

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

AQANPOHFCB	<u>Sep 30, 22</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10035 · Comerica - Checking	7,686.66
10045 · PayPal	656.20
10055 · California Bank & Trust	<u>9,490.20</u>
<b>Total Checking/Savings</b>	17,833.06
<b>Accounts Receivable</b>	
12000 · Accounts Receivable	<u>25,582.19</u>
<b>Total Accounts Receivable</b>	25,582.19
<b>Other Current Assets</b>	
10095 · Deposits	5,000.00
10100 · Other Receivables	355.35
10115 · SBEP City Fees & Services	8,660.43
10125 · MAD Receivable	24,851.65
10145 · Farmers Market Receivable	4,699.01
10155 · Prepaid Expense	<u>6,981.97</u>
<b>Total Other Current Assets</b>	<u>50,548.41</u>
<b>Total Current Assets</b>	93,963.66
<b>Fixed Assets</b>	
10200 · Office Furniture & Equipment	21,364.81
10220 · Accumulated Depreciation	<u>-21,364.81</u>
<b>Total Fixed Assets</b>	<u>0.00</u>
<b>TOTAL ASSETS</b>	<u><u>93,963.66</u></u>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
20215 · BID Assessment	-26.43
20225 · SBEP Advance	-4,691.85
20230 · Sales Tax Payable	3,836.73
<b>21000 · Payroll Liabilities</b>	
Federal Withholding Payable	2,635.00
FICA/Social Security Payable	3,113.92
FUTA Payable	36.32
Medicare Payable	728.28
SDI Payable	276.22
State Withholding Payable	1,027.60
Vacation Payable	<u>2,538.40</u>
<b>Total 21000 · Payroll Liabilities</b>	<u>10,355.74</u>
<b>Total Other Current Liabilities</b>	<u>9,474.19</u>
<b>Total Current Liabilities</b>	<u>9,474.19</u>
<b>Total Liabilities</b>	9,474.19

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

<b>AQANFOHRS</b>	<b>Sep 30, 22</b>
<b>Equity</b>	
<b>31100 - Unrestricted Net Assets</b>	84,694.41
<b>Net Income</b>	<u>-204.94</u>
<b>Total Equity</b>	<u>84,489.47</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>93,963.66</u></u>

