



Willow Glen Business Association
Board of Directors & General Membership Meeting
 Agenda for Tuesday, May 8, 2018 • 8:00 am – 10:00 am
Willow Glen Community & Senior Center
 2175 Lincoln Ave.

I – Information Only A – Action Required G – Good of the Order

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	Henry Flynn, President	8:00 am	Welcome
Approval of minutes	A	Approval of March Minutes	8:00 am	Review and approval of April 10, 2018 minutes
Executive Committee Rpt	I	Executive Committee Update – Henry Flynn	8:05 am	Review of minutes of April 26, 2018
Treasurer's Report	A	Treasurer-Tim Mulcahy- Financial reports	8:10 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	Member Relations Committee WGBA Staff	8:10 am – 8:55 am	Updates
	I	Our Avenue Committee Chair: Henry Flynn, John Gilligan and Robert Hernandez Committee Update		
	I	Strategic Marketing Committee Chair: TBD Committee Update		
	I	Promotions & Events Committee Chair: Lynne Rovai Committee Update Spring Wine Walk 4/14 Fall Wine Walk 10/6 DOTA Chair: Tim Mulcahy 6/16 BBQ in the Glen Chair: Robert Hernandez 9/22		
Neighborhood Report	I	Willow Glen Neighborhood Association Update	8:55 am – 9:00 am	
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President Time Certain Any person may address the Board on any subject not on the agenda. Since the subject is not on the agenda, the Brown Act (State Open Meeting Law) prohibits action by the Board. However, Board Members and Staff may briefly respond to statements or questions and/or provide referral to Staff. The Board may place the item on an agenda for a future meeting.	9:00am - 9:30am	
Assoc Member Applications	A			Board approval
Meeting Adjournment	G	Henry Flynn	9:30 am	

The next WGBA Board meeting will be Tuesday, June 12, 2018 8:00 am
WG Community Center, 2175 Lincoln Ave.

The mission of the WGBA is to make downtown Willow Glen a desirable destination to shop, eat and locate a business through maintenance and beautification projects and the promotion of a positive identity for the Willow Glen business community through advertising, public relations, sponsorships, events and festivals and the preservation of the historical and architectural character of downtown Willow Glen.

Willow Glen Business Association Board Meeting
Tuesday, 10 April 2018~8:00 a.m.
Willow Glen Community & Senior Center, 2175 Lincoln Avenue, SJ 95125

Attendees: Frank Bejan, Vince Falcone, Henry Flynn, John Gilligan, Emilie Highley, Bobbie Johnson, Bill McAfee, Tim Mulcahy, Lisa O'Hara, Lynne Rovai, Jim Stump, Staff – Nadine Tadeo

Absent: Robert Hernandez, Chris Kouretas, John Pisacane, Matthew Rodriguez

Meeting was called to order at 8:08 a.m. by President Henry Flynn

Approval of Minutes – Motion was made by Lynne Rovai to approve the March 2018 Board Minutes. Second by Bobbie Johnson. Unanimously approved.

Executive Committee Minutes – March minutes were reviewed by President Flynn. Motion to approve made by Jim Stump. Second by Lynne Rovai. Unanimously approved.

Treasurer's Report – Tim Mulcahy reported that focus is on approval of the 2018-2019 Budget and submittal to the City of San Jose on or before 5/1/2018. The budget had been sent to the Board prior to the meeting for their review. Section 1 is what will be submitted to the City, Sections 2 and 3 summarizes how the WGBA spends the monies. Motion to approve Section 1 for submittal to the City made by Emilie Highley. Second by Bobbie Johnson. Unanimously approved.

Finance Committee - Review of the P&L – Net income shows negative until we receive all the event monies. The WGBA is 'lean' but moving in a positive direction. Motion was made by Jim Stump to approve the current P&L. Second by John Gilligan. Unanimously approved. Further review of the Balance Sheet is tabled until next month.

Our Avenue – John Gilligan reported on (a) Bill McAfee walked the Avenue and indicated that 7 trees still have Christmas lights, 48 trees still have extension cords hanging. John contacted Charlie for quotes on replacement of lights and removal of the cords. (b) No response yet from the City of San Jose on concrete repairs of the damaged sculpture. John is going to reach out to Tom Bordien at the City indicating that we need a response so we can move forward (c) Globe lights – John to follow up on the Case # given to us (d) Hash Tag Beautify San Jose – Tim reported that this is an online application for a grant. We will need to meet with our Councilmember to discuss projects/proposals on how the grant monies would be used. John to reach out to our Councilmember Dev Davis and report back to the Board (e) The subject of bike racks came up – at this time there is one by Manley's

