

AQANPAHHS	Sep 30, 21
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	160,683.80
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>36,317.00</u>
Total Checking/Savings	197,657.00
Accounts Receivable	
12000 · Accounts Receivable	<u>9,299.94</u>
Total Accounts Receivable	9,299.94
Other Current Assets	
10120 · BID Receivable	7,641.53
10125 · MAD Receivable	23,653.87
10130 · SBEP Receivable	3,810.22
10145 · Farmers Market Receivable	15,467.12
10155 · Prepaid Expense	4,799.30
10190 · Tech. Assistance/Acctg. Rcvbl.	<u>625.00</u>
Total Other Current Assets	<u>55,997.04</u>
Total Current Assets	262,953.98
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>262,953.98</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20230 · Sales Tax Payable	37.00
21000 · Payroll Liabilities	
Vacation Payable	<u>7,305.58</u>
Total 21000 · Payroll Liabilities	<u>7,305.58</u>
Total Other Current Liabilities	<u>7,342.58</u>
Total Current Liabilities	<u>7,342.58</u>
Total Liabilities	7,342.58
Equity	
31100 · Unrestricted Net Assets	100,340.43
Net Income	<u>155,270.97</u>
Total Equity	<u>255,611.40</u>
TOTAL LIABILITIES & EQUITY	<u>262,953.98</u>

Hillcrest Business Improvement Association, Inc. A/R Aging Summary As of September 30, 2021

AQAN

					TOTAL
	Sep 21	Budget	Variance	Jul - Sep 21	Budget
Income					
40015 · CityFest	0.00	0.00	0.00	1,320.00	150,000.00
40020 · Farmers Market	21,371.31	14,584.00	6,787.31	69,851.11	43,752.00
40030 · SBEP	4,435.22	2,500.00	1,935.22	4,435.22	2,500.00
40040 · MAD	9,340.58	7,515.00	1,825.58	23,653.87	22,545.00
40050 · BID	7,641.53	7,503.00	138.53	22,225.70	22,509.00
40140 · Banner Space	0.00	210.00	-210.00	0.00	630.00
40150 · Grants	0.00			37,285.00	
40155 · Pride of Hillcrest/Block Party	0.00	0.00	0.00	283,604.08	55,000.00
40170 · Hillcrest Artwalk	1,300.11	2,000.00	-699.89	3,265.63	6,000.00
40190 · Hillcrest Security Subscription	1,377.55	1,834.00	-456.45	3,164.95	5,502.00
40195 · Hillcrest Steam Cleaning	596.02	1,000.00	-403.98	2,280.70	3,000.00
41110 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	0.00	5,001.00
41120 · Fund Raising	198.82	834.00	-635.18	917.64	2,502.00
Total Income	46,261.14	39,647.00	6,614.14	452,003.90	318,941.00
Expense					
50000 · Personnel					
50005 · Salaries	12,323.00	15,634.00	-3,311.00	36,956.74	43,302.00
50025 · Employer Taxes - Federal	942.71	1,363.00	-420.29	2,848.31	3,809.00
50030 · Employer Taxes - State	0.00	304.00	-304.00	211.09	792.00
50035 · Health Insurance	424.32	857.00	-432.68	1,996.52	2,571.00
50040 · Workers Comp Insurance	0.00	117.00	-117.00	0.00	351.00
Total 50000 · Personnel	13,690.03	18,275.00	-4,584.97	42,012.66	50,825.00
50045 · Operating					
50050 · Rent Office Space	1,680.00	842.00	838.00	3,360.00	2,526.00
50055 · Storage	758.00	292.00	466.00	2,274.00	876.00
50060 · Accounting	2,095.00	1,764.00	331.00	6,285.00	4,292.00
50065 · Audit	0.00	2,500.00	-2,500.00	0.00	2,500.00
50070 · Equipment Purchase	15,728.20	125.00	15,603.20	17,744.00	375.00
50075 · Intern/Consultant	0.00	500.00	-500.00	0.00	1,500.00
50080 · Bank & Credit Card Charges	8.20	50.00	-41.80	295.99	150.00
50085 · Repair/Maintenance/Cleaning	0.00	234.00	-234.00	0.00	702.00
50090 · Office Supplies	148.87	167.00	-18.13	181.18	501.00
50095 · Postage and Delivery	0.00	30.00	-30.00	542.90	90.00
50100 · Printing/Photocopy	288.02	150.00	138.02	864.06	450.00
50110 · Dues/Subscriptions	0.00	0.00	0.00	300.00	0.00
50120 · Meetings	133.19	125.00	8.19	289.95	375.00
50125 · Legal	0.00	209.00	-209.00	277.00	627.00
50130 · Telephone & Internet	1,541.80	209.00	1,332.80	4,301.61	627.00
50135 · Parking/Mileage	0.00	67.00	-67.00	0.00	201.00
50140 · Depreciation	0.00	25.00	-25.00	0.00	75.00
50330 · D & O / Liability Insurance	0.00	1,167.00	-1,167.00	16,151.61	3,501.00

