



BOARD OF DIRECTORS MEETING
April 7, 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 – Nick Stephens
77th Assembly District – Ross Tritt
Senate District 38 – Aurora Livingston
Northern Division – Jessica Dishman

5. **Community Partners Reports (3 mins each)** **Info Item**
 - a) PB Tuesday Farmers’ Market
 - b) Shoreline Community Services
 - c) PB Town Council
 - d) PB Woman’s Club
 - e) PB Planning Group
 - f) Beautiful PB

6. **Presentation: Concerts on the Green and PB Car Show – PB Town Council – Charlie Nieto** **Action Item**

7. **President’s Report (3 minutes) – Shylah Hales** **Action Item**
 - a) Casino Night – recap
 - b) Business Breakfast recap

8. **Executive Director Report (3 minutes) – Sunny Lee** **Action Item**
 - a) **Advocacy Update**
 - b) **Trash Can Update**

9. **Approval of the January 23, 2026 Meeting Minutes** **Action Item**

10. **Approval of the March 3, 2026 Meeting Minutes** **Action Item**

11. **Financial Report (3 mins) – Todd Barnett**
Review and approve the financials of December 2025 **Action Item**
Review and approve the financials of January 2026 **Action Item**
Review and approve the financials of February 2026 **Action Item**

12. **Committee Reports (30 mins)**
 - a) **Organization Committee – Shylah Hales**
 - Nomination of new board member to fill vacancy **Action Item**
 - i. Nomination of Sanja Sullivan – JAG Real Estate
 - ii. Nomination of Allison Champagne – Pacific Beach Chiropractic

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.

- b) **Community Outreach Plan**
- c) **Executive Director Review Process**
- d) **Next Meeting – Mavericks Beach Club – April 15, 2026 | 9:30 a.m.**

13. Fundraising Committee – Todd Barnett

Info Item

- **Sponsor Update**
- **Website Redesign update**
- **Next Meeting – Duck Dive – April 22, 2026 | 10:00 a.m.**

14. AD HOC – Clean and Safe Committee – Randall Engstrom

15. 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.



DISCOVER PACIFIC BEACH

Board Strategic Planning Retreat Agenda

Friday, January 23, 2026

9:00 AM – 4:00 PM

Catamaran Resort Hotel, 3999 Mission Blvd, San Diego 92109

(Agenda posted at Catamaran Catering Office)

Retreat Theme: From Stability to Scale – Building Discover PB’s Next Five Years

MINUTES

CALL TO ORDER: 9:20AM

1. **9:00 AM** - Welcome, Introductions & Icebreaker (S. Hales)
Shylah H., Krista M., Wilber L., Ashley S., Lisa G., Randall E., David R.,
Staff: Sunny L., Vanessa B.
2. **9:20 AM** - Public Comment & Non-Agenda Announcements
 - a. Limited to 2 minutes on any non -agenda item.
 - i. Krista- Annual Puppy’s and Golf Fundraiser next Tues. & Wed.
 - ii. Wilber- Asking if DPB can donate or support Hudson’s family in anyway.
3. **9:30 AM** - 2025 Highlights & Organizational Momentum (**S. Hales**)
4. **9:50 AM** - Budget Framing & Financial Snapshot (**ACTION ITEM**) (**S. Lee**)
Randall made motion to approve budget framing & financial snapshot, Shylah seconded the motion, unanimous approval.
5. **10:15 AM** - Break
6. **10:30 AM** - Strategic Breakout Session – Act 2 (**S. Lee**)
Revenue growth, donations, capacity, and partnerships
7. **11:15 AM** - Report Outs from Breakout Groups
8. **11:35 AM** - Lunch
9. **12:45 PM** - Policies, Handbook Review & Signature, Bylaws review and required approvals (**ACTION ITEM**) (**K. Marcheschi**)

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.

Randall Made motion to approve policies, handbook review & signature, bylaws review and required approvals, Shylah seconded the motion. Unanimous approval No changes, just acknowledgment & signed sheets.

1:30 PM - Committee Alignment & 2026 Event Strategy (S.Hales)

Executive and Fundraising Committee recommendations

- Maintain and strengthen signature events
- Prioritize quality and experience
- Design events with clear financial goals.
- Align sponsorships strategy across events
- Use data and experience to guide decisions

Alignment-

- Support \$1M goal
- Important to not overextend staff
- Using events as both mission and revenue tools.
- Engagement outside of our meetings is important.

Q: David- Would like a financial committee, Executive Committee decided to have Todd (treasurer) to report out finances monthly at our monthly meetings.

10. 2:15 PM - Looking Ahead: Capacity Building & 5-Year Vision (S. Lee)

Capacity comes first-

- Right size staffing
- Clear roles and decision making
- Board leadership and support
- Planning ahead

11. 2:45 PM - Board Ownership & Call to Action (S. Lee)

Fundraising:

- Open doors
- Making introductions and connections
- Advocating publicly

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.

