



## BUSINESS ASSOCIATION

Finance and Executive Committee Agenda

March 8, 2014, 4:00pm

Hale Media, 1419 University Ave, Suite D. San Diego CA 92103

President's report	J. Hale	Information item
Executive Director's report	S. Stauffer	Information item
Review of financial report, bank reconciliations and bank statements for February 2014	C. Moreno	Action item
Items for the agenda with Executive Committee discussion:		
○ Letter from Ace Hardware on Fat Tuesday	S. Stauffer	Discussion Item
○ Approval of temporary employee Debbie Daniels at 40hrs a month at \$10.00 and hr.	S. Stauffer	Action Item
○ Discuss the progress of board nominations	J. Hale	Discussion Item
○ Update on Bike Ad Hoc Committee	M. Brennan	Information item
○ Update on Bylaws Clarification	J. Hale	Action Item
○ Update on Accounts Receivable	S. Stauffer	Information Item
○ Hillcrest Community Foundation	S. Stauffer	Action Item
○ Update on Passport to Fashion	S. Stauffer	Action Item
○ CityFest Progress Report	J. Hale	Discussion Item
○ Block Party Progress Report	J. Hale	Discussion Item
○ Fat Tuesday Update (Financials, Etc)	M. Joseph	Information Item

**HBIA**  
**Profit & Loss by Class**  
 July 2013 through February 2014

	<u>110 GENERAL</u>	<u>220 SPECIAL EVENTS</u>	<u>410 BID CONTRACT</u>	<u>510 MAD</u>	<u>610 SBEP</u>
<b>Income</b>					
<b>40010 · City Fest Income</b>					
Beer & Wine	0.00	35,444.52	0.00	0.00	0.00
Booth	0.00	74,574.73	0.00	0.00	0.00
<b>Grants</b>					
Commission for Arts & Culture	0.00	8,000.00	0.00	0.00	0.00
SBEP City Fees & Services	0.00	9,900.00	0.00	0.00	0.00
TOT City & County	0.00	5,000.00	0.00	0.00	0.00
<b>Total Grants</b>	<u>0.00</u>	<u>22,900.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Sponsorship	0.00	31,000.00	0.00	0.00	0.00
<b>Total 40010 · City Fest Income</b>	<u>0.00</u>	<u>163,919.25</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>40020 · Farmers Market</b>	0.00	148,876.33	0.00	0.00	0.00
<b>40030 · SBEP</b>	0.00	0.00	0.00	0.00	15,979.05
<b>40040 · MAD</b>	0.00	0.00	0.00	75,993.00	0.00
<b>40045 · MAD Reserve</b>	0.00	0.00	0.00	5,000.00	0.00
<b>40050 · BID</b>	0.00	0.00	70,999.82	0.00	0.00
<b>40065 · Hillcrest Fat Tuesday</b>	0.00	17,850.00	0.00	0.00	0.00
<b>40095 · Movie Night</b>	0.00	33.50	0.00	0.00	0.00
<b>40115 · Taste 'N Tinis</b>	0.00	19,047.30	0.00	0.00	0.00
<b>40120 · Interest</b>	12.62	0.00	0.00	0.00	0.00
<b>40135 · Hillcrest Hoedown</b>	0.00	37,582.91	0.00	0.00	0.00
<b>40155 · Pride of Hillcrest/Block Party</b>	52.00	129,919.45	0.00	0.00	0.00
<b>40180 · Other Income</b>	207.78	0.00	0.00	0.00	0.00
<b>Total Income</b>	<u>272.40</u>	<u>517,228.74</u>	<u>70,999.82</u>	<u>80,993.00</u>	<u>15,979.05</u>
<b>Expense</b>					
<b>50000 · Personnel</b>					
50005 · Salaries	50,958.01	27,528.07	20,432.06	0.00	13,204.74
50025 · Employer Taxes - Federal	4,282.98	2,161.68	1,604.77	0.00	1,045.12
50030 · Employer Taxes - State	721.09	576.21	431.14	0.00	361.29
50035 · Health Insurance	6,727.98	1,028.00	0.00	0.00	0.00
50040 · Workers Comp Insurance	1,227.82	236.54	172.12	0.00	0.00
<b>Total 50000 · Personnel</b>	<u>63,917.88</u>	<u>31,530.50</u>	<u>22,640.09</u>	<u>0.00</u>	<u>14,611.15</u>
<b>50045 · Operating</b>					

