



Hillcrest Business Association
Board of Directors Meeting
Public Meeting ~ December 8, 2015, 5pm
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)		8 minutes
3. President's report	T. Daiber	5 minutes
4. Executive Director's report	B. Nicholls	5 minutes
5. Consent agenda (action) <ul style="list-style-type: none">• Approval of minutes (November 2015) ¹• Approval of financials (October 2015) ²	M. Brennan	2 minutes
6. Request to approve funding for Fabulous Hillcrest promotional video (action)	C. Moreno	10 minutes
7. Acceptance of FY15 audit (action) ³	T. Daiber	10 minutes
8. Approval to enter into agreement for new storage space (action)	G. Younger	10 minutes
9. Approval of funding for new trashcans (action)	C. Moreno	5 minutes
10. Approval of temporary restraining order (action)	M. Roland	5 minutes

Adjourn

Attachments:

- | | |
|--|--------------------------------------|
| 1. Board minutes November, 2015 | 3. FY 15 audit and related documents |
| 2. Board financial documents October, 2015 | |

Notices to the public:

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.

Accessibility:

The above indicated meeting facilities are accessible to persons with disabilities. If you require special assistance to participate in the meeting, please notify Benjamin Nicholls at (619) 299-3330 at least 48 hours prior to the meeting.

Public Comment:

You are welcomed 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



Ad hoc committee meetings:

- | | |
|--------------------------------------|-------------|
| • Map ad-hoc committee | B. Casey |
| • Video ad-hoc committee | B. Casey |
| • Bicycle ad-hoc committee | C. Kauffman |
| • Homeless outreach ad-hoc committee | Open |
| • EMAD ad-hoc committee | M. Roland |
| • Taste of Hillcrest | Open |
-

Attachments:

- | | |
|--|--------------------------------------|
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Hillcrest Business Association
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Hillcrest Business Association
Board of Directors Meeting
Public Meeting ~ November 11, 2015, 5pm
Joyce Beers Community Center
1230 Cleveland Ave., San Diego, CA 92103

Meeting Minutes

Board in attendance: Tami Daiber, Michael Brennan, Larry Malone, Cecelia Moreno, Jessica Baro, Paul Smith, Bryan Lovering, Maggie Roland, and Glenn Younger.

Board absent: Delour Younnan, Ryan Bedrosian, Alphonso Tsang, Charles Kauffman, Gioia Marino

Staff in attendance: Benjamin Nicholls, Megan Gamwell, Mary Joseph.

Others in attendance: Toni Duran, Julio DeGuzman, Adriana Martinez, Ian Eply, Elizabeth Robinson, Matt Wahlstrom.

The meeting was called to order

- T. Daiber called the meeting to order.
- T. Daiber asked for modifications to the agenda.
- J. De Guzman encouraged the community to work with the police department in reporting crimes.
- T. Duran handed out newsletters about Covered California.
- A. Martinez spoke on behalf of Council Member Todd Gloria's office.
- T. Daiber reported that the HBA is currently working on a survey to distribute to its members and passed around a draft for board review.
- C. Moreno gave the Treasurer's Report and requested to see more information about the discrepancy in income from 2013/2014.
- He stated that HBA staff attended a conference in September and that Hillcrest Movie Night would be taking place on Thursday November 12 and will show 101 Dalmatians.
- T. Daiber stated as a result of the theft in the office the details of the votes for minutes from September were lost and she would like to add them to today's consent agenda.
 - G. Younger made a motion to approve consent agenda and re approve September's votes. The motion passed with M. Brennan abstaining (8/0/1)
- B. Nicholls gave the Executive Director's report and announced that Nightmare on Normal Street brought in over \$25,000 for the community.
- He stated that the annual audit was complete and he was waiting on the draft audit.
- He also reported that the Special Events Committee and Executive committee proposed that the board pass a motion that the HBA move forward with the Pride partnership with the provision that HBA factor staff costs into the profit sharing of the event.



