



**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
**Agenda for Tuesday, October 11th, 2022 \* 8:00 am – 9:00 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 September Minutes	8:00 am	Review and approval of, September 13th, 2022, minutes
Executive Committee Report	I	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of September 30th, minutes
Treasurer's Report	A	Treasurer, Tim Mulcahy – September Financial Report	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	8:15 am – 8:45 am	Updates
	I	Strategic Marketing Committee Chair: Frank Bejan		
	I	CBID Committee Chair: Nate Perez		
	I	Our Avenue Committee Chair: Kathleen Erdmann		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President Willow Glen Neighborhood Assoc – Brian Yi 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.	8:45 am – 9:00 am	
Assoc Member Applications	A	None		
Meeting Adjournment	G	Tim Mulcahy	9:00 am	

**The next WGBA Board meeting will be Tuesday, November 8th, 2022, time 8:00 am**  
**Meeting location: The Garden Theater, 1165 Lincoln Avenue**

**Willow Glen Business Association  
Board Meeting Minutes  
September 13, 2022**

Meeting began at 8:08 a.m.

In Attendance: Tim Mulcahy, Nathan Perez, Lynne Rovai, Jamie Sizelove and Kathleen Erdmann

**Staff Member:** Kandy Stevens

The meeting was held in the conference room in the Garden Theater.

Meeting was called to order by President Tim Mulcahy. We did not have a quorum so no business could be conducted.

**CBID Renewal**

Nate Perez gave an update on the CBID committee. The property owners luncheon was well attended and both Nate and Tim reported on the meeting..

**Our Avenue**

- A walk of the avenue with Universal was scheduled to discuss DG (granite) needing a stableizer application.

**Member Relations:**

Staffis working on:

- Fall Wine Walk
- BBQ in the Glen

**Promotions and Events**

- Lynne Rovai reported that we are ahead of schedule for the Holiday Ornament – La Villa Delicatessen.
- The Fall Wine Walk 10/8
- Trick or Treating on the Avenue 10/28

**BBQ in the Glen is scheduled for 9/24 and is ready to go.**

- A banner was ready for Lighting up the Avenue w/ QR code.

The meeting was adjourned at 9:03 a.m.

Respectfully submitted,

Kathleen Erdmann, Secretary  
Willow Glen Business Association

Willow Glen Business Association  
Executive Board Meeting  
9/30/22

Meeting called to order at 9:04 a.m.

Present: Kathleen Erdmann, Barbara Hartman, Tim Mulcahy and Emilie Highley

Staff member: Kandy Stevens

**Barbeque in the Glen**

On the hottest day of the year we had the BBQ in the Glen. The turnout was great and there was a great (more than anticipated) turn out. We ran out of meat early in the event resulting in many refunds. Many enjoyed the event and we are now in recovery mode from an event that disappointed many. We discussed how to avoid this situation in the future and a follow up meeting will be held to review the structure of the organization for this event going forward.

The staff provided a banner with a QR code for donations to Light Up the Avenue!

**Avenue Light Project**

We met with Filipe Calderon from Bear Electric. Tim, Nate and I discussed how to proceed. We discussed long term and short term approach. To the lighting up the avenue project. LED lights where existing lights are and a MUST have vs NICE to have. We have a schematic and are compiling that information

**Universal Site Services**

We walked the avenue with Chris Dickie, and 4 other managers/supervisors with Universal.

- crushed granite needs stabilizer reapplied
- bike rack needs to be fixed to avoid injury. (they are helping)
- found other items needing attention and they are following up.
- We asked for a document to allow approval of the increase for 2023

**Commercial Tree**

Tree trimming company has been contacted to trim the trees on Lincoln Avenue They did this work for us in 2015 and submitted a proposal in 2017. They were not awarded the job in the latter and it isn't known whether the work was done that year. The trimming and clean up will help with the leaf fall.

**Board Member participation**

We discussed the previous board meeting where we lacked a quorum  
The bylaws will be presented at the October board meeting.

