



BOARD OF DIRECTORS MEETING
March 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 – Savannah Stallings
 Mayor’s Office- Fatima Maciel
 County Supervisor – Meghan Elledge-LeVota
 Economic Development – Alex Southard
 77th Assembly District – Ross Tritt
 Senate District 38 – Aurora Livingston
 Northern Division – Jessica Dishman

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

<ol style="list-style-type: none"> a) PB Tuesday Farmers’ Market b) Shoreline Community Services c) PB Town Council 	<ol style="list-style-type: none"> d) PB Woman’s Club e) PB Planning Group f) Beautiful PB
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6. **Presentation: Leprechaun Run - San Diego Running Co. - Pete Hess** **Action Item**
7. **Letter of Support: Tillman Honor Run - Tentative** **Action Item**
8. **Presentation: Shoreline Community Services – Caryn Blanton** **Info Item**
9. **President’s Report (3 minutes) – Shylah Hales** **Action Item**
 - a) Board Retreat Recap
 - b) Code Code of Conduct & board expectations
 - c) FY2026 Events Calendar
 - d) Business Breakfast – Tuesday, March 24, 2026 | 9:30 a.m. at Mission Bagel
10. **Executive Director Report (3 minutes) – Sunny Lee** **Action Item**
 - a) **California Downtown Association**
 - b) **SBEP Advocacy**
11. **Approval of the November 4, 2025 Meeting Minutes** **Action Item**
12. **Financial Report (3 mins) – Todd Barnett** **Action Item**
Review and approve the financials of October 2025 **Action Item**
Review and approve the financials of November 2025 **Action Item**
13. **Committee Reports (30 mins)**
 - a) **Organization Committee – Shylah Hales**
 - **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
 - **Community Outreach Plan**
 - Next Meeting – Mavericks Beach Club – March 18, 2026 | 9:30 a.m.
 - b) **Fundraising Committee – Todd Barnett** **Info Item**

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.

- **Fundraising Priorities for 2026**
- **Sponsorship Outreach Strategy**
- BeachFest Committee Meeting – Venture Beach Cowork - Thursday, March 5, 2026 | 1:00 p.m.
- Next Meeting – Duck Dive – March 25, 2026 | 10:00 a.m.

14. **Adjourn**

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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 22nd-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 2nd 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 2nd or 9th 2025 | 9AM

No Actions were taken

13. Adjourn 1:14p.m.

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HOUSED/SELF SUFFICIENT



6-9 MONTHS

WORK

- Continue work at 25+ hours
- Leadership training
 - Strengths Finders
 - Purpose Conversation

CASE MANAGEMENT & LIFE SKILLS

- Implement employment plan
- Site visits to possible transitional programs

3-5 MONTHS

- Increased work hours (25+ hours)
- Temporary housing **depending on availability**
- Pay Increase

- Commit to savings plan
- Begin considering housing options **depending on availability**
 - CCC Housing if available
- Commit to employment plan

60-90 DAYS

- Increased work hours (20-25 hours)
- Retention Bonus after 90 days with potential pay increase

- Re-evaluation of Needs Assessment
- Re-evaluation of housing needs
- SDWP enrollment
- Connect to Career Navigator
- Begin savings plan for housing
- Address past challenges and barriers

30-60 DAYS

- Increased work hours (17-20 hours)
- Possible pay increase

- Reassess needs
- Address addictions/abuses
- SDWP eligibility
- Address housing needs
- Open bank account/direct deposit

30 DAYS

- Introductory period
- Street Cleaning
 - \$17.25/hr-\$18.25/hr
 - 12-20 hours/week
 - Gym Membership

- CM Assessment
- Short-term goal setting to attain mailing address, EBT, Medi-Cal, Housing List, birth certificate, VI-SPDAT
- Identify addictions/abuses
- Initial SDWP registration
- Staff Development/Life Skills
- "Dreaming Conversation"



community care crew



**WORK PROPOSAL
Discover PB
July 2025**



Budget:

