

Post date:	
Initial:	



Hillcrest Business Association
Board of Directors Meeting
 Public Meeting ~ March 13, 2018, 4pm
 Joyce Beers Community Center
 1230 Cleveland Ave., San Diego CA 92103

Agenda

- | | | |
|--|-----------------|------------|
| 1. Call to order and introductions | T. Daiber-Hirst | 2 minutes |
| 2. Public comment (2 minutes per speaker) (information) | | 8 minutes |
| 3. President’s report (information) | T. Daiber-Hirst | 5 minutes |
| 4. Executive Director’s report (information) | B. Nicholls | 5 minutes |
| 5. Consent agenda (action) | M. Roland | 5 minutes |
| • Approval of minutes from February 2018 ¹ | | |
| • Financial report for January 2018 ² | | |
| 6. Revision to steam cleaning contract (action) | B. Nicholls | 10 minutes |
| 7. Revision to security contract (action) | B. Nicholls | 15 minutes |
| 8. Proposed FY19 MAD budget ³ (action) | M. Roland | 15 minutes |
| 9. Proposal concerning placemaking project on Normal Street (action) | B. Nicholls | 5 minutes |

Adjourn

Attachments:

- | | |
|--------------------------------------|-----------------------------|
| 1. Minutes from February 2018. | 3. Proposed MAD FY19 Budget |
| 2. Financial Report for January 2018 | |

2018 Standing Committees:

- Beautification (C. Moreno)

Post date:	
Initial:	



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- Executive (T. Daiber-Hirst)
 - Special Events (R. Bedrosian)

2018 Ad hoc committees:



Hillcrest Business Association
Board of Directors Meeting
Public Meeting ~ February 13, 2018, 4pm
Joyce Beers Community Center
1230 Cleveland Ave., San Diego CA 92103

Minutes:

Members in attendance: Ryan Bedrosian, Glenn Younger, Charle Kaufman, Cecelia Moreno, Paul Smith, and Tami Daiber-Hirst.

Staff in attendance: Mary Joseph, Benjamin Nicholls

Members of the public in attendance: Matt Walstrom

- T. Daiber-Hirst called the meeting to order

- T. Daiber-Hirst gave the president's report thanking everyone who participated in and helped with Hillcrest Mardi Gras this past weekend. She suggested people save the date for the next open house. Save the date for the morning of March 15 at Lestat's Coffee.

- B. Nicholls gave the Executive Director's report
 - Motion by G. Younger/ R. Bedrosian: Approval of minutes from September 2017 & January 2018 and Financial report for December 2017. Motion passes with all in favor.

- B. Nicholls outlined that the beautification committee requested that the Uptown Community Parking District increase the commitment to the EMAD from \$1,000 pa to \$3,500 pa.
 - Motion: Support the recommendation to increase the contribution from UCPD fund to East Hillcrest MAD in FY19 (action) G. Younger/ R. Bedrosian. Motion carries with all in favor.

- B. Nicholls outlines that the city is halting the expansion of any new MADs the HBA's efforts to provide services on the east end through a MAD have halted also. There are two issues to consider. First, the HBA sent the City almost \$17,000 to pay it to assist in the creation of a new MAD. Though the chance of obtaining those funds back is slim, Staff are recommending the city reimburse the HBA for those funds.

- Second, as the services to clean and secure the East End still need to be provided, staff recommended and the executive and beautification committees discussed the idea of providing cleaning services on a subscription basis outside the Core MAD.

- Businesses outside the MAD would pay a reduced rate for all cleaning, security, steam cleaning and other services. Blocks that were able to meet a certain threshold for services (60%) would be rewarded with Flower Baskets and trashcans.



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- Staff need authorization to move forward with this strategic direction. As the subscription services expand, each return to the board for approval.
 - Motion: write a letter to the city requesting the return of the funds. G. Younger/ T. Daiber-Hirst. Motion carries with all in favor.
 - Motion: Approve the concept of making cleaning services outside the MAD subscription based including: steam cleaning, security, PROW, and trash pickup. G. Younger/ T. Daiber-Hirst. Motion carries with all in favor.