- Sharing Discover PB's story

12. **3:15 PM** - Wrap-Up, Next Steps & Adjournment (**S. Lee & S. Hales**)

Adjourn: 2:59pm

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.



BOARD OF DIRECTORS MEETING
March 3, 2026 – Pacific Beach Taylor Library – 4275 Cass Street
12:00 p.m.
Minutes

1. Introductions

Pete H., Wilber I., Allison C., Ashley S., Caryn B., Katrina W., David R., Randall E., Shylah H., Savanna S., Alex S., Todd B., Lisa G., Krista M., Shahrokh Saadat Nejad
Staff: Sunny L. & Vanessa B.,

2. Public Comment/Non Agenda Announcements

- Caryn B: Black-tie bingo fundraiser on Friday, April 17 to support workforce housing cabins in PD. Includes dinner, cocktails, dancing, raffles; tickets available with deferred pricing; flyers and website provided.
- Public Comment: Residential Permit and Safety Complaint
 - a) Resident (3713 Mount Washington Place; APN 419-861-00) cited a 1974 permit concern, alleging a non-existent contact address (4430 Cass Street, 92109), fatalities in a house fire, edited testimony, and missing documentation. Requested investigation by Pacific Beach representatives; phone number provided (619-206-509).

3. Additions to Agenda (3 minutes)

Info Item

None

4. Political Representative’s Reports (10 minutes)

Info Item

District 1 – Savannah Stallings- Introduced herself as new Community Rep. for President Joe Lacava.
77th Assembly District – Ross Tritt - District recognition aligned with Women’s History Month; additional note: Women’s awards event March 14. Art Contest for youth in the district, mail or email project to our office.

- Economic Development – Alex Southar: Budget timeline and uncertainties reviewed, including Small Business Enhancement Program (SBEP) funding.
- Key dates:
 - April 15: Mayor’s FY27 proposed budget
 - May 4–8: Council Budget Review Committee hearings
 - May 13: Mayor’s revision
 - May 18: Second public input budget hearing
 - June 5: Final Budget Review Committee hearing
 - June 9: Council budget hearing and adoption
- BID budgets to ED & IR committee tomorrow; council in early April (likely April 6); second council hearing May 11.

5. Community Partners Reports (3 mins each)

Info Item

- PB Tuesday Farmers’ Market- Winter vendor attrition; spring recruitment for artists and farmers.
 - Functions as a small business incubator; first sponsor booth (Realm Realty)
 - New farmer: Morning Star Farmers; potential microgreens vendor next week; sponsorship value noted as favorable.

6. Presentation: Leprechaun Run - San Diego Running Co. - Pete Hess

Action Item

Todd made motion to approve letter of support for Leprechaun Run, David seconded the motion. Unanimous approval

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.

7. Letter of Support: Tillman Honor Run - Tentative

Action Item

David made motion to approve letter of support for Tillman Honor Run, Lisa seconded the motion, unanimous approval.

8. Presentation: Shoreline Community Services – Caryn Blanton

Info Item

- a) Community Care Crew: transitional employment (street cleaning, pressure washing, graffiti removal, light landscaping, custodial, event setup/takedown) with case management and career support; Central Beach area; four service days/week for Discover PB scope (two walking litter routes, two truck days).
- b) Serves as “eyes and ears” to connect unsheltered neighbors to services; planning six tiny homes/sleeping cabins at Compass Station by end of April.
- c) 2025 impact: ~5,000 crew hours, ~3,000 hours case management, nearly \$200,000 earned revenue; goal for 2026: self-sustainability and growth.
- d) Financial strain: 2018 contract 5,800/month; currently only 300 higher despite minimum wage rising from \$11.50 to 17.75 (+54750/month deficit despite adjustments).
- e) Operational improvements and concerns: added edging/sweeping partner, more crew hours; damaged/missing trash can lids and under-maintained city cans requiring extra cleaning; need a long-term maintenance plan.

Contract Amendment Direction with Shoreline Community Services

- f) Review revealed no cost escalator; draft amendment proposed to add annual review of services/pricing, a 5-year term end date similar to city contracts, and an annual increase ladder tied to inflation/costs.
- g) Plan to run draft by the executive committee and Karen, then bring to next board meeting for discussion/approval.

9. President’s Report (3 minutes) – Shylah Hales

Action Item

- a) Board Retreat Recap:
President’s Report and Board Retreat (January): reaffirmed long-term vision to strengthen Discover PB capacity, grow sustainable revenue, and expand services; FY26–FY27 priorities include sponsorship growth, website modernization, advocacy leadership, and deeper business engagement; clarified committee alignment and board accountability; reinforced code of conduct and reporting procedures to ensure professional, transparent meetings.
- b) Code of Conduct & board expectations
- c) FY2026 Events Calendar
- d) Business Breakfast – Tuesday, March 24, 2026 | 9:30 a.m. at Mission Bagel

Randall made motion to approve the Fy2026 event calendar, Lisa seconded the motion. Unanimous approval.

