

**La Jolla Village Merchant Association**  
**Balance Sheet**  
As of May 31, 2026

	<b>May 31, 26</b>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
First Republic - Chase	17,828.21
Wells Fargo	100,597.93
<b>Total Checking/Savings</b>	118,426.14
<b>Accounts Receivable</b>	
Accounts Receivable	720.00
<b>Total Accounts Receivable</b>	720.00
<b>Other Current Assets</b>	
BID Receivable	12,830.64
Prepaid Insurance	2,851.68
ROU Asset	22,518.47
Security Deposit	1,358.00
<b>Total Other Current Assets</b>	39,558.79
<b>Total Current Assets</b>	158,704.93
<b>Fixed Assets</b>	
Furniture & Equipment	39,362.89
less Accumulated Depreciation	-60,412.89
Website	21,050.00
<b>Total Fixed Assets</b>	0.00
<b>TOTAL ASSETS</b>	<b>158,704.93</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Other Current Liabilities</b>	
Lease Liability	17,233.51
Lease Liability - Non Current	5,914.96
<b>Payroll Liabilities</b>	
401K-Employee	1,184.23
<b>Total Payroll Liabilities</b>	1,184.23
<b>Total Other Current Liabilities</b>	24,332.70
<b>Total Current Liabilities</b>	24,332.70
<b>Total Liabilities</b>	24,332.70
<b>Equity</b>	
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	-38,093.21
<b>Total Equity</b>	134,372.23
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>158,704.93</b>

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

	<u>Jul '25 - May 26</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
<b>Income</b>				
Associate Membership	1,080.00	2,640.00	-1,560.00	40.91%
Banner Income	16,050.00	40,700.00	-24,650.00	39.44%
Bid CarryForward	12,830.64	25,674.00	-12,843.36	49.98%
BID Income	144,808.00	148,613.00	-3,805.00	97.44%
Grant Income	63,014.02	105,660.00	-42,645.98	59.64%
Hotel Booking Income	52.12	55.00	-2.88	94.76%
SBEP	16,517.37	14,858.00	1,659.37	111.17%
Special Events.				
Merchant Events	0.00	7,898.00	-7,898.00	0.0%
<b>Total Special Events.</b>	<u>0.00</u>	<u>7,898.00</u>	<u>-7,898.00</u>	<u>0.0%</u>
<b>Total Income</b>	<u>254,352.15</u>	<u>346,098.00</u>	<u>-91,745.85</u>	<u>73.49%</u>
<b>Gross Profit</b>	254,352.15	346,098.00	-91,745.85	73.49%
<b>Expense</b>				
CarryForward	8,826.11	25,674.00	-16,847.89	34.38%
Contingency Funds	0.00	13,827.00	-13,827.00	0.0%
Design/Beautification				
Holiday DecorRoof Line Lighting	10,000.00	9,174.00	826.00	109.0%
<b>Total Design/Beautification</b>	<u>10,000.00</u>	<u>9,174.00</u>	<u>826.00</u>	<u>109.0%</u>
Office /Administration				
Accounting/Bookkeeping	13,200.00	10,933.00	2,267.00	120.74%
Audit	5,200.00	5,082.00	118.00	102.32%
Bank/Merchant Account Fees	0.00	330.00	-330.00	0.0%
Dues/Subscriptions/Fees	2,310.07	990.00	1,320.07	233.34%
Election Costs	431.49	880.00	-448.51	49.03%
Equipment & Furniture	0.00	550.00	-550.00	0.0%
Insurance	0.00	2,750.00	-2,750.00	0.0%
Internet	119.88	550.00	-430.12	21.8%
Meetings/Conference	623.12	220.00	403.12	283.24%
Office & Cell Phone	1,885.41	2,090.00	-204.59	90.21%
Office Supplies	1,207.40	880.00	327.40	137.21%
Postage & Delivery	32.75	550.00	-517.25	5.96%

