



BOARD OF DIRECTORS MEETING
November 5, 2024 * 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 – Cambria Head 77th Assembly District – Andres Geurts-Barreto
Mayor’s Office- Fatima Maciel Senate District 39 –
County Supervisor – Meghan Elledge-LeVota
Economic Development – Alex Southard
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. **President’s Report (3 minutes)** **Info Item**
a) Holiday Wreath Bingo
b) Holiday Parade
7. **Previous Board Meeting Minutes Approval: (3 mins)**
a) **Approval of the September 3, 2024 Meeting Minutes** **Action Item**
b) **Approval of the October 15, 2024 Meeting Minutes** **Action Item**
8. **Financial Report (3 mins)**
Review and approve the financials of August 2024 **Action Item**
Review and approve the financials of September 2024 **Action Item**
9. **Committee Reports (30 mins)**
a) **Organization Committee**
a. Nomination of new board member to fill vacancy **Action Item**
i. 1 nomination – Krista Marcheschi
b. Officer Elections **Action Item**
i. Nominations for and election for President
ii. Nominations for and election for Vice President
iii. Nominations for and election for Secretary
iv. Nominations for and election for Treasurer

b) **Fundraising Committee** **Info Item**
a. Next Meeting - Thursday, January 22, 2025 | 9AM
c) **Parking Advisory Board – update** **Info Item**
a. update
10. **CEO REPORT- Lee** **Info Item**
a) **Executive Director Updates**
11. **Adjourn**

THIS INFORMATION IS AVAILABLE IN ALTERNATIVE FORMATS UPON REQUEST.

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BOARD OF DIRECTORS MEETING
September 3, 2024 * 1503 GARNET AVE
MINUTES

1. Introductions Call to order 12p.m.

Jennifer N., Rebekah W., Carina G., Elly M., Dillon B., Ed P., Randall E., Margy., Lisa G.,

Staff: Sunny L., Vanessa B.

2. Public Comment/Non Agenda Announcements

-Mickey Beats- Promoting and inviting everyone to attend Mission BayFest Sep. 27-29th, an all-ages festival.

-Eve: Shared about her Bar Tour on August 24, 2024, was accompanied by Annie.

3. Additions to Agenda (3 minutes) None

Info Item

4. Political Representative’s Reports (10 minutes)

Info Item

- **Council District 1, Cambria:** Today is the last day of legislative recess, council will resume next week.
- **City of SD Economic Development, Alex:** 1.5 million was allocated for special events, PB will be benefiting from these state funds. BID’s will be automatically be funded , this will promote a bonus for two fiscal years FY25 & FY 26.

Community Partners Reports (3 mins each)

Info Item

- a) PB Tuesday Farmers’ Market; We welcome everyone to stop by.

5. President’s Report (3 minutes)

Info Item

- a) Heart of Pacific Beach Restaurant Walk – September 18, 2024
- b) BeachFest – Volunteers needed – October 5, 2024
- c) Annual Meeting – October 15, 2024 | 5pm, Catamaran Resort and Spa

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

- a) **Approval of the August 6, 2024 Meeting Minutes**

Action Item

Shylah made motion to approve the August 6th, 2024 meeting minutes, Jennifer seconded the motion. Unanimous approval with Rebekah abstaining.

7. Financial Report (3 mins)

Review and approve the financials of July 2024

Action Item

Shyla made motion to approve the financials of July 2024, Lisa seconded the motion with unanimous approval.

8. Committee Reports (30 mins)

- a) Organization Committee

- a. Board Elections – Board Nominations and Ballot Approval

Action Item

Margy made motion to approve the ballot and the board nominations of Lisa G., David R., Kayla S. Amy R., Shyla seconded the motion with unanimous approval.

- b) **Fundraising Committee**

Info Item

- a. Next Meeting - Thursday, September 5, 2024 | 9AM

- c) **Parking Advisory Board – update**

Info Item

- a. Eric will be stepping down as chair. We invite everyone to attend the second Tuesday of the month at 5 p.m. at our DPB office.

