



**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
**Agenda for Tuesday, September 12th, 2023 \* 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 August Minutes	8:00 am	Review and approval of, August 8th, 2023, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy Board Bylaws	8:05 am	Review and approval of August 8th, 2023, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – August 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 Holiday San Jose IT Solutions Ornaments – continuing?	8:25 am – 8:45 am	Updates
	I	<b>CBID Committee</b> Chair: Nate Perez Committee Update MDP Summary		
	I	<b>Our Avenue Committee</b> Chair: Kathleen Erdmann Committee Update Light up the Avenue		
	I	<b>Promotions &amp; Events Committee</b> Chair: Emilie Highley Committee Update Beer Walk 8/19 Willow Glen Passport 7/15-8/15 BBQ in The Glen 9/30 Fall Wine Walk 10/21		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President – Time Certain <b>Nicholas Ochoa – Office of Dev Davis</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 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	N/A	8:55 am	
Meeting Adjournment	G	Tim Mulcahy	9:00 am	

**The next WGBA Board meeting will be Tuesday, October 10th, 2023, 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.*

**Willow Glen Business Association  
Board of Directors and General Membership Meeting  
8 August 2023**

**In Attendance:** Kathleen Erdmann, Marcus Estrada, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Nate Perez, Steve Sibley, Jamie Sizelove, Brian Yi  
**Staff:** Kendra Middendorf, Jessica Reinoso

**Not in attendance:** Jim Carpeneti, Barbara Hartman, Sara Rivas

**Guests:** Ken Tavenier & Laura Hughes Almaden Valley-Willow Glen Rotary, Jillian Miya Oto, Community Food Pantry

**Meeting was called to order by President Tim Mulcahy at 8:05 a.m.**

- 1. July Board minutes were reviewed with one correction – Brian Yi (not Ye) A motion was made by Nate Perez to approve. Second by Bobbie Johnson. Unanimously approved.**
- 2. Tim reviewed the Executive Committee minutes. Motion was made by Steve Sibley to approve. Second by Nate Perez. Unanimously approved.**
- 3. Treasurers Report: Tim reviewed the Financials CBID check for \$105,820.90 was received. \$36,000 – Foundation funds. Need to clear up the \$1,000 loan. Discussion ensued on the Community Foundation and how checks are written and funds received. A motion was made by Nate Perez to approve. Second by Kathleen Erdmann. Unanimously approved. Note: A complete copy of the Treasurers Report is attached to these minutes.**
- 4. Members Relations: (1) Jessica Reinoso, Social Media & Events Coordinator joined us and was introduced to the Board. (2) A phone for office use only has been purchased – the number is (669) 317-5976. (3) Holiday SJ Campaign – campaign to assist businesses for online presence. Campaign reaches small pockets of SJ. (4) Parklets – Removal extended to November 29<sup>th</sup> for pickup. Vin Santo remains unpaid. (5). Kendra indicated the need to transfer money into the WGBA account to cover the deposit for the Cable Car (for the Holidays) and various Beer Walk items. The need would be \$18,000. Jamie Sizelove made a motion to transfer the funds. Second by Kathleen Erdmann. Unanimously approved.**
- 5. CBID: (1) Nate made the Board aware that there has been some check counterfeiting happening at the Elementary School. Counterfeiters are lifting names from paper checks. (2) Pushing the consultants for their Management Plan and budget. Some discussion about holding workshops (2) in October for Property Owners to review the draft Management Plan.**
- 6. Our Avenue Committee: Kathleen reported (1) Lights on Meredith & Lincoln have been installed. (2) Uber drivers are parking at Meredith – Mary, Comerica are having**

vehicles towed. (3) Tim, Kendra & Kathleen met with Chris Dickey, Universal to discuss bringing Zone 2 up to Zone 1. Hire 2 porters for Zone 1. At this time, there is flexibility in the plan. (4) Lighting – The Committee is looking at where there is little to no coverage. Nancy Harmin has numbers for strings of lights – cost per tree to wrap is \$650. The Avenue has over 100 trees. Brian Yi made us aware that Solar Power is more cost effective for lighting (more ESG). Brian recommended doing a feasibility study. Motion was made by Emilie Highley to approve a feasibility study at a cost not to exceed \$100.00. Second by Jamie Sizelove. Unanimously approved. (5) Benches are looking a little worn – a quote was received from Universal for \$10,000 to repair, power wash, strip, paint. Quote is being reviewed. (6) New contact at Universal – Joshua Garcia, Vivian is the new porter.

