



Adams Avenue Business Association: Board of Directors Meeting Agenda Tuesday February 6th

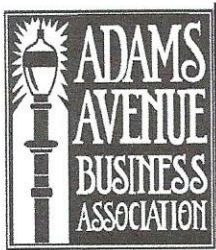
8:00 a.m. in the Normal Heights Community Center, 4649 Hawley Boulevard

Mikey Knab, PRESIDENT mikey@poncesrestaurant.com	[]	Peggy Rose Levin peggyrose.levin@gmail.com	[]
Dave McPheeters VICE PRESIDENT Dave.mcpheeters@gmail.com	[]	Ed Badrak ebadrak@gmail.com	[]
Alison Flynn, 2 nd VICE PRESIDENT aflynn42@gmail.com	[]	Phil Linssen FirstMasso@aol.com	[]
Shayna Roberts SECRETARY shaynamroberts@gmail.com	[]	Michael Rammelsberg rambetz@cox.net	[]
Doug Generoli TREASURER dgeneroli@gmail.com	[]	Guy Hanford kenvideo@cox.net	[]
Ryan Altman ryan@althealnet.org	[]	Russ Vuich rvuich@cox.net	[]
Tony Carrillo tcarrillo@aol.com	[]		

- A. Call to Order**
- B. Introductions**
- C. Additions/Deletions to Agenda**
- D. Guest Speakers** (15 minutes)
 - 1. San Diego Police Department – *Officer Jenny Hall*
 - 2. Council District 3, (Chris Ward) – *Representative Brett Weise*
 - 3. Council District 9, (Georgette Gomez) – *Representative Matt Yagyagan*
 - 4. 53rd Congressional District of California (Susan Davis) – *Zach Bunshaft*
 - 5. 39th Senate District (Toni Atkins)- *Jason Weisz*
 - 6. 78th Assembly District (Todd Gloria) – *Javier Gomez*
 - 7. Neighborhood Investment Manager Report- *Liz Studebaker*
- E. Action Items** (20 minutes)
 - 1. Approve December financials
 - 2. Approve December BOD minutes
 - 3. Set time and date for annual March Retreat
 - 4. Elect AABA officers for 2018
- F. Discussion Items** (10 minutes)
 - Alley Placemaking February 17th with UCSD Urban Studies
- G. Staff Report** (10 minutes)
 - Tree trimming, New Banner Sponsorship program and installation, TOT Grant submitted, Annual Report, 30th Street bike lanes, NHCC transition
- I. Committee Reports** (15 minutes)
 - 1. Promotions Committee- *Shayna Roberts*
 - 2. Business Planning & Development— *Alison Flynn*
 - 3. Finance Committee- *Doug Generoli*
 - 4. Executive Committee – *Mikey Knab*
- J. Announcements/ Public Comment** (5 Minutes)
- K. Adjournment**

AABA Committee Meeting Days & Times (All Committees meet in the AABA Office):

Promotions Committee – Second Thursday after the Board Meeting at 8:00am	Feb 15
Business Planning & Development Committee – Third Tuesday of each month at 8:00am	Feb 20
Finance Committee – Third Friday of each Month at 8:00am	Feb 16
Executive Committee – Wednesday before the next Monthly Board Meeting at 8:00am	Feb 28
Next Board Meeting: Annual Retreat	Mar 5



**Adams Avenue Business Association
Minutes - Board of Directors Meeting
Dec. 5, 2017 8:00am**

Members Present: Mikey Knab, Dave McPheeters, Shayna Roberts, Guy Hanford, Alison Flynn, Michael Rammelsberg, Tony Carrillo, Phil Linssen, Ryan Altman, Peggy Rose Levin, Russ Vuich

Excused: Ed Badrak

Absent:

Staff: Scott Kessler, Executive Director and Craig Burns, Staff

Guests: Jenny Hall, SDPD; Gary Weber, Brett Weise, Councilmember Ward's office; Norma Stafford and Carolyn Dubuque, Normal Heights Urban Arts Committee; Mark Hughes, City Economic Development; Cristina Bibler and Liz Studebaker, Jonathon Clark, Congresswoman Davis's office; Javier Gomez, Assemblyman Gloria's office; Brett Valentino

