



Willow Glen Business Association
Board of Directors & General Membership Meeting
 Agenda for Tuesday, June 12, 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 May Minutes	8:00 am	Review and approval of May 8, 2018 minutes
Executive Committee Rpt	I	Executive Committee Update – Henry Flynn	8:05 am	Review of minutes of May 25, 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 Fall Wine Walk 10/6 Holiday Preparation 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	"Acupuncture with Denise"		Board approval
Meeting Adjournment	G	Henry Flynn	9:30 am	

The next WGBA Board meeting will be Tuesday, July 10, 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, 8 May 2018 ~ 8:00 a.m.
Willow Glen Community & Senior Center, 2175 Lincoln Avenue, SJ 95125

Attendees: Frank Bejan, Vince Falcon, Henry Flynn, John Gilligan, Robert Hernandez, Emilie Highley, Bobbie Johnson, Chris Kouretas, Bill McAfee, Tim Mulcahy, John Pisacane, Matthew Rodriguez, Lynne Rovai, Jim Stump, Staff – Nadine Tadeo

Meeting was called to order at 8:05 a.m. by Board President Henry Flynn

***Approval of Minutes:* Motion was made Lynne Rovai to approve the April Board Minutes, Second by Robert Hernandez. Unanimously approved.**

***Executive Committee Minutes – April Minutes* were reviewed by President Flynn. Motion was made by Emilie Highley to approve the April Executive Committee Minutes. Second by Bobbie Johnson. Unanimously approved.**

Note: John Pisacane asked about Item 4 of the minutes regarding the situation with Eye Luv Lucy at the Wine Walk. Jim Stump explained what had happened and why the letter was written. No further comment.

President Flynn commented on with Nadine leaving us, it will be 'light' in the office until we have hired a new staff member. Emilie Highley and Lynne Rovai are interviewing candidates and will report back to the Board.

***Treasurer's Report:* Tim Mulcahy reported: (1) Analysis on our gross revenue (2) Concentration on compensation for 2 part time staff members (3) Balance Sheet as of 4/30/2018 reflects the CBID check being received. There is a slight 'cushion' April 2018 over April 2017 (~\$45,000) – indicating that we are more profitable (4) CBID Budget submitted to the City of San Jose on time. Motion was made by Lynne Rovai to approve the Treasurer's Report. Second by Jim Stump. Unanimously approved.**

Member Relations – No report

***Our Avenue –* John Gilligan reported (1) Local WG Company presented a proposal of \$4,395.00 to remove all the lights and cords from the trees as well as basic clean up. Vince Falcone also got a quote of like work for \$6,500.00. Motion was made by Jim Stump to approve the \$4,395.00 quote. Second by Tim Mulcahy. Unanimously approved. (2) A letter was received from a merchant regarding cleaning the artwork. John to get a quote and also inquire on the type of cleaning solution is used. The WGBA will respond to the merchant's letter. (3) The Committee will reach out to the City regarding who would provide plaques for the artwork. (4) The WGBA received a 'complaint' regarding the trash around the Taiwan Restaurant. Clean up is the responsibility of the owner. (5) John to approach Universal regarding whipping down the garbage cans.**

Strategic Marketing Committee - Still looking for a Committee Chair

Promotions & Events – Lynne Rovai reported: (1) Successful Wine Walk - \$36,000 – gross, \$29,000 – net. . . all invoices have been paid. Security did not show up for the event – owner was very apologetic. (2) Looking to possibly add another Wine Walk in the fall – target would be 10/6/2018. Raise the price from \$35 to \$40 for future Wine Walks. (3) Holiday's – Contract signed with the Trolley company. Extra day for trolley rides has been added. Scott Hunter has agreed to be Santa and work the trolley rides. 2018 Ornament mock up has been designed – committee will order the same amount as last year. Design is of the Santa and Reindeer on Glen Eyrie. (4) Upcoming events: 7/20 Ladies Night Out and the Bubbly Walk in December.