Costs:

Labor Actual: \$8,256/month
(@\$40.00 covers supervision)
4 People 3-hour shift 4 days/week

Direct Cost: \$820
Bags
Supplies
Uniforms

Overhead: (70%): \$589
Truck
Gas
Insurance
Other

Total Monthly Costs: \$9665

Monthly Payment: \$6,100

-\$3,565

1. Increase fees to be commensurate with the work
2. Reduce time: Will impact leaf pick-up mostly
3. Outlier cans 10 minutes each (20 minutes/shift): Turquoise and La Cima
 - a. Eliminate
 - b. Move to Garnet where they are needed
 - c. Empty outlier cans once per week? (not heavy use but not sure once a week is enough)

OTHER NEEDS:

Lids (80% damaged or missing) – Big issue during rainy season and birds

Dumpster: Current location allows for mid-trip dump. Been working well always empty when we use it. Assume we'll need a new location.

Can Maintenance: No time for cleaning nasty cans and liners

"Harnessing the Power of Community Relationships"

www.shorelinecs.org

(858) 900-7024

EIN: 47-4016591

◆ 1004 Chalcedony St. ◆ San Diego, CA 92109 ◆



**Community Care Crew
Discover PB
February 2026**

Budget:

Costs:

Labor Actual: \$/month

(@\$40.00 covers supervision)

4 People 2.5 hours x 3 days x 4 weeks x \$40.00 = \$4,800.00

2 People 2 hours x 1 day x 4 weeks x \$40.00 = \$640

Total: 5,440.00

Direct Cost: \$820

Bags

Supplies

Uniforms

Overhead: (70%): \$589

Truck

Gas

Insurance

Other

Total Monthly Costs: \$6,849

Monthly Payment: \$6,100

-\$749.

OTHER NEEDS:

Lids (100% damaged or missing) – Big issue during rainy season and birds

Dumpster: Current location allows for mid-trip dump. Been working well always empty when we use it. Assume we'll need a new location.

