

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2021

ACCOUNTS	Mar 31, 21
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	59,456.59
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>36,335.00</u>
Total Checking/Savings	96,447.79
Other Current Assets	
10120 · BID Receivable	10,456.00
10125 · MAD Receivable	25,277.13
10145 · Farmers Market Receivable	3,565.00
10155 · Prepaid Expense	<u>6,371.50</u>
Total Other Current Assets	<u>45,669.63</u>
Total Current Assets	142,117.42
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>142,117.42</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20215 · BID Assessment	-451.55
20260 · PPP Loan Payable	36,285.00
21000 · Payroll Liabilities	
Vacation Payable	<u>5,615.00</u>
Total 21000 · Payroll Liabilities	<u>5,615.00</u>
Total Other Current Liabilities	<u>41,448.45</u>
Total Current Liabilities	<u>41,448.45</u>
Total Liabilities	41,448.45
Equity	
31100 · Unrestricted Net Assets	94,788.44
Net Income	<u>5,880.53</u>
Total Equity	<u>100,668.97</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2021

ASSETS	Mar 31, 21
TOTAL LIABILITIES & EQUITY	<u>142,117.42</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2021

AQAN BYES

	TOTAL					
	Mar 21	Budget	Variance	Jul '20 - Mar 21	Budget	Variance
Income						
40015 · CityFest	0.00			647.49		
40020 · Farmers Market	13,433.61	12,500.00	933.61	109,821.62	112,500.00	-2,678.38
40030 · SBEP	0.00	2,084.00	-2,084.00	22,072.00	18,756.00	3,316.00
40040 · MAD	7,456.68	7,518.00	-61.32	78,820.20	67,662.00	11,158.20
40050 · BID	7,366.63	6,000.00	1,366.63	82,889.24	54,000.00	28,889.24
40055 · BID Carry Forward	0.00	872.00	-872.00	10,456.00	7,848.00	2,608.00
40060 · PROW	0.00			394.34	0.00	394.34
40090 · Mardi Gras	0.00	0.00	0.00	0.00	6,500.00	-6,500.00
40110 · Taste	0.00	12,000.00	-12,000.00	0.00	24,000.00	-24,000.00
40115 · Taste 'N Tinis	0.00			0.00	16,500.00	-16,500.00
40140 · Banner Space	0.00	209.00	-209.00	0.00	1,881.00	-1,881.00
40145 · Pride Flag	0.00			678.00		
40150 · Grants	0.00			22,454.90		
40180 · Other Income	3,835.04	834.00	3,001.04	18,645.10	7,506.00	11,139.10
40190 · Hillcrest Security Subscription	1,189.95	1,834.00	-644.05	13,884.38	16,506.00	-2,621.62
40195 · Hillcrest Steam Cleaning	1,773.55	1,000.00	773.55	7,790.09	9,000.00	-1,209.91
Total Income	35,055.46	44,851.00	-9,795.54	368,553.36	342,659.00	25,894.36
Expense						
50000 · Personnel						
50005 · Salaries	7,786.81	9,834.00	-2,047.19	70,081.22	88,506.00	-18,424.78
50025 · Employer Taxes - Federal	595.70	856.00	-260.30	5,403.22	7,704.00	-2,300.78
50030 · Employer Taxes - State	0.00	157.00	-157.00	420.00	1,413.00	-993.00
50035 · Health Insurance	899.50	519.00	380.50	8,550.61	4,671.00	3,879.61
50040 · Workers Comp Insurance	821.00	85.00	736.00	1,566.60	765.00	801.60
Total 50000 · Personnel	10,103.01	11,451.00	-1,347.99	86,021.65	103,059.00	-17,037.35
50045 · Operating						
50050 · Rent Office Space	840.00	842.00	-2.00	6,720.00	7,578.00	-858.00
50055 · Storage	973.00	292.00	681.00	4,848.00	2,628.00	2,220.00
50060 · Accounting	2,096.75	1,682.00	414.75	18,832.25	15,138.00	3,694.25
50065 · Audit	0.00	0.00	0.00	6,500.00	7,500.00	-1,000.00
50070 · Equipment Purchase	0.00	125.00	-125.00	0.00	1,125.00	-1,125.00
50080 · Bank & Credit Card Charges	89.75	50.00	39.75	457.13	450.00	7.13
50085 · Repair/Maintenance/Cleaning	0.00	234.00	-234.00	41.98	2,106.00	-2,064.02

