

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

<u>AQAAWPHAS</u>	<u>Mar 31, 22</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	85,688.60
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>36,302.00</u>
Total Checking/Savings	122,646.80
Accounts Receivable	
12000 · Accounts Receivable	<u>2,239.94</u>
Total Accounts Receivable	2,239.94
Other Current Assets	
10095 · Deposits	5,000.00
10115 · SBEP City Fees & Services	135.00
10125 · MAD Receivable	35,172.57
10130 · SBEP Receivable	375.00
10145 · Farmers Market Receivable	13,198.83
10155 · Prepaid Expense	7,087.52
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>1,000.00</u>
Total Other Current Assets	61,968.92
Total Current Assets	186,855.66
Fixed Assets	
10200 · Office Furniture & Equipment	21,364.81
10220 · Accumulated Depreciation	<u>-21,364.81</u>
Total Fixed Assets	0.00
<b>TOTAL ASSETS</b>	<b><u>186,855.66</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20215 · BID Assessment	1,865.16
20230 · Sales Tax Payable	55.00
20235 · City Fest Deferred Revenue	5,758.87
21000 · Payroll Liabilities	
Vacation Payable	<u>7,305.58</u>
Total 21000 · Payroll Liabilities	<u>7,305.58</u>
Total Other Current Liabilities	<u>14,984.61</u>
Total Current Liabilities	<u>14,984.61</u>
Total Liabilities	14,984.61
Equity	
31100 · Unrestricted Net Assets	100,340.43
Net Income	<u>71,530.62</u>
Total Equity	<u>171,871.05</u>

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

<b>AQAAWPHAS</b>	<b>Mar 31, 22</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>186,855.66</u></b>

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

**ACCOUNTS**

	<b>Jul '21 - Mar 22</b>	<b>Budget</b>	<b>Variance</b>
<b>Income</b>			
40015 · CityFest	1,016.15	150,000.00	-148,983.85
40020 · Farmers Market	217,440.33	131,256.00	86,184.33
40030 · SBEP	27,075.00	17,500.00	9,575.00
40035 · SBEP City Fees & Services.	2,838.06		
40040 · MAD	89,152.65	67,635.00	21,517.65
40050 · BID	68,712.51	67,527.00	1,185.51
40065 · Hillcrest Fat Tuesday	0.00	6,500.00	-6,500.00
40100 · Nightmare on Normal Street	69,495.15	46,500.00	22,995.15
40110 · Taste	8,116.55	16,000.00	-7,883.45
40115 · Taste 'N Tinis	18,826.31	16,500.00	2,326.31
40140 · Banner Space	0.00	1,890.00	-1,890.00
40145 · Pride/Patriotic Flag	1,320.00		
40150 · Grants	52,285.00		
40155 · Pride of Hillcrest/Block Party	287,304.08	55,000.00	232,304.08
40170 · Hillcrest Artwalk	7,673.89	18,000.00	-10,326.11
40190 · Hillcrest Security Subscription	10,433.29	16,506.00	-6,072.71
40195 · Hillcrest Steam Cleaning	7,148.34	9,000.00	-1,851.66
41110 · MAD Formation/Expansion	0.00	15,003.00	-15,003.00
41120 · Fund Raising	17,411.41	7,506.00	9,905.41
41125 · AT&T Mural Project	45,000.00		
<b>Total Income</b>	<b>931,248.72</b>	<b>642,323.00</b>	<b>288,925.72</b>
<b>Expense</b>			
<b>50000 · Personnel</b>			
50005 · Salaries	121,901.17	137,106.00	-15,204.83
50025 · Employer Taxes - Federal	9,487.57	11,987.00	-2,499.43
50030 · Employer Taxes - State	1,423.27	2,616.00	-1,192.73
50035 · Health Insurance	8,894.50	7,713.00	1,181.50
50040 · Workers Comp Insurance	0.00	1,053.00	-1,053.00
<b>Total 50000 · Personnel</b>	<b>141,706.51</b>	<b>160,475.00</b>	<b>-18,768.49</b>
<b>50045 · Operating</b>			
50050 · Rent Office Space	10,473.30	7,578.00	2,895.30
50055 · Storage	7,320.00	2,628.00	4,692.00
50060 · Accounting	18,858.50	14,876.00	3,982.50
50065 · Audit	0.00	7,500.00	-7,500.00
50070 · Equipment Purchase	2,856.86	1,125.00	1,731.86
50075 · Intern/Consultant	13,030.50	4,500.00	8,530.50
50080 · Bank & Credit Card Charges	981.75	450.00	531.75
50085 · Repair/Maintenance/Cleaning	600.00	2,106.00	-1,506.00
50090 · Office Supplies	936.26	1,503.00	-566.74
50095 · Postage and Delivery	907.43	270.00	637.43