**HBIA**  
**Profit & Loss by Class**  
 July 2013 through February 2014

	<u>110 GENERAL</u>	<u>220 SPECIAL EVENTS</u>	<u>410 BID CONTRACT</u>	<u>510 MAD</u>	<u>610 SBEP</u>
50050 · Rent Office Space	3,825.75	0.00	2,681.25	0.00	0.00
50055 · Storage	2,200.00	0.00	0.00	0.00	0.00
50060 · Accounting	6,989.52	1,998.00	3,870.78	506.00	1,367.90
50065 · Audit	0.00	0.00	2,625.00	3,375.00	0.00
50070 · Equipment Purchase	87.91	0.00	0.00	0.00	0.00
50075 · Intern/Consultant	0.00	2,373.00	0.00	0.00	0.00
50080 · Bank & Credit Card Charges	574.59	0.00	0.00	0.00	0.00
50085 · Repair and Maintenance	1,600.00	0.00	0.00	0.00	0.00
50090 · Office Supplies	2,215.40	0.00	2,092.18	0.00	0.00
50095 · Postage and Delivery	211.55	0.00	0.00	0.00	0.00
50100 · Printing/Photocopy	87.75	0.00	0.00	0.00	0.00
50110 · Dues/Subscriptions	460.00	0.00	0.00	0.00	0.00
50120 · Meetings	3,497.93	48.55	0.00	0.00	0.00
50130 · Telephone & Internet	3,975.94	103.61	2,243.95	0.00	0.00
50135 · Parking/Mileage	1,851.25	0.00	0.00	0.00	0.00
50145 · Bad Debt Expense	0.00	1,200.00	0.00	0.00	0.00
50330 · D & O / Liability Insurance	4,529.50	0.00	1,515.50	0.00	0.00
<b>Total 50045 · Operating</b>	<b>32,107.09</b>	<b>5,723.16</b>	<b>15,028.66</b>	<b>3,881.00</b>	<b>1,367.90</b>
<b>51000 · Neighborhood/Outreach Promotion</b>					
51525 · Promotion/Marketing/Campaigns	15,028.46	200.00	11,227.32	0.00	0.00
51526 · Taste	0.00	5,906.25	0.00	0.00	0.00
51527 · Taste 'N Tinis	0.00	13,109.77	0.00	0.00	0.00
51528 · Amazing High Heel Race	0.00	201.35	0.00	0.00	0.00
51530 · Banners	3,190.00	0.00	0.00	0.00	0.00
51545 · Newsletter	0.00	0.00	2,131.47	0.00	0.00
51555 · Farmer's Market	0.00	24,320.25	0.00	0.00	0.00
51570 · Hillcrest Hoedown.	0.00	42,173.35	0.00	0.00	0.00
51800 · Pride of Hillcrest/Block Party	0.00	114,874.24	0.00	0.00	0.00
51810 · Movie Night	0.00	3,076.00	0.00	0.00	0.00
51820 · Hillcrest Fat Tuesday	0.00	5,521.69	0.00	0.00	0.00
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>18,218.46</b>	<b>209,382.90</b>	<b>13,358.79</b>	<b>0.00</b>	<b>0.00</b>
<b>51520 · City Fest</b>					
Advertising	0.00	4,356.28	0.00	0.00	0.00
Ambulance	0.00	1,680.00	0.00	0.00	0.00
BID Crew & Equipment	0.00	3,922.42	0.00	0.00	0.00