The meeting was adjourned at 10:40

Respectfully submitted,  
Kathleen Erdmann, Secretary

**Willow Glen Business Association**  
**Balance Sheet Prev Year Comparison**  
As of September 30, 2022

	Sep 30, 22	Sep 30, 21	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
US Bank Checking	121,314.47	230,756.93	-109,442.46	-47.43%
Wells Fargo Checking-debit acct	12,921.11	2,597.34	10,323.77	397.48%
WF Checking -4504	105,174.37	0.00	105,174.37	100.0%
<b>Total Checking/Savings</b>	<b>239,409.95</b>	<b>233,354.27</b>	<b>6,055.68</b>	<b>2.6%</b>
<b>Accounts Receivable</b>				
Accounts Receivable	500.00	1,684.00	-1,184.00	-70.31%
<b>Total Accounts Receivable</b>	<b>500.00</b>	<b>1,684.00</b>	<b>-1,184.00</b>	<b>-70.31%</b>
<b>Other Current Assets</b>				
Loan to related entity	1,000.00	0.00	1,000.00	100.0%
Pre-Paid Rent	500.00	0.00	500.00	100.0%
Service Deposits	500.00	500.00	0.00	0.0%
<b>Total Other Current Assets</b>	<b>2,000.00</b>	<b>500.00</b>	<b>1,500.00</b>	<b>300.0%</b>
<b>Total Current Assets</b>	<b>241,909.95</b>	<b>235,538.27</b>	<b>6,371.68</b>	<b>2.71%</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>249,220.74</b>	<b>242,849.06</b>	<b>6,371.68</b>	<b>2.62%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	1,987.63	4,374.16	-2,386.53	-54.56%
<b>Total Accounts Payable</b>	<b>1,987.63</b>	<b>4,374.16</b>	<b>-2,386.53</b>	<b>-54.56%</b>
<b>Other Current Liabilities</b>				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	28,740.89	54,727.12	-25,986.23	-47.48%
Sales Tax Payable	-39.36	1.69	-41.05	-2,428.99%
<b>Total Other Current Liabilities</b>	<b>35,247.71</b>	<b>61,274.99</b>	<b>-26,027.28</b>	<b>-42.48%</b>
<b>Total Current Liabilities</b>	<b>37,235.34</b>	<b>65,649.15</b>	<b>-28,413.81</b>	<b>-43.28%</b>
<b>Total Liabilities</b>	<b>37,235.34</b>	<b>65,649.15</b>	<b>-28,413.81</b>	<b>-43.28%</b>
<b>Equity</b>				
Accumulated Net Assets	191,192.26	119,152.46	72,039.80	60.46%
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	20,793.14	58,047.45	-37,254.31	-64.18%
<b>Total Equity</b>	<b>211,985.40</b>	<b>177,199.91</b>	<b>34,785.49</b>	<b>19.63%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>249,220.74</b>	<b>242,849.06</b>	<b>6,371.68</b>	<b>2.62%</b>

**Willow Glen Business Association  
 Profit & Loss YTD Comparison  
 September 2022**

	Sep 22	Jul - Sep 22
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>CBID</b>	105,117.97	105,117.97
<b>Event Revenue</b>	29,433.00	29,524.42
<b>Interest Income</b>	0.58	1.57
<b>Sponsorships</b>	2,250.00	7,250.00
<b>Total Income</b>	<u>136,801.55</u>	<u>141,893.96</u>
<b>Gross Profit</b>	136,801.55	141,893.96
<b>Expense</b>		
<b>Advertising and P/R</b>	674.00	2,511.94
<b>Bank Service Charges</b>	-4.34	180.34
<b>City Fees</b>	2,500.00	2,500.00
<b>Contract Services</b>	22,802.17	51,467.42
<b>Dues and Subscriptions</b>	55.00	65.00
<b>Equipment Rental</b>	10,494.45	16,154.59
<b>Insurance</b>	1,750.56	2,411.68
<b>Meetings</b>	29.90	886.37
<b>Miscellaneous</b>	3,760.00	3,760.00
<b>Permits and Fees</b>	5,628.80	6,636.41
<b>Personnel</b>	6,726.20	17,996.39
<b>Postage and Delivery</b>	0.00	166.00
<b>Professional Fees</b>	1,100.00	3,150.00
<b>Rent</b>	250.00	750.00
<b>Retail Merchandise Expense</b>	0.00	5,250.00
<b>Supplies</b>	4,605.68	6,390.21
<b>Telephone and Internet</b>	192.12	575.72
<b>Website</b>	183.75	248.75
<b>Total Expense</b>	<u>60,748.29</u>	<u>121,100.82</u>
<b>Net Ordinary Income</b>	76,053.26	20,793.14
<b>Other Income/Expense</b>		
<b>Other Income</b>		
<b>Other Income</b>	-120.00	0.00
<b>Total Other Income</b>	<u>-120.00</u>	<u>0.00</u>
<b>Net Other Income</b>	-120.00	0.00
<b>Net Income</b>	<u><u>75,933.26</u></u>	<u><u>20,793.14</u></u>