10. Executive Director Report (3 minutes) – Sunny Lee

Action Item

- a) California Downtown Association
- b) SBEP Advocacy

Lisa made motion to approve SBEP letter of support, Krista seconded the motion. Unanimous approval.

11. Approval of the November 4, 2025 Meeting Minutes

Action Item

Randall made motion to approve November 4, 2025 meeting minutes, Lisa seconded the motion. Unanimous approval.

12. Financial Report (3 mins) – Todd Barnett

Review and approve the financials of October 2025

Action Item

Review and approve the financials of November 2025

Action Item

Randall made motion to approve October and November 2025 financials, Lisa seconded the motion. Unanimous approval.

13. Committee Reports (30 mins)

a) Organization Committee – Shylah Hales

- Approval of 2026 Authorized Signers
 - i. Board Chair/President – Shylah Hales
 - ii. Authorized to Sign Contracts – Shylah Hales

Action 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.

- 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

David made motion to authorize to sign checks/authorize payments- Todd Barnett & Shylah Hales, Lisa seconded the motion, unanimous approval.

- **Community Outreach Plan**
- Next Meeting – Mavericks Beach Club – March 18, 2026 | 9:30 a.m.

b) Fundraising Committee – Todd Barnett

Info Item

- **Fundraising Priorities for 2026**
Fundraising and Sponsorship Strategy: ongoing grant work; website revamp with Eye Catchers (meeting next week); internship program paused; exploring volunteer support; elevate presenting sponsor from \$20,000 to 30,000(grandfathercurrentpartners); custompackages, structuredoutreachtimeline, bundledeventofferings; confirm 15,000, “in honor of the Earl and Birdie Taylor family”), Ocean Park Inn, and Diamond Parking (invoice requested).
- **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 1p.m.

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.

Discover Pacific Beach
Balance Sheet
As of December 31, 2025

	Dec 31, 25	Dec 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	(96,347)	(116,629)	20,282	17%
Total 1000 · Discover PB Operating (4991)	(1,917)	24,296	(26,213)	(108%)
1008 · Paypal	6,502	1,838	4,664	254%
1009 · Paypal - BACC	3,343	716	2,627	367%
1006 · Farmers Market # 6739	95,294	59,655	35,639	60%
1025 · Merrill Lynch	125,993	121,964	4,029	3%
1030 · Petty Cash	55	55	0	0%
Total Checking/Savings	229,270	208,524	20,746	10%
Accounts Receivable				
1200 · Accounts Receivable	46,152	39,833	6,319	16%
Total Accounts Receivable	46,152	39,833	6,319	16%
Other Current Assets				
Deposit - Rent	1,650	1,450	200	14%
Total Other Current Assets	1,650	1,450	200	14%
Total Current Assets	277,072	249,807	27,265	11%
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	115	0	115	100%
Total Other Assets	115	0	115	100%
TOTAL ASSETS	280,908	253,528	27,380	11%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2020 · AP Farmers Market	5,646	5,352	294	5%
2000 · Accounts Payable	41,964	7,669	34,295	447%
Total Accounts Payable	47,610	13,021	34,589	266%
Credit Cards				
US Bank	(158)	595	(753)	(127%)
Total Credit Cards	(158)	595	(753)	(127%)
Other Current Liabilities				

Discover Pacific Beach
Balance Sheet
 As of December 31, 2025

	Dec 31, 25	Dec 31, 24	\$ Change	% Change
Deferred Income SBEP	7,504	18,749	(11,245)	(60%)
Total Other Current Liabilities	7,504	18,749	(11,245)	(60%)
Total Current Liabilities	54,956	32,365	22,591	70%
Total Liabilities	54,956	32,365	22,591	70%
Equity				
1110 · Retained Earnings	177,288	223,783	(46,495)	(21%)
3000 · Opening Bal Equity	35,272	35,272	0	0%
Net Income	13,394	(37,890)	51,284	135%
Total Equity	225,954	221,165	4,789	2%
TOTAL LIABILITIES & EQUITY	280,910	253,530	27,380	11%

