

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

<b>ASSETS</b>	<b>Mar 31, 23</b>
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10035 · Comerica - Checking	15,693.17
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>2,751.87</u>
<b>Total Checking/Savings</b>	<b>19,101.24</b>
<b>Accounts Receivable</b>	
12000 · Accounts Receivable	<u>8,603.00</u>
<b>Total Accounts Receivable</b>	<b>8,603.00</b>
<b>Other Current Assets</b>	
10095 · Deposits	5,000.00
10100 · Other Receivables	1,390.73
10120 · BID Receivable	8,942.16
10125 · MAD Receivable	30,933.76
10145 · Farmers Market Receivable	7,504.20
10155 · Prepaid Expense	14,306.21
10160 · Prepaid CityFest	897.30
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>2,000.00</u>
<b>Total Other Current Assets</b>	<u><b>70,974.36</b></u>
<b>Total Current Assets</b>	<b>98,678.60</b>
<b>Fixed Assets</b>	
10200 · Office Furniture & Equipment	21,545.90
10220 · Accumulated Depreciation	<u>-21,364.81</u>
<b>Total Fixed Assets</b>	<u><b>181.09</b></u>
<b>TOTAL ASSETS</b>	<u><u><b>98,859.69</b></u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
20210 · Accrued Expenses	25,000.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

<b>AQANPAHBS</b>	<b>Mar 31, 23</b>
20215 · BID Assessment	2,086.50
20230 · Sales Tax Payable	75.58
20235 · City Fest Deferred Revenue	12,581.28
21000 · Payroll Liabilities	
Federal Withholdng Payable	96.00
FUTA Payable	177.32
NW Mutual Payable	825.00
State Withholding Payable	41.05
Vacation Payable	<u>2,538.40</u>
Total 21000 · Payroll Liabilities	<u>3,677.77</u>
Total Other Current Liabilities	<u>43,421.13</u>
Total Current Liabilities	<u>43,421.13</u>
Total Liabilities	43,421.13
Equity	
31100 · Unrestricted Net Assets	90,002.18
Net Income	<u>-34,563.62</u>
Total Equity	<u>55,438.56</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>98,859.69</u></b>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

	AQAP/BYAS			TOTAL		
	Mar 23	Budget	Variance	Jul '22 - Mar 23	Budget	Variance
<b>Income</b>						
40015 · CityFest	0.00			124,645.49	150,000.00	-25,354.51
40020 · Farmers Market	28,787.23	25,833.00	2,954.23	228,498.74	232,497.00	-3,998.26
40030 · SBEP	3,346.53	2,084.00	1,262.53	25,855.00	18,756.00	7,099.00
40035 · SBEP City Fees & Services.	0.00			10,000.00		
40040 · MAD	8,393.92	7,516.00	877.92	80,578.32	67,644.00	12,934.32
40045 · MAD Reserve	0.00	1,250.00	-1,250.00	0.00	11,250.00	-11,250.00
40050 · BID	8,942.16	7,501.00	1,441.16	66,623.05	67,509.00	-885.95
40100 · Nightmare on Normal Street	0.00			75,416.02	70,000.00	5,416.02
40110 · Taste	14,335.58	16,000.00	-1,664.42	14,335.58	16,000.00	-1,664.42
40115 · Taste 'N Tinis	0.00			14,203.05	19,000.00	-4,796.95
40140 · Banner Space	0.00	209.00	-209.00	0.00	1,881.00	-1,881.00
40150 · Grants	2,000.00			2,000.00		
40155 · Pride of Hillcrest/Block Party	0.00			176,693.05	75,000.00	101,693.05
40170 · Hillcrest Artwalk	3,988.89	1,334.00	2,654.89	22,042.75	12,006.00	10,036.75
40180 · Other Income	531.35	2,500.00	-1,968.65	26,875.90	22,500.00	4,375.90
40195 · Cleaning/Security Subscription	1,288.02	1,451.00	-162.98	20,861.99	13,059.00	7,802.99
41120 · Fund Raising	0.00			66,485.00	0.00	66,485.00
<b>Total Income</b>	<b>71,613.68</b>	<b>65,678.00</b>	<b>5,935.68</b>	<b>955,113.94</b>	<b>777,102.00</b>	<b>178,011.94</b>
<b>Expense</b>						
<b>50000 · Personnel</b>						
50005 · Salaries - Office	15,041.70	17,228.00	-2,186.30	147,339.92	155,052.00	-7,712.08
50010 · Salaries - Custodial	6,170.61	6,800.00	-629.39	58,799.24	61,200.00	-2,400.76
50025 · Employer Taxes - Federal	1,650.54	2,466.00	-815.46	16,125.02	22,194.00	-6,068.98
50030 · Employer Taxes - State	106.58	387.00	-280.42	970.27	3,483.00	-2,512.73
50035 · Health Insurance	170.10	1,000.00	-829.90	11,435.39	9,000.00	2,435.39
50039 · Retirement Benefits	298.75	525.00	-226.25	1,277.50	4,725.00	-3,447.50
50040 · Workers Comp Insurance	1,955.60	117.00	1,838.60	7,590.36	1,053.00	6,537.36
<b>Total 50000 · Personnel</b>	<b>25,393.88</b>	<b>28,523.00</b>	<b>-3,129.12</b>	<b>243,537.70</b>	<b>256,707.00</b>	<b>-13,169.30</b>
<b>50045 · Operating</b>						

