



BOARD OF DIRECTORS MEETING
August 1, 2023 * 1503 GARNET AVE
AGENDA

1. **Introductions**
Sign in
2. **Public Comment/Non Agenda Announcements**
Limited to 2 minutes on any non agenda items, items may be referred to committees or future agenda item
3. **Additions to Agenda (3 minutes)** **Info Item**
Items will be added to a future agenda
4. **Political Representative’s Reports (10 minutes)** **Info Item**
 District 1 – Karla Tirado 77th Assembly District- Mariah Kallhoff
 Mayor’s Office- Emily Piatanesi Senate District 39 - Jason Weisz
 County Supervisor – Meghan Elledge-LeVota 52nd District- Cesar Solis
 Economic Development – Latrell Crenshaw **Info Item**
5. **Community Partners Reports (3 mins each)** **Info Item**
 a) PB Tuesday Farmers’ Market d) PB Planning Group
 b) PB Town Council e) Beautiful PB
 c) PB Woman’s Club
6. **Grand Avenue Median – PB Town Council** **Action Item**
7. **President’s Report (3 minutes)** **Info Item**
 a) Community Mixer – August 3, 2023
 b) Lord of the Wings – August 19, 2023
 c) Heart of Pacific Beach Restaurant Walk – September 13, 2023
8. **Previous Board Meeting Minutes Approval: (3 mins)** **Action Item**
 a) **Approval of the June 6, 2023 Meeting Minutes**
 b) **Approval of the July 11, 2023 Meeting Minutes**
9. **Financial Report (3 mins)** **Action Item**
Review and approve the financials of May 2023
10. **Committee Reports (30 mins)**
 a) **Organization Committee** **Action Item**
 i. Board Elections - Timeline
 1. Annual Meeting, October 17, 2023 – 5:00 p.m. – Need location
 2. Members up for re-election
 a. J. Anderson, E. Marenburg, W. Lai, R. Engstrom
 3. Terming out – J. Bartling
 b) **Promotions Committee** **Info Item**
 a. Next meeting – August 9, 2023
 c) **Hospitality Committee** **Action Item**
 Update - September Meeting
 Narcan Workshop – Recap
11. **CEO REPORT- Lee** **Info Item**
 a) **BeachFest – Update**
 b) **DEFINITION: Design and Improvement**
 c) **Board Member Question – activity**
12. **Adjourn**

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BOARD OF DIRECTORS MEETING
July 11, 2023 * 1503 GARNET AVE
Minutes

1. Introductions Call to Order: 12:02 p.m.

A moment of silence was presented in honor of our recently passed Board Member Mike Hauser, The Hideout.

Sign in: Margy G., Rebekah W., John A., Patrick A., Shylah H., Brian C., Elvin Lai., Karla T., Wilber L., Randall S., Eve A., Elizabeth V., Charlie N., Mariah K., Carina G., Jane N., John T., Ryan S., Dave S.

Staff: Sunny L., & Vanessa B.

2. Public Comment/Non Agenda Announcements

Ellen C.:

- Fishing Derby on Crystal Pier from 8 a.m. to noon
- Kiwanis Club Wine-down Summer Fundraiser at Broken Yolk on August 19th 4-7 p.m.

Eve:

- Provided a summary of the Surf Garden Dedication Ceremony last Friday.

3. Additions to Agenda (3 minutes)

None

Info Item

4. Political Representative's Reports (10 minutes)

Info Item

District 1 – Karla Tirado

- Beach Bug shuttle launch will be happening tomorrow at Crown Point Park at 8 a.m.
- Tool kits available for the SD Creative City's.
- Starting on July 15th The office of the City Clerk will be open from 12p.m. to 4:30 p.m.