**HBIA**  
**Profit & Loss by Class**  
July 2013 through February 2014

	<u>110 GENERAL</u>	<u>220 SPECIAL EVENTS</u>	<u>410 BID CONTRACT</u>	<u>510 MAD</u>	<u>610 SBEP</u>
City Fees (SDPD/Fire)	0.00	14,975.30	0.00	0.00	0.00
Concessions	0.00	14,126.00	0.00	0.00	0.00
Entertainment	0.00	10,021.00	0.00	0.00	0.00
Equipment Rental	0.00	48,627.09	0.00	0.00	0.00
Event Management	0.00	10,673.34	0.00	0.00	0.00
Ice Trailer	0.00	488.75	0.00	0.00	0.00
Permits	0.00	560.10	0.00	0.00	0.00
Promotions	0.00	1,216.36	0.00	0.00	0.00
Security	0.00	5,723.55	0.00	0.00	0.00
Shuttle Services	0.00	81.00	0.00	0.00	0.00
Supplies/Printing	0.00	1,521.43	0.00	0.00	0.00
Trash Management	0.00	290.00	0.00	0.00	0.00
<b>Total 51520 · City Fest</b>	<u>0.00</u>	<u>118,262.62</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
<b>53000 · Physical Improvements</b>					
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	0.00	465.83	0.00
53130 · Security	0.00	0.00	0.00	25,323.20	0.00
53135 · Street Cleaning	14,896.33	0.00	11,190.44	11,998.23	0.00
53137 · Pressure Washing	5,297.35	0.00	2,917.29	7,777.36	0.00
53138 · Utility Box Wraps	4,952.62	0.00	0.00	0.00	0.00
53150 · Dumpsters	2,136.12	0.00	1,637.79	892.98	0.00
53152 · Flower Baskets (Purchase)	3,292.34	0.00	0.00	0.00	0.00
53155 · Tree Trimming & Maintenance	4,576.84	0.00	3,686.76	18,063.40	0.00
53156 · Tree Trimming Large Trees	10,865.00	0.00	0.00	0.00	0.00
53158 · Light Canopy	0.00	0.00	0.00	12,591.00	0.00
53165 · Contingency	23,165.59	0.00	540.00	0.00	0.00
<b>Total 53000 · Physical Improvements</b>	<u>69,182.19</u>	<u>0.00</u>	<u>19,972.28</u>	<u>77,112.00</u>	<u>0.00</u>
<b>Total Expense</b>	<u>183,425.62</u>	<u>364,899.18</u>	<u>70,999.82</u>	<u>80,993.00</u>	<u>15,979.05</u>
	<u><u>-183,153.22</u></u>	<u><u>152,329.56</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>

**HBIA**  
**Profit & Loss by Class**  
 July 2013 through February 2014

	<b>TOTAL</b>
<b>Income</b>	
<b>40010 · City Fest Income</b>	
Beer & Wine	35,444.52
Booth	74,574.73
Grants	
Commission for Arts & Culture	8,000.00
SBEP City Fees & Services	9,900.00
TOT City & County	5,000.00
Total Grants	22,900.00
Sponsorship	31,000.00
<b>Total 40010 · City Fest Income</b>	163,919.25
<b>40020 · Farmers Market</b>	148,876.33
<b>40030 · SBEP</b>	15,979.05
<b>40040 · MAD</b>	75,993.00
<b>40045 · MAD Reserve</b>	5,000.00
<b>40050 · BID</b>	70,999.82
<b>40065 · Hillcrest Fat Tuesday</b>	17,850.00
<b>40095 · Movie Night</b>	33.50
<b>40115 · Taste 'N Tinis</b>	19,047.30
<b>40120 · Interest</b>	12.62
<b>40135 · Hillcrest Hoedown</b>	37,582.91
<b>40155 · Pride of Hillcrest/Block Party</b>	129,971.45
<b>40180 · Other Income</b>	207.78
<b>Total Income</b>	685,473.01
<b>Expense</b>	
<b>50000 · Personnel</b>	
50005 · Salaries	112,122.88
50025 · Employer Taxes - Federal	9,094.55
50030 · Employer Taxes - State	2,089.73
50035 · Health Insurance	7,755.98
50040 · Workers Comp Insurance	1,636.48
<b>Total 50000 · Personnel</b>	132,699.62
<b>50045 · Operating</b>	