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

**AQANNE**

	<b>TOTAL</b>				
	<b>Sep 22</b>	<b>Budget</b>	<b>Variance</b>	<b>Jul - Sep 22</b>	<b>Budget</b>
<b>Income</b>					
40015 · CityFest	0.00	0.00	0.00	130,153.18	150,000.00
40020 · Farmers Market	20,948.76	25,833.00	-4,884.24	79,059.56	77,499.00
40030 · SBEP	4,691.85	2,084.00	2,607.85	4,691.85	6,252.00
40035 · SBEP City Fees & Services.	8,660.43			8,660.43	
40040 · MAD	7,965.23	7,516.00	449.23	24,745.98	22,548.00
40045 · MAD Reserve	0.00	1,250.00	-1,250.00	0.00	3,750.00
40050 · BID	7,836.57	7,501.00	335.57	23,932.00	22,503.00
40100 · Nightmare on Normal Street	429.24	35,000.00	-34,570.76	429.24	35,000.00
40140 · Banner Space	0.00	209.00	-209.00	0.00	627.00
40155 · Pride of Hillcrest/Block Party	0.00	0.00	0.00	174,545.43	75,000.00
40170 · Hillcrest Artwalk	3,935.94	1,334.00	2,601.94	9,291.55	4,002.00
40180 · Other Income	1,077.04	2,500.00	-1,422.96	16,318.29	7,500.00
40190 · Hillcrest Security Subscription	748.12	117.00	631.12	748.12	351.00
40195 · Hillcrest Steam Cleaning	1,983.36	1,334.00	649.36	5,273.24	4,002.00
<b>Total Income</b>	<b>58,276.54</b>	<b>84,678.00</b>	<b>-26,401.46</b>	<b>477,848.87</b>	<b>409,034.00</b>
<b>Expense</b>					
<b>50000 · Personnel</b>					
50005 · Salaries - Office	18,201.45	17,228.00	973.45	57,002.24	51,684.00
50010 · Salaries - Custodial	6,911.00	6,800.00	111.00	22,560.00	20,400.00
50025 · Employer Taxes - Federal	1,921.10	2,466.00	-544.90	6,122.82	7,398.00
50030 · Employer Taxes - State	0.00	387.00	-387.00	290.54	1,161.00
50035 · Health Insurance	1,942.18	1,000.00	942.18	4,457.20	3,000.00
50039 · Retirement Benefits	0.00	525.00	-525.00	0.00	1,575.00
50040 · Workers Comp Insurance	0.00	117.00	-117.00	0.00	351.00
<b>Total 50000 · Personnel</b>	<b>28,975.73</b>	<b>28,523.00</b>	<b>452.73</b>	<b>90,432.80</b>	<b>85,569.00</b>
<b>50045 · Operating</b>					
50050 · Rent Office Space	5,241.85	5,000.00	241.85	15,856.20	15,000.00
50060 · Accounting	21.00	2,097.00	-2,076.00	4,246.00	6,291.00
50065 · Audit	10,532.50	0.00	10,532.50	10,532.50	0.00
50070 · Equipment Purchase/Supplies	419.46	125.00	294.46	1,312.92	375.00
50080 · Bank & Credit Card Charges	155.56	83.00	72.56	277.91	249.00
50085 · Repair/Maintenance/Cleaning	607.50	234.00	373.50	650.56	702.00
50090 · Office Supplies	2,688.84	167.00	2,521.84	5,317.75	501.00
50095 · Postage and Delivery	0.00	30.00	-30.00	8.50	90.00
50100 · Printing/Photocopy	285.13	150.00	135.13	888.86	450.00
50120 · Meetings	424.20	125.00	299.20	675.57	375.00
50125 · Legal	5.00	1,667.00	-1,662.00	43.49	5,001.00
50130 · Telephone, Internet & IT	1,116.46	209.00	907.46	3,092.96	627.00
50135 · Parking/Mileage	52.00	67.00	-15.00	221.12	201.00
50140 · Depreciation	0.00	25.00	-25.00	0.00	75.00
50330 · D & O / Liability Insurance	5,661.00	2,667.00	2,994.00	17,057.00	8,001.00

