



**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
**Agenda for Tuesday, January 9th, 2024 \* 8:00 am – 10:00 am**  
 Meeting Location: The Garden Theater, 1165 Lincoln Avenue  
 Conference Room #204, located on the 2<sup>nd</sup> floor.

**I – Information Only    A – Action Required    G – Good for the Order**

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	President, Tim Mulcahy	8:00 am	Welcome
Approval of minutes	A	Approval of December Minutes	8:00 am	Review and approval of, December 11th, 2023, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of January 5th, 2024 minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – December Financial Reports	8:10 am – 8:25 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 Parklet Update Board Ballots WGBA Annual Meeting	8:25 am – 8:45 am	Updates
	I	<b>CBID Committee</b> Chair: Nate Perez Committee Update		
	I	<b>Our Avenue Committee</b> Chair: Kathleen Erdmann Committee Update		
	I	<b>Promotions &amp; Events Committee</b> Chair: Emilie Highley Committee Update Bubbly Walk 12/2 Trolley Rides New/Rebranded Events		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President – Time Certain Dr. Erin – Empress Wellness Collective Ellen Imrisek – Thrift Box  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 referrals to Staff. The Board may place the item on an agenda for a future meeting.	8:45 am – 8:55 am	
Assoc Member Applications	A		8:55 am	
Meeting Adjournment	G	Tim Mulcahy	9:00 am	

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

**The next WGBA Board meeting will be Tuesday, February 13th, 2024, time 8:00 am**  
**Meeting location: The Garden Theater, 1165 Lincoln Avenue**

*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.*



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

**Willow Glen Business Association**  
**1/9/2024, Membership & Board Meeting**

**Board Members – Please check in**

<input checked="" type="checkbox"/> Erdmann, Kathleen <input type="checkbox"/> <del>Estrada, Marets</del> <input checked="" type="checkbox"/> Hartman, Barbara	<input checked="" type="checkbox"/> Highley, Emilie <input type="checkbox"/> <del>Johanson, Bobbie</del> <input checked="" type="checkbox"/> Mulcahy, Tim <input type="checkbox"/> <del>Perez, Nate</del> <u>HARR</u>	<input checked="" type="checkbox"/> Rivas, Sara <input checked="" type="checkbox"/> Sibley, Steve <input checked="" type="checkbox"/> Sizelove, Jamie <input checked="" type="checkbox"/> Yi, Brian
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**Guests – Please print**

Name	Business	Phone & E-mail
1. ERIN HARTNETT	Empress Wellness Collective	408.966.9342 doctor@wellnessinthebay.com
2. Colin Berger	EXECUTIVE OFFICE SYSTEMS	(408) 796-3445 colin.berger@EOS-360.com
3. Frank Bejin	MARIETTE CHOCOLATE SHOP	
4. Maren Sedelquist	WENNA	
5. MARGOT HARRISON	THRIFT BOX	

**Willow Glen Business Association  
Board of Directors & General Membership Meeting  
12 December 2023**

**In Attendance: Kathleen Erdmann, Marcus Estrada, Barbara Hartman, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Steve Sibley, Jamie Szelove  
Staff: Kendra Middendorf, Jessica Reinosa**