A. Call to order: 8:03 a.m. by President Mikey Knab

B. Introductions

C. Additions/Deletions to Agenda: n/a

D. Guest Speakers

1. Jenny Hall, SDPD: Homeless are coming back to the parks. Police will cite and arrest as necessary. Police are awaiting a No Trespass authorization from Adams Plaza. Be aware that house hold packages are being stolen from front porches. Please ship to work addresses if possible.
2. Brett Weise, Councilmember Ward: Council voted to elect Myrtle Cole as President. The third shelter will open at Euclid and 16th Streets. Business Walk went well. Homelessness was the number one concern of businesses.
3. Jonathon Clark, Congresswoman Davis: \$20 million in funding approved for military widows. Congresswoman Davis is working to protect funding for community health.
7. Javier Gomez, Assemblyman Gloria: Join them Tuesday December 19, 5:30-7:30 pm for their holiday party and gift raiser.
8. Liz Studebaker, Economic Development: Reporting the success of the recent Business Walk. Parking was an issue for those businesses she encountered. The Placemaking process is moving at a slow pace. Council is meeting February 13th to discuss reducing the red-tape involved in the process. Any property owner with a vacant lot who is willing to convert it to a community garden can have their tax bill reduced to the lowest level.

E. Action Items

1. **Approval of October Financial Reports M/S/P** Generoli/Linssen 12 members present, 12 yes
2. **Approval of November Minutes M/S/P** Roberts/McPheeters 12 members present, 12 yes
3. **Motion to sign on as supporters of Community Choice Energy M/S/P** Flynn/Roberts 12 members present, 10 yes, 2 abstain

F. Discussion Items

1. **Christina Bibler**, Explained that 2018 EDTS grants are scored based upon a computer algorithm and then by a panel offering recommendations. "Regionally Significant" in the EDTS policy needs clarification, yet no definitive definition could be given. Hotel Nights generated seemed to be a requirement although could not be confirmed. Board requested a rubric and the formula for the approval process. Christina will see if the rubric can be made available. Board completely disagrees with 2018 EDTS grant policy and procedures and predicts devastating effects to the AABA and it's events.
2. **Board openings:** Two vacancies will exist. AABA is seeking new BOD volunteers.

3. Spirit Stroll was a huge success although Kensington and Texas Street area request further inclusion. An East end and West end event is proposed for future dates as well as a possible Summer Stroll additional event.
4. Due to the holidays, the Executive committee will meet January 3 and there will be no board meeting.

G. Staff Report: Scott and Allison will be scouting alleys for the UCSD Placemaking proposal. The Briggs lawsuit is ongoing. There is a meeting Wednesday December 6, 3:30 pm at the Air Conditioned Lounge to discuss proposed bike lane along 30th Street. Those interested are welcome to attend.

H. Committee Reports

1. Promotions Committee- Shayna- Looking for comments and suggestions on future Spirit Stroll events.
2. Business Planning & Development- Alison attended the Normal Heights Planning Group where the AABA was presented with a plaque from the Mid City Little League thanking the AABA for their recent donation. The trees along Adams Avenue are now in a data base and can be easily monitored. AABA is seeking business and resident volunteers for antenna installation upon their property for WI-FI along Adams Avenue.
3. Finance Committee- Doug reports financials are in good shape, although a \$25K cut in EDTS funding is hurtful, a \$40K cut would force the discontinuation of other future events.
4. Executive Committee-
5. **Announcements/Public Comment:** Ryan from Adams Avenue Integrative Health offers a free clinic the those who have limited income. They have given over 20,000 free or reduced fee services. AABA board is welcome to attend their upcoming holiday party. Michael from Rosie O'Grady's is having a Customer Appreciation Dinner on December 12 at 6 pm. Please bring a unwrapped toy. Gary rejects the proposal to charge \$1 entry fee to the street fair in an effort to stem possible EDTS cuts.

I. Adjournment at 9:59a.m. M/S/P 12 members present, 12 yes

Next meeting: Feb 7 at 8 am

Respectfully submitted
Craig Burns

Adams Avenue Business Association
Balance Sheet

As of December 31, 2017

Dec 31, 17

ASSETS

Current Assets

Checking/Savings

10010 AABA Operating Accounts

Checking 4572 28,616.98

Savings 4325 55,880.81

Total 10010 AABA Operating Accounts 84,497.79

10020 · Restricted Development Checking 194,593.26

Total Checking/Savings 279,091.05

Other Current Assets

12375 · City of SD Tech Assist/Acctng. 730.00

10145 · Accrued Revenue 200.00

12345 · City EDTS 50,000.00

12320 · SBEP City Fees & Services 312.75

10140 · Prepaid Expense 3,197.78

12340 · MAD Receivable 10,500.12

Total Other Current Assets 64,940.65

Total Current Assets 344,031.70

TOTAL ASSETS 344,031.70

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000 · 20270 Accounts Payable 128.21