77th Assembly District- Mariah Kallhoff

- Summer Session begins on Friday and resumes on August 13th.
- Bills need to be finalized by September 8th to be reviewed by Governor.
- Governor Signs or veto's bills on October 14th

Economic Development – Latrell Crenshaw

Info Item

Info Item

5. Community Partners Reports (3 mins each)

- a) PB Tuesday Farmers' Market:
 - i. Was a great success on the Fourth of July, only 4 cars were tolled. Art did an amazing job!
- b) PB Town Council- Charlie Nieto
 - i. Concerts on the Greens begin July 30th, on August 3rd it will be Community Night.
 - ii. Next General Meeting is on July 19th at 6:30 p.m.
- c) PB Woman's Club- Ellen C.
 - i. MadHatter Twisted Tea Fundraiser on July 20th at Mavericks by Shoreline Community
 - ii. Community Care Crew started on July 1st with Shoreline Community
 - iii. BUNCO fundraiser on Saturday to fundraiser for Dec 3rd Whoville at Campland event.
- d) Beautiful PB- Artist has been hired to paint mural adjacent to Better Buzz driveway

There is no quorum, no action items were voted on, only informational items were presented.

6. Presentation – Pacific Beach – Grand Avenue Median – Charlie Nieto, PB Town Council

7. Presentation – Boardwalk Placemaking – Elvin Lai, Ocean Park Inn

8. President's Report (3 minutes)

Info Item

- a) Update – Executive Director Review
- b) Lord of the Wings – August 19, 2023
- c) Heart of Pacific Beach Restaurant Walk – September 13, 2023

9. Previous Board Meeting Minutes Approval: (3 mins)

- a) **Approval of the June 6, 2023 Meeting Minutes**

Action Item

10. Financial Report (3 mins)

Review and approve the financials of May 2023

Action Item

11. Committee Reports (30 mins)

a) Organization Committee

i. Board Elections - Timeline

1. Annual Meeting, October 17, 2023 – 5:00 p.m. – Need location
2. Members up for re-election
 - a. J. Anderson
 - b. E. Marenburg
 - c. W. Lai
 - d. R. Engstrom
3. Terming out – J. Bartling

Action Item

b) Promotions Committee

- a. Next meeting – July 12, 2023
- b. Focusing on Community Engagement
- c.

Info Item

c) Hospitality Committee

Update - September Meeting

- a. Narcan Workshop – July 19, 2023

Action Item

12. CEO REPORT- Lee

Info Item

- a) **BeachFest – Update**
- b) **DEFINITION: Beach Area Community Court**
- c) **Board Member Question – activity**

13. Adjourn

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BOARD OF DIRECTORS MEETING
June 6, 2023 * 1503 GARNET AVE
Minutes

1. Introductions Call to Action: 12:02 p.m.

Mike H., Christine L., Randall E., Samara G., Sam J., Eve A., Carina G., Jason W., Leslie D., Greg D., Mariah K., Ellen C., Officer Jessica T., Lt Bryan B., Vicky J., Eric M., Rebekah W., Margy G., Anthony K., Sunny K., Dina R. Kayla

Staff: Sunny L. & Vanessa B.

2. Public Comment/Non Agenda Announcements

- Leslie D:
 - Recently visited Durango, Colorado and noticed their BID/ Chamber of Commerce had a travel center & center for colleges.
 - Asked if DPB can place a Mural Map in our display board outside and share local artist info in our newsletter.
 - Asked how DPB welcomes businesses.
 - Is interested in recruiting corporate pop-ups/ businesses to our district.
- Greg D.: Wanted to thank DPB for putting together a great Community Mixer last week.
- Sam J: Announced the upcoming Marketing Workshop he will be presenting on June 14th
- Eve: Went over the structure and history of the creation of the Special Events committee.

3. Additions to Agenda (3 minutes)- None

Info Item

4. Political Representative's Reports (10 minutes)

Info Item

District 1 – Vicky Joes:

- Announced the budget approval will be taking place on Monday, June 12th.
- D1 office received the small business letter.
- IBA's Memo will be released tomorrow, they will be identifying budget items by ranking their priority.

77th Assembly District- Mariah Kallhoff

- Is available to answer any questions related to the state. Feel free to reach out to her. Shared a list of bills with DPB staff, everyone is welcomed to reach out for more details.

Senate District 39 - Jason Weisz:

- June 15th is the State's Budget Deadline.
- Feel free to reach out with questions regarding to ABC, etc. at the state level.

Economic Development – Latrell Crenshaw

- Workshops are still being offered by Non-profit Solutions on topics such as Board Governance , Story Telling
- Spaces and Places are sending out notifications to start application process.
- Green Waste Bin Waivers are available for businesses that produce less than 20 gallons a week.