Discover Pacific Beach

Profit & Loss

December 2025

	Dec 25	Dec 24	Jul - Dec 25
Ordinary Income/Expense			
Income			
4430 · Clean and Safe Program	0	1,000	5
4110 · Grants	7,606	0	52,566
4115 · Beach Area Community Court	1,500	750	7,050
4120 · SBEP	4,897	8,142	9,793
4220 · BID	7,162	13,431	66,510
4250 · Parking District	0	966	0
4300 · Special Events			
4378 · Zombie Walk/Trick or Treat	0	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	2,190	40	4,350
4376 · Holiday Parade	2,050	2,078	4,345
Total 4300 · Special Events	4,240	2,118	28,015
4320 · Beachfest			
Action Sports	0	0	5,000
Artist Booth	0	0	14,655
Beer Garden	0	0	18,979
Community Group	0	0	511
Consessions	0	0	75
Fish Taco Challenge	0	0	17,170
Food booth	0	0	6,435
Merchant Booth	0	0	2,153
Sponsors	0	0	72,502
Total 4320 · Beachfest	0	0	137,480
4400 · Other Income			
4440 · Membership Dues(Banks)	0	0	508
4460 · Merchandise	0	0	395
4470 · Miscellaneous Income	0	0	250
Total 4400 · Other Income	0	0	1,153
4510 · Farmers Market	24,989	13,077	155,493
7010 · Interest Income	322	374	1,979
Total Income	50,716	39,858	460,044
Gross Profit	50,716	39,858	460,044
Expense			
6544 · Zombie Walk	6,409	0	12,643
6100 · Operating			
6105 · Auto Expense	250	250	1,500
6110 · Bank Fees-CC/LF/Service	840	569	6,680

Discover Pacific Beach
Profit & Loss
December 2025

	Dec 25	Dec 24	Jul - Dec 25
6135 · Insurance-Liability	0	0	7,872
6155 · Meals	600	366	3,450
6156 · Training and Conferences	0	0	1,365
6160 · Office Supplies/Equip	299	693	1,604
6175 · Printing and Reproduction	289	328	2,004
6180 · Rent	1,672	3,660	10,131
6182 · Tax-Business	0	0	189
6185 · Telephone-Cell/Office	207	285	1,199
6190 · Utilities-GEW/Sanitation/Refuse	1,470	1,359	8,595
6195 · Payroll Expense			
Staff-Executive Director	9,606	8,664	55,033
Staff-Admin Support	7,434	6,549	42,701
Employer Tax	2,105	1,810	12,448
Processing Fee	115	95	610
Insurance-Health	950	950	5,700
Insurance-Work Comp	0	0	122
Total 6195 · Payroll Expense	20,210	18,068	116,614
6199 · Miscellaneous	1,135	146	1,689
6205 · Accounting	1,680	1,600	10,458
6225 · Dues and Subscriptions	0	0	300
Total 6100 · Operating	28,652	27,324	173,650
6300 · Design & Improvements			
6323 · Clean and Safe Program	0	6,100	30,904
6310 · Beach area community court	0	74	140
6315 · Farmers Market Expenses			
6315-01 · FM - Wages	9,583	7,805	56,202
6315 · Farmers Market Expenses - Other	4,556	2,782	16,738
Total 6315 · Farmers Market Expenses	14,139	10,587	72,940
Total 6300 · Design & Improvements	14,139	16,761	103,984
6500 · Special Events Promotions			
6210 · Annual Dinner	0	214	0
6519 · Christmas on Crystal Pier	3,334	3,288	3,504
6520 · Holiday Parade	2,390	2,758	5,688
6540 · Heart Walk	0	0	892
6510 · Beachfest			
Beer Garden	0	0	8,964
City & County Fees	16,939	555	21,410
Entertainment	0	0	12,225
Equipment Rental	0	0	19,463
Kids	0	0	625
Marketing / Printing	0	0	13,481
Professional Orgainzers	0	0	28,391

Discover Pacific Beach
Profit & Loss
December 2025

	Dec 25	Dec 24	Jul - Dec 25
Staging	0	0	26,102
Supplies and Misc.	0	158	1,913
T Shirts	0	0	4,448
Total 6510 · Beachfest	16,939	713	137,022
Total 6500 · Special Events Promotions	22,663	6,973	147,106
6600 · Outreach			
6220 · Contributions	0	0	500
6235 · Election	0	0	1,274
6505 · Advertising - Marketing	0	0	5,000
6551 · Mixers	0	1,250	0
6615 · Business Development	0	0	61
6650 · Newsletter	275	0	1,650
6651 · Marketing & Promotions	784	40	784
Total 6600 · Outreach	1,059	1,290	9,269
Total Expense	72,922	52,348	446,652
Net Ordinary Income	(22,206)	(12,490)	13,392
Net Income	(22,206)	(12,490)	13,392

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Alvy's World Smoke Ship				2,500		2,500
Broken Yolk Cafe		100				100
City of San Diego (Bid Reimb)				11,839		11,839
Diamond Parking - C					857	857
Ecology Center	3,998		3,993	3,469		11,460
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
Tap Room Enterprises		100				100
The Collective		100				100
Vavi Inc				1,022		1,022
TOTAL	3,998	300	3,993	29,504	8,357	46,152