**HBIA**  
**Profit & Loss by Class**  
 July 2013 through February 2014

	<b>TOTAL</b>
50050 · Rent Office Space	6,507.00
50055 · Storage	2,200.00
50060 · Accounting	14,732.20
50065 · Audit	6,000.00
50070 · Equipment Purchase	87.91
50075 · Intern/Consultant	2,373.00
50080 · Bank & Credit Card Charges	574.59
50085 · Repair and Maintenance	1,600.00
50090 · Office Supplies	4,307.58
50095 · Postage and Delivery	211.55
50100 · Printing/Photocopy	87.75
50110 · Dues/Subscriptions	460.00
50120 · Meetings	3,546.48
50130 · Telephone & Internet	6,323.50
50135 · Parking/Mileage	1,851.25
50145 · Bad Debt Expense	1,200.00
50330 · D & O / Liability Insurance	6,045.00
<b>Total 50045 · Operating</b>	<b>58,107.81</b>
51000 · Neighborhood/Outreach Promotion	
51525 · Promotion/Marketing/Campaigns	26,455.78
51526 · Taste	5,906.25
51527 · Taste 'N Tinis	13,109.77
51528 · Amazing High Heel Race	201.35
51530 · Banners	3,190.00
51545 · Newsletter	2,131.47
51555 · Farmer's Market	24,320.25
51570 · Hillcrest Hoedown.	42,173.35
51800 · Pride of Hillcrest/Block Party	114,874.24
51810 · Movie Night	3,076.00
51820 · Hillcrest Fat Tuesday	5,521.69
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>240,960.15</b>
51520 · City Fest	
Advertising	4,356.28
Ambulance	1,680.00
BID Crew & Equipment	3,922.42

**HBIA**  
**Profit & Loss by Class**  
 July 2013 through February 2014

	<b>TOTAL</b>
City Fees (SDPD/Fire)	14,975.30
Concessions	14,126.00
Entertainment	10,021.00
Equipment Rental	48,627.09
Event Management	10,673.34
Ice Trailer	488.75
Permits	560.10
Promotions	1,216.36
Security	5,723.55
Shuttle Services	81.00
Supplies/Printing	1,521.43
Trash Management	290.00
<b>Total 51520 · City Fest</b>	<b>118,262.62</b>
<b>53000 · Physical Improvements</b>	
53125 · Hillcrest Sign Utilities/Maint.	465.83
53130 · Security	25,323.20
53135 · Street Cleaning	38,085.00
53137 · Pressure Washing	15,992.00
53138 · Utility Box Wraps	4,952.62
53150 · Dumpsters	4,666.89
53152 · Flower Baskets (Purchase)	3,292.34
53155 · Tree Trimming & Maintenance	26,327.00
53156 · Tree Trimming Large Trees	10,865.00
53158 · Light Canopy	12,591.00
53165 · Contingency	23,705.59
<b>Total 53000 · Physical Improvements</b>	<b>166,266.47</b>
<b>Total Expense</b>	<b>716,296.67</b>
	<b>-30,823.66</b>

**HBIA**  
**Profit & Loss Budget vs. Actual**  
 July 2013 through February 2014

				<b>TOTAL</b>	
	Feb 14	Budget	Variance	Jul '13 - Feb 14	Budget
<b>Income</b>					
40015 · CityFest	0.00			163,919.25	130,000.00
40020 · Farmers Market	18,752.80	13,334.00	5,418.80	148,876.33	106,672.00
40030 · SBEP	2,488.55	2,140.00	348.55	15,979.05	12,840.00
40040 · MAD	8,015.32	5,511.00	2,504.32	75,993.00	66,963.00
40045 · MAD Reserve	0.00	5,000.00	-5,000.00	5,000.00	25,000.00
40050 · BID	10,399.94	9,353.00	1,046.94	70,999.82	77,062.00
40055 · BID Carry Forward	0.00	2,334.00	-2,334.00	0.00	18,672.00
40065 · Hillcrest Fat Tuesday	7,850.00			17,850.00	
40080 · Newsletter/Advertising	0.00	84.00	-84.00	0.00	672.00
40095 · Movie Night	0.00			33.50	
40110 · Taste	0.00	8,625.00	-8,625.00	0.00	8,625.00
40115 · Taste 'N Tinis	800.00			19,047.30	17,000.00
40120 · Interest	0.00	100.00	-100.00	12.62	800.00
40135 · Hillcrest Hoedown	0.00			37,582.91	38,700.00
40140 · Banner Space	0.00	667.00	-667.00	0.00	5,336.00
40155 · Pride of Hillcrest/Block Party	52.00			129,971.45	140,000.00
40160 · Hillcrest Map.	0.00	359.00	-359.00	0.00	2,872.00
40180 · Other Income	52.00	167.00	-115.00	207.78	1,336.00
<b>Total Income</b>	<b>48,410.61</b>	<b>47,674.00</b>	<b>736.61</b>	<b>685,473.01</b>	<b>652,550.00</b>
<b>Expense</b>					
<b>50000 · Personnel</b>					
50005 · Salaries	12,452.44	14,290.00	-1,837.56	112,122.88	110,344.00
50025 · Employer Taxes - Federal	996.65	1,572.00	-575.35	9,094.55	12,272.00
50030 · Employer Taxes - State	455.00	758.00	-303.00	2,089.73	1,516.00
50035 · Health Insurance	1,046.14	788.00	258.14	7,755.98	6,304.00
50040 · Workers Comp Insurance	0.00	194.00	-194.00	1,636.48	1,552.00
<b>Total 50000 · Personnel</b>	<b>14,950.23</b>	<b>17,602.00</b>	<b>-2,651.77</b>	<b>132,699.62</b>	<b>131,988.00</b>
<b>50045 · Operating</b>					
50050 · Rent Office Space	723.00	726.00	-3.00	6,507.00	5,808.00
50055 · Storage	275.00	150.00	125.00	2,200.00	1,200.00
50060 · Accounting	1,845.00	1,835.00	10.00	14,732.20	14,680.00
50065 · Audit	1,000.00			6,000.00	7,500.00
50070 · Equipment Purchase	0.00	225.00	-225.00	87.91	1,800.00



