



**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
 Agenda for Tuesday, June 11th, 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 May Minutes	8:00 am	Review and approval of May 14th, 2019 minutes
Executive Committee Rpt	I	Executive Committee Update - Robert Hernandez	8:05 am	Review and approval of, May 31st, 2019 minutes
Treasurer's Report	A	Universal Site Service Contract Treasurer-Tim Mulcahy – May Financial Rpt	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 – 9:00 am	Updates
	I	Stephanie, "Crime Prevention" Update <b>Our Avenue Committee</b> Chair: Vince Falcone Committee Update		
	I	<b>Promotions &amp; Events Committee</b> Chair: Lynne Rovai Committee Update Ladies' Night Out, 7/18 WG Elementary, Parents' Night Out, 10/11 Christmas Ornament Holiday Cable Car DOTA – New Event		
Neighborhood Report	I	<b>Farmer's Market Committee</b> Chair: Lisa O'Hara Committee Update  <b>BBQ in the Glen Committee</b> Chair: Robert Hernandez Committee Update, 9/28	9:00 am– 9:15 am	
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Willow Glen Neighborhood Association Update  Supervisor Susan Ellenberg, District 4, County of Santa Clara  <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.	9:15 am - 9:30 am	
Assoc Member Applications	A			
Meeting Adjournment	G	Robert Hernandez	<b>9:30 am</b>	

**The next WGBA Board meeting will be Tuesday, July 9th, 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 Meeting  
Tuesday, May 14<sup>th</sup> 2019, 8:00 a.m.  
Willow Glen Community Center, 2175 Lincoln Avenue

**Attendees:** Frank Bejan, Vince Falcone, Robert Hernandez, Bobbie Johnson, William McAfee, Tim Mulcahy, Lisa O'Hara, John Pisacane, Sara Rivas, Matthew Rodriguez, Lynne Rovai, Steve Sibley, Jamie Sizelove  
**Staff:** Stephanie Whaley and Kandy Stevens

**Not in attendance:** Emilie Highley, Nate Perez

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

**Approval of Minutes:** Lynne Rovai made a motion to amend and approve the April minutes. Second by Bill McAfee. Unanimously approved.

**Executive Committee Minutes:** April minutes were reviewed by President Hernandez. Acceptance of April minutes, Lynne Rovai. Second by Bobbie Johnson.

**Executive Committee Update:** Robert requested a vote to remove Josh Hanoka from the board due to lack of participation. Lynne Rovai made a motion to approve. Second by Bill McAfee. Unanimously approved. John Piscane reviewed recommendations to update WGBA current Bylaws (see attachment). Robert gave an update to the board on the removal of the damaged statue and new replacement.

**Treasurer's Report:** Tim Mulcahy reported: (a) We have not yet received this year's CBID check. (b) Balance sheet, cash on hand April 30<sup>th</sup> is \$61,162 is \$100,000 less than LY. Liabilities are the same as LY. (c) P & L Comparison 2018 vs. 2019, the Spring Wine Walk produced roughly \$37,000 roughly the same as last year. Expenses for the month were \$11,565 mostly due to expenses incurred for LY DOTA event and other contractual obligations. (d) P & L April 2019, April was a good month due to the Wine Walk. We were slightly positive. (e) To date we have spent \$167,074.10 for an average of \$16,707 per month. So far this year we have profited \$68,553 from fundraising. Motion made by Steve Sibley to approve. Second by John Piscane. Unanimously approved.

**Action items to be approved by board:** (a) CPA financial review for 2016-17. Lynne Rovai made a motion to approve. Second by Tim Mulcahy. Unanimously approved. (b) CPA financial review for 2017-18. Bobbie Johnson made a motion to approve. Second by Vince Falcone. Unanimously approved. (c) CBID budget for 2019-2020 year. John Piscane made a motion to approve. Second by Lynne Rovai. Unanimously approved.

**Our Avenue Committee:** Bill McAfee reported all lights are fixed on Lincoln Avenue.

**Farmers' Market:** Lisa O'Hara reported the WG Farmer's Market new location at the WG Elementary School is a "Go". Market start date is Saturday, June 8<sup>th</sup>, 9:00-1:00 PM.