Total Accounts Payable 128.21

Other Current Liabilities

22065 · Deferred Unplugged Income 5,000.00

22050 · SBEP Advance 12,755.26

22040 · Sales Tax Payable 1,753.00

Total Other Current Liabilities 19,508.26

Total Current Liabilities 19,636.47

Total Liabilities 19,636.47

Equity

30020 · Net Assets

30025 · AABA Retained Earnings(Unrestr) 130,873.01

Total 30020 · Net Assets 130,873.01

3900 · 30015 Retained Earnings 181,933.28

Net Income 11,588.94

Total Equity 324,395.23

TOTAL LIABILITIES & EQUITY 344,031.70

Adams Avenue Business Association
Balance Sheet Prev Year Comparison
As of December 31, 2017

	Dec 31, 17	Dec 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
10010 AABA Operating Accounts				
Checking 4572	28,616.98	34,429.23	-5,812.25	-16.88%
Savings 4325	55,880.81	55,864.26	16.55	0.03%
Total 10010 AABA Operating Accounts	84,497.79	90,293.49	-5,795.70	-6.42%
10020 - Restricted Development Checking	194,593.26	194,593.26	0.00	0.0%
Total Checking/Savings	279,091.05	284,886.75	-5,795.70	-2.03%
Accounts Receivable				
10130 - Accounts Receivable	0.00	700.00	-700.00	-100.0%
Total Accounts Receivable	0.00	700.00	-700.00	-100.0%
Other Current Assets				
12375 - City of SD Tech Assist/Acctng.	730.00	800.00	-70.00	-8.75%
10145 - Accrued Revenue	200.00	0.00	200.00	100.0%
12345 - City EDTS	50,000.00	30,000.00	20,000.00	66.67%
12320 - SBEP City Fees & Services	312.75	0.00	312.75	100.0%
10140 - Prepaid Expense	3,197.78	3,159.62	38.16	1.21%
12340 - MAD Receivable	10,500.12	8,188.80	2,311.32	28.23%
Total Other Current Assets	64,940.65	42,148.42	22,792.23	54.08%
Total Current Assets	344,031.70	327,735.17	16,296.53	4.97%
TOTAL ASSETS	344,031.70	327,735.17	16,296.53	4.97%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000 - 20270 Accounts Payable	128.21	0.00	128.21	100.0%
Total Accounts Payable	128.21	0.00	128.21	100.0%
Other Current Liabilities				
22065 - Deferred Unplugged Income	5,000.00	5,000.00	0.00	0.0%
22050 - SBEP Advance	12,755.26	9,928.88	2,826.38	28.47%
22040 - Sales Tax Payable	1,753.00	0.00	1,753.00	100.0%
Total Other Current Liabilities	19,508.26	14,928.88	4,579.38	30.68%
Total Current Liabilities	19,636.47	14,928.88	4,707.59	31.53%
Total Liabilities	19,636.47	14,928.88	4,707.59	31.53%
Equity				
30020 - Net Assets				
30025 - AABA Retained Earnings(Unrestr)	130,873.01	130,873.01	0.00	0.0%
Total 30020 - Net Assets	130,873.01	130,873.01	0.00	0.0%
3900 - 30015 Retained Earnings	181,933.28	186,205.16	-4,271.88	-2.29%
Net Income	11,588.94	-4,271.88	15,860.82	371.28%
Total Equity	324,395.23	312,806.29	11,588.94	3.71%
TOTAL LIABILITIES & EQUITY	344,031.70	327,735.17	16,296.53	4.97%

