

Hillcrest Business Improvement Association, Inc. Balance Sheet As of October 31, 2020

AQAAPOHRS	<u>Oct 31, 20</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	93,125.55
10045 · PayPal	<u>656.20</u>
Total Checking/Savings	93,781.75
Accounts Receivable	
12000 · Accounts Receivable	<u>5,859.00</u>
Total Accounts Receivable	5,859.00
Other Current Assets	
10125 · MAD Receivable	17,686.53
10145 · Farmers Market Receivable	5,274.42
10155 · Prepaid Expense	9,602.03
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>980.00</u>
Total Other Current Assets	<u>33,542.98</u>
Total Current Assets	133,183.73
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>133,183.73</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20215 · BID Assessment	-663.78
20225 · SBEP Advance	17,404.48
21000 · Payroll Liabilities	
Vacation Payable	<u>5,615.00</u>
Total 21000 · Payroll Liabilities	<u>5,615.00</u>
Total Other Current Liabilities	<u>22,355.70</u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of October 31, 2020

Total Current Liabilities	<u>22,355.70</u>
Total Liabilities	22,355.70
Equity	
31100 · Unrestricted Net Assets	98,627.44
Net Income	<u>12,200.59</u>
Total Equity	<u>110,828.03</u>
TOTAL LIABILITIES & EQUITY	<u><u>133,183.73</u></u>

Hillcrest Business Improvement Association, Inc. Balance Sheet As of October 31, 2020

AQAA/BYAS

	TOTAL							
	Oct 20	Budget	Variance	% of Budget	Jul - Oct 20	Budget	\$ Over Budget	Variance
Income								
40015 · CityFest	0.00				647.49			
40020 · Farmers Market	12,873.49	12,500.00	373.49	102.99%	44,078.51	50,000.00	-5,921.49	88.16%
40030 · SBEP	4,667.52	2,084.00	2,583.52	223.97%	4,667.52	8,336.00	-3,668.48	55.99%
40040 · MAD	10,961.24	7,518.00	3,443.24	145.8%	36,913.74	30,072.00	6,841.74	122.75%
40050 · BID	10,279.42	6,000.00	4,279.42	171.32%	36,514.26	24,000.00	12,514.26	152.14%
40055 · BID Carry Forward	0.00	872.00	-872.00	0.0%	0.00	3,488.00	-3,488.00	0.0%
40060 · PROW	0.00	0.00	0.00	0.0%	394.34	0.00	394.34	100.0%
40140 · Banner Space	0.00	209.00	-209.00	0.0%	0.00	836.00	-836.00	0.0%
40145 · Pride Flag	0.00				678.00			
40150 · Grants	1,022.31				17,454.90			
40180 · Other Income	500.00	834.00	-334.00	59.95%	2,838.70	3,336.00	-497.30	85.09%
40190 · Hillcrest Security Subscription	1,374.47	1,834.00	-459.53	74.94%	6,646.17	7,336.00	-689.83	90.6%
40195 · Hillcrest Steam Cleaning	419.33	1,000.00	-580.67	41.93%	2,028.36	4,000.00	-1,971.64	50.71%
Total Income	42,097.78	32,851.00	9,246.78	128.15%	152,861.99	131,404.00	21,457.99	116.33%
Expense								
50000 · Personnel								
50005 · Salaries	7,786.80	9,834.00	-2,047.20	79.18%	31,147.22	39,336.00	-8,188.78	79.18%
50025 · Employer Taxes - Federal	595.69	856.00	-260.31	69.59%	2,382.77	3,424.00	-1,041.23	69.59%
50030 · Employer Taxes - State	0.00	157.00	-157.00	0.0%	0.00	628.00	-628.00	0.0%
50035 · Health Insurance	1,112.33	519.00	593.33	214.32%	4,512.98	2,076.00	2,436.98	217.39%
50040 · Workers Comp Insurance	745.60	85.00	660.60	877.18%	745.60	340.00	405.60	219.29%
Total 50000 · Personnel	10,240.42	11,451.00	-1,210.58	89.43%	38,788.57	45,804.00	-7,015.43	84.68%
50045 · Operating								
50050 · Rent Office Space	840.00	842.00	-2.00	99.76%	2,520.00	3,368.00	-848.00	74.82%
50055 · Storage	215.00	292.00	-77.00	73.63%	1,119.00	1,168.00	-49.00	95.81%
50060 · Accounting	2,091.50	1,682.00	409.50	124.35%	8,366.00	6,728.00	1,638.00	124.35%
50065 · Audit	0.00	3,750.00	-3,750.00	0.0%	0.00	7,500.00	-7,500.00	0.0%
50070 · Equipment Purchase	0.00	125.00	-125.00	0.0%	0.00	500.00	-500.00	0.0%
50080 · Bank & Credit Card Charges	17.95	50.00	-32.05	35.9%	134.52	200.00	-65.48	67.26%

Hillcrest Business Improvement Association, Inc. Balance Sheet As of October 31, 2020

