



**BOARD OF DIRECTORS MEETING**  
**February 3, 2026 – Pacific Beach Taylor Library – 4275 Cass Street**  
**12:00 p.m.**  
**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 – Vicky Joes  
 Mayor’s Office- Fatima Maciel  
 County Supervisor – Meghan Elledge-LeVota  
 Economic Development – Alex Southard  
 77<sup>th</sup> Assembly District – Ross Tritt  
 Senate District 38 – Aurora Livingston  
 Northern Division – Jessica Dishman
  
5. **Community Partners Reports (3 mins each)** **Info Item**

<ul style="list-style-type: none"> <li>a) PB Tuesday Farmers’ Market</li> <li>b) PB Town Council</li> <li>c) PB Woman’s Club</li> </ul>	<ul style="list-style-type: none"> <li>d) PB Planning Group</li> <li>e) Beautiful PB</li> </ul>
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6. **Presentation: Leprechaun Run - San Diego Running Co.** **Action Item**
7. **President’s Report (3 minutes)** **Action Item**
  - a) Board Retreat Recap
  - b) Code Code of Conduct & board expectations
  - c) FY2026 Events Calendar
  
8. **Executive Director Report (3 minutes)** **Info Item**
  - a) **California Downtown Association**
  
9. **Approval of the November 4, 2025 Meeting Minutes** **Action Item**
10. **Financial Report (3 mins)** **Action Item**  
*Review and approve the financials of October 2025*  
*Review and approve the financials of November 2025* **Action Item**
  
11. **Committee Reports (30 mins)**
  - a) **Organization Committee**
    - **Approval of 2026 Authorized Signers** **Action Item**
      - i. Board Chair/President – Shylah Hales
      - ii. Authorized to Sign Contracts – Shylah Hales
      - iii. Authorized to Sign Programmatic Reports and Scope Adjustments - Shylah Hales
      - iv. Authorized to Sign Reconciliations/Requests for Payment and Budget Adjustments – Todd Barnett & Shylah Hales
      - v. Authorized to sign checks/authorize payments – Todd Barnett & Shylah Hales
    - Next Meeting – Mavericks Beach Club – February 18, 2026 | 9:30 a.m.
  - b) **Fundraising Committee** **Info Item**
    - Update
    - Next Meeting – Duck Dive – February 25, 2026 | 11:00 a.m.
  
12. **Adjourn**

**THIS INFORMATION IS AVAILABLE IN ALTERNATIVE FORMATS UPON REQUEST.**

To request an alternative format, or to request a sign language or oral interpreter for the meeting, please contact the Meeting Coordinator at least five (5) working days before the meeting at (858) 273-3303 to ensure availability. Assistive Listening Devices (ALDs) are available for the meeting upon request.

# 2026 DISCOVER PB EVENT CALENDAR

## MAR 26

THURSDAY / 6:00PM

### CASINO NIGHT GALA

UNFORGETTABLE NIGHT ON THE WILLIAM D EVANS STEERNWHEELER WITH CASINO GAMES, DINNER AND GREAT COMPANY. ALL TO SUPPORT DISCOVER PB

## MAY 20

WEDNESDAY / 4:00PM

### COAST OF PB RESTAURANT WALK

STROLL THE COAST AND TASTE YOUR WAY THROUGH PB. WITH BITES AND DRINKS FROM LOCAL RESTAURANTS ALL WHILE ENJOYING OCEAN AIR AND NEIGHBORHOOD VIBES



## SEPT 16

WEDNESDAY / 4:00PM

### HEART OF PB RESTAURANT WALK

EXPERIENCE THE HEART OF OUR BUSINESS DISTRICT WITH A CURATED EVENING OF FOOD, DRINKS, AND CONNECTION FEATURING SOME OF PACIFIC BEACH'S FAVORITE LOCAL SPOTS

## OCT 03

SATURDAY / 9:00AM

### PACIFIC BEACHFEST

OUR SIGNATURE COMMUNITY FESTIVAL RETURNS WITH LIVE MUSIC, LOCAL VENDORS, FAMILY FRIENDLY ACTIVITIES, AND A FULL WEEKEND OF CELEBRATING EVERYTHING THAT MAKES PACIFIC BEACH SPECIAL

## OCT 30

FRIDAY / 4:00PM

### PB ZOMBIE WALK AND TRICK OR TREAT

DRESS UP, GET SPOOKY, AND ENJOY A FUN FILLED EVENING AS ZOMBIES TAKE OVER PB WITH TRICK OR TREATING, COSTUMES, AND FESTIVE STOPS THROUGHOUT THE NEIGHBORHOOD



## DEC 5

SATURDAY / 2:00PM

### CHRISTMAS ON CRYSTAL PIER

CELEBRATE THE SEASON WITH HOLIDAY CHEER ON THE ICONIC CRYSTAL PIER FEATURING FESTIVE DÉCOR, MUSIC, AND A MAGICAL COASTAL SETTING

## DEC 12

SATURDAY / 1:00PM

### PB HOLIDAY PARADE

A BELOVED PACIFIC BEACH TRADITION FEATURING FESTIVE FLOATS, COMMUNITY GROUPS, AND HOLIDAY SPIRIT AS THE PARADE MAKES ITS WAY THROUGH THE HEART OF PB





**BOARD OF DIRECTORS MEETING**  
**November 4, 2025 – Mavericks Beach Club – 860 Garnet Avenue**  
**12:00 p.m.**  
**Minutes**

**CALL TO ORDER: 12:05P.M.**

**1. Introductions**

Wilber L., Krista M., Ashley S., Todd B., David R., Lisa G., Shylah H., Randall E., Rebekah W, Marshall, Officer Jessica, Fatima, Cambria  
Staff: Sunny L. & Vanessa B.