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

**AQANAFAS**

	<b>TOTAL</b>				
	<b>Sep 22</b>	<b>Budget</b>	<b>Variance</b>	<b>Jul - Sep 22</b>	<b>Budget</b>
<b>Total 50045 · Operating</b>	27,210.50	12,646.00	14,564.50	60,181.34	37,938.00
<b>51000 · Neighborhood/Outreach Promotion</b>					
<b>51515 · CityFest</b>	30,686.47	0.00	30,686.47	128,769.04	88,000.00
<b>51525 · Promotion/Marketing/Campaigns</b>	2,277.05	2,000.00	277.05	5,119.95	6,000.00
<b>51530 · Banners</b>	884.00	250.00	634.00	2,368.00	750.00
<b>51535 · Web Site Communications</b>	0.00	125.00	-125.00	0.00	375.00
<b>51540 · Business Mixers/Open House</b>	961.65	459.00	502.65	2,454.88	1,377.00
<b>51555 · Farmer's Market</b>	500.00	0.00	500.00	1,000.00	0.00
<b>51580 · Hillcrest Artwalk</b>	2,240.62	1,167.00	1,073.62	8,815.26	3,501.00
<b>51800 · Pride of Hillcrest/Block Party</b>	0.00	0.00	0.00	137,020.46	58,000.00
<b>51880 · Nightmare on Normal</b>	400.00	20,000.00	-19,600.00	1,134.84	20,000.00
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>37,949.79</b>	<b>24,001.00</b>	<b>13,948.79</b>	<b>286,682.43</b>	<b>178,003.00</b>
<b>53000 · Physical Improvements</b>					
<b>51575 · Pride &amp; Patriotic Flag Project</b>	0.00	250.00	-250.00	812.99	750.00
<b>53125 · Hillcrest Sign Utilities/Maint.</b>	0.00	250.00	-250.00	337.82	750.00
<b>53130 · Security</b>	4,619.50	4,167.00	452.50	13,858.50	12,501.00
<b>53131 · Security Subscription</b>	1,191.50	1,167.00	24.50	3,574.50	3,501.00
<b>53134 · Steam Cleaning Subscription</b>	2,697.51	1,375.00	1,322.51	8,507.49	4,125.00
<b>53137 · Pressure Washing/Steam Cleaning</b>	2,280.00	2,500.00	-220.00	6,840.00	7,500.00
<b>53139 · Sidewalk Cleaning/Improvements</b>	411.37	190.00	221.37	615.85	570.00
<b>53150 · Dumpsters</b>	500.96	977.00	-476.04	4,049.31	2,931.00
<b>53155 · Tree/Flower/Light Maintenance</b>	0.00	1,000.00	-1,000.00	500.00	3,000.00
<b>53158 · Lighting Projects</b>	0.00	667.00	-667.00	0.00	2,001.00
<b>53159 · MAD Formation/Expansion</b>	0.00	500.00	-500.00	0.00	1,500.00
<b>53161 · Special Projects</b>	1,650.00	1,667.00	-17.00	1,660.78	5,001.00
<b>53165 · Contingency</b>	0.00	1,767.00	-1,767.00	0.00	5,301.00
<b>Total 53000 · Physical Improvements</b>	<b>13,350.84</b>	<b>16,477.00</b>	<b>-3,126.16</b>	<b>40,757.24</b>	<b>49,431.00</b>
<b>Total Expense</b>	<b>107,486.86</b>	<b>81,647.00</b>	<b>25,839.86</b>	<b>478,053.81</b>	<b>350,941.00</b>
	<b>-49,210.32</b>	<b>3,031.00</b>	<b>-52,241.32</b>	<b>-204.94</b>	<b>58,093.00</b>

**AQANP/FAS**

	<b>Variance</b>
<b>Income</b>	
40015 · CityFest	-19,846.82
40020 · Farmers Market	1,560.56
40030 · SBEP	-1,560.15
40035 · SBEP City Fees & Services.	
40040 · MAD	2,197.98
40045 · MAD Reserve	-3,750.00
40050 · BID	1,429.00
40100 · Nightmare on Normal Street	-34,570.76
40140 · Banner Space	-627.00
40155 · Pride of Hillcrest/Block Party	99,545.43
40170 · Hillcrest Artwalk	5,289.55
40180 · Other Income	8,818.29
40190 · Hillcrest Security Subscription	397.12
40195 · Hillcrest Steam Cleaning	1,271.24
<b>Total Income</b>	<b>68,814.87</b>
<b>Expense</b>	
<b>50000 · Personnel</b>	
50005 · Salaries - Office	5,318.24
50010 · Salaries - Custodial	2,160.00
50025 · Employer Taxes - Federal	-1,275.18
50030 · Employer Taxes - State	-870.46
50035 · Health Insurance	1,457.20
50039 · Retirement Benefits	-1,575.00
50040 · Workers Comp Insurance	-351.00
<b>Total 50000 · Personnel</b>	<b>4,863.80</b>
<b>50045 · Operating</b>	
50050 · Rent Office Space	856.20
50060 · Accounting	-2,045.00
50065 · Audit	10,532.50
50070 · Equipment Purchase/Supplies	937.92
50080 · Bank & Credit Card Charges	28.91
50085 · Repair/Maintenance/Cleaning	-51.44
50090 · Office Supplies	4,816.75
50095 · Postage and Delivery	-81.50
50100 · Printing/Photocopy	438.86
50120 · Meetings	300.57
50125 · Legal	-4,957.51
50130 · Telephone, Internet & IT	2,465.96
50135 · Parking/Mileage	20.12
50140 · Depreciation	-75.00
50330 · D & O / Liability Insurance	9,056.00