- d) **BeachFest**

Action Item

- a. Sponsorship update (\$2,500 remaining goal)

- i. *Thank you to our confirmed sponsors Earl & Birdie Taylor, Diamond Parking, Mavericks, Ocean Park Inn, Mate Maker, IPS Group, Bay City.*

9. CEO REPORT- Lee

Info Item

- a) **Executive Director Updates**

We are the largest BID in San Diego

Volunteer links for BeachFest are on our website & newsletter

10. Adjourn: 12:30p.m.

Board Of Directors Meeting
Oct 15, 2024, 5:00 p.m. Mixer – 6:00 p.m. meeting starts
The Catamaran Resort and Spa – 3999 Mission Blvd
Minutes

Call to order: 6:08p.m.

1.Introductions (5 minutes)

Sign in: Lisa G., Wilber L., Margy G., David R., Shylah H., Jennifer N., Rebekah W., Kayla S., Randall E., Sunny L., Karl J., Eve A., Lily C., Emily, Krista M., Eric M., DILLON B., Robert M., Bob N., James D., Dan K., Jasmine Z., Hayden M., Fatima M, Cambria H., Nick & Kim S., Josie P.,

2. Public Comment/Non-Agenda Announcements (10 minutes)

Karl- Thanked the Board and staff for putting together such a great and fun event at BeachFest this year.

Eve- Share information about the high rise on Tourmaline and the community's opposition. Mentioned that the fire fighters don't have a ladder tall enough and it is located over a fault line.

Krista M- October 17, 2024 at 5 p.m. Firefighter Aide is hosting the Mustache Bash at Mavericks to fundraise for their programs. Entry is \$20 fee. Half of the proceeds will be going to the recent firefighters that were in an accident on their way to support the Hurricane disaster relief efforts.

3. President's Report (5 minutes)

Info Item

Thanks to Bay City, Volo, SD Running CO., Ocean Park Inn., Diamond Parking and all of the other sponsors that made Pacific BeachFest possible this year.

Board Retreat – Tentative Date - Friday, January 24, 2024 will now be on January. 31st.

Annual Dinner – Tentative Date - Thursday, March 20, 2024

4. Political/City Representatives (10 Minutes)

Info Item

Cambria Head, District 1: Budget memo has been released, everyone is encouraged to provide input. The Councilmember Pro Temp. Will be at the Tuesday Farmers Market on October 22nd.

Fatima Maciel, Mayor Todd Gloria's office: Expansion of Homeless program, 200 new parking/RV spots for overnight vehicles is not available.

5. Board Vacancy – Dillon Balcom, Broken Yolk

Action Item

Rebekah made a motion to approve Dillon Balcom to take the current board vacancy, Shylah second, the motion. Unanimous approval.

6. Board Installation, Councilmember Joe LaCava

Action Item

Presentation and Ratification of eligible candidates for 2024-2027 Board of Directors

Eligible Candidates:

Kayla Salvas, The Local PB

Lisa Gossmann, The Catamaran Resort Hotel and Spa

David Rodgers, Filippi's Pizza Grotto

Amy Rodriguez, Mission Surf- (Absent)

Candidates were sworn in as Board Members of Discover Pacific Beach by Councilmember Pro Tem La Cava.

7. Adjournment- 6:37p.m.

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Discover Pacific Beach
Balance Sheet
As of August 31, 2024

	Aug 31, 24	Aug 31, 23	\$ 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	(124,110)	(117,324)	(6,786)	(6%)
Total 1000 - Discover PB Operating (4991)	8,378	15,164	(6,786)	(45%)
1008 - Paypal	646	3,628	(2,982)	(82%)
1009 - Paypal - BACC	1,194	6,465	(5,271)	(82%)
1006 - Farmers Market # 6739	85,570	86,410	(840)	(1%)
1025 - Merrill Lynch	120,423	115,210	5,213	5%
1030 - Petty Cash	55	0	55	100%
Total Checking/Savings	216,266	226,877	(10,611)	(5%)
Accounts Receivable				
1200 - Accounts Receivable	60,833	25,140	35,693	142%
Total Accounts Receivable	60,833	25,140	35,693	142%
Other Current Assets				
Deposit - Rent	1,450	1,450	0	0%
Total Other Current Assets	1,450	1,450	0	0%
Total Current Assets	278,549	253,467	25,082	10%
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	(796)	(49)	(747)	(1,524%)
Total Other Assets	(796)	(49)	(747)	(1,524%)
TOTAL ASSETS	281,474	257,139	24,335	9%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2020 - AP Farmers Market	3,399	2,576	823	32%
2000 - Accounts Payable	14,084	12,222	1,862	15%
Total Accounts Payable	17,483	14,798	2,685	18%
Other Current Liabilities				
2100 - Payroll Liabilities	0	47	(47)	(100%)
Total Other Current Liabilities	0	47	(47)	(100%)
Total Current Liabilities	17,483	14,845	2,638	18%
Total Liabilities	17,483	14,845	2,638	18%
Equity				