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

**AQUARIUS**

	TOTAL					
	Mar 23	Budget	Variance	Jul '22 - Mar 23	Budget	Variance
50050 · Rent Office Space	7,636.26	5,000.00	2,636.26	49,112.48	45,000.00	4,112.48
50060 · Accounting	2,512.25	2,097.00	415.25	17,280.50	18,873.00	-1,592.50
50065 · Audit	0.00			13,532.50	7,500.00	6,032.50
50070 · Equipment Purchase/Supplies	0.00	125.00	-125.00	2,210.10	1,125.00	1,085.10
50075 · Intern/Consultant	0.00			731.50	0.00	731.50
50080 · Bank & Credit Card Charges	170.48	83.00	87.48	893.35	747.00	146.35
50085 · Repair/Maintenance/Cleaning	202.50	234.00	-31.50	2,376.55	2,106.00	270.55
50090 · Office Supplies	932.73	167.00	765.73	7,348.33	1,503.00	5,845.33
50095 · Postage and Delivery	17.76	30.00	-12.24	95.70	270.00	-174.30
50100 · Printing/Photocopy	285.13	150.00	135.13	2,967.72	1,350.00	1,617.72
50120 · Meetings	334.62	125.00	209.62	1,428.31	1,125.00	303.31
50125 · Legal	0.00	1,667.00	-1,667.00	31,860.74	15,003.00	16,857.74
50130 · Telephone, Internet & IT	3,704.46	209.00	3,495.46	12,210.79	1,881.00	10,329.79
50135 · Parking/Mileage	49.50	67.00	-17.50	353.37	603.00	-249.63
50140 · Depreciation	0.00	25.00	-25.00	0.00	225.00	-225.00
50330 · D & O / Liability Insurance	2,880.00	2,667.00	213.00	42,226.00	24,003.00	18,223.00
<b>Total 50045 · Operating</b>	<b>18,725.69</b>	<b>12,646.00</b>	<b>6,079.69</b>	<b>184,627.94</b>	<b>121,314.00</b>	<b>63,313.94</b>
<b>51000 · Neighborhood/Outreach Promotion</b>						
51515 · CityFest	0.00			132,062.06	88,000.00	44,062.06
51525 · Promotion/Marketing/Campaigns	3,000.00	2,000.00	1,000.00	18,220.91	18,000.00	220.91
51526 · Taste	2,450.87	2,500.00	-49.13	2,450.87	2,500.00	-49.13
51527 · Taste 'N Tinis	0.00			14,487.35	7,000.00	7,487.35
51530 · Banners	0.00	250.00	-250.00	5,370.16	2,250.00	3,120.16
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	1,125.00	-1,125.00
51540 · Business Mixers/Open House	0.00	459.00	-459.00	3,548.49	4,131.00	-582.51
51555 · Farmer's Market	646.00			4,300.00	0.00	4,300.00
51580 · Hillcrest Artwalk	3,381.44	1,167.00	2,214.44	28,760.69	10,503.00	18,257.69
51800 · Pride of Hillcrest/Block Party	0.00			146,626.21	58,000.00	88,626.21
51880 · Nightmare on Normal	199.00			39,294.89	40,000.00	-705.11
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>9,677.31</b>	<b>6,501.00</b>	<b>3,176.31</b>	<b>395,121.63</b>	<b>231,509.00</b>	<b>163,612.63</b>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

