



**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
 Agenda for Tuesday, October 9th, 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 September Minutes	8:00 am	Review and approval of Sept 11th, 2018 minutes
Executive Committee Report	I	Executive Committee Update – Henry Flynn	8:05 am	Review and approval of Sept 21st, 2018 minutes Review and approval
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	<b>Member Relations Committee</b> WGBA Staff	8:10 am – 8:55 am	Updates
	I	<b>Our Avenue Committee</b> Chair: Henry Flynn, Robert Hernandez, Bill McAfee and Vince Falcone Committee Update		
	I	<b>Strategic Marketing Committee</b> Chair: Robert Hernandez Committee Update Website		
	I	<b>Promotions &amp; Events Committee</b> Chair: Lynne Rovai Committee Update Fall Wine Walk 10/13 Holiday Preparation Bubbly Walk 12/1 DOTA – New Event  <b>BBQ in the Glen Recap</b> Chair: Robert Hernandez		
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 <b>Time Certain</b> 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			
Meeting Adjournment	G	Henry Flynn	<b>9:30 am</b>	

**The next WGBA Board meeting will be Tuesday, November 13<sup>th</sup>, 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, September 11, 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, Chris Kouretas, Bill McAfee, Tim Mulcahy, Lisa O'Hara, John Pisacane, Matthew Rodriguez, Lynne Rovai, Jim Stump, Staff – Stephanie Whaley & Kandy Stevens and BBQ in the Glen Chair – Robert Hernandez

**Meeting was called to order at 8:12 a.m. by Board President Henry Flynn**

***Approval of Minutes:*** Motion was made Jim Stump to approve the August Board Minutes, Second by Lynne Rovai. Unanimously approved.

***Executive Committee Minutes – August Minutes*** were reviewed by President Flynn. Acceptance of August Minutes – John Gilligan. Second by Chris Kouretas. Unanimously approved.

***Executive Committee Update – By Laws Amendment Proposal:*** John Pisacane reviewed the By Law Amendment proposal – The Board's intent of this proposed amendment change is to avoid conflict of interest should any Board member offer a service where compensation is involved. Refer to WGBA By Laws – Section 5a.

John also made a recommendation of utilizing the "American Institute of Parliamentarians Standard Code" which is more current than "Robert's Rules of Order".

This By Law amendment proposal will be forwarded to all CBID members for review.

President Flynn also recommended that the Board review the By Laws in their entirety to see if anything more needs to be changed.

***Board Recruitment –*** (a) Lynne Rovai and Frank Bejan will not be terming out. There will be 2 Board vacancies and 2 Community Member vacancies. The Nominating Committee continues to recruit.

***Treasurer's Report –*** (a) Currently the WGBA has \$157,000 in the account which puts the WGBA in a good cash position. (b) It is noted that the Accounts Receivables appear to be on the 'high' side – Tim to look into why it shows \$75,000. (c) Need to factor in the cost of the leaf pick up in the fall. Church on Minnesota is donating their parking lot to Universal to park their dumpster for 3 months. John Gilligan made a motion to approve the Treasurer's Report. Second by Lynne Rovai. Unanimously approved.

***Our Avenue*** – John Gilligan reported: (a) It's a 'loss cause' on reimbursement of the damaged sculpture. John had gotten a quote for \$1800 to repair the area where the sculpture was damaged – retaining wall was damaged also. \$3200 quote for the post where the sculpture sits on. . . John to reach out to the professionals that quoted and see if he can get the cost of repairs down. Steff to reach out to Lynn Rogers of the City on cleaning of the art given the fact that we are told that it is the responsibility of the WGBA. (b) Electrical – 2 strands are out on the Avenue. Per John, the strands are plugged into various buildings which is 'private power' to those buildings specifically. If the City could put connection points on the poles, this could solve a major problem – more research on this is required. (c) Steff addressed power washing of the sidewalks. Some businesses on the Avenue had indicated that the sidewalks in front of their establishments are dirty. (d) Kandy addressed the holiday garland which is in fairly good condition. A number of the lanterns are broken. Kandy has received a verbal quote but will request a formal written proposal for replacement of the lanterns/wreaths and present to the Board.

**NOTE:** John Gilligan informed the Board that regretfully he is resigning. His partner had a heart attack – John will take over running their business. John is willing to help us out on quotes. Bill McAfee and Vince Falcone will co-Chair the Our Avenue Committee.