**AQANAFAS**

	<u>Variance</u>
<b>Total 50045 · Operating</b>	22,243.34
<b>51000 · Neighborhood/Outreach Promotion</b>	
51515 · CityFest	40,769.04
51525 · Promotion/Marketing/Campaigns	-880.05
51530 · Banners	1,618.00
51535 · Web Site Communications	-375.00
51540 · Business Mixers/Open House	1,077.88
51555 · Farmer's Market	1,000.00
51580 · Hillcrest Artwalk	5,314.26
51800 · Pride of Hillcrest/Block Party	79,020.46
51880 · Nightmare on Normal	<u>-18,865.16</u>
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	108,679.43
<b>53000 · Physical Improvements</b>	
51575 · Pride & Patriotic Flag Project	62.99
53125 · Hillcrest Sign Utilities/Maint.	-412.18
53130 · Security	1,357.50
53131 · Security Subscription	73.50
53134 · Steam Cleaning Subscription	4,382.49
53137 · Pressure Washing/Steam Cleaning	-660.00
53139 · Sidewalk Cleaning/Improvements	45.85
53150 · Dumpsters	1,118.31
53155 · Tree/Flower/Light Maintenance	-2,500.00
53158 · Lighting Projects	-2,001.00
53159 · MAD Formation/Expansion	-1,500.00
53161 · Special Projects	-3,340.22
53165 · Contingency	<u>-5,301.00</u>
<b>Total 53000 · Physical Improvements</b>	<u>-8,673.76</u>
<b>Total Expense</b>	<u>127,112.81</u>
	<u><b>-58,297.94</b></u>

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

**AQAF 523**

**110 GENERAL 220 SPECIAL EVENTS 410 BID CONTRACT**

**Income**

40015 · CityFest	0.00	130,153.18	0.00
40020 · Farmers Market	0.00	79,059.56	0.00
40030 · SBEP	0.00	0.00	0.00
40035 · SBEP City Fees & Services.	0.00	0.00	0.00
40040 · MAD	0.00	0.00	0.00
40050 · BID	0.00	0.00	23,932.00
40100 · Nightmare on Normal Street	0.00	429.24	0.00
40155 · Pride of Hillcrest/Block Party	0.00	174,545.43	0.00
40170 · Hillcrest Artwalk	0.00	9,291.55	0.00
40180 · Other Income	16,318.29	0.00	0.00
40190 · Hillcrest Security Subscription	748.12	0.00	0.00
40195 · Hillcrest Steam Cleaning	5,055.68	217.56	0.00

**Total Income** 22,122.09 393,696.52 23,932.00

**Expense**

**50000 · Personnel**

50005 · Salaries - Office	32,401.84	16,613.01	3,628.96
50010 · Salaries - Custodial	4,755.80	0.00	14,753.20
50025 · Employer Taxes - Federal	2,861.51	1,270.89	1,417.71
50030 · Employer Taxes - State	151.69	0.00	91.76
50035 · Health Insurance	4,457.20	0.00	0.00

**Total 50000 · Personnel** 44,628.04 17,883.90 19,891.63

**50045 · Operating**

50050 · Rent Office Space	15,856.20	0.00	0.00
50060 · Accounting	3,676.00	0.00	0.00
50065 · Audit	10,532.50	0.00	0.00
50070 · Equipment Purchase/Supplies	1,312.92	0.00	0.00
50080 · Bank & Credit Card Charges	277.91	0.00	0.00
50085 · Repair/Maintenance/Cleaning	650.56	0.00	0.00
50090 · Office Supplies	5,306.99	10.76	0.00
50095 · Postage and Delivery	8.50	0.00	0.00
50100 · Printing/Photocopy	888.86	0.00	0.00
50120 · Meetings	675.57	0.00	0.00
50125 · Legal	43.49	0.00	0.00
50130 · Telephone, Internet & IT	3,092.96	0.00	0.00
50135 · Parking/Mileage	217.84	3.28	0.00
50330 · D & O / Liability Insurance	17,057.00	0.00	0.00

**Total 50045 · Operating** 59,597.30 14.04 0.00

**51000 · Neighborhood/Outreach Promotion**

51515 · CityFest	721.30	119,387.31	0.00
51525 · Promotion/Marketing/Campaigns	357.34	3,819.83	942.78
51530 · Banners	2,368.00	0.00	0.00
51540 · Business Mixers/Open House	1,493.23	0.00	961.65