**AQAA/BYAS**

	<b>TOTAL</b>					
	<b>Mar 23</b>	<b>Budget</b>	<b>Variance</b>	<b>Jul '22 - Mar 23</b>	<b>Budget</b>	<b>Variance</b>
<b>53000 · Physical Improvements</b>						
51575 · Pride & Patriotic Flag Project	521.43	250.00	271.43	1,819.47	2,250.00	-430.53
53125 · Hillcrest Sign Utilities/Maint.	35,619.35	250.00	35,369.35	72,976.33	2,250.00	70,726.33
53130 · Security	4,619.50	4,167.00	452.50	36,956.00	37,503.00	-547.00
53134 · Cleaning Security Subscription.	595.50	2,542.00	-1,946.50	18,204.99	22,878.00	-4,673.01
53137 · Pressure Washing/Steam Cleaning	0.00	2,500.00	-2,500.00	9,120.00	22,500.00	-13,380.00
53139 · Sidewalk Cleaning/Improvements	1,031.86	190.00	841.86	2,864.05	1,710.00	1,154.05
53140 · Taste	0.00			321.28		
53150 · Dumpsters	1,248.94	977.00	271.94	12,714.71	8,793.00	3,921.71
53155 · Tree/Flower/Light Maintenance	0.00	1,000.00	-1,000.00	-1,201.93	9,000.00	-10,201.93
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	6,003.00	-6,003.00
53159 · MAD Formation/Expansion	10,000.00	500.00	9,500.00	10,000.00	4,500.00	5,500.00
53161 · Special Projects	0.00	1,667.00	-1,667.00	2,615.39	15,003.00	-12,387.61
53165 · Contingency	0.00	1,767.00	-1,767.00	0.00	15,903.00	-15,903.00
<b>Total 53000 · Physical Improvements</b>	<b>53,636.58</b>	<b>16,477.00</b>	<b>37,159.58</b>	<b>166,390.29</b>	<b>148,293.00</b>	<b>18,097.29</b>
<b>Total Expense</b>	<b>107,433.46</b>	<b>64,147.00</b>	<b>43,286.46</b>	<b>989,677.56</b>	<b>757,823.00</b>	<b>231,854.56</b>
	<b>-35,819.78</b>	<b>1,531.00</b>	<b>-37,350.78</b>	<b>-34,563.62</b>	<b>19,279.00</b>	<b>-53,842.62</b>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