Strategic Marketing Committee – Position of 'Chair' is still open

Promotions & Events – Lynne Rovai reported on (a) Wine Walk – 2 check in points. . . Goose Town and Realty World. There will be 26 tasting sites. San Jose State Hospitality Department will be sending volunteers to assist. 400 tickets sold to date – there will be a real push this week to increase ticket sales. (b) Ladies Night Out and DOTA events in process (c) Christmas - Working on the cable car rides – adding a few extra days. The company has raised their prices and could cost the WGBA an additional 10K (cost would be \$2600/night – last

year \$1400/night). 3 rides per night + add 3 more days. Calculations show that even with the increase, the WGBA will make money. Lynne suggested that a portion of one of the grants that we secure be used to help defer some of the cost. Ornament design being worked on. "Santa" – we would again ask Scott and still interview other possible candidates. (d) Considering adding a Wine Walk in October (e) Discussion ensued on creating a poster showing where the event monies have gone and putting these signs in the kiosks for the Community to see.

DOTA – Tim reported: (a) Need to advertise more to 'spread the word' about this event - social media, putting it on the marquee at the theatre, etc. are some of the suggestions (b) Securing volunteers is still an issue – more volunteers are needed for the Kids Court and at least 50 (minimum) - 100 (max) volunteers are needed to man the booths. *Given these 2 issues – it could create cancelling the event and a loss of money to the WGBA.* Suggestion was made to put a poster in the kiosks asking for volunteers. DOTA posters going up in the kiosks on 4/13/2018.

BBQ in The Glen – Nadine reported for Robert indicating that there is a real 'push' to secure sponsors for the event.

Neighborhood Report – WGNA was not present

Open Forum: We were joined by the following – Linda Herschbach and Lucille Johnson of the Lucile Packard Children's Hospital Thrift Box – they want to increase awareness on the Avenue, business-to-business. Also joining us was Michael Brantner, Farmers Insurance, Brantner Agency.

With no further business, the meeting was adjourned at 9:05 a.m.

Respectively submitted,

*Emilie Highley, Secretary
Willow Glen Business Association*

**Willow Glen Business Association
Executive Committee Meeting
26 April 2018**

**In attendance: Henry Flynn, Tim Mulcahy, Chris Kouretas, Jim Stump and Nadine Tadeo, Staff
Absent: Emilie Highley**

Meeting was called to order at 9:10 A.M.

- 1. Nadine to leave position as WGBA Event and Marketing Coordinator Effective May 11, with flex-schedule on transition until May 25.**
- 2. Tim Mulcahy to accompany Read Zaro to City meeting on Tuesday May 1 about DOTA.**
 - a. Jim Stump suggests compressing Booth #'s to accommodate the amount of volunteers we have, since we are under the minimum requirement as of this date.**
 - b. There was a previous risk of cancellation due to the lack of volunteers, will move forward with event.**
- 3. Spring Wine Walk – financials will be ready for BOD meeting on May 8. The P&E Committee would like to plan a Fall Wine Walk, on October 6 with a theme of Italian Wines.**
 - a. The event was a success with about 987 tickets sold.**
 - b. Acquiring Volunteers was a challenge, there is not guarantee of who is going to show up day-of.**
 - c. There was a request from one store to have their own employees pour wine next time. Spring time, wineries can come in and pour wine, but in the Fall they will not have their staff available because of crushing season.**
 - d. No Security showed up from D.P.S., but no large issues arose. We did not have to pay them, because of their error.**
- 4. Nadine to write a letter to Eye Luv Lucy because of confrontation with Tank House Winery.**
- 5. A discussion ensued about looking into the next year, do we move the BBQ competition up to the DOTA weekend?**
 - a. There is a challenge in volunteer acquisition**
- 6. The WGBA received an inquiry landscaping and garbage from resident. Nadine followed up with Anthony Urbina, and he said that the areas listed are not a part of his contract, and it is the responsibility of the property owners. Action is to contact the landlords and follow-up with this inquiry. Former Tac-Oh light strands are broken and need to be removed.**

- 7. Nadine to e-mail Emilie and contact Stephanie about her departure.**
 - a. Jim to check with employees if there is any interest in office admin work.**
 - b. Henry suggests that the board to fill in on office roles in case there is no one to fill the Event and Marketing position**
 - c. Suggestion for more events to generate income so this position could become a full-time position.**
- 8. CBID ready for submission by Monday April 30, Nadine to meet with Valerie to work on Cover letter and submit on Monday electronically.**

Meeting was adjourned at 9:40 A.M.

