

AQUARIUS	<u>Jun 30, 23</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	48,897.99
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>506.87</u>
Total Checking/Savings	50,061.06
Accounts Receivable	
12000 · Accounts Receivable	<u>16,103.00</u>
Total Accounts Receivable	16,103.00
Other Current Assets	
10095 · Deposits	5,000.00
10100 · Other Receivables	1,390.73
10110 · Block Party Prepaid/Rcvbl.	8,925.00
10115 · SBEP City Fees & Services	5,995.55
10120 · BID Receivable	6,310.00
10125 · MAD Receivable	13,756.44
10145 · Farmers Market Receivable	7,303.35
10155 · Prepaid Expense	14,827.25
10160 · Prepaid CityFest	1,697.30
10180 · Pride Prepaid/Receivable	17,877.23
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>500.00</u>
Total Other Current Assets	<u>83,582.85</u>
Total Current Assets	149,746.91
Fixed Assets	
10200 · Office Furniture & Equipment	21,545.90
10220 · Accumulated Depreciation	<u>-21,545.90</u>
Total Fixed Assets	<u>0.00</u>
TOTAL ASSETS	<u><u>149,746.91</u></u>

AQUARIUS	<u>Jun 30, 23</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20210 · Accrued Expenses	20,000.00
20235 · City Fest Deferred Revenue	46,997.85
20255 · Pride Block Party Deferred	10,296.79
21000 · Payroll Liabilities	
Federal Withholdng Payable	96.00
FUTA Payable	177.32
NW Mutual Payable	-245.00
State Withholding Payable	41.05
Vacation Payable	<u>4,178.03</u>
Total 21000 · Payroll Liabilities	<u>4,247.40</u>
Total Other Current Liabilities	<u>81,542.04</u>
Total Current Liabilities	<u>81,542.04</u>
Total Liabilities	81,542.04
Equity	
31100 · Unrestricted Net Assets	65,002.18
Net Income	<u>3,202.69</u>
Total Equity	<u>68,204.87</u>
TOTAL LIABILITIES & EQUITY	<u>149,746.91</u>

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

AQANABJAS

	TOTAL					
	Jun 23	Budget	Variance	Jul '22 - Jun 23	Budget	Variance
Income						
40015 · CityFest	7,312.55			131,958.04	150,000.00	-18,041.96
40020 · Farmers Market	26,793.90	25,837.00	956.90	316,371.06	310,000.00	6,371.06
40030 · SBEP	0.00	2,076.00	-2,076.00	27,355.00	25,000.00	2,355.00
40035 · SBEP City Fees & Services.	242.10			15,995.55		
40040 · MAD	0.00	7,507.00	-7,507.00	94,229.09	90,183.00	4,046.09
40045 · MAD Reserve	0.00	1,250.00	-1,250.00	0.00	15,000.00	-15,000.00
40050 · BID	8,171.89	7,489.00	682.89	88,653.09	90,000.00	-1,346.91
40100 · Nightmare on Normal Street	0.00			75,416.02	70,000.00	5,416.02
40110 · Taste	0.00	0.00	0.00	43,303.41	32,000.00	11,303.41
40115 · Taste 'N Tinis	0.00			14,203.05	19,000.00	-4,796.95
40140 · Banner Space	5,485.20	201.00	5,284.20	7,425.70	2,500.00	4,925.70
40150 · Grants	0.00			2,000.00		
40155 · Pride of Hillcrest/Block Party	0.00			176,693.05	75,000.00	101,693.05
40170 · Hillcrest Artwalk	3,490.09	1,326.00	2,164.09	32,919.28	16,000.00	16,919.28
40180 · Other Income	11,008.48	2,500.00	8,508.48	47,358.58	30,000.00	17,358.58
40195 · Cleaning/Security Subscription	1,029.16	1,439.00	-409.84	23,347.86	17,400.00	5,947.86
41100 · Sunday Funday	6,760.98			6,760.98		
41120 · Fund Raising	0.00			66,485.00	0.00	66,485.00
Total Income	70,294.35	49,625.00	20,669.35	1,170,474.76	942,083.00	228,391.76
Expense						
50000 · Personnel						
50005 · Salaries - Office	14,350.26	17,232.00	-2,881.74	191,466.67	206,740.00	-15,273.33
50010 · Salaries - Custodial	9,850.42	6,800.00	3,050.42	79,497.76	81,600.00	-2,102.24
50025 · Employer Taxes - Federal	1,733.34	2,454.00	-720.66	20,974.54	29,580.00	-8,605.46
50030 · Employer Taxes - State	28.42	384.00	-355.58	1,030.83	4,641.00	-3,610.17
50035 · Health Insurance	176.04	1,000.00	-823.96	14,493.32	12,000.00	2,493.32
50039 · Retirement Benefits	165.00	525.00	-360.00	1,772.50	6,300.00	-4,527.50

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

AQANAB, Inc.