 - B. Nicholls outlined the FY19 BID budget. He stated that other parts of the budget will be presented over the next few months with the final budget being approved in May or June.
 - Motion: Approve the FY19 BID budget as presented and authorization to ever into an agreement with the City of San Diego. T. Daiber-Hirst / G. Younger. Motion carries with all in favor.

 - Letter of support for Hillcrest 111 building is tabled.

 - B. Nicholls outlines new PROW implementation plan. He reports this item was presented at Beautification Committee. A memo as to how this occurs was included in your packet.
 - Motion: Approve the memo and direct staff to implement. G. Younger/ R. Bedrosian. Motion carries with all in favor.

Adjourn

Hillcrest Business Improvement Association, Inc.

A/R Aging Summary

As of January 31, 2018

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
David Larson	0.00	0.00	0.00	0.00	325.00	325.00
Phildaelpia Insurance	0.00	0.00	0.00	0.00	3,417.47	3,417.47
Urban Mo's	0.00	0.00	0.00	0.00	1,000.00	1,000.00
TOTAL	0.00	0.00	0.00	0.00	4,742.47	4,742.47

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of January 31, 2018

Jan 31, 18

ASSETS

Current Assets

Checking/Savings

10035 · Comerica - Checking 104,465.86

10045 · PayPal 656.20

Total Checking/Savings 105,122.06

Accounts Receivable

12000 · Accounts Receivable 4,742.47

Total Accounts Receivable 4,742.47

Other Current Assets

10125 · MAD Receivable 13,453.14

10135 · City Fest Prepaid/Receivable 150.00

10145 · Farmers Market Receivable 13,540.86

10150 · TOT City & County Receivable 5,000.00

10155 · Prepaid Expense 6,683.93

10170 · NightmareonNormal Prepaid/Rcvbl 150.00

10175 · Commission for Arts Grant Rcvbl 16,791.00

10190 · Tech. Assistance/Acctg. Rcvbl. 550.00

Total Other Current Assets 56,318.93

Total Current Assets 166,183.46

Fixed Assets

10200 · Office Furniture & Equipment 21,364.81

10220 · Accumulated Depreciation -20,892.85

Total Fixed Assets 471.96

TOTAL ASSETS 166,655.42

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

20225 · SBEP Advance 11,698.00

20230 · Sales Tax Payable 16.00

20235 · City Fest Deferred Revenue 2,522.27

21000 · Payroll Liabilities

FUTA Payable 64.68

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of January 31, 2018

	<u>Jan 31, 18</u>
Vacation Payable	2,648.73
Total 21000 · Payroll Liabilities	<u>2,713.41</u>
Total Other Current Liabilities	<u>16,949.68</u>
Total Current Liabilities	<u>16,949.68</u>
Total Liabilities	16,949.68
Equity	
31100 · Unrestricted Net Assets	125,426.55
Net Income	<u>24,279.19</u>
Total Equity	<u>149,705.74</u>
TOTAL LIABILITIES & EQUITY	<u><u>166,655.42</u></u>

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July 2017 through January 2018

