



Hillcrest Business Association
Board of Directors Meeting
Public Meeting ~ November 8, 2016, 4pm
Joyce Beers Community Center
1230 Cleveland Ave., San Diego CA 92103

Agenda

- | | | |
|---|-------------|------------|
| 1. Call to order and introductions | T. Daiber | 2 minutes |
| 2. Public comment (2 minutes per speaker) (information) | | 8 minutes |
| 3. President's report (information) | T. Daiber | 5 minutes |
| 4. Consent agenda (action) | M. Roland | 10 minutes |
| a. Approval of minutes (September and October 2016) ¹ | | |
| b. Approval of financials (July, August and September 2016) ₂ | | |
| 5. Adjourn to Closed Session for conference with legal counsel:
Significant exposure to litigation pursuant to paragraph (2) or (3)
of subdivision (d) of Section 54956.9: Number of claims: one.
(action) | T. Daiber | 5 minutes |
| 6. Adjourn to Open Session and report on closed session
(information) | T. Daiber | 5 minutes |
| 7. University Avenue Pipeline Replacement Project (information) | A. Zaragoza | 10 minutes |
| 8. Approval of proposal to modify parking meter enforcement times
in Hillcrest. | E. Hannon | 10 minutes |
| 9. Pilot project to fill tree wells with rubber "rocks" surface material | J. Jackson | 10 minutes |

Attachments:

- | | |
|---|-------------------------|
| 1. Board minutes September and October, 2016 | 3. Quote for tree wells |
| 2. Board financial documents August and September, 2016 | |

Notices to the public:

Parking and access: Parking for the meeting may be found at the HUB parking lot. Disabled persons of any kind are invited to contact the HBA for assistance with accessing and participating in the meeting. Translation services are available upon request. Any special requests must be made via email to benjamin@hillcrestbia.org three business days ahead of the meeting.

Brown Act:

Government Code 54950 (The Brown Act) requires that a brief description of each item to be transacted or discussed be posted at least 72 hours prior to a regular meeting. Action may not be taken on items not posted on the agenda.

Public Comment:

The public is welcome and encouraged to participate in this meeting. Public comment is taken (2 minutes maximum per person) on items listed on the agenda when they are called. Public Comment on items not listed on the agenda will be heard at the meeting as noted on the agenda. Comments on controversial items may be limited and large groups are encouraged to select one or two speakers to represent the opinion of the group. The order of Agenda items is listed for reference and may be taken in any order deemed appropriate by the Board of Directors. The Agenda provides a general description and staff recommendations; however, the Board of Directors may take action other than what is recommended.

Hillcrest Business Association
3737 Fifth Ave. #202, San Diego, CA 92103
p:(619) 299-3330 f: (619) 299-4230



(action)³

Adjourn

Ad hoc committees:

- ~~Map ad hoc committee (B. Casey)~~
 - ~~Video ad hoc committee (B. Casey)~~
 - ~~Bicycle ad hoc committee (C. Kauffman)~~
 - ~~Homeless outreach ad hoc committee~~
 - EMAD ad-hoc committee (M. Roland)
 - ~~Taste of Hillcrest (J. Baro)~~
 - ~~Hillcrest Craft Beer Crawl (J. Baro)~~
 - Normal Street Greenway (M. Brennan)
 - Security (P. Katz)
 - 1000 University Ave. Block (Jackson)
 - Washington Street Action Team (Tsang)
 - ~~Pride Block Party (R. Bedrosian)~~
 - Mardi Gras (J. Baro)
-

Attachments:

1. Board minutes September and October, 2016
2. Board financial documents August and September, 2016

3. Quote for tree wells

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Hillcrest Business Association
3737 Fifth Ave. #202, San Diego, CA 92103
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Hillcrest Business Association
Board of Directors Meeting
Public Meeting ~ September 13, 2016, 5pm
Joyce Beers Community Center
1230 Cleveland Ave., San Diego CA 92103

Minutes

Board in attendance:

Brian Lovering, Delour Younan, Michael Brennan, Glenn Younger, Pete Katz, Paul Smith, Alphonso Tsang, Charles Kaufman.

Staff in attendance:

Megan Gamwell, Mary Joseph and Benjamin Nicholls.

Public in attendance

Robert Schroeder, Matt Walhstrom, Simon, Carly, Anthony Theodor

- The meeting was called to order.
- Simon and A. Theodore opening up Bull and Grain, ethnic fusion and handcrafted, artisanal.
- G. Younger presented Plan update was updated about 24yrs ago, need to show reporting on growth and showcase new proposal.
- He also announced that C. Ward would be at the annual meeting.

- B. Nicholls presented staff updates and status of projects.
- B. Nicholls reported that he had been re-appointed to representing small business community on the City's Parking Advisory Board.

- A motion was made to approve the consent agenda by P. Katz and seconded by M. Roland (9/0/0)
- B. Nicholls reported on the mailings for the election having been distributed. He stated that the nominations committee had selected eligible candidates for the slate that would be endorsed by the Board. Nominations are J. Baro, Jeff Jackson, B. Lovering, C. Moreno, Mag Roland, Glenn Younger, Paul Smith, Pete Katz. Community members can be added to proxy ballot.
- M. Wahlstrom informed the board he would be submitting name.
- A motion was made by A. Tsang and endorsed by B. Lovering to approve the slate. The motion passed (9/0/0)

- B., Nicholls reports that our current attorney was retiring and had referred Devaney, Pete, Morris, and Cameron to take over account and continue the contracted rate which had been approved by the insurance company.



- G. Younger and B. Nicholls were meeting with new firm to discuss current case.
- M. Wahlstrom stated that there was a conflict of interest.
- A motion was made by P. Katz and endorsed by M. Roland to approve entering into an agreement with the new firm. The motion passed (9/0/0).