**Guests: Ted Forsman, Community Member**

**Meeting was called to order by President Mulcahy at 8:08 a.m.**

- 1. November minutes were reviewed with one correction – Copita is not spelled with an ‘e’. A motion was made by Jamie Szelove to approve. Second by Bobbie Johnson. Unanimously approved.**
- 2. President Mulcahy reviewed the November meeting minutes. Kendra read for the Board Nate’s comments on the CBID as well as making us aware that the new “Renewal Pamphlet” will be going out. A motion was made by Steve Sibley to approve. Second by Jamie Szelove. Unanimously approved.**
- 3. Treasurer’s Report: Barbara Hartman reviewed the financials. (a) CBID check for \$105K received (b) 2023 Fundraising reviewed (c) Current cash on hand: \$259,246 – combination of WGBA Cash on Hand - \$216,835 and WG Foundation - \$42,411 A motion was made by Emilie Highley to approve. Second by Jamie Szelove. Unanimously approved. Note: A copy of the financials will be made part of the minutes.**
- 4. EventBrite Update: Steve Sibley indicated that a settlement has been reached with EventBrite. The WGBA will receive a check for \$10,000 in resolution of this dispute.**
- 5. Member Relations: a) Holiday “Shop Local” in full swing. (b) SJeconomy.com – our City continues to drive innovation enterprise and growth. WG has its own ‘landing page’ which is the 3<sup>rd</sup> most visited. (c) San Jose Shark’s – looking for more community outreach. Program is designed where there is a buy in at a ‘tier level’. The tier level has been reviewed, but very expensive.**
- 6. CBID: Tim is in the process of getting a meeting in the works to bring things together. Land by Rotten Robbie is destined to go away with plan for condo development.**
- 7. Our Avenue: Kathleen reported (a) Ground Works proposal for ‘block by block’ street maintenance received – per Kristin and Nancy, it is very vague, boiler plate info. Universal’s bid would be for one day Porter and one Ambassador (Safety Representative). (b) Mural – on the Rose Building. The Rose sisters have chosen the type of mural they want – one of historical nature. be a zoom call on Friday for further discussions. The**

WGBA has a 20K grant – cost for the mural would be roughly 12K + anti-graffiti coating. Forms will be initiated and signed. Start date to be determined. (c) Electrical issue – tied into the property at 1735 Lincoln Avenue. (Empress Wellness) Bear Electric will meet with the owner to determine if there is a short, has the power been turned off, etc. . .

8. P&E: Emilie reported: (a) BBQ in the Glen – revenue analysis reports on the financials that the loss was ~\$17,698. While it was a great Community Event, it is not one that produces revenue for the WGBA. Plans are under way to ‘rename’ the event. (b) Bubbly Walk was 12/2 – 550 tickets sold – positive revenue - \$3,345 Great variety of bubbly. (c) 12/13 was the WGBA Holiday Party at the Garden Theater. Staff is to be complemented for all their hard work in organization of the food and raffle prizes. (d) Our next P&E meeting we will be working on 2024 Events – our committee is open to ideas.
9. Open Forum –Ted Forsman, Community Member addressed the Board about his concerns of the men’s hair care salon on Brace – Xquisite Barbershop– is it more than a hair salon given the evening activity? Mr. Forsman has contacted Mayor Mahan’s office as well as reporting activity to San Jose Police.
10. Associate Member Applications – None to review.

Meeting was adjourned at 9:13 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary  
Willow Glen Business Association

**Executive Committee Meeting  
January 5, 2024**

Meeting was called to order by President Tim Mulcahy at 9:06 a.m.

Attendees: Tim Mulcahy, Emilie Highley, Barbara Hartman, Kathleen Erdmann  
Staff: Kendra Middendorf , Jessica Reinoso

The meeting was held in the WGBA conference room.

**Bylaws**

The update to the Bylaws has been ratified.

**Potential New Board Members:**

Anna Russo, and Colin Berger residents are interested in being a community members of the board. Frank Bejan and Julie Flores both business owners will join the board. The board will consist of 10 members and 4 community members. The Ballots have gone out and Kendra and Pat will count them.

**CBID**

In order for the CBID to pass, 30% of the property owners must agree to sign the petition. The new brochures for the CBID will go out with a letter to property owners with an overview of the petition. The brochures are being printed and will arrive very soon. We discussed a strategy and how best to reach 33 1/3% by February.

**Lights on Lincoln**

The Executive board will meet With Marv Bramburg, hopefully 1/26, discuss a conceptual drawing we can use to advertise for donations on social media. This will be a committee under the Foundation. A QR Code was creating more than a year ago and it needs to be connected to the Foundation bank account for the roll out.

**Budget**

Barbara and Emilie have a date to meet to establish a budget and each event will have a P&L statement to see how we did against that budget

**Annual Meeting**

The annual meeting will take place at Wheel House on Monday, January 29. Each of Exec staff should be prepared to speak on our area of responsibility.

**Insurance**

Our insurance carrier has notified the Business Association of a 30% increase and a change in terms. Renewal is in March. Many companies are not taking new customers so we will investigate.

Meeting was adjourned at 10:00 a.m.

The next board meeting will be Tuesday January 9 at 8 a.m. at the Conference Room in the Garden Theater.