	TOTAL					
	Jan 18	Budget	Variance	Jul '17 - Jan 18	Budget	Variance
Income						
40015 · CityFest	0.00			113,783.37	147,000.00	-33,216.63
40020 · Farmers Market	18,892.53	16,917.00	1,975.53	140,084.90	118,419.00	21,665.90
40030 · SBEP	2,494.16	2,200.00	294.16	10,460.00	11,000.00	-540.00
40040 · MAD	5,887.98	7,586.00	-1,698.02	52,894.93	52,622.00	272.93
40050 · BID	6,185.52	8,755.00	-2,569.48	53,482.84	61,285.00	-7,802.16
40070 · Hillcrest Map	0.00	250.00	-250.00	5,007.91	1,750.00	3,257.91
40075 · Beer Crawl	0.00			0.00	1,700.00	-1,700.00
40085 · Technical Assistance/Acctg.	300.00	450.00	-150.00	1,800.00	2,750.00	-950.00
40090 · Mardi Gras	1,260.00			6,272.90	0.00	6,272.90
40100 · Nightmare on Normal Street	1,045.00			39,949.73	50,000.00	-10,050.27
40115 · Taste 'N Tinis	-1,045.00			18,453.94	16,000.00	2,453.94
40140 · Banner Space	0.00	205.00	-205.00	500.00	1,435.00	-935.00
40155 · Pride of Hillcrest/Block Party	0.00			73,441.65	89,000.00	-15,558.35
40180 · Other Income	0.00	133.00	-133.00	3,939.30	931.00	3,008.30
Total Income	35,020.19	36,496.00	-1,475.81	520,071.47	553,892.00	-33,820.53
Expense						
50000 · Personnel						
50005 · Salaries	10,979.88	14,441.00	-3,461.12	80,253.73	97,087.00	-16,833.27
50025 · Employer Taxes - Federal	904.64	1,821.00	-916.36	6,834.09	12,441.00	-5,606.91
50030 · Employer Taxes - State	668.35	1,014.00	-345.65	1,102.35	3,639.00	-2,536.65
50035 · Health Insurance	1,093.47	842.00	251.47	8,918.04	5,894.00	3,024.04
50040 · Workers Comp Insurance	0.00	144.00	-144.00	204.00	1,008.00	-804.00
Total 50000 · Personnel	13,646.34	18,262.00	-4,615.66	97,312.21	120,069.00	-22,756.79
50045 · Operating						
50050 · Rent Office Space	1,019.20	804.00	215.20	7,079.20	5,628.00	1,451.20
50060 · Accounting	1,840.00	1,842.00	-2.00	12,878.25	12,894.00	-15.75
50065 · Audit	0.00			5,000.00	7,500.00	-2,500.00
50070 · Equipment Purchase	0.00	175.00	-175.00	884.56	1,225.00	-340.44
50075 · Intern/Consultant	0.00	200.00	-200.00	6,700.00	4,000.00	2,700.00
50080 · Bank & Credit Card Charges	106.78	50.00	56.78	222.85	350.00	-127.15
50085 · Repair/Maintenance/Cleaning	905.17	234.00	671.17	3,350.48	1,638.00	1,712.48
50090 · Office Supplies	48.47	267.00	-218.53	1,078.24	1,869.00	-790.76

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July 2017 through January 2018

	TOTAL					
	Jan 18	Budget	Variance	Jul '17 - Jan 18	Budget	Variance
50095 · Postage and Delivery	0.00	30.00	-30.00	135.87	210.00	-74.13
50100 · Printing/Photocopy	224.72	109.00	115.72	1,496.00	763.00	733.00
50110 · Dues/Subscriptions	0.00			49.38	1,000.00	-950.62
50115 · Staff Development	0.00	100.00	-100.00	0.00	700.00	-700.00
50120 · Meetings	495.82	292.00	203.82	1,465.44	2,044.00	-578.56
50125 · Legal	0.00	625.00	-625.00	619.50	4,375.00	-3,755.50
50130 · Telephone & Internet	1,680.94	625.00	1,055.94	7,806.78	4,375.00	3,431.78
50135 · Parking/Mileage	51.95	202.00	-150.05	808.45	1,414.00	-605.55
50140 · Depreciation	0.00	25.00	-25.00	225.00	175.00	50.00
50145 · Bad Debt Expense	0.00			1,000.00		
50150 · Technical Assistance.	0.00	200.00	-200.00	0.00	1,000.00	-1,000.00
50330 · D & O / Liability Insurance	0.00	0.00	0.00	3,063.60	9,500.00	-6,436.40
Total 50045 · Operating	6,373.05	5,780.00	593.05	53,863.60	60,660.00	-6,796.40
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00			98,831.83	96,000.00	2,831.83
51525 · Promotion/Marketing/Campaigns	256.72	1,292.00	-1,035.28	8,083.96	9,044.00	-960.04
51527 · Taste 'N Tinis	3,484.18			7,334.05	10,000.00	-2,665.95
51530 · Banners	0.00	375.00	-375.00	2,132.50	2,625.00	-492.50
51535 · Web Site Communications	0.00	126.00	-126.00	587.15	882.00	-294.85
51540 · Business Mixers/Open House	0.00	117.00	-117.00	2,372.89	1,919.00	453.89
51545 · Newsletter	1,501.63	109.00	1,392.63	4,086.36	2,463.00	1,623.36
51555 · Farmer's Market	0.00			782.37	0.00	782.37
51565 · Hillcrest Map	0.00	417.00	-417.00	750.00	2,919.00	-2,169.00
51575 · Pride Flag Project	0.00			1,010.94		
51800 · Pride of Hillcrest/Block Party	0.00			75,818.10	65,000.00	10,818.10
51870 · Mardi Gras	894.30			894.30	0.00	894.30
51880 · Nightmare on Normal	912.67			39,378.76	35,000.00	4,378.76
51885 · Bike Advocacy	0.00			336.13		
Total 51000 · Neighborhood/Outreach Promotion	7,049.50	2,436.00	4,613.50	242,399.34	225,852.00	16,547.34
53000 · Physical Improvements						
53125 · Hillcrest Sign Utilities/Maint.	70.82	67.00	3.82	1,058.57	469.00	589.57
53130 · Security	5,040.00	4,834.00	206.00	33,616.00	33,838.00	-222.00
53135 · Street Cleaning	3,908.00	3,667.00	241.00	27,356.00	25,669.00	1,687.00