**HBIA**  
**Profit & Loss Budget vs. Actual**  
 July 2013 through February 2014

				<b>TOTAL</b>	
	<b>Feb 14</b>	<b>Budget</b>	<b>Variance</b>	<b>Jul '13 - Feb 14</b>	<b>Budget</b>
50075 · Intern/Consultant	498.00	417.00	81.00	2,373.00	3,336.00
50080 · Bank & Credit Card Charges	0.00	50.00	-50.00	574.59	400.00
50085 · Repair and Maintenance	370.00	100.00	270.00	1,600.00	800.00
50090 · Office Supplies	871.93	267.00	604.93	4,307.58	2,136.00
50095 · Postage and Delivery	49.00	42.00	7.00	211.55	336.00
50100 · Printing/Photocopy	0.00	340.00	-340.00	87.75	2,720.00
50110 · Dues/Subscriptions	460.00	667.00	-207.00	460.00	5,336.00
50120 · Meetings	202.31	251.00	-48.69	3,546.48	2,008.00
50125 · Legal	0.00	167.00	-167.00	0.00	1,336.00
50130 · Telephone & Internet	1,001.38	447.00	554.38	6,323.50	3,576.00
50135 · Parking/Mileage	232.00	200.00	32.00	1,851.25	1,600.00
50140 · Depreciation	0.00	100.00	-100.00	0.00	800.00
50145 · Bad Debt Expense	1,200.00			1,200.00	
50330 · D & O / Liability Insurance	1,383.00	326.00	1,057.00	6,045.00	5,766.00
<b>Total 50045 · Operating</b>	<b>10,110.62</b>	<b>6,310.00</b>	<b>3,800.62</b>	<b>58,107.81</b>	<b>61,138.00</b>
<b>51000 · Neighborhood/Outreach Promotion</b>					
51515 · CityFest	1,490.40			118,262.62	85,000.00
51525 · Promotion/Marketing/Campaigns	2,514.95	2,034.00	480.95	26,455.78	16,272.00
51526 · Taste	1,312.50	770.00	542.50	5,906.25	6,160.00
51527 · Taste 'N Tinis	1,478.78			13,109.77	15,000.00
51528 · Amazing High Heel Race	0.00	0.00	0.00	201.35	0.00
51530 · Banners	0.00	300.00	-300.00	3,190.00	2,400.00
51535 · Web Site Communications	0.00	84.00	-84.00	0.00	672.00
51545 · Newsletter	0.00	225.00	-225.00	2,131.47	1,800.00
51555 · Farmer's Market	5,650.00	1,667.00	3,983.00	24,320.25	13,336.00
51560 · Business Forum/Open House	0.00	117.00	-117.00	0.00	936.00
51565 · Hillcrest Map	0.00	359.00	-359.00	0.00	2,872.00
51570 · Hillcrest Hoedown.	1,787.92			42,173.35	36,500.00
51800 · Pride of Hillcrest/Block Party	1,449.60			114,874.24	90,000.00
51810 · Movie Night	0.00			3,076.00	
51820 · Hillcrest Fat Tuesday	5,371.69			5,521.69	
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>21,055.84</b>	<b>5,556.00</b>	<b>15,499.84</b>	<b>359,222.77</b>	<b>270,948.00</b>
<b>53000 · Physical Improvements</b>					
53125 · Hillcrest Sign Utilities/Maint.	62.75	67.00	-4.25	465.83	536.00