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Acme Safety & Supply Corp.	0	0	2,946	0	0	2,946
AT&T	0	207	0	0	0	207
CDFFA	1,716	0	0	0	0	1,716
City Treasurer	60	23,792	0	0	0	23,852
Da-Le Ranch	279	0	0	0	0	279
EDCO Disposal Corporation	1,411	1,411	0	0	0	2,822
Herritage Family Farms	132	0	0	0	0	132
JR Organics	329	0	0	0	0	329
North Shore Printery	0	0	2,602	0	0	2,602
Onofre Farm	152	0	0	0	0	152
R&L Farms	168	0	0	0	0	168
Rodney Kawano Farm	154	0	0	0	0	154
Safiros Sanitation	1,568	0	0	0	0	1,568
SG Bookkeeping Services, LLC	1,795	0	0	0	0	1,795
Shoreline Community Services	0	6,100	0	0	0	6,100
South Coast Copy Systems	0	289	0	0	0	289
The Lighting Experts	0	2,500	0	0	0	2,500
TOTAL	7,764	34,299	5,548	0	0	47,611

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

Type	Date	Num	Name	Due Date	Class	Aging	Open Balance
Current							
Invoice	12/31/2025	2025-1231FM	Ecology Center	12/31/2025	Farmers Market		3,998.00
Total Current							<u>3,998.00</u>
1 - 30							
Invoice	12/17/2025	2025-12-1	Broken Yolk Cafe	12/17/2025	Special Events	14	100.00
Invoice	12/17/2025	2025-12-2	Tap Room Enterprises	12/17/2025	Special Events	14	100.00
Invoice	12/17/2025	2025-12-3	The Collective	12/17/2025	Special Events	14	100.00
Total 1 - 30							<u>300.00</u>
31 - 60							
Invoice	11/30/2025	2025-1130FM	Ecology Center	11/30/2025	Farmers Market	31	3,992.50
Total 31 - 60							<u>3,992.50</u>
61 - 90							
Invoice	10/16/2025	2025-1017BF	Vavi Inc	10/16/2025	Beachfest	76	1,022.00
Invoice	10/23/2025	2025-1023ZW	Alvy's World Smoke Ship	10/23/2025	Special Events	69	2,500.00
Invoice	10/27/2025	2025-1027	Hotel Santa Clara, LLC	10/27/2025	Other	65	250.00
Invoice	10/29/2025	2025-1029	Gallo	10/29/2025	Beachfest	63	10,424.00
Invoice	10/31/2025	2025-10BID	City of San Diego (Bid Reimb)	10/31/2025	BID	61	11,839.27
Invoice	10/31/2025	2025-1031FM	Ecology Center	10/31/2025	Farmers Market	61	3,469.00
Total 61 - 90							<u>29,504.27</u>
> 90							
Invoice	08/21/2024	082127-BFS	Irv's Burgers	08/21/2024	Beachfest	497	500.00
Invoice	07/18/2025	2025-0718	Diamond Parking - C	07/18/2025	Special Events	166	857.00
Invoice	09/04/2025	2025-0904ZW	Filippis Pizza Grotto	09/04/2025	Special Events	118	1,000.00
Invoice	09/04/2025	2025-0904BF	Gallo	09/04/2025	Beachfest	118	6,000.00
Total > 90							<u>8,357.00</u>
TOTAL							<u><u>46,151.77</u></u>

Discover Pacific Beach Balance Sheet As of January 31, 2026

	Jan 31, 26	Jan 31, 25	\$ 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	(66,539)	(126,729)	60,190	47%
Total 1000 · Discover PB Operating (4991)	27,891	14,196	13,695	96%
1008 · Paypal	347	294	53	18%
1009 · Paypal - BACC	907	744	163	22%
1006 · Farmers Market # 6739	11,435	47,438	(36,003)	(76%)
1025 · Merrill Lynch	126,268	122,313	3,955	3%
1030 · Petty Cash	55	55	0	0%
Total Checking/Savings	166,903	185,040	(18,137)	(10%)
Accounts Receivable				
1200 · Accounts Receivable	47,850	38,533	9,317	24%
Total Accounts Receivable	47,850	38,533	9,317	24%
Other Current Assets				
Deposit - Rent	1,650	1,450	200	14%
Total Other Current Assets	1,650	1,450	200	14%
Total Current Assets	216,403	225,023	(8,620)	(4%)
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	418	(122)	(29%)
Total Other Assets	296	418	(122)	(29%)
TOTAL ASSETS	220,420	229,162	(8,742)	(4%)
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2020 · AP Farmers Market	3,806	2,309	1,497	65%
2000 · Accounts Payable	14,366	17,989	(3,623)	(20%)
Total Accounts Payable	18,172	20,298	(2,126)	(10%)
Credit Cards				
US Bank	(64)	527	(591)	(112%)
Total Credit Cards	(64)	527	(591)	(112%)
Total Current Liabilities	18,108	20,825	(2,717)	(13%)
Total Liabilities	18,108	20,825	(2,717)	(13%)
Equity				
1110 · Retained Earnings	177,288	223,783	(46,495)	(21%)