5. President's Report (3 minutes)

Info Item

- a) **Restaurant Walk update:** We had 24 participating restaurants and over 350 people attend our event.
- b) **Community Mixer – update:** August 3, 2023 at 5:30 p.m. – Duck Dive
- c) **Upcoming events:**
 - i. **Lord of the Wings – August 9, 2023 – 1:00 p.m. – 5:00 p.m.**
 - ii. **Heart of PB Restaurant Walk – September 13, 2023 – 4:00 p.m. – 9:00 p.m.**
- d) **BeachFest and Holiday Banner deadline – June 30th**

6. Community Partners Reports (3 mins each)

Info Item

- a) PB Tuesday Farmers' Market- 2 p.m. to 7 p.m. will be opened on July 4th
- b) PB Woman's Club-
 - i. Will be dark in July & August
 - ii. BUNCO Fundraiser is coming up
 - iii. Shoreline Community Services will be having a fundraiser on July 20th

7. Previous Board Meeting Minutes Approval: (3 mins)

a) Approval of the May 2, 2023 Meeting Minutes

Action Item

Randall made motion to approve the May 2, 2023 meeting minutes, Kayla seconded motion, unanimous approval

8. Financial Report (3 mins)

Review and approve the financials of April 2023

Action Item

Kayla made motion to approve the April 2023 financials, Randall seconded motion, unanimous approval.

9. Committee Reports (30 mins)

a) Organization Committee

i. Appointment of New Board member (s) to fill vacancies

Action Item

1. Lori Love – Kitchens for Good Shop

Rebekah made motion to appoint Lori Love to fill Board member vacancy, Randall second motion, unanimous approval.

ii. Vendor Contract RFP – Street Cleaning Services

Action Item

Randall made motion to approve Shoreline Community Services' vendor contract for Street Cleaning Services, Kayla seconded motion, unanimous approval.

iii. July Meeting – July 11, 2023

Action Item

Rebekah made motion to move meeting date to July 11, 2023 for next month, Lisa seconded motion, unanimous approval.

b) Promotions Committee

a. BeachFest Beer Garden

Action Item

Kayla made motion to submit the BeachFest 2023 Permit without the Beer Garden, Rebekah seconded the motion, unanimous approval.

b. Board and Community Engagement

Info Item

c. New Date – Lord of the Wings (August 19, 2023)

Info Item

Marketing Workshop on June 14th at 4 p.m. at the next meeting.

c) Hospitality Committee

Action Item

Update - Monthly Giving: Sunny Lee shared how this committee is interested in seeking monthly donations from the Hospitality members as it was done in the past.

10. CEO REPORT- Lee

Info Item

a) BeachFest – Update: \$16,000 has been raised as of today.

b) DEFINITION: Discover Pacific Beach Mission

i. To revitalize and promote the Pacific Beach community physically and economically.

c) Board Member Question – activity

What is one way that we are serving our mission:

Christine, by hosting community mixers

Margy, Restaurant Walks: participation, bringing community members together.

Rebekah, Bringing businesses together that share the great mission.

11. Adjourn 12:56 p.m.

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Discover Pacific Beach
Balance Sheet
As of May 31, 2023

	May 31, 23	May 31, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000 - Discover PB Operating (4991)				
1002 - Discover PB - Special Projects	122,575	122,575	0	0%
1001 - Discover PB Savings	9,913	9,913	0	0%
1000 - Discover PB Operating (4991) - Other	(112,716)	(102,551)	(10,165)	(10%)
Total 1000 - Discover PB Operating (4991)	19,772	29,937	(10,165)	(34%)
1008 - Paypal	8,809	6,026	2,783	46%
1009 - Paypal - BACC	1,989	262	1,727	659%
1006 - Farmers Market # 6739	95,149	153,399	(58,250)	(38%)
1025 - Merrill Lynch	113,940	110,800	3,140	3%
1030 - Petty Cash	0	1,530	(1,530)	(100%)
Total Checking/Savings	239,659	301,954	(62,295)	(21%)
Accounts Receivable				
1200 - Accounts Receivable	18,819	22,482	(3,663)	(16%)
1210 - Hospitality Task Force A/R	0	1,200	(1,200)	(100%)
Total Accounts Receivable	18,819	23,682	(4,863)	(21%)
Other Current Assets				
Deposit - Rent	1,450	1,450	0	0%
1499 - Undeposited Funds	0	2,738	(2,738)	(100%)
Total Other Current Assets	1,450	4,188	(2,738)	(65%)
Total Current Assets	259,928	329,824	(69,896)	(21%)
Fixed Assets				
Furniture & Equipment	16,734	16,734	0	0%
Leasehold Improvements	49,388	49,388	0	0%
Accumulated Depreciation	(13,013)	(13,013)	0	0%
Accumulated Amortization	(49,388)	(49,388)	0	0%
Total Fixed Assets	3,721	3,721	0	0%
Other Assets				
Clearing Account	1,656	2,086	(430)	(21%)
Total Other Assets	1,656	2,086	(430)	(21%)
TOTAL ASSETS	265,305	335,631	(70,326)	(21%)
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2020 - AP Farmers Market	885	885	0	0%
2000 - Accounts Payable	7,620	9,280	(1,660)	(18%)
Total Accounts Payable	8,505	10,165	(1,660)	(16%)
Credit Cards				
US Bank	0	1,671	(1,671)	(100%)
Total Credit Cards	0	1,671	(1,671)	(100%)
Other Current Liabilities				