Respectfully submitted,  
Kathleen Erdmann, Secretary  
Willow Glen Business Association

Willow Glen Business Association  
Profit & Loss by Class

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	Bubbly Walk (Fundraising Events)	Total Fundraising Events
Ordinary Income/Expense								
Income								
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	14,051.23	14,051.23
Eventbrite Ticket Sales	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
<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>14,051.23</b>	<b>14,051.23</b>
Gross Profit	0.00	0.00	0.00	0.00	0.00	0.00	14,051.23	14,051.23
Expense								
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	20.18	20.18
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	784.03	784.03
Contract Services	525.00	376.88	12,708.83	0.00	13,610.71	0.00	0.00	0.00
Dues and Subscriptions	64.00	0.00	0.00	0.00	64.00	0.00	0.00	0.00
Equipment Rental	450.72	0.00	0.00	0.00	450.72	0.00	1,266.89	1,266.89
Insurance	109.91	0.00	0.00	0.00	109.91	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Personnel	3,798.41	814.10	3,663.41	-34.86	8,241.06	0.00	0.00	0.00
Postage and Delivery	335.01	0.00	0.00	0.00	335.01	0.00	0.00	0.00
Professional Fees	750.00	0.00	0.00	0.00	750.00	0.00	250.00	250.00
Supplies	0.00	0.00	0.00	0.00	0.00	-2,709.58	1,553.68	-1,155.90
Telephone and Internet	181.43	0.00	0.00	0.00	181.43	0.00	0.00	0.00
<b>Total Expense</b>	<b>6,214.48</b>	<b>1,190.98</b>	<b>16,372.24</b>	<b>-34.86</b>	<b>23,742.84</b>	<b>-2,709.58</b>	<b>3,874.78</b>	<b>1,165.20</b>
<b>Net Ordinary Income</b>	<b>-6,214.48</b>	<b>-1,190.98</b>	<b>-16,372.24</b>	<b>34.86</b>	<b>-23,742.84</b>	<b>2,709.58</b>	<b>10,176.45</b>	<b>12,886.03</b>
<b>Net Income</b>	<b>-6,214.48</b>	<b>-1,190.98</b>	<b>-16,372.24</b>	<b>34.86</b>	<b>-23,742.84</b>	<b>2,709.58</b>	<b>10,176.45</b>	<b>12,886.03</b>

## Willow Glen Business Association Profit & Loss by Class

	Holidays (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events	WGBA Administration	TOTAL
<b>Ordinary Income/Expense</b>					
Income					
Event Revenue	-3,624.99	0.00	-3,624.99	0.00	10,426.24
Eventbrite Ticket Sales	5.62	0.00	5.62	0.00	5.62
Interest Income	0.00	0.00	0.00	1.68	1.68
<b>Total Income</b>	<b>-3,619.37</b>	<b>0.00</b>	<b>-3,619.37</b>	<b>1.68</b>	<b>10,433.54</b>
<b>Gross Profit</b>	<b>-3,619.37</b>	<b>0.00</b>	<b>-3,619.37</b>	<b>1.68</b>	<b>10,433.54</b>
Expense					
Advertising and P/R	0.00	0.00	0.00	0.00	20.18
Bank Service Charges	105.99	3.25	109.24	0.00	893.27
Contract Services	28,773.88	0.00	28,773.88	0.00	42,384.59
Dues and Subscriptions	0.00	0.00	0.00	0.00	64.00
Equipment Rental	561.00	0.00	561.00	0.00	2,278.61
Insurance	0.00	0.00	0.00	63.47	173.38
Meetings	0.00	0.00	0.00	29.95	29.95
Personnel	0.00	0.00	0.00	709.49	8,950.55
Postage and Delivery	0.00	0.00	0.00	0.00	335.01
Professional Fees	0.00	0.00	0.00	0.00	1,000.00
Supplies	948.00	0.00	948.00	0.00	-207.90
Telephone and Internet	0.00	0.00	0.00	24.49	205.92
<b>Total Expense</b>	<b>30,388.87</b>	<b>3.25</b>	<b>30,392.12</b>	<b>827.40</b>	<b>56,127.56</b>
<b>Net Ordinary Income</b>	<b>-34,008.24</b>	<b>-3.25</b>	<b>-34,011.49</b>	<b>-825.72</b>	<b>-45,694.02</b>
<b>Net Income</b>	<b>-34,008.24</b>	<b>-3.25</b>	<b>-34,011.49</b>	<b>-825.72</b>	<b>-45,694.02</b>