- B. Nicholls reported on T. Daiber and his activity on the homeless within various meetings at the City. He presented an activity report of security guard tasks.
- There was a wide ranging discussion about homelessness in San Diego including short term and long term strategies.

Meeting adjourned.



Hillcrest Business Association
Annual Meeting
Public Meeting ~ October 11, 2016, 5pm
H2O Sushi
3930 University Ave., San Diego CA 92103

Minutes

Board members in attendance: Michael Brennan, Tami Daiber, Maggie Roland, Paul Smith, Alphonso Tsang, Cecelia Moreno, Charles Kauffman

Staff in attendance: Michael Cox, Mary Joseph, Benjamin Nicholls

- The meeting began and a number of speakers addressed the group.
-
- Voting occurred and the tallied results were that J. Baro, J Jackson, P. Katz, B. Lovering, C. Moreneo, M. Roland, P. Smith and G. Younger were elected.
 - Motion: made by A. Tsang and endorsed by C Kauffman to accept the results of the election. The motion passed unanimously.
- The new board members were seated.
- The meeting adjourned.

Hillcrest Business Association
October Board Meeting
Public Meeting ~ October 11, 2016, 6:30pm
H2O Sushi
3930 University Ave., San Diego CA 92103

Minutes

- T. Daiber called the meeting to order
-
- Motion: made by C. Moreno and endorsed by C Kauffman to accept elect T. Daiber as president, G. Younger as Vice President, M. Roland as Treasurer, and P. Smith as Vice President. The motion passed unanimously.
- The meeting adjourned.

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of July 31, 2016

	<u>Jul 31, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 - Comerica - Checking	119,289.82
10045 - PayPal	656.20
Total Checking/Savings	<u>119,946.02</u>
Accounts Receivable	
12000 - Accounts Receivable	50,776.50
Total Accounts Receivable	<u>50,776.50</u>
Other Current Assets	
10115 - SBEP City Fees & Services	5,584.95
10120 - BID Receivable	6,215.75
10125 - MAD Receivable	7,902.49
10145 - Farmers Market Receivable	12,800.87
10155 - Prepaid Expense	6,501.53
10175 - Commission for Arts Grant Rcvbl	22,000.00
Total Other Current Assets	<u>61,005.59</u>
Total Current Assets	<u>231,728.11</u>
Fixed Assets	
10200 - Office Furniture & Equipment	21,364.81
10220 - Accumulated Depreciation	-16,258.40
Total Fixed Assets	<u>5,106.41</u>
TOTAL ASSETS	<u><u>236,834.52</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
20000 - Accounts Payable	250.00
Total Accounts Payable	<u>250.00</u>
Other Current Liabilities	
20230 - Sales Tax Payable	1,254.00
21000 - Payroll Liabilities	
Vacation Payable	5,036.62

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of July 31, 2016

	<u>Jul 31, 16</u>
Total 21000 - Payroll Liabilities	5,036.62
Total Other Current Liabilities	6,290.62
Total Current Liabilities	6,540.62
Total Liabilities	6,540.62
Equity	
31100 - Unrestricted Net Assets	167,008.33
Net Income	63,285.57
Total Equity	230,293.90
TOTAL LIABILITIES & EQUITY	<u>236,834.52</u>

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July 2016

	Jul 16	Budget	Variance
Income			
40015 - CityFest	56,032.70	60,000.00	-3,967.30
40020 - Farmers Market	23,355.62	17,500.00	5,855.62
40040 - MAD	7,901.64	6,539.00	1,362.64
40050 - BID	6,215.75	8,864.00	-2,648.25
40100 - Nightmare on Normal Street	6,500.00	6,000.00	500.00
40140 - Banner Space	500.00	208.00	292.00
40145 - Pride Flag	1,261.40		
40155 - Pride of Hillcrest/Block Party	86,031.65	100,000.00	-13,968.35
Total Income	187,798.76	199,111.00	-11,312.24
Expense			
50000 - Personnel			
50005 - Salaries	15,916.92	12,523.00	3,393.92
50025 - Employer Taxes - Federal	1,217.65	1,633.00	-415.35
50035 - Health Insurance	155.67	841.00	-685.33
50040 - Workers Comp Insurance	0.00	144.00	-144.00
Total 50000 - Personnel	17,290.24	15,141.00	2,149.24
50045 - Operating			
50050 - Rent Office Space	982.40	803.00	179.40
50060 - Accounting	1,843.50	1,591.00	252.50
50070 - Equipment Purchase	0.00	175.00	-175.00
50075 - Intern/Consultant	0.00	832.00	-832.00
50080 - Bank & Credit Card Charges	72.80	0.00	72.80
50090 - Office Supplies	104.55	266.00	-161.45
50095 - Postage and Delivery	47.00	29.00	18.00
50100 - Printing/Photocopy	77.83	107.00	-29.17
50110 - Dues/Subscriptions	500.00	450.00	50.00
50120 - Meetings	0.00	291.00	-291.00
50130 - Telephone & Internet	336.56	625.00	-288.44
50135 - Parking/Mileage	231.75	199.00	32.75
50330 - D & O / Liability Insurance	1,332.45	791.00	541.45
Total 50045 - Operating	5,528.84	6,159.00	-630.16

