



Willow Glen Business Association
Board of Directors & General Membership Meeting
 Agenda for Tuesday, July 9th, 2019 • 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	Robert Hernandez, President	8:00 am	Welcome
Approval of minutes	A	Approval of June Minutes	8:00 am	Review and approval of June 11th, 2019 minutes
Executive Committee Rpt	I	Executive Committee Update - Robert Hernandez	8:05 am	Review and approval of, June 28th, 2019 minutes
Treasurer's Report	A	Treasurer- Tim Mulcahy – June Financial Rpt	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 – 9:00 am	Updates
	I	Our Avenue Committee Chair: Vince Falcone Committee Update Review and Approve "Universal Line Items"		
	I	Promotions & Events Committee Chair: Lynne Rovai Committee Update Discussion, Kiosk Usage by Retail Owners Ladies' Night Out, 7/18 WG Elementary, Parents' Night Out, 10/11 Christmas Ornament Holiday Cable Car DOTA – New Event		
Neighborhood Report	I	Farmer's Market Committee Chair: Lisa O'Hara Committee Update BBQ in the Glen Committee, 9/28 Chair: Robert Hernandez Committee Update		
OPEN FORUM/ PUBLIC COMMENT – 2 MIN. EACH	G	Willow Glen Neighborhood Association Update 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.	9:00 am– 9:10 am 9:10 am - 9:20 am	
Executive Session	I	Executive Session	9:20 am- 9:30 am	
Meeting Adjournment	G	Robert Hernandez	9:30 am	
The next WGBA Board meeting will be Tuesday, August 13th, 2019 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 of Directors & General Membership Meeting
Tuesday, 11 June 2019

Willow Glen Community & Senior Center 2175 Lincoln Avenue, San Jose, CA

Board Members in Attendance: Vince Falcone, Robert Hernandez, Emilie Highley, Bobbie Johnson, Bill McAfee, Tim Mulcahy, Lisa O'Hara, Nate Perez, John Pisacane, Lisa Rivas, Matthew Rodriguez, Lynne Rovai, Steve Sibley, Jamie Sizelove – Staff: Stephanie Whaley and Kandy Stevens

Board Members Absent: Frank Bejan

Board Meeting was called to order by President Robert Hernandez at 8:05 a.m.

Approval of May WGBA Minutes – Motion was made by Lynne Rovai to approve. Second by Matthew Rodriguez. Unanimously approved.

Approval of May Executive Committee Minutes – President Hernandez reviewed the May Executive Meeting. (a) Farmer's Market was a HIT! (b) Music in the Glen – 7 dates that need to be covered by Board Members – sign up sheet was circulated. (c) DOTA replacement – Ideas brought up. Robert indicated that he would be sending out a "Google Form" to all of us to document ideas. (d) Review of the Universal Contract with a 4% increase from the previous contract. Motion was made by Nate Perez to approve. Second by Steve Sibley. Unanimously approved.

Treasurer's Report – Tim Mulcahy reported: (1) Cash on hand: \$174,519 – no accounts payable as of this report. Liabilities down. Total equity up ~ 14.5% for the current year. (2) P&L (May 2018 vs. May 2019) - Income up due to the CBID check received. (3) P&L May 2019 & YTD Comparison – 32% of our revenue came in May. . . Expenses accounted for about 9.5% of the total to date. . . Net income Y-T-D is \$100,819.40 (4) Profit & Loss - \$129,176.96 CBID check was allocated to ~25% administration and 63% maintenance of the Avenue. (5) Profit and Loss by Class – WGBA has incurred \$186,482 of expenses for the year on an allocation of \$222,094 from CBID funds. Total fundraising income - \$73,480. This is the first year without DOTA so the revenues will be down as will the expenses. Motion was made by Nate Perez to approve the financials. Second by Vince Falcone. Unanimously approved.

Member Relations Committee – Stephanie reported that there has been an increase of crime in the area. She has reached out to the SJ Police Captain for our area. Seems that most of the crimes happen in the early hours of 2-5:00 a.m. Stephanie will continue to update the Board.

Our Avenue Committee – No report – Universal contract was reviewed in the Executive Committee minutes.

Promotions & Events Committee -- Lynne Rovai reported: (1) Ladies Night Out is the next event. (2) WG PTA and the WGBA are working on a "Parent's Night Out" in October -- more info to follow. (3) Ornaments on order -- total ordered is 550 ornaments. Cost to the WGBA is \$12 -- Stores will sell for \$17 (\$5 back to the WGBA). (4) Holidays -- Roland will again be our Santa. (5) Discussion ensued on engaging with Claudette Mannina to work with us for sponsors for various events. Claudette normally gets paid 20% per sponsor that she brings on.