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July 2017 through January 2018

	TOTAL					
	Jan 18	Budget	Variance	Jul '17 - Jan 18	Budget	Variance
53137 · Pressure Washing	0.00	934.00	-934.00	12,913.00	6,538.00	6,375.00
53150 · Dumpsters	523.14	376.00	147.14	4,615.66	2,632.00	1,983.66
53155 · Tree & Flower Maintenance	1,267.00	1,900.00	-633.00	13,231.00	13,300.00	-69.00
53156 · Tree Trimming Large Trees	0.00	418.00	-418.00	4,896.00	2,926.00	1,970.00
53161 · Special Projects	371.00	403.00	-32.00	4,530.90	2,821.00	1,709.90
53165 · Contingency	0.00	2,106.00	-2,106.00	0.00	14,742.00	-14,742.00
Total 53000 · Physical Improvements	11,179.96	14,705.00	-3,525.04	102,217.13	102,935.00	-717.87
Total Expense	38,248.85	41,183.00	-2,934.15	495,792.28	509,516.00	-13,723.72
	-3,228.66	-4,687.00	1,458.34	24,279.19	44,376.00	-20,096.81

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July 2017 through January 2018

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Income						
40015 · CityFest	0.00	113,783.37	0.00	0.00	0.00	113,783.37
40020 · Farmers Market	0.00	140,084.90	0.00	0.00	0.00	140,084.90
40030 · SBEP	0.00	0.00	0.00	0.00	10,460.00	10,460.00
40040 · MAD	0.00	0.00	0.00	52,894.93	0.00	52,894.93
40050 · BID	0.00	0.00	53,482.84	0.00	0.00	53,482.84
40070 · Hillcrest Map	5,007.91	0.00	0.00	0.00	0.00	5,007.91
40085 · Technical Assistance/Acctg.	0.00	0.00	0.00	0.00	1,800.00	1,800.00
40090 · Mardi Gras	0.00	6,272.90	0.00	0.00	0.00	6,272.90
40100 · Nightmare on Normal Street	0.00	39,949.73	0.00	0.00	0.00	39,949.73
40115 · Taste 'N Tinis	0.00	18,453.94	0.00	0.00	0.00	18,453.94
40140 · Banner Space	500.00	0.00	0.00	0.00	0.00	500.00
40155 · Pride of Hillcrest/Block Party	0.00	73,441.65	0.00	0.00	0.00	73,441.65
40180 · Other Income	2,939.30	1,000.00	0.00	0.00	0.00	3,939.30
Total Income	8,447.21	392,986.49	53,482.84	52,894.93	12,260.00	520,071.47
Expense						
50000 · Personnel						
50005 · Salaries	43,861.36	15,441.03	7,070.76	4,855.42	9,025.16	80,253.73
50025 · Employer Taxes - Federal	3,406.47	1,183.06	565.50	386.84	1,292.22	6,834.09
50030 · Employer Taxes - State	528.21	18.32	254.13	159.07	142.62	1,102.35
50035 · Health Insurance	8,918.04	0.00	0.00	0.00	0.00	8,918.04
50040 · Workers Comp Insurance	0.00	0.00	204.00	0.00	0.00	204.00
Total 50000 · Personnel	56,714.08	16,642.41	8,094.39	5,401.33	10,460.00	97,312.21
50045 · Operating						
50050 · Rent Office Space	7,079.20	0.00	0.00	0.00	0.00	7,079.20
50060 · Accounting	6,416.25	4,662.00	0.00	0.00	1,800.00	12,878.25
50065 · Audit	5,000.00	0.00	0.00	0.00	0.00	5,000.00
50070 · Equipment Purchase	884.56	0.00	0.00	0.00	0.00	884.56
50075 · Intern/Consultant	5,950.00	750.00	0.00	0.00	0.00	6,700.00
50080 · Bank & Credit Card Charges	222.85	0.00	0.00	0.00	0.00	222.85
50085 · Repair/Maintenance/Cleaning	3,350.48	0.00	0.00	0.00	0.00	3,350.48
50090 · Office Supplies	1,078.24	0.00	0.00	0.00	0.00	1,078.24
50095 · Postage and Delivery	135.87	0.00	0.00	0.00	0.00	135.87
50100 · Printing/Photocopy	1,496.00	0.00	0.00	0.00	0.00	1,496.00
50110 · Dues/Subscriptions	49.38	0.00	0.00	0.00	0.00	49.38
50120 · Meetings	1,465.44	0.00	0.00	0.00	0.00	1,465.44
50125 · Legal	619.50	0.00	0.00	0.00	0.00	619.50
50130 · Telephone & Internet	7,806.78	0.00	0.00	0.00	0.00	7,806.78