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July 2016

	Jul 16	Budget	Variance
51000 - Neighborhood/Outreach Promotion			
51515 - CityFest	6,972.35	5,000.00	1,972.35
51525 - Promotion/Marketing/Campaigns	1,405.00	1,292.00	113.00
51535 - Web Site Communications	0.00	85.00	-85.00
51540 - Business Mixers/Open House	0.00	280.00	-280.00
51545 - Newsletter	844.96	1,025.00	-180.04
51556 - Farmer's Market Trolley	1,540.00	1,292.00	248.00
51800 - Pride of Hillcrest/Block Party	59,429.71	65,000.00	-5,570.29
Total 51000 - Neighborhood/Outreach Promotion	70,192.02	73,974.00	-3,781.98
53000 - Physical Improvements			
53125 - Hillcrest Sign Utilities/Maint.	46.55	66.00	-19.45
53130 - Security	4,950.03	6,140.00	-1,189.97
53135 - Street Cleaning	3,908.00	3,666.00	242.00
53137 - Pressure Washing	2,094.50	2,000.00	94.50
53150 - Dumpsters	0.00	375.00	-375.00
53155 - Tree & Flower Maintenance	2,182.00	1,834.00	348.00
53159 - EMAD Expansion	16,250.00	16,500.00	-250.00
53161 - Special Projects	2,071.01	826.00	1,245.01
Total 53000 - Physical Improvements	31,502.09	31,407.00	95.09
Total Expense	124,513.19	126,681.00	-2,167.81
Net Income	63,285.57	72,430.00	-9,144.43

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July 2016

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	TOTAL
Income					
40015 - CityFest	0.00	56,032.70	0.00	0.00	56,032.70
40020 - Farmers Market	23,355.62	0.00	0.00	0.00	23,355.62
40040 - MAD	0.00	0.00	0.00	7,901.64	7,901.64
40050 - BID	0.00	0.00	6,215.75	0.00	6,215.75
40100 - Nightmare on Normal Street	0.00	6,500.00	0.00	0.00	6,500.00
40140 - Banner Space	500.00	0.00	0.00	0.00	500.00
40145 - Pride Flag	1,261.40	0.00	0.00	0.00	1,261.40
40155 - Pride of Hillcrest/Block Party	0.00	86,031.65	0.00	0.00	86,031.65
Total Income	25,117.02	148,564.35	6,215.75	7,901.64	187,798.76
Expense					
50000 - Personnel					
50005 - Salaries	6,903.48	5,490.00	3,523.44	0.00	15,916.92
50025 - Employer Taxes - Federal	528.11	419.99	269.55	0.00	1,217.65
50035 - Health Insurance	155.67	0.00	0.00	0.00	155.67
Total 50000 - Personnel	7,587.26	5,909.99	3,792.99	0.00	17,290.24
50045 - Operating					
50050 - Rent Office Space	982.40	0.00	0.00	0.00	982.40
50060 - Accounting	1,178.50	665.00	0.00	0.00	1,843.50
50080 - Bank & Credit Card Charges	72.80	0.00	0.00	0.00	72.80
50090 - Office Supplies	104.55	0.00	0.00	0.00	104.55
50095 - Postage and Delivery	47.00	0.00	0.00	0.00	47.00
50100 - Printing/Photocopy	77.83	0.00	0.00	0.00	77.83
50110 - Dues/Subscriptions	500.00	0.00	0.00	0.00	500.00
50130 - Telephone & Internet	336.56	0.00	0.00	0.00	336.56
50135 - Parking/Mileage	231.75	0.00	0.00	0.00	231.75
50330 - D & O / Liability Insurance	0.00	1,332.45	0.00	0.00	1,332.45
Total 50045 - Operating	3,531.39	1,997.45	0.00	0.00	5,528.84
51000 - Neighborhood/Outreach Promotion					
51515 - CityFest	0.00	6,972.35	0.00	0.00	6,972.35
51525 - Promotion/Marketing/Campaigns	1,405.00	0.00	0.00	0.00	1,405.00
51545 - Newsletter	844.96	0.00	0.00	0.00	844.96
51556 - Farmer's Market Trolley	0.00	1,540.00	0.00	0.00	1,540.00

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July 2016

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	TOTAL
51800 - Pride of Hillcrest/Block Party	0.00	59,429.71	0.00	0.00	59,429.71
Total 51000 - Neighborhood/Outreach Promotion	2,249.96	67,942.06	0.00	0.00	70,192.02
53000 - Physical Improvements					
53125 - Hillcrest Sign Utilities/Maint.	0.00	0.00	0.00	46.55	46.55
53130 - Security	0.00	0.00	0.00	4,950.03	4,950.03
53135 - Street Cleaning	2,049.71	0.00	1,207.73	650.56	3,908.00
53137 - Pressure Washing	0.00	0.00	0.00	2,094.50	2,094.50
53155 - Tree & Flower Maintenance	806.97	0.00	1,215.03	160.00	2,182.00
53159 - EMAD Expansion	16,250.00	0.00	0.00	0.00	16,250.00
53161 - Special Projects	2,071.01	0.00	0.00	0.00	2,071.01
Total 53000 - Physical Improvements	21,177.69	0.00	2,422.76	7,901.64	31,502.09
Total Expense	34,546.30	75,849.50	6,215.75	7,901.64	124,513.19
Net Income	-9,429.28	72,714.85	0.00	0.00	63,285.57

Hillcrest Business Improvement Association, Inc.

A/R Aging Summary

As of July 31, 2016

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
2016 GO by BIKE Mini-Grant Program	0.00	0.00	2,955.00	0.00	0.00	2,955.00
Anheuser-Busch	0.00	0.00	0.00	10,000.00	0.00	10,000.00
Beam Suntory	0.00	0.00	0.00	6,000.00	0.00	6,000.00
Busalacchi's A Modo Mio	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Campani America	0.00	0.00	0.00	7,000.00	0.00	7,000.00
Comerica Bank	0.00	0.00	0.00	1,500.00	0.00	1,500.00
Flick's	0.00	0.00	1,000.00	0.00	0.00	1,000.00
Geico	0.00	1,750.00	0.00	0.00	0.00	1,750.00
Luigi Vera, Buy, Trade & Sell	0.00	0.00	0.00	0.00	250.00	250.00
Phildaelphia Insurance	0.00	0.00	3,924.50	0.00	13,027.00	16,951.50
San Diego Pride	0.00	0.00	0.00	0.00	0.00	0.00
San Ysidro Health Center-CASA	0.00	370.00	0.00	0.00	0.00	370.00
UCSD	0.00	0.00	0.00	0.00	2,000.00	2,000.00
TOTAL	0.00	2,120.00	7,879.50	24,500.00	16,277.00	50,776.50