Discover Pacific Beach
Balance Sheet
As of January 31, 2026

	Jan 31, 26	Jan 31, 25	\$ Change	% Change
3000 · Opening Bal Equity	35,272	35,272	0	0%
Net Income	(10,247)	(50,718)	40,471	80%
Total Equity	202,313	208,337	(6,024)	(3%)
TOTAL LIABILITIES & EQUITY	220,421	229,162	(8,741)	(4%)

Discover Pacific Beach A/R Aging Summary

As of January 31, 2026

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Alvy's World Smoke Ship					2,500	2,500
City of San Diego (Bid Reimb)	557				11,839	12,396
Diamond Parking - C					857	857
Ecology Center	3,410		3,998	3,993		11,401
Filippis Pizza Grotto					1,000	1,000
Gallo					16,424	16,424
Hotel Santa Clara, LLC					250	250
Irv's Burgers					500	500
OMG Hospitality		1,500				1,500
Vavi Inc					1,022	1,022
TOTAL	3,967	1,500	3,998	3,993	34,392	47,850

Discover Pacific Beach A/P Aging Summary

As of January 31, 2026

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
AT&T	0	210	0	0	0	210
Casino Concepts	0	1,650	0	0	0	1,650
Da-Le Ranch	859	0	0	0	0	859
EDCO Disposal Corporation	1,411	0	0	0	0	1,411
Herritage Family Farms	361	0	0	0	0	361
JR Organics	301	0	0	0	0	301
Onofre Farm	731	0	0	0	0	731
R&L Farms	189	0	0	0	0	189
Rodney Kawano Farm	111	0	0	0	0	111
Safiros Sanitation	1,254	0	0	0	0	1,254
SG Bookkeeping Services, LLC	2,496	0	0	0	0	2,496
Shoreline Community Services	0	6,100	0	0	0	6,100
The Lighting Experts	0	0	2,500	0	0	2,500
TOTAL	7,713	7,960	2,500	0	0	18,173

Discover Pacific Beach Balance Sheet As of February 28, 2026

	Feb 28, 26	Feb 28, 25	\$ 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	(74,049)	(132,094)	58,045	44%
Total 1000 · Discover PB Operating (4991)	20,381	8,831	11,550	131%
1008 · Paypal	709	34	675	1,985%
1009 · Paypal - BACC	2,005	1,003	1,002	100%
1006 · Farmers Market # 6739	26,376	52,342	(25,966)	(50%)
1025 · Merrill Lynch	126,268	122,628	3,640	3%
1030 · Petty Cash	55	55	0	0%
Total Checking/Savings	175,794	184,893	(9,099)	(5%)
Accounts Receivable				
1200 · Accounts Receivable	44,060	40,176	3,884	10%
Total Accounts Receivable	44,060	40,176	3,884	10%
Other Current Assets				
Deposit - Rent	1,650	1,450	200	14%
Total Other Current Assets	1,650	1,450	200	14%
Total Current Assets	221,504	226,519	(5,015)	(2%)
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	399	217	182	84%
Total Other Assets	399	217	182	84%
TOTAL ASSETS	225,624	230,457	(4,833)	(2%)
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2020 · AP Farmers Market	710	6,519	(5,809)	(89%)
2000 · Accounts Payable	8,197	17,713	(9,516)	(54%)
Total Accounts Payable	8,907	24,232	(15,325)	(63%)
Credit Cards				
US Bank	70	450	(380)	(84%)
Total Credit Cards	70	450	(380)	(84%)
Total Current Liabilities	8,977	24,682	(15,705)	(64%)
Total Liabilities	8,977	24,682	(15,705)	(64%)
Equity				
1110 · Retained Earnings	177,288	223,783	(46,495)	(21%)

Discover Pacific Beach
Balance Sheet
As of February 28, 2026

	Feb 28, 26	Feb 28, 25	\$ Change	% Change
3000 · Opening Bal Equity	35,272	35,272	0	0%
Net Income	4,088	(53,281)	57,369	108%
Total Equity	216,648	205,774	10,874	5%
TOTAL LIABILITIES & EQUITY	225,625	230,456	(4,831)	(2%)