**2. Public Comment/Non Agenda Announcements- None**

Krist M: Mustache Madness- event for the fire department was a success. The event was reported to be on track to meet its goal of raising \$10,000 for firefighter aid in its 10th year.

**3. Additions to Agenda (3 minutes)**

**Info Item**

None

**4. Political Representative's Reports (10 minutes)**

**Info Item**

District 1 – Cambria Head: funding allocated for public right-of-way improvements and oceanfront walk ramps, announced an upcoming town hall meeting.  
Mayor's Office- Fatima Maciel: Talked about the upcoming Balbo Park parking fees being implemented  
Economic Development – Provided a report on economic development initiatives the depart overseas.

**5. Community Partners Reports (3 mins each)**

**Info Item**

a) PB Tuesday Farmers' Market- Make sure to check out the Market today from 2-7p.m.

**6. Presentation- AVA Pacific Beach- Marshall Anderson**

**Action Item**

Krista made motion to support the AVA Pacific Beach Proposal and Rebekah seconded the motion, unanimous approval.

**7. Presentation- Santa Run and Holiday Parade- Pete Hess.**

**Action Item**

Shylah made motion to approve the Santa Run and Holiday Parade letter of support, Krista seconded the motion, unanimous approval.

**8. President's Report (3 minutes)**

**Info Item**

- a) Zombie Walk and Trick or Treat – Recap
- b) Holiday Events – Update

**9. Executive Director Report (3 minutes)**

**Action Item**

- a) CPD Advocacy Update
- b) EBT Farmers' Market Benefit: Brainstorm potential crowdfunding ideas for the benefit of the EBT farmers market program users.
- c) BeachFest Updates: Estimated profit of \$40,000, though \$30,000 in invoices remains outstanding.
- d) SDTA Membership
- e) Office Closure for the Holidays- beginning December 22<sup>nd</sup>-reopen January 5th

Rebekah made motion to approve SDTA Membership, Krista seconded the motion. Unanimous approval.

**10. Approval of the September 2, 2025 Meeting Minutes**

**Action Item**

Krista made motion to approve the September 2<sup>nd</sup> meeting minutes, Shylah seconded the motion. Abstain: Lisa  
Unanimous approval.

**11. Financial Report (3 mins)**

*Review and approve the financials of August 2025*

**Action Item**

*Review and approve the financials of September 2025*

**Action Item**

**Krista made motion to approve the financials of August & September 2025, Randall seconded the motion. Unanimous approval. Abstain: Lisa**

**12. Committee Reports (30 mins)**

**a) Organization Committee**

- Board Elections – Update **Info Item**

- i. Congratulations Rebekah Winn on Re-election

- Nomination of new board member to fill vacancy **Action Item**

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

- 1. Nomination of Ashley Stavig – Blenders Eyewear

**Krista made motion to nominate Ashley Stavig as a new Board Member, Shylah seconded the motion. Unanimous approval.**

- Officer Elections
  - i. Nominations for and election for President
  - ii. Nominations for and election for Vice President
  - iii. Nominations for and election for Treasure
  - iv. Nominations for and election for Secretary

- Executive Director – Quarterly Review

- **Randall nominated and made motion for Shylah for President. Krista seconded the motion. Unanimous approval**

- **Shylah nominated and made motion for Krista for Vice President; Lisa seconded the motion. Unanimous approval.**

- **Shylah nominated and made motion for Todd for Treasurer; Rebekah seconded the motion. Unanimous approval.**

- **Shylah nominated and made motion for Rebekah for Secretary; Krista seconded the motion. Unanimous approval.**

**b) Fundraising Committee**

**Action Item**

- NEW EVENT – Holiday Market and Shop Local – Candy Land Game

- i. Event Overview

- ii. Messaging to businesses

- iii. Sponsorship Update – Goal \$10,000 – Confirmed \$0

- Next Meeting – TBD – December 2<sup>nd</sup> or 9th 2025 | 9AM

**No Actions were taken**

**13. Adjourn 1:14p.m.**

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**Discover Pacific Beach**  
**Balance Sheet**  
As of October 31, 2025

