

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

	<u>Oct 31, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	137,135.05
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>36,314.00</u>
Total Checking/Savings	174,105.25
Accounts Receivable	
12000 · Accounts Receivable	<u>2,939.94</u>
Total Accounts Receivable	2,939.94
Other Current Assets	
10120 · BID Receivable	8,064.58
10125 · MAD Receivable	36,873.68
10155 · Prepaid Expense	7,584.55
10170 · NightmareonNormal Prepaid/Rcvbl	51,440.00
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>1,625.00</u>
Total Other Current Assets	<u>105,587.81</u>
Total Current Assets	282,633.00
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><u>282,633.00</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20225 · SBEP Advance	15,493.23
20230 · Sales Tax Payable	3.00
21000 · Payroll Liabilities	
Vacation Payable	<u>7,305.58</u>

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

	<u>Oct 31, 21</u>
Total 21000 · Payroll Liabilities	<u>7,305.58</u>
Total Other Current Liabilities	<u>22,801.81</u>
Total Current Liabilities	<u>22,801.81</u>
Total Liabilities	22,801.81
Equity	
31100 · Unrestricted Net Assets	100,340.43
Net Income	<u>159,490.76</u>
Total Equity	<u>259,831.19</u>
TOTAL LIABILITIES & EQUITY	<u><u>282,633.00</u></u>

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

AQAA/BAS

	TOTAL					
	Oct 21	Budget	Variance	Jul - Oct 21	Budget	Variance
Income						
40015 · CityFest	0.00	0.00	0.00	1,320.00	150,000.00	-148,680.00
40020 · Farmers Market	15,122.44	14,584.00	538.44	84,973.55	58,336.00	26,637.55
40030 · SBEP	3,771.55	2,500.00	1,271.55	8,206.77	5,000.00	3,206.77
40040 · MAD	13,219.81	7,515.00	5,704.81	36,873.68	30,060.00	6,813.68
40050 · BID	7,651.45	7,503.00	148.45	29,877.15	30,012.00	-134.85
40100 · Nightmare on Normal Street	51,568.16	46,500.00	5,068.16	51,568.16	46,500.00	5,068.16
40140 · Banner Space	0.00	210.00	-210.00	0.00	840.00	-840.00
40150 · Grants	0.00			37,285.00		
40155 · Pride of Hillcrest/Block Party	700.00	0.00	700.00	284,304.08	55,000.00	229,304.08
40170 · Hillcrest Artwalk	873.61	2,000.00	-1,126.39	4,139.24	8,000.00	-3,860.76
40190 · Hillcrest Security Subscription	1,353.02	1,834.00	-480.98	4,517.97	7,336.00	-2,818.03
40195 · Hillcrest Steam Cleaning	499.10	1,000.00	-500.90	2,779.80	4,000.00	-1,220.20
41110 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	0.00	6,668.00	-6,668.00
41120 · Fund Raising	13,186.35	834.00	12,352.35	14,103.99	3,336.00	10,767.99
41125 · AT&T Mural Project	45,000.00			45,000.00		
Total Income	152,945.49	86,147.00	66,798.49	604,949.39	405,088.00	199,861.39
Expense						
50000 · Personnel						
50005 · Salaries	12,470.13	15,634.00	-3,163.87	49,426.87	58,936.00	-9,509.13
50025 · Employer Taxes - Federal	953.96	1,363.00	-409.04	3,802.27	5,172.00	-1,369.73
50030 · Employer Taxes - State	0.00	304.00	-304.00	211.09	1,096.00	-884.91
50035 · Health Insurance	283.50	857.00	-573.50	2,280.02	3,428.00	-1,147.98
50040 · Workers Comp Insurance	0.00	117.00	-117.00	0.00	468.00	-468.00
Total 50000 · Personnel	13,707.59	18,275.00	-4,567.41	55,720.25	69,100.00	-13,379.75
50045 · Operating						
50050 · Rent Office Space	840.00	842.00	-2.00	4,200.00	3,368.00	832.00
50055 · Storage	758.00	292.00	466.00	3,032.00	1,168.00	1,864.00
50060 · Accounting	2,095.00	1,764.00	331.00	8,380.00	6,056.00	2,324.00
50065 · Audit	0.00	5,000.00	-5,000.00	0.00	7,500.00	-7,500.00