***Strategic Marketing Committee*** – Robert Hernandez will be chairing this committee after the BBQ in the Glen. Robert did ask what is the goal is of the committee. Steff commented on Social Media and what her focus has been keeping up with FB, Instagram, etc. Robert and Steff to meet to further discuss promoting businesses on the Avenue. Tim noted at this time that he will be meeting with Rob Britner on the creek trails and report back to the Board.

***Promotions & Events*** – (a) Fall Wine Walk will feature all Italian wines. Volunteers are needed for check in and pouring at the 25 stations that are signed up. Need to concentrate on promoting this event. (b) 2 additional iPads are being purchased in time for the BBQ in the Glen and the upcoming Wine Walk. Two check-in points for the Wine Walk – Goosetown and Reality World. (c) Holidays – Cable cars have been confirmed. Steff to reach out to the company we are dealing with and see if there is anything that can be done on the price (it increased since last year). (d) Ornaments are on order and expected in October (e) Halloween – 4-6 officers will assist in 'safety' that day. Lynne Rovai made a motion requesting that the WGBA purchase \$2,000.00 in candy. Due to all the activity on the Avenue that day, it is a 'no money day for many businesses'. The \$2,000 purchase of candy will be passed out to the many businesses (helping to defer their cost of purchasing candy). Jim Stump seconded the motion. The motion passed. John Pisacane and Frank Bejan opposed. (f) Bubbly Walk – Tickets are \$45.00 (\$50.00 the day of the event). The Bubbly

**Willow Glen Business Association  
Executive Committee Meeting  
20 September 2018**

**In attendance: Henry Flynn, Chris Koretas, Tim Mulcahy, Jim Stump,  
Emilie Highley and Staff – Kandy Stevens**

**Meeting was called to order at 8:10 a.m.**

- **BBQ in the Glen discussion – (1) Calculation for prize money was originally quoted at \$5,000 – now corrected to \$4,250.00 (2) 6 cash boxes each with \$300.00 of different denominations will be on hand (3) Henry has arranged for security (PD) when monies are taken to Wells Fargo (4) ROTC is providing 38 cadets for the event (5) Beer & wine consumption will end at 3:30 (6) Universal will provide cleaning service when the event ends at 4:00**
- **Board Recruitment: 2 Board and 2 Community Member positions are available. Robert Hernandez will fill one of the Board positions. Henry asked that we all work on recruitment**
- **Discussion ensued on bringing ‘order’ to our WGBA monthly meetings – to many ‘side bar’ discussions going on.**
- **It was restated that at our last monthly Board meeting, that spending \$2,000.00 for Halloween candy had been approved. This is help defer some of the cost spent by our merchants that participate in giving out candy to the children**
- **Holiday Wreaths – Kandy presented the quote received from Charlie. Some discussion on possibly reducing the costs – Kandy to go back to Charlie for a quote revision and be prepared to present to the Board.**
- **By Law Change – e-mail to be sent to CBID members describing the change and soliciting approval.**
- **Office Schedule – Staff will be asked to put together a schedule of office hours now that we are fully staffed. Schedule to include who is working on which events. Emilie to speak with Kandy and Steff and work with them on generating the requested schedule.**

**Meeting was adjourned at 9:10 a.m.**

**Respectively submitted**

**Emilie Highley, Secretary**

**Willow Glen Business Association**

**Board Members – Please check your name  
Guests – Please sign in**

**Willow Glen Business Association  
October 9th, 2018 Membership & Board Meeting**

**Board Members – Please check in**

- Mulcahy, Tim
- Flynn, Henry
- O'Hara, Lisa
- Hernandez, Robert
- Highley, Emilie

- Bejan, Frank
- Johnson, Bobbie
- Kouretas, Chris
- Pisacane, John
- Rodriguez, Matthew

- Rovai, Lynne
- Stump, Jim
- Falcone, Vince
- McAfee, William

**Guests – Please print**

Name	Business	Phone & E-mail
1. Serena Desai	Council Assistant to Council member Denis	408 535 4906 serena.desai@sanjose.ca.gov
2.		
3.		
4.		
5.		