	Oct 31, 25	Oct 31, 24	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
1000 · Discover PB Operating (4991)				
1002 · Discover PB - Special Projects	84,517	131,012	(46,495)	(35%)
1001 · Discover PB Savings	9,913	9,913	0	0%
1000 · Discover PB Operating (4991) - Other	(64,048)	(106,650)	42,602	40%
<b>Total 1000 · Discover PB Operating (4991)</b>	<b>30,382</b>	<b>34,275</b>	<b>(3,893)</b>	<b>(11%)</b>
1008 · Paypal	649	3,158	(2,509)	(79%)
1009 · Paypal - BACC	1,194	860	334	39%
1006 · Farmers Market # 6739	62,438	38,991	23,447	60%
1025 · Merrill Lynch	125,392	121,238	4,154	3%
1030 · Petty Cash	55	55	0	0%
<b>Total Checking/Savings</b>	<b>220,110</b>	<b>198,577</b>	<b>21,533</b>	<b>11%</b>
<b>Accounts Receivable</b>				
1200 · Accounts Receivable	61,620	85,414	(23,794)	(28%)
<b>Total Accounts Receivable</b>	<b>61,620</b>	<b>85,414</b>	<b>(23,794)</b>	<b>(28%)</b>
<b>Other Current Assets</b>				
Deposit - Rent	1,650	1,450	200	14%
<b>Total Other Current Assets</b>	<b>1,650</b>	<b>1,450</b>	<b>200</b>	<b>14%</b>
<b>Total Current Assets</b>	<b>283,380</b>	<b>285,441</b>	<b>(2,061)</b>	<b>(1%)</b>
<b>Fixed Assets</b>				
Furniture & Equipment	16,734	16,734	0	0%
Leasehold Improvements	0	49,388	(49,388)	(100%)
Accumulated Depreciation	(13,013)	(13,013)	0	0%
Accumulated Amortization	0	(49,388)	49,388	100%
<b>Total Fixed Assets</b>	<b>3,721</b>	<b>3,721</b>	<b>0</b>	<b>0%</b>
<b>Other Assets</b>				
Clearing Account	(17,335)	(543)	(16,792)	(3,092%)
<b>Total Other Assets</b>	<b>(17,335)</b>	<b>(543)</b>	<b>(16,792)</b>	<b>(3,092%)</b>
<b>TOTAL ASSETS</b>	<b>269,766</b>	<b>288,619</b>	<b>(18,853)</b>	<b>(7%)</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
2020 · AP Farmers Market	2,743	3,371	(628)	(19%)
2000 · Accounts Payable	14,832	19,049	(4,217)	(22%)
<b>Total Accounts Payable</b>	<b>17,575</b>	<b>22,420</b>	<b>(4,845)</b>	<b>(22%)</b>
<b>Credit Cards</b>				
US Bank	(158)	23	(181)	(787%)
<b>Total Credit Cards</b>	<b>(158)</b>	<b>23</b>	<b>(181)</b>	<b>(787%)</b>
<b>Other Current Liabilities</b>				

**Discover Pacific Beach**  
**Balance Sheet**  
 As of October 31, 2025

	<b>Oct 31, 25</b>	<b>Oct 31, 24</b>	<b>\$ Change</b>	<b>% Change</b>
Deferred Income SBEP	17,297	38,467	(21,170)	(55%)
Total Other Current Liabilities	17,297	38,467	(21,170)	(55%)
Total Current Liabilities	34,714	60,910	(26,196)	(43%)
Total Liabilities	34,714	60,910	(26,196)	(43%)
Equity				
1110 · Retained Earnings	177,288	223,783	(46,495)	(21%)
3000 · Opening Bal Equity	35,272	35,272	0	0%
Net Income	22,493	(31,344)	53,837	172%
Total Equity	235,053	227,711	7,342	3%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>269,767</b>	<b>288,621</b>	<b>(18,854)</b>	<b>(7%)</b>

## Discover Pacific Beach Profit & Loss October 2025

	Oct 25	Oct 24	Jul - Oct 25
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
<b>4430 · Clean and Safe Program</b>	5	0	5
<b>4110 · Grants</b>	2,686	0	44,960
<b>4115 · Beach Area Community Court</b>	1,250	900	4,800
<b>4220 · BID</b>	11,839	12,834	47,155
<b>4250 · Parking District</b>	0	1,651	0
<b>4300 · Special Events</b>			
<b>4378 · Zombie Walk/Trick or Treat</b>	2,755	0	5,755
<b>4310 · Annual Dinner</b>	0	0	1,250
<b>4340 · Community Events</b>	0	0	2,571
<b>4350 · Contributions Income</b>	209	0	209
<b>4370 · Heart of PB Rest Walk</b>	120	40	9,415
<b>4376 · Holiday Parade</b>	425	350	425
<b>Total 4300 · Special Events</b>	3,509	390	19,625
<b>4320 · Beachfest</b>			
<b>Action Sports</b>	0	2,500	5,000
<b>Artist Booth</b>	0	1,181	14,655
<b>Beer Garden</b>	15,479	14,182	15,479
<b>Community Group</b>	0	154	511
<b>Consessions</b>	75	158	75
<b>Fish Taco Challenge</b>	15,420	8,385	17,170
<b>Food booth</b>	0	1,226	6,435
<b>Merchant Booth</b>	0	205	2,153
<b>Sponsors</b>	15,577	10,715	72,502
<b>Total 4320 · Beachfest</b>	46,551	38,706	133,980
<b>4400 · Other Income</b>			
<b>4440 · Membership Dues(Banks)</b>	250	0	250
<b>4460 · Merchandise</b>	275	675	395
<b>4470 · Miscellaneous Income</b>	0	0	250
<b>Total 4400 · Other Income</b>	525	675	895
<b>4510 · Farmers Market</b>	2,384	20,284	85,933
<b>7010 · Interest Income</b>	332	392	1,378
<b>Total Income</b>	69,081	75,832	338,731
<b>Gross Profit</b>	69,081	75,832	338,731
<b>Expense</b>			
<b>6544 · Zombie Walk</b>	3,204	0	3,204
<b>6100 · Operating</b>			
<b>6105 · Auto Expense</b>	250	250	1,000
<b>6110 · Bank Fees-CC/LF/Service</b>	1,077	1,362	4,417
<b>6120 · Building Repairs / Maint</b>	0	132	0
<b>6135 · Insurance-Liability</b>	6,495	5,775	7,872