***Board Orientation: The better part of the meeting was dedicated to the presentation made by Robert Hernandez regarding the WGBA Board Presentation (a handout was given to all Board Members). Robert emphasized the importance for all board members to; attend the once a month WGBA meeting and join at least one WGBA committee.***

***Open Forum: (a) District 6 Councilmember Dev Davis, discussion on growing homeless issues in the community (b) Serena Desai from Councilmember Dev Davis' office (c) Kathleen Erdmann "The Thrift Box"***

***Associate Member Application: One application received, "Silicon Valley Moving & Storage" non-retail business,***

***Meeting was adjourned at 9:30 a.m.***

***Respectively submitted,***

***WGBA Staff***

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Article I, Section 3: Make an amendment that states that the office may be moved to another location without a bylaws amendment.

Art IV, Sec 1: lower the number of directors to 15 (or any odd number to prevent ties).

Art IV, Sec 3: make the number of directors consistent with Sec 1

Art VIII, Sec 1: consider a minimum # of meetings, say 8 or 9, annually, instead of a monthly requirement. Perhaps add a provision that the president, with email approval of 2/3 rds of the Board, may hold a phone or videoconference meeting in place of a regular meeting

Art VII, Sec 2: make consistent with the changes in Sec 1

Art IX, Sec 2, 3: clarify rules so that no need for an election if there is only one nominee for any position

Art IX, Sec 5a: this just needs to be formatted like the rest of the document

Art X, Sec 1: consider requiring a 2/3rds vote to remove a director. You wouldn't want a narrow majority to remove their opponents without cause.

Art XV: make the requirement for notice more modern with email added to US mail

**John M Pisacane DMD**

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Willow Glen Business Association  
Executive Committee Meeting  
Friday, May 31<sup>st</sup> 2019

Attendance: Frank Bejan, Robert Hernandez, Bobbie Johnson, Tim Mulcahy, Lynne Rovai –  
Staff: Kandy Stevens  
Not in attendance: Emilie Highley

Meeting was called to order at 8:39 by President Hernandez. Topics discussed;

1. Damaged artwork on the avenue update – WGBA board member Steve Sibley prepared an artwork release agreement for the damaged sculpture. The contract was approved by the board. Kandy will submit the agreement to Lynn Rogers from City of San Jose Cultural Affairs and follow up with a removal date.
2. Farmers' Market- WGBA will request a booth for the Farmers' Market opening. Kandy will follow up by contacting Ron from Urban Village for approval. Robert and Kandy will represent WGBA and promote "Ladies' Night Out event".
3. "Music in the Glen"- Kiwanis Club is requesting a sponsorship fee of \$1,500 for the concert series. The board will agree to pay \$750 and attend (set-up a WGBA booth) half of the series. Kandy will contact Michael Rubino with the counter offer.
4. Storage Unit- WGBA storage unit annual rental fee is waived for another year.
5. Promotions & Events Committee - Lynne proposed creating a sponsorship packet for future events. She recommended contacting Claudette Mannina from Designing Leads to help put together a packet.
6. June DOTA replacement event- Robert made a request to add the topic for open discussion at June's board meeting.

Meeting was adjourned at 9:25 a.m.

Respectively submitted on behalf of  
Emilie Highley, Willow Glen Business Association Secretary