**Respectfully Submitted,
Nadine Tadeo
Willow Glen Business Association**

Willow Glen Business Association
Profit & Loss by Class

April 2018

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID
Ordinary Income/Expense					
Income					
CBID	36,405.49	2,912.44	13,518.40	90,285.61	143,121.94
Event Revenue	0.00	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00
Total Income	<u>36,405.49</u>	<u>2,912.44</u>	<u>13,518.40</u>	<u>90,285.61</u>	<u>143,121.94</u>
Gross Profit	36,405.49	2,912.44	13,518.40	90,285.61	143,121.94
Expense					
Advertising and P/R	0.00	0.00	73.13	0.00	73.13
Contract Services	525.00	0.00	0.00	19,910.20	20,435.20
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00
Equipment Rental	561.65	0.00	0.00	0.00	561.65
Insurance	2,513.17	0.00	0.00	0.00	2,513.17
Meetings	0.00	0.00	0.00	0.00	0.00
Personnel	419.50	0.00	121.59	775.34	1,316.43
Printing and Reproduction	0.00	0.00	0.00	0.00	0.00
Professional Fees	600.00	0.00	0.00	0.00	600.00
Rent	0.00	0.00	250.00	0.00	250.00
Supplies	0.00	0.00	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	85.19	0.00	85.19
Total Expense	<u>4,619.32</u>	<u>0.00</u>	<u>529.91</u>	<u>20,685.54</u>	<u>25,834.77</u>
Net Ordinary Income	<u>31,786.17</u>	<u>2,912.44</u>	<u>12,988.49</u>	<u>69,600.07</u>	<u>117,287.17</u>
Net Income	<u><u>31,786.17</u></u>	<u><u>2,912.44</u></u>	<u><u>12,988.49</u></u>	<u><u>69,600.07</u></u>	<u><u>117,287.17</u></u>

Willow Glen Business Association Profit & Loss by Class

April 2018

	DOTA (Fundraising Events)	Spring Wine Walk (Fundraising Events)	Total Fundraising Events
Ordinary Income/Expense			
Income			
CBID	0.00	0.00	0.00
Event Revenue	450.00	36,000.05	36,450.05
Sponsorships	4,000.00	0.00	4,000.00
Total Income	4,450.00	36,000.05	40,450.05
Gross Profit	4,450.00	36,000.05	40,450.05
Expense			
Advertising and P/R	0.00	0.00	0.00
Contract Services	10,212.95	281.20	10,494.15
Dues and Subscriptions	0.00	0.00	0.00
Equipment Rental	0.00	603.57	603.57
Insurance	0.00	0.00	0.00
Meetings	0.00	0.00	0.00
Personnel	0.00	0.00	0.00
Printing and Reproduction	0.00	563.88	563.88
Professional Fees	50.00	200.00	250.00
Rent	0.00	0.00	0.00
Supplies	0.00	4,907.94	4,907.94
Telephone and Internet	0.00	0.00	0.00
Website	0.00	0.00	0.00
Total Expense	10,262.95	6,556.59	16,819.54
Net Ordinary Income	-5,812.95	29,443.46	23,630.51
Net Income	-5,812.95	29,443.46	23,630.51

Willow Glen Business Association
Profit & Loss by Class
April 2018

	<u>WGBA Administration</u>	<u>TOTAL</u>
Ordinary Income/Expense		
Income		
CBID	0.00	143,121.94
Event Revenue	0.00	36,450.05
Sponsorships	0.00	4,000.00
Total Income	<u>0.00</u>	<u>183,571.99</u>
Gross Profit	0.00	183,571.99
Expense		
Advertising and P/R	0.00	73.13
Contract Services	0.00	30,929.35
Dues and Subscriptions	95.00	95.00
Equipment Rental	0.00	1,165.22
Insurance	97.04	2,610.21
Meetings	16.95	16.95
Personnel	1,531.63	2,848.06
Printing and Reproduction	0.00	563.88
Professional Fees	150.00	1,000.00
Rent	0.00	250.00
Supplies	0.00	4,907.94
Telephone and Internet	155.79	155.79
Website	0.00	85.19
Total Expense	<u>2,046.41</u>	<u>44,700.72</u>
Net Ordinary Income	<u>-2,046.41</u>	<u>138,871.27</u>
Net Income	<u><u>-2,046.41</u></u>	<u><u>138,871.27</u></u>