7. P&E - (1) Beer Walk- 20 breweries on board. 50-60 bags of ice are planned. Beer trailer will be located behind the WheelHouse. The WGBA will purchase/sponsor the beer glasses. Check-in will be at BofA. (2). Passport – Event was not well attended. We will have a download meeting on what we could do better if we have the event again. (3). BBQ in the Glen – Robert joined us giving us a good overview of logistics of the day. Action items set. (4) Plans Fall Wine Walk and the Holiday are in full speed ahead mode.
8. Open Forum – (1). Ken Tavernier & Laura Hughes joined us from the Almaden Valley-Willow Glen Rotary. Ken is President of the Rotary Club and Laura is the liaison between Rotary and the WGBA. (2). Jillian Miya Oto – Community Food Pantry introduced the idea of having a food pantry located in Willow Glen that would have non-perishable items. A discussed ensued if this would be practical.
9. Associate Member Applications – None

Meeting adjourned at 9:17 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary  
Willow Glen Business Association

# Willow Glen Business Association Executive Committee Meeting 7 September 2023

In attendance: Kathleen Erdmann, Barbara Hartman, Emilie Highley, Tim Mulcahy. Staff: Kendra Middendorf & Jessica Reinoso

President Mulcahy called the meeting to order at 10:03 a.m.

1. Our Avenue – (a) Solar lights ordered and received. Meeting pushed to Monday when Brian Yi is available. Focus is to light up the Avenue. (b). Kathleen received a call from an individual that creates banners. This individual suggested banner of birds to hang on the Avenue. We questioned what type of birds? Would the Community be able to identify them? Would a mural be more in line with our focus on art?
2. A discussion ensued on whether the WGBA could be a sponsor for the BBQ in the Glen. In addition, we need to focus on the Foundation's support of "Lighting Up the Avenue" – how do we let the Community know that they can make donations toward this. Jessica will create something for Social Media.
3. Staff –
  - (a) During a previous meeting, Jessica brought up the subject of Network Security and that the contract we have has run out. She has researched other firms and brought to our attention a company called "End Sight" whom she has worked with before at her previous job. They provide 24-hour monitoring and IT support. This would provide security for our network/internet. There is a one-time charge of \$2250 and monthly of \$300 & \$67.65. Tim asked that this be put on the agenda for our monthly Board Meeting.
  - (b) Kendra has been contacted by Stanley Wong of the City regarding an audit vrs. fiscal year review. The plan is to provide a full audit in 2024. At this time, we will provide a fiscal year review of our expenses as we have done in the past. Kendra will contact Megan from our independent accounting firm to prepare the review for submittal to the City.
  - (c) WGBA Storage Unit – In the past there has been 'no charge'. Starting in October, there will be a \$183.00 monthly charge. The storage unit contains the Santa chair, tubs for the BBQ, glasses from previous events and more. We all agreed that we need to do some 'clean up' in the storage unit. We don't need all the glasses and ornaments that are stored.
4. CBID – Consultants are expected the 2<sup>nd</sup> week of October.

General Meeting was adjourned at 11:06 a.m.

1. Closed Session – Executive Committee and Staff discussed the removal of the K-rails and monthly rental payments as well as the status of the lawsuit.