Can Maintenance: No time for cleaning nasty cans and liners



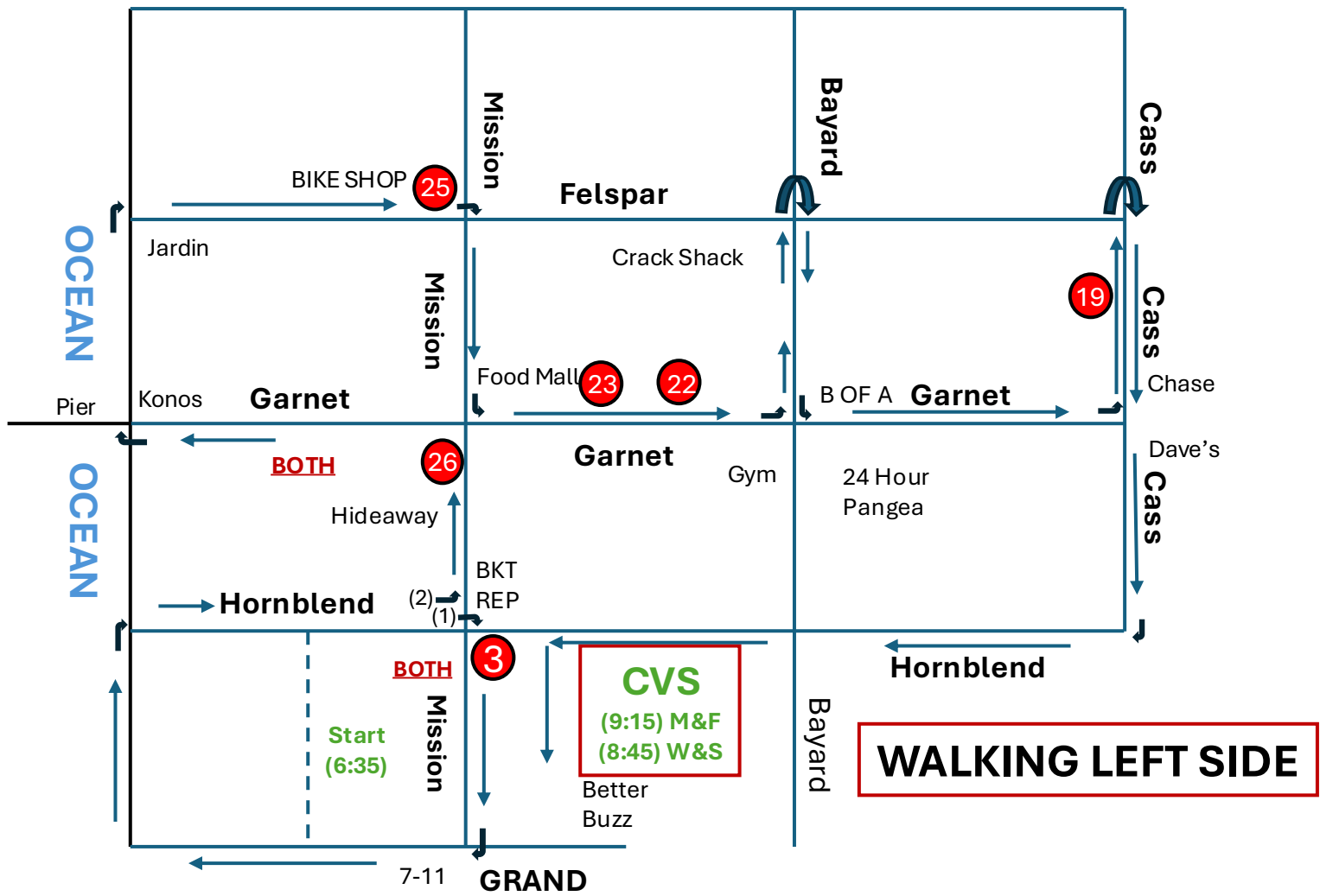
"Harnessing the Power of Community Relationships"

