

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

AQANPAHAS	<u>Nov 30, 22</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	21,516.65
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>9,584.87</u>
Total Checking/Savings	31,757.72
Accounts Receivable	
12000 · Accounts Receivable	<u>23,082.19</u>
Total Accounts Receivable	23,082.19
Other Current Assets	
10095 · Deposits	5,000.00
10100 · Other Receivables	575.40
10115 · SBEP City Fees & Services	1,339.57
10125 · MAD Receivable	18,661.46
10130 · SBEP Receivable	1,000.00
10145 · Farmers Market Receivable	4,902.36
10155 · Prepaid Expense	<u>20,351.79</u>
Total Other Current Assets	<u>51,830.58</u>
Total Current Assets	106,670.49
Fixed Assets	
10200 · Office Furniture & Equipment	21,545.90
10220 · Accumulated Depreciation	<u>-21,364.81</u>
Total Fixed Assets	<u>181.09</u>
TOTAL ASSETS	<u><u>106,851.58</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20225 · SBEP Advance	10,023.14
20230 · Sales Tax Payable	1,532.00

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

AQANPAHAS	<u>Nov 30, 22</u>
21000 · Payroll Liabilities	
Federal Withholding Payable	2,276.00
FICA/Social Security Payable	2,701.70
Medicare Payable	631.84
NW Mutual Payable	432.50
SDI Payable	239.67
State Withholding Payable	900.24
Vacation Payable	<u>2,538.40</u>
Total 21000 · Payroll Liabilities	<u>9,720.35</u>
Total Other Current Liabilities	<u>21,275.49</u>
Total Current Liabilities	<u>21,275.49</u>
Total Liabilities	21,275.49
Equity	
31100 · Unrestricted Net Assets	90,002.18
Net Income	<u>-4,426.09</u>
Total Equity	<u>85,576.09</u>
TOTAL LIABILITIES & EQUITY	<u><u>106,851.58</u></u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

	TOTAL					
	Nov 22	Budget	Variance	Jul - Nov 22	Budget	Variance
Income						
40015 · CityFest	0.00	0.00	0.00	130,889.74	150,000.00	-19,110.26
40020 · Farmers Market	23,178.16	25,833.00	-2,654.84	132,373.17	129,165.00	3,208.17
40030 · SBEP	4,272.31	2,084.00	2,188.31	13,331.86	10,420.00	2,911.86
40035 · SBEP City Fees & Services.	1,339.57			10,000.00		
40040 · MAD	11,920.44	7,516.00	4,404.44	43,301.77	37,580.00	5,721.77
40045 · MAD Reserve	0.00	1,250.00	-1,250.00	0.00	6,250.00	-6,250.00
40050 · BID	7,293.95	7,501.00	-207.05	35,225.72	37,505.00	-2,279.28
40100 · Nightmare on Normal Street	62,163.06	0.00	62,163.06	77,668.99	70,000.00	7,668.99
40115 · Taste 'N Tinis	494.60	9,500.00	-9,005.40	494.60	9,500.00	-9,005.40
40140 · Banner Space	1,000.00	209.00	791.00	1,000.00	1,045.00	-45.00
40155 · Pride of Hillcrest/Block Party	0.00	0.00	0.00	177,797.99	75,000.00	102,797.99
40170 · Hillcrest Artwalk	3,079.32	1,334.00	1,745.32	14,191.28	6,670.00	7,521.28
40180 · Other Income	321.46	2,500.00	-2,178.54	58,574.92	12,500.00	46,074.92
40195 · Cleaning/Security Subscription	1,580.82	1,451.00	129.82	11,309.98	7,255.00	4,054.98
Total Income	116,643.69	59,178.00	57,465.69	706,160.02	552,890.00	153,270.02
Expense						
50000 · Personnel						
50005 · Salaries - Office	13,991.07	17,228.00	-3,236.93	89,613.04	86,140.00	3,473.04
50010 · Salaries - Custodial	6,901.44	6,800.00	101.44	35,625.25	34,000.00	1,625.25
50025 · Employer Taxes - Federal	1,598.27	2,466.00	-867.73	9,617.04	12,330.00	-2,712.96
50030 · Employer Taxes - State	0.00	387.00	-387.00	290.54	1,935.00	-1,644.46
50035 · Health Insurance	2,352.77	1,000.00	1,352.77	7,263.57	5,000.00	2,263.57
50039 · Retirement Benefits	216.25	525.00	-308.75	216.25	2,625.00	-2,408.75
50040 · Workers Comp Insurance	5,121.00	117.00	5,004.00	5,121.00	585.00	4,536.00
Total 50000 · Personnel	30,180.80	28,523.00	1,657.80	147,746.69	142,615.00	5,131.69
50045 · Operating						
50050 · Rent Office Space	5,496.95	5,000.00	496.95	25,521.08	25,000.00	521.08
50060 · Accounting	4,191.75	2,097.00	2,094.75	8,455.25	10,485.00	-2,029.75
50065 · Audit	0.00	0.00	0.00	10,532.50	7,500.00	3,032.50