Adams Avenue Business Association

Profit & Loss

January through December 2017

Jan - Dec 17

Ordinary Income/Expense

Income

43000 · Maintenance Grants	19,500.00
40110 · Annual Meeting	720.00
40025 · Technical Assistance/Acctng.	2,895.00
40050 · Program Income	
40125 · Banners	1,500.00
40070 · Other Income	0.00
Total 40050 · Program Income	1,500.00
43210 · Interest/Dividend Income	16.55
41000 · SBEP Management Grant	14,976.62
42000 · MAD	61,514.93
40020 · BID	46,694.57
40040 · Special Events.	
170 · Craft Beer taste	11,555.00
165 · Stage Host	3,550.00
162 · The VIP Lounge	5,380.80
150 · SBEP - City Fees & Services	13,937.13
160 · Ticket	48,492.50
159 · Carnival	16,000.00
158 · Program Ads	1,425.00
156 · Sponsorship	1,500.00
155 · Beer Garden	20,048.00
153 · T.Shirt Sales	3,203.00
152 · Booth Rentals	172,971.89
151 · City, County & State Grants	78,739.00
Total 40040 · Special Events.	376,802.32
Total Income	524,619.99

Expense

50020 · Personnel	
50028 · Maintenance Staffing	13,427.50
50038 · Workers Compensation	3,150.00
50037 · Health Insurance	18,878.52
50035 · State Payroll Taxes	869.89
50034 · Federal Payroll Taxes	10,573.80
50027 · Office Staffing	113,420.94
Total 50020 · Personnel	160,320.65
52010 · Maintenance	
52035 · Supplies	268.99
52025 · Utilities(Water/Electricity)	4,989.37
52020 · Contract Labor	52,274.88
Total 52010 · Maintenance	57,533.24
53100 · Special Events	
53170 · Supplies	1,689.99
53165 · Printing & Production	9,080.75

Adams Avenue Business Association
Profit & Loss

January through December 2017

Jan - Dec 17

53160 · Graphic Design	4,410.00
53145 · Advertising	43,909.24
53125 · Contract Labor	64,577.51
53105 · Equipment Rental	35,658.43
53110 · Licenses and Permits	3,548.49
53115 · Promotional	1,000.00
53120 · Food + Beverage	8,179.44
53135 · Cleaning Fee	4,475.00
53140 · Music & Entertainment	31,358.99
Total 53100 · Special Events	207,887.84
50040 Operating	
50065 · Contract Labor	420.00
50110 · Insurance	3,680.00
50045 · Bank & Credit Card Charges	9,110.47
50060 · Dues and Subscriptions	1,039.83
50120 · Office Supplies	1,799.40
50125 · Accounting	16,240.75
50080 · Rent	2,600.00
50090 · Telephone	3,359.05
50070 · Postage and Delivery	3,721.46
50095 · Meetings+Conventions	3,946.10
Total 50040 Operating	45,917.06
51510 · Marketing	
51580 · Sponsorship Consultant	27,000.00
51560 · Holiday on Adams	762.19
51535 · Advertising	3,100.00
51530 · Website/Social Media	8,053.07
51550 · Promotion	2,457.00
Total 51510 · Marketing	41,372.26
Total Expense	513,031.05
Net Ordinary Income	11,588.94
Net Income	11,588.94

Adams Avenue Business Association Profit & Loss by Class

January through December 2017

Ordinary Income/Expense	SPIRIT STROLL	MAD UNFUNDED	UNPLUGGED	AABA	TASTE OF ADAMS	STREET FAIR	IMAD	SBEP
Income								
43000 · Maintenance Grants	0.00	19,500.00	0.00	0.00	0.00	0.00	0.00	0.00
40110 · Annual Meeting	0.00	0.00	0.00	720.00	0.00	0.00	0.00	0.00
40025 · Technical Assistance/Accounting	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,895.00
40050 · Program Income								
40125 · Banners	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00
40070 · Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 40050 · Program Income	0.00	0.00	0.00	1,500.00	0.00	0.00	0.00	0.00
43210 · Interest/Dividend Income	0.00	0.00	0.00	16.55	0.00	0.00	0.00	0.00
41000 · SBEP Management Grant	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14,976.62
42000 · IMAD	0.00	0.00	0.00	0.00	0.00	0.00	61,514.93	0.00
40020 · BID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
40040 · Special Events								
170 · Craft Beer Taste	0.00	0.00	0.00	0.00	0.00	11,555.00	0.00	0.00
165 · Stage Host	0.00	0.00	3,550.00	0.00	0.00	0.00	0.00	0.00
162 · The VIP Lounge	0.00	0.00	0.00	0.00	0.00	5,380.80	0.00	0.00
150 · SBEP - City Fees & Services	0.00	0.00	0.00	0.00	0.00	13,937.13	0.00	0.00
160 · Ticket	9,836.00	0.00	4,016.50	0.00	34,640.00	0.00	0.00	0.00
159 · Carnival	0.00	0.00	0.00	0.00	0.00	16,000.00	0.00	0.00
158 · Program Ads	0.00	0.00	0.00	0.00	0.00	1,425.00	0.00	0.00
156 · Sponsorship	0.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00
155 · Beer Garden	0.00	0.00	0.00	0.00	0.00	20,048.00	0.00	0.00
153 · T-Shirt Sales	0.00	0.00	633.00	0.00	0.00	2,570.00	0.00	0.00
152 · Booth Rentals	0.00	0.00	3,670.00	0.00	0.00	169,301.89	0.00	0.00
151 · City, County & State Grants	0.00	0.00	28,739.00	0.00	0.00	50,000.00	0.00	0.00
Total 40040 · Special Events	9,836.00	0.00	40,608.50	0.00	34,640.00	291,717.82	0.00	0.00
Total Income	9,836.00	19,500.00	40,608.50	2,236.55	34,640.00	291,717.82	61,514.93	17,871.62
Expense								
50020 · Personnel								
50028 · Maintenance Staffing	0.00	0.00	240.00	1,825.00	0.00	0.00	11,362.50	0.00
50038 · Workers Compensation	0.00	0.00	0.00	1,531.69	0.00	0.00	900.00	0.00
50037 · Health Insurance	0.00	0.00	0.00	17,878.52	0.00	1,000.00	0.00	0.00