DOTA – Tim reported: (1) City approval went well – Tim and Reid attended (2) Making headway on volunteers – approximately 60 at this time. . . need more! (3) Working on advertising in the Metro and WG Community paper. (4) Sponsors – still behind on sponsorship dollars. (5) With Nadine leaving, there is a need for a co-ordinator to work DOTA with Tim and Reid. Tim to reach out to Nancy Morrales to see if she would be interested to assist only on this event. (6) Tim reaching out to WG High School for students to volunteer to assist with ticket sales, water, soda. (7) Tim to send an e-mail to the Board on upcoming DOTA Meetings.

BBQ in the Glen – Robert reported: (1) Arrangements for pop ups, tables, etc., has been taken care of. (2) Focus is on sponsorship. (3) Web sites have been updated. (3) Arranging for more seating. (4) 11 Teams have signed up to date – 6 amateurs, 5 pro's. (5) Kraft beers will be served. (6) Price will be \$3.00 per sampling (up from last year). (7) Budget for 2018 BBQ is based on expenditures from the 2017 Event. (8) Committee working on awards: Trophies for the Pro's (1st, 2nd & 3rd place) – Amateurs - \$100 for 1st place and \$50.00 for 2nd place.

Neighborhood Report – WGNA was not present

Open Forum – Mark Raney from the SJ Earthquakes spoke to us about June 9th being WG Night at the Earthquakes game Tickets are \$29 and \$39. . . \$39 tickets would receive a shirt.

Meeting was adjourned at 9:10 a.m.

Respectively submitted,

Emilie Highley, Secretary
Willow Glen Business Association

**Willow Glen Business Association
Executive Committee Meeting
Friday, 25 May 2018**

**In Attendance: Jim Stump, Chris Kouretas, Tim Mulcahy, Emilie Highley
Conference in: Henry Flynn**

- 1. Discussion ensued to add Chris Kouretas to the checking accounts for purposes of signing checks. Emilie to check the By Laws and verify with Valerie Merklin (Note: This was done and Chris has been added to the checking accounts)**
- 2. Emilie was in possession of the Wells Fargo Debit Card since Nadine left – card was given to Tim Mulcahy to be used for some DOTA expenditures – Tim will turn in all receipts.**
- 3. DOTA: Tim reviewed that we will be advertising in the Metro & WG Resident. Banners will be going up and e-mails blasts will go out + radio spot on KRTY (Tim will follow up on the radio announcement). At this time we have approximately 70 volunteers - 2 weeks prior to the event we will do call outs to the volunteers. Sponsorship: Currently at 45K – about \$7,500 short. Drink tickets will be \$8.00 for beer/wine/bubbly**
- 4. BBQ – Budget for this 2018 Event is based on 2017 expenditures. Need to verify that we did receive the \$5,000 Grant.**
- 5. Emilie to verify with Kandy Stevens the June Board Agenda (Nadine may have prepared it before she left)**

Respectively submitted,

*Emilie Highley, Secretary
Willow Glen Business Association*

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

May 2018

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	DOTA (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Total Fundraising Events
Ordinary Income/Expense							
Income							
Event Revenue	0.00	0.00	0.00	0.00	6,758.00	0.00	6,758.00
Sponsorships	0.00	0.00	0.00	0.00	6,750.00	0.00	6,750.00
Total Income	0.00	0.00	0.00	0.00	13,508.00	0.00	13,508.00
Gross Profit							
0.00	0.00	0.00	0.00	0.00	13,508.00	0.00	13,508.00
Expense							
Advertising and P/R	0.00	71.93	0.00	71.93	0.00	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	125.00	0.00	125.00
Contract Services	1,050.00	4,750.00	9,650.10	15,450.10	1,125.00	-598.80	526.20
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	561.65	0.00	0.00	561.65	0.00	0.00	0.00
Insurance	587.17	0.00	0.00	587.17	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	2,469.00	0.00	2,469.00
Personnel	210.78	24.29	449.45	684.52	0.00	0.00	0.00
Professional Fees	1,230.00	0.00	0.00	1,230.00	0.00	0.00	0.00
Rent	250.00	0.00	0.00	250.00	0.00	0.00	0.00
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	0.00	85.30	0.00	85.30	0.00	0.00	0.00
Total Expense	3,889.60	4,931.52	10,099.55	18,920.67	3,719.00	-598.80	3,120.20
Net Ordinary Income	-3,889.60	-4,931.52	-10,099.55	-18,920.67	9,789.00	598.80	10,387.80
Net Income	-3,889.60	-4,931.52	-10,099.55	-18,920.67	9,789.00	598.80	10,387.80