Discover Pacific Beach
Balance Sheet
As of August 31, 2024

	Aug 31, 24	Aug 31, 23	\$ Change	% Change
1110 - Retained Earnings	223,908	210,193	13,715	7%
3000 - Opening Bal Equity	35,272	35,423	(151)	(0%)
Net Income	4,812	(3,321)	8,133	245%
Total Equity	263,992	242,295	21,697	9%
TOTAL LIABILITIES & EQUITY	281,475	257,140	24,335	9%

Discover Pacific Beach Profit & Loss August 2024

	Aug 24	Aug 23	Jul - Aug 24
Ordinary Income/Expense			
Income			
4430 - Clean and Safe Program			
Lord of the Wings	0	(160)	0
4430 - Clean and Safe Program - Other	0	0	1
Total 4430 - Clean and Safe Program	0	(160)	1
4115 - Beach Area Community Court	1,250	4,500	2,550
4220 - BID	9,480	9,238	21,708
4300 - Special Events			
4340 - Community Events	2,000	0	2,000
4370 - Heart of PB Rest Walk	668	0	843
Total 4300 - Special Events	2,668	0	2,843
4320 - Beachfest			
Artist Booth	0	3,975	0
Community Group	300	0	300
Fish Taco Challenge	1,400	150	1,400
Food booth	1,650	455	1,650
Merchant Booth	2,100	2,000	2,875
Sponsors	10,250	0	14,465
Total 4320 - Beachfest	15,700	6,580	20,690
4400 - Other Income			
4460 - Merchandise	0	40	0
4470 - Miscellaneous Income	0	0	1,000
Total 4400 - Other Income	0	40	1,000
4410 - Banner District	0	3,000	0
4510 - Farmers Market	21,218	22,066	46,992
7010 - Interest Income	423	444	887
Total Income	50,739	45,708	96,671
Gross Profit	50,739	45,708	96,671
Expense			
6100 - Operating			
6105 - Auto Expense	250	250	500
6110 - Bank Fees-CC/LF/Service	667	1,006	1,490
6120 - Building Repairs / Maint	808	0	808
6135 - Insurance-Liability	0	0	381
6155 - Meals	193	128	193
6156 - Training and Conferences	0	0	2,273
6160 - Office Supplies/Equip	219	506	422
6175 - Printing and Reproduction	319	330	682
6180 - Rent	3,660	3,328	7,321
6185 - Telephone-Cell/Office	292	351	577
6190 - Utilities-GEW/Sanitation/Refuse	1,735	1,688	3,417
6195 - Payroll Expense			
Staff-Executive Director	8,664	8,251	17,121

Discover Pacific Beach Profit & Loss August 2024

	Aug 24	Aug 23	Jul - Aug 24
Staff-Admin Support	5,642	12,809	11,150
Employer Tax	1,721	1,803	3,379
Processing Fee	95	12	190
Insurance-Health	950	950	1,900
Insurance-Work Comp	0	(349)	651
Total 6195 · Payroll Expense	17,072	23,476	34,391
6199 · Miscellaneous	12	80	12
6205 · Accounting	1,370	1,200	2,720
6225 · Dues and Subscriptions	0	0	300
Total 6100 · Operating	26,597	32,343	55,487
6300 · Design & Improvements			
6323 · Clean and Safe Program	6,100	3,050	12,200
6305 · Banner	0	1,987	0
6310 · Beach area community court	11	0	11
6315 · Farmers Market Expenses			
6315-01 · FM - Wages	7,646	1,981	14,876
6315 · Farmers Market Expenses - Other	1,112	1,553	2,089
Total 6315 · Farmers Market Expenses	8,758	3,534	16,965
Total 6300 · Design & Improvements	14,869	8,571	29,176
6500 · Special Events Promotions			
6520 · Holiday Parade	336	0	336
6540 · Heart Walk	500	1,830	500
6541 · Wild Rides Car Show	0	269	0
6510 · Beachfest			
Entertainment	2,100	0	2,100
Equipment Rental	0	0	0
Kids	0	625	1,750
Marketing / Printing	0	3,994	0
Supplies and Misc.	0	0	348
Total 6510 · Beachfest	2,100	4,619	4,198
Total 6500 · Special Events Promotions	2,936	6,718	5,034
6600 · Outreach			
6220 · Contributions	500	0	500
6235 · Election	828	1,151	1,209
6505 · Advertising - Marketing	0	46	0
6650 · Newsletter	227	227	454
Total 6600 · Outreach	1,555	1,424	2,163
Total Expense	45,957	49,056	91,860
Net Ordinary Income	4,782	(3,348)	4,811
Net Income	4,782	(3,348)	4,811