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

AQA #	Description	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT
51555	Farmer's Market	0.00	1,000.00	0.00
51580	Hillcrest Artwalk	64.04	8,751.22	0.00
51800	Pride of Hillcrest/Block Party	0.00	137,020.46	0.00
51880	Nightmare on Normal	0.00	1,134.84	0.00
<b>Total 51000 · Neighborhood/Outreach Promotion</b>		<b>5,003.91</b>	<b>271,113.66</b>	<b>1,904.43</b>
<b>53000 · Physical Improvements</b>				
51575	Pride & Patriotic Flag Project	812.99	0.00	0.00
53125	Hillcrest Sign Utilities/Maint.	197.72	0.00	0.00
53130	Security	0.00	0.00	0.00
53131	Security Subscription	3,574.50	0.00	0.00
53134	Steam Cleaning Subscription	8,507.49	0.00	0.00
53137	Pressure Washing/Steam Cleaning	0.00	0.00	0.00
53139	Sidewalk Cleaning/Improvements	615.85	0.00	0.00
53150	Dumpsters	2,413.37	0.00	1,635.94
53155	Tree/Flower/Light Maintenance	0.00	0.00	500.00
53161	Special Projects	1,660.78	0.00	0.00
<b>Total 53000 · Physical Improvements</b>		<b>17,782.70</b>	<b>0.00</b>	<b>2,135.94</b>
<b>Total Expense</b>		<b>127,011.95</b>	<b>289,011.60</b>	<b>23,932.00</b>
<b>Net Income</b>		<b>-104,889.86</b>	<b>104,684.92</b>	<b>0.00</b>



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

AQA FY 2023	510 MAD	610 SBEP	TOTAL
<b>Income</b>			
40015 · CityFest	0.00	0.00	130,153.18
40020 · Farmers Market	0.00	0.00	79,059.56
40030 · SBEP	0.00	4,691.85	4,691.85
40035 · SBEP City Fees & Services.	0.00	8,660.43	8,660.43
40040 · MAD	24,745.98	0.00	24,745.98
40050 · BID	0.00	0.00	23,932.00
40100 · Nightmare on Normal Street	0.00	0.00	429.24
40155 · Pride of Hillcrest/Block Party	0.00	0.00	174,545.43
40170 · Hillcrest Artwalk	0.00	0.00	9,291.55
40180 · Other Income	0.00	0.00	16,318.29
40190 · Hillcrest Security Subscription	0.00	0.00	748.12
40195 · Hillcrest Steam Cleaning	0.00	0.00	5,273.24
<b>Total Income</b>	<b>24,745.98</b>	<b>13,352.28</b>	<b>477,848.87</b>
<b>Expense</b>			
<b>50000 · Personnel</b>			
50005 · Salaries - Office	0.00	4,358.43	57,002.24
50010 · Salaries - Custodial	3,051.00	0.00	22,560.00
50025 · Employer Taxes - Federal	239.29	333.42	6,122.82
50030 · Employer Taxes - State	47.09	0.00	290.54
50035 · Health Insurance	0.00	0.00	4,457.20
<b>Total 50000 · Personnel</b>	<b>3,337.38</b>	<b>4,691.85</b>	<b>90,432.80</b>
<b>50045 · Operating</b>			
50050 · Rent Office Space	0.00	0.00	15,856.20
50060 · Accounting	570.00	0.00	4,246.00
50065 · Audit	0.00	0.00	10,532.50
50070 · Equipment Purchase/Supplies	0.00	0.00	1,312.92
50080 · Bank & Credit Card Charges	0.00	0.00	277.91
50085 · Repair/Maintenance/Cleaning	0.00	0.00	650.56
50090 · Office Supplies	0.00	0.00	5,317.75
50095 · Postage and Delivery	0.00	0.00	8.50
50100 · Printing/Photocopy	0.00	0.00	888.86
50120 · Meetings	0.00	0.00	675.57
50125 · Legal	0.00	0.00	43.49
50130 · Telephone, Internet & IT	0.00	0.00	3,092.96
50135 · Parking/Mileage	0.00	0.00	221.12
50330 · D & O / Liability Insurance	0.00	0.00	17,057.00
<b>Total 50045 · Operating</b>	<b>570.00</b>	<b>0.00</b>	<b>60,181.34</b>
<b>51000 · Neighborhood/Outreach Promotion</b>			
51515 · CityFest	0.00	8,660.43	128,769.04
51525 · Promotion/Marketing/Campaigns	0.00	0.00	5,119.95
51530 · Banners	0.00	0.00	2,368.00
51540 · Business Mixers/Open House	0.00	0.00	2,454.88