## Discover Pacific Beach Profit & Loss October 2025

	Oct 25	Oct 24	Jul - Oct 25
<b>6155 · Meals</b>	1,284	143	2,226
<b>6156 · Training and Conferences</b>	0	0	370
<b>6160 · Office Supplies/Equip</b>	102	210	962
<b>6175 · Printing and Reproduction</b>	300	280	1,371
<b>6180 · Rent</b>	1,672	3,660	6,688
<b>6182 · Tax-Business</b>	0	0	189
<b>6185 · Telephone-Cell/Office</b>	215	283	791
<b>6190 · Utilities-GEW/Sanitation/Refuse</b>	1,470	1,359	5,714
<b>6195 · Payroll Expense</b>			
<b>Staff-Executive Director</b>	9,097	8,664	36,329
<b>Staff-Admin Support</b>	7,599	5,642	28,042
<b>Employer Tax</b>	1,977	1,872	8,345
<b>Processing Fee</b>	95	125	380
<b>Insurance-Health</b>	950	950	3,800
<b>Insurance-Work Comp</b>	0	0	122
<b>Total 6195 · Payroll Expense</b>	19,718	17,253	77,018
<b>6199 · Miscellaneous</b>	429	0	429
<b>6205 · Accounting</b>	1,848	1,600	7,056
<b>6225 · Dues and Subscriptions</b>	0	0	300
<b>Total 6100 · Operating</b>	34,860	32,307	116,403
<b>6300 · Design &amp; Improvements</b>			
<b>6323 · Clean and Safe Program</b>	6,100	6,100	24,400
<b>6310 · Beach area community court</b>	0	0	140
<b>6315 · Farmers Market Expenses</b>			
<b>6315-01 · FM - Wages</b>	8,370	9,269	37,484
<b>6315 · Farmers Market Expenses - Other</b>	1,504	1,810	10,058
<b>Total 6315 · Farmers Market Expenses</b>	9,874	11,079	47,542
<b>Total 6300 · Design &amp; Improvements</b>	15,974	17,179	72,082
<b>6500 · Special Events Promotions</b>			
<b>6540 · Heart Walk</b>	0	182	892
<b>6510 · Beachfest</b>			
<b>Beer Garden</b>	8,964	2,371	8,964
<b>City &amp; County Fees</b>	1,481	2,209	4,471
<b>Entertainment</b>	1,700	2,600	12,225
<b>Equipment Rental</b>	12,170	13,991	20,102
<b>Kids</b>	0	625	625
<b>Marketing / Printing</b>	6,785	3,323	13,481
<b>Professional Orgainzers</b>	2,000	19,416	28,391
<b>Staging</b>	0	2,479	26,102
<b>Supplies and Misc.</b>	329	1,535	1,913
<b>T Shirts</b>	0	0	4,448
<b>Total 6510 · Beachfest</b>	33,429	48,549	120,722

Discover Pacific Beach  
**Profit & Loss**  
October 2025

	<u>Oct 25</u>	<u>Oct 24</u>	<u>Jul - Oct 25</u>
Total 6500 · Special Events Promotions	33,429	48,731	121,614
6600 · Outreach			
6220 · Contributions	0	0	500
6235 · Election	0	0	1,274
6615 · Business Development	0	0	61
6650 · Newsletter	275	245	1,100
Total 6600 · Outreach	<u>275</u>	<u>245</u>	<u>2,935</u>
Total Expense	<u>87,742</u>	<u>98,462</u>	<u>316,238</u>
Net Ordinary Income	<u>(18,661)</u>	<u>(22,630)</u>	<u>22,493</u>
Net Income	<u><b>(18,661)</b></u>	<u><b>(22,630)</b></u>	<u><b>22,493</b></u>

## Discover Pacific Beach A/R Aging Summary As of October 31, 2025

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
Alvy's World Smoke Ship		2,500				2,500
Broken Yolk Cafe			1,000			1,000
City of San Diego (Bid Reimb)	11,839					11,839
Diamond Parking - C			500	857		1,357
Ecology Center			4,476			4,476
Filippis Pizza Grotto			1,000			1,000
Gallo	10,424	6,000				16,424
Hotel Santa Clara, LLC		250				250
Irv's Burgers				500		500
McDonald's - C		500				500
San Diego FC			10,000			10,000
San Diego Running Co	7,903	2,500				10,403
The Duck Dive			350			350
Vavi Inc		1,022				1,022
<b>TOTAL</b>	<b>19,742</b>	<b>14,696</b>	<b>25,826</b>	<b>1,357</b>		<b>61,621</b>