AQUARIUS

					TOTAL
	Sep 21	Budget	Variance	Jul - Sep 21	Budget
Total 50045 · Operating	22,381.28	8,456.00	13,925.28	52,867.30	19,368.00
51000 · Neighborhood/Outreach Promotion					
51515 · CityFest	0.00	0.00	0.00	7,525.00	90,000.00
51525 · Promotion/Marketing/Campaigns	207.30	667.00	-459.70	3,857.30	2,001.00
51530 · Banners	0.00	375.00	-375.00	0.00	1,125.00
51535 · Web Site Communications	0.00	125.00	-125.00	0.00	375.00
51540 · Business Mixers/Open House	1,055.20	459.00	596.20	1,055.20	1,377.00
51545 · Newsletter	0.00	142.00	-142.00	0.00	426.00
51555 · Farmer's Market	500.00	792.00	-292.00	1,500.00	2,376.00
51580 · Hillcrest Artwalk	5,474.41	1,334.00	4,140.41	13,614.35	4,002.00
51800 · Pride of Hillcrest/Block Party	4,091.17	0.00	4,091.17	128,589.96	60,000.00
51880 · Nightmare on Normal	75.00	17,500.00	-17,425.00	75.00	17,500.00
Total 51000 · Neighborhood/Outreach Promotion	11,403.08	21,394.00	-9,990.92	156,216.81	179,182.00
53000 · Physical Improvements					
51575 · Pride Flag Project	0.00	125.00	-125.00	656.16	375.00
53125 · Hillcrest Sign Utilities/Maint.	177.82	434.00	-256.18	546.24	1,302.00
53130 · Security	4,619.50	3,769.00	850.50	9,239.00	11,307.00
53131 · Security Subscription	1,191.50	1,542.00	-350.50	2,383.00	4,626.00
53134 · Steam Cleaning Subscription	0.00	875.00	-875.00	2,700.00	2,625.00
53137 · Pressure Washing/Steam Cleaning	0.00	1,250.00	-1,250.00	5,292.52	3,750.00
53139 · Sidewalk Cleaning/Improvements	8,300.00	3,757.00	4,543.00	14,076.00	11,271.00
53150 · Dumpsters	1,045.59	690.00	355.59	3,628.11	2,070.00
53155 · Tree/Flower/Light Maintenance	1,734.00	1,000.00	734.00	2,601.00	3,000.00
53158 · Lighting Projects	0.00	667.00	-667.00	0.00	2,001.00
53159 · MAD Formation/Expansion	0.00	1,667.00	-1,667.00	1,928.72	5,001.00
53161 · Special Projects	2,424.19	834.00	1,590.19	2,585.41	2,502.00
53165 · Contingency	0.00	2,023.00	-2,023.00	0.00	6,069.00
Total 53000 · Physical Improvements	19,492.60	18,633.00	859.60	45,636.16	55,899.00
Total Expense	66,966.99	66,758.00	208.99	296,732.93	305,274.00
	-20,705.85	-27,111.00	6,405.15	155,270.97	13,667.00