Meeting was adjourned at 11:15 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary  
Willow Glen Business Association

**Willow Glen Business Association**  
**Profit & Loss by Class**  
August 2023

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	BeerWalk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Total Fundraising Events
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
Event Revenue	0.00	0.00	0.00	0.00	0.00	18,800.00	765.00	19,565.00
Interest Income	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
Sponsorships	0.00	0.00	0.00	0.00	750.00	0.00	2,000.00	2,750.00
<b>Total Income</b>	0.00	0.00	0.00	0.00	750.00	18,800.00	2,765.00	22,315.00
<b>Gross Profit</b>	0.00	0.00	0.00	0.00	750.00	18,800.00	2,765.00	22,315.00
<b>Expense</b>								
Advertising and PIR	0.00	0.00	0.00	0.00	0.00	86.09	0.00	86.09
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	829.55	40.70	870.25
Contract Services	525.00	180.00	15,208.83	15,913.83	4,637.86	2,237.00	301.51	7,176.37
Dues and Subscriptions	64.00	0.00	0.00	64.00	0.00	0.00	0.00	0.00
Equipment Rental	670.72	0.00	0.00	670.72	2,000.00	1,542.86	0.00	3,542.86
Insurance	0.00	0.00	0.00	0.00	0.00	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
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	960.00	0.00	960.00
Personnel	3,883.08	838.80	3,774.56	8,496.44	0.00	0.00	0.00	0.00
Professional Fees	750.00	0.00	0.00	750.00	150.00	400.00	0.00	550.00
Rent	400.00	0.00	0.00	400.00	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
Supplies	0.00	0.00	0.00	0.00	0.00	8,536.68	0.00	8,536.68
Telephone and Internet	314.50	0.00	0.00	314.50	0.00	0.00	0.00	0.00
<b>Total Expense</b>	6,607.30	1,018.80	18,983.39	26,609.49	6,787.86	14,592.18	342.21	21,722.25
<b>Net Ordinary Income</b>	-6,607.30	-1,018.80	-18,983.39	-26,609.49	-6,037.86	4,207.82	2,422.79	592.75
<b>Net Income</b>	-6,607.30	-1,018.80	-18,983.39	-26,609.49	-6,037.86	4,207.82	2,422.79	592.75

**Willow Glen Business Association**  
**Profit & Loss by Class**  
August 2023

	Holidays (Promotions & Events)	Total Promotions & Events	WGBA Administration	TOTAL
<b>Ordinary Income/Expense</b>				
Income				
Event Revenue	0.00	0.00	0.00	19,565.00
Interest Income	0.00	0.00	21.98	21.98
K-rail Pass Through Income	0.00	0.00	1,015.00	1,015.00
Sponsorships	0.00	0.00	0.00	2,750.00
<b>Total Income</b>	0.00	0.00	1,036.98	23,351.98
<b>Gross Profit</b>	0.00	0.00	1,036.98	23,351.98
Expense				
Advertising and PIR	0.00	0.00	0.00	86.09
Bank Service Charges	0.00	0.00	0.00	870.25
Contract Services	17,616.00	17,616.00	0.00	40,706.20
Dues and Subscriptions	0.00	0.00	0.00	64.00
Equipment Rental	0.00	0.00	0.00	4,213.58
Insurance	0.00	0.00	347.80	347.80
K-Rail Pass Through Expense	0.00	0.00	1,215.00	1,215.00
Meetings	0.00	0.00	29.95	29.95
Permits and Fees	0.00	0.00	0.00	960.00
Personnel	0.00	0.00	724.30	9,220.74
Professional Fees	0.00	0.00	0.00	1,300.00
Rent	0.00	0.00	0.00	400.00
Retail Merchandise Expense	4,368.00	4,368.00	0.00	4,368.00
Supplies	0.00	0.00	21.80	8,558.48
Telephone and Internet	0.00	0.00	20.51	335.01
<b>Total Expense</b>	21,984.00	21,984.00	2,359.36	72,675.10
<b>Net Ordinary Income</b>	-21,984.00	-21,984.00	-1,322.38	-49,323.12
<b>Net Income</b>	<b>-21,984.00</b>	<b>-21,984.00</b>	<b>-1,322.38</b>	<b>-49,323.12</b>