	TOTAL					
	Jun 23	Budget	Variance	Jul '22 - Jun 23	Budget	Variance
50040 · Workers Comp Insurance	2,016.78	113.00	1,903.78	9,607.14	1,400.00	8,207.14
Total 50000 · Personnel	28,320.26	28,508.00	-187.74	318,842.76	342,261.00	-23,418.24
50045 · Operating						
50050 · Rent Office Space	5,083.08	5,000.00	83.08	66,325.67	60,000.00	6,325.67
50060 · Accounting	2,519.25	2,093.00	426.25	24,836.50	25,160.00	-323.50
50065 · Audit	2,000.00			20,032.50	7,500.00	12,532.50
50070 · Equipment Purchase/Supplies	0.00	125.00	-125.00	2,210.10	1,500.00	710.10
50075 · Intern/Consultant	0.00			731.50	0.00	731.50
50080 · Bank & Credit Card Charges	152.65	87.00	65.65	1,146.76	1,000.00	146.76
50085 · Repair/Maintenance/Cleaning	0.00	226.00	-226.00	3,641.78	2,800.00	841.78
50090 · Office Supplies	225.48	163.00	62.48	8,066.68	2,000.00	6,066.68
50095 · Postage and Delivery	351.60	20.00	331.60	479.63	350.00	129.63
50100 · Printing/Photocopy	600.70	150.00	450.70	3,881.27	1,800.00	2,081.27
50120 · Meetings	399.93	125.00	274.93	2,820.27	1,500.00	1,320.27
50125 · Legal	2,076.00	1,663.00	413.00	12,936.74	20,000.00	-7,063.26
50130 · Telephone, Internet & IT	2,042.86	201.00	1,841.86	16,867.74	2,500.00	14,367.74
50135 · Parking/Mileage	475.00	63.00	412.00	1,022.80	800.00	222.80
50140 · Depreciation	181.09	25.00	156.09	181.09	300.00	-118.91
50330 · D & O / Liability Insurance	4,128.50	2,663.00	1,465.50	46,024.50	32,000.00	14,024.50
Total 50045 · Operating	20,236.14	12,604.00	7,632.14	211,205.53	159,210.00	51,995.53
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00			132,062.06	88,000.00	44,062.06
51525 · Promotion/Marketing/Campaigns	4,061.00	2,000.00	2,061.00	26,281.91	24,000.00	2,281.91
51526 · Taste	491.89	0.00	491.89	11,596.93	5,000.00	6,596.93
51527 · Taste 'N Tinis	0.00			14,487.35	7,000.00	7,487.35
51530 · Banners	0.00	250.00	-250.00	6,356.16	3,000.00	3,356.16
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	1,500.00	-1,500.00

