

La Jolla Village Merchant Association

Balance Sheet

As of June 30, 2026

Jun 30, 26

ASSETS

Current Assets

Checking/Savings

First Republic - Chase 17,828.21

Wells Fargo 122,560.56

Total Checking/Savings 140,388.77

Accounts Receivable

Accounts Receivable 16,330.00

Total Accounts Receivable 16,330.00

Other Current Assets

BID Receivable 21,647.85

Prepaid Insurance 2,851.68

ROU Asset 22,518.47

Security Deposit 1,358.00

Total Other Current Assets 48,376.00

Total Current Assets 205,094.77

Fixed Assets

Furniture & Equipment 39,362.89

less Accumulated Depreciation -60,412.89

Website 21,050.00

Total Fixed Assets 0.00

TOTAL ASSETS 205,094.77

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Deferred Income 15,000.00

Lease Liability 17,233.51

Lease Liability - Non Current 5,914.96

Payroll Liabilities

401K-Employee 1,184.23

Total Payroll Liabilities 1,184.23

Total Other Current Liabilities 39,332.70

Total Current Liabilities 39,332.70

Total Liabilities 39,332.70

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 -6,703.37

Total Equity 165,762.07

TOTAL LIABILITIES & EQUITY 205,094.77

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

	Jul '25 - Jun 26	Budget	\$ Over Budget	% of Budget
Income				
Associate Membership	1,080.00	2,880.00	-1,800.00	37.5%
Banner Income	61,836.15	44,400.00	17,436.15	139.27%
Bid CarryForward	21,647.85	28,000.00	-6,352.15	77.31%
BID Income	155,178.45	162,085.00	-6,906.55	95.74%
Grant Income	63,014.02	115,328.00	-52,313.98	54.64%
Hotel Booking Income	52.12	60.00	-7.88	86.87%
SBEP	16,517.37	16,518.00	-0.63	100.0%
Special Events.				
Merchant Events	0.00	8,624.00	-8,624.00	0.0%
Sponsorship	4,000.00			
Total Special Events.	4,000.00	8,624.00	-4,624.00	46.38%
Total Income	323,325.96	377,895.00	-54,569.04	85.56%
Gross Profit	323,325.96	377,895.00	-54,569.04	85.56%
Expense				
CarryForward	21,647.85	28,000.00	-6,352.15	77.31%
Contingency Funds	0.00	15,085.00	-15,085.00	0.0%
Design/Beautification				
Holiday DecorRoof Line Lighting				
Total Design/Beautification	10,000.00	10,000.00	0.00	100.0%
Office /Administration	10,000.00	10,000.00	0.00	100.0%
Accounting/Bookkeeping	14,400.00	11,960.00	2,440.00	120.4%
Audit	9,600.00	5,540.00	4,060.00	173.29%
Bank/Merchant Account Fees	0.00	360.00	-360.00	0.0%
Dues/Subscriptions/Fees	2,330.07	1,080.00	1,250.07	215.75%
Election Costs	431.49	960.00	-528.51	44.95%
Equipment & Furniture	0.00	600.00	-600.00	0.0%
Insurance	4,541.46	2,999.00	1,542.46	151.43%
Internet	119.88	600.00	-480.12	19.98%
IT Services	598.04			
Meetings/Conference	623.12	240.00	383.12	259.63%
Office & Cell Phone	2,056.66	2,280.00	-223.34	90.2%

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

	Jul '25 - Jun 26	Budget	\$ Over Budget	% of Budget
Office Supplies	1,853.64	961.00	892.64	192.89%
Postage & Delivery	32.75	600.00	-567.25	5.46%
Professional Fees	189.90	720.00	-530.10	26.38%
Rent	17,667.63	40,800.00	-23,132.37	43.3%
Utilities	1,411.90	1,140.00	271.90	123.85%
Total Office /Administration	55,856.54	70,840.00	-14,983.46	78.85%
Outreach/Promotion				
Advertising & Publicity	8,218.32	1,596.00	6,622.32	514.93%
Email Marketing	1,535.78	0.00	1,535.78	100.0%
Fees For Website Maintenance	1,229.93	2,500.00	-1,270.07	49.2%
IT Maintenance	3,641.51	3,300.00	341.51	110.35%
Marketing/Graphic Design	9,131.58	0.00	9,131.58	100.0%
Promotional Materials	252.58	22,560.00	-22,307.42	1.12%
Website Design Maintenance	29,688.00	10,000.00	19,688.00	296.88%
Total Outreach/Promotion	53,697.70	39,956.00	13,741.70	134.39%
Personnel				
ED Benefits	20,213.14			
Employer Taxes - Federal	8,375.59	9,866.00	-1,490.41	84.89%
Employer Taxes - State	818.33	912.00	-93.67	89.73%
Executive Director	107,595.32	126,000.00	-18,404.68	85.39%
Health Insurance	13,564.20	21,120.00	-7,555.80	64.22%
Payroll Fees	2,368.01	840.00	1,528.01	281.91%
Workers Compensation	3,722.00	1,200.00	2,522.00	310.17%
Total Personnel	156,656.59	159,938.00	-3,281.41	97.95%
Special Events				
Merchant Events	32,158.65	42,828.00	-10,669.35	75.09%
Merchant Mixers	12.00	0.00	12.00	100.0%
Total Special Events	32,170.65	42,828.00	-10,657.35	75.12%
Total Expense	330,029.33	366,647.00	-36,617.67	90.01%
Net Income	-6,703.37	11,248.00	-17,951.37	-59.6%