AQAAABYJIS	Variance
Income	
40015 · CityFest	-148,680.00
40020 · Farmers Market	26,099.11
40030 · SBEP	1,935.22
40040 · MAD	1,108.87
40050 · BID	-283.30
40140 · Banner Space	-630.00
40150 · Grants	
40155 · Pride of Hillcrest/Block Party	228,604.08
40170 · Hillcrest Artwalk	-2,734.37
40190 · Hillcrest Security Subscription	-2,337.05
40195 · Hillcrest Steam Cleaning	-719.30
41110 · MAD Formation/Expansion	-5,001.00
41120 · Fund Raising	-1,584.36
Total Income	133,062.90
Expense	
50000 · Personnel	
50005 · Salaries	-6,345.26
50025 · Employer Taxes - Federal	-960.69
50030 · Employer Taxes - State	-580.91
50035 · Health Insurance	-574.48
50040 · Workers Comp Insurance	-351.00
Total 50000 · Personnel	-8,812.34
50045 · Operating	
50050 · Rent Office Space	834.00
50055 · Storage	1,398.00
50060 · Accounting	1,993.00
50065 · Audit	-2,500.00
50070 · Equipment Purchase	17,369.00
50075 · Intern/Consultant	-1,500.00
50080 · Bank & Credit Card Charges	145.99
50085 · Repair/Maintenance/Cleaning	-702.00
50090 · Office Supplies	-319.82
50095 · Postage and Delivery	452.90
50100 · Printing/Photocopy	414.06
50110 · Dues/Subscriptions	300.00
50120 · Meetings	-85.05
50125 · Legal	-350.00
50130 · Telephone & Internet	3,674.61
50135 · Parking/Mileage	-201.00
50140 · Depreciation	-75.00
50330 · D & O / Liability Insurance	12,650.61

AQAA	Variance
Total 50045 · Operating	33,499.30
51000 · Neighborhood/Outreach Promotion	
51515 · CityFest	-82,475.00
51525 · Promotion/Marketing/Campaigns	1,856.30
51530 · Banners	-1,125.00
51535 · Web Site Communications	-375.00
51540 · Business Mixers/Open House	-321.80
51545 · Newsletter	-426.00
51555 · Farmer's Market	-876.00
51580 · Hillcrest Artwalk	9,612.35
51800 · Pride of Hillcrest/Block Party	68,589.96
51880 · Nightmare on Normal	-17,425.00
Total 51000 · Neighborhood/Outreach Promotion	-22,965.19
53000 · Physical Improvements	
51575 · Pride Flag Project	281.16
53125 · Hillcrest Sign Utilities/Maint.	-755.76
53130 · Security	-2,068.00
53131 · Security Subscription	-2,243.00
53134 · Steam Cleaning Subscription	75.00
53137 · Pressure Washing/Steam Cleaning	1,542.52
53139 · Sidewalk Cleaning/Improvements	2,805.00
53150 · Dumpsters	1,558.11
53155 · Tree/Flower/Light Maintenance	-399.00
53158 · Lighting Projects	-2,001.00
53159 · MAD Formation/Expansion	-3,072.28
53161 · Special Projects	83.41
53165 · Contingency	-6,069.00
Total 53000 · Physical Improvements	-10,262.84
Total Expense	-8,541.07
	141,603.97