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of August 31, 2016

	<u>Aug 31, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 - Comerica - Checking	88,824.37
10045 - PayPal	656.20
Total Checking/Savings	<u>89,480.57</u>
Accounts Receivable	
12000 - Accounts Receivable	48,889.50
Total Accounts Receivable	<u>48,889.50</u>
Other Current Assets	
10110 - Block Party Prepaid/Rcvbl.	1,800.00
10115 - SBEP City Fees & Services	5,827.95
10125 - MAD Receivable	16,112.07
10145 - Farmers Market Receivable	8,128.18
10155 - Prepaid Expense	5,639.13
Total Other Current Assets	<u>37,507.33</u>
Total Current Assets	<u>175,877.40</u>
Fixed Assets	
10200 - Office Furniture & Equipment	21,364.81
10220 - Accumulated Depreciation	-16,258.40
Total Fixed Assets	<u>5,106.41</u>
TOTAL ASSETS	<u><u>180,983.81</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20230 - Sales Tax Payable	3,188.00
21000 - Payroll Liabilities	
Vacation Payable	5,036.62
Total 21000 - Payroll Liabilities	<u>5,036.62</u>
Total Other Current Liabilities	<u>8,224.62</u>
Total Current Liabilities	<u>8,224.62</u>
Total Liabilities	8,224.62

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of August 31, 2016

	<u>Aug 31, 16</u>
Equity	
31100 - Unrestricted Net Assets	167,008.33
Net Income	<u>5,750.86</u>
Total Equity	<u>172,759.19</u>
TOTAL LIABILITIES & EQUITY	<u><u>180,983.81</u></u>

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July through August 2016

	TOTAL					
	Aug 16	Budget	Variance	Jul - Aug 16	Budget	Variance
Income						
40015 · CityFest	19,825.50	25,000.00	-5,174.50	75,858.20	85,000.00	-9,141.80
40020 · Farmers Market	18,060.48	17,500.00	560.48	41,416.10	35,000.00	6,416.10
40040 · MAD	8,209.58	6,539.00	1,670.58	16,111.22	13,078.00	3,033.22
40050 · BID	12,195.06	7,693.00	4,502.06	18,410.81	16,557.00	1,853.81
40100 · Nightmare on Normal Street	135.00	2,000.00	-1,865.00	6,635.00	8,000.00	-1,365.00
40140 · Banner Space	6,000.00	208.00	5,792.00	6,500.00	416.00	6,084.00
40145 · Pride Flag	0.00			1,261.40		
40155 · Pride of Hillcrest/Block Party	2,608.00	5,000.00	-2,392.00	88,639.65	105,000.00	-16,360.35
40160 · Hillcrest Map.	0.00	250.00	-250.00	0.00	250.00	-250.00
40180 · Other Income	0.00	266.00	-266.00	0.00	266.00	-266.00
Total Income	67,033.62	64,456.00	2,577.62	254,832.38	263,567.00	-8,734.62
Expense						
50000 · Personnel						
50005 · Salaries	16,498.13	12,523.00	3,975.13	32,415.05	25,046.00	7,369.05
50025 · Employer Taxes - Federal	1,262.10	1,633.00	-370.90	2,479.75	3,266.00	-786.25
50035 · Health Insurance	1,018.07	841.00	177.07	1,173.74	1,682.00	-508.26
50040 · Workers Comp Insurance	1,458.80	144.00	1,314.80	1,458.80	288.00	1,170.80
Total 50000 · Personnel	20,237.10	15,141.00	5,096.10	37,527.34	30,282.00	7,245.34
50045 · Operating						
50050 · Rent Office Space	922.40	803.00	119.40	1,904.80	1,606.00	298.80
50060 · Accounting	1,840.00	1,591.00	249.00	3,683.50	3,182.00	501.50
50070 · Equipment Purchase	2,167.17	175.00	1,992.17	2,167.17	350.00	1,817.17
50075 · Intern/Consultant	0.00	832.00	-832.00	0.00	1,664.00	-1,664.00
50080 · Bank & Credit Card Charges	33.89	100.00	-66.11	106.69	100.00	6.69
50085 · Repair/Maintenance/Cleaning	720.00	466.00	254.00	720.00	466.00	254.00
50090 · Office Supplies	909.04	266.00	643.04	1,013.59	532.00	481.59
50095 · Postage and Delivery	47.00	29.00	18.00	94.00	58.00	36.00
50100 · Printing/Photocopy	0.00	107.00	-107.00	77.83	214.00	-136.17
50110 · Dues/Subscriptions	120.00	50.00	70.00	620.00	500.00	120.00
50115 · Staff Development	0.00	200.00	-200.00	0.00	200.00	-200.00
50120 · Meetings	39.35	291.00	-251.65	39.35	582.00	-542.65