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

May 2018

	BBQ in the Glen (Promotions & Events)	Holidays (Promotions & Events)	Quakes (Promotions & Events)	Summer Ladies Night Out (Promotions & Events)
Ordinary Income/Expense				
Income				
Event Revenue	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	0.00
Total Income	0.00	0.00	0.00	0.00
Gross Profit	0.00	0.00	0.00	0.00
Expense				
Advertising and P/R	0.00	0.00	1,170.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00
Contract Services	0.00	0.00	0.00	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00
Equipment Rental	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00
Personnel	0.00	0.00	0.00	0.00
Professional Fees	0.00	0.00	0.00	300.00
Rent	0.00	0.00	0.00	0.00
Supplies	-4,404.10	450.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00
Website	0.00	0.00	0.00	0.00
Total Expense	-4,404.10	450.00	1,170.00	300.00
Net Ordinary Income	4,404.10	-450.00	-1,170.00	-300.00
Net Income	4,404.10	-450.00	-1,170.00	-300.00

Willow Glen Business Association
Profit & Loss by Class
May 2018

	Total Promotions & Events	WG&A Administration	TOTAL
Ordinary Income/Expense			
Income			
Event Revenue	0.00	0.00	6,758.00
Sponsorships	0.00	0.00	6,750.00
Total Income	0.00	0.00	13,508.00
Gross Profit			
Expense	0.00	0.00	13,508.00
Advertising and P/R	1,170.00	423.80	1,665.73
Bank Service Charges	0.00	22.05	147.05
Contract Services	0.00	0.00	15,976.30
Dues and Subscriptions	0.00	95.00	95.00
Equipment Rental	0.00	0.00	561.65
Insurance	0.00	0.00	587.17
Permits and Fees	0.00	0.00	2,469.00
Personnel	0.00	825.30	1,509.82
Professional Fees	300.00	0.00	1,530.00
Rent	0.00	0.00	250.00
Supplies	-3,954.10	110.32	-3,843.78
Telephone and Internet	0.00	155.79	155.79
Website	0.00	0.00	85.30
Total Expense	-2,484.10	1,632.26	21,189.03
Net Ordinary Income	2,484.10	-1,632.26	-7,681.03
Net Income	2,484.10	-1,632.26	-7,681.03

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

	May 18	May 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	6,758.00	3,304.38	3,453.62	104.52%
Sponsorships	6,750.00	9,500.00	-2,750.00	-28.95%
Total Income	13,508.00	12,804.38	703.62	5.5%
Gross Profit	13,508.00	12,804.38	703.62	5.5%
Expense				
Advertising and P/R	1,665.73	2,517.68	-851.95	-33.84%
Bank Service Charges	147.05	0.00	147.05	100.0%
Contract Services	15,976.30	11,677.70	4,298.60	36.81%
Dues and Subscriptions	95.00	95.00	0.00	0.0%
Equipment Rental	561.65	38.48	523.17	1,359.59%
Insurance	587.17	284.09	303.08	106.69%
Permits and Fees	2,469.00	2,301.00	168.00	7.3%
Personnel	1,509.82	8,055.64	-6,545.82	-81.26%
Printing and Reproduction	0.00	293.63	-293.63	-100.0%
Professional Fees	1,530.00	1,300.00	230.00	17.69%
Rent	250.00	250.00	0.00	0.0%
Supplies	-3,843.78	2,620.32	-6,464.10	-246.69%
Telephone and Internet	155.79	154.96	0.83	0.54%
Website	85.30	0.00	85.30	100.0%
Total Expense	21,189.03	29,588.50	-8,399.47	-28.39%
Net Ordinary Income	-7,681.03	-16,784.12	9,103.09	54.24%
Net Income	-7,681.03	-16,784.12	9,103.09	54.24%