Adams Avenue Business Association

Profit & Loss by Class

January through December 2017

	SPRIT STROLL	MAD UNFUNDED	UNPLUGGED	AABA	TASTE OF ADAMS	STREET FAIR	IMAD	SBEP
50035 • State Payroll Taxes	0.00	0.00	6.48	388.78	0.00	0.00	324.08	62.61
50034 • Federal Payroll Taxes	0.00	0.00	19.80	4,695.85	0.00	1,000.00	2,025.62	1,072.61
50027 • Office Staffing	0.00	0.00	0.00	55,499.35	0.00	16,000.00	5,330.48	13,841.40
Total 50020 • Personnel	0.00	0.00	266.28	81,819.19	0.00	18,000.00	19,942.68	14,976.62
52010 • Maintenance								
52035 • Supplies	0.00	0.00	0.00	0.00	0.00	0.00	268.99	0.00
52025 • Utilities(Water/Electricity)	0.00	0.00	0.00	0.00	0.00	789.11	4,200.26	0.00
52020 • Contract Labor	0.00	15,000.00	0.00	4,700.00	0.00	910.92	31,663.96	0.00
Total 52010 • Maintenance	0.00	15,000.00	0.00	4,700.00	0.00	1,700.03	36,133.21	0.00
53100 • Special Events								
53170 • Supplies	563.78	0.00	15.04	0.00	0.00	1,111.17	0.00	0.00
53165 • Printing & Production	612.14	0.00	2,864.80	0.00	1,159.74	4,444.07	0.00	0.00
53160 • Graphic Design	990.00	0.00	1,285.00	0.00	850.00	1,285.00	0.00	0.00
53145 • Advertising	5,970.00	0.00	9,800.00	0.00	9,190.00	18,949.24	0.00	0.00
53125 • Contract Labor	721.00	0.00	5,920.00	665.00	1,150.98	56,120.53	0.00	0.00
53105 • Equipment Rental	0.00	0.00	3,104.04	0.00	1,350.00	31,204.39	0.00	0.00
53110 • Licenses and Permits	325.00	0.00	101.99	0.00	0.00	3,121.50	0.00	0.00
53115 • Promotional	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	0.00
53120 • Food + Beverage	2,639.44	0.00	0.00	0.00	0.00	5,540.00	0.00	0.00
53135 • Cleaning Fee	0.00	0.00	0.00	0.00	0.00	4,475.00	0.00	0.00
53140 • Music & Entertainment	0.00	0.00	11,110.24	0.00	0.00	20,248.75	0.00	0.00
Total 53100 • Special Events	11,821.36	0.00	34,201.11	1,665.00	13,700.72	146,499.65	0.00	0.00
50040 Operating								
50065 • Contract Labor	0.00	0.00	350.00	70.00	0.00	0.00	0.00	0.00
50110 • Insurance	0.00	0.00	0.00	114.98	0.00	1,000.00	1,200.00	0.00
50045 • Bank & Credit Card Charges	421.13	0.00	355.63	1,771.56	2,936.33	3,625.82	0.00	0.00
50060 • Dues and Subscriptions	0.00	0.00	0.00	539.83	0.00	0.00	0.00	0.00
50120 • Office Supplies	0.00	0.00	0.00	1,399.01	0.00	0.00	23.16	0.00
50125 • Accounting	0.00	0.00	0.00	2,363.33	0.00	0.00	3,527.17	2,895.00
50080 • Rent	0.00	0.00	0.00	200.00	0.00	0.00	0.00	0.00
50090 • Telephone	0.00	0.00	0.00	1,402.22	0.00	0.00	688.71	0.00
50070 • Postage and Delivery	0.00	0.00	0.00	2,172.46	0.00	0.00	0.00	0.00
50095 • Meetings+Conventions	0.00	0.00	199.64	2,418.96	0.00	0.00	0.00	0.00