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

<b>AQA #</b>	<b>510 MAD</b>	<b>610 SBEP</b>	<b>TOTAL</b>
<b>51555 · Farmer's Market</b>	0.00	0.00	1,000.00
<b>51580 · Hillcrest Artwalk</b>	0.00	0.00	8,815.26
<b>51800 · Pride of Hillcrest/Block Party</b>	0.00	0.00	137,020.46
<b>51880 · Nightmare on Normal</b>	0.00	0.00	1,134.84
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	0.00	8,660.43	286,682.43
<b>53000 · Physical Improvements</b>			
<b>51575 · Pride &amp; Patriotic Flag Project</b>	0.00	0.00	812.99
<b>53125 · Hillcrest Sign Utilities/Maint.</b>	140.10	0.00	337.82
<b>53130 · Security</b>	13,858.50	0.00	13,858.50
<b>53131 · Security Subscription</b>	0.00	0.00	3,574.50
<b>53134 · Steam Cleaning Subscription</b>	0.00	0.00	8,507.49
<b>53137 · Pressure Washing/Steam Cleaning</b>	6,840.00	0.00	6,840.00
<b>53139 · Sidewalk Cleaning/Improvements</b>	0.00	0.00	615.85
<b>53150 · Dumpsters</b>	0.00	0.00	4,049.31
<b>53155 · Tree/Flower/Light Maintenance</b>	0.00	0.00	500.00
<b>53161 · Special Projects</b>	0.00	0.00	1,660.78
<b>Total 53000 · Physical Improvements</b>	20,838.60	0.00	40,757.24
<b>Total Expense</b>	24,745.98	13,352.28	478,053.81
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>-204.94</b>

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

<b>AQUARIAS</b>	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
Adam Gillman	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Artist & Craftsman Supply	0.00	0.00	0.00	0.00	0.00	0.00
AT&T.	0.00	0.00	0.00	0.00	0.00	0.00
Commission for Arts & Culture	0.00	8,603.00	0.00	0.00	0.00	8,603.00
David Larson	0.00	0.00	0.00	0.00	0.00	0.00
Flicks	0.00	0.00	0.00	0.00	0.00	0.00
Gioia's Room	0.00	0.00	0.00	0.00	0.00	0.00
Hillcrest Ace Hardware	0.00	0.00	0.00	0.00	0.00	0.00
Hudson Safe T Lite.	0.00	2,405.00	0.00	0.00	0.00	2,405.00
Mark Edrington	0.00	0.00	0.00	0.00	739.94	739.94
Martinis above 4th	0.00	0.00	1,000.00	0.00	0.00	1,000.00
Miller/Coors	0.00	5,244.25	0.00	0.00	0.00	5,244.25
Phildadelphia Insurance	0.00	0.00	0.00	0.00	0.00	0.00
Reaction Marketing & Promotions, Inc.	0.00	0.00	5,000.00	0.00	0.00	5,000.00
San Diego LGBT PRIDE	0.00	1,365.00	0.00	0.00	0.00	1,365.00
Sash Bags	0.00	0.00	0.00	0.00	0.00	0.00
The Assistance League	0.00	0.00	0.00	0.00	0.00	0.00
Village Hat Shop	0.00	0.00	0.00	0.00	0.00	0.00
WalkSanDiego, Inc.	0.00	0.00	0.00	0.00	225.00	225.00
Zehnder Communications, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
<b>TOTAL</b>	<b>0.00</b>	<b>17,617.25</b>	<b>6,000.00</b>	<b>0.00</b>	<b>1,964.94</b>	<b>25,582.19</b>