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of May 31, 2018

	May 31, 18	May 31, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Petty Cash	0.00	13.73	-13.73	-100.0%
US Bank Checking	172,892.41	115,279.40	57,613.01	49.98%
Wells Fargo Checking	4,587.36	460.21	4,127.15	896.8%
Wells Fargo Savings	0.00	31.70	-31.70	-100.0%
Total Checking/Savings	177,479.77	115,785.04	61,694.73	53.28%
Accounts Receivable				
Accounts Receivable	0.00	17,197.82	-17,197.82	-100.0%
Total Accounts Receivable	0.00	17,197.82	-17,197.82	-100.0%
Other Current Assets				
Pre-Paid Rent	0.00	500.00	-500.00	-100.0%
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	1,500.00	2,000.00	-500.00	-25.0%
Total Current Assets	178,979.77	134,982.86	43,996.91	32.59%
Fixed Assets				
Eqpmt, 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	185,541.67	141,544.76	43,996.91	31.08%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	15,527.42	9,085.87	6,441.55	70.9%
Total Accounts Payable	15,527.42	9,085.87	6,441.55	70.9%
Other Current Liabilities				
ARTWORKS Project	13,037.88	13,037.88	0.00	0.0%
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	35,226.14	4,600.97	13.06%
Total Current Liabilities	55,354.53	44,312.01	11,042.52	24.92%
Total Liabilities	55,354.53	44,312.01	11,042.52	24.92%
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	116,002.87	43,629.76	72,373.11	165.88%
Total Equity	130,187.14	97,232.75	32,954.39	33.89%
TOTAL LIABILITIES & EQUITY	185,541.67	141,544.76	43,996.91	31.08%

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

	May 18	Jul '17 - May 18
Ordinary Income/Expense		
Income		
CBID	0.00	243,636.21
Event Revenue	6,758.00	190,152.89
Grants	0.00	26,989.00
Interest Income	0.00	0.03
Member Dues	0.00	600.00
Sponsorships	6,750.00	31,325.00
Total Income	<u>13,508.00</u>	<u>492,703.13</u>
Gross Profit	13,508.00	492,703.13
Expense		
Advertising and P/R	1,665.73	4,989.36
Bad Debt	0.00	19,457.82
Bank Service Charges	147.05	489.67
City Fees	0.00	3,819.00
Contract Services	15,976.30	184,239.17
Dues and Subscriptions	95.00	1,045.00
Equipment Rental	561.65	27,107.23
Equipment/Furnishings	0.00	1,405.94
Insurance	587.17	9,556.28
Meetings	0.00	69.43
Permits and Fees	2,469.00	8,258.00
Personnel	1,509.82	38,322.87
Postage and Delivery	0.00	469.40
Printing and Reproduction	0.00	4,452.57
Professional Fees	1,530.00	22,662.25
Rent	250.00	2,750.00
Sales Tax Adjustment	0.00	0.01
Software	0.00	54.99
Supplies	-3,843.78	43,778.38
Taxes	0.00	135.43
Telephone and Internet	155.79	1,589.70
Website	85.30	1,372.76
Total Expense	<u>21,189.03</u>	<u>376,025.26</u>
Net Ordinary Income	-7,681.03	116,677.87
Other Income/Expense		
Other Expense		
Other Expenses	0.00	675.00
Total Other Expense	<u>0.00</u>	<u>675.00</u>
Net Other Income	0.00	-675.00
Net Income	<u><u>-7,681.03</u></u>	<u><u>116,002.87</u></u>