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

	Aug 23	Aug 22	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Event Revenue	19,565.00	91.42	19,473.58	21,301.23%
Interest Income	21.98	0.60	21.38	3,563.33%
K-rail Pass Through Income	1,015.00	0.00	1,015.00	100.0%
Sponsorships	2,750.00	5,000.00	-2,250.00	-45.0%
<b>Total Income</b>	<u>23,351.98</u>	<u>5,092.02</u>	<u>18,259.96</u>	<u>358.6%</u>
<b>Gross Profit</b>	23,351.98	5,092.02	18,259.96	358.6%
<b>Expense</b>				
Advertising and P/R	86.09	1,322.00	-1,235.91	-93.49%
Bank Service Charges	870.25	164.68	705.57	428.45%
Contract Services	40,706.20	11,750.24	28,955.96	246.43%
Dues and Subscriptions	64.00	55.00	9.00	16.36%
Equipment Rental	4,213.58	1,037.71	3,175.87	306.05%
Insurance	347.80	175.56	172.24	98.11%
K-Rail Pass Through Expense	1,215.00	0.00	1,215.00	100.0%
Meetings	29.95	822.12	-792.17	-96.36%
Permits and Fees	960.00	739.32	220.68	29.85%
Personnel	9,220.74	6,726.20	2,494.54	37.09%
Professional Fees	1,300.00	1,000.00	300.00	30.0%
Rent	400.00	250.00	150.00	60.0%
Retail Merchandise Expense	4,368.00	5,250.00	-882.00	-16.8%
Supplies	8,558.48	866.57	7,691.91	887.63%
Telephone and Internet	335.01	187.48	147.53	78.69%
<b>Total Expense</b>	<u>72,675.10</u>	<u>30,346.88</u>	<u>42,328.22</u>	<u>139.48%</u>
<b>Net Ordinary Income</b>	-49,323.12	-25,254.86	-24,068.26	-95.3%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
Other Income	0.00	120.00	-120.00	-100.0%
<b>Total Other Income</b>	<u>0.00</u>	<u>120.00</u>	<u>-120.00</u>	<u>-100.0%</u>
<b>Net Other Income</b>	0.00	120.00	-120.00	-100.0%
<b>Net Income</b>	<u><u>-49,323.12</u></u>	<u><u>-25,134.86</u></u>	<u><u>-24,188.26</u></u>	<u><u>-96.23%</u></u>

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

	Aug 31, 23	Aug 31, 22	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
US Bank Checking	0.00	110,484.13	-110,484.13	-100.0%
Wells Fargo Checking-debit acct	4,921.10	3,257.32	1,663.78	51.08%
WF Checking -4504	221,141.33	43,393.25	177,748.08	409.62%
<b>Total Checking/Savings</b>	<b>226,062.43</b>	<b>157,134.70</b>	<b>68,927.73</b>	<b>43.87%</b>
<b>Accounts Receivable</b>				
Accounts Receivable	33,445.00	5,000.00	28,445.00	568.9%
<b>Total Accounts Receivable</b>	<b>33,445.00</b>	<b>5,000.00</b>	<b>28,445.00</b>	<b>568.9%</b>
<b>Other Current Assets</b>				
Loan to related entity	1,000.00	1,000.00	0.00	0.0%
Pre-Paid Rent	650.00	500.00	150.00	30.0%
Service Deposits	500.00	500.00	0.00	0.0%
<b>Total Other Current Assets</b>	<b>2,150.00</b>	<b>2,000.00</b>	<b>150.00</b>	<b>7.5%</b>
<b>Total Current Assets</b>	<b>261,657.43</b>	<b>164,134.70</b>	<b>97,522.73</b>	<b>59.42%</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>268,968.22</b>	<b>171,445.49</b>	<b>97,522.73</b>	<b>56.88%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	2,081.51	645.64	1,435.87	222.4%
<b>Total Accounts Payable</b>	<b>2,081.51</b>	<b>645.64</b>	<b>1,435.87</b>	<b>222.4%</b>
<b>Other Current Liabilities</b>				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	28,740.89	28,740.89	0.00	0.0%
Sales Tax Payable	17.42	8.58	8.84	103.03%
<b>Total Other Current Liabilities</b>	<b>35,304.49</b>	<b>35,295.65</b>	<b>8.84</b>	<b>0.03%</b>
<b>Total Current Liabilities</b>	<b>37,386.00</b>	<b>35,941.29</b>	<b>1,444.71</b>	<b>4.02%</b>
<b>Total Liabilities</b>	<b>37,386.00</b>	<b>35,941.29</b>	<b>1,444.71</b>	<b>4.02%</b>
<b>Equity</b>				
Accumulated Net Assets	204,866.90	190,644.32	14,222.58	7.46%
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	26,715.32	-55,140.12	81,855.44	148.45%
<b>Total Equity</b>	<b>231,582.22</b>	<b>135,504.20</b>	<b>96,078.02</b>	<b>70.9%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>268,968.22</b>	<b>171,445.49</b>	<b>97,522.73</b>	<b>56.88%</b>