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

**AQANWBUES**

	<u>Jul '21 - Mar 22</u>	<u>Budget</u>	<u>Variance</u>
50100 · Printing/Photocopy	2,580.36	1,350.00	1,230.36
50110 · Dues/Subscriptions	731.94	0.00	731.94
50115 · Staff Development	1,000.00		
50120 · Meetings	1,844.88	1,125.00	719.88
50125 · Legal	25,362.68	1,881.00	23,481.68
50130 · Telephone & Internet	14,170.25	1,881.00	12,289.25
50135 · Parking/Mileage	586.48	603.00	-16.52
50140 · Depreciation	0.00	225.00	-225.00
50330 · D & O / Liability Insurance	32,010.52	10,503.00	21,507.52
<b>Total 50045 · Operating</b>	<b>134,251.71</b>	<b>60,104.00</b>	<b>74,147.71</b>
<b>51000 · Neighborhood/Outreach Promotion</b>			
51515 · CityFest	4,487.50	90,000.00	-85,512.50
51525 · Promotion/Marketing/Campaigns	17,589.44	6,003.00	11,586.44
51526 · Taste	1,441.65	2,500.00	-1,058.35
51527 · Taste 'N Tinis	9,113.86	10,000.00	-886.14
51530 · Banners	2,458.25	3,375.00	-916.75
51535 · Web Site Communications	0.00	1,125.00	-1,125.00
51540 · Business Mixers/Open House	47,227.39	4,131.00	43,096.39
51545 · Newsletter	0.00	1,278.00	-1,278.00
51555 · Farmer's Market	13,731.05	7,128.00	6,603.05
51580 · Hillcrest Artwalk	18,948.01	12,006.00	6,942.01
51585 · AT&T Mural Project.	53,533.87		
51800 · Pride of Hillcrest/Block Party	149,872.03	60,000.00	89,872.03
51820 · Hillcrest Fat Tuesday	0.00	6,500.00	-6,500.00
51880 · Nightmare on Normal	63,794.89	35,000.00	28,794.89
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>382,197.94</b>	<b>239,046.00</b>	<b>143,151.94</b>
<b>53000 · Physical Improvements</b>			
51575 · Pride/Patriotic Flag Project	1,134.37	1,125.00	9.37
53125 · Hillcrest Sign Utilities/Maint.	2,070.55	3,906.00	-1,835.45
53130 · Security	36,956.00	33,921.00	3,035.00
53131 · Security Subscription	9,532.00	13,878.00	-4,346.00
53134 · Steam Cleaning Subscription	12,339.07	7,875.00	4,464.07
53137 · Pressure Washing/Steam Cleaning	22,055.58	11,250.00	10,805.58
53139 · Sidewalk Cleaning/Improvements	36,721.53	33,813.00	2,908.53
53140 · Taste	514.46		
53150 · Dumpsters	10,926.94	6,210.00	4,716.94
53155 · Tree/Flower/Light Maintenance	20,587.93	9,000.00	11,587.93
53158 · Lighting Projects	0.00	6,003.00	-6,003.00
53159 · MAD Formation/Expansion	16,133.76	15,003.00	1,130.76
53161 · Special Projects	32,589.75	7,506.00	25,083.75