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

AQAA/BAS

	TOTAL					
	Oct 21	Budget	Variance	Jul - Oct 21	Budget	Variance
50070 · Equipment Purchase	0.00	125.00	-125.00	17,744.00	500.00	17,244.00
50075 · Intern/Consultant	3,643.00	500.00	3,143.00	13,030.50	2,000.00	11,030.50
50080 · Bank & Credit Card Charges	16.55	50.00	-33.45	312.54	200.00	112.54
50085 · Repair/Maintenance/Cleaning	0.00	234.00	-234.00	0.00	936.00	-936.00
50090 · Office Supplies	15.61	167.00	-151.39	196.79	668.00	-471.21
50095 · Postage and Delivery	4.99	30.00	-25.01	547.89	120.00	427.89
50100 · Printing/Photocopy	315.92	150.00	165.92	1,179.98	600.00	579.98
50110 · Dues/Subscriptions	0.00	0.00	0.00	300.00	0.00	300.00
50115 · Staff Development	1,000.00			1,000.00		
50120 · Meetings	475.66	125.00	350.66	765.61	500.00	265.61
50125 · Legal	0.00	209.00	-209.00	277.00	836.00	-559.00
50130 · Telephone & Internet	1,624.91	209.00	1,415.91	5,926.52	836.00	5,090.52
50135 · Parking/Mileage	0.00	67.00	-67.00	0.00	268.00	-268.00
50140 · Depreciation	0.00	25.00	-25.00	0.00	100.00	-100.00
50330 · D & O / Liability Insurance	5,383.87	1,167.00	4,216.87	21,535.48	4,668.00	16,867.48
Total 50045 · Operating	16,173.51	10,956.00	5,217.51	78,428.31	30,324.00	48,104.31
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00	0.00	0.00	4,487.50	90,000.00	-85,512.50
51525 · Promotion/Marketing/Campaigns	8,716.28	667.00	8,049.28	12,573.58	2,668.00	9,905.58
51530 · Banners	726.25	375.00	351.25	1,276.25	1,500.00	-223.75
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	500.00	-500.00
51540 · Business Mixers/Open House	33,973.44	459.00	33,514.44	35,028.64	1,836.00	33,192.64
51545 · Newsletter	0.00	142.00	-142.00	0.00	568.00	-568.00
51555 · Farmer's Market	500.00	792.00	-292.00	2,000.00	3,168.00	-1,168.00
51580 · Hillcrest Artwalk	3,130.04	1,334.00	1,796.04	9,490.39	5,336.00	4,154.39
51585 · AT&T Mural Project.	6,000.00			6,000.00		
51800 · Pride of Hillcrest/Block Party	18,928.07	0.00	18,928.07	147,872.03	60,000.00	87,872.03
51880 · Nightmare on Normal	17,583.35	17,500.00	83.35	17,658.35	35,000.00	-17,341.65
Total 51000 · Neighborhood/Outreach Promotion	89,557.43	21,394.00	68,163.43	236,386.74	200,576.00	35,810.74
53000 · Physical Improvements						

