



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, March 12th, 2024 * 8:00 am – 10:00 am
 Meeting Location: The Garden Theater, 1165 Lincoln Avenue
 Conference Room #204, located on the 2nd 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 February Minutes	8:00 am	Review and approval of, February 13th, 2024, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of March 1st, 2024, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – February 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	Member Relations Committee WGBA Staff Mathnasium GO River Glen School Business Association Retreat	8:25 am – 8:45 am	Updates
	I	CBID Committee Chair: Nate Perez Committee Update		
	I	Our Avenue Committee Chair: Kathleen Erdmann Committee Update		
	I	Promotions & Events Committee Chair: Emilie Highley Committee Update Wine Walk – 4/6 Passport 6/1-8/31 Food Fest – 9/28		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President – Time Certain Antwon Little – WG Resident 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	

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

The next WGBA Board meeting will be Tuesday, April 9th, 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.

**Willow Glen Business Association
Board Meeting Minutes
February 13, 2024**

Meeting began at 8:06 a.m.

In Attendance: Tim Mulcahy, Barbara Hartman, Emilie Highley, Kathleen Erdmann, Frank Bejan, Bryan Yi, Nathan Perez, Sarah Rivas, Steve Sibley, Julie Flores, Bobbie Johnson
Anna Russo, Colin Berger

Staff Members: Kendra Middendorf, Jessica Reinoso

Guests: Dr. Erin Hartnet, Maren Sederquist, Martin Flores, David Roberto

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

Meeting was called to order by President Tim Mulcahy.
The Board unanimously approved the Nomination/Election of Officers
President
Vice President
Treasurer
Secretary

The minutes of January 2024 meeting were approved unanimously (motion by Emilie Highley /second by Barbara Hartman)

The minutes of the Executive meeting were read and unanimously approved (motion by Barbara Hartman /second by Kathleen Erdmann)

Treasurer report : Barbara Hartman read and explained the financials including announcing we received the ten thousand dollar check from Eventbrite which will offset last years trolley ride event. Double authentication is now being used as well as some other changes to protect our funds in the future. The report was approved unanimously (motion by Steve Sibley/second by Kathleen Erdmann)

Member Relations:

A meeting with the city of San Jose representatives of the Office of Economic Development was proposed by Kendra.for February 26,28 or 29. The meeting was scheduled for Wednesday the 28th at the conference room of the Garden Theater at 9 a.m. with the SJ communication reps.

Kiosk rental:

It was suggested that the kiosks on Lincoln could be rented and that might be a source of revenue. The executive board decided against renting that space in lieu of promoting our events and maintaining control over "advertising".

Website

It was proposed that we add a "vacancy" listing page on the website. There was also a request to post where to Park on the website.

Insurance: Great American insurance company is now \$400 per month with a

deductible of \$25k Because of the rising costs in general, our broker suggests we would be better off to stay with our existing carrier.

CBID Renewal

Nate Perez gave an update on the CBID progress. The brochure and report have gone out to the property owners and 30% approval (based on dollar value) is required to send on to the City Council for approval. So far we have exceeded that number but Tim continues to meet with property owners and additional property owners will vote after the report and brochure are reviewed.

Our Avenue

The property owners of the Rose Building have met with the selected artist for the mural on the side of the Rose Building. The contract has been prepared, signed and a schedule is tentatively set for early March, once the grant is funded. It is possible that we will be able to use the remainder of the funds for beautification on the Avenue.

The meeting with Marv Bramburg (MBA Architect) took place on January 18. Marv presented a proposal for \$33k or a scaled down version for \$17k. We plan to form a committee for the Foundation to work on this project.

The next phase of the planter sponsorship will be launched by Kandy Stevens. Once merchants are contacted, residents will be given that opportunity.

Promotions and Events

Emilie Highley reported that we have a new schedule of events for 2024. There will be changes to the community event due to overhead expenses and the loss we experienced last year. This year the P&E committee is planning WG Food fest with food trucks and the Beer and Wine being sold by WGBA. There will also be a couple of new events, including "Mrs. Roper's Romp" and the return of WG Passport.

Open Forum/ Public Comments:

Martin Flores – has just moved back to Willow Glen and would like to volunteer after a career in Redevelopment in the San Diego area

Applications for Associate Membership:

Human Interest – David Roberto
A Chocolat Boutique, Inc. – Lina Walter
The Micropigment Studio – Janette Archer
Ganado Feed and Pet Supplies – Reinstated

The meeting was adjourned at 9:01a.m.