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2021

AQAN/BYAS

				TOTAL		
	Mar 21	Budget	Variance	Jul '20 - Mar 21	Budget	Variance
50090 · Office Supplies	0.00	167.00	-167.00	1,813.98	1,503.00	310.98
50095 · Postage and Delivery	0.00	30.00	-30.00	121.39	270.00	-148.61
50100 · Printing/Photocopy	413.01	150.00	263.01	2,363.68	1,350.00	1,013.68
50110 · Dues/Subscriptions	0.00	0.00	0.00	350.00	0.00	350.00
50120 · Meetings	0.00	292.00	-292.00	318.60	2,628.00	-2,309.40
50125 · Legal	0.00	209.00	-209.00	1,984.31	1,881.00	103.31
50130 · Telephone & Internet	1,955.52	209.00	1,746.52	7,523.43	1,881.00	5,642.43
50135 · Parking/Mileage	0.00	67.00	-67.00	3.75	603.00	-599.25
50140 · Depreciation	0.00	25.00	-25.00	0.00	225.00	-225.00
50330 · D & O / Liability Insurance	2,499.00	1,167.00	1,332.00	14,304.45	10,503.00	3,801.45
Total 50045 · Operating	8,867.03	5,541.00	3,326.03	66,182.95	57,369.00	8,813.95
51000 · Neighborhood/Outreach Promotion						
51525 · Promotion/Marketing/Campaigns	6,037.50	1,251.00	4,786.50	19,744.68	11,259.00	8,485.68
51526 · Taste	0.00	2,500.00	-2,500.00	300.00	5,000.00	-4,700.00
51527 · Taste 'N Tinis	0.00			-325.00	10,000.00	-10,325.00
51530 · Banners	381.63	375.00	6.63	2,441.63	3,375.00	-933.37
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	0.00	4,131.00	-4,131.00
51545 · Newsletter	0.00	251.00	-251.00	1,190.01	2,259.00	-1,068.99
51555 · Farmer's Market	525.02	0.00	525.02	4,628.75	0.00	4,628.75
51820 · Hillcrest Fat Tuesday	0.00	0.00	0.00	0.00	6,500.00	-6,500.00
51870 · Mardi Gras	0.00			-590.00	0.00	-590.00
Total 51000 · Neighborhood/Outreach Promotion	6,944.15	4,961.00	1,983.15	27,390.07	43,649.00	-16,258.93
53000 · Physical Improvements						
51575 · Pride Flag Project	0.00			3,052.81	0.00	3,052.81
53125 · Hillcrest Sign Utilities/Maint.	147.17	251.00	-103.83	5,075.94	2,259.00	2,816.94
53130 · Security	4,619.50	2,831.00	1,788.50	34,987.50	25,479.00	9,508.50
53131 · Security Subscription	1,191.50	1,542.00	-350.50	12,245.50	13,878.00	-1,632.50
53134 · Steam Cleaning Subscription	0.00	875.00	-875.00	10,674.50	7,875.00	2,799.50
53137 · Pressure Washing/Steam Cleaning	0.00	2,372.00	-2,372.00	21,307.71	21,348.00	-40.29
53139 · Sidewalk Cleaning/Improvements	6,036.25	3,501.00	2,535.25	46,579.76	31,509.00	15,070.76
53150 · Dumpsters	1,173.12	690.00	483.12	9,339.41	6,210.00	3,129.41
53155 · Tree/Flower/Light Maintenance	3,247.00	1,000.00	2,247.00	18,152.75	9,000.00	9,152.75

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2021

AQAN/DA/AS

	TOTAL					
	Mar 21	Budget	Variance	Jul '20 - Mar 21	Budget	Variance
53159 · EMAD Expansion	5,000.00			20,000.00		
53161 · Special Projects	746.40			1,662.28		
53165 · Contingency	0.00	2,019.00	-2,019.00	0.00	18,171.00	-18,171.00
Total 53000 · Physical Improvements	22,160.94	15,081.00	7,079.94	183,078.16	135,729.00	47,349.16
Total Expense	48,075.13	37,034.00	11,041.13	362,672.83	339,806.00	22,866.83
Net Income	-13,019.67	7,817.00	-20,836.67	5,880.53	2,853.00	3,027.53