Kandy Stevens

**Willow Glen Business Association**  
**Balance Sheet Prev Year Comparison**  
As of May 31, 2019

	May 31, 19	May 31, 18	\$ Change	% Change
<b>ASSETS</b>				
Current Assets				
Checking/Savings				
US Bank Checking	171,745.39	172,892.41	-1,147.02	-0.66%
Wells Fargo Checking	2,774.54	4,587.36	-1,812.82	-39.52%
Total Checking/Savings	174,519.93	177,479.77	-2,959.84	-1.67%
Accounts Receivable				
Accounts Receivable	11,860.00	0.00	11,860.00	100.0%
Total Accounts Receivable	11,860.00	0.00	11,860.00	100.0%
Other Current Assets				
Pre-Paid Rent	0.00	250.00	-250.00	-100.0%
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	500.00	1,750.00	-1,250.00	-71.43%
Total Current Assets	186,879.93	179,229.77	7,650.16	4.27%
Fixed Assets				
Eqmnt, 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%
<b>TOTAL ASSETS</b>	<b>194,190.72</b>	<b>185,791.67</b>	<b>8,399.05</b>	<b>4.52%</b>
<b>LIABILITIES &amp; EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable	0.00	15,527.42	-15,527.42	-100.0%
Total Accounts Payable	0.00	15,527.42	-15,527.42	-100.0%
Other Current Liabilities				
ARTWORKS Project	13,037.88	13,037.88	0.00	0.0%
CBID Contingency Reserve	31,716.79	26,794.06	4,922.73	18.37%
Sales Tax Payable	24.27	-4.83	29.10	602.48%
Total Other Current Liabilities	44,778.94	39,827.11	4,951.83	12.43%
Total Current Liabilities	44,778.94	55,354.53	-10,575.59	-19.11%
Total Liabilities	44,778.94	55,354.53	-10,575.59	-19.11%
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	100,819.40	116,002.87	-15,183.47	-13.09%
Total Equity	149,411.78	130,437.14	18,974.64	14.55%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>194,190.72</b>	<b>185,791.67</b>	<b>8,399.05</b>	<b>4.52%</b>

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

	May 19	Jul '18 - May 19
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>CBID</b>	149,176.96	249,544.89
<b>Event Revenue</b>	0.00	83,022.46
<b>Eventbrite Ticket Sales</b>	0.00	116,279.35
<b>Grants</b>	0.00	15,226.42
<b>In-Kind Income</b>	0.00	80.00
<b>Interest Income</b>	0.00	0.29
<b>Member Dues</b>	300.00	2,950.00
<b>Retail Merchandise Income</b>	0.00	30.00
<b>Sponsorships</b>	5,000.00	17,400.00
<b>Total Income</b>	<u>154,476.96</u>	<u>484,533.41</u>
<b>Gross Profit</b>	154,476.96	484,533.41
<b>Expense</b>		
<b>Advertising and P/R</b>	49.23	2,302.85
<b>Bank Service Charges</b>	0.00	451.51
<b>City Fees</b>	2,500.00	5,000.00
<b>Contract Services</b>	11,143.94	153,527.89
<b>County Fees</b>	0.00	675.00
<b>Dues and Subscriptions</b>	95.00	1,045.00
<b>Equipment Rental</b>	10,549.84	49,535.82
<b>Equipment/Furnishings</b>	0.00	203.32
<b>In-Kind Expense</b>	0.00	80.00
<b>Insurance</b>	602.67	8,480.28
<b>Meetings</b>	35.87	471.23
<b>Permits and Fees</b>	10.00	6,865.81
<b>Personnel</b>	6,456.42	57,844.98
<b>Postage and Delivery</b>	17.94	410.96
<b>Printing and Reproduction</b>	0.00	3,144.21
<b>Professional Fees</b>	3,776.00	11,987.00
<b>Rent</b>	250.00	3,000.00
<b>Retail Merchandise Expense</b>	450.40	-3,709.60
<b>Sales Tax Adjustment</b>	0.00	552.08
<b>Software</b>	0.00	54.99
<b>Supplies</b>	37.96	70,359.61
<b>Telephone and Internet</b>	186.50	1,852.63
<b>Website</b>	85.30	9,578.44
<b>Total Expense</b>	<u>36,247.07</u>	<u>383,714.01</u>
<b>Net Ordinary Income</b>	118,229.89	100,819.40
<b>Net Income</b>	<u><b>118,229.89</b></u>	<u><b>100,819.40</b></u>