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

AQAA/B/S

	TOTAL					
	Oct 21	Budget	Variance	Jul - Oct 21	Budget	Variance
51575 · Pride Flag Project	0.00	125.00	-125.00	656.16	500.00	156.16
53125 · Hillcrest Sign Utilities/Maint.	427.13	434.00	-6.87	973.37	1,736.00	-762.63
53130 · Security	4,619.50	3,769.00	850.50	13,858.50	15,076.00	-1,217.50
53131 · Security Subscription	1,191.50	1,542.00	-350.50	3,574.50	6,168.00	-2,593.50
53134 · Steam Cleaning Subscription	2,825.00	875.00	1,950.00	5,525.00	3,500.00	2,025.00
53137 · Pressure Washing/Steam Cleaning	5,705.02	1,250.00	4,455.02	10,997.54	5,000.00	5,997.54
53139 · Sidewalk Cleaning/Improvements	4,205.00	3,757.00	448.00	18,281.00	15,028.00	3,253.00
53150 · Dumpsters	1,089.02	690.00	399.02	4,717.13	2,760.00	1,957.13
53155 · Tree/Flower/Light Maintenance	867.00	1,000.00	-133.00	3,468.00	4,000.00	-532.00
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	2,668.00	-2,668.00
53159 · MAD Formation/Expansion	7,500.00	1,667.00	5,833.00	9,428.72	6,668.00	2,760.72
53161 · Special Projects	858.00	834.00	24.00	3,443.41	3,336.00	107.41
53165 · Contingency	0.00	2,023.00	-2,023.00	0.00	8,092.00	-8,092.00
Total 53000 · Physical Improvements	29,287.17	18,633.00	10,654.17	74,923.33	74,532.00	391.33
Total Expense	148,725.70	69,258.00	79,467.70	445,458.63	374,532.00	70,926.63
Net Income	4,219.79	16,889.00	-12,669.21	159,490.76	30,556.00	128,934.76

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

AQA 7/15/22	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Income						
40015 · CityFest	0.00	1,320.00	0.00	0.00	0.00	1,320.00
40020 · Farmers Market	0.00	84,973.55	0.00	0.00	0.00	84,973.55
40030 · SBEP	0.00	0.00	0.00	0.00	8,206.77	8,206.77
40040 · MAD	0.00	0.00	0.00	36,873.68	0.00	36,873.68
40050 · BID	0.00	0.00	29,877.15	0.00	0.00	29,877.15
40100 · Nightmare on Normal Street	0.00	51,568.16	0.00	0.00	0.00	51,568.16
40150 · Grants	37,285.00	0.00	0.00	0.00	0.00	37,285.00
40155 · Pride of Hillcrest/Block Party	0.00	284,304.08	0.00	0.00	0.00	284,304.08
40170 · Hillcrest Artwalk	0.00	4,139.24	0.00	0.00	0.00	4,139.24
40190 · Hillcrest Security Subscription	4,300.41	217.56	0.00	0.00	0.00	4,517.97
40195 · Hillcrest Steam Cleaning	2,636.98	142.82	0.00	0.00	0.00	2,779.80
41120 · Fund Raising	292.64	13,811.35	0.00	0.00	0.00	14,103.99
41125 · AT&T Mural Project	45,000.00	0.00	0.00	0.00	0.00	45,000.00
Total Income	89,515.03	440,476.76	29,877.15	36,873.68	8,206.77	604,949.39
Expense						
50000 · Personnel						
50005 · Salaries	29,770.49	4,793.66	8,748.66	0.00	6,114.06	49,426.87
50025 · Employer Taxes - Federal	2,278.04	387.82	668.70	0.00	467.71	3,802.27
50030 · Employer Taxes - State	0.00	211.09	0.00	0.00	0.00	211.09
50035 · Health Insurance	2,280.02	0.00	0.00	0.00	0.00	2,280.02
Total 50000 · Personnel	34,328.55	5,392.57	9,417.36	0.00	6,581.77	55,720.25
50045 · Operating						
50050 · Rent Office Space	4,200.00	0.00	0.00	0.00	0.00	4,200.00
50055 · Storage	3,032.00	0.00	0.00	0.00	0.00	3,032.00
50060 · Accounting	6,455.00	0.00	0.00	300.00	1,625.00	8,380.00
50070 · Equipment Purchase	17,744.00	0.00	0.00	0.00	0.00	17,744.00
50075 · Intern/Consultant	268.00	12,762.50	0.00	0.00	0.00	13,030.50
50080 · Bank & Credit Card Charges	312.54	0.00	0.00	0.00	0.00	312.54
50090 · Office Supplies	196.79	0.00	0.00	0.00	0.00	196.79
50095 · Postage and Delivery	547.89	0.00	0.00	0.00	0.00	547.89