Respectfully submitted,

Kathleen Erdmann, Secretary
Willow Glen Business Association

**Willow Glen Business Association
Executive Committee Meeting
1 March 2024**

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

Meeting was called to order a 9:15 a.m. by President Mulcahy

Committees – Discussion ensued on Committees and ensuring that all Board Members are on at least one Committee. (a) Emilie to verify with Colin Berger, Frank Bejan and Bobbie Johnson for their choice of committees. New member, Ana Russo will join the P&E Committee. (b). Strategic Marketing will be deleted as a committee (Marketing folds into other committees). Member Relations will be headed up by Staff. (c) 501(c)3 Foundation Committee will be a new committee which is formed by the Executive Board. The Board will name members to be on the committee (i.e. Steve Sibley, Barbara Hartman). Barbara Hartman has requested a letter from Tim Mulcahy & Steve Sibley authorizing her to engage with the IRS regarding the 501(c)3 Foundation/Non-Profit. Tim and Steve will generate the letter.

“Lighting Up the Avenue” – MBA has submitted formal written quotes for the beginning phase. After a lengthy discussion, the Executive Board decided that we needed a conceptual drawing of what the Avenue would look like. Kathleen will contact Marv and make this request. Kendra also made us aware that a Willow Glen resident, Martin Flores had attended one of our meetings, while retired, his background is architectural design. Kathleen is going to contact Martin and see if he would be interested in reviewing the proposal and offering suggestions on a conceptual design.

CBID Update – Tim reported that: (a) Petition – 38.2% approved. (b) There are additional CBID Members to contact now that the ballots for approval of CBID renewal will be going out - if they approve the renewal it could result in another 23% approval. Need to hit over 50% for CBID renewal. Two (2) dates of importance: 4/9 which is the Resolution of Intention, and 6/4 which is the public hearing and ballot tabulation.

Staff – (1) Insurance is being renewed with our same carrier in March. Retainer will be \$25,000 (it was \$1,000 in 2003 before the lawsuit regarding LNO). (2) Website rebuy – Fund will be extended for an additional 6 hours of work - \$450.00 (Spin Nest Marketing). (3). Marv Bamberg of MBA Associates belongs to various wine clubs. One of the clubs donated wine that Marv would like to sell the same day as our Wine Walk. There would not be a ‘tasting site’, just the sale of bottles of the wine. More information is needed – does Marv have a resale license? No decision as yet. (4) Previous Mutual Funds – There is a balance of \$1,546 which is showing as a liability. Of this mutual fund – the WGBA retained 5K for admin costs on setting up the murals and sculptures, 1K loan was moved back to the financials, leaving

the \$1,546 balance. Barbara Hartman to contact Pat Guiterrez, Protemp Accounting Solutions for more information. (4). Complaint – An African American, WG resident that has a window washing business feels that he was disrespected/discriminated against when he stopped in multiple businesses on and around Lincoln Ave. He also indicated that Jack-in-the-Box would not serve him. Kendra informed him he could apply to become an Associate member of the WGBA to help promote his business since he is not covered within the CBID area, at which time he said would send via text his business information and think about joining. Kendra never received any further communication, including any business information. He wanted to voice his issues and will be attending the Board of Directors meeting on 3/12.

Universal – Chris Dickie, Director of Universal Site Services joined us. A discussion ensued on the following: (1) Planters – Some plants & flowers are working, and some are not. Kathleen and Chris to meet on recommendations for flowers and plants for the planters. Dirt probably needs to be changed out. (2) Brown mulch planned to be added in April (March is still too wet). (3) Need for more visibility of the current Porter on the Avenue. (4) City Ordinance for using the blower – we understand it to be 8:00 a.m., Chris indicated 7:00 a.m. – this needs to be checked which is the correct time. Kathleen will report in more detail at the Monthly Board Meeting.

Meeting was adjourned at 11:10 a.m.

Respectively submitted,

Emilie Highley
Acting WGBA Board Co-Secretary

Willow Glen Business Association Profit & Loss by Class

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	Passport (Fundraising Events)	Spring Wine Walk (Fundraising Events)	Total Fundraising Events
Ordinary Income/Expense								
Income								
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	2,965.00	2,965.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00
Total Income	0.00	0.00	0.00	0.00	0.00	0.00	4,965.00	4,965.00
Expense								
Gross Profit	0.00	0.00	0.00	0.00	0.00	0.00	4,965.00	4,965.00
Expense								
Advertising and P/R	1,000.00	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	184.30	184.30
Contract Services	525.00	0.00	0.00	0.00	525.00	0.00	302.97	302.97
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	0.00	0.00
Insurance	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
Personnel	3,775.90	769.10	3,460.91	-34.86	7,971.05	0.00	0.00	0.00
Professional Fees	750.00	0.00	0.00	0.00	750.00	0.00	0.00	0.00
Rent	400.00	0.00	0.00	0.00	400.00	0.00	0.00	0.00
Software	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	10.93	0.00	10.93
Telephone and Internet	314.23	0.00	0.00	0.00	314.23	0.00	0.00	0.00
Total Expense	7,279.85	769.10	3,460.91	-34.86	11,475.00	10.93	487.27	498.20
Net Ordinary Income	-7,279.85	-769.10	-3,460.91	34.86	-11,475.00	-10.93	4,477.73	4,466.80
Net Income	-7,279.85	-769.10	-3,460.91	34.86	-11,475.00	-10.93	4,477.73	4,466.80