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

September 2018

	September 2018				Total	Fundraising Events		Total
	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID (Fundraising Events)		Bubbly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	
Ordinary Income/Expense								
Income								
Event Revenue	0.00	0.00	0.00	0.00	0.00	25.00	25.00	0.00
Eventbrite Ticket Sales	0.00	0.00	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	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	0.00
<b>Total Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>25.00</b>	<b>25.00</b>	<b>25.00</b>
Gross Profit	0.00	0.00	0.00	0.00	0.00	25.00	25.00	25.00
Expense								
Advertising and P/R	0.00	0.00	0.00	0.00	294.98	294.98	589.96	0.00
Contract Services	525.00	1,080.00	10,500.10	12,105.10	0.00	0.00	0.00	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	484.50	0.00	0.00	484.50	0.00	0.00	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	625.00	625.00	0.00
Personnel	713.39	95.84	1,772.92	2,582.15	0.00	0.00	0.00	0.00
Professional Fees	600.00	0.00	0.00	600.00	0.00	0.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	0.00	0.00	0.00	0.00	0.00	70.84	70.84	0.00
Telephone and Internet	0.00	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	0.00
<b>Total Expense</b>	<b>2,322.89</b>	<b>1,261.14</b>	<b>12,273.02</b>	<b>15,857.05</b>	<b>294.98</b>	<b>990.82</b>	<b>1,285.80</b>	<b>1,285.80</b>
Net Ordinary Income	-2,322.89	-1,261.14	-12,273.02	-15,857.05	-294.98	-965.82	-1,260.80	-1,260.80
	<b>-2,322.89</b>	<b>-1,261.14</b>	<b>-12,273.02</b>	<b>-15,857.05</b>	<b>-294.98</b>	<b>-965.82</b>	<b>-1,260.80</b>	<b>-1,260.80</b>

## Willow Glen Business Association Profit & Loss by Class

September 2018

	Member Relations	BBQ in the Glen (Promotions & Events)	Holidays (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
Event Revenue	0.00	33,051.05	0.00	0.00	33,051.05
Eventbrite Ticket Sales	0.00	6,090.00	0.00	0.00	6,090.00
Grants	0.00	4,845.00	0.00	0.00	4,845.00
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	0.00	3,001.00	0.00	0.00	3,001.00
<b>Total Income</b>	<b>0.00</b>	<b>46,987.05</b>	<b>0.00</b>	<b>0.00</b>	<b>46,987.05</b>
<b>Expense</b>					
<b>Gross Profit</b>	<b>0.00</b>	<b>46,987.05</b>	<b>0.00</b>	<b>0.00</b>	<b>46,987.05</b>
<b>Expense</b>					
Advertising and P/R	0.00	25.00	0.00	0.00	25.00
Contract Services	0.00	2,727.23	0.00	0.00	2,727.23
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	8,974.12	0.00	0.00	8,974.12
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	0.00	871.00	0.00	0.00	871.00
Personnel	0.00	0.00	0.00	0.00	0.00
Professional Fees	0.00	0.00	0.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00
Supplies	0.00	26,876.54	2,500.00	64.99	29,441.53
Telephone and Internet	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	<b>0.00</b>	<b>39,473.89</b>	<b>2,500.00</b>	<b>64.99</b>	<b>42,038.88</b>
<b>Net Ordinary Income</b>	<b>0.00</b>	<b>7,513.16</b>	<b>-2,500.00</b>	<b>-64.99</b>	<b>4,948.17</b>
	<b>0.00</b>	<b>7,513.16</b>	<b>-2,500.00</b>	<b>-64.99</b>	<b>4,948.17</b>

**Willow Glen Business Association**  
**Profit & Loss by Class**  
September 2018

	WGBA	
	Admin	TOTAL
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
Event Revenue	0.00	33,076.05
Eventbrite Ticket Sales	0.00	6,090.00
Grants	0.00	4,845.00
Interest Income	0.25	0.25
Member Dues	0.00	0.00
Sponsorships	0.00	3,001.00
<b>Total Income</b>	<b>0.25</b>	<b>47,012.30</b>
<b>Expense</b>		
Gross Profit	0.25	47,012.30
<b>Expense</b>		
Advertising and P/R	0.00	614.96
Contract Services	0.00	14,832.33
Dues and Subscriptions	95.00	95.00
Equipment Rental	561.65	9,535.77
Insurance	97.04	581.54
Meetings	16.95	16.95
Permits and Fees	0.00	1,496.00
Personnel	2,756.65	5,338.80
Professional Fees	0.00	600.00
Rent	250.00	250.00
Supplies	747.70	30,260.07
Telephone and Internet	156.00	156.00
Website	0.00	85.30
<b>Total Expense</b>	<b>4,680.99</b>	<b>63,862.72</b>
<b>Net Ordinary Income</b>	<b>-4,680.74</b>	<b>-16,850.42</b>
	<b>-4,680.74</b>	<b>-16,850.42</b>