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

AQAA/11/15/22	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50100 · Printing/Photocopy	1,179.98	0.00	0.00	0.00	0.00	1,179.98
50110 · Dues/Subscriptions	300.00	0.00	0.00	0.00	0.00	300.00
50115 · Staff Development	1,000.00	0.00	0.00	0.00	0.00	1,000.00
50120 · Meetings	765.61	0.00	0.00	0.00	0.00	765.61
50125 · Legal	277.00	0.00	0.00	0.00	0.00	277.00
50130 · Telephone & Internet	5,901.52	25.00	0.00	0.00	0.00	5,926.52
50330 · D & O / Liability Insurance	21,535.48	0.00	0.00	0.00	0.00	21,535.48
Total 50045 · Operating	63,715.81	12,787.50	0.00	300.00	1,625.00	78,428.31
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00	4,487.50	0.00	0.00	0.00	4,487.50
51525 · Promotion/Marketing/Campaigns	157.30	11,966.28	450.00	0.00	0.00	12,573.58
51530 · Banners	726.25	550.00	0.00	0.00	0.00	1,276.25
51540 · Business Mixers/Open House	0.00	30,226.97	4,801.67	0.00	0.00	35,028.64
51555 · Farmer's Market	0.00	2,000.00	0.00	0.00	0.00	2,000.00
51580 · Hillcrest Artwalk	216.00	9,274.39	0.00	0.00	0.00	9,490.39
51585 · AT&T Mural Project.	6,000.00	0.00	0.00	0.00	0.00	6,000.00
51800 · Pride of Hillcrest/Block Party	0.00	147,872.03	0.00	0.00	0.00	147,872.03
51880 · Nightmare on Normal	0.00	17,658.35	0.00	0.00	0.00	17,658.35
Total 51000 · Neighborhood/Outreach Promotion	7,099.55	224,035.52	5,251.67	0.00	0.00	236,386.74
53000 · Physical Improvements						
51575 · Pride Flag Project	656.16	0.00	0.00	0.00	0.00	656.16
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	374.95	598.42	0.00	973.37
53130 · Security	0.00	0.00	0.00	13,858.50	0.00	13,858.50
53131 · Security Subscription	3,574.50	0.00	0.00	0.00	0.00	3,574.50
53134 · Steam Cleaning Subscription	5,525.00	0.00	0.00	0.00	0.00	5,525.00
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00	10,997.54	0.00	10,997.54
53139 · Sidewalk Cleaning/Improvements	8.98	0.00	10,036.02	8,236.00	0.00	18,281.00
53150 · Dumpsters	504.76	0.00	1,329.15	2,883.22	0.00	4,717.13
53155 · Tree/Flower/Light Maintenance	0.00	0.00	3,468.00	0.00	0.00	3,468.00
53159 · MAD Formation/Expansion	9,428.72	0.00	0.00	0.00	0.00	9,428.72
53161 · Special Projects	3,239.85	203.56	0.00	0.00	0.00	3,443.41

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
QA 71552						
Total 53000 · Physical Improvements	22,937.97	203.56	15,208.12	36,573.68	0.00	74,923.33
Total Expense	128,081.88	242,419.15	29,877.15	36,873.68	8,206.77	445,458.63
Net Income	-38,566.85	198,057.61	0.00	0.00	0.00	159,490.76

Hillcrest Business Improvement Association, Inc. Profit & Loss Budget vs. Actual July through October 2021

AQAAPOB/CAS	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
Family Health Centers of San Diego	0.00	500.00	0.00	0.00	0.00	500.00
Mark Edrington	0.00	0.00	0.00	0.00	739.94	739.94
UC San Diego Health	0.00	700.00	0.00	0.00	0.00	700.00
TOTAL	0.00	1,200.00	0.00	0.00	1,739.94	2,939.94