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

July 2017 through May 2018

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID (CBID)	Bubbly Walk (Fundraising Events)	Ciderwalk (Fundraising Events)
Ordinary Income/Expense								
Income								
CBID	63,544.34	4,922.73	24,574.97	150,594.17	0.00	243,636.21	0.00	0.00
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	44,963.74	0.00
Grants	0.00	0.00	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	0.00	0.00
Member Dues	0.00	0.00	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	0.00	2,000.00
Total Income	63,544.34	4,922.73	24,574.97	150,594.17	0.00	243,636.21	44,963.74	2,000.00
Gross Profit	63,544.34	4,922.73	24,574.97	150,594.17	0.00	243,636.21	44,963.74	2,000.00
Expense								
Advertising and P/R	0.00	0.00	145.06	0.00	0.00	145.06	0.00	0.00
Bad Debt	0.00	0.00	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	7.00	0.00
City Fees	2,500.00	0.00	0.00	0.00	0.00	2,500.00	0.00	0.00
Contract Services	6,825.00	0.00	12,924.01	131,531.06	0.00	151,280.07	1,728.80	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	5,166.46	0.00	0.00	0.00	0.00	5,166.46	752.63	0.00
Equipment/Furnishings	1,117.62	0.00	0.00	0.00	0.00	1,117.62	0.00	0.00
Insurance	6,400.65	0.00	0.00	0.00	0.00	6,400.65	0.00	0.00
Meetings	0.00	0.00	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	726.00	0.00
Personnel	6,370.81	0.00	673.71	10,988.79	0.00	18,033.31	0.00	0.00
Postage and Delivery	0.00	0.00	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	294.98	0.00
Professional Fees	18,650.25	0.00	0.00	0.00	0.00	18,650.25	400.00	0.00
Rent	2,500.00	0.00	0.00	0.00	0.00	2,500.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	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	0.00	0.00
Supplies	595.98	0.00	0.00	0.00	0.00	595.98	12,797.98	0.00
Taxes	0.00	0.00	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	0.00	0.00

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

July 2017 through May 2018

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID (CBID)	Bubby Walk (Fundraising Events)	Ciderwalk (Fundraising Events)
Website	150.00	0.00	922.76	0.00	0.00	1,072.76	0.00	0.00
Total Expense	50,705.47	0.00	14,665.54	142,519.85	0.00	207,890.86	16,707.39	0.00
Net Ordinary Income	12,838.87	4,922.73	9,909.43	8,074.32	0.00	35,745.35	28,256.35	2,000.00
Other Income/Expense								
Other Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Expenses	0.00	0.00	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	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	12,838.87	4,922.73	9,909.43	8,074.32	0.00	35,745.35	28,256.35	2,000.00

Willow Glen Business Association
Profit & Loss by Class

July 2017 through May 2018

DOTA

Fall Wine Walk

Founder's Day

Spring Wine Walk

Summer Wine Walk

Ordinary Income/Expense

	(Fundraising Events)	(Fundraising Events)	(Fundraising Events)	(Fundraising Events)	(Fundraising Events)
Income					
CBID	0.00	0.00	0.00	0.00	0.00
Event Revenue	7,208.00	22,560.00	0.00	36,050.05	27,297.75
Grants	16,989.00	0.00	0.00	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00	0.00	0.00
Sponsorships	25,250.00	0.00	0.00	0.00	0.00
Total Income	49,447.00	22,560.00	0.00	36,050.05	27,297.75
Gross Profit	49,447.00	22,560.00	0.00	36,050.05	27,297.75
Expense					
Advertising and P/R	0.00	0.00	0.00	0.00	533.00
Bad Debt	0.00	0.00	250.00	0.00	0.00
Bank Service Charges	170.00	0.00	0.00	0.00	0.00
City Fees	0.00	0.00	0.00	0.00	0.00
Contract Services	12,212.95	880.00	0.00	880.00	1,679.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	453.93	0.00	754.66	604.18
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	0.00	0.00
Permits and Fees	2,469.00	1,283.00	0.00	126.00	0.00
Personnel	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00	0.00	0.00
Printing and Reproduction	270.00	160.00	0.00	2,464.83	293.63
Professional Fees	675.00	300.00	0.00	800.00	200.00
Rent	0.00	0.00	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00	0.00
Supplies	0.00	8,214.63	0.00	8,364.63	9,716.55
Taxes	0.00	0.00	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00	0.00

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

July 2017 through May 2018

	DOTA (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Founder's Day (Fundraising Events)	Spring Wine Walk (Fundraising Events)	Summer Wine Walk (Fundraising Events)
Website	0.00	0.00	0.00	0.00	0.00
Total Expense	15,796.95	11,291.56	250.00	13,390.12	13,026.36
Net Ordinary Income	33,650.05	11,268.44	-250.00	22,659.93	14,271.39
Other Income/Expense					
Other Expense					
Other Expenses	0.00	0.00	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00	0.00
Net Income	33,650.05	11,268.44	-250.00	22,659.93	14,271.39