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

AQUARIUS

	TOTAL					
	Nov 22	Budget	Variance	Jul - Nov 22	Budget	Variance
50070 · Equipment Purchase/Supplies	897.18	125.00	772.18	2,210.10	625.00	1,585.10
50080 · Bank & Credit Card Charges	187.41	83.00	104.41	476.57	415.00	61.57
50085 · Repair/Maintenance/Cleaning	625.99	234.00	391.99	1,566.55	1,170.00	396.55
50090 · Office Supplies	843.08	167.00	676.08	6,160.83	835.00	5,325.83
50095 · Postage and Delivery	69.44	30.00	39.44	77.94	150.00	-72.06
50100 · Printing/Photocopy	663.56	150.00	513.56	1,552.42	750.00	802.42
50120 · Meetings	340.53	125.00	215.53	1,016.10	625.00	391.10
50125 · Legal	27,062.25	1,667.00	25,395.25	27,105.74	8,335.00	18,770.74
50130 · Telephone, Internet & IT	2,541.53	209.00	2,332.53	5,834.49	1,045.00	4,789.49
50135 · Parking/Mileage	55.25	67.00	-11.75	278.87	335.00	-56.13
50140 · Depreciation	0.00	25.00	-25.00	0.00	125.00	-125.00
50330 · D & O / Liability Insurance	5,698.00	2,667.00	3,031.00	28,451.00	13,335.00	15,116.00
Total 50045 · Operating	48,672.92	12,646.00	36,026.92	119,239.44	70,730.00	48,509.44
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	152.86	0.00	152.86	131,722.06	88,000.00	43,722.06
51525 · Promotion/Marketing/Campaigns	3,243.27	2,000.00	1,243.27	10,363.22	10,000.00	363.22
51527 · Taste 'N Tinis	3,810.23	3,500.00	310.23	3,885.23	3,500.00	385.23
51530 · Banners	986.00	250.00	736.00	4,384.16	1,250.00	3,134.16
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	625.00	-625.00
51540 · Business Mixers/Open House	893.61	459.00	434.61	3,548.49	2,295.00	1,253.49
51555 · Farmer's Market	654.00	0.00	654.00	2,154.00	0.00	2,154.00
51580 · Hillcrest Artwalk	7,540.07	1,167.00	6,373.07	18,182.91	5,835.00	12,347.91
51800 · Pride of Hillcrest/Block Party	8,672.45	0.00	8,672.45	145,692.91	58,000.00	87,692.91
51880 · Nightmare on Normal	3,526.33	0.00	3,526.33	34,538.62	40,000.00	-5,461.38
Total 51000 · Neighborhood/Outreach Promotion	29,478.82	7,501.00	21,977.82	354,471.60	209,505.00	144,966.60
53000 · Physical Improvements						
51575 · Pride & Patriotic Flag Project	0.00	250.00	-250.00	1,298.04	1,250.00	48.04
53125 · Hillcrest Sign Utilities/Maint.	103.82	250.00	-146.18	33,402.44	1,250.00	32,152.44
53130 · Security	9,239.00	4,167.00	5,072.00	23,097.50	20,835.00	2,262.50
53134 · Cleaning Security Subscription.	2,383.00	2,542.00	-159.00	14,464.99	12,710.00	1,754.99

