.00	956.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of January 31, 2022

ACCOUNTS	TOTAL					
	Jan 22	Budget	Variance	Jul '21 - Jan 22	Budget	Variance
50110 · Dues/Subscriptions	3.37			714.57	0.00	714.57
50115 · Staff Development	0.00			1,000.00		
50120 · Meetings	148.26	125.00	23.26	1,495.62	875.00	620.62
50125 · Legal	16,230.00	209.00	16,021.00	23,394.18	1,463.00	21,931.18
50130 · Telephone & Internet	1,043.62	209.00	834.62	9,716.20	1,463.00	8,253.20
50135 · Parking/Mileage	302.50	67.00	235.50	569.48	469.00	100.48
50140 · Depreciation	0.00	25.00	-25.00	0.00	175.00	-175.00
50330 · D & O / Liability Insurance	0.00	1,167.00	-1,167.00	24,525.52	8,169.00	16,356.52
Total 50045 · Operating	22,416.60	5,956.00	16,460.60	107,784.97	48,192.00	59,592.97
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00			4,487.50	90,000.00	-85,512.50
51525 · Promotion/Marketing/Campaigns	0.00	667.00	-667.00	17,123.38	4,669.00	12,454.38
51526 · Taste	0.00	0.00	0.00	919.65	0.00	919.65
51527 · Taste 'N Tinis	948.51			9,113.86	10,000.00	-886.14
51530 · Banners	360.00	375.00	-15.00	2,308.25	2,625.00	-316.75
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	875.00	-875.00
51540 · Business Mixers/Open House	1,445.00	459.00	986.00	39,056.50	3,213.00	35,843.50
51545 · Newsletter	0.00	142.00	-142.00	0.00	994.00	-994.00
51555 · Farmer's Market	2,776.46	792.00	1,984.46	8,816.46	5,544.00	3,272.46
51560 · Business Forum/Open House	0.00			20.89		
51580 · Hillcrest Artwalk	3,467.95	1,334.00	2,133.95	15,731.50	9,338.00	6,393.50
51585 · AT&T Mural Project.	0.00			55,956.49		
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	3,250.00	-3,250.00
51880 · Nightmare on Normal	0.00			53,541.62	35,000.00	18,541.62
Total 51000 · Neighborhood/Outreach Promotion	8,997.92	7,144.00	1,853.92	356,948.13	225,508.00	131,440.13
53000 · Physical Improvements						
53175 · Pride Flag Project	0.00	125.00	-125.00	656.16	875.00	-218.84
53125 · Hillcrest Sign Utilities/Maint.	235.71	434.00	-198.29	1,541.74	3,038.00	-1,496.26
53130 · Security	0.00	3,769.00	-3,769.00	23,097.50	26,383.00	-3,285.50
53131 · Security Subscription	0.00	1,542.00	-1,542.00	5,957.50	10,794.00	-4,836.50
53134 · Steam Cleaning Subscription	68.07	875.00	-806.93	7,243.07	6,125.00	1,118.07
53135 · Street Cleaning	146.00			146.00		
53137 · Pressure Washing/Steam Cleaning	0.00	1,250.00	-1,250.00	13,512.55	8,750.00	4,762.55
53139 · Sidewalk Cleaning/Improvements	4,154.00	3,757.00	397.00	30,769.00	26,299.00	4,470.00
53150 · Dumpsters	0.00	690.00	-690.00	7,098.22	4,830.00	2,268.22
53155 · Tree/Flower/Light Maintenance	12,817.00	1,000.00	11,817.00	18,019.00	7,000.00	11,019.00
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	4,669.00	-4,669.00
53159 · MAD Formation/Expansion	2,043.12	1,667.00	376.12	16,133.76	11,669.00	4,464.76
53161 · Special Projects	14,392.67	834.00	13,558.67	19,812.08	5,838.00	13,974.08

Hillcrest Business Improvement Association, Inc. Balance Sheet As of January 31, 2022

				TOTAL		
	Jan 22	Budget	Variance	Jul '21 - Jan 22	Budget	Variance
53165 · Contingency	0.00	2,023.00	-2,023.00	0.00	14,161.00	-14,161.00
Total 53000 · Physical Improvements	33,856.57	18,633.00	15,223.57	143,986.58	130,431.00	13,555.58
Total Expense	83,051.19	50,008.00	33,043.19	722,355.05	528,056.00	194,299.05
Net Income	-23,805.90	-7,111.00	-16,694.90	89,274.66	15,723.00	73,551.66