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- M. Roland made a motion to modify the agreement with Pride to account for staff time. The motion passes unanimously (9/0/0)
 - B. Nicholls reported that The Executive Committee reviewed the SOP concerning how committees function and is proposing several changes to the procedures.
 - He stated that changes include: changing the committees to an 'ad hoc' structure to provide more flexibility to our meeting schedule. It will mean that volunteers can come to meetings on topics of their interest.
 - P. Katz made a motion to approve the SOP in board packet as presented. Motion passes with P. Smith and J. Baro abstaining (7/0/2).
 - M. Wahlstrom inquired on how the public will be notified of the ad hoc committees.
 - E. Robinson inquired about how sub committees were decided.
 - B. Nicholls reported that the ad hoc MAD Expansion Committee has met many times and with the support of the city staff they have conducted a number of surveys.
 - M. Roland gave an update on the surveys.
 - C. Moreno asked if the new MAD would be folded into the existing MAD.
 - B. Nicholls stated that there was a letter in the board packet requesting that the city work with the ad hoc MAD Expansion Committee to move forward on the project.
 - P. Katz made a motion to meet with the city for an assessment model and to send them a letter. Motion is approved unanimously (9/0/0)
 - E. Robinson offered to assist in outreach to surrounding property owners.

Meeting adjourned.

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of October 31, 2015

	<u>Oct 31, 15</u>
ASSETS	
Current Assets	
Checking/Savings	
10035 - Comerica - Checking	120,513.06
10045 - PayPal	656.20
Total Checking/Savings	<u>121,169.26</u>
Accounts Receivable	
12000 - Accounts Receivable	45,712.00
Total Accounts Receivable	<u>45,712.00</u>
Other Current Assets	
10115 - SBEP City Fees & Services	20,000.00
10125 - MAD Receivable	29,199.41
10135 - City Fest Receivable	5,621.00
10145 - Farmers Market Receivable	7,981.81
10155 - Prepaid Expense	6,848.46
10165 - Workers Compensation Deposit	842.00
10170 - Nightmare on Normal Receivable	29,378.00
10175 - Commission for Arts Grant Rcvbl	22,000.00
10180 - Pride Receivable	1,467.03
10185 - Pride Flag Receivable	3,200.00
Total Other Current Assets	<u>126,537.71</u>
Total Current Assets	293,418.97
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>298,525.38</u></u>

Hillcrest Business Improvement Association, Inc.

Balance Sheet

As of October 31, 2015

Oct 31, 15

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

20225 - SBEP Advance 17,844.35

20230 - Sales Tax Payable 84.00

21000 - Payroll Liabilities

Vacation Payable 3,797.79

Total 21000 - Payroll Liabilities 3,797.79

Total Other Current Liabilities 21,726.14

Total Current Liabilities 21,726.14

Total Liabilities 21,726.14

Equity

31100 - Unrestricted Net Assets 262,954.89

Net Income 13,844.35

Total Equity 276,799.24

TOTAL LIABILITIES & EQUITY 298,525.38

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July through October 2015

	TOTAL					
	Oct 15	Budget	Variance	Jul - Oct 15	Budget	Variance
Income						
40015 - CityFest	0.00	0.00	0.00	124,199.17	163,919.00	-39,719.83
40020 - Farmers Market	13,820.95	18,334.00	-4,513.05	70,183.16	73,336.00	-3,152.84
40030 - SBEP	2,385.53	2,768.00	-382.47	4,647.65	5,536.00	-888.35
40040 - MAD	8,277.84	7,515.00	762.84	29,198.56	30,060.00	-861.44
40045 - MAD Reserve	0.00	3,490.00	-3,490.00	0.00	10,587.00	-10,587.00
40050 - BID	6,947.57	10,297.00	-3,349.43	33,661.96	41,505.00	-7,843.04
40070 - Hillcrest Map	0.00	0.00	0.00	1,500.00	3,000.00	-1,500.00
40080 - Newsletter/Advertising	0.00	84.00	-84.00	0.00	336.00	-336.00
40100 - Nightmare on Normal Street	25,389.20			38,389.20		
40115 - Taste 'N Tinis	950.00	6,500.00	-5,550.00	950.00	6,500.00	-5,550.00
40130 - Bike Advocacy	0.00			5,100.00		
40140 - Banner Space	0.00	417.00	-417.00	1,500.00	1,668.00	-168.00
40145 - Pride Flag	0.00			6,400.00		
40155 - Pride of Hillcrest/Block Party	0.00	0.00	0.00	93,946.56	129,971.00	-36,024.44
40160 - Hillcrest Map.	0.00	0.00	0.00	6,011.25	0.00	6,011.25
40180 - Other Income	0.00	130.00	-130.00	13,240.00	520.00	12,720.00
Total Income	57,771.09	49,535.00	8,236.09	428,927.51	466,938.00	-38,010.49
Expense						
50000 - Personnel						
50005 - Salaries	15,197.66	16,668.00	-1,470.34	68,082.72	61,672.00	6,410.72
50025 - Employer Taxes - Federal	1,162.62	1,139.00	23.62	5,208.34	4,164.00	1,044.34
50035 - Health Insurance	158.00	747.00	-589.00	3,565.78	2,988.00	577.78
50040 - Workers Comp Insurance	350.03	257.00	93.03	742.28	1,028.00	-285.72
Total 50000 - Personnel	16,868.31	18,811.00	-1,942.69	77,599.12	69,852.00	7,747.12
50045 - Operating						
50050 - Rent Office Space	844.00	804.00	40.00	4,724.67	3,216.00	1,508.67
50055 - Storage	482.76	300.00	182.76	814.94	1,200.00	-385.06
50060 - Accounting	1,843.50	1,842.00	1.50	7,372.20	7,368.00	4.20

