



BOARD OF DIRECTORS MEETING
PUBLIC MEETING

August 16, 2011, 5pm

****Special Date and Location****

Grah Safe and Lock Co., 939 University Avenue., San Diego CA 92103

AGENDA

Call to order and introductions	N. Moede	2 minutes
Public comment (1 minute per speaker)		5 minutes
Reports:		
a) President's report	N. Moede	5 minutes
b) Executive Director's report	B. Nicholls	5 minutes
Consent items (action):		
a) Approval of minutes ¹	N. Moede	5 minutes
b) Approval of organizational financials ²		
Action items:		
a) Proposal to begin permitting for Pride Flag Project	N. Moede	10 minutes
b) Request for letter of support for LGBT Center's Nightmare on Normal Street event ³	J. Hale	10 minutes
c) Consider nominations to the Uptown Community Parking District	J. Hale	10 minutes
d) RFP to receive options from third parties to take ownership of the Hillcrest Sign	B. Nicholls	10 minutes
Information items:		
a. Parking Committee report	N. Moede	5 minutes
b. Marketing Committee report	A. Capano	5 minutes
c. CityFest/Hoedown Committee report	J. Hale	5 minutes

Attachments:

1. July 2011 minutes
2. June 2011 financials
3. Letter to LGBT Center concerning Nightmare on Normal Street and Aidswalk



BOARD OF DIRECTORS MEETING MINUTES

Tuesday, July 12, 2011
Joyce Beers Community Center
1220 Cleveland Ave., San Diego, CA 92103

Board members in attendance: Amy Capano, Sean Cute, Robert Grinchuk, Johnathan Hale, Pete Katz, Nick Moede, Robert Schrader, Michael Wright, Glenn Younger

Board members absent: Ron Baranov, Alex Marin, Jesse Thomas, Dalour Younan

Others in attendance: Rachel Kowalski, Officer David Surwilo

Staff in attendance: Mary Joseph, Ben Nicholls, Lisa Weir

- N. Moede called the meeting to order at 5:05 p.m.

President's report

- N. Moede stated that he met with Hillcrest Mardi Gras partners and discussion occurred regarding HBA taking over the finances of the event and the possibility of hiring an event logistics company. He said that due to the date of CityFest the next board meeting will occur on Tuesday, August 16 at 5 p.m. at Grah Safe and Lock.

Executive Director's report

- B. Nicholls reported that the Hillcrest sign is being manufactured and installation is anticipated for the week of August 3. He said that the FY2011 organizational audit is underway. He reported that staff is working with property owners at Fifth Avenue and University Avenue to implement the recommendations that the UCSD Hillcrest 2.0 student team proposed for multiple alleyway uses. He said that the permit applications for the Fifth Avenue lighting project are being submitted next week and that the HBA hosted a meeting with representatives from the City Office of Small Business, contract administrators for the MAD, Small Business Enhancement Program and the BID, and that the HBA received high scores for operating procedures, financial controls, and cash reserves.

Informational items

- N. Moede stated the Parking Committee has been working on an RFP for parking program promotions in Hillcrest. He said that the bike corral program is two to three weeks from being implemented and that the pilot program for lowering the meter rates on Normal Street is moving forward.
- A. Capano stated that M. Joseph will report on Taste of Hillcrest, Amazing High Heel Race and Mardi Gras financials at the next board meeting. She stated that posters for the Hillcrest Farmers Market and CityFest are being distributed around the neighborhood and promotions are coming along well for both special events. She said that the HBA



quarterly newsletter will be in member post boxes at the end of this week and that the Quarterly Member Meeting will be on Wednesday, July 27 at Bayu's, 530 University Avenue from 6:30 – 7:30 p.m. and encouraged the group to attend.

- J. Hale reported that CityFest was at 52 percent of vendor sales goal and that all of the elements are set, including the beer garden, dunk tank, food court, water slide, permits, amusement rides and band line up. He stated that the Hillcrest Hoedown permit footprint is being negotiated with the SDPD and that Hillcrest Hoedown vendor sales are at 13 percent of goal.