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

AQUARIUMS

	TOTAL					
	Nov 22	Budget	Variance	Jul - Nov 22	Budget	Variance
53137 · Pressure Washing/Steam Cleaning	0.00	2,500.00	-2,500.00	6,840.00	12,500.00	-5,660.00
53139 · Sidewalk Cleaning/Improvements	894.32	190.00	704.32	1,510.17	950.00	560.17
53150 · Dumpsters	3,080.45	977.00	2,103.45	7,129.76	4,885.00	2,244.76
53155 · Tree/Flower/Light Maintenance	-1,701.93	1,000.00	-2,701.93	-1,201.93	5,000.00	-6,201.93
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	3,335.00	-3,335.00
53159 · MAD Formation/Expansion	0.00	500.00	-500.00	0.00	2,500.00	-2,500.00
53161 · Special Projects	926.63	1,667.00	-740.37	2,587.41	8,335.00	-5,747.59
53165 · Contingency	0.00	1,767.00	-1,767.00	0.00	8,835.00	-8,835.00
Total 53000 · Physical Improvements	14,925.29	16,477.00	-1,551.71	89,128.38	82,385.00	6,743.38
Total Expense	123,257.83	65,147.00	58,110.83	710,586.11	505,235.00	205,351.11
	-6,614.14	-5,969.00	-645.14	-4,426.09	47,655.00	-52,081.09

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

AQA 7/15/22	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Income						
40015 · CityFest	0.00	130,889.74	0.00	0.00	0.00	130,889.74
40020 · Farmers Market	0.00	132,373.17	0.00	0.00	0.00	132,373.17
40030 · SBEP	0.00	0.00	0.00	0.00	13,331.86	13,331.86
40035 · SBEP City Fees & Services.	0.00	0.00	0.00	0.00	10,000.00	10,000.00
40040 · MAD	0.00	0.00	0.00	43,301.77	0.00	43,301.77
40050 · BID	0.00	0.00	35,225.72	0.00	0.00	35,225.72
40100 · Nightmare on Normal Street	0.00	77,668.99	0.00	0.00	0.00	77,668.99
40115 · Taste 'N Tinis	0.00	494.60	0.00	0.00	0.00	494.60
40140 · Banner Space	1,000.00	0.00	0.00	0.00	0.00	1,000.00
40155 · Pride of Hillcrest/Block Party	0.00	177,797.99	0.00	0.00	0.00	177,797.99
40170 · Hillcrest Artwalk	0.00	14,191.28	0.00	0.00	0.00	14,191.28
40180 · Other Income	58,305.80	269.12	0.00	0.00	0.00	58,574.92
40195 · Cleaning/Security Subscription	7,819.74	3,490.24	0.00	0.00	0.00	11,309.98
Total Income	67,125.54	537,175.13	35,225.72	43,301.77	23,331.86	706,160.02
Expense						
50000 · Personnel						
50005 · Salaries - Office	46,508.99	26,347.70	5,300.83	0.00	11,455.52	89,613.04
50010 · Salaries - Custodial	6,984.86	0.00	16,934.70	11,705.69	0.00	35,625.25
50025 · Employer Taxes - Federal	4,111.24	2,015.58	1,712.49	901.39	876.34	9,617.04
50030 · Employer Taxes - State	151.69	0.00	91.76	47.09	0.00	290.54
50035 · Health Insurance	7,263.57	0.00	0.00	0.00	0.00	7,263.57
50039 · Retirement Benefits	134.53	81.72	0.00	0.00	0.00	216.25
50040 · Workers Comp Insurance	5,121.00	0.00	0.00	0.00	0.00	5,121.00
Total 50000 · Personnel	70,275.88	28,445.00	24,039.78	12,654.17	12,331.86	147,746.69
50045 · Operating						
50050 · Rent Office Space	25,521.08	0.00	0.00	0.00	0.00	25,521.08
50060 · Accounting	6,885.25	0.00	0.00	570.00	1,000.00	8,455.25
50065 · Audit	10,532.50	0.00	0.00	0.00	0.00	10,532.50
50070 · Equipment Purchase/Supplies	2,210.10	0.00	0.00	0.00	0.00	2,210.10
50080 · Bank & Credit Card Charges	476.57	0.00	0.00	0.00	0.00	476.57