## Discover Pacific Beach A/P Aging Summary As of October 31, 2025

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
AT&T	0	215	0	0	0	215
City Treasurer	926	0	0	0	0	926
Da-Le Ranch	571	0	0	0	0	571
EDCO Disposal Corporation	1,411	0	0	0	0	1,411
Herritage Family Farms	122	0	0	0	0	122
Josh Baesler	700	0	0	0	0	700
JR Organics	271	0	0	0	0	271
North Shore Printery	1,898	0	0	0	0	1,898
Number Six, LLC	0	1,000	0	0	0	1,000
Onofre Farm	275	0	0	0	0	275
Platinum Event Rentals	0	0	0	0	639	639
R&L Farms	134	0	0	0	0	134
Rodney Kawano Farm	116	0	0	0	0	116
Safiros Sanitation	1,254	0	0	0	0	1,254
SG Bookkeeping Services, LLC	1,943	0	0	0	0	1,943
Shoreline Community Services	6,100	0	0	0	0	6,100
<b>TOTAL</b>	<b>15,721</b>	<b>1,215</b>	<b>0</b>	<b>0</b>	<b>639</b>	<b>17,575</b>

## Discover Pacific Beach

### A/R Aging Detail

As of October 31, 2025

	Type	Date	Num	Name	Due Date	Class	Aging	Open Balance	
<b>Current</b>									
	Invoice	10/31/2025	2025-10BID	City of San Diego (Bid Reimb)	10/31/2025	BID		11,839.27	
	Invoice	10/31/2025	2025-10BF	San Diego Running Co	10/31/2025	Beachfest		7,902.50	
Total Current									<u>19,741.77</u>
<b>1 - 30</b>									
	Invoice	10/14/2025	2025-0925ZW	McDonald's - C	10/14/2025	Special Events	17	500.00	
	Invoice	10/16/2025	2025-1017BF	Vavi Inc	10/16/2025	Beachfest	15	1,022.00	
	Invoice	10/23/2025	2025-1023ZW	Alvy's World Smoke Ship	10/23/2025	Special Events	8	2,500.00	
	Invoice	10/27/2025	2025-1027	Hotel Santa Clara, LLC	10/27/2025	Other	4	250.00	
	Invoice	10/29/2025	2025-1029	Gallo	10/29/2025	Beachfest	2	10,424.00	
Total 1 - 30									<u>14,696.00</u>
<b>31 - 60</b>									
	Invoice	09/04/2025	2025-0904ZW	Filippis Pizza Grotto	09/04/2025	Special Events	57	1,000.00	
	Invoice	09/04/2025	2025-0904BF	San Diego FC	09/04/2025	Beachfest	57	10,000.00	
	Invoice	09/04/2025	2025-0904BF	Gallo	09/04/2025	Beachfest	57	6,000.00	
	Invoice	09/04/2025	2025-0905BF	Broken Yolk Cafe	09/04/2025	Beachfest	57	1,000.00	
	Invoice	09/04/2025	2025-0904BF	San Diego Running Co	09/04/2025	Beachfest	57	2,500.00	
	Invoice	09/24/2025	2025-0924BF	The Duck Dive	09/24/2025	Beachfest	37	350.00	
	Invoice	09/29/2025	2025-0929ZW	Diamond Parking - C	09/29/2025	Special Events	32	500.00	
	Invoice	09/30/2025	2025-0930FM	Ecology Center	09/30/2025	Farmers Market	31	4,475.50	
Total 31 - 60									<u>25,825.50</u>
<b>61 - 90</b>									
Total 61 - 90									
<b>&gt; 90</b>									
	Invoice	08/21/2024	082127-BFS	Irv's Burgers	08/21/2024	Beachfest	436	500.00	
	Invoice	07/18/2025	2025-0718	Diamond Parking - C	07/18/2025	Special Events	105	857.00	
Total > 90									<u>1,357.00</u>
<b>TOTAL</b>									<u><u><b>61,620.27</b></u></u>