Farmer's Market -- A BIG hit!

BBQ in the Glen --No report

Neighborhood Report -

- (a) Kathleen Almosilino made the WGBA aware of WGNA's focus -- Guadalupe clean up.
- (b) Supervisor Susan Ellenberg, District 4, County of Santa Clara presented to the Board key issues of concern for her office: (a) Again population (b) Child care -- youth empowerment. (c) Environmental issues -- riparian rights. (d) Request for rebate programs. (e) Cameras for crime prevention. (f) Mental Health -- there is a 24 hour service 800.704.0900 Option 2

Open Forum -- (a) Serena Desal , Councilmember Dev Davis office spoke about Homeless Services (a handout was provided) (b) Kathleen Erdmann, Thrift Box indicated that they have installed cameras for purposes of crime. (c) Linda Ruiz, Park Place spoke about crime at her store.

Associate Member Applications -- One application was presented. John Pisacana made a motion to approve. Second by Nate Perez. Unanimously approved.

Meeting was adjourned at 9:05 a.m. -- Closed Session followed (all guests and staff excused).

Respectively submitted,

*Emilie Highley, Secretary
Willow Glen Business Association*

**Willow Glen Business Association
Executive Committee Meeting
Friday, June 28th 2019**

In attendance: Frank Bejan, Robert Hernandez, Bobbie Johnson, Tim Mulcahy – Staff: Kandy Stevens

Not in attendance: Emilie Highley

Meeting was called to order at 8:34 a.m. by President Hernandez. Topics discussed;

- 1. Process and procedure for the office regarding payments to the association – Staff will send out process and procedure guidelines to board members for review.**
- 2. Forensic Accountant – Robert will reach out to Nate and Steve for two forensic bid proposals.**
- 3. Our Avenue Committee, “Universal Line Items” board review and approval;**

Mulch	10 yards	\$1,200.00	per service
Statue washing	Estimated 12hr	\$1,100.00	per service
Bench Washing	Estimated 12hr	\$1,100.00	per service
Combined Statue and bench washing	Estimated 16hr	\$1,520.00	per service
Gum Removal	Quarterly allocation of 8 hrs	\$1,000.00	per service

- 4. “VolunteerLocal” website for booking volunteers – website is currently used by City of Los Altos and is working well in recruiting volunteers. Robert and staff will check on cost and all other website details.**
 - 5. Office updates; Damaged kiosk repair is completed. Avenue American flags look shop worn and need to be replaced. Office will reach out to Pacific Display for cost to replace flags.**
- Meeting was adjourned at 9:40 a.m.**

**Respectively submitted on behalf of
Emilie Highley, Willow Glen Business Association Secretary
Staff, Kandy Stevens**

Willow Glen Business Association Balance Sheet Prev Year Comparison As of June 30, 2019

	Jun 30, 19	Jun 30, 18	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	143,612.79	104,301.22	39,311.57	37.69%
Wells Fargo Checking	5,191.86	1,527.88	3,663.98	239.81%
Total Checking/Savings	148,804.65	105,829.10	42,975.55	40.61%
Accounts Receivable				
Accounts Receivable	9,066.00	454.56	8,611.44	1,894.46%
Total Accounts Receivable	9,066.00	454.56	8,611.44	1,894.46%
Other Current Assets				
Pre-Paid Rent	250.00	250.00	0.00	0.0%
Refundable Deposits	0.00	1,000.00	-1,000.00	-100.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	750.00	1,750.00	-1,000.00	-57.14%
Total Current Assets	158,620.65	108,033.66	50,586.99	46.83%
Fixed Assets				
Eqpmt, Furnit., and Computers	7,310.79	6,561.90	748.89	11.41%
Total Fixed Assets	7,310.79	6,561.90	748.89	11.41%
TOTAL ASSETS	165,931.44	114,595.56	51,335.88	44.8%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	0.00	15,578.79	-15,578.79	-100.0%
Total Accounts Payable	0.00	15,578.79	-15,578.79	-100.0%
Other Current Liabilities				
ARTWORKS Project	13,037.88	13,037.88	0.00	0.0%
CBID Contingency Reserve	31,716.79	31,716.79	0.00	0.0%
Sales Tax Payable	17.50	5,669.72	-5,652.22	-99.69%
Total Other Current Liabilities	44,772.17	50,424.39	-5,652.22	-11.21%
Total Current Liabilities	44,772.17	66,003.18	-21,231.01	-32.17%
Total Liabilities				
Equity				
Accumulated Net Assets	48,592.38	14,434.27	34,158.11	236.65%
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	72,566.89	34,158.11	38,408.78	112.44%
Total Equity	121,159.27	48,592.38	72,566.89	149.34%
TOTAL LIABILITIES & EQUITY	165,931.44	114,595.56	51,335.88	44.8%

