

La Jolla Village Merchant Association

Balance Sheet

As of March 31, 2026

	<u>Mar 31, 26</u>
ASSETS	
Current Assets	
Checking/Savings	
First Republic - Chase	17,828.21
Wells Fargo	139,321.18
Total Checking/Savings	<u>157,149.39</u>
Accounts Receivable	
Accounts Receivable	720.00
Total Accounts Receivable	<u>720.00</u>
Other Current Assets	
BID Receivable	8,826.11
Prepaid Insurance	2,851.68
ROU Asset	22,518.47
Security Deposit	1,358.00
Total Other Current Assets	<u>35,554.26</u>
Total Current Assets	<u>193,423.65</u>
Fixed Assets	
Furniture & Equipment	39,362.89
less Accumulated Depreciation	-60,412.89
Website	21,050.00
Total Fixed Assets	<u>0.00</u>
TOTAL ASSETS	<u><u>193,423.65</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Lease Liability	17,233.51
Lease Liability - Non Current	5,914.96
Payroll Liabilities	
401K-Employee	1,184.23
Total Payroll Liabilities	<u>1,184.23</u>
State of CA. Deferred Income	23,865.44
Total Other Current Liabilities	<u>48,198.14</u>
Total Current Liabilities	<u>48,198.14</u>
Total Liabilities	48,198.14
Equity	
Equity Prior Period Adjustment	1,078.00
Interfund-Cost of Admin LJCAP	20,800.00
Perm. Restricted-Beg Balance	16,625.00
Unrestricted Net Assets	133,962.44
Net Income	-27,239.93
Total Equity	<u>145,225.51</u>
TOTAL LIABILITIES & EQUITY	<u><u>193,423.65</u></u>

La Jolla Village Merchant Association
Profit & Loss Budget vs. Actual
 July 2025 through March 2026

	Jul '25 - Mar 26	Budget	\$ Over Budget	% of Budget
Income				
Associate Membership	1,080.00	2,160.00	-1,080.00	50.0%
Banner Income	16,050.00	33,300.00	-17,250.00	48.2%
Bid CarryForward	8,826.11	21,006.00	-12,179.89	42.02%
BID Income	117,393.47	121,591.00	-4,197.53	96.55%
Grant Income	37,462.06	86,328.00	-48,865.94	43.4%
Hotel Booking Income	52.12	45.00	7.12	115.82%
SBEP	16,517.37	11,526.00	4,991.37	143.31%
Special Events.				
Merchant Events	0.00	6,462.00	-6,462.00	0.0%
Total Special Events.	0.00	6,462.00	-6,462.00	0.0%
Total Income	197,381.13	282,418.00	-85,036.87	69.89%
Gross Profit	197,381.13	282,418.00	-85,036.87	69.89%
Expense				
CarryForward	8,826.11	21,006.00	-12,179.89	42.02%
Contingency Funds	0.00	11,313.00	-11,313.00	0.0%
Design/Beautification				
Holiday DecorRoof Line Lighting	10,000.00	7,506.00	2,494.00	133.23%
Total Design/Beautification	10,000.00	7,506.00	2,494.00	133.23%
Office /Administration				
Accounting/Bookkeeping	10,800.00	8,871.00	1,929.00	121.75%
Audit	4,800.00	4,158.00	642.00	115.44%
Bank/Merchant Account Fees	0.00	270.00	-270.00	0.0%
Dues/Subscriptions/Fees	1,529.60	810.00	719.60	188.84%
Election Costs	431.49	720.00	-288.51	59.93%
Equipment & Furniture	0.00	450.00	-450.00	0.0%
Insurance	0.00	2,250.00	-2,250.00	0.0%
Internet	119.88	450.00	-330.12	26.64%
Meetings/Conference	581.56	180.00	401.56	323.09%
Office & Cell Phone	1,541.25	1,710.00	-168.75	90.13%
Office Supplies	939.10	720.00	219.10	130.43%
Postage & Delivery	32.75	450.00	-417.25	7.28%

La Jolla Village Merchant Association
Profit & Loss Budget vs. Actual
 July 2025 through March 2026

	Jul '25 - Mar 26	Budget	\$ Over Budget	% of Budget
Professional Fees	159.90	540.00	-380.10	29.61%
Rent	13,194.42	30,600.00	-17,405.58	43.12%
Utilities	1,055.05	855.00	200.05	123.4%
Total Office /Administration	<u>35,185.00</u>	<u>53,034.00</u>	<u>-17,849.00</u>	<u>66.34%</u>
Outreach/Promotion				
Advertising & Publicity	1,928.97	1,197.00	731.97	161.15%
Email Marketing	841.17	0.00	841.17	100.0%
Fees For Website Maintenance	1,229.93	1,890.00	-660.07	65.08%
IT Maintenance	2,873.51	2,475.00	398.51	116.1%
Marketing/Graphic Design	9,131.58	0.00	9,131.58	100.0%
Promotional Materials	18.31	20,670.00	-20,651.69	0.09%
Website Design Maintenance	1,588.00	7,506.00	-5,918.00	21.16%
Total Outreach/Promotion	<u>17,611.47</u>	<u>33,738.00</u>	<u>-16,126.53</u>	<u>52.2%</u>
Personnel				
ED Benefits	12,261.99			
Employer Taxes - Federal	5,942.52	7,337.00	-1,394.48	80.99%
Employer Taxes - State	818.32	684.00	134.32	119.64%
Executive Director	85,264.56	93,806.00	-8,541.44	90.9%
Health Insurance	12,560.50	15,840.00	-3,279.50	79.3%
Payroll Fees	1,639.37	630.00	1,009.37	260.22%
Workers Compensation	2,373.50	900.00	1,473.50	263.72%
Total Personnel	<u>120,860.76</u>	<u>119,197.00</u>	<u>1,663.76</u>	<u>101.4%</u>
Special Events				
Merchant Events	32,125.72	32,121.00	4.72	100.02%
Merchant Mixers	12.00	0.00	12.00	100.0%
Total Special Events	<u>32,137.72</u>	<u>32,121.00</u>	<u>16.72</u>	<u>100.05%</u>
Total Expense	<u>224,621.06</u>	<u>277,915.00</u>	<u>-53,293.94</u>	<u>80.82%</u>
Net Income	<u>-27,239.93</u>	<u>4,503.00</u>	<u>-31,742.93</u>	<u>-604.93%</u>

La Jolla Village Merchant Association

A/R Aging Summary

As of March 31, 2026

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Coldwell Banker	0.00	0.00	0.00	0.00	120.00	120.00
DataSet Analysis	0.00	0.00	0.00	0.00	120.00	120.00
Jim McInerney Real Estate Team	0.00	0.00	0.00	0.00	120.00	120.00
ML Design Co	0.00	0.00	0.00	0.00	120.00	120.00
New York Life	0.00	0.00	0.00	0.00	120.00	120.00
The Portrait Mama	0.00	0.00	0.00	0.00	120.00	120.00
TOTAL	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>720.00</u></u>	<u><u>720.00</u></u>