Adams Avenue Business Association
Profit & Loss by Class

January through December 2017

	SPRIT STROLL	MAD UNFUNDED	UNPLUGGED	AABA	TASTE OF ADAMS	STREET FAIR	MAD	SBEP
Total 50040 Operating	421.13	0.00	905.27	12,452.35	2,936.33	4,625.82	5,439.04	2,895.00
51510 - Marketing								
51580 - Sponsorship Consultant	0.00	0.00	0.00	2,000.00	0.00	25,000.00	0.00	0.00
51560 - Holiday on Adams	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51535 - Advertising	0.00	0.00	0.00	1,680.65	0.00	0.00	0.00	0.00
51530 - Website/Social Media	0.00	0.00	0.00	6,195.04	0.00	0.00	0.00	0.00
51550 - Promotion	0.00	0.00	0.00	1,360.00	0.00	0.00	0.00	0.00
Total 51510 - Marketing	0.00	0.00	0.00	11,235.69	0.00	25,000.00	0.00	0.00
Total Expense	12,242.49	15,000.00	35,372.66	111,872.23	16,637.05	195,825.50	61,514.93	17,871.62
Net Ordinary Income	-2,406.49	4,500.00	5,235.84	-109,635.68	18,002.95	95,892.32	0.00	0.00
Net Income	-2,406.49	4,500.00	5,235.84	-109,635.68	18,002.95	95,892.32	0.00	0.00

Adams Avenue Business Association Profit & Loss by Class January through December 2017

Ordinary Income/Expense		BID	TOTAL
Income			
43000 · Maintenance Grants		0.00	19,500.00
40110 · Annual Meeting		0.00	720.00
40025 · Technical Assistance/Acting.		0.00	2,895.00
40050 · Program Income			
40125 · Banners		0.00	1,500.00
40070 · Other Income		0.00	0.00
Total 40050 · Program Income		0.00	1,500.00
43210 · Interest/Dividend Income		0.00	16.55
41000 · SBEP Management Grant		0.00	14,976.62
42000 · IMAD		0.00	61,514.93
40020 · BID		46,694.57	46,694.57
40040 · Special Events.			
170 · Craft Beer taste		0.00	11,555.00
165 · Stage Host		0.00	3,550.00
162 · The VIF Lounge		0.00	5,380.80
150 · SBEP - City Fees & Services		0.00	13,937.13
160 · Ticket		0.00	43,492.50
159 · Carnival		0.00	16,000.00
158 · Program Ads		0.00	1,425.00
156 · Sponsorship		0.00	1,500.00
155 · Beer Garden		0.00	20,048.00
153 · T-Shirt Sales		0.00	3,203.00
152 · Booth Rentals		0.00	172,971.89
151 · City, County & State Grants		0.00	73,739.00
Total 40040 · Special Events.		0.00	376,802.32
Total Income:		46,694.57	524,619.99
Expense			
50020 · Personnel			
50028 · Maintenance Staffing		0.00	13,427.50
50038 · Workers Compensation		718.31	3,150.00
50037 · Health Insurance		0.00	18,878.52

Adams Avenue Business Association
Profit & Loss by Class
January through December 2017