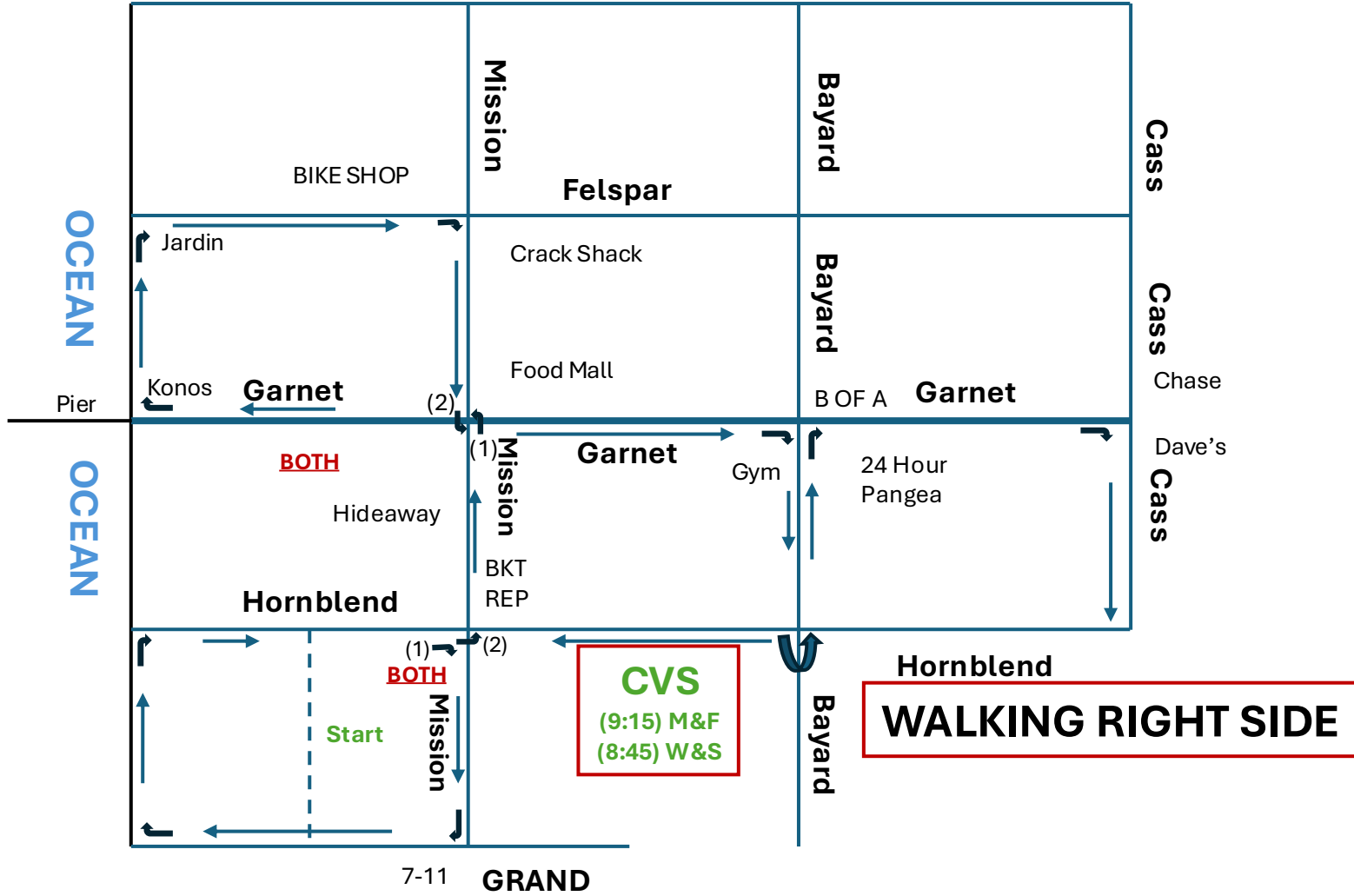
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Code of Professional Conduct

Discover Pacific Beach Code of Professional Conduct requires that all who represent the organization including Board Members, staff, independent contractors and agents will follow these guidelines when acting on the Discover Pacific Beach's behalf:

- Behave in a manner consistent with the values, integrity and good reputation of the organization
- Treat everyone with respect and courtesy
- Behave and conduct themselves in a professional business manner
- Behave honestly, openly and with integrity at all times
- Act with care and diligence while performing their scope of responsibility
- Maintain appropriate confidentiality concerning any organizational information that may be deemed sensitive
- Bring any/all concerns, issues, questions or situations to the appropriate person(s). If a grievance is filed, follow the grievance process as set forth by the current policies and procedures.
- Disclose, and take reasonable steps to avoid, any conflict of interest (real or apparent) in connection with any activities within the organization.
- Avoid providing false or misleading information in response to a request for information

Discover Pacific Beach will not tolerate:

- Any conduct that may be deemed harassing or intimidating, hostile, verbally offensive or disruptive
- Any conduct that undermines the core values, goals or mission of the organization
- Any conduct considered blatant insubordination
- Any conduct that may be considered improper use of one's role, duties, status or authority, in order to gain, or seek to gain, a benefit or advantage for yourself or for another person.

Failure to adhere to these core people principles will result in immediate and appropriate action.

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



Date: _____

The Honorable Mayor and Members of the City Council
City of San Diego
202 C Street
San Diego, CA 92101

Re: Reinstatement and Full Funding of Council Policy 900-15 – Small Business Enhancement Program

Dear Mayor and Honorable Members of the City Council,

On behalf of Discover Pacific Beach and the broader Business Improvement District community, I am writing to respectfully request the reinstatement and full funding of Council Policy 900-15, the Small Business Enhancement Program.