A/R Aging Summary	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT
Income			
40015 · CityFest	0.00	1,320.00	0.00
40020 · Farmers Market	0.00	69,851.11	0.00
40030 · SBEP	0.00	0.00	0.00
40040 · MAD	0.00	0.00	0.00
40050 · BID	0.00	0.00	22,225.70
40150 · Grants	37,285.00	0.00	0.00
40155 · Pride of Hillcrest/Block Party	0.00	283,604.08	0.00
40170 · Hillcrest Artwalk	0.00	3,265.63	0.00
40190 · Hillcrest Security Subscription	3,164.95	0.00	0.00
40195 · Hillcrest Steam Cleaning	2,280.70	0.00	0.00
41120 · Fund Raising	217.64	700.00	0.00
Total Income	42,948.29	358,740.82	22,225.70
Expense			
50000 · Personnel			
50005 · Salaries	19,874.96	4,793.66	8,748.66
50025 · Employer Taxes - Federal	1,521.03	387.82	668.70
50030 · Employer Taxes - State	0.00	211.09	0.00
50035 · Health Insurance	1,996.52	0.00	0.00
Total 50000 · Personnel	23,392.51	5,392.57	9,417.36
50045 · Operating			
50050 · Rent Office Space	3,360.00	0.00	0.00
50055 · Storage	2,274.00	0.00	0.00
50060 · Accounting	5,360.00	0.00	0.00
50070 · Equipment Purchase	17,744.00	0.00	0.00
50080 · Bank & Credit Card Charges	295.99	0.00	0.00
50090 · Office Supplies	181.18	0.00	0.00
50095 · Postage and Delivery	542.90	0.00	0.00
50100 · Printing/Photocopy	864.06	0.00	0.00
50110 · Dues/Subscriptions	300.00	0.00	0.00
50120 · Meetings	289.95	0.00	0.00
50125 · Legal	277.00	0.00	0.00
50130 · Telephone & Internet	4,276.61	25.00	0.00
50330 · D & O / Liability Insurance	16,151.61	0.00	0.00
Total 50045 · Operating	51,917.30	25.00	0.00
51000 · Neighborhood/Outreach Promotion			
51515 · CityFest	0.00	7,525.00	0.00
51525 · Promotion/Marketing/Campaigns	3,657.30	0.00	200.00
51540 · Business Mixers/Open House	0.00	0.00	1,055.20
51555 · Farmer's Market	0.00	1,500.00	0.00
51580 · Hillcrest Artwalk	216.00	13,398.35	0.00
51800 · Pride of Hillcrest/Block Party	0.00	128,589.96	0.00
51880 · Nightmare on Normal	0.00	75.00	0.00

A/R Aging	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT
Total 51000 · Neighborhood/Outreach Promotion	3,873.30	151,088.31	1,255.20
53000 · Physical Improvements			
51575 · Pride Flag Project	656.16	0.00	0.00
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	177.82
53130 · Security	0.00	0.00	0.00
53131 · Security Subscription	2,383.00	0.00	0.00
53134 · Steam Cleaning Subscription	2,700.00	0.00	0.00
53137 · Pressure Washing/Steam Cleaning	0.00	0.00	0.00
53139 · Sidewalk Cleaning/Improvements	8.98	0.00	7,890.02
53150 · Dumpsters	466.88	0.00	884.30
53155 · Tree/Flower/Light Maintenance	0.00	0.00	2,601.00
53159 · MAD Formation/Expansion	1,928.72	0.00	0.00
53161 · Special Projects	2,381.85	203.56	0.00
Total 53000 · Physical Improvements	10,525.59	203.56	11,553.14
Total Expense	89,708.70	156,709.44	22,225.70
Net Income	-46,760.41	202,031.38	0.00