Willow Glen Business Association
Profit & Loss Prev Year Comparison
April 2018

	Apr 18	Apr 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
CBID	143,121.94	0.00	143,121.94	100.0%
Event Revenue	36,450.05	0.00	36,450.05	100.0%
Sponsorships	4,000.00	2,000.00	2,000.00	100.0%
Total Income	183,571.99	2,000.00	181,571.99	9,078.6%
Gross Profit	183,571.99	2,000.00	181,571.99	9,078.6%
Expense				
Advertising and P/R	73.13	2,129.55	-2,056.42	-96.57%
Bank Service Charges	0.00	20.00	-20.00	-100.0%
Contract Services	30,929.35	18,383.52	12,545.83	68.25%
Dues and Subscriptions	95.00	95.00	0.00	0.0%
Equipment Rental	1,165.22	1,338.03	-172.81	-12.92%
Insurance	2,610.21	240.05	2,370.16	987.36%
Meetings	16.95	0.00	16.95	100.0%
Personnel	2,848.06	8,103.81	-5,255.75	-64.86%
Printing and Reproduction	563.88	293.63	270.25	92.04%
Professional Fees	1,000.00	1,000.00	0.00	0.0%
Rent	250.00	250.00	0.00	0.0%
Supplies	4,907.94	1,300.79	3,607.15	277.31%
Telephone and Internet	155.79	154.96	0.83	0.54%
Website	85.19	184.44	-99.25	-53.81%
Total Expense	44,700.72	33,493.78	11,206.94	33.46%
Net Ordinary Income	138,871.27	-31,493.78	170,365.05	540.95%
Net Income	138,871.27	-31,493.78	170,365.05	540.95%

**Willow Glen Business Association
Profit & Loss YTD Comparison
April 2018**

	Apr 18	Jul '17 - Apr 18
Ordinary Income/Expense		
Income		
CBID	143,121.94	243,636.21
Event Revenue	36,450.05	183,394.89
Grants	0.00	26,989.00
Interest Income	0.00	0.03
Member Dues	0.00	600.00
Sponsorships	4,000.00	24,575.00
Total Income	183,571.99	479,195.13
Gross Profit	183,571.99	479,195.13
Expense		
Advertising and P/R	73.13	3,323.63
Bad Debt	0.00	19,457.82
Bank Service Charges	0.00	342.62
City Fees	0.00	3,819.00
Contract Services	30,929.35	168,262.87
Dues and Subscriptions	95.00	950.00
Equipment Rental	1,165.22	26,545.58
Equipment/Furnishings	0.00	1,405.94
Insurance	2,610.21	8,969.11
Meetings	16.95	69.43
Permits and Fees	0.00	5,789.00
Personnel	2,848.06	36,813.05
Postage and Delivery	0.00	469.40
Printing and Reproduction	563.88	4,452.57
Professional Fees	1,000.00	21,132.25
Rent	250.00	2,500.00
Sales Tax Adjustment	0.00	0.01
Software	0.00	54.99
Supplies	4,907.94	46,622.16
Taxes	0.00	135.43
Telephone and Internet	155.79	1,433.91
Website	85.19	1,287.46
Total Expense	44,700.72	353,836.23
Net Ordinary Income	138,871.27	125,358.90
Other Income/Expense		
Other Expense		
Other Expenses	0.00	675.00
Total Other Expense	0.00	675.00
Net Other Income	0.00	-675.00
Net Income	138,871.27	124,683.90

**Willow Glen Business Association
Profit & Loss by Class**

July 2017 through April 2018

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID
Ordinary Income/Expense						
Income						
CBID	63,544.34	4,922.73	24,574.97	150,594.17	0.00	243,636.21
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00
Grants	0.00	0.00	0.00	0.00	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	63,544.34	4,922.73	24,574.97	150,594.17	0.00	243,636.21
Gross Profit	63,544.34	4,922.73	24,574.97	150,594.17	0.00	243,636.21
Expense						
Advertising and P/R	0.00	0.00	73.13	0.00	0.00	73.13
Bad Debt	0.00	0.00	0.00	0.00	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00
City Fees	2,500.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	5,775.00	0.00	8,174.01	121,880.96	0.00	135,829.97
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	4,604.81	0.00	0.00	0.00	0.00	4,604.81
Equipment/Furnishings	1,117.62	0.00	0.00	0.00	0.00	1,117.62
Insurance	5,813.48	0.00	0.00	0.00	0.00	5,813.48
Meetings	0.00	0.00	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00
Personnel	6,160.03	0.00	649.42	10,539.34	0.00	17,348.79
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00
Printing and Reproduction	206.64	0.00	0.00	0.00	0.00	206.64
Professional Fees	17,420.25	0.00	0.00	0.00	0.00	17,420.25
Rent	0.00	0.00	2,250.00	0.00	0.00	2,250.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	595.98	0.00	0.00	0.00	0.00	595.98
Taxes	0.00	0.00	0.00	0.00	0.00	0.00
Telephone and Internet	222.06	0.00	0.00	0.00	0.00	222.06
Website	150.00	0.00	837.46	0.00	0.00	987.46
Total Expense	44,565.87	0.00	11,984.02	132,420.30	0.00	188,970.19
Net Ordinary Income	18,978.47	4,922.73	12,590.95	18,173.87	0.00	54,666.02
Other Income/Expense						
Other Expense						
Other Expenses	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	18,978.47	4,922.73	12,590.95	18,173.87	0.00	54,666.02