**Willow Glen Business Association**  
**Profit & Loss Prev Year Comparison**  
**September 2022**

	Sep 22	Sep 21	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>CBID</b>	105,117.97	0.00	105,117.97	100.0%
<b>Event Revenue</b>	29,433.00	26,860.75	2,572.25	9.58%
<b>Interest Income</b>	0.58	0.00	0.58	100.0%
<b>Sponsorships</b>	2,250.00	2,500.00	-250.00	-10.0%
<b>Total Income</b>	136,801.55	29,360.75	107,440.80	365.93%
<b>Gross Profit</b>	136,801.55	29,360.75	107,440.80	365.93%
<b>Expense</b>				
<b>Advertising and P/R</b>	674.00	0.00	674.00	100.0%
<b>Bank Service Charges</b>	-4.34	1,844.56	-1,848.90	-100.24%
<b>City Fees</b>	2,500.00	0.00	2,500.00	100.0%
<b>Contract Services</b>	22,802.17	13,262.74	9,539.43	71.93%
<b>Dues and Subscriptions</b>	55.00	65.00	-10.00	-15.39%
<b>Equipment Rental</b>	10,494.45	1,762.26	8,732.19	495.51%
<b>Insurance</b>	1,750.56	604.57	1,145.99	189.56%
<b>Meetings</b>	29.90	0.00	29.90	100.0%
<b>Miscellaneous</b>	3,760.00	0.00	3,760.00	100.0%
<b>Permits and Fees</b>	5,628.80	268.29	5,360.51	1,998.03%
<b>Personnel</b>	6,726.20	6,477.74	248.46	3.84%
<b>Printing and Reproduction</b>	0.00	294.98	-294.98	-100.0%
<b>Professional Fees</b>	1,100.00	2,264.00	-1,164.00	-51.41%
<b>Rent</b>	250.00	250.00	0.00	0.0%
<b>Retail Merchandise Expense</b>	0.00	3,927.00	-3,927.00	-100.0%
<b>Supplies</b>	4,605.68	9,252.99	-4,647.31	-50.23%
<b>Telephone and Internet</b>	192.12	185.81	6.31	3.4%
<b>Website</b>	183.75	85.30	98.45	115.42%
<b>Total Expense</b>	60,748.29	40,545.24	20,203.05	49.83%
<b>Net Ordinary Income</b>	76,053.26	-11,184.49	87,237.75	779.99%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>Other Income</b>	-120.00	0.00	-120.00	-100.0%
<b>Total Other Income</b>	-120.00	0.00	-120.00	-100.0%
<b>Net Other Income</b>	-120.00	0.00	-120.00	-100.0%
<b>Net Income</b>	<b>75,933.26</b>	<b>-11,184.49</b>	<b>87,117.75</b>	<b>778.92%</b>