**Willow Glen Business Association**  
**Profit & Loss Prev Year Comparison**  
**December 2023**

	Dec 23	Dec 22	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>Event Revenue</b>	10,426.24	67,293.41	-56,867.17	-84.51%
<b>Eventbrite Ticket Sales</b>	5.62	0.00	5.62	100.0%
<b>Interest Income</b>	1.68	11.56	-9.88	-85.47%
<b>Member Dues</b>	0.00	60.00	-60.00	-100.0%
<b>Total Income</b>	10,433.54	67,364.97	-56,931.43	-84.51%
<b>Gross Profit</b>	10,433.54	67,364.97	-56,931.43	-84.51%
<b>Expense</b>				
<b>Advertising and P/R</b>	20.18	69.86	-49.68	-71.11%
<b>Bank Service Charges</b>	893.27	2,742.57	-1,849.30	-67.43%
<b>Contract Services</b>	42,384.59	65,605.34	-23,220.75	-35.4%
<b>Dues and Subscriptions</b>	64.00	110.00	-46.00	-41.82%
<b>Equipment Rental</b>	2,278.61	1,477.14	801.47	54.26%
<b>Insurance</b>	173.38	100.64	72.74	72.28%
<b>Meetings</b>	29.95	0.00	29.95	100.0%
<b>Personnel</b>	8,950.55	7,972.66	977.89	12.27%
<b>Postage and Delivery</b>	335.01	300.00	35.01	11.67%
<b>Professional Fees</b>	1,000.00	5,461.00	-4,461.00	-81.69%
<b>Rent</b>	0.00	250.00	-250.00	-100.0%
<b>Retail Merchandise Expense</b>	0.00	6,426.00	-6,426.00	-100.0%
<b>Supplies</b>	-207.90	12,390.49	-12,598.39	-101.68%
<b>Telephone and Internet</b>	205.92	105.28	100.64	95.59%
<b>Total Expense</b>	56,127.56	103,010.98	-46,883.42	-45.51%
<b>Net Ordinary Income</b>	-45,694.02	-35,646.01	-10,048.01	-28.19%
<b>Net Income</b>	-45,694.02	-35,646.01	-10,048.01	-28.19%

**Willow Glen Business Association**  
**Balance Sheet Prev Year Comparison**  
**As of December 31, 2023**

	Dec 31, 23	Dec 31, 22	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
Wells Fargo Checking-debit acct	11,383.61	4,864.96	6,518.65	133.99%
WF Checking -4504	164,480.48	137,742.04	26,738.44	19.41%
<b>Total Checking/Savings</b>	<b>175,864.09</b>	<b>142,607.00</b>	<b>33,257.09</b>	<b>23.32%</b>
<b>Accounts Receivable</b>				
Accounts Receivable	36,120.00	0.00	36,120.00	100.0%
<b>Total Accounts Receivable</b>	<b>36,120.00</b>	<b>0.00</b>	<b>36,120.00</b>	<b>100.0%</b>
<b>Other Current Assets</b>				
Loan to related entity	1,000.00	1,000.00	0.00	0.0%
Pre-Paid Rent	1,850.00	500.00	1,350.00	270.0%
Service Deposits	500.00	500.00	0.00	0.0%
<b>Total Other Current Assets</b>	<b>3,350.00</b>	<b>2,000.00</b>	<b>1,350.00</b>	<b>67.5%</b>
<b>Total Current Assets</b>	<b>215,334.09</b>	<b>144,607.00</b>	<b>70,727.09</b>	<b>48.91%</b>
<b>Fixed Assets</b>				
Eqpmt, Furnit., and Computers	7,310.79	7,310.79	0.00	0.0%
<b>Total Fixed Assets</b>	<b>7,310.79</b>	<b>7,310.79</b>	<b>0.00</b>	<b>0.0%</b>
<b>TOTAL ASSETS</b>	<b>222,644.88</b>	<b>151,917.79</b>	<b>70,727.09</b>	<b>46.56%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	0.00	1,600.00	-1,600.00	-100.0%
<b>Total Accounts Payable</b>	<b>0.00</b>	<b>1,600.00</b>	<b>-1,600.00</b>	<b>-100.0%</b>
<b>Other Current Liabilities</b>				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	34,361.11	28,740.89	5,620.22	19.56%
Sales Tax Payable	179.39	152.16	27.23	17.9%
<b>Total Other Current Liabilities</b>	<b>41,086.68</b>	<b>35,439.23</b>	<b>5,647.45</b>	<b>15.94%</b>
<b>Total Current Liabilities</b>	<b>41,086.68</b>	<b>37,039.23</b>	<b>4,047.45</b>	<b>10.93%</b>
<b>Total Liabilities</b>	<b>41,086.68</b>	<b>37,039.23</b>	<b>4,047.45</b>	<b>10.93%</b>
<b>Equity</b>				
Accumulated Net Assets	213,246.68	190,644.32	22,602.36	11.86%
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	-31,688.48	-75,765.76	44,077.28	58.18%
<b>Total Equity</b>	<b>181,558.20</b>	<b>114,878.56</b>	<b>66,679.64</b>	<b>58.04%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>222,644.88</b>	<b>151,917.79</b>	<b>70,727.09</b>	<b>46.56%</b>