## Willow Glen Business Association Profit & Loss by Class

September 2018

	September 2018							Total	Member Relations
	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID	Bubby Walk Fundraising Events	Fall Wine Walk Fundraising Events	Total Fundraising Events		
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	25.00	25.00	0.00
Eventbrite Ticket Sales	0.00	0.00	0.00	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	0.00	0.00	0.00
Interest Income	0.00	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	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>25.00</b>	<b>25.00</b>	<b>0.00</b>
<b>Expense</b>									
Gross Profit	0.00	0.00	0.00	0.00	0.00	0.00	25.00	25.00	0.00
<b>Expense</b>									
Advertising and P/R	0.00	0.00	0.00	0.00	294.98	294.98	589.96	0.00	0.00
Contract Services	525.00	1,080.00	10,500.10	12,105.10	0.00	0.00	0.00	0.00	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	484.50	0.00	0.00	484.50	0.00	0.00	0.00	0.00	0.00
Meetings	0.00	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	625.00	625.00	0.00	0.00
Personnel	713.39	95.84	1,772.92	2,582.15	0.00	0.00	0.00	0.00	0.00
Professional Fees	600.00	0.00	0.00	600.00	0.00	0.00	0.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	0.00	0.00	0.00	0.00	0.00	70.84	70.84	0.00	0.00
Telephone and Internet	0.00	0.00	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	0.00	0.00
<b>Total Expense</b>	<b>2,322.89</b>	<b>1,261.14</b>	<b>12,273.02</b>	<b>15,857.05</b>	<b>294.98</b>	<b>990.82</b>	<b>1,285.80</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Ordinary Income</b>	<b>-2,322.89</b>	<b>-1,261.14</b>	<b>-12,273.02</b>	<b>-15,857.05</b>	<b>-294.98</b>	<b>-965.82</b>	<b>-1,260.80</b>	<b>0.00</b>	<b>0.00</b>
	<b>-2,322.89</b>	<b>-1,261.14</b>	<b>-12,273.02</b>	<b>-15,857.05</b>	<b>-294.98</b>	<b>-965.82</b>	<b>-1,260.80</b>	<b>0.00</b>	<b>0.00</b>

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

September 2018

	BBC in the Glen Promotions/Events	Holidays Promotions/Events	Promotions/Events/Other (Promotions/Events)	Total Promotions/ Events	WGBA Admin	TOTAL
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
Event Revenue	33,051.05	0.00	0.00	33,051.05	0.00	33,076.05
Eventbrite Ticket Sales	6,090.00	0.00	0.00	6,090.00	0.00	6,090.00
Grants	4,845.00	0.00	0.00	4,845.00	0.00	4,845.00
Interest Income	0.00	0.00	0.00	0.00	0.25	0.25
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00
Sponsorships	3,001.00	0.00	0.00	3,001.00	0.00	3,001.00
<b>Total Income</b>	<b>46,987.05</b>	<b>0.00</b>	<b>0.00</b>	<b>46,987.05</b>	<b>0.25</b>	<b>47,012.30</b>
<b>Gross Profit</b>	<b>46,987.05</b>	<b>0.00</b>	<b>0.00</b>	<b>46,987.05</b>	<b>0.25</b>	<b>47,012.30</b>
<b>Expense</b>						
Advertising and P/R	25.00	0.00	0.00	25.00	0.00	614.96
Contract Services	2,727.23	0.00	0.00	2,727.23	0.00	14,832.33
Dues and Subscriptions	0.00	0.00	0.00	0.00	95.00	95.00
Equipment Rental	8,974.12	0.00	0.00	8,974.12	561.65	9,535.77
Insurance	0.00	0.00	0.00	0.00	97.04	581.54
Meetings	0.00	0.00	0.00	0.00	16.95	16.95
Permits and Fees	871.00	0.00	0.00	871.00	0.00	1,496.00
Personnel	0.00	0.00	0.00	0.00	2,756.65	5,338.80
Professional Fees	0.00	0.00	0.00	0.00	0.00	600.00
Rent	0.00	0.00	0.00	0.00	250.00	250.00
Supplies	26,876.54	2,500.00	64.99	29,441.53	747.70	30,260.07
Telephone and Internet	0.00	0.00	0.00	0.00	156.00	156.00
Website	0.00	0.00	0.00	0.00	0.00	85.30
<b>Total Expense</b>	<b>39,473.89</b>	<b>2,500.00</b>	<b>64.99</b>	<b>42,038.88</b>	<b>4,680.99</b>	<b>63,862.72</b>
<b>Net Ordinary Income</b>	<b>7,513.16</b>	<b>-2,500.00</b>	<b>-64.99</b>	<b>4,948.17</b>	<b>-4,680.74</b>	<b>-16,850.42</b>
	<b>7,513.16</b>	<b>-2,500.00</b>	<b>-64.99</b>	<b>4,948.17</b>	<b>-4,680.74</b>	<b>-16,850.42</b>