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July through October 2015

	TOTAL					
	Oct 15	Budget	Variance	Jul - Oct 15	Budget	Variance
50065 · Audit	0.00	4,187.00	-4,187.00	0.00	7,375.00	-7,375.00
50070 · Equipment Purchase	0.00	225.00	-225.00	0.00	900.00	-900.00
50075 · Intern/Consultant	1,128.00	417.00	711.00	1,396.50	1,668.00	-271.50
50080 · Bank & Credit Card Charges	-83.34	50.00	-133.34	212.29	200.00	12.29
50085 · Repair/Maintenance/Cleaning	0.00	175.00	-175.00	684.98	700.00	-15.02
50090 · Office Supplies	-2.46	267.00	-269.46	519.82	1,068.00	-548.18
50095 · Postage and Delivery	0.00	42.00	-42.00	0.00	168.00	-168.00
50100 · Printing/Photocopy	92.46	167.00	-74.54	1,263.95	668.00	595.95
50110 · Dues/Subscriptions	39.00	167.00	-128.00	39.00	668.00	-629.00
50115 · Staff Development	-150.20	209.00	-359.20	1,084.90	836.00	248.90
50120 · Meetings	710.10	334.00	376.10	1,430.13	1,336.00	94.13
50125 · Legal	0.00	1,200.00	-1,200.00	14,490.00	4,900.00	9,590.00
50130 · Telephone & Internet	263.67	737.00	-473.33	2,677.20	2,948.00	-270.80
50135 · Parking/Mileage	200.00	200.00	0.00	1,143.51	800.00	343.51
50330 · D & O / Liability Insurance	1,258.28	500.00	758.28	4,490.75	4,000.00	490.75
Total 50045 · Operating	6,625.77	11,823.00	-5,197.23	42,344.84	40,019.00	2,325.84
51000 · Neighborhood/Outreach Promotion						
51515 · CityFest	1,655.60	0.00	1,655.60	100,467.63	119,753.00	-19,285.37
51525 · Promotion/Marketing/Campaigns	2,695.97	1,210.00	1,485.97	5,291.12	4,840.00	451.12
51527 · Taste 'N Tinis	1,637.00	2,000.00	-363.00	1,847.60	2,000.00	-152.40
51529 · Promotion/Parking Campaign	0.00	833.00	-833.00	0.00	3,332.00	-3,332.00
51530 · Banners	0.00	300.00	-300.00	1,100.00	1,200.00	-100.00
51535 · Web Site Communications	0.00	136.00	-136.00	84.60	544.00	-459.40
51540 · Business Mixers/Open House	305.00	0.00	305.00	1,688.03	467.00	1,221.03
51545 · Newsletter	0.00	675.00	-675.00	801.66	2,200.00	-1,398.34
51555 · Farmer's Market	-1,653.42	2,500.00	-4,153.42	6,003.60	10,000.00	-3,996.40
51556 · Farmer's Market Trolley	770.00			3,132.50		
51565 · Hillcrest Map	0.00	0.00	0.00	4,000.00	5,000.00	-1,000.00
51575 · Pride Flag Project	0.00			887.04		
51800 · Pride of Hillcrest/Block Party	426.80	0.00	426.80	75,006.29	90,000.00	-14,993.71
51880 · Nightmare on Normal	21,987.79			22,687.79		

Hillcrest Business Improvement Association, Inc.