## Willow Glen Business Association Profit & Loss YTD Comparison August 2023

	Aug 23	Jul - Aug 23
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>CBID</b>	0.00	105,820.90
<b>Event Revenue</b>	19,565.00	20,995.00
<b>Interest Income</b>	21.98	39.21
<b>K-rail Pass Through Income</b>	1,015.00	2,530.00
<b>Sponsorships</b>	2,750.00	2,750.00
<b>Total Income</b>	<u>23,351.98</u>	<u>132,135.11</u>
<b>Gross Profit</b>	23,351.98	132,135.11
<b>Expense</b>		
<b>Advertising and P/R</b>	86.09	86.09
<b>Bank Service Charges</b>	870.25	971.57
<b>City Fees</b>	0.00	2,500.00
<b>Contract Services</b>	40,706.20	57,785.53
<b>Dues and Subscriptions</b>	64.00	186.00
<b>Equipment Rental</b>	4,213.58	4,758.65
<b>Insurance</b>	347.80	524.19
<b>K-Rail Pass Through Expense</b>	1,215.00	2,430.00
<b>Meetings</b>	29.95	29.95
<b>Permits and Fees</b>	960.00	1,814.02
<b>Personnel</b>	9,220.74	17,008.98
<b>Postage and Delivery</b>	0.00	176.00
<b>Professional Fees</b>	1,300.00	2,050.00
<b>Rent</b>	400.00	800.00
<b>Retail Merchandise Expense</b>	4,368.00	4,368.00
<b>Supplies</b>	8,558.48	8,558.48
<b>Telephone and Internet</b>	335.01	522.33
<b>Website</b>	0.00	850.00
<b>Total Expense</b>	<u>72,675.10</u>	<u>105,419.79</u>
<b>Net Ordinary Income</b>	<u>-49,323.12</u>	<u>26,715.32</u>
<b>Net Income</b>	<u><b>-49,323.12</b></u>	<u><b>26,715.32</b></u>

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

July through August 2023.

ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBO in the Glen (Fundraising Events)	BeerWalk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Passport (Fundraising Events)
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
0.00	0.00	0.00	0.00	0.00	0.00	300.00	19,685.00	765.00	245.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	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	0.00	750.00	0.00	2,000.00	0.00
26,455.23	2,116.41	11,640.30	65,608.96	0.00	105,820.90	1,050.00	19,685.00	2,765.00	245.00
26,455.23	2,116.41	11,640.30	65,608.96	0.00	105,820.90	1,050.00	19,685.00	2,765.00	245.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	86.09	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	9.30	857.33	40.70	9.24
0.00	0.00	0.00	0.00	2,500.00	2,500.00	0.00	0.00	0.00	0.00
1,050.00	0.00	180.00	29,617.66	0.00	30,847.66	4,637.86	3,082.50	301.51	0.00
186.00	0.00	0.00	0.00	0.00	186.00	0.00	0.00	0.00	0.00
1,215.79	0.00	0.00	0.00	0.00	1,215.79	2,000.00	1,542.86	0.00	0.00
109.92	0.00	0.00	0.00	0.00	109.92	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	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	0.00	0.00	0.00	0.00	382.98	1,431.04	0.00	0.00
7,147.01	0.00	1,541.84	6,938.21	0.00	15,627.06	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	0.00
1,500.00	0.00	0.00	0.00	0.00	1,500.00	150.00	400.00	0.00	0.00
800.00	0.00	0.00	0.00	0.00	800.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,536.68	0.00	0.00
483.82	0.00	0.00	0.00	0.00	483.82	0.00	0.00	0.00	0.00
0.00	0.00	850.00	0.00	0.00	850.00	0.00	0.00	0.00	0.00
12,492.54	0.00	2,571.84	36,555.87	2,500.00	54,120.25	7,180.14	15,936.50	342.21	9.24
13,962.69	2,116.41	9,068.46	29,053.09	-2,500.00	51,700.65	-6,130.14	3,748.50	2,422.79	235.76
13,962.69	2,116.41	9,068.46	29,053.09	-2,500.00	51,700.65	-6,130.14	3,748.50	2,422.79	235.76