**Willow Glen Business Association**  
**Profit & Loss Prev Year Comparison**  
**May 2019**

	<b>May 19</b>	<b>May 18</b>	<b>\$ Change</b>	<b>% Change</b>
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>CBID</b>	149,176.96	0.00	149,176.96	100.0%
<b>Event Revenue</b>	0.00	6,758.00	-6,758.00	-100.0%
<b>Member Dues</b>	300.00	0.00	300.00	100.0%
<b>Sponsorships</b>	5,000.00	6,750.00	-1,750.00	-25.93%
<b>Total Income</b>	<u>154,476.96</u>	<u>13,508.00</u>	<u>140,968.96</u>	<u>1,043.6%</u>
<b>Gross Profit</b>	154,476.96	13,508.00	140,968.96	1,043.6%
<b>Expense</b>				
<b>Advertising and P/R</b>	49.23	1,665.73	-1,616.50	-97.05%
<b>Bank Service Charges</b>	0.00	147.05	-147.05	-100.0%
<b>City Fees</b>	2,500.00	0.00	2,500.00	100.0%
<b>Contract Services</b>	11,143.94	15,976.30	-4,832.36	-30.25%
<b>Dues and Subscriptions</b>	95.00	95.00	0.00	0.0%
<b>Equipment Rental</b>	10,549.84	561.65	9,988.19	1,778.37%
<b>Insurance</b>	602.67	587.17	15.50	2.64%
<b>Meetings</b>	35.87	0.00	35.87	100.0%
<b>Permits and Fees</b>	10.00	2,469.00	-2,459.00	-99.6%
<b>Personnel</b>	6,456.42	1,509.82	4,946.60	327.63%
<b>Postage and Delivery</b>	17.94	0.00	17.94	100.0%
<b>Professional Fees</b>	3,776.00	1,530.00	2,246.00	146.8%
<b>Rent</b>	250.00	250.00	0.00	0.0%
<b>Retail Merchandise Expense</b>	450.40	0.00	450.40	100.0%
<b>Supplies</b>	37.96	-3,843.78	3,881.74	100.99%
<b>Telephone and Internet</b>	186.50	155.79	30.71	19.71%
<b>Website</b>	85.30	85.30	0.00	0.0%
<b>Total Expense</b>	<u>36,247.07</u>	<u>21,189.03</u>	<u>15,058.04</u>	<u>71.07%</u>
<b>Net Ordinary Income</b>	<u>118,229.89</u>	<u>-7,681.03</u>	<u>125,910.92</u>	<u>1,639.25%</u>
<b>Net Income</b>	<u><b>118,229.89</b></u>	<u><b>-7,681.03</b></u>	<u><b>125,910.92</b></u>	<u><b>1,639.25%</b></u>



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

May 2019

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ Fundraising	Spring Wine Walk Fundraising	Total Fundraising	Member Relations	Holidays Promotions	Summer LNO Promotions	Total Promotions	WGBA Admin	TOTAL
<b>Ordinary Income/Expense</b>														
<b>Income</b>														
<b>CBID</b>	35,802.47	2,983.53	16,409.47	93,981.49	149,176.96	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	149,176.96
<b>Member Dues</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	300.00	0.00	0.00	0.00	0.00	300.00
<b>Sponsorships</b>	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	5,000.00
<b>Total Income</b>	35,802.47	2,983.53	16,409.47	93,981.49	149,176.96	5,000.00	0.00	5,000.00	300.00	0.00	0.00	0.00	0.00	154,476.96
<b>Gross Profit</b>	35,802.47	2,983.53	16,409.47	93,981.49	149,176.96	5,000.00	0.00	5,000.00	300.00	0.00	0.00	0.00	0.00	154,476.96
<b>Expense</b>														
<b>Advertising and P/R</b>	0.00	0.00	0.00	0.00	0.00	0.00	49.23	49.23	0.00	0.00	0.00	0.00	0.00	49.23
<b>City Fees</b>	2,500.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
<b>Contract Services</b>	525.00	0.00	0.00	10,795.94	11,320.94	0.00	-177.00	-177.00	0.00	0.00	0.00	0.00	0.00	11,143.94
<b>Dues/Subscriptions</b>	0.00	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
<b>Equipment Rental</b>	649.84	0.00	0.00	0.00	649.84	0.00	0.00	0.00	0.00	9,900.00	0.00	9,900.00	0.00	10,549.84
<b>Insurance</b>	602.67	0.00	0.00	0.00	602.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	602.67
<b>Meetings</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35.87	35.87
<b>Permits and Fees</b>	10.00	0.00	0.00	0.00	10.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00
<b>Personnel</b>	854.62	0.00	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
<b>Postage/Delivery</b>	13.84	0.00	0.00	0.00	13.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.10	17.94
<b>Professional Fees</b>	3,026.00	0.00	0.00	0.00	3,026.00	0.00	200.00	200.00	0.00	0.00	550.00	550.00	0.00	3,776.00
<b>Rent</b>	250.00	0.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00
<b>Retail Merchandise</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	450.40	0.00	450.40	0.00	450.40
<b>Supplies</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37.96	37.96
<b>Telephone/Internet</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	186.50	186.50
<b>Website</b>	0.00	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
<b>Total Expense</b>	8,431.97	0.00	201.98	12,954.26	21,588.21	0.00	72.23	72.23	0.00	10,350.40	550.00	10,900.40	3,686.23	36,247.07
<b>Net Ordinary Income</b>	27,370.50	2,983.53	16,207.49	81,027.23	127,588.75	5,000.00	-72.23	4,927.77	300.00	-10,350.40	-550.00	-10,900.40	-3,686.23	118,229.89
<b>Net Income</b>	27,370.50	2,983.53	16,207.49	81,027.23	127,588.75	5,000.00	-72.23	4,927.77	300.00	-10,350.40	-550.00	-10,900.40	-3,686.23	118,229.89