Discover Pacific Beach Profit & Loss February 2026

	Feb 26	Feb 25	Jul '25 - Feb 26
Ordinary Income/Expense			
Income			
4430 · Clean and Safe Program	2,250	0	2,255
4110 · Grants	0	0	52,566
4115 · Beach Area Community Court	2,150	1,050	10,150
4120 · SBEP	0	0	17,297
4220 · BID	19,370	23,091	101,555
4250 · Parking District	0	1,051	0
4300 · Special Events			
4378 · Zombie Walk/Trick or Treat	0	0	5,875
4310 · Annual Dinner			
4313 · Ticket Sales	9,600	2,500	11,250
4310 · Annual Dinner - Other	0	0	1,250
Total 4310 · Annual Dinner	9,600	2,500	12,500
4335 · Coast Walk	125	35	125
4340 · Community Events	0	0	1,714
4350 · Contributions Income	0	0	209
4370 · Heart of PB Rest Walk	0	0	9,415
4375 · Christmas on Crystal Pier	0	0	4,535
4376 · Holiday Parade	0	0	4,351
Total 4300 · Special Events	9,725	2,535	38,724
4320 · Beachfest			
Action Sports	0	0	5,000
Artist Booth	0	0	14,655
Beer Garden	0	0	18,979
Community Group	0	0	511
Consessions	0	0	75
Fish Taco Challenge	0	0	17,170
Food booth	0	0	6,435
Merchant Booth	0	0	2,153
Sponsors	3,000	2,600	75,502
Total 4320 · Beachfest	3,000	2,600	140,480
4400 · Other Income			
4440 · Membership Dues(Banks)	500	0	1,008
4460 · Merchandise	0	0	395
4470 · Miscellaneous Income	0	0	250
Total 4400 · Other Income	500	0	1,653
4510 · Farmers Market	22,121	19,451	198,040
7010 · Interest Income	0	316	2,255
Total Income	59,116	50,094	564,975
Gross Profit	59,116	50,094	564,975
Expense			
6544 · Zombie Walk	0	0	12,643
6100 · Operating			
6105 · Auto Expense	250	250	2,000
6110 · Bank Fees-CC/LF/Service	740	529	8,023

Discover Pacific Beach
Profit & Loss
February 2026

	Feb 26	Feb 25	Jul '25 - Feb 26
6135 · Insurance-Liability	0	0	7,872
6155 · Meals	43	0	3,653
6156 · Training and Conferences	385	507	1,750
6160 · Office Supplies/Equip	423	442	3,328
6175 · Printing and Reproduction	345	285	2,669
6180 · Rent	1,672	3,660	13,475
6182 · Tax-Business	0	0	189
6185 · Telephone-Cell/Office	207	285	1,615
6190 · Utilities-GEW/Sanitation/Refuse	70	1,359	10,076
6195 · Payroll Expense			
Staff-Executive Director	9,097	8,664	73,227
Staff-Admin Support	6,806	7,319	55,729
Employer Tax	2,347	2,162	18,060
Processing Fee	115	95	840
Insurance-Health	950	950	7,600
Insurance-Work Comp	2,111	1,487	2,233
6195 · Payroll Expense - Other	165	0	298
Total 6195 · Payroll Expense	21,591	20,677	157,987
6199 · Miscellaneous	144	0	1,963
6205 · Accounting	1,344	1,600	19,972
6225 · Dues and Subscriptions	100	0	400
Total 6100 · Operating	27,314	29,594	234,972
6300 · Design & Improvements			
6323 · Clean and Safe Program	6,100	6,100	43,104
6310 · Beach area community court	0	0	140
6315 · Farmers Market Expenses			
6315-01 · FM - Wages	9,293	7,921	73,726
6315 · Farmers Market Expenses - Other	182	3,533	20,227
Total 6315 · Farmers Market Expenses	9,475	11,454	93,953
Total 6300 · Design & Improvements	15,575	17,554	137,197
6500 · Special Events Promotions			
6210 · Annual Dinner	0	5,000	4,100
6515 · Coast Walk	0	185	0
6519 · Christmas on Crystal Pier	0	0	3,504
6520 · Holiday Parade	0	0	19,941
6540 · Heart Walk	0	0	892
6510 · Beachfest			
Beer Garden	0	0	8,964
City & County Fees	0	0	21,410
Entertainment	0	0	12,225
Equipment Rental	0	0	19,463
Kids	0	0	625
Marketing / Printing	0	0	13,481
Professional Orgainzers	0	0	28,391
Staging	0	0	26,102
Supplies and Misc.	91	67	2,043

Discover Pacific Beach
Profit & Loss
 February 2026

	Feb 26	Feb 25	Jul '25 - Feb 26
T Shirts	0	0	4,448
Total 6510 · Beachfest	91	67	137,152
Total 6500 · Special Events Promotions	91	5,252	165,589
6600 · Outreach			
6220 · Contributions	0	0	500
6235 · Election	0	0	1,274
6505 · Advertising - Marketing	200	0	5,200
6551 · Mixers	0	13	0
6615 · Business Development	468	0	529
6650 · Newsletter	275	245	2,200
6651 · Marketing & Promotions	0	0	784
Total 6600 · Outreach	943	258	10,487
Total Expense	43,923	52,658	560,888
Net Ordinary Income	15,193	(2,564)	4,087
Net Income	15,193	(2,564)	4,087