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

July through August 2023

Ordinary Income/Expense	National Night Out			WG&A Administration	TOTAL
	Total Fundraising Events	Holidays (Promotions & Events)	Total Promotions & Events		
Income					
CBID	0.00	0.00	0.00	0.00	105,820.90
Event Revenue	20,995.00	0.00	0.00	0.00	20,995.00
Interest Income	0.00	0.00	0.00	39.21	39.21
K-rail Pass Through Income	0.00	0.00	0.00	2,530.00	2,530.00
Sponsorships	2,750.00	0.00	0.00	0.00	2,750.00
<b>Total Income</b>	<b>23,745.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,569.21</b>	<b>132,135.11</b>
<b>Gross Profit</b>	<b>23,745.00</b>	<b>0.00</b>	<b>0.00</b>	<b>2,569.21</b>	<b>132,135.11</b>
Expense					
Advertising and P/R	86.09	0.00	0.00	0.00	86.09
Bank Service Charges	916.57	0.00	0.00	55.00	971.57
City Fees	0.00	0.00	0.00	0.00	2,500.00
Contract Services	8,021.87	17,616.00	800.00	500.00	57,785.53
Dues and Subscriptions	0.00	0.00	0.00	0.00	186.00
Equipment Rental	3,542.86	0.00	0.00	0.00	4,758.65
Insurance	0.00	0.00	0.00	414.27	524.19
K-Rail Pass Through Expense	0.00	0.00	0.00	2,430.00	2,430.00
Meetings	0.00	0.00	0.00	29.95	29.95
Permits and Fees	1,814.02	0.00	0.00	0.00	1,814.02
Personnel	0.00	0.00	0.00	1,381.92	17,008.98
Postage and Delivery	0.00	0.00	0.00	176.00	176.00
Professional Fees	550.00	0.00	0.00	0.00	2,050.00
Rent	0.00	0.00	0.00	0.00	800.00
Retail Merchandise Expense	0.00	4,368.00	0.00	0.00	4,368.00
Supplies	8,536.68	0.00	0.00	21.80	8,558.48
Telephone and Internet	0.00	0.00	0.00	38.51	522.33
Website	0.00	0.00	0.00	0.00	850.00
<b>Total Expense</b>	<b>23,468.09</b>	<b>21,984.00</b>	<b>800.00</b>	<b>5,047.45</b>	<b>105,419.79</b>
<b>Net Ordinary Income</b>	<b>276.91</b>	<b>-21,984.00</b>	<b>-800.00</b>	<b>-2,478.24</b>	<b>26,715.32</b>
<b>Net Income</b>	<b>276.91</b>	<b>-21,984.00</b>	<b>-800.00</b>	<b>-2,478.24</b>	<b>26,715.32</b>

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

**Willow Glen Business Association  
September 12<sup>th</sup>, 2023, Membership & Board Meeting**

**Board Members – Please check in**

<input type="checkbox"/> Carpeneti, Jim <input type="checkbox"/> Erdmann, Kathleen <input type="checkbox"/> Estrada, Marcus <input type="checkbox"/> Hartman, Barbara	<input type="checkbox"/> Highley, Emilie <input type="checkbox"/> Johnson, Bobbie <input type="checkbox"/> Mulcahy, Tim <input checked="" type="checkbox"/> Perez, Nate	<input type="checkbox"/> Rivas, Sara <input type="checkbox"/> Sibley, Steve <input type="checkbox"/> Sizelove, Jamie <input type="checkbox"/> Yi, Brian
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**Guests – Please print**

Name	Business	Phone & E-mail
1. Mitchell Ehrlich	WGN A Willow Glen Neighborhood Assn	(408) 857-3260 mitchellehrlich@gmail.com
2. Nick Gudgeon	HITT School	408.460.243 info@hittschool.com
3.		
4.		
5.		