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2021

AQAP/5/22	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Income						
40015 · CityFest	0.00	647.49	0.00	0.00	0.00	647.49
40020 · Farmers Market	0.00	109,821.62	0.00	0.00	0.00	109,821.62
40030 · SBEP	0.00	0.00	0.00	0.00	22,072.00	22,072.00
40040 · MAD	0.00	0.00	0.00	78,820.20	0.00	78,820.20
40050 · BID	0.00	0.00	82,889.24	0.00	0.00	82,889.24
40055 · BID Carry Forward	0.00	0.00	10,456.00	0.00	0.00	10,456.00
40060 · PROW	394.34	0.00	0.00	0.00	0.00	394.34
40145 · Pride Flag	678.00	0.00	0.00	0.00	0.00	678.00
40150 · Grants	22,454.90	0.00	0.00	0.00	0.00	22,454.90
40180 · Other Income	16,310.06	2,335.04	0.00	0.00	0.00	18,645.10
40190 · Hillcrest Security Subscription	13,884.38	0.00	0.00	0.00	0.00	13,884.38
40195 · Hillcrest Steam Cleaning	7,790.09	0.00	0.00	0.00	0.00	7,790.09
Total Income	61,511.77	112,804.15	93,345.24	78,820.20	22,072.00	368,553.36
Expense						
50000 · Personnel						
50005 · Salaries	28,163.89	0.00	21,576.67	0.00	20,340.66	70,081.22
50025 · Employer Taxes - Federal	2,164.81	0.00	1,666.57	0.00	1,571.84	5,403.22
50030 · Employer Taxes - State	100.99	0.00	159.51	0.00	159.50	420.00
50035 · Health Insurance	8,550.61	0.00	0.00	0.00	0.00	8,550.61
50040 · Workers Comp Insurance	821.00	0.00	745.60	0.00	0.00	1,566.60
Total 50000 · Personnel	39,801.30	0.00	24,148.35	0.00	22,072.00	86,021.65
50045 · Operating						
50050 · Rent Office Space	6,720.00	0.00	0.00	0.00	0.00	6,720.00
50055 · Storage	4,848.00	0.00	0.00	0.00	0.00	4,848.00
50060 · Accounting	16,260.25	0.00	7.00	2,565.00	0.00	18,832.25
50065 · Audit	6,500.00	0.00	0.00	0.00	0.00	6,500.00
50080 · Bank & Credit Card Charges	457.13	0.00	0.00	0.00	0.00	457.13
50085 · Repair/Maintenance/Cleaning	41.98	0.00	0.00	0.00	0.00	41.98
50090 · Office Supplies	1,813.98	0.00	0.00	0.00	0.00	1,813.98
50095 · Postage and Delivery	121.39	0.00	0.00	0.00	0.00	121.39
50100 · Printing/Photocopy	2,134.17	124.99	104.52	0.00	0.00	2,363.68
50110 · Dues/Subscriptions	350.00	0.00	0.00	0.00	0.00	350.00
50120 · Meetings	318.60	0.00	0.00	0.00	0.00	318.60
50125 · Legal	1,984.31	0.00	0.00	0.00	0.00	1,984.31

Hillcrest Business Improvement Association, Inc. Balance Sheet As of March 31, 2021

AQAP/522	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50130 · Telephone & Internet	7,523.43	0.00	0.00	0.00	0.00	7,523.43
50135 · Parking/Mileage	3.75	0.00	0.00	0.00	0.00	3.75
50330 · D & O / Liability Insurance	14,304.45	0.00	0.00	0.00	0.00	14,304.45
Total 50045 · Operating	63,381.44	124.99	111.52	2,565.00	0.00	66,182.95
51000 · Neighborhood/Outreach Promotion						
51525 · Promotion/Marketing/Campaigns	6,203.76	6,187.50	7,353.42	0.00	0.00	19,744.68
51526 · Taste	0.00	300.00	0.00	0.00	0.00	300.00
51527 · Taste 'N Tinis	0.00	-325.00	0.00	0.00	0.00	-325.00
51530 · Banners	0.00	0.00	2,441.63	0.00	0.00	2,441.63
51545 · Newsletter	0.00	0.00	1,190.01	0.00	0.00	1,190.01
51555 · Farmer's Market	25.89	4,602.86	0.00	0.00	0.00	4,628.75
51870 · Mardi Gras	0.00	-590.00	0.00	0.00	0.00	-590.00
Total 51000 · Neighborhood/Outreach Promotion	6,229.65	10,175.36	10,985.06	0.00	0.00	27,390.07
53000 · Physical Improvements						
51575 · Pride Flag Project	3,052.81	0.00	0.00	0.00	0.00	3,052.81
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	1,000.00	4,075.94	0.00	5,075.94
53130 · Security	0.00	0.00	0.00	34,987.50	0.00	34,987.50
53131 · Security Subscription	12,245.50	0.00	0.00	0.00	0.00	12,245.50
53134 · Steam Cleaning Subscription	10,674.50	0.00	0.00	0.00	0.00	10,674.50
53137 · Pressure Washing/Steam Cleaning	222.14	0.00	0.00	21,085.57	0.00	21,307.71
53139 · Sidewalk Cleaning/Improvements	599.25	0.00	34,836.51	11,144.00	0.00	46,579.76
53150 · Dumpsters	1,182.05	0.00	3,195.17	4,962.19	0.00	9,339.41
53155 · Tree/Flower/Light Maintenance	0.00	0.00	18,152.75	0.00	0.00	18,152.75
53159 · EMAD Expansion	20,000.00	0.00	0.00	0.00	0.00	20,000.00
53161 · Special Projects	528.40	218.00	915.88	0.00	0.00	1,662.28
Total 53000 · Physical Improvements	48,504.65	218.00	58,100.31	76,255.20	0.00	183,078.16
Total Expense	157,917.04	10,518.35	93,345.24	78,820.20	22,072.00	362,672.83
Net Income	-96,405.27	102,285.80	0.00	0.00	0.00	5,880.53