**HBIA**  
**Profit & Loss Budget vs. Actual**  
 July 2013 through February 2014

				<b>TOTAL</b>	
	<b>Feb 14</b>	<b>Budget</b>	<b>Variance</b>	<b>Jul '13 - Feb 14</b>	<b>Budget</b>
53130 · Security	3,165.40	3,042.00	123.40	25,323.20	24,336.00
53135 · Street Cleaning	3,908.00	3,910.00	-2.00	38,085.00	31,280.00
53137 · Pressure Washing	1,999.00	4,067.00	-2,068.00	15,992.00	17,536.00
53138 · Utility Box Wraps	0.00			4,952.62	5,000.00
53150 · Dumpsters	154.26	301.00	-146.74	4,666.89	2,408.00
53152 · Flower Baskets (Purchase)	0.00	425.00	-425.00	3,292.34	12,304.00
53155 · Tree Trimming & Maintenance	3,326.00	3,865.00	-539.00	26,327.00	15,920.00
53156 · Tree Trimming Large Trees	0.00	1,334.00	-1,334.00	10,865.00	10,672.00
53157 · Tree Light Repair	0.00	667.00	-667.00	0.00	5,336.00
53158 · Light Canopy	0.00			12,591.00	35,000.00
53165 · Contingency	1,583.05	5,398.00	-3,814.95	23,705.59	43,184.00
<b>Total 53000 · Physical Improvements</b>	<b>14,198.46</b>	<b>23,076.00</b>	<b>-8,877.54</b>	<b>166,266.47</b>	<b>203,512.00</b>
<b>Total Expense</b>	<b>61,805.55</b>	<b>52,544.00</b>	<b>9,261.55</b>	<b>717,787.07</b>	<b>667,586.00</b>
	<b><u>-11,904.54</u></b>	<b><u>-4,870.00</u></b>	<b><u>-7,034.54</u></b>	<b><u>-30,823.66</u></b>	<b><u>-15,036.00</u></b>

**HBIA**  
**Profit & Loss Budget vs. Actual**  
 July 2013 through February 2014

	<b>Variance</b>
<b>Income</b>	
40015 · CityFest	33,919.25
40020 · Farmers Market	42,204.33
40030 · SBEP	3,139.05
40040 · MAD	9,030.00
40045 · MAD Reserve	-20,000.00
40050 · BID	-6,062.18
40055 · BID Carry Forward	-18,672.00
40065 · Hillcrest Fat Tuesday	
40080 · Newsletter/Advertising	-672.00
40095 · Movie Night	
40110 · Taste	-8,625.00
40115 · Taste 'N Tinis	2,047.30
40120 · Interest	-787.38
40135 · Hillcrest Hoedown	-1,117.09
40140 · Banner Space	-5,336.00
40155 · Pride of Hillcrest/Block Party	-10,028.55
40160 · Hillcrest Map.	-2,872.00
40180 · Other Income	-1,128.22
<b>Total Income</b>	<b>32,923.01</b>
<b>Expense</b>	
50000 · Personnel	
50005 · Salaries	1,778.88
50025 · Employer Taxes - Federal	-3,177.45
50030 · Employer Taxes - State	573.73
50035 · Health Insurance	1,451.98
50040 · Workers Comp Insurance	84.48
<b>Total 50000 · Personnel</b>	<b>711.62</b>
50045 · Operating	
50050 · Rent Office Space	699.00
50055 · Storage	1,000.00
50060 · Accounting	52.20
50065 · Audit	-1,500.00
50070 · Equipment Purchase	-1,712.09