**Willow Glen Business Association  
Profit & Loss by Class  
September 2022**

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen Fundraising	Fall Wine Walk Fundraising	Total Fundraising Events	Halloween Promotions	Other Promotions	Total Promotions & Events	Strategic Marketing	WGBA Admin	TOTAL
<b>Ordinary Income/Expense</b>														
<b>Income</b>														
<b>CBID</b>	26,279.49	2,102.36	11,562.98	65,173.14	105,117.97	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	105,117.97
<b>Event Revenue</b>	0.00	0.00	0.00	0.00	0.00	29,378.00	55.00	29,433.00	0.00	0.00	0.00	0.00	0.00	29,433.00
<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	0.58	0.58
<b>Sponsorships</b>	0.00	0.00	0.00	0.00	0.00	2,250.00	0.00	2,250.00	0.00	0.00	0.00	0.00	0.00	2,250.00
<b>Total Income</b>	26,279.49	2,102.36	11,562.98	65,173.14	105,117.97	31,628.00	55.00	31,683.00	0.00	0.00	0.00	0.00	0.58	136,801.55
<b>Gross Profit</b>	26,279.49	2,102.36	11,562.98	65,173.14	105,117.97	31,628.00	55.00	31,683.00	0.00	0.00	0.00	0.00	0.58	136,801.55
<b>Expense</b>														
<b>Advertising and P/R</b>	0.00	0.00	174.00	0.00	174.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	674.00
<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	0.00	-4.34	-4.34
<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	10,825.24	11,350.24	11,150.76	301.17	11,451.93	0.00	0.00	0.00	0.00	0.00	22,802.17
<b>Dues/Subscriptions</b>	55.00	0.00	0.00	0.00	55.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	55.00
<b>Equipment Rental</b>	444.05	0.00	0.00	0.00	444.05	10,050.40	0.00	10,050.40	0.00	0.00	0.00	0.00	0.00	10,494.45
<b>Insurance</b>	1,684.92	0.00	0.00	0.00	1,684.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	65.64	1,750.56
<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	29.90	29.90
<b>Miscellaneous</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	3,760.00	3,760.00
<b>Permits and Fees</b>	0.00	0.00	0.00	0.00	0.00	4,328.80	1,300.00	5,628.80	0.00	0.00	0.00	0.00	0.00	5,628.80
<b>Personnel</b>	2,857.66	0.00	600.00	2,700.00	6,157.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00	568.54	6,726.20
<b>Professional Fees</b>	1,100.00	0.00	0.00	0.00	1,100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,100.00
<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>Supplies</b>	24.37	0.00	0.00	0.00	24.37	983.84	1,601.14	2,584.98	1,448.16	464.67	1,912.83	0.00	83.50	4,605.68
<b>Telephone/Internet</b>	192.12	0.00	0.00	0.00	192.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	192.12
<b>Website</b>	5.00	0.00	178.75	0.00	183.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	183.75
<b>Total Expense</b>	9,638.12	0.00	952.75	13,525.24	24,116.11	26,513.80	3,202.31	29,716.11	1,448.16	464.67	1,912.83	500.00	4,503.24	60,748.29
<b>Net Ordinary Income</b>	16,641.37	2,102.36	10,610.23	51,647.90	81,001.86	5,114.20	-3,147.31	1,966.89	-1,448.16	-464.67	-1,912.83	-500.00	-4,502.66	76,053.26
<b>Other Income/Expense</b>														
<b>Other 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	-120.00	-120.00
<b>Total Other 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	-120.00	-120.00
<b>Net Other 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	-120.00	-120.00
<b>Net Income</b>	16,641.37	2,102.36	10,610.23	51,647.90	81,001.86	5,114.20	-3,147.31	1,966.89	-1,448.16	-464.67	-1,912.83	-500.00	-4,622.66	75,933.26