Action items

- N. Moede presented the consent agenda which included the June 2011 Board of Directors' meeting minutes and the May 2011 organizational financials.
 - Motion to approve the June 2011 Board of Directors' meeting minutes and the May 2011 organizational financials. J. Hale/ S. Cute. 9/0/0. The motion passed unanimously.
- N. Moede stated that the Nominations Committee will be recruiting candidates for the Board of Directors as well as board representatives for the new parking district committee and asked board members to volunteer for the committee. After requesting volunteers N. Moede appointed J. Hale the Chair of the Nominations Committee and R. Schrader and G. Younger as committee volunteers.
- R. Schrader stated that Fifth Avenue storefronts had been burglarized several times over the last couple of years and suggested the board take more aggressive action. D. Surwillo of the San Diego Police Department presented copies of Automated Regional Justice Information System reports from March 2011 to May 2011 on Fifth Avenue. He stated that crime trends in the area appear normal. He told the group that he is always available to respond to crime in Hillcrest. N. Moede suggested that the HBA Quarterly Newsletter address proper crime reporting procedures. R. Schrader suggested that if there is a string of burglaries in Hillcrest rewards should be offered.
- B. Nicholls presented information on the Pets America Parade scheduled to take place on September 17, 2011, including the rolling street closures which will go from the AT&T parking lot to Normal Street along University Avenue. R. Kolwaski from Pets America presented details about the parade and Pets America and said the impact to the effected storefront businesses would be 5-10 minutes of street closures along the route.
 - Motion to write a letter of support for the Pets America Parade. J. Hale / G. Younger. 9/0/0. The motion passed unanimously.

The meeting adjourned at 5:48 p.m.

HBIA
Balance Sheet
As of June 30, 2011

	Jun 30, 11
ASSETS	
Current Assets	
Checking/Savings	
10020 - CHASE - Checking	136,047.61
10040 - CHASE - Money Market	208,555.75
Total Checking/Savings	344,603.36
Accounts Receivable	
12000 - Accounts Receivable	2,944.00
Total Accounts Receivable	2,944.00
Other Current Assets	
10115 - SBEP City Services	9,262.79
10120 - BID Receivable	20,104.68
10125 - MAD Receivable	14,765.74
10135 - City Fest Receivable	10,659.00
10145 - Farmers Market Receivable	4,167.53
10155 - Prepaid Expense	2,542.57
10160 - Prepaid CityFest	576.00
10165 - Workers Compensation Deposit	842.00
Total Other Current Assets	62,920.31
Total Current Assets	410,467.67
Fixed Assets	
10200 - Office Furniture & Equipment	13,139.00
10220 - Accumulated Depreciation	-11,579.30
Total Fixed Assets	1,559.70
TOTAL ASSETS	412,027.37
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
20210 - Accrued Expenses	2,499.03

HBIA
Balance Sheet
As of June 30, 2011

	<u>Jun 30, 11</u>
20235 - City Fest Deferred Revenue	31,080.00
20240 - Deferred Revenue	1,680.00
21000 - Payroll Liabilities	
Vacation Payable	2,073.74
Total 21000 - Payroll Liabilities	<u>2,073.74</u>
Total Other Current Liabilities	<u>37,332.77</u>
Total Current Liabilities	<u>37,332.77</u>
Total Liabilities	37,332.77
Equity	
31100 - Unrestricted Net Assets	293,452.34
Net Income	81,242.26
Total Equity	<u>374,694.60</u>
TOTAL LIABILITIES & EQUITY	<u><u>412,027.37</u></u>