Discover Pacific Beach A/R Aging Summary As of August 31, 2024

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Audeo Charter School					1,800	1,800
Big Bully Turf		1,500				1,500
Center for Life		350				350
City of San Diego				2,101		2,101
City of San Diego (Bid Reimb)	9,480		12,229			21,709
City of San Diego (SBE)					2,250	2,250
Cuts DJ Academy		350				350
Ecology Center	3,472		4,307	3,139	3,008	13,926
Fish Shop		850				850
Friends of Rose Creek		75				75
Hideaway Pacific Beach		1,000				1,000
Irv's Burgers		500				500
Kaleo		2,500				2,500
Noah's Natural Pet Store		350				350
Ocean Park Inn					5,000	5,000
Patrick Smith					125	125
Prince St Pizza		500				500
Quicksand Escape Games		350				350
Randall's Sandals					125	125
San Diego County Credit Union		350				350
Sand Cloud		350				350
Shore Club		350				350
Steve Cordigyan					415	415
Tavern At The Beach					450	450
The Duck Dive		1,350				1,350
The Food Box		700				700
The Hideout Bar & Grill					208	208
The Local		350				350
Woodstocks Pizza		550				550
Yogurt on the Rocks		400				400
TOTAL	12,952	12,725	16,536	5,240	13,381	60,834

Discover Pacific Beach A/P Aging Summary As of August 31, 2024

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
AT&T	0	126	0	0	0	126
City of San Diego- Water Dept	376	0	0	0	0	376
City Treasurer	336	336	0	0	0	672
Da-Le Ranch	131	0	0	0	0	131
EDCO Disposal Corporation	1,359	0	0	0	0	1,359
Erich Flessner	0	1,500	0	0	0	1,500
Fuel Thy Cells	47	0	0	0	0	47
Gorilla Service Industries	0	0	0	0	2,643	2,643
Haydee Juarez	600	0	0	0	0	600
Herritage Family Farms	560	0	0	0	0	560
JR Organics	569	0	0	0	0	569
Mannis Communications	500	0	0	0	0	500
MP Family Farm	359	0	0	0	0	359
Platinum Event Rentals	0	0	0	0	4,147	4,147
Rodney Kawano Farm	219	0	0	0	0	219
Safiros Sanitation	708	0	0	0	0	708
SG Bookkeeping Services, LLC	1,465	0	0	0	0	1,465
Smit Farms	134	0	0	0	0	134
South Coast Copy Systems	0	319	0	0	0	319
The Rad Hatter	0	0	1,050	0	0	1,050
TOTAL	7,363	2,281	1,050	0	6,790	17,484

Discover Pacific Beach Balance Sheet As of September 30, 2024

	Sep 30, 24	Sep 30, 23	\$ 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	(117,945)	(79,503)	(38,442)	(48%)
Total 1000 - Discover PB Operating (4991)	14,543	52,985	(38,442)	(73%)
1008 - Paypal	19,100	17,059	2,041	12%
1009 - Paypal - BACC	4,726	2,597	2,129	82%
1006 - Farmers Market # 6739	69,196	70,588	(1,392)	(2%)
1025 - Merrill Lynch	120,846	115,627	5,219	5%
1030 - Petty Cash	55	0	55	100%
Total Checking/Savings	228,466	258,856	(30,390)	(12%)
Accounts Receivable				
1200 - Accounts Receivable	113,820	4,388	109,432	2,494%
Total Accounts Receivable	113,820	4,388	109,432	2,494%
Other Current Assets				
Deposit - Rent	1,450	1,450	0	0%
1499 - Undeposited Funds	550	0	550	100%
Total Other Current Assets	2,000	1,450	550	38%
Total Current Assets	344,286	264,694	79,592	30%
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	(311)	209	(520)	(249%)
Total Other Assets	(311)	209	(520)	(249%)
TOTAL ASSETS	347,696	268,624	79,072	29%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2020 - AP Farmers Market	4,389	5,578	(1,189)	(21%)
2000 - Accounts Payable	49,676	16,456	33,220	202%
Total Accounts Payable	54,065	22,034	32,031	145%
Other Current Liabilities				
Deferred Income SBEP	23,467	0	23,467	100%
2100 - Payroll Liabilities	0	6,984	(6,984)	(100%)
Total Other Current Liabilities	23,467	6,984	16,483	236%
Total Current Liabilities	77,532	29,018	48,514	167%