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

	ADMIN (CBID)	C & R (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen Fundraising Event	BeerWalk Fundraising Event	Bubbly Walk Fundraising Event	DOTA Fundraising Event	Fall Wine Walk Fundraising Event	Spring Wine Walk Fundraising Event	Total Fundraising Events	Member Relations
<b>Ordinary Income/Expense</b>												
<b>Income</b>												
<b>CBID</b>	62,901.82	4,990.89	154,202.23	222,094.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Event Revenue</b>	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
<b>Eventbrite Ticket Sales</b>	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
<b>Grants</b>	0.00	0.00	0.00	0.00	7,345.00	0.00	0.00	5,381.42	0.00	0.00	12,726.42	0.00
<b>In-Kind Income</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	80.00	0.00
<b>Interest Income</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Member Dues</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,950.00
<b>Retail Merchandise</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Sponsorships</b>	0.00	0.00	0.00	0.00	15,000.00	0.00	0.00	0.00	0.00	2,400.00	17,400.00	0.00
<b>Total Income</b>	62,901.82	4,990.89	154,202.23	222,094.94	60,541.05	1,000.00	50,878.88	5,381.42	24,970.47	39,250.00	182,021.82	2,950.00
<b>Gross Profit</b>	62,901.82	4,990.89	154,202.23	222,094.94	60,541.05	1,000.00	50,878.88	5,381.42	24,970.47	39,250.00	182,021.82	2,950.00
<b>Expense</b>												
<b>Advertising and P/R</b>	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
<b>Bank Service Charges</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.41
<b>City Fees</b>	5,000.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Contract Services</b>	5,775.00	0.00	123,112.91	128,887.91	12,701.63	0.00	2,172.20	0.00	1,886.20	1,765.00	18,525.03	0.00
<b>County Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	675.00	675.00	0.00
<b>Dues and Subscriptions</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Equipment Rental</b>	6,522.98	0.00	0.00	6,522.98	10,686.30	0.00	748.92	0.00	682.26	837.63	12,955.11	0.00
<b>Equipment/Furnishings</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>In-Kind Expense</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	80.00	0.00
<b>Insurance</b>	6,536.83	0.00	0.00	6,536.83	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Meetings</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	248.91
<b>Permits and Fees</b>	10.00	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
<b>Personnel</b>	8,030.24	0.00	18,993.30	27,023.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Postage and Delivery</b>	13.84	0.00	0.00	13.84	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Printing/Reproduction</b>	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
<b>Professional Fees</b>	9,487.00	0.00	0.00	9,487.00	0.00	0.00	450.00	0.00	550.00	350.00	1,350.00	0.00
<b>Rent</b>	3,000.00	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Retail Merchandise</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Sales Tax Adjustment</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	575.79	575.79	0.00
<b>Software</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Supplies</b>	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
<b>Telephone and Internet</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Website</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	44,375.89	0.00	142,106.21	186,482.10	51,983.88	0.00	23,566.48	1,048.80	14,144.28	17,797.65	108,541.09	380.01
<b>Net Ordinary Income</b>	18,525.93	4,990.89	12,096.02	35,612.84	8,557.17	1,000.00	27,312.40	4,332.62	10,826.19	21,452.35	73,480.73	2,569.99
<b>Net Income</b>	18,525.93	4,990.89	12,096.02	35,612.84	8,557.17	1,000.00	27,312.40	4,332.62	10,826.19	21,452.35	73,480.73	2,569.99