**HBIA**  
**Profit & Loss Budget vs. Actual**  
 July 2013 through February 2014

	<u>Variance</u>
50075 · Intern/Consultant	-963.00
50080 · Bank & Credit Card Charges	174.59
50085 · Repair and Maintenance	800.00
50090 · Office Supplies	2,171.58
50095 · Postage and Delivery	-124.45
50100 · Printing/Photocopy	-2,632.25
50110 · Dues/Subscriptions	-4,876.00
50120 · Meetings	1,538.48
50125 · Legal	-1,336.00
50130 · Telephone & Internet	2,747.50
50135 · Parking/Mileage	251.25
50140 · Depreciation	-800.00
50145 · Bad Debt Expense	
50330 · D & O / Liability Insurance	279.00
<b>Total 50045 · Operating</b>	<b>-3,030.19</b>
<b>51000 · Neighborhood/Outreach Promotion</b>	
51515 · CityFest	33,262.62
51525 · Promotion/Marketing/Campaigns	10,183.78
51526 · Taste	-253.75
51527 · Taste 'N Tinis	-1,890.23
51528 · Amazing High Heel Race	201.35
51530 · Banners	790.00
51535 · Web Site Communications	-672.00
51545 · Newsletter	331.47
51555 · Farmer's Market	10,984.25
51560 · Business Forum/Open House	-936.00
51565 · Hillcrest Map	-2,872.00
51570 · Hillcrest Hoedown.	5,673.35
51800 · Pride of Hillcrest/Block Party	24,874.24
51810 · Movie Night	
51820 · Hillcrest Fat Tuesday	
<b>Total 51000 · Neighborhood/Outreach Promotion</b>	<b>88,274.77</b>
<b>53000 · Physical Improvements</b>	
53125 · Hillcrest Sign Utilities/Maint.	-70.17

**HBIA**  
**Profit & Loss Budget vs. Actual**  
 July 2013 through February 2014

	<b>Variance</b>
53130 · Security	987.20
53135 · Street Cleaning	6,805.00
53137 · Pressure Washing	-1,544.00
53138 · Utility Box Wraps	-47.38
53150 · Dumpsters	2,258.89
53152 · Flower Baskets (Purchase)	-9,011.66
53155 · Tree Trimming & Maintenance	10,407.00
53156 · Tree Trimming Large Trees	193.00
53157 · Tree Light Repair	-5,336.00
53158 · Light Canopy	-22,409.00
53165 · Contingency	-19,478.41
<b>Total 53000 · Physical Improvements</b>	<b>-37,245.53</b>
 <b>Total Expense</b>	 <b>50,201.07</b>
	<b>-15,787.66</b>

**HBIA**  
**Balance Sheet**  
As of February 28, 2014

	<b>Feb 28, 14</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10035 · Comerica - Checking	211,311.55
<b>Total Checking/Savings</b>	211,311.55
<b>Accounts Receivable</b>	
12000 · Accounts Receivable	33,216.17
<b>Total Accounts Receivable</b>	33,216.17
<b>Other Current Assets</b>	
10115 · SBEP City Fees & Services	20,900.00
10125 · MAD Receivable	31,414.03
10145 · Farmers Market Receivable	5,151.80
10155 · Prepaid Expense	2,735.09
10165 · Workers Compensation Deposit	842.00
10175 · Commission for Arts Grant Rcvbl	15,279.00
10185 · Pride Flag Receivable	16,372.78
<b>Total Other Current Assets</b>	92,694.70
<b>Total Current Assets</b>	337,222.42
<b>Fixed Assets</b>	
10200 · Office Furniture & Equipment	24,893.41
10220 · Accumulated Depreciation	-13,139.00
<b>Total Fixed Assets</b>	11,754.41
<b>TOTAL ASSETS</b>	<b>348,976.83</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
20225 · SBEP Advance	9,905.95
20250 · Pride Flag Donations Payable	30,924.55
21000 · Payroll Liabilities	

**HBIA**  
**Balance Sheet**  
As of February 28, 2014

	<u>Feb 28, 14</u>
FUTA Payable	118.23
Vacation Payable	<u>5,364.95</u>
Total 21000 · Payroll Liabilities	<u>5,483.18</u>
Total Other Current Liabilities	<u>46,313.68</u>
Total Current Liabilities	<u>46,313.68</u>
Total Liabilities	46,313.68
Equity	
31100 · Unrestricted Net Assets	333,486.81
Net Income	<u>-30,823.66</u>
Total Equity	<u>302,663.15</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u><u>348,976.83</u></u></b>