Discover Pacific Beach

Balance Sheet

As of September 30, 2024

	Sep 30, 24	Sep 30, 23	\$ Change	% Change
Total Liabilities	77,532	29,018	48,514	167%
Equity				
1110 - Retained Earnings	223,908	210,193	13,715	7%
3000 - Opening Bal Equity	35,272	35,423	(151)	(0%)
Net Income	10,986	(6,010)	16,996	283%
Total Equity	270,166	239,606	30,560	13%
TOTAL LIABILITIES & EQUITY	347,698	268,624	79,074	29%

Discover Pacific Beach Profit & Loss September 2024

	Sep 24	Sep 23	Jul - Sep 24
Ordinary Income/Expense			
Income			
4430 · Clean and Safe Program	0	0	1
4110 · Grants	42,555	0	42,555
4115 · Beach Area Community Court	1,250	2,650	3,800
4120 · SBEP	15,000	0	15,000
4220 · BID	12,453	11,541	34,161
4250 · Parking District	1,608	0	4,024
4300 · Special Events			
4340 · Community Events	0	0	2,000
4350 · Contributions Income	0	616	0
4370 · Heart of PB Rest Walk	6,888	6,600	7,731
Total 4300 · Special Events	6,888	7,216	9,731
4320 · Beachfest			
Action Sports	0	2,575	0
Artist Booth	8,280	2,000	8,280
Community Group	225	0	450
Fish Taco Challenge	350	1,050	1,750
Food booth	6,400	5,800	7,350
Merchant Booth	350	1,000	2,875
Sponsors	4,215	5,000	18,680
Total 4320 · Beachfest	19,820	17,425	39,385
4400 · Other Income			
4470 · Miscellaneous Income	0	0	1,000
Total 4400 · Other Income	0	0	1,000
4510 · Farmers Market	17,154	18,342	64,146
7010 · Interest Income	423	417	1,310
Total Income	117,151	57,591	215,113
Gross Profit	117,151	57,591	215,113
Expense			
6100 · Operating			
6105 · Auto Expense	250	250	750
6110 · Bank Fees-CC/LF/Service	496	1,093	1,969
6120 · Building Repairs / Maint	0	0	808
6135 · Insurance-Liability	1,444	2,007	1,825
6155 · Meals	220	81	413
6156 · Training and Conferences	0	20	2,273
6160 · Office Supplies/Equip	214	219	635
6175 · Printing and Reproduction	311	349	994
6180 · Rent	3,660	3,328	10,981
6182 · Tax-Business	180	180	180
6185 · Telephone-Cell/Office	282	263	859
6190 · Utilities-GEW/Sanitation/Refuse	5,465	1,201	8,882
6195 · Payroll Expense			