**Willow Glen Business Association  
Profit & Loss YTD Comparison  
December 2023**

	<u>Dec 23</u>	<u>Jul - Dec 23</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>CBID</b>	0.00	105,820.90
<b>Event Revenue</b>	10,426.24	242,296.70
<b>Eventbrite Ticket Sales</b>	5.62	5.62
<b>Interest Income</b>	1.68	79.39
<b>K-rail Pass Through Income</b>	0.00	6,075.00
<b>Retail Merchandise Income</b>	0.00	927.86
<b>Sponsorships</b>	0.00	10,250.00
<b>Total Income</b>	<u>10,433.54</u>	<u>365,455.47</u>
<b>Gross Profit</b>	10,433.54	365,455.47
<b>Expense</b>		
<b>Advertising and P/R</b>	20.18	523.41
<b>Bank Service Charges</b>	893.27	12,419.84
<b>City Fees</b>	0.00	2,500.00
<b>Contract Services</b>	42,384.59	172,984.34
<b>Dues and Subscriptions</b>	64.00	634.00
<b>Equipment Rental</b>	2,278.61	32,807.12
<b>Insurance</b>	173.38	1,831.72
<b>K-Rail Pass Through Expense</b>	0.00	6,075.00
<b>Meetings</b>	29.95	226.48
<b>Permits and Fees</b>	0.00	10,647.30
<b>Personnel</b>	8,950.55	51,612.64
<b>Postage and Delivery</b>	335.01	577.01
<b>Professional Fees</b>	1,000.00	28,986.75
<b>Rent</b>	0.00	1,200.00
<b>Retail Merchandise Expense</b>	0.00	5,695.00
<b>Supplies</b>	-207.90	63,484.87
<b>Telephone and Internet</b>	205.92	3,314.47
<b>Website</b>	0.00	1,624.00
<b>Total Expense</b>	<u>56,127.56</u>	<u>397,143.95</u>
<b>Net Ordinary Income</b>	-45,694.02	-31,688.48
<b>Net Income</b>	<u><u>-45,694.02</u></u>	<u><u>-31,688.48</u></u>