Willow Glen Business Association Profit & Loss by Class

July 2017 through May 2018

Fundraising Events - Other

BBQ in the Glen

Ordinary Income/Expense	(Fundraising Events)	Total Fundraising Events	Member Relations	(Promotions & Events)
Income				
CBID	0.00	0.00	0.00	0.00
Event Revenue	0.00	138,079.54	220.00	16,814.02
Grants	0.00	16,989.00	0.00	7,500.00
Interest Income	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	600.00	0.00
Sponsorships	0.00	27,250.00	0.00	4,075.00
Total Income	0.00	182,318.54	820.00	28,389.02
Gross Profit	0.00	182,318.54	820.00	28,389.02
Expense				
Advertising and P/R	0.00	533.00	0.00	0.00
Bad Debt	8,652.82	8,902.82	5,265.00	0.00
Bank Service Charges	0.00	177.00	5.82	0.00
City Fees	0.00	0.00	0.00	850.00
Contract Services	0.00	17,380.75	0.00	6,500.90
Dues and Subscriptions	0.00	0.00	0.00	0.00
Equipment Rental	0.00	2,565.40	0.00	5,418.40
Equipment/Furnishings	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00
Meetings	0.00	0.00	10.53	0.00
Permits and Fees	0.00	4,604.00	0.00	3,640.00
Personnel	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00	0.00
Printing and Reproduction	0.00	3,483.44	0.00	0.00
Professional Fees	0.00	2,375.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00
Supplies	0.00	39,093.79	19.00	7,070.33
Taxes	0.00	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00

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

	Fundraising Events - Other			BBQ In the Glen
	(Fundraising Events)	Total Fundraising Events	Member Relations	(Promotions & Events)
Website	0.00	0.00	0.00	0.00
Total Expense	8,652.82	79,115.20	5,300.35	23,479.63
Net Ordinary Income	-8,652.82	103,203.34	-4,480.35	4,909.39
Other Income/Expense				
Other Expense				
Other Expenses	0.00	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00
Net Income	-8,652.82	103,203.34	-4,480.35	4,909.39

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

July 2017 through May 2018

Ordinary Income/Expense	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	Quakes (Promotions & Events)	SJ Giants Willow Glen Day (Promotions & Events)
Income				
CBID	0.00	0.00	0.00	0.00
Event Revenue	0.00	35,029.33	0.00	10.00
Grants	0.00	2,500.00	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	0.00
Total Income	0.00	37,529.33	0.00	10.00
Gross Profit	0.00	37,529.33	0.00	10.00
Expense				
Advertising and P/R	0.00	0.00	1,170.00	0.00
Bad Debt	0.00	360.00	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00
City Fees	0.00	0.00	0.00	0.00
Contract Services	1,897.50	6,779.95	0.00	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00
Equipment Rental	0.00	11,200.00	0.00	0.00
Equipment/Furnishings	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00
Personnel	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00	0.00
Printing and Reproduction	0.00	294.98	0.00	0.00
Professional Fees	0.00	500.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00
Supplies	118.93	-5,183.26	0.00	0.00
Taxes	0.00	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00

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

July 2017 through May 2018

	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	Quakes (Promotions & Events)	SJ Giants Willow Glen Day (Promotions & Events)
Website	0.00	0.00	0.00	0.00
Total Expense	2,016.43	13,951.67	1,170.00	0.00
Net Ordinary Income	-2,016.43	23,577.66	-1,170.00	10.00
Other Income/Expense				
Other Expense				
Other Expenses	0.00	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00
Net Income	-2,016.43	23,577.66	-1,170.00	10.00

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

July 2017 through May 2018

Spring Ladies Night Out Summer Ladies Night Out Promotions & Events - Other

(Promotions & Events) (Promotions & Events) (Promotions & Events) Total Promotions & Events