**Discover Pacific Beach**  
**Balance Sheet**  
As of November 30, 2025

	Nov 30, 25	Nov 30, 24	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
1000 · Discover PB Operating (4991)				
1002 · Discover PB - Special Projects	84,517	131,012	(46,495)	(35%)
1001 · Discover PB Savings	9,913	9,913	0	0%
1000 · Discover PB Operating (4991) - Other	(72,359)	(78,332)	5,973	8%
<b>Total 1000 · Discover PB Operating (4991)</b>	<b>22,071</b>	<b>62,593</b>	<b>(40,522)</b>	<b>(65%)</b>
1008 · Paypal	4,185	5,408	(1,223)	(23%)
1009 · Paypal - BACC	1,910	1,862	48	3%
1006 · Farmers Market # 6739	77,279	52,811	24,468	46%
1025 · Merrill Lynch	125,670	121,590	4,080	3%
1030 · Petty Cash	55	55	0	0%
<b>Total Checking/Savings</b>	<b>231,170</b>	<b>244,319</b>	<b>(13,149)</b>	<b>(5%)</b>
<b>Accounts Receivable</b>				
1200 · Accounts Receivable	41,854	31,702	10,152	32%
<b>Total Accounts Receivable</b>	<b>41,854</b>	<b>31,702</b>	<b>10,152</b>	<b>32%</b>
<b>Other Current Assets</b>				
Deposit - Rent	1,650	1,450	200	14%
<b>Total Other Current Assets</b>	<b>1,650</b>	<b>1,450</b>	<b>200</b>	<b>14%</b>
<b>Total Current Assets</b>	<b>274,674</b>	<b>277,471</b>	<b>(2,797)</b>	<b>(1%)</b>
<b>Fixed Assets</b>				
Furniture & Equipment	16,734	16,734	0	0%
Leasehold Improvements	0	49,388	(49,388)	(100%)
Accumulated Depreciation	(13,013)	(13,013)	0	0%
Accumulated Amortization	0	(49,388)	49,388	100%
<b>Total Fixed Assets</b>	<b>3,721</b>	<b>3,721</b>	<b>0</b>	<b>0%</b>
<b>Other Assets</b>				
Clearing Account	296	(839)	1,135	135%
<b>Total Other Assets</b>	<b>296</b>	<b>(839)</b>	<b>1,135</b>	<b>135%</b>
<b>TOTAL ASSETS</b>	<b>278,691</b>	<b>280,353</b>	<b>(1,662)</b>	<b>(1%)</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
2020 · AP Farmers Market	2,970	3,541	(571)	(16%)
2000 · Accounts Payable	15,958	13,996	1,962	14%
<b>Total Accounts Payable</b>	<b>18,928</b>	<b>17,537</b>	<b>1,391</b>	<b>8%</b>
<b>Credit Cards</b>				
US Bank	(158)	20	(178)	(890%)
<b>Total Credit Cards</b>	<b>(158)</b>	<b>20</b>	<b>(178)</b>	<b>(890%)</b>
<b>Other Current Liabilities</b>				

**Discover Pacific Beach**  
**Balance Sheet**  
 As of November 30, 2025

	<b>Nov 30, 25</b>	<b>Nov 30, 24</b>	<b>\$ Change</b>	<b>% Change</b>
Deferred Income SBEP	12,400	29,140	(16,740)	(57%)
Total Other Current Liabilities	12,400	29,140	(16,740)	(57%)
Total Current Liabilities	31,170	46,697	(15,527)	(33%)
Total Liabilities	31,170	46,697	(15,527)	(33%)
Equity				
1110 · Retained Earnings	177,288	223,783	(46,495)	(21%)
3000 · Opening Bal Equity	35,272	35,272	0	0%
Net Income	34,963	(25,399)	60,362	238%
Total Equity	247,523	233,656	13,867	6%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>278,693</b>	<b>280,353</b>	<b>(1,660)</b>	<b>(1%)</b>

## Discover Pacific Beach Profit & Loss November 2025

	Nov 25	Nov 24	Jul - Nov 25
<b>Ordinary Income/Expense</b>			
<b>Income</b>			
4430 · Clean and Safe Program	0	35	5
4110 · Grants	0	0	44,960
4115 · Beach Area Community Court	750	1,150	5,550
4120 · SBEP	4,897	9,327	4,897
4220 · BID	12,193	15,243	59,349
4250 · Parking District	0	1,120	0
<b>4300 · Special Events</b>			
4378 · Zombie Walk/Trick or Treat	120	0	5,875
4310 · Annual Dinner	0	0	1,250
4340 · Community Events	0	0	2,571
4350 · Contributions Income	0	0	209
4370 · Heart of PB Rest Walk	0	0	9,415
4375 · Christmas on Crystal Pier	2,160	0	2,160
4376 · Holiday Parade	1,870	2,725	2,295
<b>Total 4300 · Special Events</b>	<b>4,150</b>	<b>2,725</b>	<b>23,775</b>
<b>4320 · Beachfest</b>			
Action Sports	0	0	5,000
Artist Booth	0	0	14,655
Beer Garden	3,500	0	18,979
Community Group	0	0	511
Concessions	0	0	75
Fish Taco Challenge	0	0	17,170
Food booth	0	0	6,435
Merchant Booth	0	0	2,153
Sponsors	0	3,371	72,502
<b>Total 4320 · Beachfest</b>	<b>3,500</b>	<b>3,371</b>	<b>137,480</b>
<b>4400 · Other Income</b>			
4440 · Membership Dues(Banks)	258	0	508
4460 · Merchandise	0	0	395
4470 · Miscellaneous Income	0	0	250
<b>Total 4400 · Other Income</b>	<b>258</b>	<b>0</b>	<b>1,153</b>
4510 · Farmers Market	23,008	18,058	130,504
7010 · Interest Income	279	352	1,657
<b>Total Income</b>	<b>49,035</b>	<b>51,381</b>	<b>409,330</b>
<b>Gross Profit</b>	<b>49,035</b>	<b>51,381</b>	<b>409,330</b>
<b>Expense</b>			
6544 · Zombie Walk	3,030	0	6,234
<b>6100 · Operating</b>			
6105 · Auto Expense	250	250	1,250
6110 · Bank Fees-CC/LF/Service	756	628	5,840