HBIA
Profit & Loss Budget vs. Actual
 July 2010 through June 2011

				TOTAL		
	Jun 11	Budget	Variance	Jul '10 - Jun 11	Budget	Variance
Income						
40010 - City Fest Income	-421.21			135,785.08	105,500.00	30,285.08
40020 - Farmers Market	16,701.92	10,000.00	6,701.92	170,507.72	120,000.00	50,507.72
40030 - SBEP	3,168.21	1,760.00	1,408.21	18,517.80	21,400.00	-2,882.20
40040 - MAD	6,937.22	6,808.00	129.22	93,738.65	94,000.00	-261.35
40045 - MAD Reserve	0.00	6,750.00	-6,750.00	0.00	81,000.00	-81,000.00
40050 - BID	6,378.13	7,783.00	-1,404.87	87,541.81	102,000.00	-14,458.19
40060 - PROW	104.00			835.00		
40070 - Hillcrest Map	0.00			4,800.00		
40080 - Newsletter/Advertising	0.00	65.00	-65.00	0.00	1,000.00	-1,000.00
40090 - Mardi Gras	9,895.86	0.00	9,895.86	14,895.86	17,000.00	-2,104.14
40110 - Taste	0.00	0.00	0.00	28,142.30	34,500.00	-6,357.70
40115 - Taste 'N Tinis	0.00			13,127.98		
40120 - Interest	59.92	100.00	-40.08	777.91	1,200.00	-422.09
40125 - Amazing High Heel Race	7,489.00			7,639.00		
40140 - Banner Space	500.00	150.00	350.00	2,500.00	4,000.00	-1,500.00
40150 - Grants	0.00			12,000.00		
40180 - Other Income	0.00	0.00	0.00	3,450.00	2,000.00	1,450.00
Total Income	50,813.05	33,416.00	17,397.05	594,259.11	583,600.00	10,659.11
Expense						
50000 - Personnel						
50005 - Salaries	10,787.12	9,174.00	1,613.12	116,263.80	110,000.00	6,263.80
50025 - Employer Taxes - Federal	758.13	887.00	-128.87	8,939.08	10,710.00	-1,770.92
50030 - Employer Taxes - State	0.00	0.00	0.00	868.00	1,438.00	-570.00
50035 - Health Insurance	501.00	525.00	-24.00	4,583.65	6,300.00	-1,716.35
50040 - Workers Comp Insurance	-24.96	121.00	-145.96	1,436.24	1,540.00	-103.76
Total 50000 - Personnel	12,021.29	10,707.00	1,314.29	132,090.77	129,988.00	2,102.77
50045 - Operating						
50050 - Rent Office Space	723.00	725.00	-2.00	8,676.00	8,700.00	-24.00
50055 - Storage	145.00	145.00	0.00	1,740.00	1,800.00	-60.00
50060 - Accounting	1,546.00	1,500.00	46.00	18,103.20	18,000.00	103.20
50065 - Audit	0.00			5,850.00	7,500.00	-1,650.00
50070 - Equipment Purchase	0.00	225.00	-225.00	2,094.02	2,700.00	-605.98

HBIA
Profit & Loss Budget vs. Actual
 July 2010 through June 2011

				TOTAL		
	Jun 11	Budget	Variance	Jul '10 - Jun 11	Budget	Variance
50075 · Intern/Consultant	955.00	700.00	255.00	9,634.50	8,400.00	1,234.50
50080 · Bank & Credit Card Charges	0.00	50.00	-50.00	53.95	600.00	-546.05
50085 · Repair and Maintenance	70.00	100.00	-30.00	878.38	1,200.00	-321.62
50090 · Office Supplies	609.05	263.00	346.05	2,990.05	3,200.00	-209.95
50095 · Postage and Delivery	22.02	38.00	-15.98	422.23	500.00	-77.77
50100 · Printing/Photocopy	0.00	340.00	-340.00	1,404.52	4,080.00	-2,675.48
50120 · Meetings	101.45	250.00	-148.55	3,203.02	3,000.00	203.02
50125 · Legal	0.00	650.00	-650.00	4,212.00	10,000.00	-5,788.00
50130 · Telephone & Internet	811.61	444.00	367.61	5,913.84	5,350.00	563.84
50135 · Parking/Mileage	260.00	200.00	60.00	2,490.00	2,400.00	90.00
50140 · Depreciation	433.25	100.00	333.25	1,039.80	1,200.00	-160.20
50330 · D & O / Liability Insurance	380.45	0.00	380.45	7,795.04	5,938.00	1,857.04
Total 50045 · Operating	6,056.83	5,730.00	326.83	76,500.55	84,568.00	-8,067.45
 51000 · Neighborhood/Promotion						
51520 · City Fest	0.00			92,113.08	105,500.00	-13,386.92
51525 · Promotion/Marketing	0.00	1,250.00	-1,250.00	12,722.10	15,000.00	-2,277.90
51526 · Taste	-3,959.74	0.00	-3,959.74	8,798.89	7,800.00	998.89
51527 · Taste 'N Tinis	0.00			15,088.29		
51528 · Amazing High Heel Race	1,672.51			1,672.51		
51530 · Banners	0.00	773.00	-773.00	5,458.90	9,375.00	-3,916.10
51535 · Web Site	0.00	125.00	-125.00	683.78	1,500.00	-816.22
51540 · Business Mixers	364.32	320.00	44.32	2,803.47	3,850.00	-1,046.53
51545 · Newsletter	0.00	488.00	-488.00	3,299.69	5,900.00	-2,600.31
51555 · Farmer's Market	417.76	815.00	-397.24	5,599.80	9,784.00	-4,184.20
51560 · Business Forum	0.00	569.00	-569.00	3,356.55	6,850.00	-3,493.45
51565 · Hillcrest Map	0.00			4,284.75		
Total 51000 · Neighborhood/Promotion	-1,505.15	4,340.00	-5,845.15	155,881.81	165,559.00	-9,677.19
 53000 · Physical Improvements						
53125 · Hillcrest Sign Utilities/Maint.	10.11	100.00	-89.89	895.84	1,200.00	-304.16
53130 · Security	3,149.13	2,450.00	699.13	41,218.57	41,550.00	-331.43
53135 · Street Cleaning	4,963.00	3,974.00	989.00	49,446.38	47,765.00	1,681.38
53137 · Pressure Washing	0.00	1,351.00	-1,351.00	6,027.00	16,300.00	-10,273.00