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

	BID	County of San Diego	Discretionary	SBEP	State of CA, Special Events	TOTAL
Income						
Associate Membership	0.00	0.00	1,080.00	0.00	0.00	1,080.00
Banner Income	0.00	0.00	61,836.15	0.00	0.00	61,836.15
Bid CarryForward	21,647.85	0.00	0.00	0.00	0.00	21,647.85
BID Income	155,178.45	0.00	0.00	0.00	0.00	155,178.45
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
Special Events.						
Sponsorship	0.00	0.00	4,000.00	0.00	0.00	4,000.00
Total Special Events.	0.00	0.00	4,000.00	0.00	0.00	4,000.00
Total Income	176,826.30	15,000.00	72,968.27	16,517.37	42,014.02	323,325.96
Gross Profit	176,826.30	15,000.00	72,968.27	16,517.37	42,014.02	323,325.96
Expense						
CarryForward	21,647.85	0.00	0.00	0.00	0.00	21,647.85
Design/Beautification						
Holiday DecorRoof Line Lighting	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Total Design/Beautification	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Office /Administration						
Accounting/Bookkeeping	12,700.00	0.00	0.00	1,700.00	0.00	14,400.00
Audit	9,600.00	0.00	0.00	0.00	0.00	9,600.00
Dues/Subscriptions/Fees	1,789.87	0.00	540.20	0.00	0.00	2,330.07
Election Costs	431.49	0.00	0.00	0.00	0.00	431.49
Insurance	4,541.46	0.00	0.00	0.00	0.00	4,541.46
Internet	119.88	0.00	0.00	0.00	0.00	119.88
IT Services	598.04	0.00	0.00	0.00	0.00	598.04
Meetings/Conference	0.00	0.00	623.12	0.00	0.00	623.12
Office & Cell Phone	638.66	0.00	1,418.00	0.00	0.00	2,056.66
Office Supplies	877.64	0.00	976.00	0.00	0.00	1,853.64
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	10,195.02	0.00	7,472.61	0.00	0.00	17,667.63
Utilities	594.75	0.00	817.15	0.00	0.00	1,411.90
Total Office /Administration	42,276.71	0.00	11,879.83	1,700.00	0.00	55,856.54
Outreach/Promotion						
Advertising & Publicity	6,403.65	0.00	129.19	0.00	1,685.48	8,218.32
Email Marketing	1,326.36	0.00	209.42	0.00	0.00	1,535.78
Fees For Website Maintenance	1,026.33	0.00	0.00	0.00	203.60	1,229.93
IT Maintenance	1,705.53	0.00	1,491.98	0.00	444.00	3,641.51
Marketing/Graphic Design	9,131.58	0.00	0.00	0.00	0.00	9,131.58
Promotional Materials	252.58	0.00	0.00	0.00	0.00	252.58

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

	BID	County of San Diego	Discretionary	SBEP	State of CA. Special Events	TOTAL
Website Design Maintenance	4,136.04	0.00	0.00	0.00	25,551.96	29,688.00
Total Outreach/Promotion	23,982.07	0.00	1,830.59	0.00	27,885.04	53,697.70
Personnel						
ED Benefits	0.00	0.00	20,213.14	0.00	0.00	20,213.14
Employer Taxes - Federal	5,602.19	0.00	1,983.25	790.15	0.00	8,375.59
Employer Taxes - State	599.34	0.00	81.61	137.38	0.00	818.33
Executive Director	62,728.05	0.00	28,977.43	13,889.84	2,000.00	107,595.32
Health Insurance	4,677.06	0.00	8,887.14	0.00	0.00	13,564.20
Payroll Fees	893.36	0.00	1,474.65	0.00	0.00	2,368.01
Workers Compensation	1,500.00	0.00	2,222.00	0.00	0.00	3,722.00
Total Personnel	76,000.00	0.00	63,839.22	14,817.37	2,000.00	156,656.59
Special Events						
Merchant Events	2,919.67	15,000.00	2,110.00	0.00	12,128.98	32,158.65
Merchant Mixers	0.00	0.00	12.00	0.00	0.00	12.00
Total Special Events	2,919.67	15,000.00	2,122.00	0.00	12,128.98	32,170.65
Total Expense	176,826.30	15,000.00	79,671.64	16,517.37	42,014.02	330,029.33
Net Income	0.00	0.00	-6,703.37	0.00	0.00	-6,703.37

La Jolla Village Merchant Association

A/R Aging Summary

As of June 30, 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
Reaction Marketing & Promotions, Inc.	0.00	4,000.00	0.00	0.00	0.00	4,000.00
SD Street Banners	0.00	11,610.00	0.00	0.00	0.00	11,610.00
The Portrait Mama	0.00	0.00	0.00	0.00	120.00	120.00
TOTAL	<u><u>0.00</u></u>	<u><u>15,610.00</u></u>	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>720.00</u></u>	<u><u>16,330.00</u></u>