Profit & Loss Budget vs. Actual

July through October 2015

	TOTAL					
	Oct 15	Budget	Variance	Jul - Oct 15	Budget	Variance
51885 · Bike Advocacy	5,000.00			5,000.00		
Total 51000 · Neighborhood/Outreach Promotion	32,824.74	7,654.00	25,170.74	227,997.86	239,336.00	-11,338.14
53000 · Physical Improvements						
53125 · Hillcrest Sign Utilities/Maint.	70.57	67.00	3.57	258.48	268.00	-9.52
53130 · Security	3,165.13	3,167.00	-1.87	12,660.52	12,668.00	-7.48
53135 · Street Cleaning	3,908.00	3,750.00	158.00	15,632.00	15,000.00	632.00
53137 · Pressure Washing	2,094.50	2,000.00	94.50	6,283.50	8,000.00	-1,716.50
53150 · Dumpsters	338.87	359.00	-20.13	1,727.72	1,436.00	291.72
53155 · Tree & Flower Maintenance	3,732.00	1,834.00	1,898.00	16,632.00	7,336.00	9,296.00
53156 · Tree Trimming Large Trees	0.00	667.00	-667.00	0.00	2,668.00	-2,668.00
53159 · EMAD Expansion	0.00	1,000.00	-1,000.00	0.00	4,000.00	-4,000.00
53161 · Special Projects	0.00	1,409.00	-1,409.00	400.00	5,636.00	-5,236.00
53164 · Homeless Outreach Services	5,012.32	1,417.00	3,595.32	13,515.37	5,668.00	7,847.37
53165 · Contingency	0.00	2,477.00	-2,477.00	31.75	9,908.00	-9,876.25
Total 53000 · Physical Improvements	18,321.39	18,147.00	174.39	67,141.34	72,588.00	-5,446.66
Total Expense	76,295.81	56,435.00	19,860.81	416,738.76	421,795.00	-5,056.24
	-16,869.12	-6,900.00	-9,969.12	13,844.35	45,143.00	-31,298.65

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July through October 2015

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Income						
40010 - City Fest Income						
Booth	0.00	58,116.92	0.00	0.00	0.00	58,116.92
Concessions	0.00	26,082.25	0.00	0.00	0.00	26,082.25
Grants						
Commission for Arts & Culture	0.00	22,000.00	0.00	0.00	0.00	22,000.00
County of San Diego	0.00	5,000.00	0.00	0.00	0.00	5,000.00
Total Grants	0.00	27,000.00	0.00	0.00	0.00	27,000.00
Sponsorship	0.00	13,000.00	0.00	0.00	0.00	13,000.00
Total 40010 - City Fest Income	0.00	124,199.17	0.00	0.00	0.00	124,199.17
40020 - Farmers Market	31,874.32	38,308.84	0.00	0.00	0.00	70,183.16
40030 - SBEP	0.00	0.00	0.00	0.00	4,647.65	4,647.65
40040 - MAD	0.00	0.00	0.00	29,198.56	0.00	29,198.56
40050 - BID	0.00	0.00	33,661.96	0.00	0.00	33,661.96
40070 - Hillcrest Map	1,500.00	0.00	0.00	0.00	0.00	1,500.00
40100 - Nightmare on Normal Street	0.00	38,389.20	0.00	0.00	0.00	38,389.20
40115 - Taste 'N Tinis	0.00	950.00	0.00	0.00	0.00	950.00
40130 - Bike Advocacy	5,100.00	0.00	0.00	0.00	0.00	5,100.00
40140 - Banner Space	1,500.00	0.00	0.00	0.00	0.00	1,500.00
40145 - Pride Flag	6,400.00	0.00	0.00	0.00	0.00	6,400.00
40155 - Pride of Hillcrest/Block Party	0.00	93,946.56	0.00	0.00	0.00	93,946.56
40160 - Hillcrest Map.	6,011.25	0.00	0.00	0.00	0.00	6,011.25
40180 - Other Income	13,240.00	0.00	0.00	0.00	0.00	13,240.00
Total Income	65,625.57	295,793.77	33,661.96	29,198.56	4,647.65	428,927.51
Expense						
50000 - Personnel						
50005 - Salaries	38,960.19	15,583.82	9,221.35	0.00	4,317.36	68,082.72
50025 - Employer Taxes - Federal	2,980.44	1,192.18	705.43	0.00	330.29	5,208.34
50035 - Health Insurance	3,565.78	0.00	0.00	0.00	0.00	3,565.78
50040 - Workers Comp Insurance	742.28	0.00	0.00	0.00	0.00	742.28
Total 50000 - Personnel	46,248.69	16,776.00	9,926.78	0.00	4,647.65	77,599.12