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July through August 2016

	TOTAL					
	Aug 16	Budget	Variance	Jul - Aug 16	Budget	Variance
50125 · Legal	0.00	1,250.00	-1,250.00	0.00	1,250.00	-1,250.00
50130 · Telephone & Internet	705.61	625.00	80.61	1,042.17	1,250.00	-207.83
50135 · Parking/Mileage	227.00	199.00	28.00	458.75	398.00	60.75
50330 · D & O / Liability Insurance	1,332.45	791.00	541.45	2,664.90	1,582.00	1,082.90
Total 50045 · Operating	9,063.91	7,775.00	1,288.91	14,592.75	13,934.00	658.75
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	54,407.73	60,000.00	-5,592.27	61,380.08	65,000.00	-3,619.92
51525 · Promotion/Marketing/Campaigns	3,669.04	2,874.00	795.04	5,074.04	4,166.00	908.04
51530 · Banners	660.00	750.00	-90.00	660.00	750.00	-90.00
51535 · Web Site Communications	485.48	167.00	318.48	485.48	252.00	233.48
51540 · Business Mixers/Open House	668.96	600.00	68.96	668.96	880.00	-211.04
51545 · Newsletter	0.00	0.00	0.00	844.96	1,025.00	-180.04
51556 · Farmer's Market Trolley	2,082.50	1,292.00	790.50	3,622.50	2,584.00	1,038.50
51565 · Hillcrest Map	0.00	832.00	-832.00	0.00	832.00	-832.00
51575 · Pride Flag Project	785.46			785.46		
51800 · Pride of Hillcrest/Block Party	15,957.34	10,000.00	5,957.34	75,387.05	75,000.00	387.05
51880 · Nightmare on Normal	150.00	0.00	150.00	150.00	0.00	150.00
Total 51000 · Neighborhood/Outreach Promotion	78,866.51	76,515.00	2,351.51	149,058.53	150,489.00	-1,430.47
53000 · Physical Improvements						
53125 · Hillcrest Sign Utilities/Maint.	43.65	66.00	-22.35	90.20	132.00	-41.80
53130 · Security	7,286.92	6,140.00	1,146.92	12,236.95	12,280.00	-43.05
53135 · Street Cleaning	3,908.00	3,666.00	242.00	7,816.00	7,332.00	484.00
53137 · Pressure Washing	2,174.50	2,000.00	174.50	4,269.00	4,000.00	269.00
53150 · Dumpsters	350.74	375.00	-24.26	350.74	750.00	-399.26
53155 · Tree & Flower Maintenance	2,287.00	1,834.00	453.00	4,469.00	3,668.00	801.00
53159 · EMAD Expansion	0.00	0.00	0.00	16,250.00	16,500.00	-250.00
53161 · Special Projects	350.00	360.00	-10.00	2,421.01	1,186.00	1,235.01
Total 53000 · Physical Improvements	16,400.81	14,441.00	1,959.81	47,902.90	45,848.00	2,054.90
Total Expense	124,568.33	113,872.00	10,696.33	249,081.52	240,553.00	8,528.52
	-57,534.71	-49,416.00	-8,118.71	5,750.86	23,014.00	-17,263.14

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July through August 2016

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	TOTAL
Income					
40015 · CityFest	0.00	75,858.20	0.00	0.00	75,858.20
40020 · Farmers Market	41,416.10	0.00	0.00	0.00	41,416.10
40040 · MAD	0.00	0.00	0.00	16,111.22	16,111.22
40050 · BID	0.00	0.00	18,410.81	0.00	18,410.81
40100 · Nightmare on Normal Street	0.00	6,635.00	0.00	0.00	6,635.00
40140 · Banner Space	6,500.00	0.00	0.00	0.00	6,500.00
40145 · Pride Flag	1,261.40	0.00	0.00	0.00	1,261.40
40155 · Pride of Hillcrest/Block Party	0.00	88,639.65	0.00	0.00	88,639.65
Total Income	49,177.50	171,132.85	18,410.81	16,111.22	254,832.38
Expense					
50000 · Personnel					
50005 · Salaries	14,091.68	12,877.55	5,445.82	0.00	32,415.05
50025 · Employer Taxes - Federal	1,078.00	985.14	416.61	0.00	2,479.75
50035 · Health Insurance	1,173.74	0.00	0.00	0.00	1,173.74
50040 · Workers Comp Insurance	1,458.80	0.00	0.00	0.00	1,458.80
Total 50000 · Personnel	17,802.22	13,862.69	5,862.43	0.00	37,527.34
50045 · Operating					
50050 · Rent Office Space	1,904.80	0.00	0.00	0.00	1,904.80
50060 · Accounting	2,353.50	1,330.00	0.00	0.00	3,683.50
50070 · Equipment Purchase	2,167.17	0.00	0.00	0.00	2,167.17
50080 · Bank & Credit Card Charges	106.69	0.00	0.00	0.00	106.69
50085 · Repair/Maintenance/Cleaning	720.00	0.00	0.00	0.00	720.00
50090 · Office Supplies	1,013.59	0.00	0.00	0.00	1,013.59
50095 · Postage and Delivery	94.00	0.00	0.00	0.00	94.00
50100 · Printing/Photocopy	77.83	0.00	0.00	0.00	77.83
50110 · Dues/Subscriptions	620.00	0.00	0.00	0.00	620.00
50120 · Meetings	39.35	0.00	0.00	0.00	39.35
50130 · Telephone & Internet	1,042.17	0.00	0.00	0.00	1,042.17
50135 · Parking/Mileage	458.75	0.00	0.00	0.00	458.75
50330 · D & O / Liability Insurance	1,332.45	1,332.45	0.00	0.00	2,664.90
Total 50045 · Operating	11,930.30	2,662.45	0.00	0.00	14,592.75
51000 · Neighborhood/Outreach Promotion					