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

	Halloween (Promotions & Events)	Holidays (Promotions & Events)	Spring Ladies Night Out (Promotions & Events)	Summer Ladies Night Out (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events	Strategic Marketing	WGBA Admin	TOTAL
<b>Ordinary Income/Expense</b>									
<b>Income</b>									
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	222,094.94
Event Revenue	0.00	47,457.24	0.00	0.00	0.00	47,457.24	0.00	29.17	83,022.46
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	2,500.00	0.00	0.00	0.00	2,500.00	0.00	0.00	15,226.42
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	2,950.00
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	17,400.00
<b>Total Income</b>	<b>0.00</b>	<b>49,987.24</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>49,987.24</b>	<b>0.00</b>	<b>29.46</b>	<b>457,083.46</b>
<b>Gross Profit</b>	<b>0.00</b>	<b>49,987.24</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>49,987.24</b>	<b>0.00</b>	<b>29.46</b>	<b>457,083.46</b>
<b>Expense</b>									
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	2,302.85
Bank Service Charges	0.00	0.85	0.00	0.00	0.00	0.85	0.00	446.25	451.51
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	152,047.89
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	1,045.00	1,045.00
Equipment Rental	0.00	29,700.00	0.00	0.00	0.00	29,700.00	0.00	357.73	49,535.82
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	8,480.28
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	222.32	471.23
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	29,794.69	56,818.23
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	0.00	0.00	270.00	0.00	522.13	3,144.21
Professional Fees	0.00	50.00	350.00	750.00	0.00	1,150.00	0.00	0.00	11,987.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
Retail Merchandise	0.00	-3,709.60	0.00	0.00	0.00	-3,709.60	0.00	0.00	-3,709.60
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	4,065.15	70,359.61
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,852.63	1,852.63
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,404.98	8,404.98
<b>Total Expense</b>	<b>3,355.64</b>	<b>28,069.39</b>	<b>801.63</b>	<b>1,028.90</b>	<b>64.99</b>	<b>33,320.55</b>	<b>1,000.00</b>	<b>50,310.05</b>	<b>380,033.80</b>
<b>Net Ordinary Income</b>	<b>-3,355.64</b>	<b>21,917.85</b>	<b>-801.63</b>	<b>-1,028.90</b>	<b>-64.99</b>	<b>16,666.69</b>	<b>-1,000.00</b>	<b>-50,280.59</b>	<b>77,049.66</b>
<b>Net Income</b>	<b>-3,355.64</b>	<b>21,917.85</b>	<b>-801.63</b>	<b>-1,028.90</b>	<b>-64.99</b>	<b>16,666.69</b>	<b>-1,000.00</b>	<b>-50,280.59</b>	<b>77,049.66</b>

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

**Willow Glen Business Association  
June 11th, 2019 Membership & Board Meeting**

**Board Members – Please check in**

~~Bejan, Frank~~  
 Falcone, Vince  
 Hernandez, Robert  
 Highley, Emilie  
 Johnson, Bobbie

McAfee, William  
 Mulcahy, Tim  
 O'Hara, Lisa  
 Perez, Nate  
 Pisacane, John

Rivas, Sara  
 Rodriguez, Matthew  
 Rovai, Lynne  
 Sibley, Steve  
 Szelove, Jamie

**Guests – Please print**

Name	Business	Phone & E-mail
1. <i>Kathleen Erdmann</i>	<i>Thrift Box</i>	<i>THRIFTBOXPR@<sup>Gmail</sup>gmail.com</i>
2. <i>Uinda Ruiz</i>	<i>Park Place</i>	<i>info@ParkPlaceVintage.com</i>
3. <i>Serena Desai</i>	<i>councilmember Davis office</i>	<i>serena.desai@sanjoseca.gov</i>
4. <i>Katnken Almoslino</i>	<i>WGNA</i>	<i>almoslino@comcast.net</i>
5.		

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

Name	Business	Phone & E-mail
6. Jasmine Leyva	County of Santa Clara	jasmine.leyva@bos.sccgov.org
7. Susan Ellenberg	County of Santa Clara	susan.ellenberg@bos.sccgov.org
8.		
9.		
10.		
11.		
12.		
13.		
14.		
15.		
16.		
Name	Business	Phone & E-mail