Willow Glen Business Association Profit & Loss by Class

July 2017 through April 2018

	Bubbly Walk (Fundraising Events)	Ciderwalk (Fundraising Events)	DOTA (Fundraising Events)
Ordinary Income/Expense			
Income			
CBID	0.00	0.00	0.00
Event Revenue	44,963.74	0.00	450.00
Grants	0.00	0.00	16,989.00
Interest Income	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00
Sponsorships	0.00	2,000.00	18,500.00
Total Income	44,963.74	2,000.00	35,939.00
Gross Profit	44,963.74	2,000.00	35,939.00
Expense			
Advertising and P/R	0.00	0.00	0.00
Bad Debt	0.00	0.00	0.00
Bank Service Charges	7.00	0.00	45.00
City Fees	0.00	0.00	0.00
Contract Services	1,728.80	0.00	11,087.95
Dues and Subscriptions	0.00	0.00	0.00
Equipment Rental	752.63	0.00	0.00
Equipment/Furnishings	0.00	0.00	0.00
Insurance	0.00	0.00	0.00
Meetings	0.00	0.00	0.00
Permits and Fees	726.00	0.00	0.00
Personnel	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00
Printing and Reproduction	294.98	0.00	270.00
Professional Fees	400.00	0.00	675.00
Rent	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00
Software	0.00	0.00	0.00
Supplies	12,797.98	0.00	0.00
Taxes	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00
Website	0.00	0.00	0.00
Total Expense	16,707.39	0.00	12,077.95
Net Ordinary Income	28,256.35	2,000.00	23,861.05
Other Income/Expense			
Other Expense			
Other Expenses	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	28,256.35	2,000.00	23,861.05

Willow Glen Business Association Profit & Loss by Class

July 2017 through April 2018

	Fall Wine Walk (Fundraising Events)	Founder's Day (Fundraising Events)	Spring Wine Walk (Fundraising Events)
Ordinary Income/Expense			
Income			
CBID	0.00	0.00	0.00
Event Revenue	22,560.00	0.00	36,050.05
Grants	0.00	0.00	0.00
Interest Income	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00
Total Income	22,560.00	0.00	36,050.05
Gross Profit	22,560.00	0.00	36,050.05
Expense			
Advertising and P/R	0.00	0.00	0.00
Bad Debt	0.00	250.00	0.00
Bank Service Charges	0.00	0.00	0.00
City Fees	0.00	0.00	0.00
Contract Services	1,478.80	0.00	880.00
Dues and Subscriptions	0.00	0.00	0.00
Equipment Rental	453.93	0.00	754.66
Equipment/Furnishings	0.00	0.00	0.00
Insurance	0.00	0.00	0.00
Meetings	0.00	0.00	0.00
Permits and Fees	1,283.00	0.00	126.00
Personnel	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00
Printing and Reproduction	160.00	0.00	2,464.83
Professional Fees	300.00	0.00	800.00
Rent	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00
Software	0.00	0.00	0.00
Supplies	8,214.63	0.00	8,364.63
Taxes	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00
Website	0.00	0.00	0.00
Total Expense	11,890.36	250.00	13,390.12
Net Ordinary Income	10,669.64	-250.00	22,659.93
Other Income/Expense			
Other Expense			
Other Expenses	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	10,669.64	-250.00	22,659.93