Willow Glen Business Association
Profit & Loss Prev Year Comparison
June 2019

	Jun 19	Jun 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	-73.23	61,294.28	-61,367.51	-100.12%
Member Dues	600.00	0.00	600.00	100.0%
Sponsorships	2,666.00	2,250.00	416.00	18.49%
Total Income	3,192.77	63,544.28	-60,351.51	-94.98%
Gross Profit	3,192.77	63,544.28	-60,351.51	-94.98%
Expense				
Advertising and P/R	750.00	3,653.50	-2,903.50	-79.47%
Bank Service Charges	5.82	67.50	-61.68	-91.38%
Contingency	0.00	4,922.73	-4,922.73	-100.0%
Contract Services	10,420.94	80,461.59	-70,040.65	-87.05%
Dues and Subscriptions	95.00	95.00	0.00	0.0%
Equipment Rental	595.35	20,924.45	-20,329.10	-97.16%
Insurance	602.67	6,466.17	-5,863.50	-90.68%
Meetings	74.20	33.90	40.30	118.88%
Permits and Fees	0.00	35.00	-35.00	-100.0%
Personnel	6,456.42	2,468.08	3,988.34	161.6%
Printing and Reproduction	270.00	262.20	7.80	2.98%
Professional Fees	3,859.40	3,220.47	638.93	19.84%
Rent	250.00	250.00	0.00	0.0%
Retail Merchandise Expense	3,312.00	0.00	3,312.00	100.0%
Sales Tax Adjustment	0.00	4.83	-4.83	-100.0%
Supplies	102.00	22,268.58	-22,166.58	-99.54%
Telephone and Internet	196.18	155.79	40.39	25.93%
Website	85.30	99.25	-13.95	-14.06%
Total Expense	27,075.28	145,389.04	-118,313.76	-81.38%
Net Ordinary Income	-23,882.51	-81,844.76	57,962.25	70.82%
Net Income	-23,882.51	-81,844.76	57,962.25	70.82%

**Willow Glen Business Association
Profit & Loss YTD Comparison
June 2019**

	<u>Jun 19</u>	<u>Jul '18 - Jun 19</u>
Ordinary Income/Expense		
Income		
CBID	0.00	249,544.89
Event Revenue	-73.23	82,949.23
Eventbrite Ticket Sales	0.00	116,279.35
Grants	0.00	10,226.42
In-Kind Income	0.00	80.00
Interest Income	0.00	0.29
Member Dues	600.00	3,430.00
Retail Merchandise Income	0.00	30.00
Sponsorships	2,666.00	20,566.00
Total Income	<u>3,192.77</u>	<u>483,106.18</u>
Gross Profit	<u>3,192.77</u>	<u>483,106.18</u>
Expense		
Advertising and P/R	750.00	3,052.85
Bank Service Charges	5.82	457.33
City Fees	0.00	5,000.00
Contract Services	10,420.94	163,948.83
County Fees	0.00	675.00
Dues and Subscriptions	95.00	1,140.00
Equipment Rental	595.35	50,131.17
Equipment/Furnishings	0.00	203.32
In-Kind Expense	0.00	80.00
Insurance	602.67	9,082.95
Meetings	74.20	545.43
Permits and Fees	0.00	6,865.81
Personnel	6,456.42	64,301.40
Postage and Delivery	0.00	410.96
Printing and Reproduction	270.00	3,414.21
Professional Fees	3,859.40	15,846.40
Rent	250.00	3,000.00
Retail Merchandise Expense	3,312.00	-397.60
Sales Tax Adjustment	0.00	552.08
Software	0.00	54.99
Supplies	102.00	70,461.61
Telephone and Internet	196.18	2,048.81
Website	85.30	9,663.74
Total Expense	<u>27,075.28</u>	<u>410,539.29</u>
Net Ordinary Income	<u>-23,882.51</u>	<u>72,566.89</u>
Net Income	<u>-23,882.51</u>	<u>72,566.89</u>