	BID	TOTAL
50035 • State Payroll Taxes	87.94	869.89
50034 • Federal Payroll Taxes	1,759.92	10,573.80
50027 • Office Staffing	22,749.71	113,420.94
Total 50020 • Personnel	25,315.88	160,320.65
52010 • Maintenance		
52035 • Supplies	0.00	268.99
52025 • Utilities(Water/Electricity)	0.00	4,989.37
52020 • Contract Labor	0.00	52,274.88
Total 52010 • Maintenance	0.00	57,533.24
53100 • Special Events		
53170 • Supplies	0.00	1,689.99
53165 • Printing & Production	0.00	9,080.75
53160 • Graphic Design	0.00	4,410.00
53145 • Advertising	0.00	43,909.24
53125 • Contract Labor	0.00	64,577.51
53105 • Equipment Rental	0.00	35,658.43
53110 • Licenses and Permits	0.00	3,548.49
53115 • Promotional	0.00	1,000.00
53120 • Food + Beverage	0.00	8,179.44
53135 • Cleaning Fee	0.00	4,475.00
53140 • Music & Entertainment	0.00	31,358.99
Total 53100 • Special Events	0.00	207,887.84
50040 Operating		
50065 • Contract Labor	0.00	420.00
50110 • Insurance	1,365.02	3,680.00
50045 • Bank & Credit Card Charges	0.00	9,110.47
50060 • Dues and Subscriptions	500.00	1,039.83
50120 • Office Supplies	377.23	1,799.40
50125 • Accounting	7,455.25	16,240.75
50080 • Rent	2,400.00	2,600.00
50090 • Telephone	1,268.12	3,359.05
50070 • Postage and Delivery	1,549.00	3,721.46
50095 • Meetings+Conventions	1,327.50	3,946.10

Adams Avenue Business Association
Profit & Loss by Class
January through December 2017

	BID	TOTAL
Total 50040 Operating	16,242.12	45,917.06
51510 · Marketing		
51580 · Sponsorship Consultant	0.00	27,000.00
51560 · Holiday on Adams	762.19	762.19
51535 · Advertising	1,419.35	3,100.00
51530 · Website/Social Media	1,858.03	8,053.07
51550 · Promotion	1,097.00	2,457.00
Total 51510 · Marketing	5,136.57	41,372.26
Total Expense	46,694.57	513,031.05
Net Ordinary Income	0.00	11,588.94
Net Income	0.00	11,588.94

Adams Avenue Business Association

Profit & Loss Prev Year Comparison

January through December 2017

	Jan - Dec 17	Jan - Dec 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
43000 · Maintenance Grants	19,500.00	0.00	19,500.00	100.0%
40110 · Annual Meeting	720.00	570.00	150.00	26.32%
40025 · Technical Assistance/Acctng.	2,895.00	6,050.00	-3,155.00	-52.15%
40050 · Program Income				
40125 · Banners	1,500.00	0.00	1,500.00	100.0%
40090 · Associate Membership Dues	0.00	50.00	-50.00	-100.0%
40070 · Other Income	0.00	0.00	0.00	0.0%
40095 · Program Fees	0.00	1,000.00	-1,000.00	-100.0%
Total 40050 · Program Income	1,500.00	1,050.00	450.00	42.86%
43210 · Interest/Dividend Income	16.55	16.80	-0.25	-1.49%
41000 · SBEP Management Grant	14,976.62	18,474.02	-3,497.40	-18.93%
42000 · MAD	61,514.93	45,369.41	16,145.52	35.59%
40020 · BID	46,694.57	50,675.22	-3,980.65	-7.86%
40040 · Special Events.				
170 · Craft Beer taste	11,555.00	7,285.75	4,269.25	58.6%
166 · Holiday on Adams	0.00	1,700.00	-1,700.00	-100.0%
165 · Stage Host	3,550.00	4,725.00	-1,175.00	-24.87%
162 · The VIP Lounge	5,380.80	4,168.00	1,212.80	29.1%
150 · SBEP - City Fees & Services	13,937.13	13,492.84	444.29	3.29%
160 · Ticket	48,492.50	46,901.77	1,590.73	3.39%
159 · Carnival	16,000.00	16,100.00	-100.00	-0.62%
158 · Program Ads	1,425.00	1,999.50	-574.50	-28.73%
156 · Sponsorship	1,500.00	4,250.00	-2,750.00	-64.71%
155 · Beer Garden	20,048.00	22,651.00	-2,603.00	-11.49%
153 · T.Shirt Sales	3,203.00	3,241.00	-38.00	-1.17%
152 · Booth Rentals	172,971.89	153,388.50	19,583.39	12.77%
151 · City, County & State Grants	78,739.00	58,753.00	19,986.00	34.02%
Total 40040 · Special Events.	376,802.32	338,656.36	38,145.96	11.26%
Total Income	524,619.99	460,861.81	63,758.18	13.84%
Expense				
53200 · Contingency	0.00	1,935.94	-1,935.94	-100.0%
50020 · Personnel				
50028 · Maintenance Staffing	13,427.50	7,017.50	6,410.00	91.34%
50038 · Workers Compensation	3,150.00	1,161.00	1,989.00	171.32%
50037 · Health Insurance	18,878.52	15,947.36	2,931.16	18.38%
50035 · State Payroll Taxes	869.89	1,036.00	-166.11	-16.03%
50034 · Federal Payroll Taxes	10,573.80	10,599.89	-26.09	-0.25%
50027 · Office Staffing	113,420.94	122,758.75	-9,337.81	-7.61%
Total 50020 · Personnel	160,320.65	158,520.50	1,800.15	1.14%
52010 · Maintenance				
52035 · Supplies	268.99	743.47	-474.48	-63.82%
52025 · Utilities(Water/Electricity)	4,989.37	4,876.06	113.31	2.32%