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

AQANABYAS

					TOTAL	
	Jun 23	Budget	Variance	Jul '22 - Jun 23	Budget	Variance
51540 · Business Mixers/Open House	0.00	451.00	-451.00	3,548.49	5,500.00	-1,951.51
51555 · Farmer's Market	1,000.00			6,669.00	0.00	6,669.00
51580 · Hillcrest Artwalk	4,657.56	1,163.00	3,494.56	38,586.26	14,000.00	24,586.26
51800 · Pride of Hillcrest/Block Party	0.00			146,626.21	58,000.00	88,626.21
51865 · Sunday Funday	3,036.23			3,121.23		
51880 · Nightmare on Normal	0.00			39,294.89	40,000.00	-705.11
Total 51000 · Neighborhood/Outreach Promotion	13,246.68	3,989.00	9,257.68	428,630.49	246,000.00	182,630.49
53000 · Physical Improvements						
51575 · Pride & Patriotic Flag Project	0.00	250.00	-250.00	1,819.47	3,000.00	-1,180.53
53125 · Hillcrest Sign Utilities/Maint.	2,000.00	250.00	1,750.00	76,976.33	3,000.00	73,976.33
53130 · Security	4,619.50	4,163.00	456.50	55,434.00	50,000.00	5,434.00
53134 · Cleaning Security Subscription.	1,121.10	2,538.00	-1,416.90	23,804.09	30,500.00	-6,695.91
53137 · Pressure Washing/Steam Cleaning	0.00	2,500.00	-2,500.00	11,400.00	30,000.00	-18,600.00
53139 · Sidewalk Cleaning/Improvements	2,190.10	190.00	2,000.10	6,277.89	2,280.00	3,997.89
53150 · Dumpsters	1,351.84	973.00	378.84	16,565.43	11,720.00	4,845.43
53155 · Tree/Flower/Light Maintenance	0.00	1,000.00	-1,000.00	-1,201.93	12,000.00	-13,201.93
53158 · Lighting Projects	0.00	663.00	-663.00	0.00	8,000.00	-8,000.00
53159 · MAD Formation/Expansion	902.62	500.00	402.62	10,902.62	6,000.00	4,902.62
53161 · Special Projects	0.00	1,663.00	-1,663.00	2,615.39	20,000.00	-17,384.61
53165 · Contingency	0.00	1,760.00	-1,760.00	0.00	21,197.00	-21,197.00
53167 · Cultural District	0.00			4,000.00		
Total 53000 · Physical Improvements	12,185.16	16,450.00	-4,264.84	208,593.29	197,697.00	10,896.29
Total Expense	73,988.24	61,551.00	12,437.24	1,167,272.07	945,168.00	222,104.07
	-3,693.89	-11,926.00	8,232.11	3,202.69	-3,085.00	6,287.69

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

AQA 7/15/23

Income

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	520 MAD 2	610 SBEP
40015 · CityFest	0.00	131,958.04	0.00	0.00	0.00	0.00
40020 · Farmers Market	38.76	316,332.30	0.00	0.00	0.00	0.00
40030 · SBEP	0.00	0.00	0.00	0.00	0.00	27,355.00
40035 · SBEP City Fees & Services.	0.00	0.00	0.00	0.00	0.00	15,995.55
40040 · MAD	0.00	0.00	0.00	90,169.00	4,060.09	0.00
40050 · BID	0.00	0.00	88,653.09	0.00	0.00	0.00
40100 · Nightmare on Normal Street	0.00	75,416.02	0.00	0.00	0.00	0.00
40110 · Taste	0.00	43,303.41	0.00	0.00	0.00	0.00
40115 · Taste 'N Tinis	0.00	14,203.05	0.00	0.00	0.00	0.00
40140 · Banner Space	7,425.70	0.00	0.00	0.00	0.00	0.00
40150 · Grants	2,000.00	0.00	0.00	0.00	0.00	0.00
40155 · Pride of Hillcrest/Block Party	0.00	176,693.05	0.00	0.00	0.00	0.00
40170 · Hillcrest Artwalk	0.00	32,919.28	0.00	0.00	0.00	0.00
40180 · Other Income	46,361.65	996.93	0.00	0.00	0.00	0.00
40195 · Cleaning/Security Subscription	19,499.98	3,847.88	0.00	0.00	0.00	0.00
41100 · Sunday Funday	0.00	6,760.98	0.00	0.00	0.00	0.00
41120 · Fund Raising	66,485.00	0.00	0.00	0.00	0.00	0.00
Total Income	141,811.09	802,430.94	88,653.09	90,169.00	4,060.09	43,350.55

Expense

50000 · Personnel

50005 · Salaries - Office	84,950.02	67,213.12	16,960.84	1,727.61	0.00	20,615.08
50010 · Salaries - Custodial	10,681.39	196.35	43,374.20	23,521.05	1,724.77	0.00
50025 · Employer Taxes - Federal	7,222.97	5,211.37	4,689.08	2,120.96	136.59	1,593.57
50030 · Employer Taxes - State	203.22	209.14	329.43	207.20	17.81	64.03
50035 · Health Insurance	14,493.32	0.00	0.00	0.00	0.00	0.00
50039 · Retirement Benefits	952.78	737.40	0.00	0.00	0.00	82.32
50040 · Workers Comp Insurance	9,607.14	0.00	0.00	0.00	0.00	0.00
Total 50000 · Personnel	128,110.84	73,567.38	65,353.55	27,576.82	1,879.17	22,355.00