Willow Glen Business Association  
YTD Profit & Loss by Class

Included through December 30, 2022

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	BeerWalk (Fundraising Events)	Bubbly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)
<b>Ordinary Income/Expense</b>										
<b>Income</b>										
CBID	26,455.23	2,116.41	11,640.30	65,608.96	0.00	105,820.90	0.00	0.00	0.00	0.00
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	57,836.31	19,685.00	39,169.85	33,076.11
Eventbrite Ticket Sales	0.00	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	0.00
K-rail Pass Through Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Income	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	0.00	7,750.00	0.00	0.00	2,000.00
<b>Total Income</b>	26,455.23	2,116.41	11,640.30	65,608.96	0.00	105,820.90	65,586.31	19,685.00	39,169.85	35,076.11
<b>Expense</b>										
<b>Gross Profit</b>	26,455.23	2,116.41	11,640.30	65,608.96	0.00	105,820.90	65,586.31	19,685.00	39,169.85	35,076.11
<b>Expense</b>										
Advertising and PIR	0.00	0.00	0.00	0.00	0.00	0.00	171.90	86.09	110.01	70.11
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	2,767.42	857.33	2,440.22	1,701.47
City Fees	0.00	0.00	0.00	0.00	2,500.00	2,500.00	0.00	0.00	0.00	0.00
Contract Services	3,150.00	0.00	556.88	87,314.18	0.00	91,021.06	25,398.99	3,082.50	2,040.49	2,114.71
Dues and Subscriptions	442.00	0.00	0.00	0.00	0.00	442.00	0.00	0.00	0.00	0.00
Equipment Rental	3,059.88	0.00	0.00	0.00	0.00	3,059.88	25,109.60	1,542.86	1,266.89	1,266.89
Insurance	549.57	0.00	0.00	0.00	0.00	549.57	614.00	0.00	0.00	0.00
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Meetings	76.73	0.00	0.00	0.00	0.00	76.73	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	4,949.28	1,431.04	1,592.98	1,584.00
Personnel	21,844.86	0.00	4,670.74	21,018.10	-139.44	47,394.26	0.00	0.00	0.00	0.00
Postage and Delivery	401.01	0.00	0.00	0.00	0.00	401.01	0.00	0.00	0.00	0.00
Professional Fees	22,693.75	0.00	0.00	0.00	0.00	22,693.75	400.00	400.00	650.00	600.00
Rent	1,200.00	0.00	0.00	0.00	0.00	1,200.00	0.00	0.00	0.00	0.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	73.59	0.00	0.00	0.00	0.00	73.59	23,498.77	8,116.58	16,048.24	13,748.75
Telephone and Internet	1,249.47	0.00	1,930.00	0.00	0.00	3,179.47	0.00	0.00	0.00	0.00
Website	450.00	0.00	1,174.00	0.00	0.00	1,624.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	55,190.86	0.00	8,331.62	108,332.28	2,360.56	174,215.32	82,909.96	15,516.40	24,148.83	21,085.93
<b>Net Ordinary Income</b>	-28,735.63	2,116.41	3,308.68	-42,723.32	-2,360.56	-68,394.42	-17,323.65	4,168.60	15,021.02	13,990.18
<b>Net Income</b>	-28,735.63	2,116.41	3,308.68	-42,723.32	-2,360.56	-68,394.42	-17,323.65	4,168.60	15,021.02	13,990.18

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

July through December 2023

	Light Up the Avenue (Fundraising Events)	Passport (Fundraising Events)	Total Fundraising Events	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	National Night Out (Promotions & Events)
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
CBID	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	245.00	150,012.27	0.00	91,929.63	0.00
Eventbrite Ticket Sales	0.00	0.00	0.00	0.00	5.62	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00
K-rail Pass Through Income	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Income	0.00	0.00	0.00	0.00	887.86	0.00
Sponsorships	0.00	0.00	9,750.00	500.00	0.00	0.00
<b>Total Income</b>	0.00	245.00	159,762.27	500.00	92,823.11	0.00
<b>Gross Profit</b>	0.00	245.00	159,762.27	500.00	92,823.11	0.00
<b>Expense</b>						
Advertising and PIR	0.00	0.00	438.11	0.00	0.00	0.00
Bank Service Charges	0.00	9.24	7,775.68	0.00	4,425.25	0.00
City Fees	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	0.00	0.00	32,636.69	1,072.96	46,953.63	800.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	0.00	29,186.24	0.00	561.00	0.00
Insurance	0.00	0.00	614.00	0.00	0.00	0.00
K-Rail Pass Through Expense	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
Permits and Fees	0.00	0.00	9,557.30	0.00	0.00	0.00
Personnel	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	0.00	0.00	2,050.00	700.00	675.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	5,695.00	0.00
Supplies	77.82	0.00	61,490.16	813.54	948.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	77.82	9.24	143,748.18	2,586.50	59,257.88	800.00
<b>Net Ordinary Income</b>	-77.82	235.76	16,014.09	-2,086.50	33,565.23	-800.00
<b>Net Income</b>	-77.82	235.76	16,014.09	-2,086.50	33,565.23	-800.00