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July through October 2015

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50045 - Operating						
50050 - Rent Office Space	3,392.66	0.00	1,332.01	0.00	0.00	4,724.67
50055 - Storage	814.94	0.00	0.00	0.00	0.00	814.94
50060 - Accounting	6,572.20	500.00	0.00	300.00	0.00	7,372.20
50075 - Intern/Consultant	1,396.50	0.00	0.00	0.00	0.00	1,396.50
50080 - Bank & Credit Card Charges	212.29	0.00	0.00	0.00	0.00	212.29
50085 - Repair/Maintenance/Cleaning	610.50	74.48	0.00	0.00	0.00	684.98
50090 - Office Supplies	519.82	0.00	0.00	0.00	0.00	519.82
50100 - Printing/Photocopy	1,263.95	0.00	0.00	0.00	0.00	1,263.95
50110 - Dues/Subscriptions	39.00	0.00	0.00	0.00	0.00	39.00
50115 - Staff Development	1,084.90	0.00	0.00	0.00	0.00	1,084.90
50120 - Meetings	1,341.13	89.00	0.00	0.00	0.00	1,430.13
50125 - Legal	14,490.00	0.00	0.00	0.00	0.00	14,490.00
50130 - Telephone & Internet	2,317.20	210.00	150.00	0.00	0.00	2,677.20
50135 - Parking/Mileage	814.58	328.93	0.00	0.00	0.00	1,143.51
50330 - D & O / Liability Insurance	3,501.90	0.00	988.85	0.00	0.00	4,490.75
Total 50045 - Operating	38,371.57	1,202.41	2,470.86	300.00	0.00	42,344.84
51000 - Neighborhood/Outreach Promotion						
51525 - Promotion/Marketing/Campaigns	5,291.12	0.00	0.00	0.00	0.00	5,291.12
51527 - Taste 'N Tinis	0.00	1,847.60	0.00	0.00	0.00	1,847.60
51530 - Banners	1,100.00	0.00	0.00	0.00	0.00	1,100.00
51535 - Web Site Communications	74.65	9.95	0.00	0.00	0.00	84.60
51540 - Business Mixers/Open House	455.88	693.56	538.59	0.00	0.00	1,688.03
51545 - Newsletter	0.00	0.00	801.66	0.00	0.00	801.66
51555 - Farmer's Market	2,463.00	3,540.60	0.00	0.00	0.00	6,003.60
51556 - Farmer's Market Trolley	0.00	3,132.50	0.00	0.00	0.00	3,132.50
51565 - Hillcrest Map	1,500.00	2,500.00	0.00	0.00	0.00	4,000.00
51575 - Pride Flag Project	887.04	0.00	0.00	0.00	0.00	887.04
51800 - Pride of Hillcrest/Block Party	85.11	74,921.18	0.00	0.00	0.00	75,006.29
51880 - Nightmare on Normal	0.00	22,687.79	0.00	0.00	0.00	22,687.79
51885 - Bike Advocacy	5,000.00	0.00	0.00	0.00	0.00	5,000.00
Total 51000 - Neighborhood/Outreach Promotion	16,856.80	109,333.18	1,340.25	0.00	0.00	127,530.23

Hillcrest Business Improvement Association, Inc.