Willow Glen Business Association Profit & Loss by Class

July 2017 through April 2018

	Summer Wine Walk (Fundraising Events)	Fundraising Events - Other (Fundraising Events)
Ordinary Income/Expense		
Income		
CBID	0.00	0.00
Event Revenue	27,297.75	0.00
Grants	0.00	0.00
Interest Income	0.00	0.00
Member Dues	0.00	0.00
Sponsorships	0.00	0.00
Total Income	27,297.75	0.00
Gross Profit	27,297.75	0.00
Expense		
Advertising and P/R	533.00	0.00
Bad Debt	0.00	8,652.82
Bank Service Charges	0.00	0.00
City Fees	0.00	0.00
Contract Services	1,679.00	0.00
Dues and Subscriptions	0.00	0.00
Equipment Rental	604.18	0.00
Equipment/Furnishings	0.00	0.00
Insurance	0.00	0.00
Meetings	0.00	0.00
Permits and Fees	0.00	0.00
Personnel	0.00	0.00
Postage and Delivery	0.00	0.00
Printing and Reproduction	293.63	0.00
Professional Fees	200.00	0.00
Rent	0.00	0.00
Sales Tax Adjustment	0.00	0.00
Software	0.00	0.00
Supplies	9,716.55	0.00
Taxes	0.00	0.00
Telephone and Internet	0.00	0.00
Website	0.00	0.00
Total Expense	13,026.36	8,652.82
Net Ordinary Income	14,271.39	-8,652.82
Other Income/Expense		
Other Expense		
Other Expenses	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	0.00	0.00
Net Income	14,271.39	-8,652.82

Willow Glen Business Association
Profit & Loss by Class
July 2017 through April 2018

BBQ in the Glen

	Total Fundraising Events	Member Relations	BBQ in the Glen (Promotions & Events)
Ordinary Income/Expense			
Income			
CBID	0.00	0.00	0.00
Event Revenue	131,321.54	220.00	16,814.02
Grants	16,989.00	0.00	7,500.00
Interest Income	0.00	0.00	0.00
Member Dues	0.00	600.00	0.00
Sponsorships	20,500.00	0.00	4,075.00
Total Income	168,810.54	820.00	28,389.02
Gross Profit	168,810.54	820.00	28,389.02
Expense			
Advertising and P/R	533.00	0.00	0.00
Bad Debt	8,902.82	5,265.00	0.00
Bank Service Charges	52.00	5.82	0.00
City Fees	0.00	0.00	850.00
Contract Services	16,854.55	0.00	6,500.90
Dues and Subscriptions	0.00	0.00	0.00
Equipment Rental	2,565.40	0.00	5,418.40
Equipment/Furnishings	0.00	0.00	0.00
Insurance	0.00	0.00	0.00
Meetings	0.00	10.53	0.00
Permits and Fees	2,135.00	0.00	3,640.00
Personnel	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00
Printing and Reproduction	3,483.44	0.00	0.00
Professional Fees	2,375.00	0.00	0.00
Rent	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00
Software	0.00	0.00	0.00
Supplies	39,093.79	19.00	11,474.43
Taxes	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00
Website	0.00	0.00	0.00
Total Expense	75,995.00	5,300.35	27,883.73
Net Ordinary Income	92,815.54	-4,480.35	505.29
Other Income/Expense			
Other Expense			
Other Expenses	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00
Net Income	92,815.54	-4,480.35	505.29

Willow Glen Business Association
Profit & Loss by Class

July 2017 through April 2018

	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)
Ordinary Income/Expense		
Income		
CBID	0.00	0.00
Event Revenue	0.00	35,029.33
Grants	0.00	2,500.00
Interest Income	0.00	0.00
Member Dues	0.00	0.00
Sponsorships	0.00	0.00
Total Income	0.00	37,529.33
Gross Profit	0.00	37,529.33
Expense		
Advertising and P/R	0.00	0.00
Bad Debt	0.00	360.00
Bank Service Charges	0.00	0.00
City Fees	0.00	0.00
Contract Services	1,897.50	6,779.95
Dues and Subscriptions	0.00	0.00
Equipment Rental	0.00	11,200.00
Equipment/Furnishings	0.00	0.00
Insurance	0.00	0.00
Meetings	0.00	0.00
Permits and Fees	0.00	0.00
Personnel	0.00	0.00
Postage and Delivery	0.00	0.00
Printing and Reproduction	0.00	294.98
Professional Fees	0.00	500.00
Rent	0.00	0.00
Sales Tax Adjustment	0.00	0.00
Software	0.00	0.00
Supplies	118.93	-5,633.26
Taxes	0.00	0.00
Telephone and Internet	0.00	0.00
Website	0.00	0.00
Total Expense	2,016.43	13,501.67
Net Ordinary Income	-2,016.43	24,027.66
Other Income/Expense		
Other Expense		
Other Expenses	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	0.00	0.00
Net Income	-2,016.43	24,027.66