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

AQAFIBS

110 GENERAL 220 SPECIAL EVENTS 410 BID CONTRACT 510 MAD 520 MAD 2 610 SBEP

50045 · Operating

50050 · Rent Office Space	66,325.67	0.00	0.00	0.00	0.00	0.00
50060 · Accounting	18,403.41	0.00	0.00	1,433.09	0.00	5,000.00
50065 · Audit	20,032.50	0.00	0.00	0.00	0.00	0.00
50070 · Equipment Purchase/Supplies	2,210.10	0.00	0.00	0.00	0.00	0.00
50075 · Intern/Consultant	731.50	0.00	0.00	0.00	0.00	0.00
50080 · Bank & Credit Card Charges	1,146.76	0.00	0.00	0.00	0.00	0.00
50085 · Repair/Maintenance/Cleaning	3,641.78	0.00	0.00	0.00	0.00	0.00
50090 · Office Supplies	8,055.92	10.76	0.00	0.00	0.00	0.00
50095 · Postage and Delivery	479.63	0.00	0.00	0.00	0.00	0.00
50100 · Printing/Photocopy	3,881.27	0.00	0.00	0.00	0.00	0.00
50120 · Meetings	2,820.27	0.00	0.00	0.00	0.00	0.00
50125 · Legal	12,936.74	0.00	0.00	0.00	0.00	0.00
50130 · Telephone, Internet & IT	16,571.20	296.54	0.00	0.00	0.00	0.00
50135 · Parking/Mileage	1,019.52	3.28	0.00	0.00	0.00	0.00
50140 · Depreciation	181.09	0.00	0.00	0.00	0.00	0.00
50330 · D & O / Liability Insurance	46,024.50	0.00	0.00	0.00	0.00	0.00

Total 50045 · Operating 204,461.86 310.58 0.00 1,433.09 0.00 5,000.00

51000 · Neighborhood/Outreach Promotion

51515 · CityFest	0.00	123,401.63	0.00	0.00	0.00	8,660.43
51525 · Promotion/Marketing/Campaigns	8,163.12	6,072.74	12,046.05	0.00	0.00	0.00
51526 · Taste	9.60	11,587.33	0.00	0.00	0.00	0.00
51527 · Taste 'N Tinis	0.00	14,487.35	0.00	0.00	0.00	0.00
51530 · Banners	6,356.16	0.00	0.00	0.00	0.00	0.00
51540 · Business Mixers/Open House	1,493.23	0.00	2,055.26	0.00	0.00	0.00
51555 · Farmer's Market	1,000.00	5,669.00	0.00	0.00	0.00	0.00
51580 · Hillcrest Artwalk	0.00	38,586.26	0.00	0.00	0.00	0.00
51800 · Pride of Hillcrest/Block Party	0.00	139,533.19	0.00	0.00	0.00	7,093.02

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

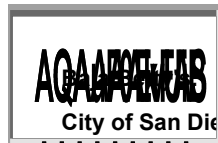
AQA/FIB/522	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	520 MAD 2	610 SBEP
51865 · Sunday Funday	0.00	2,879.13	0.00	0.00	0.00	242.10
51880 · Nightmare on Normal	0.00	39,294.89	0.00	0.00	0.00	0.00
Total 51000 · Neighborhood/Outreach Promotion	17,022.11	381,511.52	14,101.31	0.00	0.00	15,995.55
53000 · Physical Improvements						
51575 · Pride & Patriotic Flag Project	1,819.47	0.00	0.00	0.00	0.00	0.00
53125 · Hillcrest Sign Utilities/Maint.	72,777.87	0.00	103.82	4,094.64	0.00	0.00
53130 · Security	10,474.30	0.00	0.00	43,159.70	1,800.00	0.00
53134 · Cleaning Security Subscription.	23,804.09	0.00	0.00	0.00	0.00	0.00
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00	11,314.08	85.92	0.00
53139 · Sidewalk Cleaning/Improvements	6,277.89	0.00	0.00	0.00	0.00	0.00
53150 · Dumpsters	3,383.42	0.00	10,296.34	2,590.67	295.00	0.00
53155 · Tree/Flower/Light Maintenance	0.00	0.00	-1,201.93	0.00	0.00	0.00
53159 · MAD Formation/Expansion	10,902.62	0.00	0.00	0.00	0.00	0.00
53161 · Special Projects	2,587.41	27.98	0.00	0.00	0.00	0.00
53167 · Cultural District	4,000.00	0.00	0.00	0.00	0.00	0.00
Total 53000 · Physical Improvements	136,027.07	27.98	9,198.23	61,159.09	2,180.92	0.00
Total Expense	485,621.88	455,417.46	88,653.09	90,169.00	4,060.09	43,350.55
	-343,810.79	347,013.48	0.00	0.00	0.00	0.00