Originally established in 1999 and strengthened through amendments in 2008, 2009, and 2010, SBEP served as a critical tool to support Business Improvement Districts in advancing economic vitality across San Diego's neighborhoods.

Business Improvement Districts serve as frontline economic development partners. We support small business retention and attraction, produce community events that drive foot traffic, coordinate clean and safe initiatives, provide marketing and promotion, and serve as trusted liaisons between businesses and the City. Expectations for BIDs have increased substantially in recent years, yet the funding tools that once helped districts build capacity have not kept pace.

SBEP funding historically supported staffing, office infrastructure, technology upgrades, digital communication tools, and event activation efforts. These are foundational components that allow districts to operate professionally, efficiently, and transparently while delivering measurable results for small businesses.

Small businesses are a cornerstone of San Diego's economy. They generate local jobs, contribute to sales and transient occupancy tax revenue, activate commercial corridors, and define the character of our neighborhoods. Strategic investment in the infrastructure that supports them is both preventative and catalytic. SBEP is one of the most efficient ways to strengthen neighborhood business corridors because it works through established organizations with accountability structures and demonstrated outcomes.

We respectfully request you reaffirm Council Policy 900-15 and approve the allocation of full, predictable funding to ensure districts across the City can meet current economic demands. We also welcome the opportunity to collaborate on modernizing the policy

language to reflect today's operational realities and equity considerations among districts of varying sizes.

Discover Pacific Beach and the San Diego BID Alliance stand ready to partner with the Mayor's Office and City Council to restore this proven program. We appreciate your leadership and your continued commitment to San Diego's small business community.

Sincerely,

Sunny Lee
Executive Director, Discover Pacific Beach
President, San Diego BID Alliance

DRAFT

Discover Pacific Beach
Balance Sheet
As of October 31, 2025

	Oct 31, 25	Oct 31, 24	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
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%
Total 1000 · Discover PB Operating (4991)	30,382	34,275	(3,893)	(11%)
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%
Total Checking/Savings	220,110	198,577	21,533	11%
Accounts Receivable				
1200 · Accounts Receivable	61,620	85,414	(23,794)	(28%)
Total Accounts Receivable	61,620	85,414	(23,794)	(28%)
Other Current Assets				
Deposit - Rent	1,650	1,450	200	14%
Total Other Current Assets	1,650	1,450	200	14%
Total Current Assets	283,380	285,441	(2,061)	(1%)
Fixed Assets				
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%
Total Fixed Assets	3,721	3,721	0	0%
Other Assets				
Clearing Account	(17,335)	(543)	(16,792)	(3,092%)
Total Other Assets	(17,335)	(543)	(16,792)	(3,092%)
TOTAL ASSETS	269,766	288,619	(18,853)	(7%)
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2020 · AP Farmers Market	2,743	3,371	(628)	(19%)
2000 · Accounts Payable	14,832	19,049	(4,217)	(22%)
Total Accounts Payable	17,575	22,420	(4,845)	(22%)
Credit Cards				
US Bank	(158)	23	(181)	(787%)
Total Credit Cards	(158)	23	(181)	(787%)
Other Current Liabilities				

Discover Pacific Beach
Balance Sheet
 As of October 31, 2025

	Oct 31, 25	Oct 31, 24	\$ Change	% Change
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%
TOTAL LIABILITIES & EQUITY	269,767	288,621	(18,854)	(7%)