HBIA
Profit & Loss Budget vs. Actual
 July 2010 through June 2011

				TOTAL		
	<u>Jun 11</u>	<u>Budget</u>	<u>Variance</u>	<u>Jul '10 - Jun 11</u>	<u>Budget</u>	<u>Variance</u>
53150 - Dumpsters	303.87	300.00	3.87	3,339.57	3,600.00	-260.43
53155 - Tree Trimming & Maintenance	0.00	1,943.00	-1,943.00	4,626.65	23,360.00	-18,733.35
53160 - Capital Projects	21,836.32	3,392.00	18,444.32	30,409.14	40,649.00	-10,239.86
53165 - Contingency	3,786.09	2,430.00	1,356.09	7,535.09	29,061.00	-21,525.91
53170 - Mardi Gras	3,048.07			5,045.48		
Total 53000 - Physical Improvements	<u>37,096.59</u>	<u>15,940.00</u>	<u>21,156.59</u>	<u>148,543.72</u>	<u>203,485.00</u>	<u>-54,941.28</u>
Total Expense	<u>53,669.56</u>	<u>36,717.00</u>	<u>16,952.56</u>	<u>513,016.85</u>	<u>583,600.00</u>	<u>-70,583.15</u>
	<u><u>-2,856.51</u></u>	<u><u>-3,301.00</u></u>	<u><u>444.49</u></u>	<u><u>81,242.26</u></u>	<u><u>0.00</u></u>	<u><u>81,242.26</u></u>

HBIA Profit & Loss by Class

July 2010 through June 2011

	110 GENERAL	210 CITY FEST	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
Income						
40010 - City Fest Income						
Booth	0.00	68,760.65	0.00	0.00	0.00	68,760.65
Concessions	0.00	26,102.64	0.00	0.00	0.00	26,102.64
Grants						
Commission for Arts & Culture	0.00	10,659.00	0.00	0.00	0.00	10,659.00
SBEP City Services	0.00	9,262.79	0.00	0.00	0.00	9,262.79
TOT City & County	0.00	6,000.00	0.00	0.00	0.00	6,000.00
Total Grants	0.00	25,921.79	0.00	0.00	0.00	25,921.79
Sponsorship						
Beam Global Services	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Crest Beverage	0.00	7,500.00	0.00	0.00	0.00	7,500.00
Pac Home Remodel	0.00	1,500.00	0.00	0.00	0.00	1,500.00
Rockstar	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Total Sponsorship	0.00	15,000.00	0.00	0.00	0.00	15,000.00
Total 40010 - City Fest Income	0.00	135,785.08	0.00	0.00	0.00	135,785.08
40020 - Farmers Market	170,507.72	0.00	0.00	0.00	0.00	170,507.72
40030 - SBEP	0.00	0.00	0.00	0.00	18,517.80	18,517.80
40040 - MAD	0.00	0.00	0.00	93,738.65	0.00	93,738.65
40050 - BID	0.00	0.00	87,541.81	0.00	0.00	87,541.81
40060 - PROW	835.00	0.00	0.00	0.00	0.00	835.00
40070 - Hillcrest Map	4,800.00	0.00	0.00	0.00	0.00	4,800.00
40090 - Mardi Gras	14,895.86	0.00	0.00	0.00	0.00	14,895.86
40110 - Taste	28,142.30	0.00	0.00	0.00	0.00	28,142.30
40115 - Taste 'N Tinis	13,127.98	0.00	0.00	0.00	0.00	13,127.98
40120 - Interest	777.91	0.00	0.00	0.00	0.00	777.91
40125 - Amazing High Heel Race	7,639.00	0.00	0.00	0.00	0.00	7,639.00
40140 - Banner Space	2,500.00	0.00	0.00	0.00	0.00	2,500.00
40150 - Grants	12,000.00	0.00	0.00	0.00	0.00	12,000.00
40180 - Other Income	3,450.00	0.00	0.00	0.00	0.00	3,450.00
Total Income	258,675.77	135,785.08	87,541.81	93,738.65	18,517.80	594,259.11