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

AQA 7/1/22	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50085 · Repair/Maintenance/Cleaning	1,566.55	0.00	0.00	0.00	0.00	1,566.55
50090 · Office Supplies	6,150.07	10.76	0.00	0.00	0.00	6,160.83
50095 · Postage and Delivery	77.94	0.00	0.00	0.00	0.00	77.94
50100 · Printing/Photocopy	1,552.42	0.00	0.00	0.00	0.00	1,552.42
50120 · Meetings	1,016.10	0.00	0.00	0.00	0.00	1,016.10
50125 · Legal	27,105.74	0.00	0.00	0.00	0.00	27,105.74
50130 · Telephone, Internet & IT	5,834.49	0.00	0.00	0.00	0.00	5,834.49
50135 · Parking/Mileage	275.59	3.28	0.00	0.00	0.00	278.87
50330 · D & O / Liability Insurance	28,451.00	0.00	0.00	0.00	0.00	28,451.00
Total 50045 · Operating	117,655.40	14.04	0.00	570.00	1,000.00	119,239.44
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	721.30	122,340.33	0.00	0.00	8,660.43	131,722.06
51525 · Promotion/Marketing/Campaigns	364.08	4,011.74	5,987.40	0.00	0.00	10,363.22
51527 · Taste 'N Tinis	0.00	3,885.23	0.00	0.00	0.00	3,885.23
51530 · Banners	4,384.16	0.00	0.00	0.00	0.00	4,384.16
51540 · Business Mixers/Open House	1,493.23	0.00	2,055.26	0.00	0.00	3,548.49
51555 · Farmer's Market	0.00	2,154.00	0.00	0.00	0.00	2,154.00
51580 · Hillcrest Artwalk	64.04	18,118.87	0.00	0.00	0.00	18,182.91
51800 · Pride of Hillcrest/Block Party	0.00	144,353.34	0.00	0.00	1,339.57	145,692.91
51880 · Nightmare on Normal	48.32	34,490.30	0.00	0.00	0.00	34,538.62
Total 51000 · Neighborhood/Outreach Promotion	7,075.13	329,353.81	8,042.66	0.00	10,000.00	354,471.60
53000 · Physical Improvements						
51575 · Pride & Patriotic Flag Project	1,298.04	0.00	0.00	0.00	0.00	1,298.04
53125 · Hillcrest Sign Utilities/Maint.	33,158.52	0.00	103.82	140.10	0.00	33,402.44
53130 · Security	0.00	0.00	0.00	23,097.50	0.00	23,097.50
53134 · Cleaning Security Subscription.	14,464.99	0.00	0.00	0.00	0.00	14,464.99
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00	6,840.00	0.00	6,840.00
53139 · Sidewalk Cleaning/Improvements	1,510.17	0.00	0.00	0.00	0.00	1,510.17
53150 · Dumpsters	2,888.37	0.00	4,241.39	0.00	0.00	7,129.76
53155 · Tree/Flower/Light Maintenance	0.00	0.00	-1,201.93	0.00	0.00	-1,201.93
53161 · Special Projects	2,587.41	0.00	0.00	0.00	0.00	2,587.41

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

AQA 71552	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Total 53000 · Physical Improvements	55,907.50	0.00	3,143.28	30,077.60	0.00	89,128.38
Total Expense	250,913.91	357,812.85	35,225.72	43,301.77	23,331.86	710,586.11
Net Income	-183,788.37	179,362.28	0.00	0.00	0.00	-4,426.09

Hillcrest Business Improvement Association, Inc. Balance Sheet As of November 30, 2022

AQUARIUS	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
Commission for Arts & Culture	0.00	0.00	0.00	0.00	8,603.00	8,603.00
Hudson Safe T Lite.	0.00	0.00	0.00	0.00	2,405.00	2,405.00
Mark Edrington	0.00	0.00	0.00	0.00	739.94	739.94
Martinis above 4th	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Miller/Coors	0.00	0.00	0.00	0.00	5,244.25	5,244.25
Reaction Marketing & Promotions, Inc.	1,000.00	0.00	0.00	0.00	2,500.00	3,500.00
San Diego LGBT PRIDE	0.00	0.00	0.00	0.00	365.00	365.00
WalkSanDiego, Inc.	0.00	0.00	0.00	0.00	225.00	225.00
TOTAL	1,000.00	0.00	0.00	0.00	22,082.19	23,082.19