Willow Glen Business Association
YTD Profit & Loss by Class
July 2018 through June 2019

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen Fundraising	BeerWalk Fundraising	Bubbly Walk Fundraising	DOTA Fundraising	Fall Wine Walk Fundraising	Spring Wine Walk Fundraising	Total Fundraising Events	Member Relations
Ordinary Income/Expense													
Income													
CBID	62,901.82	4,990.89	27,449.95	154,202.23	249,544.89	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	0.00	0.00	0.00	0.00	32,106.05	1,000.00	750.00	0.00	625.00	1,055.00	35,536.05	0.00
Eventbrite Ticket Sales	0.00	0.00	0.00	0.00	0.00	6,090.00	0.00	50,128.88	0.00	24,345.47	35,715.00	116,279.35	0.00
Grants	0.00	0.00	0.00	0.00	0.00	4,845.00	0.00	0.00	5,381.42	0.00	0.00	10,226.42	0.00
In-Kind Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	80.00	0.00
Interest Income	0.00	0.00	0.00	0.00	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	0.00	0.00	0.00	3,430.00
Retail Merchandise	0.00	0.00	0.00	0.00	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	18,166.00	0.00	0.00	0.00	0.00	2,400.00	20,566.00	0.00
Total Income	62,901.82	4,990.89	27,449.95	154,202.23	249,544.89	61,207.05	1,000.00	50,878.88	5,381.42	24,970.47	39,250.00	182,687.82	3,430.00
Gross Profit	62,901.82	4,990.89	27,449.95	154,202.23	249,544.89	61,207.05	1,000.00	50,878.88	5,381.42	24,970.47	39,250.00	182,687.82	3,430.00
Expense													
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	597.53	0.00	294.98	0.00	300.34	110.00	1,302.85	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.23
City Fees	5,000.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	6,300.00	0.00	1,480.00	133,008.85	140,788.85	12,701.63	0.00	2,172.20	0.00	1,886.20	1,765.00	18,525.03	0.00
County Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	675.00	675.00	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	7,118.33	0.00	0.00	0.00	7,118.33	10,686.30	0.00	748.92	0.00	682.26	837.63	12,955.11	0.00
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
In-Kind Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	80.00	0.00
Insurance	7,139.50	0.00	0.00	0.00	7,139.50	0.00	0.00	0.00	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	0.00	0.00	0.00	248.91
Permits and Fees	10.00	0.00	0.00	0.00	10.00	4,681.81	0.00	1,025.00	0.00	875.00	250.00	6,831.81	0.00
Personnel	8,884.86	0.00	1,143.43	21,151.62	31,179.91	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	13.84	0.00	0.00	0.00	13.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,352.08	2,352.08	0.00
Professional Fees	13,316.40	0.00	0.00	0.00	13,316.40	0.00	0.00	450.00	0.00	550.00	350.00	1,350.00	0.00
Rent	2,750.00	0.00	0.00	0.00	2,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	575.79	575.79	0.00
Software	0.00	0.00	0.00	0.00	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	23,316.61	0.00	18,875.38	1,048.80	9,850.48	10,802.15	63,893.42	126.69
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	1,258.76	0.00	1,258.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	50,532.93	0.00	3,882.19	154,160.47	208,575.59	51,983.88	0.00	23,566.48	1,048.80	14,144.28	17,797.65	108,541.09	385.83
Net Ordinary Income	12,368.89	4,990.89	23,567.76	41.76	40,969.30	9,223.17	1,000.00	27,312.40	4,332.62	10,826.19	21,452.35	74,146.73	3,044.17
Net Income	12,368.89	4,990.89	23,567.76	41.76	40,969.30	9,223.17	1,000.00	27,312.40	4,332.62	10,826.19	21,452.35	74,146.73	3,044.17

Willow Glen Business Association
YTD Profit & Loss by Class
July 2018 through June 2019