Discover Pacific Beach Profit & Loss October 2025

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

Discover Pacific Beach Profit & Loss October 2025

	Oct 25	Oct 24	Jul - Oct 25
6155 · Meals	1,284	143	2,226
6156 · Training and Conferences	0	0	370
6160 · Office Supplies/Equip	102	210	962
6175 · Printing and Reproduction	300	280	1,371
6180 · Rent	1,672	3,660	6,688
6182 · Tax-Business	0	0	189
6185 · Telephone-Cell/Office	215	283	791
6190 · Utilities-GEW/Sanitation/Refuse	1,470	1,359	5,714
6195 · Payroll Expense			
Staff-Executive Director	9,097	8,664	36,329
Staff-Admin Support	7,599	5,642	28,042
Employer Tax	1,977	1,872	8,345
Processing Fee	95	125	380
Insurance-Health	950	950	3,800
Insurance-Work Comp	0	0	122
Total 6195 · Payroll Expense	19,718	17,253	77,018
6199 · Miscellaneous	429	0	429
6205 · Accounting	1,848	1,600	7,056
6225 · Dues and Subscriptions	0	0	300
Total 6100 · Operating	34,860	32,307	116,403
6300 · Design & Improvements			
6323 · Clean and Safe Program	6,100	6,100	24,400
6310 · Beach area community court	0	0	140
6315 · Farmers Market Expenses			
6315-01 · FM - Wages	8,370	9,269	37,484
6315 · Farmers Market Expenses - Other	1,504	1,810	10,058
Total 6315 · Farmers Market Expenses	9,874	11,079	47,542
Total 6300 · Design & Improvements	15,974	17,179	72,082
6500 · Special Events Promotions			
6540 · Heart Walk	0	182	892
6510 · Beachfest			
Beer Garden	8,964	2,371	8,964
City & County Fees	1,481	2,209	4,471
Entertainment	1,700	2,600	12,225
Equipment Rental	12,170	13,991	20,102
Kids	0	625	625
Marketing / Printing	6,785	3,323	13,481
Professional Orgainzers	2,000	19,416	28,391
Staging	0	2,479	26,102
Supplies and Misc.	329	1,535	1,913
T Shirts	0	0	4,448
Total 6510 · Beachfest	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>(18,661)</u>	<u>(22,630)</u>	<u>22,493</u>

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
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
TOTAL	19,742	14,696	25,826	1,357	61,621	

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
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
TOTAL	15,721	1,215	0	0	639	17,575

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

	Type	Date	Num	Name	Due Date	Class	Aging	Open Balance	
Current									
	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>
1 - 30									
	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>
31 - 60									
	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>
61 - 90									
Total 61 - 90									
> 90									
	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>
TOTAL									<u><u>61,620.27</u></u>

Discover Pacific Beach
Balance Sheet
As of November 30, 2025

	Nov 30, 25	Nov 30, 24	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
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%
Total 1000 · Discover PB Operating (4991)	22,071	62,593	(40,522)	(65%)
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%
Total Checking/Savings	231,170	244,319	(13,149)	(5%)
Accounts Receivable				
1200 · Accounts Receivable	41,854	31,702	10,152	32%
Total Accounts Receivable	41,854	31,702	10,152	32%
Other Current Assets				
Deposit - Rent	1,650	1,450	200	14%
Total Other Current Assets	1,650	1,450	200	14%
Total Current Assets	274,674	277,471	(2,797)	(1%)
Fixed Assets				
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%
Total Fixed Assets	3,721	3,721	0	0%
Other Assets				
Clearing Account	296	(839)	1,135	135%
Total Other Assets	296	(839)	1,135	135%
TOTAL ASSETS	278,691	280,353	(1,662)	(1%)
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2020 · AP Farmers Market	2,970	3,541	(571)	(16%)
2000 · Accounts Payable	15,958	13,996	1,962	14%
Total Accounts Payable	18,928	17,537	1,391	8%
Credit Cards				
US Bank	(158)	20	(178)	(890%)
Total Credit Cards	(158)	20	(178)	(890%)
Other Current Liabilities				

Discover Pacific Beach
Balance Sheet
 As of November 30, 2025

	Nov 30, 25	Nov 30, 24	\$ Change	% Change
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%
TOTAL LIABILITIES & EQUITY	278,693	280,353	(1,660)	(1%)