Discover Pacific Beach
Balance Sheet
 As of May 31, 2023

	May 31, 23	May 31, 22	\$ Change	% Change
2111 - Direct Deposit Liabilities	0	(537)	537	100%
Deferred Income SBEP	14,782	0	14,782	100%
2100 - Payroll Liabilities	6,064	4,694	1,370	29%
Total Other Current Liabilities	20,846	4,157	16,689	401%
Total Current Liabilities	29,351	15,993	13,358	84%
Total Liabilities	29,351	15,993	13,358	84%
Equity				
1110 - Retained Earnings	281,626	215,346	66,280	31%
3000 - Opening Bal Equity	35,423	35,423	0	0%
Net Income	(81,095)	68,869	(149,964)	(218%)
Total Equity	235,954	319,638	(83,684)	(26%)
TOTAL LIABILITIES & EQUITY	265,305	335,631	(70,326)	(21%)

Discover Pacific Beach
Profit & Loss
May 2023

	May 23	May 22	Jul '22 - May 23
Ordinary Income/Expense			
Income			
4430 - Clean and Safe Program			
Lord of the Wings	0	0	200
4430 - Clean and Safe Program - Other	0	44	5,772
Total 4430 - Clean and Safe Program	0	44	5,972
4110 - Grants	0	0	4,525
4115 - Beach Area Community Court	2,050	240	10,012
4120 - SBEP	0	0	23,069
4220 - BID	12,866	13,076	143,098
4230 - Public Right of Way	100	0	0
4300 - Special Events			
4310 - Annual Dinner			
4311 - Silent Auction	0	0	975
4312 - Raffle	0	0	1,413
4313 - Ticket Sales	0	0	12,275
Total 4310 - Annual Dinner	0	0	14,663
4335 - Coast Walk	16,050	7,535	17,750
4370 - Heart of PB Rest Walk	0	0	7,340
4375 - Christmas on Crystal Pier	0	0	2,650
4376 - Holiday Parade	0	0	14,138
Total 4300 - Special Events	16,050	7,535	56,541
4320 - Beachfest			
Beer Cup	0	0	300
Action Sports	0	0	3,000
Artist Booth	1,860	0	10,260
Beer Garden	0	0	21,103
Concessions	0	0	460
Fish Taco Challenge	0	0	8,494
Food booth	0	0	1,500
Merchant Booth	900	0	7,725
Sponsors	5,000	0	17,200
Total 4320 - Beachfest	7,760	0	70,042
4400 - Other Income			
4440 - Membership Dues(Banks)	2,400	0	2,400
4460 - Merchandise	0	0	350
4470 - Miscellaneous Income	1,012	23	2,921
Total 4400 - Other Income	3,412	23	5,671
4410 - Banner District	0	0	14,325
4480 - Promotions-Business Devel	0	0	2,327
4510 - Farmers Market	21,055	18,187	171,726
7010 - Interest Income	438	22	3,094
Total Income	63,731	39,127	510,402
Gross Profit	63,731	39,127	510,402