**Discover Pacific Beach**  
**Profit & Loss**  
November 2025

	Nov 25	Nov 24	Jul - Nov 25
<b>6120 · Building Repairs / Maint</b>	0	280	0
<b>6135 · Insurance-Liability</b>	0	0	7,872
<b>6155 · Meals</b>	624	0	2,850
<b>6156 · Training and Conferences</b>	995	0	1,365
<b>6160 · Office Supplies/Equip</b>	342	350	1,304
<b>6175 · Printing and Reproduction</b>	344	328	1,715
<b>6180 · Rent</b>	1,771	3,660	8,459
<b>6182 · Tax-Business</b>	0	0	189
<b>6185 · Telephone-Cell/Office</b>	201	285	991
<b>6190 · Utilities-GEW/Sanitation/Refuse</b>	1,411	1,359	7,125
<b>6195 · Payroll Expense</b>			
<b>Staff-Executive Director</b>	9,097	8,664	45,426
<b>Staff-Admin Support</b>	7,225	6,163	35,267
<b>Employer Tax</b>	1,998	1,798	10,344
<b>Processing Fee</b>	115	95	495
<b>Insurance-Health</b>	950	950	4,750
<b>Insurance-Work Comp</b>	0	0	122
<b>Total 6195 · Payroll Expense</b>	19,385	17,670	96,404
<b>6199 · Miscellaneous</b>	125	0	554
<b>6205 · Accounting</b>	1,722	1,520	8,778
<b>6225 · Dues and Subscriptions</b>	0	0	300
<b>Total 6100 · Operating</b>	27,926	26,330	144,996
<b>6300 · Design &amp; Improvements</b>			
<b>6323 · Clean and Safe Program</b>	6,504	6,100	30,904
<b>6310 · Beach area community court</b>	0	0	140
<b>6315 · Farmers Market Expenses</b>			
<b>6315-01 · FM - Wages</b>	9,135	8,126	46,620
<b>6315 · Farmers Market Expenses - Other</b>	2,123	1,827	12,182
<b>Total 6315 · Farmers Market Expenses</b>	11,258	9,953	58,802
<b>Total 6300 · Design &amp; Improvements</b>	17,762	16,053	89,846
<b>6500 · Special Events Promotions</b>			
<b>6519 · Christmas on Crystal Pier</b>	170	2,232	170
<b>6520 · Holiday Parade</b>	3,297	510	3,297
<b>6540 · Heart Walk</b>	0	0	892
<b>6510 · Beachfest</b>			
<b>Beer Garden</b>	0	0	8,964
<b>City &amp; County Fees</b>	0	0	4,471
<b>Entertainment</b>	0	0	12,225
<b>Equipment Rental</b>	0	0	20,102
<b>Kids</b>	0	0	625
<b>Marketing / Printing</b>	0	0	13,481
<b>Professional Organizers</b>	0	0	28,391

**Discover Pacific Beach**  
**Profit & Loss**  
 November 2025

	<b>Nov 25</b>	<b>Nov 24</b>	<b>Jul - Nov 25</b>
Staging	0	0	26,102
Supplies and Misc.	0	0	1,913
T Shirts	0	0	4,448
<b>Total 6510 · Beachfest</b>	<b>0</b>	<b>0</b>	<b>120,722</b>
<b>Total 6500 · Special Events Promotions</b>	<b>3,467</b>	<b>2,742</b>	<b>125,081</b>
<b>6600 · Outreach</b>			
6220 · Contributions	0	0	500
6235 · Election	0	0	1,274
6505 · Advertising - Marketing	5,000	0	5,000
6551 · Mixers	0	65	0
6615 · Business Development	0	0	61
6650 · Newsletter	275	245	1,375
<b>Total 6600 · Outreach</b>	<b>5,275</b>	<b>310</b>	<b>8,210</b>
<b>Total Expense</b>	<b>57,460</b>	<b>45,435</b>	<b>374,367</b>
<b>Net Ordinary Income</b>	<b>(8,425)</b>	<b>5,946</b>	<b>34,963</b>
<b>Net Income</b>	<b>(8,425)</b>	<b>5,946</b>	<b>34,963</b>

**Discover Pacific Beach  
A/R Aging Summary  
As of November 30, 2025**

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
Alvy's World Smoke Ship			2,500			2,500
City of San Diego (Bid Reimb)		11,839				11,839
Diamond Parking - C					857	857
Ecology Center	3,993	3,469				7,462
Filippis Pizza Grotto				1,000		1,000
Gallo		10,424	6,000			16,424
Hotel Santa Clara, LLC			250			250
Irv's Burgers					500	500
Vavi Inc			1,022			1,022
<b>TOTAL</b>	<b>3,993</b>	<b>15,308</b>	<b>14,196</b>	<b>7,000</b>	<b>1,357</b>	<b>41,854</b>