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July 2017 through January 2018

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50135 · Parking/Mileage	808.45	0.00	0.00	0.00	0.00	808.45
50140 · Depreciation	225.00	0.00	0.00	0.00	0.00	225.00
50145 · Bad Debt Expense	1,000.00	0.00	0.00	0.00	0.00	1,000.00
50330 · D & O / Liability Insurance	0.00	3,063.60	0.00	0.00	0.00	3,063.60
Total 50045 · Operating	43,588.00	8,475.60	0.00	0.00	1,800.00	53,863.60
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	0.00	98,831.83	0.00	0.00	0.00	98,831.83
51525 · Promotion/Marketing/Campaigns	2,769.61	666.40	4,647.95	0.00	0.00	8,083.96
51527 · Taste 'N Tinis	6.20	7,327.85	0.00	0.00	0.00	7,334.05
51530 · Banners	2,132.50	0.00	0.00	0.00	0.00	2,132.50
51535 · Web Site Communications	587.15	0.00	0.00	0.00	0.00	587.15
51540 · Business Mixers/Open House	506.00	533.03	1,033.86	300.00	0.00	2,372.89
51545 · Newsletter	206.83	0.00	3,879.53	0.00	0.00	4,086.36
51555 · Farmer's Market	32.37	750.00	0.00	0.00	0.00	782.37
51565 · Hillcrest Map	750.00	0.00	0.00	0.00	0.00	750.00
51575 · Pride Flag Project	1,010.94	0.00	0.00	0.00	0.00	1,010.94
51800 · Pride of Hillcrest/Block Party	0.00	75,818.10	0.00	0.00	0.00	75,818.10
51870 · Mardi Gras	0.00	894.30	0.00	0.00	0.00	894.30
51880 · Nightmare on Normal	0.00	39,378.76	0.00	0.00	0.00	39,378.76
51885 · Bike Advocacy	336.13	0.00	0.00	0.00	0.00	336.13
Total 51000 · Neighborhood/Outreach Promotion	8,337.73	224,200.27	9,561.34	300.00	0.00	242,399.34
53000 · Physical Improvements						
53125 · Hillcrest Sign Utilities/Maint.	0.00	0.00	674.09	384.48	0.00	1,058.57
53130 · Security	15,150.00	0.00	0.00	18,466.00	0.00	33,616.00
53135 · Street Cleaning	0.00	0.00	15,552.96	11,803.04	0.00	27,356.00
53137 · Pressure Washing	650.00	0.00	0.00	12,263.00	0.00	12,913.00
53150 · Dumpsters	156.52	0.00	2,874.86	1,584.28	0.00	4,615.66
53155 · Tree & Flower Maintenance	2,417.00	0.00	10,814.00	0.00	0.00	13,231.00
53156 · Tree Trimming Large Trees	0.00	0.00	2,203.20	2,692.80	0.00	4,896.00
53161 · Special Projects	822.90	0.00	3,708.00	0.00	0.00	4,530.90
Total 53000 · Physical Improvements	19,196.42	0.00	35,827.11	47,193.60	0.00	102,217.13
Total Expense	127,836.23	249,318.28	53,482.84	52,894.93	12,260.00	495,792.28
Net Income	-119,389.02	143,668.21	0.00	0.00	0.00	24,279.19