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

**AQANPAKIZAS**

	<b>Jul - Sep 22</b>	<b>Budget</b>	<b>Jul - Sep 22</b>	<b>YTD Budget</b>	<b>Annual Budget</b>
<b>Income</b>					
40015 · CityFest	130,153.18	150,000.00	130,153.18	150,000.00	150,000.00
40020 · Farmers Market	79,059.56	77,499.00	79,059.56	77,499.00	310,000.00
40030 · SBEP	4,691.85	6,252.00	4,691.85	6,252.00	25,000.00
40035 · SBEP City Fees & Services.	8,660.43		8,660.43		
40040 · MAD	24,745.98	22,548.00	24,745.98	22,548.00	90,183.00
40045 · MAD Reserve	0.00	3,750.00	0.00	3,750.00	15,000.00
40050 · BID	23,932.00	22,503.00	23,932.00	22,503.00	90,000.00
40100 · Nightmare on Normal Street	429.24	35,000.00	429.24	35,000.00	70,000.00
40110 · Taste	0.00	0.00	0.00	0.00	32,000.00
40115 · Taste 'N Tinis	0.00	0.00	0.00	0.00	19,000.00
40140 · Banner Space	0.00	627.00	0.00	627.00	2,500.00
40155 · Pride of Hillcrest/Block Party	174,545.43	75,000.00	174,545.43	75,000.00	75,000.00
40170 · Hillcrest Artwalk	9,291.55	4,002.00	9,291.55	4,002.00	16,000.00
40180 · Other Income	16,318.29	7,500.00	16,318.29	7,500.00	30,000.00
40190 · Hillcrest Security Subscription	748.12	351.00	748.12	351.00	1,400.00
40195 · Hillcrest Steam Cleaning	5,273.24	4,002.00	5,273.24	4,002.00	16,000.00
<b>Total Income</b>	<b>477,848.87</b>	<b>409,034.00</b>	<b>477,848.87</b>	<b>409,034.00</b>	<b>942,083.00</b>
<b>Expense</b>					
<b>50000 · Personnel</b>					
50005 · Salaries - Office	57,002.24	51,684.00	57,002.24	51,684.00	206,740.00
50010 · Salaries - Custodial	22,560.00	20,400.00	22,560.00	20,400.00	81,600.00
50025 · Employer Taxes - Federal	6,122.82	7,398.00	6,122.82	7,398.00	29,580.00
50030 · Employer Taxes - State	290.54	1,161.00	290.54	1,161.00	4,641.00
50035 · Health Insurance	4,457.20	3,000.00	4,457.20	3,000.00	12,000.00
50039 · Retirement Benefits	0.00	1,575.00	0.00	1,575.00	6,300.00
50040 · Workers Comp Insurance	0.00	351.00	0.00	351.00	1,400.00
<b>Total 50000 · Personnel</b>	<b>90,432.80</b>	<b>85,569.00</b>	<b>90,432.80</b>	<b>85,569.00</b>	<b>342,261.00</b>
<b>50045 · Operating</b>					
50050 · Rent Office Space	15,856.20	15,000.00	15,856.20	15,000.00	60,000.00
50060 · Accounting	4,246.00	6,291.00	4,246.00	6,291.00	25,160.00
50065 · Audit	10,532.50	0.00	10,532.50	0.00	7,500.00
50070 · Equipment Purchase/Supplies	1,312.92	375.00	1,312.92	375.00	1,500.00
50080 · Bank & Credit Card Charges	277.91	249.00	277.91	249.00	1,000.00
50085 · Repair/Maintenance/Cleaning	650.56	702.00	650.56	702.00	2,800.00
50090 · Office Supplies	5,317.75	501.00	5,317.75	501.00	2,000.00
50095 · Postage and Delivery	8.50	90.00	8.50	90.00	350.00
50100 · Printing/Photocopy	888.86	450.00	888.86	450.00	1,800.00
50120 · Meetings	675.57	375.00	675.57	375.00	1,500.00
50125 · Legal	43.49	5,001.00	43.49	5,001.00	20,000.00
50130 · Telephone, Internet & IT	3,092.96	627.00	3,092.96	627.00	2,500.00
50135 · Parking/Mileage	221.12	201.00	221.12	201.00	800.00