Willow Glen Business Association
Profit & Loss by Class

July 2017 through April 2018

SJ Giants Willow Glen Day Spring Ladies Night Out
(Promotions & Events) (Promotions & Events)

Ordinary Income/Expense		
Income		
CBID	0.00	0.00
Event Revenue	10.00	0.00
Grants	0.00	0.00
Interest Income	0.00	0.00
Member Dues	0.00	0.00
Sponsorships	0.00	0.00
Total Income	10.00	0.00
Gross Profit	10.00	0.00
Expense		
Advertising and P/R	0.00	0.00
Bad Debt	0.00	0.00
Bank Service Charges	0.00	0.00
City Fees	0.00	0.00
Contract Services	0.00	0.00
Dues and Subscriptions	0.00	0.00
Equipment Rental	0.00	0.00
Equipment/Furnishings	0.00	0.00
Insurance	0.00	0.00
Meetings	0.00	0.00
Permits and Fees	0.00	0.00
Personnel	0.00	0.00
Postage and Delivery	0.00	0.00
Printing and Reproduction	0.00	163.88
Professional Fees	0.00	475.00
Rent	0.00	0.00
Sales Tax Adjustment	0.00	0.00
Software	0.00	0.00
Supplies	0.00	131.10
Taxes	0.00	0.00
Telephone and Internet	0.00	0.00
Website	0.00	0.00
Total Expense	0.00	769.98
Net Ordinary Income	10.00	-769.98
Other Income/Expense		
Other Expense		
Other Expenses	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	0.00	0.00
Net Income	10.00	-769.98

Willow Glen Business Association
Profit & Loss by Class

July 2017 through April 2018

	Summer Ladies Night Out (Promotions & Events)	Promotions & Events - Other (Promotions & Events)
Ordinary Income/Expense		
Income		
CBID	0.00	0.00
Event Revenue	0.00	0.00
Grants	0.00	0.00
Interest Income	0.00	0.00
Member Dues	0.00	0.00
Sponsorships	0.00	0.00
Total Income	<u>0.00</u>	<u>0.00</u>
Gross Profit	0.00	0.00
Expense		
Advertising and P/R	0.00	312.04
Bad Debt	0.00	4,930.00
Bank Service Charges	0.00	0.00
City Fees	0.00	0.00
Contract Services	0.00	0.00
Dues and Subscriptions	0.00	0.00
Equipment Rental	0.00	0.00
Equipment/Furnishings	0.00	0.00
Insurance	0.00	0.00
Meetings	0.00	0.00
Permits and Fees	0.00	0.00
Personnel	0.00	0.00
Postage and Delivery	0.00	0.00
Printing and Reproduction	303.63	0.00
Professional Fees	200.00	0.00
Rent	0.00	0.00
Sales Tax Adjustment	0.00	0.00
Software	0.00	0.00
Supplies	318.47	0.00
Taxes	0.00	0.00
Telephone and Internet	0.00	0.00
Website	0.00	0.00
Total Expense	<u>822.10</u>	<u>5,242.04</u>
Net Ordinary Income	-822.10	-5,242.04
Other Income/Expense		
Other Expense		
Other Expenses	0.00	0.00
Total Other Expense	<u>0.00</u>	<u>0.00</u>
Net Other Income	0.00	0.00
Net Income	<u><u>-822.10</u></u>	<u><u>-5,242.04</u></u>

Willow Glen Business Association
Profit & Loss by Class
July 2017 through April 2018

	Total Promotions & Events	Strategic Marketing
Ordinary Income/Expense		
Income		
CBID	0.00	0.00
Event Revenue	51,853.35	0.00
Grants	10,000.00	0.00
Interest Income	0.00	0.00
Member Dues	0.00	0.00
Sponsorships	4,075.00	0.00
Total Income	65,928.35	0.00
Gross Profit	65,928.35	0.00
Expense		
Advertising and P/R	312.04	2,000.00
Bad Debt	5,290.00	0.00
Bank Service Charges	0.00	0.00
City Fees	850.00	0.00
Contract Services	15,178.35	0.00
Dues and Subscriptions	0.00	0.00
Equipment Rental	16,618.40	0.00
Equipment/Furnishings	0.00	0.00
Insurance	0.00	0.00
Meetings	0.00	0.00
Permits and Fees	3,640.00	0.00
Personnel	0.00	0.00
Postage and Delivery	0.00	0.00
Printing and Reproduction	762.49	0.00
Professional Fees	1,175.00	0.00
Rent	0.00	0.00
Sales Tax Adjustment	0.00	0.00
Software	0.00	0.00
Supplies	6,409.67	0.00
Taxes	0.00	0.00
Telephone and Internet	0.00	0.00
Website	0.00	0.00
Total Expense	50,235.95	2,000.00
Net Ordinary Income	15,692.40	-2,000.00
Other Income/Expense		
Other Expense		
Other Expenses	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	0.00	0.00
Net Income	15,692.40	-2,000.00