		FY19					
	FY18	Total	110 GENERAL	510 MAD	210 Special Events	BID Detail	Other Govt. Grants
Income							
City Fest	\$ 147,000.00	\$ 147,000.00			\$ 147,000.00		
Farmers Market	\$ 203,000.00	\$ 203,000.00			\$ 203,000.00		
SBEP	\$ 25,000.00	\$ 25,000.00					\$ 25,000.00
MAD	\$ 90,183.00	\$ 90,183.00		\$ 90,183.00			
BID	\$ 105,000.00	\$ 105,000.00				\$ 105,000.00	
Taste	\$ 36,000.00	\$ 36,000.00			\$ 36,000.00		
Taste 'n Tinis	\$ 16,000.00	\$ 16,000.00			\$ 16,000.00		
Nightmare on Normal	\$ 50,000.00	\$ 45,000.00			\$ 45,000.00		
Pride of Hillcrest Blockparty	\$ 89,000.00	\$ 75,000.00			\$ 75,000.00		
Fat Tuesday	\$ 31,000.00	\$ 31,000.00			\$ 31,000.00		
Beer Crawl	\$ 1,700.00						
Banner space rental	\$ 2,500.00	\$ 2,500.00	\$ 2,500.00				
Hillcrest map	\$ 3,000.00	\$ 3,000.00	\$ 3,000.00				
Other income PROW		\$ 624.00	\$ 624.00				
Other income (steam cleaning)		\$ 9,000.00	\$ 9,000.00				
Other income (security)	\$ 1,600.00	\$ 2,700.00	\$ 2,700.00				
Total Income	\$ 800,983.00	\$ 791,007.00	\$ 17,824.00	\$ 90,183.00	\$ 553,000.00	\$ 105,000.00	\$ 25,000.00
Expense							
50000 · Personnel	\$ 207,635.00	\$ 177,635.00	\$ 69,635.00	\$ -	\$ 70,900.00	\$ 17,100.00	\$ 20,000.00
50005 · Salaries/ payroll	\$ 180,000.00	\$ 150,000.00	\$ 43,800.00		\$ 70,900.00	15,300.00	\$ 20,000.00
50025 · Employer taxes - federal	\$ 13,500.00	\$ 13,500.00	\$ 12,324.00			1,176.00	
50030 · Employer taxes - state	\$ 2,485.00	\$ 2,485.00	\$ 2,041.00			444.00	
50035 · Health insurance	\$ 10,100.00	\$ 10,100.00	\$ 9,920.00			180.00	
50040 · Workers comp insurance	\$ 1,550.00	\$ 1,550.00	\$ 1,550.00				
50045 · Operating	\$ 87,489.00	\$ 97,443.80	\$ 55,580.00	\$ 3,422.80	\$ 33,441.00	\$ -	\$ 5,000.00
50050 · Rent office space	\$ 9,639.00	\$ 9,639.00	\$ 9,639.00				
50060 · Accounting	\$ 22,100.00	\$ 25,054.80	\$ 8,632.00	\$ 3,422.80	\$ 8,000.00		\$ 5,000.00
50065 · Audit/ tax	\$ 7,500.00	\$ 7,500.00	\$ 7,500.00				
50070 · Equipment purchase	\$ 2,100.00	\$ 2,100.00	\$ 2,100.00				
50075 · Consultants/ interns	\$ 5,000.00	\$ 12,000.00			\$ 12,000.00		
50080 · Bank & credit card charges	\$ 600.00	\$ 600.00	\$ 600.00				
50085 · Repair / maintenance / clea	\$ 2,800.00	\$ 2,800.00	\$ 2,800.00				
50090 · Office supplies	\$ 3,200.00	\$ 3,200.00	\$ 1,400.00		\$ 1,800.00		
50095 · Postage and delivery	\$ 350.00	\$ 350.00	\$ 350.00				