ACCOUNTS	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	520 MAD 2	610 SBEP	TOTAL
<b>Income</b>							
40015 · CityFest	0.00	124,645.49	0.00	0.00	0.00	0.00	124,645.49
40020 · Farmers Market	7,504.20	220,994.54	0.00	0.00	0.00	0.00	228,498.74
40030 · SBEP	0.00	0.00	0.00	0.00	0.00	23,855.00	23,855.00
40035 · SBEP City Fees & Services.	0.00	0.00	0.00	0.00	0.00	10,000.00	10,000.00
40040 · MAD	0.00	0.00	0.00	71,009.75	9,568.57	0.00	80,578.32
40050 · BID	0.00	0.00	66,623.05	0.00	0.00	0.00	66,623.05
40085 · Technical Assistance/Acctg.	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00
40100 · Nightmare on Normal Street	0.00	75,416.02	0.00	0.00	0.00	0.00	75,416.02
40110 · Taste	0.00	14,335.58	0.00	0.00	0.00	0.00	14,335.58
40115 · Taste 'N Tinis	0.00	14,203.05	0.00	0.00	0.00	0.00	14,203.05
40140 · Banner Space	0.00	0.00	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	2,000.00
40155 · Pride of Hillcrest/Block Party	0.00	176,693.05	0.00	0.00	0.00	0.00	176,693.05
40170 · Hillcrest Artwalk	72.52	21,970.23	0.00	0.00	0.00	0.00	22,042.75
40180 · Other Income	25,897.79	978.11	0.00	0.00	0.00	0.00	26,875.90
40190 · Hillcrest Security Subscription	72.52	0.00	0.00	0.00	0.00	0.00	72.52
40195 · Cleaning/Security Subscription	17,086.63	3,702.84	0.00	0.00	0.00	0.00	20,789.47
41120 · Fund Raising	66,485.00	0.00	0.00	0.00	0.00	0.00	66,485.00
<b>Total Income</b>	<b>119,118.66</b>	<b>652,938.91</b>	<b>66,623.05</b>	<b>71,009.75</b>	<b>9,568.57</b>	<b>35,855.00</b>	<b>955,113.94</b>
<b>Expense</b>							
<b>50000 · Personnel</b>							
50005 · Salaries - Office	63,433.26	48,407.92	15,769.76	0.00	0.00	19,728.98	147,339.92
50010 · Salaries - Custodial	7,143.51	0.00	27,705.04	19,473.70	4,476.99	0.00	58,799.24
50025 · Employer Taxes - Federal	5,431.74	3,745.19	3,396.02	1,670.69	355.62	1,525.76	16,125.02
50030 · Employer Taxes - State	203.22	161.00	317.01	174.72	50.29	64.03	970.27
50035 · Health Insurance	11,435.39	0.00	0.00	0.00	0.00	0.00	11,435.39
50039 · Retirement Benefits	668.87	572.40	0.00	0.00	0.00	36.23	1,277.50
50040 · Workers Comp Insurance	7,590.36	0.00	0.00	0.00	0.00	0.00	7,590.36
<b>Total 50000 · Personnel</b>	<b>95,906.35</b>	<b>52,886.51</b>	<b>47,187.83</b>	<b>21,319.11</b>	<b>4,882.90</b>	<b>21,355.00</b>	<b>243,537.70</b>
<b>50045 · Operating</b>							

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

<b>AQBDPBYAS</b>	<b>110 GENERAL</b>	<b>220 SPECIAL EVENTS</b>	<b>410 BID CONTRACT</b>	<b>510 MAD</b>	<b>520 MAD 2</b>	<b>610 SBEP</b>	<b>TOTAL</b>
<b>50050 · Rent Office Space</b>	49,112.48	0.00	0.00	0.00	0.00	0.00	49,112.48
<b>50060 · Accounting</b>	11,460.50	0.00	0.00	1,320.00	0.00	4,500.00	17,280.50
<b>50065 · Audit</b>	13,532.50	0.00	0.00	0.00	0.00	0.00	13,532.50
<b>50070 · Equipment Purchase/Supplies</b>	2,210.10	0.00	0.00	0.00	0.00	0.00	2,210.10
<b>50075 · Intern/Consultant</b>	731.50	0.00	0.00	0.00	0.00	0.00	731.50
<b>50080 · Bank &amp; Credit Card Charges</b>	893.35	0.00	0.00	0.00	0.00	0.00	893.35
<b>50085 · Repair/Maintenance/Cleaning</b>	2,376.55	0.00	0.00	0.00	0.00	0.00	2,376.55
<b>50090 · Office Supplies</b>	7,337.57	10.76	0.00	0.00	0.00	0.00	7,348.33
<b>50095 · Postage and Delivery</b>	95.70	0.00	0.00	0.00	0.00	0.00	95.70
<b>50100 · Printing/Photocopy</b>	2,967.72	0.00	0.00	0.00	0.00	0.00	2,967.72
<b>50120 · Meetings</b>	1,428.31	0.00	0.00	0.00	0.00	0.00	1,428.31
<b>50125 · Legal</b>	31,860.74	0.00	0.00	0.00	0.00	0.00	31,860.74
<b>50130 · Telephone, Internet &amp; IT</b>	12,210.79	0.00	0.00	0.00	0.00	0.00	12,210.79
<b>50135 · Parking/Mileage</b>	350.09	3.28	0.00	0.00	0.00	0.00	353.37
<b>50330 · D &amp; O / Liability Insurance</b>	42,226.00	0.00	0.00	0.00	0.00	0.00	42,226.00
<b>Total 50045 · Operating</b>	<b>178,793.90</b>	<b>14.04</b>	<b>0.00</b>	<b>1,320.00</b>	<b>0.00</b>	<b>4,500.00</b>	<b>184,627.94</b>
<b>51000 · Neighborhood/Outreach Promotion</b>							
<b>51515 · CityFest</b>	721.30	122,680.33	0.00	0.00	0.00	8,660.43	132,062.06
<b>51525 · Promotion/Marketing/Campaigns</b>	2,221.77	4,011.74	11,987.40	0.00	0.00	0.00	18,220.91
<b>51526 · Taste</b>	9.60	2,441.27	0.00	0.00	0.00	0.00	2,450.87
<b>51527 · Taste 'N Tinis</b>	0.00	14,487.35	0.00	0.00	0.00	0.00	14,487.35
<b>51530 · Banners</b>	5,370.16	0.00	0.00	0.00	0.00	0.00	5,370.16
<b>51540 · Business Mixers/Open House</b>	1,493.23	0.00	2,055.26	0.00	0.00	0.00	3,548.49
<b>51555 · Farmer's Market</b>	0.00	4,300.00	0.00	0.00	0.00	0.00	4,300.00
<b>51580 · Hillcrest Artwalk</b>	224.68	28,536.01	0.00	0.00	0.00	0.00	28,760.69
<b>51800 · Pride of Hillcrest/Block Party</b>	0.00	145,286.64	0.00	0.00	0.00	1,339.57	146,626.21
<b>51880 · Nightmare on Normal</b>	48.32	39,246.57	0.00	0.00	0.00	0.00	39,294.89
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>10,089.06</b>	<b>360,989.91</b>	<b>14,042.66</b>	<b>0.00</b>	<b>0.00</b>	<b>10,000.00</b>	<b>395,121.63</b>
<b>53000 · Physical Improvements</b>							
<b>51575 · Pride &amp; Patriotic Flag Project</b>	1,819.47	0.00	0.00	0.00	0.00	0.00	1,819.47
<b>53125 · Hillcrest Sign Utilities/Maint.</b>	68,777.87	0.00	103.82	4,094.64	0.00	0.00	72,976.33