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

	<b>Jul '25 - May 26</b>	<b>Budget</b>	<b>\$ Over Budget</b>	<b>% of Budget</b>
<b>Professional Fees</b>	189.90	660.00	-470.10	28.77%
<b>Rent</b>	16,176.56	37,400.00	-21,223.44	43.25%
<b>Utilities</b>	1,292.95	1,045.00	247.95	123.73%
<b>Total Office /Administration</b>	42,669.53	64,910.00	-22,240.47	65.74%
<b>Outreach/Promotion</b>				
<b>Advertising &amp; Publicity</b>	1,928.97	1,463.00	465.97	131.85%
<b>Email Marketing</b>	1,297.65	0.00	1,297.65	100.0%
<b>Fees For Website Maintenance</b>	1,229.93	2,310.00	-1,080.07	53.24%
<b>IT Maintenance</b>	3,385.51	3,025.00	360.51	111.92%
<b>Marketing/Graphic Design</b>	9,131.58	0.00	9,131.58	100.0%
<b>Promotional Materials</b>	18.31	21,930.00	-21,911.69	0.08%
<b>Website Design Maintenance</b>	29,688.00	9,174.00	20,514.00	323.61%
<b>Total Outreach/Promotion</b>	46,679.95	37,902.00	8,777.95	123.16%
<b>Personnel</b>				
<b>ED Benefits</b>	16,998.91			
<b>Employer Taxes - Federal</b>	7,392.04	9,027.00	-1,634.96	81.89%
<b>Employer Taxes - State</b>	818.32	836.00	-17.68	97.89%
<b>Executive Director</b>	104,212.24	115,274.00	-11,061.76	90.4%
<b>Health Insurance</b>	14,822.25	19,360.00	-4,537.75	76.56%
<b>Payroll Fees</b>	2,006.13	770.00	1,236.13	260.54%
<b>Workers Compensation</b>	4,914.96	1,100.00	3,814.96	446.82%
<b>Total Personnel</b>	151,164.85	146,367.00	4,797.85	103.28%
<b>Special Events</b>				
<b>Merchant Events</b>	33,092.92	39,259.00	-6,166.08	84.29%
<b>Merchant Mixers</b>	12.00	0.00	12.00	100.0%
<b>Total Special Events</b>	33,104.92	39,259.00	-6,154.08	84.32%
<b>Total Expense</b>	292,445.36	337,113.00	-44,667.64	86.75%
<b>Net Income</b>	<b>-38,093.21</b>	<b>8,985.00</b>	<b>-47,078.21</b>	<b>-423.96%</b>