Discover Pacific Beach A/R Aging Summary

As of February 28, 2026

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Alvy's World Smoke Ship					2,500	2,500
Bar Ella		300				300
City of San Diego (Bid Reimb)	1,943	557				2,500
Diamond Parking - C		750				750
Ecology Center	3,213	3,410	3,998	3,993		14,614
Filippis Pizza Grotto					1,000	1,000
Gallo					16,424	16,424
Hotel Santa Clara, LLC					250	250
Mavericks Beach Club		300				300
OMG Hospitality			1,500			1,500
Sandbar Grill		300				300
Spill The Beans Coffee & Bagels		300				300
Tavern At The Beach		300				300
The Duck Dive		1,500				1,500
Vavi Inc		500			1,022	1,522
TOTAL	5,156	8,217	5,498	3,993	21,196	44,060

Discover Pacific Beach A/P Aging Summary

As of February 28, 2026

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
AT&T	207	0	0	0	0	207
Casino Concepts	0	0	1,650	0	0	1,650
Chubb	2,111	0	0	0	0	2,111
City of San Diego- Water Dept	70	0	0	0	0	70
Da-Le Ranch	419	0	0	0	0	419
Herritage Family Farms	141	0	0	0	0	141
iCatch Marketing	200	0	0	0	0	200
Onofre Farm	126	0	0	0	0	126
Rodney Kawano Farm	24	0	0	0	0	24
SG Bookkeeping Services, LLC	1,459	0	0	0	0	1,459
The Lighting Experts	0	0	0	2,500	0	2,500
TOTAL	4,757	0	1,650	2,500	0	8,907

Discover Pacific Beach A/R Aging Detail As of February 28, 2026

	Type	Date	Num	Name	Due Date	Class	Aging
Current							
	Invoice	02/28/2026	2026-02BID	City of San Diego (Bid Reimb)	02/28/2026	BID	
	Invoice	02/28/2026	2026-0228FM	Ecology Center	02/28/2026	Farmers Market	
Total Current							
1 - 30							
	Invoice	01/31/2026	2026-01BID	City of San Diego (Bid Reimb)	01/31/2026	BID	28
	Invoice	01/31/2026	2026-0131FM	Ecology Center	01/31/2026	Farmers Market	28
	Invoice	02/02/2026	2026-0202AD	The Duck Dive	02/02/2026	Special Events	26
	Invoice	02/04/2026	2026-0204-2	Diamond Parking - C	02/04/2026		24
	Invoice	02/05/2026	2026-0205	Vavi Inc	02/05/2026		23
	Invoice	02/25/2026	2026-02251	Mavericks Beach Club	02/25/2026	Special Events	3
	Invoice	02/26/2026	2026-02252	Tavern At The Beach	02/26/2026	Special Events	2
	Invoice	02/26/2026	2026-02253	Bar Ella	02/26/2026	Special Events	2
	Invoice	02/26/2026	2026-02254	Spill The Beans Coffee & Bagels	02/26/2026	Special Events	2
	Invoice	02/26/2026	2026-02255	Sandbar Grill	02/26/2026	Special Events	2
Total 1 - 30							
31 - 60							
	Invoice	12/31/2025	2025-1231FM	Ecology Center	12/31/2025	Farmers Market	59
	Invoice	01/12/2026	2026-0112AD	OMG Hospitality	01/12/2026	Special Events	47
Total 31 - 60							
61 - 90							
	Invoice	11/30/2025	2025-1130FM	Ecology Center	11/30/2025	Farmers Market	90
Total 61 - 90							
> 90							
	Invoice	09/04/2025	2025-0904ZW	Filippis Pizza Grotto	09/04/2025	Special Events	177
	Invoice	09/04/2025	2025-0904BF	Gallo	09/04/2025	Beachfest	177
	Invoice	10/16/2025	2025-1017BF	Vavi Inc	10/16/2025	Beachfest	135
	Invoice	10/23/2025	2025-1023ZW	Alvy's World Smoke Ship	10/23/2025	Special Events	128
	Invoice	10/27/2025	2025-1027	Hotel Santa Clara, LLC	10/27/2025	Other	124
	Invoice	10/29/2025	2025-1029	Gallo	10/29/2025	Beachfest	122
Total > 90							
TOTAL							

Discover Pacific Beach A/R Aging Detail As of February 28, 2026

	<u>Open Balance</u>
Current	
	1,942.97
	<u>3,213.00</u>
Total Current	5,155.97
1 - 30	
	557.03
	3,410.00
	1,500.00
	750.00
	500.00
	300.00
	300.00
	300.00
	300.00
	<u>300.00</u>
Total 1 - 30	8,217.03
31 - 60	
	3,998.00
	<u>1,500.00</u>
Total 31 - 60	5,498.00
61 - 90	
	<u>3,992.50</u>
Total 61 - 90	3,992.50
> 90	
	1,000.00
	6,000.00
	1,022.00
	2,500.00
	250.00
	<u>10,424.00</u>
Total > 90	21,196.00
TOTAL	<u><u>44,059.50</u></u>