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July through August 2016

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	TOTAL
51515 · CityFest	0.00	61,380.08	0.00	0.00	61,380.08
51525 · Promotion/Marketing/Campaigns	2,497.73	0.00	2,576.31	0.00	5,074.04
51530 · Banners	660.00	0.00	0.00	0.00	660.00
51535 · Web Site Communications	485.48	0.00	0.00	0.00	485.48
51540 · Business Mixers/Open House	0.00	668.96	0.00	0.00	668.96
51545 · Newsletter	844.96	0.00	0.00	0.00	844.96
51556 · Farmer's Market Trolley	0.00	3,622.50	0.00	0.00	3,622.50
51575 · Pride Flag Project	785.46	0.00	0.00	0.00	785.46
51800 · Pride of Hillcrest/Block Party	0.00	75,387.05	0.00	0.00	75,387.05
51880 · Nightmare on Normal	0.00	150.00	0.00	0.00	150.00
Total 51000 · Neighborhood/Outreach Promotion	5,273.63	141,208.59	2,576.31	0.00	149,058.53
53000 · Physical Improvements					
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	0.00	90.20	90.20
53130 · Security	106.92	0.00	0.00	12,130.03	12,236.95
53135 · Street Cleaning	2,049.71	0.00	4,465.17	1,301.12	7,816.00
53137 · Pressure Washing	80.00	0.00	2,094.50	2,094.50	4,269.00
53150 · Dumpsters	0.00	0.00	175.37	175.37	350.74
53155 · Tree & Flower Maintenance	911.97	0.00	3,237.03	320.00	4,469.00
53159 · EMAD Expansion	16,250.00	0.00	0.00	0.00	16,250.00
53161 · Special Projects	2,421.01	0.00	0.00	0.00	2,421.01
Total 53000 · Physical Improvements	21,819.61	0.00	9,972.07	16,111.22	47,902.90
Total Expense	56,825.76	157,733.73	18,410.81	16,111.22	249,081.52
	-7,648.26	13,399.12	0.00	0.00	5,750.86

Hillcrest Business Improvement Association, Inc.

A/R Aging Summary

As of August 31, 2016

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Anheuser-Busch	0.00	0.00	0.00	0.00	10,000.00	10,000.00
Beam Suntory	0.00	0.00	0.00	0.00	6,000.00	6,000.00
Busalacchi's A Modo Mio	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Campari America	0.00	0.00	0.00	0.00	7,000.00	7,000.00
Comerica Bank	0.00	0.00	0.00	0.00	1,500.00	1,500.00
Flick's	0.00	0.00	0.00	1,000.00	0.00	1,000.00
Luigi Vera, Buy, Trade & Sell	0.00	0.00	0.00	0.00	250.00	250.00
Phildaelphia Insurance	0.00	0.00	0.00	742.50	13,027.00	13,769.50
San Diego County Credit Union	0.00	6,000.00	0.00	0.00	0.00	6,000.00
San Diego Pride	0.00	0.00	0.00	0.00	0.00	0.00
San Ysidro Health Center-CASA	0.00	0.00	370.00	0.00	0.00	370.00
UCSD	0.00	0.00	0.00	0.00	2,000.00	2,000.00
TOTAL	0.00	6,000.00	370.00	1,742.50	40,777.00	48,889.50

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of September 30, 2016

	<u>Sep 30, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 · Comerica - Checking	68,858.21
10045 · PayPal	656.20
Total Checking/Savings	<u>69,514.41</u>
Accounts Receivable	
12000 · Accounts Receivable	42,389.50
Total Accounts Receivable	<u>42,389.50</u>
Other Current Assets	
10110 · Block Party Prepaid/Rcvbl.	1,800.00
10115 · SBEP City Fees & Services	21,641.22
10125 · MAD Receivable	25,770.05
10145 · Farmers Market Receivable	15,565.35
10155 · Prepaid Expense	6,839.13
Total Other Current Assets	<u>71,615.75</u>
Total Current Assets	<u>183,519.66</u>
Fixed Assets	
10200 · Office Furniture & Equipment	21,364.81
10220 · Accumulated Depreciation	-16,258.40
Total Fixed Assets	<u>5,106.41</u>
TOTAL ASSETS	<u><u>188,626.07</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20230 · Sales Tax Payable	3,263.00
21000 · Payroll Liabilities	
Vacation Payable	5,036.62
Total 21000 · Payroll Liabilities	<u>5,036.62</u>
Total Other Current Liabilities	<u>8,299.62</u>
Total Current Liabilities	<u>8,299.62</u>
Total Liabilities	8,299.62

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of September 30, 2016

	<u>Sep 30, 16</u>
Equity	
31100 - Unrestricted Net Assets	167,008.33
Net Income	<u>13,318.12</u>
Total Equity	<u>180,326.45</u>
TOTAL LIABILITIES & EQUITY	<u><u>188,626.07</u></u>

Hillcrest Business Improvement Association, Inc.
Profit & Loss Budget vs. Actual
 July through September 2016