Discover Pacific Beach
Profit & Loss
May 2023

Expense	May 23	May 22	Jul '22 - May 23
Legal Fees	0	0	1,500
6100 - Operating			
6105 - Auto Expense	250	250	3,031
6110 - Bank Fees-CC/LF/Service	954	826	7,689
6120 - Building Repairs / Maint			
6121 - Flood Expenses	0	0	3,977
Total 6120 - Building Repairs / Maint	0	0	3,977
6135 - Insurance-Liability	0	0	14,006
6155 - Meals	112	76	1,128
6156 - Training and Conferences	0	557	1,509
6160 - Office Supplies/Equip	1,052	689	6,388
6170 - Postage and Delivery	0	6	136
6175 - Printing and Reproduction	388	260	2,884
6180 - Rent	11,193	1,125	32,368
6182 - Tax-Business	0	0	280
6185 - Telephone-Cell/Office	352	199	3,692
6190 - Utilities-GEW/Sanitation/Refuse	868	702	9,201
6195 - Payroll Expense			
Staff-Executive Director	7,175	6,667	80,111
Staff-Admin Support	7,673	5,623	80,526
Employer Tax	1,576	1,242	17,277
Processing Fee	21	19	399
Insurance-Health	850	350	9,350
Insurance-Work Comp	301	135	1,875
Total 6195 - Payroll Expense	17,596	14,036	189,538
6199 - Miscellaneous	33	0	2,523
6205 - Accounting	1,125	2,415	19,338
6225 - Dues and Subscriptions	150	150	475
Total 6100 - Operating	34,073	21,291	298,163
6300 - Design & Improvements			
6323 - Clean and Safe Program			
Lord of the Wings	0	0	25
6323 - Clean and Safe Program - Other	6,240	6,240	70,290
Total 6323 - Clean and Safe Program	6,240	6,240	70,315
6305 - Banner	0	0	14,315
6310 - Beach area community court	92	(6)	954
6315 - Farmers Market Expenses			
6315-01 - FM - Wages	5,280	3,479	51,226
6315 - Farmers Market Expenses - Other	1,699	2,496	35,983
Total 6315 - Farmers Market Expenses	6,979	5,975	87,209
6325 - Design other	0	0	269
6340 - Tree/Garden/ Maintenance	0	0	527
Total 6300 - Design & Improvements	13,311	12,209	173,589

Discover Pacific Beach
Profit & Loss
May 2023

	May 23	May 22	Jul '22 - May 23
6500 - Special Events Promotions			
6210 - Annual Dinner	0	0	11,372
6515 - Coast Walk	1,555	1,987	2,203
6519 - Christmas on Crystal Pier	0	0	7,426
6520 - Holiday Parade	269	0	11,686
6540 - Heart Walk	0	0	655
6510 - Beachfest			
Beer Garden	0	0	13,362
City & County Fees	150	0	11,001
Entertainment	0	0	3,050
Equipment Rental	0	0	34,675
Fish Taco Challenge	0	0	238
Kids	0	0	2,125
Marketing / Printing	0	0	4,614
Professional Organizers	0	0	18,229
Staging	0	0	19,179
Supplies and Misc.	0	0	7,149
Total 6510 - Beachfest	150	0	113,622
Total 6500 - Special Events Promotions	1,974	1,987	146,964
6600 - Outreach			
6220 - Contributions	0	0	3,300
6235 - Election	0	0	1,734
6505 - Advertising - Marketing	0	45	734
6615 - Business Development	48	126	1,316
6650 - Newsletter	195	195	2,145
6651 - Marketing & Promotions	0	0	1,540
6600 - Outreach - Other	211	0	211
Total 6600 - Outreach	454	366	10,980
Total Expense	49,812	35,853	631,196
Net Ordinary Income	13,919	3,274	(120,794)
Other Income/Expense			
Other Income			
Employee Retention Credit	12,701	0	39,696
Total Other Income	12,701	0	39,696
Net Other Income	12,701	0	39,696
Net Income	26,620	3,274	(81,098)