AQAAPB/FAS

	TOTAL							
	Oct 20	Budget	Variance	% of Budget	Jul - Oct 20	Budget	\$ Over Budget	Variance
50085 · Repair/Maintenance/Cleaning	0.00	234.00	-234.00	0.0%	0.00	936.00	-936.00	0.0%
50090 · Office Supplies	356.48	167.00	189.48	213.46%	1,704.73	668.00	1,036.73	255.2%
50095 · Postage and Delivery	0.00	30.00	-30.00	0.0%	0.00	120.00	-120.00	0.0%
50100 · Printing/Photocopy	154.84	150.00	4.84	103.23%	918.58	600.00	318.58	153.1%
50110 · Dues/Subscriptions	300.00	0.00	300.00	100.0%	300.00	0.00	300.00	100.0%
50120 · Meetings	60.00	292.00	-232.00	20.55%	180.00	1,168.00	-988.00	15.41%
50125 · Legal	0.00	209.00	-209.00	0.0%	627.00	836.00	-209.00	75.0%
50130 · Telephone & Internet	322.49	209.00	113.49	154.3%	1,914.83	836.00	1,078.83	229.05%
50135 · Parking/Mileage	0.00	67.00	-67.00	0.0%	0.00	268.00	-268.00	0.0%
50140 · Depreciation	0.00	25.00	-25.00	0.0%	0.00	100.00	-100.00	0.0%
50330 · D & O / Liability Insurance	1,728.00	1,167.00	561.00	148.07%	7,683.45	4,668.00	3,015.45	164.6%
Total 50045 · Operating	6,086.26	9,291.00	-3,204.74	65.51%	25,468.11	29,664.00	-4,195.89	85.86%
51000 · Neighborhood/Outreach Promotion								
51525 · Promotion/Marketing/Campaigns	184.18	1,251.00	-1,066.82	14.72%	3,184.18	5,004.00	-1,819.82	63.63%
51526 · Taste	0.00	0.00	0.00	0.0%	300.00	0.00	300.00	100.0%
51530 · Banners	250.00	375.00	-125.00	66.67%	250.00	1,500.00	-1,250.00	16.67%
51535 · Web Site Communications	0.00	125.00	-125.00	0.0%	0.00	500.00	-500.00	0.0%
51540 · Business Mixers/Open House	0.00	459.00	-459.00	0.0%	0.00	1,836.00	-1,836.00	0.0%
51545 · Newsletter	0.00	251.00	-251.00	0.0%	1,190.01	1,004.00	186.01	118.53%
51555 · Farmer's Market	500.00	0.00	500.00	100.0%	2,103.73	0.00	2,103.73	100.0%
Total 51000 · Neighborhood/Outreach Promotion	934.18	2,461.00	-1,526.82	37.96%	7,027.92	9,844.00	-2,816.08	71.39%
53000 · Physical Improvements								
53125 · Hillcrest Sign Utilities/Maint.	67.93	251.00	-183.07	27.06%	4,548.85	1,004.00	3,544.85	453.07%
53130 · Security	2,949.00	2,831.00	118.00	104.17%	14,572.00	11,324.00	3,248.00	128.68%
53131 · Security Subscription	2,340.50	1,542.00	798.50	151.78%	6,288.00	6,168.00	120.00	101.95%
53134 · Steam Cleaning Subscription	2,640.00	875.00	1,765.00	301.71%	5,422.00	3,500.00	1,922.00	154.91%
53137 · Pressure Washing/Steam Cleaning	5,790.02	2,372.00	3,418.02	244.1%	10,335.53	9,488.00	847.53	108.93%
53139 · Sidewalk Cleaning/Improvements	5,386.00	3,501.00	1,885.00	153.84%	20,404.51	14,004.00	6,400.51	145.71%
53150 · Dumpsters	1,185.14	690.00	495.14	171.76%	4,337.91	2,760.00	1,577.91	157.17%
53155 · Tree/Flower/Light Maintenance	867.00	1,000.00	-133.00	86.7%	3,468.00	4,000.00	-532.00	86.7%

Hillcrest Business Improvement Association, Inc. Balance Sheet As of October 31, 2020

AQAAPB/FAS

	TOTAL							
	Oct 20	Budget	Variance	% of Budget	Jul - Oct 20	Budget	\$ Over Budget	Variance
53165 · Contingency	0.00	2,019.00	-2,019.00	0.0%	0.00	8,076.00	-8,076.00	0.0%
Total 53000 · Physical Improvements	21,225.59	15,081.00	6,144.59	140.74%	69,376.80	60,324.00	9,052.80	115.01%
Total Expense	38,486.45	38,284.00	202.45	100.53%	140,661.40	145,636.00	-4,974.60	96.58%
Net Income	3,611.33	-5,433.00	9,044.33	-66.47%	12,200.59	-14,232.00	26,432.59	-85.73%

Hillcrest Business Improvement Association, Inc. Balance Sheet As of October 31, 2020