**Willow Glen Business Association**  
**YTD Profit & Loss by Class**  
July through September 2022

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Planter Box Adoption (Fundraising Events)	Total Fundraising Events	Halloween Trick or Treat (Promotions & Events)
<b>Ordinary Income/Expense</b>										
<b>Income</b>										
<b>CBID</b>	26,279.49	2,102.36	11,562.98	65,173.14	105,117.97	0.00	0.00	0.00	0.00	0.00
<b>Event Revenue</b>	0.00	0.00	0.00	0.00	0.00	29,378.00	55.00	0.00	29,433.00	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
<b>Sponsorships</b>	0.00	0.00	0.00	0.00	0.00	7,250.00	0.00	0.00	7,250.00	0.00
<b>Total Income</b>	26,279.49	2,102.36	11,562.98	65,173.14	105,117.97	36,628.00	55.00	0.00	36,683.00	0.00
<b>Gross Profit</b>	26,279.49	2,102.36	11,562.98	65,173.14	105,117.97	36,628.00	55.00	0.00	36,683.00	0.00
<b>Expense</b>										
<b>Advertising and P/R</b>	0.00	0.00	2,011.94	0.00	2,011.94	0.00	0.00	0.00	0.00	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
<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
<b>Contract Services</b>	1,575.00	0.00	0.00	37,820.49	39,395.49	11,550.76	301.17	220.00	12,071.93	0.00
<b>Dues and Subscriptions</b>	65.00	0.00	0.00	0.00	65.00	0.00	0.00	0.00	0.00	0.00
<b>Equipment Rental</b>	1,547.89	0.00	0.00	0.00	1,547.89	13,568.99	1,037.71	0.00	14,606.70	0.00
<b>Insurance</b>	1,904.76	0.00	0.00	0.00	1,904.76	0.00	0.00	0.00	0.00	0.00
<b>Meetings</b>	795.67	0.00	0.00	0.00	795.67	0.00	0.00	0.00	0.00	0.00
<b>Miscellaneous</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Permits and Fees</b>	0.00	0.00	0.00	0.00	0.00	4,966.75	1,669.66	0.00	6,636.41	0.00
<b>Personnel</b>	7,595.99	0.00	1,600.01	7,200.00	16,396.00	0.00	0.00	0.00	0.00	0.00
<b>Postage and Delivery</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Professional Fees</b>	2,300.00	0.00	0.00	0.00	2,300.00	0.00	250.00	0.00	250.00	0.00
<b>Rent</b>	750.00	0.00	0.00	0.00	750.00	0.00	0.00	0.00	0.00	0.00
<b>Retail Merchandise Expense</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Supplies</b>	169.25	0.00	0.00	0.00	169.25	1,638.72	1,714.72	0.00	3,353.44	1,448.16
<b>Telephone and Internet</b>	575.72	0.00	0.00	0.00	575.72	0.00	0.00	0.00	0.00	0.00
<b>Website</b>	5.00	0.00	243.75	0.00	248.75	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	19,784.28	0.00	3,855.70	45,020.49	68,660.47	31,725.22	4,973.26	220.00	36,918.48	1,448.16
<b>Net Ordinary Income</b>	6,495.21	2,102.36	7,707.28	20,152.65	36,457.50	4,902.78	-4,918.26	-220.00	-235.48	-1,448.16
<b>Other Income/Expense</b>										
<b>Other Income</b>										
<b>Other Income</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Other Income</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Net Other Income</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Net Income</b>	6,495.21	2,102.36	7,707.28	20,152.65	36,457.50	4,902.78	-4,918.26	-220.00	-235.48	-1,448.16