	Halloween	Holidays	Spring LNO	Summer LNO	Promotions & Events - Other	Total	Strategic	WGBA	
	(Promotions & Events)	(Promotions & Events)	(Promotions & Events)	(Promotions & Events)	(Promotions & Events)	Promotions & Events	Marketing	Admin	TOTAL
Ordinary Income/Expense									
Income									
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	249,544.89
Event Revenue	0.00	47,384.01	0.00	0.00	0.00	47,384.01	0.00	29.17	82,949.23
Eventbrite Ticket Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	116,279.35
Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,226.42
In-Kind Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.29	0.29
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,430.00
Retail Merchandise	0.00	30.00	0.00	0.00	0.00	30.00	0.00	0.00	30.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,566.00
Total Income	0.00	47,414.01	0.00	0.00	0.00	47,414.01	0.00	29.46	483,106.18
Gross Profit	0.00	47,414.01	0.00	0.00	0.00	47,414.01	0.00	29.46	483,106.18
Expense									
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	1,750.00	0.00	3,052.85
Bank Service Charges	0.00	0.85	0.00	0.00	0.00	0.85	0.00	446.25	457.33
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Contract Services	1,980.00	1,554.95	0.00	100.00	0.00	3,634.95	0.00	1,000.00	163,948.83
County Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	675.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,140.00	1,140.00
Equipment Rental	0.00	29,700.00	0.00	0.00	0.00	29,700.00	0.00	357.73	50,131.17
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	203.32	203.32
In-Kind Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,943.45	9,082.95
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	296.52	545.43
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24.00	6,865.81
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	33,121.49	64,301.40
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	397.12	410.96
Printing/Reproduction	0.00	0.00	270.00	270.00	0.00	540.00	0.00	522.13	3,414.21
Professional Fees	0.00	50.00	350.00	750.00	0.00	1,150.00	0.00	30.00	15,846.40
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00	3,000.00
Retail Merchandise	0.00	-397.60	0.00	0.00	0.00	-397.60	0.00	0.00	-397.60
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-23.71	552.08
Software	0.00	0.00	0.00	0.00	0.00	0.00	0.00	54.99	54.99
Supplies	1,375.64	473.19	181.63	178.90	64.99	2,274.35	0.00	4,167.15	70,461.61
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,048.81	2,048.81
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,404.98	9,663.74
Total Expense	3,355.64	31,381.39	801.63	1,298.90	64.99	36,902.55	1,750.00	54,384.23	410,539.29
Net Ordinary Income	-3,355.64	16,032.62	-801.63	-1,298.90	-64.99	10,511.46	-1,750.00	-54,354.77	72,566.89
Net Income	-3,355.64	16,032.62	-801.63	-1,298.90	-64.99	10,511.46	-1,750.00	-54,354.77	72,566.89

Willow Glen Business Association
Profit & Loss by Class

June 2019

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ Fundraising	Total Fundraising	Member Relations	Holidays Promotion	Summer LNO Promotion	Total Promotions	Strategic Marketing	WGBA Admin	TOTAL
Ordinary Income/Expense													
Income													
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-73.23	0.00	-73.23	0.00	0.00	-73.23
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	600.00	0.00	0.00	0.00	0.00	0.00	600.00
Sponsorships	0.00	0.00	0.00	0.00	2,666.00	2,666.00	0.00	0.00	0.00	0.00	0.00	0.00	2,666.00
Total Income	0.00	0.00	0.00	0.00	2,666.00	2,666.00	600.00	-73.23	0.00	-73.23	0.00	0.00	3,192.77
Gross Profit	0.00	0.00	0.00	0.00	2,666.00	2,666.00	600.00	-73.23	0.00	-73.23	0.00	0.00	3,192.77
Expense													
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00	0.00	750.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	5.82	0.00	0.00	0.00	0.00	0.00	5.82
Contract Services	525.00	0.00	9,895.94	10,420.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,420.94
Dues/Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	95.00	95.00
Equipment Rental	595.35	0.00	0.00	595.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	595.35
Insurance	602.67	0.00	0.00	602.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	602.67
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	74.20	74.20
Personnel	854.62	116.68	2,158.32	3,129.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,326.80	6,456.42
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	270.00	270.00	0.00	0.00	270.00
Professional Fees	3,829.40	0.00	0.00	3,829.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	30.00	3,859.40
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00	250.00
Retail Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,312.00	0.00	3,312.00	0.00	0.00	3,312.00
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	102.00	102.00
Telephone/Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	196.18	196.18
Website	0.00	85.30	0.00	85.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85.30
Total Expense	6,407.04	201.98	12,054.26	18,663.28	0.00	0.00	5.82	3,312.00	270.00	3,582.00	750.00	4,074.18	27,075.28
Net Ordinary Income	-6,407.04	-201.98	-12,054.26	-18,663.28	2,666.00	2,666.00	594.18	-3,385.23	-270.00	-3,655.23	-750.00	-4,074.18	-23,882.51
Net Income	-6,407.04	-201.98	-12,054.26	-18,663.28	2,666.00	2,666.00	594.18	-3,385.23	-270.00	-3,655.23	-750.00	-4,074.18	-23,882.51