AQAAFIAS	TOTAL
Income	
40015 · CityFest	131,958.04
40020 · Farmers Market	316,371.06
40030 · SBEP	27,355.00
40035 · SBEP City Fees & Services.	15,995.55
40040 · MAD	94,229.09
40050 · BID	88,653.09
40100 · Nightmare on Normal Street	75,416.02
40110 · Taste	43,303.41
40115 · Taste 'N Tinis	14,203.05
40140 · Banner Space	7,425.70
40150 · Grants	2,000.00
40155 · Pride of Hillcrest/Block Party	176,693.05
40170 · Hillcrest Artwalk	32,919.28
40180 · Other Income	47,358.58
40195 · Cleaning/Security Subscription	23,347.86
41100 · Sunday Funday	6,760.98
41120 · Fund Raising	66,485.00
Total Income	1,170,474.76
Expense	
50000 · Personnel	
50005 · Salaries - Office	191,466.67
50010 · Salaries - Custodial	79,497.76
50025 · Employer Taxes - Federal	20,974.54
50030 · Employer Taxes - State	1,030.83
50035 · Health Insurance	14,493.32
50039 · Retirement Benefits	1,772.50
50040 · Workers Comp Insurance	9,607.14
Total 50000 · Personnel	318,842.76

AQUAFLEX	TOTAL
50045 · Operating	
50050 · Rent Office Space	66,325.67
50060 · Accounting	24,836.50
50065 · Audit	20,032.50
50070 · Equipment Purchase/Supplies	2,210.10
50075 · Intern/Consultant	731.50
50080 · Bank & Credit Card Charges	1,146.76
50085 · Repair/Maintenance/Cleaning	3,641.78
50090 · Office Supplies	8,066.68
50095 · Postage and Delivery	479.63
50100 · Printing/Photocopy	3,881.27
50120 · Meetings	2,820.27
50125 · Legal	12,936.74
50130 · Telephone, Internet & IT	16,867.74
50135 · Parking/Mileage	1,022.80
50140 · Depreciation	181.09
50330 · D & O / Liability Insurance	46,024.50
Total 50045 · Operating	211,205.53
51000 · Neighborhood/Outreach Promotion	
51515 · CityFest	132,062.06
51525 · Promotion/Marketing/Campaigns	26,281.91
51526 · Taste	11,596.93
51527 · Taste 'N Tinis	14,487.35
51530 · Banners	6,356.16
51540 · Business Mixers/Open House	3,548.49
51555 · Farmer's Market	6,669.00
51580 · Hillcrest Artwalk	38,586.26
51800 · Pride of Hillcrest/Block Party	146,626.21

AQUAFLEX	TOTAL
51865 · Sunday Funday	3,121.23
51880 · Nightmare on Normal	39,294.89
Total 51000 · Neighborhood/Outreach Promotion	428,630.49
53000 · Physical Improvements	
51575 · Pride & Patriotic Flag Project	1,819.47
53125 · Hillcrest Sign Utilities/Maint.	76,976.33
53130 · Security	55,434.00
53134 · Cleaning Security Subscription.	23,804.09
53137 · Pressure Washing/Steam Cleaning	11,400.00
53139 · Sidewalk Cleaning/Improvements	6,277.89
53150 · Dumpsters	16,565.43
53155 · Tree/Flower/Light Maintenance	-1,201.93
53159 · MAD Formation/Expansion	10,902.62
53161 · Special Projects	2,615.39
53167 · Cultural District	4,000.00
Total 53000 · Physical Improvements	208,593.29
Total Expense	1,167,272.07
	3,202.69

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



	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
	500.00	0.00	0.00	0.00	0.00	500.00
City of San Diego	3,500.00	0.00	0.00	0.00	0.00	3,500.00
Commission for Arts & Culture	8,603.00	0.00	0.00	0.00	0.00	8,603.00
Inside Out	500.00	0.00	0.00	0.00	0.00	500.00
KG Ventures	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Rich's San Diego.	500.00	0.00	0.00	0.00	0.00	500.00
TOTAL	13,603.00	2,500.00	0.00	0.00	0.00	16,103.00