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

**AQANPAKIZAS**

	<b>Jul - Sep 22</b>	<b>Budget</b>	<b>Jul - Sep 22</b>	<b>YTD Budget</b>	<b>Annual Budget</b>
50140 · Depreciation	0.00	75.00	0.00	75.00	300.00
50330 · D & O / Liability Insurance	17,057.00	8,001.00	17,057.00	8,001.00	32,000.00
<b>Total 50045 · Operating</b>	<b>60,181.34</b>	<b>37,938.00</b>	<b>60,181.34</b>	<b>37,938.00</b>	<b>159,210.00</b>
<b>51000 · Neighborhood/Outreach Promotion</b>					
51515 · CityFest	128,769.04	88,000.00	128,769.04	88,000.00	88,000.00
51525 · Promotion/Marketing/Campaigns	5,119.95	6,000.00	5,119.95	6,000.00	24,000.00
51526 · Taste	0.00	0.00	0.00	0.00	5,000.00
51527 · Taste 'N Tinis	0.00	0.00	0.00	0.00	7,000.00
51530 · Banners	2,368.00	750.00	2,368.00	750.00	3,000.00
51535 · Web Site Communications	0.00	375.00	0.00	375.00	1,500.00
51540 · Business Mixers/Open House	2,454.88	1,377.00	2,454.88	1,377.00	5,500.00
51555 · Farmer's Market	1,000.00	0.00	1,000.00	0.00	0.00
51580 · Hillcrest Artwalk	8,815.26	3,501.00	8,815.26	3,501.00	14,000.00
51800 · Pride of Hillcrest/Block Party	137,020.46	58,000.00	137,020.46	58,000.00	58,000.00
51880 · Nightmare on Normal	1,134.84	20,000.00	1,134.84	20,000.00	40,000.00
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>286,682.43</b>	<b>178,003.00</b>	<b>286,682.43</b>	<b>178,003.00</b>	<b>246,000.00</b>
<b>53000 · Physical Improvements</b>					
51575 · Pride & Patriotic Flag Project	812.99	750.00	812.99	750.00	3,000.00
53125 · Hillcrest Sign Utilities/Maint.	337.82	750.00	337.82	750.00	3,000.00
53130 · Security	13,858.50	12,501.00	13,858.50	12,501.00	50,000.00
53131 · Security Subscription	3,574.50	3,501.00	3,574.50	3,501.00	14,000.00
53134 · Steam Cleaning Subscription	8,507.49	4,125.00	8,507.49	4,125.00	16,500.00
53137 · Pressure Washing/Steam Cleaning	6,840.00	7,500.00	6,840.00	7,500.00	30,000.00
53139 · Sidewalk Cleaning/Improvements	615.85	570.00	615.85	570.00	2,280.00
53150 · Dumpsters	4,049.31	2,931.00	4,049.31	2,931.00	11,720.00
53155 · Tree/Flower/Light Maintenance	500.00	3,000.00	500.00	3,000.00	12,000.00
53158 · Lighting Projects	0.00	2,001.00	0.00	2,001.00	8,000.00
53159 · MAD Formation/Expansion	0.00	1,500.00	0.00	1,500.00	6,000.00
53161 · Special Projects	1,660.78	5,001.00	1,660.78	5,001.00	20,000.00
53165 · Contingency	0.00	5,301.00	0.00	5,301.00	21,197.00
<b>Total 53000 · Physical Improvements</b>	<b>40,757.24</b>	<b>49,431.00</b>	<b>40,757.24</b>	<b>49,431.00</b>	<b>197,697.00</b>
<b>Total Expense</b>	<b>478,053.81</b>	<b>350,941.00</b>	<b>478,053.81</b>	<b>350,941.00</b>	<b>945,168.00</b>
<b>Net Income</b>	<b>-204.94</b>	<b>58,093.00</b>	<b>-204.94</b>	<b>58,093.00</b>	<b>-3,085.00</b>