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

July through December 2023

	Willow Glen Home Tour Books (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events	Strategic Marketing	WGBA Administration	TOTAL
<b>Ordinary Income/Expense</b>						
<b>Income</b>						
CBID	0.00	0.00	0.00	0.00	0.00	105,820.90
Event Revenue	354.80	0.00	92,284.43	0.00	0.00	242,296.70
Eventbrite Ticket Sales	0.00	0.00	5.62	0.00	0.00	5.62
Interest Income	0.00	0.00	0.00	0.00	79.39	79.39
K-rail Pass Through Income	0.00	0.00	0.00	0.00	6,075.00	6,075.00
Retail Merchandise Income	40.00	0.00	927.86	0.00	0.00	927.86
Sponsorships	0.00	0.00	500.00	0.00	0.00	10,250.00
<b>Total Income</b>	<b>394.80</b>	<b>0.00</b>	<b>93,717.91</b>	<b>0.00</b>	<b>6,154.39</b>	<b>365,455.47</b>
<b>Gross Profit</b>	<b>394.80</b>	<b>0.00</b>	<b>93,717.91</b>	<b>0.00</b>	<b>6,154.39</b>	<b>365,455.47</b>
<b>Expense</b>						
Advertising and P/R	0.00	0.00	0.00	85.30	0.00	523.41
Bank Service Charges	2.14	3.25	4,430.64	0.00	213.52	12,419.84
City Fees	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	0.00	0.00	48,826.59	0.00	500.00	172,984.34
Dues and Subscriptions	0.00	0.00	0.00	0.00	192.00	634.00
Equipment Rental	0.00	0.00	561.00	0.00	0.00	32,807.12
Insurance	0.00	0.00	0.00	0.00	668.15	1,831.72
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	6,075.00	6,075.00
Meetings	0.00	0.00	0.00	0.00	149.75	226.48
Permits and Fees	0.00	0.00	0.00	0.00	1,090.00	10,647.30
Personnel	0.00	0.00	0.00	0.00	4,218.38	51,612.64
Postage and Delivery	0.00	0.00	0.00	0.00	176.00	577.01
Professional Fees	0.00	0.00	1,375.00	0.00	2,868.00	28,986.75
Rent	0.00	0.00	0.00	0.00	0.00	1,200.00
Retail Merchandise Expense	0.00	0.00	5,695.00	0.00	0.00	5,695.00
Supplies	0.00	0.00	1,761.54	0.00	159.58	63,484.87
Telephone and Internet	0.00	0.00	0.00	0.00	135.00	3,314.47
Website	0.00	0.00	0.00	0.00	0.00	1,624.00
<b>Total Expense</b>	<b>2.14</b>	<b>3.25</b>	<b>62,649.77</b>	<b>85.30</b>	<b>16,445.38</b>	<b>397,143.95</b>
<b>Net Ordinary Income</b>	<b>392.66</b>	<b>-3.25</b>	<b>31,068.14</b>	<b>-85.30</b>	<b>-10,290.99</b>	<b>-31,688.48</b>
<b>Net Income</b>	<b>392.66</b>	<b>-3.25</b>	<b>31,068.14</b>	<b>-85.30</b>	<b>-10,290.99</b>	<b>-31,688.48</b>

**Willow Glen Community Foundation**  
**Balance Sheet**

**As of December 31, 2023**  
**Dec 31, 23**

**ASSETS**

Current Assets

Checking/Savings

Wells Fargo Checking -4496 38,551.00

Total Checking/Savings 38,551.00

Total Current Assets 38,551.00

**TOTAL ASSETS 38,551.00**

**LIABILITIES & EQUITY**

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable 14,500.00

Total Accounts Payable 14,500.00

Other Current Liabilities

Loan From WGBA 1,000.00

Total Other Current Liabilities 1,000.00

Total Current Liabilities 15,500.00

Total Liabilities 15,500.00

Equity

Unrestricted Net Assets 17,096.00

Net Income 5,955.00

Total Equity 23,051.00

**TOTAL LIABILITIES & EQUITY 38,551.00**

**Willow Glen Community Foundation**  
**Profit & Loss**  
December 2023

Dec 23

Ordinary Income/Expense	
Expense	
Business Expenses	
Business Registration Fees	<u>550.00</u>
Total Business Expenses	<u>550.00</u>
Total Expense	<u>550.00</u>
Net Ordinary Income	<u>-550.00</u>
Net Income	<u><u>-550.00</u></u>