**Willow Glen Business Association**  
**Profit & Loss Prev Year Comparison**  
**September 2018**

	Sep 18	Sep 17	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Event Revenue	33,076.05	21,482.02	11,594.03	53.97%
Eventbrite Ticket Sales	6,090.00	0.00	6,090.00	100.0%
Grants	4,845.00	0.00	4,845.00	100.0%
Interest Income	0.25	0.02	0.23	1,150.0%
Member Dues	0.00	360.00	-360.00	-100.0%
Sponsorships	3,001.00	4,075.00	-1,074.00	-26.36%
<b>Total Income</b>	<b>47,012.30</b>	<b>25,917.04</b>	<b>21,095.26</b>	<b>81.4%</b>
<b>Gross Profit</b>	<b>47,012.30</b>	<b>25,917.04</b>	<b>21,095.26</b>	<b>81.4%</b>
<b>Expense</b>				
Advertising and P/R	614.96	0.06	614.90	1,024,833.33%
Bank Service Charges	0.00	57.00	-57.00	-100.0%
City Fees	0.00	850.00	-850.00	-100.0%
Contract Services	14,832.33	12,436.46	2,395.87	19.27%
Dues and Subscriptions	95.00	95.00	0.00	0.0%
Equipment Rental	9,535.77	5,228.48	4,307.29	82.38%
Insurance	581.54	1,450.03	-868.49	-59.9%
Meetings	16.95	0.00	16.95	100.0%
Permits and Fees	1,496.00	500.00	996.00	199.2%
Personnel	5,338.80	2,920.06	2,418.74	82.83%
Professional Fees	600.00	2,232.50	-1,632.50	-73.12%
Rent	250.00	250.00	0.00	0.0%
Supplies	30,260.07	7,803.19	22,456.88	287.79%
Telephone and Internet	156.00	155.40	0.60	0.39%
Website	85.30	198.50	-113.20	-57.03%
<b>Total Expense</b>	<b>63,862.72</b>	<b>34,176.68</b>	<b>29,686.04</b>	<b>86.86%</b>
<b>Net Ordinary Income</b>	<b>-16,850.42</b>	<b>-8,259.64</b>	<b>-8,590.78</b>	<b>-104.01%</b>
<b>Net Income</b>	<b>-16,850.42</b>	<b>-8,259.64</b>	<b>-8,590.78</b>	<b>-104.01%</b>