Discover Pacific Beach Profit & Loss November 2025

	Nov 25	Nov 24	Jul - Nov 25
Ordinary Income/Expense			
Income			
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
4300 · Special Events			
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
Total 4300 · Special Events	4,150	2,725	23,775
4320 · Beachfest			
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
Total 4320 · Beachfest	3,500	3,371	137,480
4400 · Other Income			
4440 · Membership Dues(Banks)	258	0	508
4460 · Merchandise	0	0	395
4470 · Miscellaneous Income	0	0	250
Total 4400 · Other Income	258	0	1,153
4510 · Farmers Market	23,008	18,058	130,504
7010 · Interest Income	279	352	1,657
Total Income	49,035	51,381	409,330
Gross Profit	49,035	51,381	409,330
Expense			
6544 · Zombie Walk	3,030	0	6,234
6100 · Operating			
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
6120 · Building Repairs / Maint	0	280	0
6135 · Insurance-Liability	0	0	7,872
6155 · Meals	624	0	2,850
6156 · Training and Conferences	995	0	1,365
6160 · Office Supplies/Equip	342	350	1,304
6175 · Printing and Reproduction	344	328	1,715
6180 · Rent	1,771	3,660	8,459
6182 · Tax-Business	0	0	189
6185 · Telephone-Cell/Office	201	285	991
6190 · Utilities-GEW/Sanitation/Refuse	1,411	1,359	7,125
6195 · Payroll Expense			
Staff-Executive Director	9,097	8,664	45,426
Staff-Admin Support	7,225	6,163	35,267
Employer Tax	1,998	1,798	10,344
Processing Fee	115	95	495
Insurance-Health	950	950	4,750
Insurance-Work Comp	0	0	122
Total 6195 · Payroll Expense	19,385	17,670	96,404
6199 · Miscellaneous	125	0	554
6205 · Accounting	1,722	1,520	8,778
6225 · Dues and Subscriptions	0	0	300
Total 6100 · Operating	27,926	26,330	144,996
6300 · Design & Improvements			
6323 · Clean and Safe Program	6,504	6,100	30,904
6310 · Beach area community court	0	0	140
6315 · Farmers Market Expenses			
6315-01 · FM - Wages	9,135	8,126	46,620
6315 · Farmers Market Expenses - Other	2,123	1,827	12,182
Total 6315 · Farmers Market Expenses	11,258	9,953	58,802
Total 6300 · Design & Improvements	17,762	16,053	89,846
6500 · Special Events Promotions			
6519 · Christmas on Crystal Pier	170	2,232	170
6520 · Holiday Parade	3,297	510	3,297
6540 · Heart Walk	0	0	892
6510 · Beachfest			
Beer Garden	0	0	8,964
City & County Fees	0	0	4,471
Entertainment	0	0	12,225
Equipment Rental	0	0	20,102
Kids	0	0	625
Marketing / Printing	0	0	13,481
Professional Organizers	0	0	28,391

Discover Pacific Beach Profit & Loss November 2025

	Nov 25	Nov 24	Jul - Nov 25
Staging	0	0	26,102
Supplies and Misc.	0	0	1,913
T Shirts	0	0	4,448
Total 6510 · Beachfest	0	0	120,722
Total 6500 · Special Events Promotions	3,467	2,742	125,081
6600 · Outreach			
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
Total 6600 · Outreach	5,275	310	8,210
Total Expense	57,460	45,435	374,367
Net Ordinary Income	(8,425)	5,946	34,963
Net Income	(8,425)	5,946	34,963

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
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
TOTAL	3,993	15,308	14,196	7,000	1,357	41,854

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
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
TOTAL	11,815	6,474	0	0	639	18,928

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

Type	Date	Num	P. O. #	Name	Terms	Due Date	Class
Current							
Invoice	11/30/2025	2025-1130FM		Ecology Center		11/30/2025	Farmers Market
Total Current							
1 - 30							
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							
31 - 60							
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							
61 - 90							
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							
> 90							
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							
TOTAL							

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

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