Discover Pacific Beach Profit & Loss September 2024

	Sep 24	Sep 23	Jul - Sep 24
Staff-Executive Director	8,664	8,251	25,785
Staff-Admin Support	5,642	12,322	16,792
Employer Tax	1,726	1,780	5,105
Processing Fee	95	23	285
Insurance-Health	950	950	2,850
Insurance-Work Comp	0	0	651
Total 6195 - Payroll Expense	17,077	23,326	51,468
6199 - Miscellaneous	1,085	56	1,097
6205 - Accounting	1,600	0	4,320
6225 - Dues and Subscriptions	0	0	300
Total 6100 - Operating	32,284	32,373	87,754
6300 - Design & Improvements			
6323 - Clean and Safe Program			
Lord of the Wings	0	50	0
6323 - Clean and Safe Program - Other	0	6,100	12,200
Total 6323 - Clean and Safe Program	0	6,150	12,200
6310 - Beach area community court	0	0	11
6315 - Farmers Market Expenses			
6315-01 - FM - Wages	7,694	2,092	22,570
6315 - Farmers Market Expenses - Other	3,395	3,956	5,484
Total 6315 - Farmers Market Expenses	11,089	6,048	28,054
Total 6300 - Design & Improvements	11,089	12,198	40,265
6500 - Special Events Promotions			
6210 - Annual Dinner	0	0	0
6520 - Holiday Parade	0	0	336
6540 - Heart Walk	2,135	751	2,635
6541 - Wild Rides Car Show	0	1,764	0
6510 - Beachfest			
City & County Fees	2,892	3,571	2,892
Entertainment	11,100	4,000	13,200
Equipment Rental	8,060	0	8,060
Kids	91	0	1,841
Marketing / Printing	7,538	2,739	7,538
Staging	26,800	0	26,800
Supplies and Misc.	1,898	0	2,246
T Shirts	5,821	0	5,821
Total 6510 - Beachfest	64,200	10,310	68,398
Total 6500 - Special Events Promotions	66,335	12,825	71,369
6600 - Outreach			
6220 - Contributions	0	500	500
6235 - Election	1,125	2,123	2,333
6505 - Advertising - Marketing	200	0	200
6551 - Mixers	0	17	0
6650 - Newsletter	245	227	699

Discover Pacific Beach

Profit & Loss

September 2024

	Sep 24	Sep 23	Jul - Sep 24
6600 - Outreach - Other	0	17	0
Total 6600 - Outreach	1,570	2,884	3,732
8010 - Contingency	1,008	0	1,008
Total Expense	112,286	60,280	204,128
Net Ordinary Income	4,865	(2,689)	10,985
Net Income	4,865	(2,689)	10,985

Discover Pacific Beach A/R Aging Summary As of September 30, 2024

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Audeo Charter School					1,800	1,800
Bar Ella		400				400
BID Alliance - V		42,555				42,555
City of San Diego	1,608	1,408		1,008		4,024
City of San Diego (SBE)	38,467				2,250	40,717
Diamond Parking - C		715				715
Ecology Center		3,472		4,307	3,008	10,787
Hideaway Pacific Beach			1,000			1,000
Irv's Burgers			500			500
Kaleo			2,500			2,500
Ocean Park Inn					5,000	5,000
Patrick Smith					125	125
Prince St Pizza		550	500			1,050
Randall's Sandals		350			125	475
San Diego County Credit Union			350			350
Steve Cordigyan					415	415
Tavern At The Beach		400			450	850
The Hideout Bar & Grill					208	208
The Local			350			350
TOTAL	40,075	49,850	5,200	5,315	13,381	113,821

Discover Pacific Beach A/P Aging Summary As of September 30, 2024

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
AK Music Biz	4,800	0	0	0	0	4,800
AT&T	126	0	0	0	0	126
CDFA	1,914	0	0	0	0	1,914
Da-Le Ranch	80	0	0	0	0	80
EDCO Disposal Corporation	1,359	0	0	0	0	1,359
Erich Flessner	0	0	1,500	0	0	1,500
Gorilla Service Industries	0	0	0	0	2,643	2,643
Graywolf Production Group	0	13,400	0	0	0	13,400
Haydee Juarez	0	600	0	0	0	600
Herritage Family Farms	316	0	0	0	0	316
Jack McCain	0	1,100	0	0	0	1,100
JR Organics	499	0	0	0	0	499
Katie Matchett	0	91	0	0	0	91
Mannis Communications	1,000	0	0	0	0	1,000
MP Family Farm	264	0	0	0	0	264
O'Reily Auto Parts	0	4,106	0	0	0	4,106
Platinum Event Rentals	0	0	0	0	4,147	4,147
Rodney Kawano Farm	62	0	0	0	0	62
Safiros Sanitation	1,254	0	0	0	0	1,254
SG Bookkeeping Services, LLC	1,695	0	0	0	0	1,695
The Rad Hatter	0	0	0	1,050	0	1,050
United Site Services	8,060	0	0	0	0	8,060
Victor Santana	4,000	0	0	0	0	4,000
TOTAL	25,429	19,297	1,500	1,050	6,790	54,066