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

	Sep 30, 18	Sep 30, 17	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
Petty Cash	0.00	13.73	-13.73	-100.0%
US Bank Checking	125,730.60	88,608.65	37,121.95	41.89%
Wells Fargo Checking	25,480.40	16,330.85	9,149.55	56.03%
<b>Total Checking/Savings</b>	<b>151,211.00</b>	<b>104,953.23</b>	<b>46,257.77</b>	<b>44.08%</b>
<b>Accounts Receivable</b>				
Accounts Receivable	6,501.00	42,036.82	-35,535.82	-84.54%
<b>Total Accounts Receivable</b>	<b>6,501.00</b>	<b>42,036.82</b>	<b>-35,535.82</b>	<b>-84.54%</b>
<b>Other Current Assets</b>				
Pre-Paid Rent	0.00	250.00	-250.00	-100.0%
Refundable Deposits	1,000.00	1,000.00	0.00	0.0%
Service Deposits	500.00	500.00	0.00	0.0%
<b>Total Other Current Assets</b>	<b>1,500.00</b>	<b>1,750.00</b>	<b>-250.00</b>	<b>-14.29%</b>
<b>Total Current Assets</b>	<b>159,212.00</b>	<b>148,740.05</b>	<b>10,471.95</b>	<b>7.04%</b>
<b>Fixed Assets</b>				
Eqpmt, Furnit., and Computers	6,561.90	6,561.90	0.00	0.0%
<b>Total Fixed Assets</b>	<b>6,561.90</b>	<b>6,561.90</b>	<b>0.00</b>	<b>0.0%</b>
<b>TOTAL ASSETS</b>	<b>165,773.90</b>	<b>155,301.95</b>	<b>10,471.95</b>	<b>6.74%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	19,271.81	4,263.86	15,007.95	351.98%
<b>Total Accounts Payable</b>	<b>19,271.81</b>	<b>4,263.86</b>	<b>15,007.95</b>	<b>351.98%</b>
<b>Other Current Liabilities</b>				
ARTWORKS Project	13,037.88	13,037.88	0.00	0.0%
CBID Contingency Reserve	26,794.06	26,794.06	0.00	0.0%
Sales Tax Payable	10.93	-4.83	15.76	326.29%
<b>Total Other Current Liabilities</b>	<b>39,842.87</b>	<b>39,827.11</b>	<b>15.76</b>	<b>0.04%</b>
<b>Total Current Liabilities</b>	<b>59,114.68</b>	<b>44,090.97</b>	<b>15,023.71</b>	<b>34.07%</b>
<b>Total Liabilities</b>	<b>59,114.68</b>	<b>44,090.97</b>	<b>15,023.71</b>	<b>34.07%</b>
<b>Equity</b>				
Accumulated Net Assets	53,265.11	14,184.27	39,080.84	275.52%
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	53,394.11	97,026.71	-43,632.60	-44.97%
<b>Total Equity</b>	<b>106,659.22</b>	<b>111,210.98</b>	<b>-4,551.76</b>	<b>-4.09%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>165,773.90</b>	<b>155,301.95</b>	<b>10,471.95</b>	<b>6.74%</b>

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

	<u>Sep 18</u>	<u>Jul - Sep 18</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>CBID</b>	0.00	100,367.93
<b>Event Revenue</b>	33,076.05	33,248.19
<b>Eventbrite Ticket Sales</b>	6,090.00	6,090.00
<b>Grants</b>	4,845.00	9,845.00
<b>Interest Income</b>	0.25	0.25
<b>Member Dues</b>	0.00	240.00
<b>Sponsorships</b>	3,001.00	9,001.00
<b>Total Income</b>	<u>47,012.30</u>	<u>158,792.37</u>
<b>Gross Profit</b>	47,012.30	158,792.37
<b>Expense</b>		
<b>Advertising and P/R</b>	614.96	1,487.49
<b>Bank Service Charges</b>	0.00	345.03
<b>City Fees</b>	0.00	2,500.00
<b>Contract Services</b>	14,832.33	37,880.03
<b>Dues and Subscriptions</b>	95.00	285.00
<b>Equipment Rental</b>	9,535.77	10,868.78
<b>Insurance</b>	581.54	1,890.42
<b>Meetings</b>	16.95	50.85
<b>Permits and Fees</b>	1,496.00	2,533.75
<b>Personnel</b>	5,338.80	11,833.43
<b>Postage and Delivery</b>	0.00	82.00
<b>Professional Fees</b>	600.00	2,670.00
<b>Rent</b>	250.00	1,000.00
<b>Sales Tax Adjustment</b>	0.00	5.28
<b>Supplies</b>	30,260.07	31,228.19
<b>Telephone and Internet</b>	156.00	468.16
<b>Website</b>	85.30	269.85
<b>Total Expense</b>	<u>63,862.72</u>	<u>105,398.26</u>
<b>Net Ordinary Income</b>	-16,850.42	53,394.11
<b>Net Income</b>	<u>-16,850.42</u>	<u>53,394.11</u>