**HBIA**  
**A/R Aging Summary**  
**As of February 28, 2014**

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>
619 Spirits	0.00	3,000.00	0.00	0.00	0.00
About Time	0.00	0.00	0.00	0.00	52.00
Above & Beyond USA	0.00	0.00	0.00	0.00	52.00
Absolut Vodka	0.00	0.00	10,000.00	0.00	0.00
Anheuser-Busch, LLC	0.00	5,000.00	0.00	0.00	0.00
Brazen BBQ	0.00	0.00	0.00	0.00	0.00
Buffalo Exchange, LTD	0.00	0.00	0.00	0.00	52.00
California Bank & Trust.	0.00	0.00	0.00	0.00	350.00
City of San Diego	0.00	0.00	0.00	0.00	5,721.17
Comerica Bank	0.00	0.00	0.00	0.00	2,000.00
Deli Lama	0.00	0.00	0.00	0.00	52.00
Designer Style Sunglasses LLC	0.00	0.00	0.00	0.00	52.00
E Cosway	0.00	0.00	0.00	0.00	52.00
Family Health Centers of San Diego	0.00	0.00	0.00	0.00	285.00
FIDO and Co.	0.00	0.00	0.00	0.00	52.00
Fig Tree Cafe	0.00	0.00	0.00	0.00	52.00
Harvest Landscape.	0.00	0.00	0.00	0.00	0.00
Hillcrest Hardware.	0.00	0.00	0.00	0.00	52.00
Hollywood Tans	0.00	0.00	0.00	0.00	0.00
Jack in the Box	0.00	0.00	0.00	0.00	0.00
Jagermeister	0.00	1,000.00	0.00	0.00	0.00
Pizza Al Taglio, Inc.	0.00	0.00	0.00	0.00	52.00
Remo Partners LLC	0.00	0.00	0.00	0.00	52.00
Richs Nightclub	0.00	0.00	0.00	0.00	4,130.00
Romantix	0.00	52.00	0.00	0.00	0.00
San Diego Pride	0.00	0.00	0.00	0.00	0.00
Svedka Vodka	0.00	0.00	0.00	0.00	0.00
Tammy's Beauty Salon	0.00	0.00	0.00	0.00	52.00
The Range Kitchen & Cocktails	0.00	0.00	0.00	0.00	0.00
Two Hands Mobile Message	0.00	0.00	0.00	0.00	350.00
Vortex Maintenance, Inc.	0.00	0.00	0.00	0.00	52.00
Whole Foods Market	0.00	52.00	0.00	0.00	600.00
	<u>0.00</u>	<u>9,104.00</u>	<u>10,000.00</u>	<u>0.00</u>	<u>14,112.17</u>



**HBIA**  
**A/R Aging Summary**  
**As of February 28, 2014**

	<u><b>TOTAL</b></u>
619 Spirits	3,000.00
About Time	52.00
Above & Beyond USA	52.00
Absolut Vodka	10,000.00
Anheuser-Busch, LLC	5,000.00
Brazen BBQ	0.00
Buffalo Exchange, LTD	52.00
California Bank & Trust.	350.00
City of San Diego	5,721.17
Comerica Bank	2,000.00
Deli Lama	52.00
Designer Style Sunglasses LLC	52.00
E Cosway	52.00
Family Health Centers of San Diego	285.00
FIDO and Co.	52.00
Fig Tree Cafe	52.00
Harvest Landscape.	0.00
Hillcrest Hardware.	52.00
Hollywood Tans	0.00
Jack in the Box	0.00
Jagermeister	1,000.00
Pizza Al Taglio, Inc.	52.00
Remo Partners LLC	52.00
Richs Nightclub	4,130.00
Romantix	52.00
San Diego Pride	0.00
Svedka Vodka	0.00
Tammy's Beauty Salon	52.00
The Range Kitchen & Cocktails	0.00
Two Hands Mobile Message	350.00
Vortex Maintenance, Inc.	52.00
Whole Foods Market	652.00
	<u><b>33,216.17</b></u>