AQA #	Description	510 MAD	610 SBEP	TOTAL
	Income			
	40015 · CityFest	0.00	0.00	1,320.00
	40020 · Farmers Market	0.00	0.00	69,851.11
	40030 · SBEP	0.00	4,435.22	4,435.22
	40040 · MAD	23,653.87	0.00	23,653.87
	40050 · BID	0.00	0.00	22,225.70
	40150 · Grants	0.00	0.00	37,285.00
	40155 · Pride of Hillcrest/Block Party	0.00	0.00	283,604.08
	40170 · Hillcrest Artwalk	0.00	0.00	3,265.63
	40190 · Hillcrest Security Subscription	0.00	0.00	3,164.95
	40195 · Hillcrest Steam Cleaning	0.00	0.00	2,280.70
	41120 · Fund Raising	0.00	0.00	917.64
	Total Income	23,653.87	4,435.22	452,003.90
	Expense			
	50000 · Personnel			
	50005 · Salaries	0.00	3,539.46	36,956.74
	50025 · Employer Taxes - Federal	0.00	270.76	2,848.31
	50030 · Employer Taxes - State	0.00	0.00	211.09
	50035 · Health Insurance	0.00	0.00	1,996.52
	Total 50000 · Personnel	0.00	3,810.22	42,012.66
	50045 · Operating			
	50050 · Rent Office Space	0.00	0.00	3,360.00
	50055 · Storage	0.00	0.00	2,274.00
	50060 · Accounting	300.00	625.00	6,285.00
	50070 · Equipment Purchase	0.00	0.00	17,744.00
	50080 · Bank & Credit Card Charges	0.00	0.00	295.99
	50090 · Office Supplies	0.00	0.00	181.18
	50095 · Postage and Delivery	0.00	0.00	542.90
	50100 · Printing/Photocopy	0.00	0.00	864.06
	50110 · Dues/Subscriptions	0.00	0.00	300.00
	50120 · Meetings	0.00	0.00	289.95
	50125 · Legal	0.00	0.00	277.00
	50130 · Telephone & Internet	0.00	0.00	4,301.61
	50330 · D & O / Liability Insurance	0.00	0.00	16,151.61
	Total 50045 · Operating	300.00	625.00	52,867.30
	51000 · Neighborhood/Outreach Promotion			
	51515 · CityFest	0.00	0.00	7,525.00
	51525 · Promotion/Marketing/Campaigns	0.00	0.00	3,857.30
	51540 · Business Mixers/Open House	0.00	0.00	1,055.20
	51555 · Farmer's Market	0.00	0.00	1,500.00
	51580 · Hillcrest Artwalk	0.00	0.00	13,614.35
	51800 · Pride of Hillcrest/Block Party	0.00	0.00	128,589.96
	51880 · Nightmare on Normal	0.00	0.00	75.00

AQA 7/15/22	510 MAD	610 SBEP	TOTAL
Total 51000 · Neighborhood/Outreach Promotion	0.00	0.00	156,216.81
53000 · Physical Improvements			
51575 · Pride Flag Project	0.00	0.00	656.16
53125 · Hillcrest Sign Utilities/Maint.	368.42	0.00	546.24
53130 · Security	9,239.00	0.00	9,239.00
53131 · Security Subscription	0.00	0.00	2,383.00
53134 · Steam Cleaning Subscription	0.00	0.00	2,700.00
53137 · Pressure Washing/Steam Cleaning	5,292.52	0.00	5,292.52
53139 · Sidewalk Cleaning/Improvements	6,177.00	0.00	14,076.00
53150 · Dumpsters	2,276.93	0.00	3,628.11
53155 · Tree/Flower/Light Maintenance	0.00	0.00	2,601.00
53159 · MAD Formation/Expansion	0.00	0.00	1,928.72
53161 · Special Projects	0.00	0.00	2,585.41
Total 53000 · Physical Improvements	<u>23,353.87</u>	<u>0.00</u>	<u>45,636.16</u>
Total Expense	<u>23,653.87</u>	<u>4,435.22</u>	<u>296,732.93</u>
Net Income	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>155,270.97</u></u>

Hillcrest Business Improvement Association, Inc. A/R Aging Summary As of September 30, 2021

AQAAPOEAS	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
Mark Edrington	0.00	0.00	7,560.00	739.94	0.00	8,299.94
TOTAL	0.00	0.00	7,560.00	739.94	1,000.00	9,299.94