Discover Pacific Beach

Profit & Loss Budget vs. Actual

July 2022 through May 2023

Ordinary Income/Expense	Jul '22 - May 23	Budget	\$ Over Budget	% of Budget
Income				
4430 - Clean and Safe Program				
Lord of the Wings	200	0	200	100%
4430 - Clean and Safe Program - Other	5,772			
Total 4430 - Clean and Safe Program	5,972	0	5,972	100%
4110 - Grants	4,525	0	4,525	100%
4115 - Beach Area Community Court	10,012	22,916	(12,904)	44%
4120 - SBEP	23,069	30,250	(7,181)	76%
4220 - BID				
Outstanding Operatiiong Advance	0	0	0	0%
Unexpected Assements Prior FY	0	0	0	0%
4220 - BID - Other	143,098	155,833	(12,735)	92%
Total 4220 - BID	143,098	155,833	(12,735)	92%
4230 - Public Right of Way	0			
4250 - Parking District	0	47,667	(47,667)	0%
4300 - Special Events				
4310 - Annual Dinner				
4311 - Silent Auction	975			
4312 - Raffle	1,413			
4313 - Ticket Sales	12,275			
4310 - Annual Dinner - Other	0	0	0	0%
Total 4310 - Annual Dinner	14,663	0	14,663	100%
4333 - Bikes, Boards and Brew	0	0	0	0%
4335 - Coast Walk	17,750	0	17,750	100%
4370 - Heart of PB Rest Walk	7,340	0	7,340	100%
4375 - Christmas on Crystal Pier	2,650	0	2,650	100%
4376 - Holiday Parade	14,138	0	14,138	100%
4300 - Special Events - Other	0	77,917	(77,917)	0%
Total 4300 - Special Events	56,541	77,917	(21,376)	73%
4320 - Beachfest				
Beer Cup	300			
Action Sports	3,000			
Artist Booth	10,260			
Beer Garden	21,103			
Consessions	460			
Fish Taco Challenge	8,494			
Food booth	1,500			
Merchant Booth	7,725			
Sponsors	17,200			
4320 - Beachfest - Other	0	82,981	(82,981)	0%
Total 4320 - Beachfest	70,042	82,981	(12,939)	84%
4400 - Other Income				
4440 - Membership Dues(Banks)	2,400			

Discover Pacific Beach

Profit & Loss Budget vs. Actual

July 2022 through May 2023

	Jul '22 - May 23	Budget	\$ Over Budget	% of Budget
4460 · Merchandise	350			
4470 · Miscellaneous Income	2,921	0	2,921	100%
4400 · Other Income - Other	0	8,800	(8,800)	0%
Total 4400 · Other Income	5,671	8,800	(3,129)	64%
4410 · Banner District	14,325	0	14,325	100%
4420 · Commissions	0	0	0	0%
4480 · Promotions-Business Devel	2,327			
4510 · Farmers Market	171,726	110,000	61,726	156%
4515 · Friday Market	0	0	0	0%
7010 · Interest Income	3,094	0	3,094	100%
Total Income	510,402	536,364	(25,962)	95%
Gross Profit	510,402	536,364	(25,962)	95%
Expense				
Legal Fees	1,500			
6100 · Operating				
6105 · Auto Expense	3,031	3,850	(819)	79%
6110 · Bank Fees-CC/LF/Service	7,689	1,834	5,855	419%
6120 · Building Repairs / Maint				
6121 · Flood Expenses	3,977			
Total 6120 · Building Repairs / Maint	3,977			
6135 · Insurance-Liability	14,006	21,083	(7,077)	66%
6150 · Janitorial	0	1,183	(1,183)	0%
6155 · Meals	1,128	458	670	246%
6156 · Training and Conferences	1,509	917	592	165%
6160 · Office Supplies/Equip	6,388	5,133	1,255	124%
6170 · Postage and Delivery	136			
6175 · Printing and Reproduction	2,884			
6180 · Rent	32,368	33,000	(632)	98%
6182 · Tax-Business	280	110	170	255%
6185 · Telephone-Cell/Office	3,692	3,208	484	115%
6190 · Utilities-GEW/Sanitation/Refuse	9,201	7,333	1,868	125%
6195 · Payroll Expense				
Staff-Executive Director	80,111	82,958	(2,847)	97%
Staff-Admin Support	80,526	68,292	12,234	118%
Employer Tax	17,277	11,550	5,727	150%
Processing Fee	399			
Insurance-Health	9,350	4,584	4,766	204%
Insurance-Work Comp	1,875	1,375	500	136%
Total 6195 · Payroll Expense	189,538	168,759	20,779	112%
6199 · Miscellaneous	2,523			
6205 · Accounting	19,338	14,667	4,671	132%
6225 · Dues and Subscriptions	475	1,375	(900)	35%
Total 6100 · Operating	298,163	262,910	35,253	113%
6300 · Design & Improvements				