	TOTAL					
	Sep 16	Budget	Variance	Jul - Sep 16	Budget	Variance
Income						
40015 · CityFest	42,497.27	30,000.00	12,497.27	118,355.47	115,000.00	3,355.47
40020 · Farmers Market	17,127.49	17,500.00	-372.51	58,543.59	52,500.00	6,043.59
40030 · SBEP	0.00	2,153.00	-2,153.00	0.00	2,153.00	-2,153.00
40040 · MAD	9,657.98	6,539.00	3,118.98	25,769.20	19,617.00	6,152.20
40050 · BID	8,255.44	8,447.00	-191.56	26,666.25	25,004.00	1,662.25
40080 · Newsletter/Advertising	0.00	500.00	-500.00	0.00	500.00	-500.00
40085 · Technical Assistance/Acctg.	0.00	300.00	-300.00	0.00	300.00	-300.00
40100 · Nightmare on Normal Street	3,000.00	2,000.00	1,000.00	9,635.00	10,000.00	-365.00
40140 · Banner Space	0.00	208.00	-208.00	6,500.00	624.00	5,876.00
40145 · Pride Flag	0.00			1,261.40		
40155 · Pride of Hillcrest/Block Party	0.00	5,000.00	-5,000.00	88,639.65	110,000.00	-21,360.35
40160 · Hillcrest Map.	0.00	250.00	-250.00	0.00	500.00	-500.00
40180 · Other Income	0.00	133.00	-133.00	0.00	399.00	-399.00
Total Income	80,538.18	73,030.00	7,508.18	335,370.56	336,597.00	-1,226.44
Expense						
50000 · Personnel						
50005 · Salaries	13,045.38	14,523.00	-1,477.62	45,460.43	39,569.00	5,891.43
50025 · Employer Taxes - Federal	1,009.25	1,786.00	-776.75	3,489.00	5,052.00	-1,563.00
50030 · Employer Taxes - State	116.54	100.00	16.54	116.54	100.00	16.54
50035 · Health Insurance	2,560.15	841.00	1,719.15	3,733.89	2,523.00	1,210.89
50040 · Workers Comp Insurance	0.00	144.00	-144.00	1,458.80	432.00	1,026.80
Total 50000 · Personnel	16,731.32	17,394.00	-662.68	54,258.66	47,676.00	6,582.66
50045 · Operating						
50050 · Rent Office Space	862.40	803.00	59.40	2,767.20	2,409.00	358.20
50060 · Accounting	1,841.75	1,891.00	-49.25	5,525.25	5,073.00	452.25
50065 · Audit	0.00	4,000.00	-4,000.00	0.00	4,000.00	-4,000.00
50070 · Equipment Purchase	0.00	175.00	-175.00	2,167.17	525.00	1,642.17
50075 · Intern/Consultant	0.00	832.00	-832.00	0.00	2,496.00	-2,496.00
50080 · Bank & Credit Card Charges	65.00	50.00	15.00	171.69	150.00	21.69
50085 · Repair/Maintenance/Cleaning	0.00	233.00	-233.00	720.00	699.00	21.00
50090 · Office Supplies	344.69	266.00	78.69	1,358.28	798.00	560.28
50095 · Postage and Delivery	0.00	29.00	-29.00	94.00	87.00	7.00
50100 · Printing/Photocopy	0.00	107.00	-107.00	77.83	321.00	-243.17
50110 · Dues/Subscriptions	0.00	50.00	-50.00	620.00	550.00	70.00
50115 · Staff Development	0.00	100.00	-100.00	0.00	300.00	-300.00

Hillcrest Business Improvement Association, Inc.
Profit & Loss Budget vs. Actual
 July through September 2016

	TOTAL					
	Sep 16	Budget	Variance	Jul - Sep 16	Budget	Variance
50120 · Meetings	0.00	291.00	-291.00	39.35	873.00	-833.65
50125 · Legal	3,379.29	625.00	2,754.29	3,379.29	1,875.00	1,504.29
50130 · Telephone & Internet	563.95	625.00	-61.05	1,606.12	1,875.00	-268.88
50135 · Parking/Mileage	222.50	199.00	23.50	681.25	597.00	84.25
50330 · D & O / Liability Insurance	1,235.25	791.00	444.25	3,900.15	2,373.00	1,527.15
Total 50045 · Operating	8,514.83	11,067.00	-2,552.17	23,107.58	25,001.00	-1,893.42
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	27,369.22	20,000.00	7,369.22	88,749.30	85,000.00	3,749.30
51525 · Promotion/Marketing/Campaigns	966.04	2,083.00	-1,116.96	6,040.08	6,249.00	-208.92
51530 · Banners	0.00	375.00	-375.00	660.00	1,125.00	-465.00
51535 · Web Site Communications	0.00	126.00	-126.00	485.48	378.00	107.48
51540 · Business Mixers/Open House	0.00	0.00	0.00	668.96	880.00	-211.04
51545 · Newsletter	0.00	0.00	0.00	844.96	1,025.00	-180.04
51556 · Farmer's Market Trolley	0.00	1,292.00	-1,292.00	3,622.50	3,876.00	-253.50
51565 · Hillcrest Map	0.00	416.00	-416.00	0.00	1,248.00	-1,248.00
51575 · Pride Flag Project	0.00			785.46		
51800 · Pride of Hillcrest/Block Party	1,713.92	0.00	1,713.92	77,100.97	75,000.00	2,100.97
51880 · Nightmare on Normal	828.54	1,000.00	-171.46	978.54	1,000.00	-21.46
Total 51000 · Neighborhood/Outreach Promotion	30,877.72	25,292.00	5,585.72	179,936.25	175,781.00	4,155.25
53000 · Physical Improvements						
53125 · Hillcrest Sign Utilities/Maint.	46.81	66.00	-19.19	137.01	198.00	-60.99
53130 · Security	7,180.00	6,140.00	1,040.00	19,416.95	18,420.00	996.95
53135 · Street Cleaning	3,908.00	3,666.00	242.00	11,724.00	10,998.00	726.00
53137 · Pressure Washing	2,444.50	2,000.00	444.50	6,713.50	6,000.00	713.50
53150 · Dumpsters	350.74	375.00	-24.26	701.48	1,125.00	-423.52
53155 · Tree & Flower Maintenance	2,917.00	1,834.00	1,083.00	7,386.00	5,502.00	1,884.00
53156 · Tree Trimming Large Trees	0.00	750.00	-750.00	0.00	750.00	-750.00
53159 · EMAD Expansion	0.00	0.00	0.00	16,250.00	16,500.00	-250.00
53161 · Special Projects	0.00	364.00	-364.00	2,421.01	1,550.00	871.01
Total 53000 · Physical Improvements	16,847.05	15,195.00	1,652.05	64,749.95	61,043.00	3,706.95
Total Expense	72,970.92	68,948.00	4,022.92	322,052.44	309,501.00	12,551.44
Net Income	7,567.26	4,082.00	3,485.26	13,318.12	27,096.00	-13,777.88