Ordinary Income/Expense

Income

CBID	0.00	0.00	0.00	0.00
Event Revenue	0.00	0.00	0.00	51,853.35
Grants	0.00	0.00	0.00	10,000.00
Interest Income	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	4,075.00
Total Income	0.00	0.00	0.00	65,928.35

Gross Profit

Expense

Advertising and P/R	0.00	0.00	312.04	1,482.04
Bad Debt	0.00	0.00	4,930.00	5,290.00
Bank Service Charges	0.00	0.00	0.00	0.00
City Fees	0.00	0.00	0.00	850.00
Contract Services	0.00	0.00	0.00	15,178.35
Dues and Subscriptions	0.00	0.00	0.00	0.00
Equipment Rental	0.00	0.00	0.00	16,618.40
Equipment/Furnishings	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	3,640.00
Personnel	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00	0.00
Printing and Reproduction	163.88	303.63	0.00	762.49
Professional Fees	475.00	500.00	0.00	1,475.00
Rent	0.00	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00
Supplies	131.10	318.47	0.00	2,455.57
Taxes	0.00	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00

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

July 2017 through May 2018

	Spring Ladies Night Out (Promotions & Events)	Summer Ladies Night Out (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events
Website	0.00	0.00	0.00	0.00
Total Expense	769.98	1,122.10	5,242.04	47,751.85
Net Ordinary Income	-769.98	-1,122.10	-5,242.04	18,176.50
Other Income/Expense				
Other Expense				
Other Expenses	0.00	0.00	0.00	0.00
Total Other Expense	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00
Net Income	-769.98	-1,122.10	-5,242.04	18,176.50

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

	Strategic Marketing	WG&A Administration	Unclassified	TOTAL
Ordinary Income/Expense				
Income				
CBID	0.00	0.00	0.00	243,636.21
Event Revenue	0.00	0.00	0.00	190,152.89
Grants	0.00	0.00	0.00	26,989.00
Interest Income	0.00	0.03	0.00	0.03
Member Dues	0.00	0.00	0.00	600.00
Sponsorships	0.00	0.00	0.00	31,325.00
Total Income	0.00	0.03	0.00	492,703.13
Gross Profit	0.00	0.03	0.00	492,703.13
Expense				
Advertising and P/R	2,000.00	829.26	0.00	4,989.36
Bad Debt	0.00	0.00	0.00	19,457.82
Bank Service Charges	0.00	306.85	0.00	489.67
City Fees	0.00	469.00	0.00	3,819.00
Contract Services	0.00	400.00	0.00	184,239.17
Dues and Subscriptions	0.00	1,045.00	0.00	1,045.00
Equipment Rental	0.00	2,756.97	0.00	27,107.23
Equipment/Furnishings	0.00	288.32	0.00	1,405.94
Insurance	0.00	3,155.63	0.00	9,556.28
Meetings	0.00	58.90	0.00	69.43
Permits and Fees	0.00	14.00	0.00	8,258.00
Personnel	0.00	20,289.56	0.00	38,322.87
Postage and Delivery	0.00	469.40	0.00	469.40
Printing and Reproduction	0.00	0.00	0.00	4,452.57
Professional Fees	0.00	162.00	0.00	22,662.25
Rent	0.00	250.00	0.00	2,750.00
Sales Tax Adjustment	0.00	0.01	0.00	0.01
Software	0.00	54.99	0.00	54.99
Supplies	0.00	614.04	1,000.00	43,778.38
Taxes	0.00	135.43	0.00	135.43
Telephone and Internet	0.00	1,367.64	0.00	1,589.70

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

	Strategic Marketing	WGBA Administration	Unclassified	TOTAL
Website	0.00	300.00	0.00	1,372.76
Total Expense	2,000.00	32,967.00	1,000.00	376,025.26
Net Ordinary Income	-2,000.00	-32,966.97	-1,000.00	116,677.87
Other Income/Expense				
Other Expense				
Other Expenses	0.00	675.00	0.00	675.00
Total Other Expenses	0.00	675.00	0.00	675.00
Net Other Income	0.00	-675.00	0.00	-675.00
Net Income	-2,000.00	-33,641.97	-1,000.00	116,002.87