Discover Pacific Beach

Profit & Loss Budget vs. Actual

July 2022 through May 2023

	Jul '22 - May 23	Budget	\$ Over Budget	% of Budget
6323 · Clean and Safe Program				
Lord of the Wings	25			
6323 · Clean and Safe Program - Other	70,290	65,542	4,748	107%
Total 6323 · Clean and Safe Program	70,315	65,542	4,773	107%
6305 · Banner	14,315	0	14,315	100%
6310 · Beach area community court	954	500	454	191%
6315 · Farmers Market Expenses				
6315-01 · FM - Wages	51,226			
6315 · Farmers Market Expenses - Other	35,983	50,417	(14,434)	71%
Total 6315 · Farmers Market Expenses	87,209	50,417	36,792	173%
6318 · Friday Market Expense	0	0	0	0%
6325 · Design other	269			
6340 · Tree/Garden/ Maintenance	527			
Total 6300 · Design & Improvements	173,589	116,459	57,130	149%
6500 · Special Events Promotions				
6210 · Annual Dinner	11,372	0	11,372	100%
6513 · Bikes, Boards and Brew	0	0	0	0%
6515 · Coast Walk	2,203	0	2,203	100%
6519 · Christmas on Crystal Pier	7,426	0	7,426	100%
6520 · Holiday Parade	11,686	0	11,686	100%
6540 · Heart Walk	655	0	655	100%
6510 · Beachfest				
Beer Garden	13,362			
City & County Fees	11,001			
Entertainment	3,050			
Equipment Rental	34,675			
Fish Taco Challenge	238			
Kids	2,125			
Marketing / Printing	4,614			
Professional Orgainzers	18,229			
Staging	19,179			
Supplies and Misc.	7,149			
6510 · Beachfest - Other	0	78,398	(78,398)	0%
Total 6510 · Beachfest	113,622	78,398	35,224	145%
6500 · Special Events Promotions - Other	0	52,708	(52,708)	0%
Total 6500 · Special Events Promotions	146,964	131,106	15,858	112%
6600 · Outreach				
6220 · Contributions	3,300	200	3,100	1,650%
6235 · Election	1,734	1,375	359	126%
6505 · Advertising - Marketing	734	6,875	(6,141)	11%
6551 · Mixers	0	100	(100)	0%
6615 · Business Development	1,316	0	1,316	100%
6650 · Newsletter	2,145	3,667	(1,522)	58%
6651 · Marketing & Promotions	1,540			

Discover Pacific Beach

Profit & Loss Budget vs. Actual

July 2022 through May 2023

	Jul '22 - May 23	Budget	\$ Over Budget	% of Budget
6600 - Outreach - Other	211			
Total 6600 - Outreach	10,980	12,217	(1,237)	90%
8010 - Contingency	0	15,000	(15,000)	0%
Total Expense	631,196	537,692	93,504	117%
Net Ordinary Income	(120,794)	(1,328)	(119,466)	9,096%
Other Income/Expense				
Other Income				
Employee Retention Credit	39,696			
Total Other Income	39,696			
Net Other Income	39,696	0	39,696	100%
Net Income	(81,098)	(1,328)	(79,770)	6,107%

Discover Pacific Beach A/R Aging Summary As of May 31, 2023

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Catamaran Resort	2,000					2,000
City of San Diego (Bid Reimb)	12,866					12,866
Ecology Center	1,665		1,480			3,145
San Diego Running Co	400					400
The Hideout Bar & Grill					408	408
TOTAL	16,931		1,480		408	18,819

Discover Pacific Beach A/P Aging Summary As of May 31, 2023

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Chubb	0	650	0	0	0	650
City Treasurer	175	0	0	0	0	175
Classic Beverage	0	0	0	0	-570	-570
Safiros Sanitation	885	0	0	0	0	885
SG Bookkeeping Services, LLC	1,125	0	0	0	0	1,125
Valdez Landscaping Services	6,240	0	0	0	0	6,240
TOTAL	8,425	650	0	0	-570	8,505