Expense

HBIA
Profit & Loss by Class
 July 2010 through June 2011

	110 GENERAL	210 CITY FEST	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
50000 · Personnel						
50005 · Salaries	48,326.50	0.00	35,459.72	15,474.00	17,003.58	116,263.80
50025 · Employer Taxes - Federal	3,672.65	0.00	2,749.30	1,200.14	1,316.99	8,939.08
50030 · Employer Taxes - State	331.58	0.00	282.87	127.25	126.30	868.00
50035 · Health Insurance	4,583.65	0.00	0.00	0.00	0.00	4,583.65
50040 · Workers Comp Insurance	683.39	0.00	483.38	198.54	70.93	1,436.24
Total 50000 · Personnel	57,597.77	0.00	38,975.27	16,999.93	18,517.80	132,090.77
50045 · Operating						
50050 · Rent Office Space	3,552.00	0.00	5,124.00	0.00	0.00	8,676.00
50055 · Storage	1,740.00	0.00	0.00	0.00	0.00	1,740.00
50060 · Accounting	18,103.20	0.00	0.00	0.00	0.00	18,103.20
50065 · Audit	1,128.00	0.00	4,500.00	222.00	0.00	5,850.00
50070 · Equipment Purchase	2,094.02	0.00	0.00	0.00	0.00	2,094.02
50075 · Intern/Consultant	9,634.50	0.00	0.00	0.00	0.00	9,634.50
50080 · Bank & Credit Card Charges	53.95	0.00	0.00	0.00	0.00	53.95
50085 · Repair and Maintenance	878.38	0.00	0.00	0.00	0.00	878.38
50090 · Office Supplies	2,768.24	0.00	221.81	0.00	0.00	2,990.05
50095 · Postage and Delivery	422.23	0.00	0.00	0.00	0.00	422.23
50100 · Printing/Photocopy	316.48	0.00	1,088.04	0.00	0.00	1,404.52
50120 · Meetings	3,203.02	0.00	0.00	0.00	0.00	3,203.02
50125 · Legal	4,212.00	0.00	0.00	0.00	0.00	4,212.00
50130 · Telephone & Internet	1,975.08	0.00	3,938.76	0.00	0.00	5,913.84
50135 · Parking/Mileage	2,490.00	0.00	0.00	0.00	0.00	2,490.00
50140 · Depreciation	1,039.80	0.00	0.00	0.00	0.00	1,039.80
50330 · D & O / Liability Insurance	2,921.65	0.00	4,873.39	0.00	0.00	7,795.04
Total 50045 · Operating	56,532.55	0.00	19,746.00	222.00	0.00	76,500.55
51000 · Neighborhood/Promotion						
51525 · Promotion/Marketing	9,221.12	0.00	3,500.98	0.00	0.00	12,722.10
51526 · Taste	8,798.89	0.00	0.00	0.00	0.00	8,798.89
51527 · Taste 'N Tinis	15,088.29	0.00	0.00	0.00	0.00	15,088.29
51528 · Amazing High Heel Race	1,672.51	0.00	0.00	0.00	0.00	1,672.51
51530 · Banners	4,541.40	0.00	917.50	0.00	0.00	5,458.90
51535 · Web Site	683.78	0.00	0.00	0.00	0.00	683.78
51540 · Business Mixers	2,803.47	0.00	0.00	0.00	0.00	2,803.47