Willow Glen Business Association
Profit & Loss by Class
July 2017 through April 2018

	<u>WGBA Administration</u>	<u>TOTAL</u>
Ordinary Income/Expense		
Income		
CBID	0.00	243,636.21
Event Revenue	0.00	183,394.89
Grants	0.00	26,989.00
Interest Income	0.03	0.03
Member Dues	0.00	600.00
Sponsorships	0.00	24,575.00
Total Income	<u>0.03</u>	<u>479,195.13</u>
Gross Profit	0.03	479,195.13
Expense		
Advertising and P/R	405.46	3,323.63
Bad Debt	0.00	19,457.82
Bank Service Charges	284.80	342.62
City Fees	469.00	3,819.00
Contract Services	400.00	168,262.87
Dues and Subscriptions	950.00	950.00
Equipment Rental	2,756.97	26,545.58
Equipment/Furnishings	288.32	1,405.94
Insurance	3,155.63	8,969.11
Meetings	58.90	69.43
Permits and Fees	14.00	5,789.00
Personnel	19,464.26	36,813.05
Postage and Delivery	469.40	469.40
Printing and Reproduction	0.00	4,452.57
Professional Fees	162.00	21,132.25
Rent	250.00	2,500.00
Sales Tax Adjustment	0.01	0.01
Software	54.99	54.99
Supplies	503.72	46,622.16
Taxes	135.43	135.43
Telephone and Internet	1,211.85	1,433.91
Website	300.00	1,287.46
Total Expense	<u>31,334.74</u>	<u>353,836.23</u>
Net Ordinary Income	-31,334.71	125,358.90
Other Income/Expense		
Other Expense		
Other Expenses	675.00	675.00
Total Other Expense	<u>675.00</u>	<u>675.00</u>
Net Other Income	-675.00	-675.00
Net Income	<u><u>-32,009.71</u></u>	<u><u>124,683.90</u></u>

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of April 30, 2018

	Apr 30, 18	Apr 30, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Petty Cash	0.00	13.73	-13.73	-100.0%
US Bank Checking	166,349.20	122,952.95	43,396.25	35.3%
Wells Fargo Checking	3,419.18	710.82	2,708.36	381.02%
Wells Fargo Savings	0.00	6.70	-6.70	-100.0%
Total Checking/Savings	169,768.38	123,684.20	46,084.18	37.26%
Accounts Receivable				
Accounts Receivable	0.00	17,257.82	-17,257.82	-100.0%
Total Accounts Receivable	0.00	17,257.82	-17,257.82	-100.0%
Other Current Assets				
Pre-Paid Rent	250.00	250.00	0.00	0.0%
Refundable Deposits	1,000.00	1,000.00	0.00	0.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	1,750.00	1,750.00	0.00	0.0%
Total Current Assets	171,518.38	142,692.02	28,826.36	20.2%
Fixed Assets				
Eqmnt, Furnit., and Computers	6,561.90	6,561.90	0.00	0.0%
Total Fixed Assets	6,561.90	6,561.90	0.00	0.0%
TOTAL ASSETS	178,080.28	149,253.92	28,826.36	19.31%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	385.00	0.00	385.00	100.0%
Total Accounts Payable	385.00	0.00	385.00	100.0%
Other Current Liabilities				
ARTWORKS Project	13,037.88	13,048.79	-10.91	-0.08%
CBID Contingency Reserve	26,794.06	22,193.09	4,600.97	20.73%
Sales Tax Payable	-4.83	-4.83	0.00	0.0%
Total Other Current Liabilities	39,827.11	35,237.05	4,590.06	13.03%
Total Current Liabilities	40,212.11	35,237.05	4,975.06	14.12%
Total Liabilities	40,212.11	35,237.05	4,975.06	14.12%
Equity				
Accumulated Net Assets	14,184.27	53,602.99	-39,418.72	-73.54%
Assets moved to/from Accum NA	-143.56	-143.56	0.00	0.0%
Temporarily Restricted Assets	143.56	143.56	0.00	0.0%
Net Income	123,683.90	60,413.88	63,270.02	104.73%
Total Equity	137,868.17	114,016.87	23,851.30	20.92%
TOTAL LIABILITIES & EQUITY	178,080.28	149,253.92	28,826.36	19.31%