**Willow Glen Business Association**  
**YTD Profit & Loss by Class**  
July through September 2022

	Holidays (Promotions & Events)	Restaurant Week (Promotions & Events)	Summer LNO (Promotions & Events)	WG Home Tour Books (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	105,117.97
Event Revenue	0.00	0.00	0.00	91.42	0.00	91.42	0.00	0.00	29,524.42
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.57	1.57
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,250.00
<b>Total Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>91.42</b>	<b>0.00</b>	<b>91.42</b>	<b>0.00</b>	<b>1.57</b>	<b>141,893.96</b>
<b>Gross Profit</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>91.42</b>	<b>0.00</b>	<b>91.42</b>	<b>0.00</b>	<b>1.57</b>	<b>141,893.96</b>
<b>Expense</b>									
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	2,511.94
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	180.34	180.34
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	51,467.42
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	65.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,154.59
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	506.92	2,411.68
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	90.70	886.37
Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,760.00	3,760.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,636.41
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,600.39	17,996.39
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	166.00	166.00
Professional Fees	0.00	225.00	225.00	0.00	0.00	450.00	150.00	0.00	3,150.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00
Retail Merchandise Expense	5,250.00	0.00	0.00	0.00	0.00	5,250.00	0.00	0.00	5,250.00
Supplies	218.68	0.00	261.41	0.00	464.67	2,392.92	0.00	474.60	6,390.21
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	575.72
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	248.75
<b>Total Expense</b>	<b>5,468.68</b>	<b>225.00</b>	<b>486.41</b>	<b>0.00</b>	<b>464.67</b>	<b>8,092.92</b>	<b>650.00</b>	<b>6,778.95</b>	<b>121,100.82</b>
<b>Net Ordinary Income</b>	<b>-5,468.68</b>	<b>-225.00</b>	<b>-486.41</b>	<b>91.42</b>	<b>-464.67</b>	<b>-8,001.50</b>	<b>-650.00</b>	<b>-6,777.38</b>	<b>20,793.14</b>
<b>Other Income/Expense</b>									
<b>Other Income</b>									
Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Other 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>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Other 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>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Net Income</b>	<b>-5,468.68</b>	<b>-225.00</b>	<b>-486.41</b>	<b>91.42</b>	<b>-464.67</b>	<b>-8,001.50</b>	<b>-650.00</b>	<b>-6,777.38</b>	<b>20,793.14</b>

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

**As of September 30, 2022**  
**Sep 30, 22**

**ASSETS**

**Current Assets**

**Checking/Savings**

Wells Fargo Checking -4496 11,621.00

**Total Checking/Savings** 11,621.00

**Accounts Receivable**

Accounts Receivable 4,500.00

**Total Accounts Receivable** 4,500.00

**Total Current Assets** 16,121.00

**TOTAL ASSETS** 16,121.00

**LIABILITIES & EQUITY**

**Liabilities**

**Current Liabilities**

**Other Current Liabilities**

Loan From WGBA 1,000.00

**Total Other Current Liabilities** 1,000.00

**Total Current Liabilities** 1,000.00

**Total Liabilities** 1,000.00

**Equity**

Net Income 15,121.00

**Total Equity** 15,121.00

**TOTAL LIABILITIES & EQUITY** 16,121.00

**Willow Glen Community Foundation**  
**Profit & Loss by Class**  
 January through September 2022

	<u>Halloween (Community Events)</u>	<u>Total Community Events</u>	<u>BBQ in the Glen (Fundraising)</u>	<u>Fall Wine Walk (Fundraising)</u>	<u>Light Up The Avenue Campaign (Fundraising)</u>	<u>Total Fundraising</u>	<u>G&amp;A</u>	<u>TOTAL</u>
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
<b>Direct Public Support</b>								
<b>Individ, Business Contributions</b>	1,000.00	1,000.00	13,500.00	1,100.00	21.00	14,621.00	0.00	15,621.00
<b>Total Direct Public Support</b>	<u>1,000.00</u>	<u>1,000.00</u>	<u>13,500.00</u>	<u>1,100.00</u>	<u>21.00</u>	<u>14,621.00</u>	<u>0.00</u>	<u>15,621.00</u>
<b>Total Income</b>	1,000.00	1,000.00	13,500.00	1,100.00	21.00	14,621.00	0.00	15,621.00
<b>Expense</b>								
<b>Business Expenses</b>								
<b>Business Registration Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	500.00	500.00
<b>Total Business Expenses</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>500.00</u>	<u>500.00</u>
<b>Total Expense</b>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>500.00</u>	<u>500.00</u>
<b>Net Ordinary Income</b>	<u>1,000.00</u>	<u>1,000.00</u>	<u>13,500.00</u>	<u>1,100.00</u>	<u>21.00</u>	<u>14,621.00</u>	<u>-500.00</u>	<u>15,121.00</u>
<b>Net Income</b>	<u><u>1,000.00</u></u>	<u><u>1,000.00</u></u>	<u><u>13,500.00</u></u>	<u><u>1,100.00</u></u>	<u><u>21.00</u></u>	<u><u>14,621.00</u></u>	<u><u>-500.00</u></u>	<u><u>15,121.00</u></u>