HBIA
Profit & Loss by Class
 July 2010 through June 2011

	110 GENERAL	210 CITY FEST	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
51545 - Newsletter	2,177.80	0.00	1,121.89	0.00	0.00	3,299.69
51555 - Farmer's Market	5,599.80	0.00	0.00	0.00	0.00	5,599.80
51560 - Business Forum	3,356.55	0.00	0.00	0.00	0.00	3,356.55
51565 - Hillcrest Map	4,284.75	0.00	0.00	0.00	0.00	4,284.75
Total 51000 - Neighborhood/Promotion	58,228.36	0.00	5,540.37	0.00	0.00	63,768.73
51520 - City Fest						
Ambulance	0.00	1,400.00	0.00	0.00	0.00	1,400.00
BID Crew & Equipment	0.00	3,192.61	0.00	0.00	0.00	3,192.61
City Fees (SDPD/Fire)	0.00	12,834.50	0.00	0.00	0.00	12,834.50
Concessions	0.00	5,165.79	0.00	0.00	0.00	5,165.79
Concessions Fees	0.00	707.50	0.00	0.00	0.00	707.50
Entertainment	0.00	12,480.00	0.00	0.00	0.00	12,480.00
Event Management	0.00	7,500.00	0.00	0.00	0.00	7,500.00
Ice Trailer	0.00	660.66	0.00	0.00	0.00	660.66
Mugs/T Shirts/Magnets/Key Chain	0.00	1,855.37	0.00	0.00	0.00	1,855.37
Permits	0.00	479.00	0.00	0.00	0.00	479.00
Power	0.00	4,462.83	0.00	0.00	0.00	4,462.83
Promotions	0.00	6,761.73	0.00	0.00	0.00	6,761.73
Radios	0.00	215.00	0.00	0.00	0.00	215.00
Rentals	0.00	5,712.81	0.00	0.00	0.00	5,712.81
Safety Equipment	0.00	3,720.30	0.00	0.00	0.00	3,720.30
Security	0.00	5,646.25	0.00	0.00	0.00	5,646.25
Shuttle Services	0.00	1,272.17	0.00	0.00	0.00	1,272.17
Sound & Lights	0.00	8,670.00	0.00	0.00	0.00	8,670.00
Staging	0.00	2,202.00	0.00	0.00	0.00	2,202.00
Supplies/Printing	0.00	2,100.27	0.00	0.00	0.00	2,100.27
Toilets/Sinks	0.00	4,481.89	0.00	0.00	0.00	4,481.89
Waste Disposal/Clean-Up	0.00	592.40	0.00	0.00	0.00	592.40
Total 51520 - City Fest	0.00	92,113.08	0.00	0.00	0.00	92,113.08
53000 - Physical Improvements						
53125 - Hillcrest Sign Utilities/Maint.	0.00	0.00	0.00	895.84	0.00	895.84
53130 - Security	0.00	0.00	0.00	41,218.57	0.00	41,218.57
53135 - Street Cleaning	9,848.52	0.00	18,808.76	20,789.10	0.00	49,446.38
53137 - Pressure Washing	0.00	0.00	2,049.00	3,978.00	0.00	6,027.00

HBIA
Profit & Loss by Class
 July 2010 through June 2011

	110 GENERAL	210 CITY FEST	410 BID CONTRACT	510 MAD	610 SBEP	TOTAL
53150 - Dumpsters	1,668.47	0.00	0.00	1,671.10	0.00	3,339.57
53155 - Tree Trimming & Maintenance	0.00	0.00	2,422.41	2,204.24	0.00	4,626.65
53160 - Capital Projects	26,336.32	0.00	0.00	4,072.82	0.00	30,409.14
53165 - Contingency	5,848.04	0.00	0.00	1,687.05	0.00	7,535.09
53170 - Mardi Gras	5,045.48	0.00	0.00	0.00	0.00	5,045.48
Total 53000 - Physical Improvements	48,746.83	0.00	23,280.17	76,516.72	0.00	148,543.72
Total Expense	221,105.51	92,113.08	87,541.81	93,738.65	18,517.80	513,016.85
	37,570.26	43,672.00	0.00	0.00	0.00	81,242.26



August 16, 2011

Ms. Terry Bishop
The San Diego LGBT Community Center
P.O. Box 3357
San Diego, CA 92163

Dear Terry:

The Hillcrest Business Association is a non-profit organization that represents the 1100 businesses in Hillcrest. Hillcrest is one of the most diverse, active and vibrant neighborhoods in San Diego. We strive to continuously maintain and improve the success of the local businesses and the well-being of the neighborhood.

The Hillcrest Business Association supports the San Diego Lesbian, Gay, Bisexual, Transgender community in a wide variety of ways. One such way is supporting the events hosted by the San Diego LGBT Center. We are enthusiastic to offer support for the upcoming Aids Walk San Diego and Nightmare on Normal Street events.

In previous years there has been some concern expressed regarding comments and coarse language from speakers on the main stage. The language and comments were heard by customers outside the event and local residents. Our support is based on personalities at your events using appropriate language on amplification systems. Please encourage behavior that is respectful to our neighbors.

Sincerely,

Benjamin Nicholls
Executive Director