Hillcrest Business Improvement Association, Inc. Balance Sheet As of January 31, 2022

AQAP 411523	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	164,323.41	0.00	0.00	0.00	164,323.41
40030 - SBEP	0.00	0.00	0.00	0.00	22,612.44	22,612.44
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	63,289.08	0.00	63,289.08
40050 - BID	0.00	0.00	52,689.97	0.00	0.00	52,689.97
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	18,076.31	0.00	0.00	0.00	18,076.31
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	6,703.33	0.00	0.00	0.00	6,703.33
40180 - Other Income	1,673.87	0.00	0.00	0.00	0.00	1,673.87
40190 - Hillcrest Security Subscription	7,016.39	217.56	0.00	0.00	0.00	7,233.95
40195 - Hillcrest Steam Cleaning	5,809.58	215.34	0.00	0.00	0.00	6,024.92
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	112,172.48	560,865.74	52,689.97	63,289.08	22,612.44	811,629.71
Expense						
50000 - Personnel						
50005 - Salaries	51,430.20	16,253.66	12,895.72	0.00	16,540.72	97,120.30
50025 - Employer Taxes - Federal	3,971.54	1,321.53	998.05	0.00	1,285.49	7,576.61
50030 - Employer Taxes - State	292.25	751.27	96.72	0.00	161.23	1,301.47
50035 - Health Insurance	7,636.99	0.00	0.00	0.00	0.00	7,636.99
Total 50000 - Personnel	63,330.98	18,326.46	13,990.49	0.00	17,987.44	113,635.37
50045 - Operating						
50050 - Rent Office Space	7,020.00	0.00	0.00	0.00	0.00	7,020.00
50055 - Storage	5,562.00	0.00	0.00	0.00	0.00	5,562.00
50060 - Accounting	9,445.25	0.00	0.00	600.00	4,625.00	14,670.25
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	647.04	0.00	0.00	0.00	0.00	647.04
50090 - Office Supplies	843.42	0.00	0.00	0.00	0.00	843.42
50095 - Postage and Delivery	574.39	0.00	0.00	0.00	0.00	574.39
50100 - Printing/Photocopy	1,756.02	249.98	0.00	0.00	0.00	2,006.00
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	1,495.62	0.00	0.00	0.00	0.00	1,495.62
50125 - Legal	23,394.18	0.00	0.00	0.00	0.00	23,394.18
50130 - Telephone & Internet	9,691.20	25.00	0.00	0.00	0.00	9,716.20
50135 - Parking/Mileage	569.48	0.00	0.00	0.00	0.00	569.48
50330 - D & O / Liability Insurance	24,525.52	0.00	0.00	0.00	0.00	24,525.52

Hillcrest Business Improvement Association, Inc. Balance Sheet As of January 31, 2022

AQA#	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Total 50045 · Operating	89,522.49	13,037.48	0.00	600.00	4,625.00	107,784.97
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	1,122.00	0.00	0.00	17,123.38
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	8,816.46	0.00	0.00	0.00	8,816.46
51560 · Business Forum/Open House	0.00	20.89	0.00	0.00	0.00	20.89
51580 · Hillcrest Artwalk	291.00	15,440.50	0.00	0.00	0.00	15,731.50
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	286,670.93	6,955.67	0.00	0.00	356,948.13
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	943.32	598.42	0.00	1,541.74
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	7,243.07	0.00	0.00	0.00	0.00	7,243.07
53135 · Street Cleaning	146.00	0.00	0.00	0.00	0.00	146.00
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	16,347.02	14,413.00	0.00	30,769.00
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	11,069.00	6,950.00	0.00	18,019.00
53159 · MAD Formation/Expansion	16,133.76	0.00	0.00	0.00	0.00	16,133.76
53161 · Special Projects	18,699.90	203.56	908.62	0.00	0.00	19,812.08
Total 53000 · Physical Improvements	49,350.13	203.56	31,743.81	62,689.08	0.00	143,986.58
Total Expense	265,525.13	318,238.43	52,689.97	63,289.08	22,612.44	722,355.05
Net Income	-153,352.65	242,627.31	0.00	0.00	0.00	89,274.66

Hillcrest Business Improvement Association, Inc. Balance Sheet As of January 31, 2022

AQAAPB/CAB	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