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July through September 2016

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	TOTAL
Income					
40015 - CityFest	0.00	118,355.47	0.00	0.00	118,355.47
40020 - Farmers Market	58,543.59	0.00	0.00	0.00	58,543.59
40040 - MAD	0.00	0.00	0.00	25,769.20	25,769.20
40050 - BID	0.00	0.00	26,666.25	0.00	26,666.25
40100 - Nightmare on Normal Street	0.00	9,635.00	0.00	0.00	9,635.00
40140 - Banner Space	6,500.00	0.00	0.00	0.00	6,500.00
40145 - Pride Flag	1,261.40	0.00	0.00	0.00	1,261.40
40155 - Pride of Hillcrest/Block Party	0.00	88,639.65	0.00	0.00	88,639.65
Total Income	66,304.99	216,630.12	26,666.25	25,769.20	335,370.56
Expense					
50000 - Personnel					
50005 - Salaries	20,786.04	17,348.82	7,325.57	0.00	45,460.43
50025 - Employer Taxes - Federal	1,590.13	1,327.18	571.69	0.00	3,489.00
50030 - Employer Taxes - State	0.00	0.00	116.54	0.00	116.54
50035 - Health Insurance	3,733.89	0.00	0.00	0.00	3,733.89
50040 - Workers Comp Insurance	1,458.80	0.00	0.00	0.00	1,458.80
Total 50000 - Personnel	27,568.86	18,676.00	8,013.80	0.00	54,258.66
50045 - Operating					
50050 - Rent Office Space	2,767.20	0.00	0.00	0.00	2,767.20
50060 - Accounting	3,530.25	1,995.00	0.00	0.00	5,525.25
50070 - Equipment Purchase	2,167.17	0.00	0.00	0.00	2,167.17
50080 - Bank & Credit Card Charges	171.69	0.00	0.00	0.00	171.69
50085 - Repair/Maintenance/Cleaning	720.00	0.00	0.00	0.00	720.00
50090 - Office Supplies	1,358.28	0.00	0.00	0.00	1,358.28
50095 - Postage and Delivery	94.00	0.00	0.00	0.00	94.00
50100 - Printing/Photocopy	77.83	0.00	0.00	0.00	77.83
50110 - Dues/Subscriptions	620.00	0.00	0.00	0.00	620.00
50120 - Meetings	39.35	0.00	0.00	0.00	39.35
50125 - Legal	3,379.29	0.00	0.00	0.00	3,379.29
50130 - Telephone & Internet	1,606.12	0.00	0.00	0.00	1,606.12
50135 - Parking/Mileage	681.25	0.00	0.00	0.00	681.25
50330 - D & O / Liability Insurance	2,567.70	1,332.45	0.00	0.00	3,900.15

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July through September 2016

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	TOTAL
Total 50045 - Operating	19,780.13	3,327.45	0.00	0.00	23,107.58
51000 - Neighborhood/Outreach Promotion					
51515 - CityFest	0.00	88,749.30	0.00	0.00	88,749.30
51525 - Promotion/Marketing/Campaigns	3,463.77	0.00	2,576.31	0.00	6,040.08
51530 - Banners	660.00	0.00	0.00	0.00	660.00
51535 - Web Site Communications	485.48	0.00	0.00	0.00	485.48
51540 - Business Mixers/Open House	0.00	668.96	0.00	0.00	668.96
51545 - Newsletter	844.96	0.00	0.00	0.00	844.96
51556 - Farmer's Market Trolley	3,622.50	0.00	0.00	0.00	3,622.50
51575 - Pride Flag Project	785.46	0.00	0.00	0.00	785.46
51800 - Pride of Hillcrest/Block Party	0.00	77,100.97	0.00	0.00	77,100.97
51880 - Nightmare on Normal	0.00	978.54	0.00	0.00	978.54
Total 51000 - Neighborhood/Outreach Promotion	9,862.17	167,497.77	2,576.31	0.00	179,936.25
53000 - Physical Improvements					
53125 - Hillcrest Sign Utilities/Maint.	0.00	0.00	0.00	137.01	137.01
53130 - Security	106.92	0.00	0.00	19,310.03	19,416.95
53135 - Street Cleaning	2,049.71	0.00	7,722.61	1,951.68	11,724.00
53137 - Pressure Washing	430.00	0.00	2,743.76	3,539.74	6,713.50
53150 - Dumpsters	0.00	0.00	350.74	350.74	701.48
53155 - Tree & Flower Maintenance	1,646.97	0.00	5,259.03	480.00	7,386.00
53159 - EMAD Expansion	16,250.00	0.00	0.00	0.00	16,250.00
53161 - Special Projects	2,421.01	0.00	0.00	0.00	2,421.01
Total 53000 - Physical Improvements	22,904.61	0.00	16,076.14	25,769.20	64,749.95
Total Expense	80,115.77	189,501.22	26,666.25	25,769.20	322,052.44
Net Income	-13,810.78	27,128.90	0.00	0.00	13,318.12

Hillcrest Business Improvement Association, Inc.

A/R Aging Summary

As of September 30, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Anheuser-Busch	0.00	0.00	0.00	0.00	10,000.00	10,000.00
Beam Suntory	0.00	0.00	0.00	0.00	6,000.00	6,000.00
Busalacchi's A Modo Mio	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Campani America	0.00	0.00	0.00	0.00	3,500.00	3,500.00
Comerica Bank	0.00	0.00	0.00	0.00	1,500.00	1,500.00
Flick's	0.00	0.00	0.00	0.00	1,000.00	1,000.00
Heineken USA	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Luigi Vera, Buy, Trade & Sell	0.00	0.00	0.00	0.00	250.00	250.00
Phildaelphia Insurance	0.00	0.00	0.00	0.00	13,769.50	13,769.50
San Diego Pride	0.00	0.00	0.00	0.00	0.00	0.00
San Ysidro Health Center-CASA	0.00	0.00	0.00	370.00	0.00	370.00
UCSD	0.00	0.00	0.00	0.00	2,000.00	2,000.00
TOTAL	0.00	3,000.00	0.00	370.00	39,019.50	42,389.50

Thank you for your business!