AQUARIUS	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	44,078.51	0.00	0.00	0.00	44,078.51
40030 · SBEP	0.00	0.00	0.00	0.00	4,667.52	4,667.52
40040 · MAD	0.00	0.00	0.00	36,913.74	0.00	36,913.74
40050 · BID	0.00	0.00	36,514.26	0.00	0.00	36,514.26
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	17,454.90	0.00	0.00	0.00	0.00	17,454.90
40180 · Other Income	2,838.70	0.00	0.00	0.00	0.00	2,838.70
40190 · Hillcrest Security Subscription	6,646.17	0.00	0.00	0.00	0.00	6,646.17
40195 · Hillcrest Steam Cleaning	2,028.36	0.00	0.00	0.00	0.00	2,028.36
Total Income	30,040.47	44,726.00	36,514.26	36,913.74	4,667.52	152,861.99
Expense						
50000 · Personnel						
50005 · Salaries	14,779.43	0.00	12,031.96	0.00	4,335.83	31,147.22
50025 · Employer Taxes - Federal	1,130.63	0.00	920.45	0.00	331.69	2,382.77
50035 · Health Insurance	4,512.98	0.00	0.00	0.00	0.00	4,512.98
50040 · Workers Comp Insurance	0.00	0.00	745.60	0.00	0.00	745.60
Total 50000 · Personnel	20,423.04	0.00	13,698.01	0.00	4,667.52	38,788.57
50045 · Operating						
50050 · Rent Office Space	2,520.00	0.00	0.00	0.00	0.00	2,520.00
50055 · Storage	1,119.00	0.00	0.00	0.00	0.00	1,119.00
50060 · Accounting	7,226.00	0.00	0.00	1,140.00	0.00	8,366.00
50080 · Bank & Credit Card Charges	134.52	0.00	0.00	0.00	0.00	134.52
50090 · Office Supplies	1,704.73	0.00	0.00	0.00	0.00	1,704.73
50100 · Printing/Photocopy	918.58	0.00	0.00	0.00	0.00	918.58
50110 · Dues/Subscriptions	300.00	0.00	0.00	0.00	0.00	300.00
50120 · Meetings	180.00	0.00	0.00	0.00	0.00	180.00
50125 · Legal	627.00	0.00	0.00	0.00	0.00	627.00
50130 · Telephone & Internet	1,914.83	0.00	0.00	0.00	0.00	1,914.83

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AQAAWYAS	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50330 · D & O / Liability Insurance	7,683.45	0.00	0.00	0.00	0.00	7,683.45
Total 50045 · Operating	24,328.11	0.00	0.00	1,140.00	0.00	25,468.11
51000 · Neighborhood/Outreach Promotion						
51525 · Promotion/Marketing/Campaigns	3,184.18	0.00	0.00	0.00	0.00	3,184.18
51526 · Taste	0.00	300.00	0.00	0.00	0.00	300.00
51530 · Banners	0.00	0.00	250.00	0.00	0.00	250.00
51545 · Newsletter	0.00	0.00	1,190.01	0.00	0.00	1,190.01
51555 · Farmer's Market	25.89	2,077.84	0.00	0.00	0.00	2,103.73
Total 51000 · Neighborhood/Outreach Promotion	3,210.07	2,377.84	1,440.01	0.00	0.00	7,027.92
53000 · Physical Improvements						
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	1,000.00	3,548.85	0.00	4,548.85
53130 · Security	0.00	0.00	0.00	14,572.00	0.00	14,572.00
53131 · Security Subscription	6,288.00	0.00	0.00	0.00	0.00	6,288.00
53134 · Steam Cleaning Subscription	5,422.00	0.00	0.00	0.00	0.00	5,422.00
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00	10,335.53	0.00	10,335.53
53139 · Sidewalk Cleaning/Improvements	0.00	0.00	15,227.51	5,177.00	0.00	20,404.51
53150 · Dumpsters	516.82	0.00	1,680.73	2,140.36	0.00	4,337.91
53155 · Tree/Flower/Light Maintenance	0.00	0.00	3,468.00	0.00	0.00	3,468.00
Total 53000 · Physical Improvements	12,226.82	0.00	21,376.24	35,773.74	0.00	69,376.80
Total Expense	60,188.04	2,377.84	36,514.26	36,913.74	4,667.52	140,661.40
Net Income	-30,147.57	42,348.16	0.00	0.00	0.00	12,200.59

Hillcrest Business Improvement Association, Inc. Balance Sheet As of October 31, 2020

AQUARIAS	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Artist & Craftsman Supply	0.00	0.00	0.00	0.00	206.00	206.00
AT&T.	0.00	0.00	3,000.00	0.00	1,800.00	4,800.00
Flicks	0.00	0.00	0.00	0.00	250.00	250.00
The Assistance League	0.00	0.00	0.00	0.00	103.00	103.00
Zehnder Communications, Inc.	0.00	0.00	0.00	0.00	500.00	500.00
TOTAL	0.00	0.00	3,000.00	0.00	2,859.00	5,859.00