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

**ASSETS**

	<u>Jul '21 - Mar 22</u>	<u>Budget</u>	<u>Variance</u>
53165 - Contingency	0.00	18,207.00	-18,207.00
Total 53000 - Physical Improvements	201,561.94	167,697.00	33,864.94
Total Expense	859,718.10	627,322.00	232,396.10
Net Income	<b>71,530.62</b>	<b>15,001.00</b>	<b>56,529.62</b>

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

AQA 715/525	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
<b>Income</b>						
40015 - CityFest	0.00	1,016.15	0.00	0.00	0.00	1,016.15
40020 - Farmers Market	0.00	217,440.33	0.00	0.00	0.00	217,440.33
40030 - SBEP	0.00	0.00	0.00	0.00	27,075.00	27,075.00
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	89,152.65	0.00	89,152.65
40050 - BID	0.00	0.00	68,712.51	0.00	0.00	68,712.51
40100 - Nightmare on Normal Street	0.00	69,495.15	0.00	0.00	0.00	69,495.15
40110 - Taste	0.00	8,116.55	0.00	0.00	0.00	8,116.55
40115 - Taste 'N Tinis	0.00	18,826.31	0.00	0.00	0.00	18,826.31
40145 - Pride/Patriotic Flag	120.00	1,200.00	0.00	0.00	0.00	1,320.00
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	7,673.89	0.00	0.00	0.00	7,673.89
40190 - Hillcrest Security Subscription	10,215.73	217.56	0.00	0.00	0.00	10,433.29
40195 - Hillcrest Steam Cleaning	6,933.00	215.34	0.00	0.00	0.00	7,148.34
41120 - Fund Raising	3,600.00	13,811.35	0.00	0.00	0.00	17,411.41
41125 - AT&T Mural Project	45,000.00	0.00	0.00	0.00	0.00	45,000.00
<b>Total Income</b>	<b>118,153.79</b>	<b>628,154.77</b>	<b>68,712.51</b>	<b>89,152.65</b>	<b>27,075.00</b>	<b>931,248.72</b>
<b>Expense</b>						
<b>50000 - Personnel</b>						
50005 - Salaries	68,509.36	16,253.66	16,804.02	0.00	20,334.13	121,901.17
50025 - Employer Taxes - Federal	5,293.06	1,321.53	1,297.04	0.00	1,575.94	9,487.57
50030 - Employer Taxes - State	410.35	751.27	96.72	0.00	164.93	1,423.27
50035 - Health Insurance	8,894.50	0.00	0.00	0.00	0.00	8,894.50
<b>Total 50000 - Personnel</b>	<b>83,107.27</b>	<b>18,326.46</b>	<b>18,197.78</b>	<b>0.00</b>	<b>22,075.00</b>	<b>141,706.51</b>
<b>50045 - Operating</b>						
50050 - Rent Office Space	10,473.30	0.00	0.00	0.00	0.00	10,473.30
50055 - Storage	7,320.00	0.00	0.00	0.00	0.00	7,320.00
50060 - Accounting	12,258.50	0.00	0.00	1,600.00	5,000.00	18,858.50
50070 - Equipment Purchase	2,856.86	0.00	0.00	0.00	0.00	2,856.86
50075 - Intern/Consultant	268.00	12,762.50	0.00	0.00	0.00	13,030.50
50080 - Bank & Credit Card Charges	981.75	0.00	0.00	0.00	0.00	981.75
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	907.43	0.00	0.00	0.00	0.00	907.43
50100 - Printing/Photocopy	2,330.38	249.98	0.00	0.00	0.00	2,580.36
50110 - Dues/Subscriptions	731.94	0.00	0.00	0.00	0.00	731.94
50115 - Staff Development	1,000.00	0.00	0.00	0.00	0.00	1,000.00
50120 - Meetings	1,844.88	0.00	0.00	0.00	0.00	1,844.88
50125 - Legal	25,362.68	0.00	0.00	0.00	0.00	25,362.68
50130 - Telephone & Internet	14,145.25	25.00	0.00	0.00	0.00	14,170.25