**La Jolla Village Merchant Association**  
**Profit & Loss by Class**  
 July 2025 through May 2026

	<b>BID</b>	<b>County of San Diego</b>	<b>Discretionary</b>	<b>SBEP</b>	<b>State of CA. Special Events</b>	<b>TOTAL</b>
<b>Income</b>						
Associate Membership	0.00	0.00	1,080.00	0.00	0.00	1,080.00
Banner Income	0.00	0.00	16,050.00	0.00	0.00	16,050.00
Bid CarryForward	12,830.64	0.00	0.00	0.00	0.00	12,830.64
BID Income	144,808.00	0.00	0.00	0.00	0.00	144,808.00
Grant Income	0.00	15,000.00	6,000.00	0.00	42,014.02	63,014.02
Hotel Booking Income	0.00	0.00	52.12	0.00	0.00	52.12
SBEP	0.00	0.00	0.00	16,517.37	0.00	16,517.37
<b>Total Income</b>	<b>157,638.64</b>	<b>15,000.00</b>	<b>23,182.12</b>	<b>16,517.37</b>	<b>42,014.02</b>	<b>254,352.15</b>
<b>Gross Profit</b>	<b>157,638.64</b>	<b>15,000.00</b>	<b>23,182.12</b>	<b>16,517.37</b>	<b>42,014.02</b>	<b>254,352.15</b>
<b>Expense</b>						
CarryForward	8,826.11	0.00	0.00	0.00	0.00	8,826.11
<b>Design/Beautification</b>						
Holiday DecorRoof Line Lighting	10,000.00	0.00	0.00	0.00	0.00	10,000.00
<b>Total Design/Beautification</b>	<b>10,000.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>10,000.00</b>
<b>Office /Administration</b>						
Accounting/Bookkeeping	11,500.00	0.00	0.00	1,700.00	0.00	13,200.00
Audit	5,200.00	0.00	0.00	0.00	0.00	5,200.00
Dues/Subscriptions/Fees	1,769.87	0.00	540.20	0.00	0.00	2,310.07
Election Costs	431.49	0.00	0.00	0.00	0.00	431.49
Internet	119.88	0.00	0.00	0.00	0.00	119.88
Meetings/Conference	0.00	0.00	623.12	0.00	0.00	623.12
Office & Cell Phone	467.41	0.00	1,418.00	0.00	0.00	1,885.41
Office Supplies	331.40	0.00	876.00	0.00	0.00	1,207.40
Postage & Delivery	0.00	0.00	32.75	0.00	0.00	32.75
Professional Fees	189.90	0.00	0.00	0.00	0.00	189.90
Rent	8,703.95	0.00	7,472.61	0.00	0.00	16,176.56
Utilities	475.80	0.00	817.15	0.00	0.00	1,292.95
<b>Total Office /Administration</b>	<b>29,189.70</b>	<b>0.00</b>	<b>11,779.83</b>	<b>1,700.00</b>	<b>0.00</b>	<b>42,669.53</b>
<b>Outreach/Promotion</b>						
Advertising & Publicity	129.00	0.00	114.49	0.00	1,685.48	1,928.97
Email Marketing	1,138.04	0.00	159.61	0.00	0.00	1,297.65
Fees For Website Maintenance	1,026.33	0.00	0.00	0.00	203.60	1,229.93
IT Maintenance	1,449.53	0.00	1,491.98	0.00	444.00	3,385.51
Marketing/Graphic Design	9,131.58	0.00	0.00	0.00	0.00	9,131.58
Promotional Materials	18.31	0.00	0.00	0.00	0.00	18.31
Website Design Maintenance	4,136.04	0.00	0.00	0.00	25,551.96	29,688.00
<b>Total Outreach/Promotion</b>	<b>17,028.83</b>	<b>0.00</b>	<b>1,766.08</b>	<b>0.00</b>	<b>27,885.04</b>	<b>46,679.95</b>
<b>Personnel</b>						

**La Jolla Village Merchant Association**

**Profit & Loss by Class**

July 2025 through May 2026

	<b>BID</b>	<b>County of San Diego</b>	<b>Discretionary</b>	<b>SBEP</b>	<b>State of CA. Special Events</b>	<b>TOTAL</b>
<b>ED Benefits</b>	0.00	0.00	16,998.91	0.00	0.00	16,998.91
<b>Employer Taxes - Federal</b>	6,326.95	0.00	274.94	790.15	0.00	7,392.04
<b>Employer Taxes - State</b>	599.34	0.00	81.60	137.38	0.00	818.32
<b>Executive Director</b>	72,201.89	0.00	16,120.51	13,889.84	2,000.00	104,212.24
<b>Health Insurance</b>	4,677.06	0.00	10,145.19	0.00	0.00	14,822.25
<b>Payroll Fees</b>	893.36	0.00	1,112.77	0.00	0.00	2,006.13
<b>Workers Compensation</b>	4,041.46	0.00	873.50	0.00	0.00	4,914.96
<b>Total Personnel</b>	88,740.06	0.00	45,607.42	14,817.37	2,000.00	151,164.85
<b>Special Events</b>						
<b>Merchant Events</b>	3,853.94	15,000.00	2,110.00	0.00	12,128.98	33,092.92
<b>Merchant Mixers</b>	0.00	0.00	12.00	0.00	0.00	12.00
<b>Total Special Events</b>	3,853.94	15,000.00	2,122.00	0.00	12,128.98	33,104.92
<b>Total Expense</b>	157,638.64	15,000.00	61,275.33	16,517.37	42,014.02	292,445.36
<b>Net Income</b>	<b>0.00</b>	<b>0.00</b>	<b>-38,093.21</b>	<b>0.00</b>	<b>0.00</b>	<b>-38,093.21</b>

**La Jolla Village Merchant Association**  
**A/R Aging Summary**

As of May 31, 2026

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 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
<b>TOTAL</b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>720.00</u></b>	<b><u>720.00</u></b>