## Discover Pacific Beach A/P Aging Summary As of November 30, 2025

	<b>Current</b>	<b>1 - 30</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
Acme Safety & Supply Corp.	0	2,946	0	0	0	2,946
AT&T	201	0	0	0	0	201
City Treasurer	0	926	0	0	0	926
Da-Le Ranch	507	0	0	0	0	507
EDCO Disposal Corporation	1,411	0	0	0	0	1,411
Herritage Family Farms	52	0	0	0	0	52
JR Organics	175	0	0	0	0	175
North Shore Printery	0	2,602	0	0	0	2,602
Onofre Farm	220	0	0	0	0	220
Platinum Event Rentals	0	0	0	0	639	639
R&L Farms	58	0	0	0	0	58
Safiros Sanitation	1,254	0	0	0	0	1,254
SG Bookkeeping Services, LLC	1,837	0	0	0	0	1,837
Shoreline Community Services	6,100	0	0	0	0	6,100
<b>TOTAL</b>	<b>11,815</b>	<b>6,474</b>	<b>0</b>	<b>0</b>	<b>639</b>	<b>18,928</b>

**Discover Pacific Beach**  
**A/R Aging Detail**  
As of November 30, 2025

Type	Date	Num	P. O. #	Name	Terms	Due Date	Class
<b>Current</b>							
Invoice	11/30/2025	2025-1130FM		Ecology Center		11/30/2025	Farmers Market
Total Current							
<b>1 - 30</b>							
Invoice	10/31/2025	2025-10BID		City of San Diego (Bid Reimb)	Due on receipt	10/31/2025	BID
Invoice	10/31/2025	2025-1031FM		Ecology Center		10/31/2025	Farmers Market
Total 1 - 30							
<b>31 - 60</b>							
Invoice	10/16/2025	2025-1017BF		Vavi Inc	Due on receipt	10/16/2025	Beachfest
Invoice	10/23/2025	2025-1023ZW		Alvy's World Smoke Ship	Due on receipt	10/23/2025	Special Events
Invoice	10/27/2025	2025-1027		Hotel Santa Clara, LLC		10/27/2025	Other
Invoice	10/29/2025	2025-1029		Gallo	Due on receipt	10/29/2025	Beachfest
Total 31 - 60							
<b>61 - 90</b>							
Invoice	09/04/2025	2025-0904ZW		Filippis Pizza Grotto	Due on receipt	09/04/2025	Special Events
Invoice	09/04/2025	2025-0904BF		Gallo	Due on receipt	09/04/2025	Beachfest
Total 61 - 90							
<b>&gt; 90</b>							
Invoice	08/21/2024	082127-BFS		Irv's Burgers	Due on receipt	08/21/2024	Beachfest
Invoice	07/18/2025	2025-0718		Diamond Parking - C	Due on receipt	07/18/2025	Special Events
Total > 90							
<b>TOTAL</b>							

Discover Pacific Beach  
**A/R Aging Detail**  
As of November 30, 2025

	<u>Aging</u>	<u>Open Balance</u>
<b>Current</b>		
		<u>3,992.50</u>
Total Current		3,992.50
<b>1 - 30</b>		
	30	11,839.27
	30	<u>3,469.00</u>
Total 1 - 30		15,308.27
<b>31 - 60</b>		
	45	1,022.00
	38	2,500.00
	34	250.00
	32	<u>10,424.00</u>
Total 31 - 60		14,196.00
<b>61 - 90</b>		
	87	1,000.00
	87	<u>6,000.00</u>
Total 61 - 90		7,000.00
<b>&gt; 90</b>		
	466	500.00
	135	<u>857.00</u>
Total > 90		<u>1,357.00</u>
<b>TOTAL</b>		<u><u>41,853.77</u></u>

**CITY OF SAN DIEGO  
FY 2027 AUTHORIZED SIGNATURES**

Please provide the information listed below to certify the designated individuals authorized to sign documents on the agency's behalf. **Self-certification is not acceptable, a second signature is required. Please submit a new form each time any of the listed information is revised during this contract period.**

**BID:** \_\_\_\_\_

**AGENCY BOARD CHAIR/PRESIDENT CERTIFICATION OF DESIGNATED INDIVIDUALS AUTHORIZED TO SIGN DOCUMENTS ON THE AGENCY'S BEHALF, AS SUBMITTED ON THIS FORM**

NAME/TITLE: (Print) \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

**PRIMARY PERSON AUTHORIZED TO SIGN CONTRACTS AND AMENDMENTS**

NAME/TITLE: (Print) \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

**PRIMARY PERSON AUTHORIZED TO SIGN PROGRAMMATIC REPORTS AND SCOPE ADJUSTMENT REQUESTS**

NAME/TITLE: (Print) \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

**PRIMARY AND SECONDARY BOARD OFFICER AUTHORIZED TO SIGN RECONCILIATIONS/REQUESTS FOR PAYMENT AND BUDGET ADJUSTMENT REQUESTS**

NAME/TITLE: (Print) \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

NAME/TITLE: (Print) \_\_\_\_\_

SIGNATURE: \_\_\_\_\_