Adams Avenue Business Association

Profit & Loss Prev Year Comparison

January through December 2017

	Jan - Dec 17	Jan - Dec 16	\$ Change	% Change
52020 · Contract Labor	52,274.88	20,037.60	32,237.28	160.88%
Total 52010 · Maintenance	57,533.24	25,657.13	31,876.11	124.24%
53100 · Special Events				
53170 · Supplies	1,689.99	3,121.55	-1,431.56	-45.86%
53165 · Printing & Production	9,080.75	9,615.55	-534.80	-5.56%
53160 · Graphic Design	4,410.00	3,990.00	420.00	10.53%
53145 · Advertising	43,909.24	37,610.00	6,299.24	16.75%
53125 · Contract Labor	64,577.51	63,482.42	1,095.09	1.73%
53105 · Equipment Rental	35,658.43	35,441.01	217.42	0.61%
53110 · Licenses and Permits	3,548.49	4,133.00	-584.51	-14.14%
53115 · Promotional	1,000.00	0.00	1,000.00	100.0%
53120 · Food + Beverage	8,179.44	6,012.86	2,166.58	36.03%
53135 · Cleaning Fee	4,475.00	2,300.00	2,175.00	94.57%
53140 · Music & Entertainment	31,358.99	43,760.00	-12,401.01	-28.34%
Total 53100 · Special Events	207,887.84	209,466.39	-1,578.55	-0.75%
50040 Operating				
50065 · Contract Labor	420.00	66.00	354.00	536.36%
50050 · Equipment/Furniture	0.00	1,976.37	-1,976.37	-100.0%
50110 · Insurance	3,680.00	7,723.80	-4,043.80	-52.36%
50045 · Bank & Credit Card Charges	9,110.47	7,623.51	1,486.96	19.51%
50060 · Dues and Subscriptions	1,039.83	703.43	336.40	47.82%
50120 · Office Supplies	1,799.40	2,178.52	-379.12	-17.4%
50075 · Legal/Professional	0.00	1,545.75	-1,545.75	-100.0%
50125 · Accounting	16,240.75	16,333.62	-92.87	-0.57%
50080 · Rent	2,600.00	2,000.00	600.00	30.0%
50090 · Telephone	3,359.05	2,391.41	967.64	40.46%
50070 · Postage and Delivery	3,721.46	3,559.38	162.08	4.55%
50095 · Meetings+Conventions	3,946.10	4,312.79	-366.69	-8.5%
Total 50040 Operating	45,917.06	50,414.58	-4,497.52	-8.92%
51510 · Marketing				
51580 · Sponsorship Consultant	27,000.00	0.00	27,000.00	100.0%
51575 · CicloSDios	0.00	3,846.72	-3,846.72	-100.0%
51560 · Holiday on Adams	762.19	0.00	762.19	100.0%
51535 · Advertising	3,100.00	3,415.00	-315.00	-9.22%
51530 · Website/Social Media	8,053.07	8,545.43	-492.36	-5.76%
51550 · Promotion	2,457.00	3,332.00	-875.00	-26.26%
Total 51510 · Marketing	41,372.26	19,139.15	22,233.11	116.17%
Total Expense	513,031.05	465,133.69	47,897.36	10.3%
Net Ordinary Income	11,588.94	-4,271.88	15,860.82	371.28%
Net Income	11,588.94	-4,271.88	15,860.82	371.28%