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<b>AQAP 15-525</b>	<b>110 GENERAL</b>	<b>220 SPECIAL EVENTS</b>	<b>410 BID CONTRACT</b>	<b>510 MAD</b>	<b>610 SBEP</b>	<b>TOTAL</b>
50135 · Parking/Mileage	586.48	0.00	0.00	0.00	0.00	586.48
50330 · D & O / Liability Insurance	32,010.52	0.00	0.00	0.00	0.00	32,010.52
<b>Total 50045 · Operating</b>	<b>114,614.23</b>	<b>13,037.48</b>	<b>0.00</b>	<b>1,600.00</b>	<b>5,000.00</b>	<b>134,251.71</b>
<b>51000 · Neighborhood/Outreach Promotion</b>						
51515 · CityFest	0.00	4,487.50	0.00	0.00	0.00	4,487.50
51525 · Promotion/Marketing/Campaigns	4,246.47	11,966.28	1,376.69	0.00	0.00	17,589.44
51526 · Taste	0.00	1,441.65	0.00	0.00	0.00	1,441.65
51527 · Taste 'N Tinis	150.00	8,963.86	0.00	0.00	0.00	9,113.86
51530 · Banners	726.25	550.00	1,182.00	0.00	0.00	2,458.25
51540 · Business Mixers/Open House	1,962.86	40,462.86	4,801.67	0.00	0.00	47,227.39
51555 · Farmer's Market	0.00	13,731.05	0.00	0.00	0.00	13,731.05
51580 · Hillcrest Artwalk	559.42	18,388.59	0.00	0.00	0.00	18,948.01
51585 · AT&T Mural Project.	53,533.87	0.00	0.00	0.00	0.00	53,533.87
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	63,595.06	0.00	0.00	0.00	63,794.89
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>61,378.70</b>	<b>313,458.88</b>	<b>7,360.36</b>	<b>0.00</b>	<b>0.00</b>	<b>382,197.94</b>
<b>53000 · Physical Improvements</b>						
51575 · Pride/Patriotic Flag Project	1,134.37	0.00	0.00	0.00	0.00	1,134.37
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	1,472.13	598.42	0.00	2,070.55
53130 · Security	0.00	0.00	0.00	36,956.00	0.00	36,956.00
53131 · Security Subscription	9,532.00	0.00	0.00	0.00	0.00	9,532.00
53134 · Steam Cleaning Subscription	12,339.07	0.00	0.00	0.00	0.00	12,339.07
53137 · Pressure Washing/Steam Cleaning	998.00	0.00	0.00	21,057.58	0.00	22,055.58
53139 · Sidewalk Cleaning/Improvements	1,932.51	0.00	18,317.02	16,472.00	0.00	36,721.53
53140 · Taste	0.00	514.46	0.00	0.00	0.00	514.46
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	13,637.93	6,950.00	0.00	20,587.93
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
<b>Total 53000 · Physical Improvements</b>	<b>70,136.90</b>	<b>718.02</b>	<b>43,154.37</b>	<b>87,552.65</b>	<b>0.00</b>	<b>201,561.94</b>
<b>Total Expense</b>	<b>329,237.10</b>	<b>345,540.84</b>	<b>68,712.51</b>	<b>89,152.65</b>	<b>27,075.00</b>	<b>859,718.10</b>
	<b>-211,083.31</b>	<b>282,613.93</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>71,530.62</b>

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

<b>AQAPDFAS</b>	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
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
<b>TOTAL</b>	<b>-1,800.00</b>	<b>0.00</b>	<b>1,860.00</b>	<b>0.00</b>	<b>2,179.94</b>	<b>2,239.94</b>