Profit & Loss by Class

July through October 2015

	110 GENERAL	220 SPECIAL EVENTS	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
51520 - City Fest						
Advertising	59.95	5,786.43	0.00	0.00	0.00	5,846.38
Ambulance	0.00	1,500.00	0.00	0.00	0.00	1,500.00
BID Crew & Equipment	0.00	5,531.38	0.00	0.00	0.00	5,531.38
City Fees (SDPD/Fire)	0.00	14,907.20	0.00	0.00	0.00	14,907.20
Entertainment	0.00	12,057.40	0.00	0.00	0.00	12,057.40
Equipment Rental	0.00	44,862.94	0.00	0.00	0.00	44,862.94
Ice Trailer	0.00	426.80	0.00	0.00	0.00	426.80
Permits	0.00	270.00	0.00	0.00	0.00	270.00
Promotions	0.00	737.82	0.00	0.00	0.00	737.82
Spirits	0.00	5,505.40	0.00	0.00	0.00	5,505.40
Supplies/Printing	0.00	2,784.94	0.00	0.00	0.00	2,784.94
Transportation	0.00	935.00	0.00	0.00	0.00	935.00
Waste Disposal/Clean-Up	0.00	5,102.37	0.00	0.00	0.00	5,102.37
Total 51520 - City Fest	59.95	100,407.68	0.00	0.00	0.00	100,467.63
53000 - Physical Improvements						
53125 - Hillcrest Sign Utilities/Maint.	0.00	0.00	0.00	258.48	0.00	258.48
53130 - Security	0.00	0.00	0.00	12,660.52	0.00	12,660.52
53135 - Street Cleaning	0.00	0.00	10,629.76	5,002.24	0.00	15,632.00
53137 - Pressure Washing	0.00	0.00	2,094.50	4,189.00	0.00	6,283.50
53150 - Dumpsters	805.00	0.00	922.72	0.00	0.00	1,727.72
53155 - Tree & Flower Maintenance	3,566.59	0.00	6,277.09	6,788.32	0.00	16,632.00
53161 - Special Projects	400.00	0.00	0.00	0.00	0.00	400.00
53164 - Homeless Outreach Services	13,515.37	0.00	0.00	0.00	0.00	13,515.37
53165 - Contingency	31.75	0.00	0.00	0.00	0.00	31.75
Total 53000 - Physical Improvements	18,318.71	0.00	19,924.07	28,898.56	0.00	67,141.34
Total Expense	119,855.72	227,719.27	33,661.96	29,198.56	4,647.65	415,083.16
Net Income	-54,230.15	68,074.50	0.00	0.00	0.00	13,844.35

Hillcrest Business Improvement Association, Inc.

A/R Aging Summary

As of October 31, 2015

	<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	5,000.00	5,000.00
Buffalo Exchange, LTD	0.00	0.00	0.00	0.00	52.00	52.00
Busalacchi's A Modo Mio	0.00	0.00	1,000.00	0.00	0.00	1,000.00
Campari America	0.00	0.00	0.00	0.00	3,000.00	3,000.00
Deli Lama	0.00	0.00	0.00	0.00	52.00	52.00
DINE CRG	0.00	0.00	0.00	0.00	500.00	500.00
Father Joe's Villages	0.00	0.00	0.00	1,000.00	0.00	1,000.00
FIDO and Co.	0.00	0.00	0.00	0.00	52.00	52.00
Fig Tree Cafe	0.00	0.00	0.00	0.00	52.00	52.00
Gossip	0.00	0.00	0.00	0.00	52.00	52.00
Mint 11	0.00	0.00	0.00	0.00	52.00	52.00
Phildaelphia Insurance	0.00	0.00	8,740.00	4,500.00	0.00	13,240.00
Pizza Al Taglio, Inc.	0.00	0.00	0.00	0.00	52.00	52.00
Principle Real Estate Group	0.00	0.00	0.00	0.00	52.00	52.00
San Diego Pride	0.00	0.00	3,200.00	0.00	3,200.00	6,400.00
Scripps Health	0.00	0.00	0.00	0.00	10,000.00	10,000.00
Stoli Group USA	0.00	0.00	0.00	0.00	5,000.00	5,000.00
Tammy's Beauty Salon	0.00	0.00	0.00	0.00	104.00	104.00
Which Wich	0.00	0.00	0.00	0.00	52.00	52.00
	0.00	0.00	12,940.00	5,500.00	27,272.00	45,712.00