50100 · Printing/ photocopy	\$	1,300.00	\$ 1,300.00	\$	500.00	\$	800.00			
50105 · Permits										
50110 · Dues/ subscriptions	\$	1,000.00	\$ 1,000.00	\$	1,000.00					
50115 · Staff development	\$	1,200.00	\$ 1,200.00	\$	1,200.00					
50120 · Meetings	\$	3,500.00	\$ 3,500.00	\$	2,900.00	\$	600.00			
50125 · Legal	\$	7,500.00	\$ 7,500.00	\$	7,500.00					
50130 · Telephone & internet	\$	7,500.00	\$ 7,500.00	\$	7,500.00					
50135 · Parking/ mileage	\$	2,400.00	\$ 2,400.00	\$	1,659.00	\$	741.00			
50140 · Depreciation	\$	300.00	\$ 300.00	\$	300.00					
50220 · Insurance	\$	9,500.00	\$ 9,500.00			\$	9,500.00			
51000 · Outreach/Promotion	\$	269,700.00	\$ 286,000.00	\$	9,300.00	\$	257,100.00	\$ 19,600.00	\$ -	
Promotion/Marketing/Campaigns	\$	15,500.00	\$ 15,500.00					\$ 15,500.00		
Banners	\$	4,500.00	\$ 4,500.00	\$	4,500.00					
Web communications	\$	1,500.00	\$ 1,500.00	\$	500.00			\$ 1,000.00		
Hillcrest map	\$	5,000.00	\$ 3,000.00	\$	3,000.00					
Pride of Hillcrest Block Party	\$	65,000.00	\$ 65,000.00			\$	65,000.00			
Farmers Market promotions	\$	-	\$ 15,000.00			\$	15,000.00			
Taste 'n Tinis	\$	10,000.00	\$ 10,000.00			\$	10,000.00			
CityFest	\$	96,000.00	\$ 96,000.00			\$	96,000.00			
Taste of Hillcrest	\$	4,700.00	\$ 5,000.00			\$	5,000.00			
Nightmare on Normal Street	\$	35,000.00	\$ 35,000.00			\$	35,000.00			
Fat Tuesday	\$	27,000.00	\$ 30,000.00			\$	30,000.00			
Business open house	\$	2,500.00	\$ 2,500.00			\$	1,100.00	\$ 1,400.00		
Newsletter	\$	3,000.00	\$ 3,000.00	\$	1,300.00			\$ 1,700.00		
53000 · Physical Improvements	\$	180,489.00	\$ 205,057.08	\$	49,036.96	\$	-	\$ 70,100.00		
Hillcrest Sign Utilities/Maint.	\$	800.00	\$ 800.00			\$	800.00			
Security	\$	58,000.00	\$ 35,400.00	\$	1,770.00	\$	33,630.00			
Sidewalk improvements	\$	44,000.00	\$ 56,888.00	\$	6,262.00	\$	14,000.00	\$ 36,626.00		
Steam cleaning MAD	\$	25,134.00	\$ 27,177.12			\$	27,117.20			
Steam cleaning subscription			\$ 8,100.00	\$	9,000.00					
Dumpsters	\$	4,500.00	\$ 4,560.00	\$	2,280.00	\$	2,280.00			
Tree/ garden/ FB maintenance	\$	22,800.00								
Tree repair			\$ 3,600.00	\$	3,100.00			\$ 500.00		
Tree maintenace			\$ 10,080.00	\$	10,080.00					
Flower basket maintenance			\$ 24,300.00					\$ 24,300.00		
Lighting repair			\$ 8,896.96	\$	6,646.96			\$ 2,250.00		
Contingency	\$	25,255.00	\$ 25,255.00	\$	9,898.00	\$	8,933.00	\$ 6,424.00		
Total Expense	\$	745,313.00	\$ 766,135.88	\$	183,551.96	\$	90,183.00	\$ 361,441.00	\$ 105,000.00	\$ 25,000.00
Total Income	\$	800,983.00	\$ 791,007.00	\$	(165,727.96)	\$	-	\$ 191,559.00	\$ -	\$ -
Net Income	\$	55,670.00	\$ 24,871.12							