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

<b>ACCOUNTS</b>	<b>110 GENERAL</b>	<b>220 SPECIAL EVENTS</b>	<b>410 BID CONTRACT</b>	<b>510 MAD</b>	<b>520 MAD 2</b>	<b>610 SBEP</b>	<b>TOTAL</b>
53130 · Security	0.00	0.00	0.00	35,156.00	1,800.00	0.00	36,956.00
53131 · Security Subscription	595.50	0.00	0.00	0.00	0.00	0.00	595.50
53134 · Cleaning Security Subscription.	17,609.49	0.00	0.00	0.00	0.00	0.00	17,609.49
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00	9,120.00	0.00	0.00	9,120.00
53139 · Sidewalk Cleaning/Improvements	2,864.05	0.00	0.00	0.00	0.00	0.00	2,864.05
53140 · Taste	0.00	321.28	0.00	0.00	0.00	0.00	321.28
53150 · Dumpsters	3,338.37	0.00	6,490.67	0.00	2,885.67	0.00	12,714.71
53155 · Tree/Flower/Light Maintenance	0.00	0.00	-1,201.93	0.00	0.00	0.00	-1,201.93
53159 · MAD Formation/Expansion	10,000.00	0.00	0.00	0.00	0.00	0.00	10,000.00
53161 · Special Projects	2,587.41	27.98	0.00	0.00	0.00	0.00	2,615.39
<b>Total 53000 · Physical Improvements</b>	<b>107,592.16</b>	<b>349.26</b>	<b>5,392.56</b>	<b>48,370.64</b>	<b>4,685.67</b>	<b>0.00</b>	<b>166,390.29</b>
<b>Total Expense</b>	<b>392,381.47</b>	<b>414,239.72</b>	<b>66,623.05</b>	<b>71,009.75</b>	<b>9,568.57</b>	<b>35,855.00</b>	<b>989,677.56</b>
	<b>-273,262.81</b>	<b>238,699.19</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>-34,563.62</b>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2023

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
<b>Commission for Arts &amp; Culture</b>	0.00	0.00	0.00	0.00	8,603.00	8,603.00
<b>TOTAL</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>8,603.00</b>	<b>8,603.00</b>