Willow Glen Business Association Profit & Loss by Class

	Member Relations	Friends Night Out (Promotions & Events)	Total Promotions & Events	WGBA Administration	TOTAL
Ordinary Income/Expense					
Income					
Event Revenue	0.00	0.00	0.00	0.00	2,965.00
Interest Income	0.00	0.00	0.00	1.07	1.07
Member Dues	900.00	0.00	0.00	0.00	900.00
Sponsorships	0.00	0.00	0.00	0.00	2,000.00
Total Income	900.00	0.00	0.00	1.07	5,866.07
Gross Profit	900.00	0.00	0.00	1.07	5,866.07
Expense					
Advertising and PIR	0.00	0.00	0.00	0.00	1,000.00
Bank Service Charges	0.00	0.00	0.00	0.00	184.30
Contract Services	0.00	0.00	0.00	0.00	827.97
Dues and Subscriptions	0.00	0.00	0.00	0.00	64.00
Equipment Rental	0.00	0.00	0.00	0.00	450.72
Insurance	0.00	0.00	0.00	4,449.47	4,449.47
Meetings	0.00	0.00	0.00	29.95	29.95
Personnel	0.00	0.00	0.00	682.49	8,653.54
Professional Fees	0.00	600.00	600.00	0.00	1,350.00
Rent	0.00	0.00	0.00	0.00	400.00
Software	0.00	0.00	0.00	99.99	99.99
Supplies	0.00	313.91	313.91	49.88	374.72
Telephone and Internet	0.00	0.00	0.00	24.00	338.23
Total Expense	0.00	913.91	913.91	5,335.78	18,222.89
Net Ordinary Income	900.00	-913.91	-913.91	-5,334.71	-12,356.82
Net Income	900.00	-913.91	-913.91	-5,334.71	-12,356.82

Willow Glen Business Association
Profit & Loss Prev Year Comparison
February 2024

	Feb 24	Feb 23	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	2,965.00	35,055.00	-32,090.00	-91.54%
Interest Income	1.07	8.00	-6.93	-86.63%
K-rail Pass Through Income	0.00	1,215.00	-1,215.00	-100.0%
Member Dues	900.00	300.00	600.00	200.0%
Sponsorships	2,000.00	0.00	2,000.00	100.0%
Total Income	5,866.07	36,578.00	-30,711.93	-83.96%
Gross Profit	5,866.07	36,578.00	-30,711.93	-83.96%
Expense				
Advertising and P/R	1,000.00	0.00	1,000.00	100.0%
Bank Service Charges	184.30	0.00	184.30	100.0%
Contract Services	827.97	13,233.83	-12,405.86	-93.74%
Dues and Subscriptions	64.00	55.00	9.00	16.36%
Equipment Rental	450.72	1,597.07	-1,146.35	-71.78%
Equipment/Furnishings	0.00	666.29	-666.29	-100.0%
Insurance	4,449.47	4,919.18	-469.71	-9.55%
Meetings	29.95	32.40	-2.45	-7.56%
Miscellaneous	0.00	-3,260.00	3,260.00	100.0%
Personnel	8,653.54	4,218.78	4,434.76	105.12%
Postage and Delivery	0.00	8.13	-8.13	-100.0%
Professional Fees	1,350.00	750.00	600.00	80.0%
Rent	400.00	250.00	150.00	60.0%
Software	99.99	99.99	0.00	0.0%
Supplies	374.72	505.57	-130.85	-25.88%
Telephone and Internet	338.23	318.84	19.39	6.08%
Website	0.00	1,390.00	-1,390.00	-100.0%
Total Expense	18,222.89	24,785.08	-6,562.19	-26.48%
Net Ordinary Income	-12,356.82	11,792.92	-24,149.74	-204.78%
Net Income	-12,356.82	11,792.92	-24,149.74	-204.78%

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of February 29, 2024

	Feb 29, 24	Feb 28, 23	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Wells Fargo Checking-debit acct	7,858.46	1,545.60	6,312.86	408.44%
WF Checking -4504	119,733.08	92,162.40	27,570.68	29.92%
Total Checking/Savings	127,591.54	93,708.00	33,883.54	36.16%
Accounts Receivable				
Accounts Receivable	50,520.00	39,475.00	11,045.00	27.98%
Total Accounts Receivable	50,520.00	39,475.00	11,045.00	27.98%
Other Current Assets				
Loan to related entity	0.00	1,000.00	-1,000.00	-100.0%
Pre-Paid Rent	650.00	500.00	150.00	30.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	1,150.00	2,000.00	-850.00	-42.5%
Total Current Assets	179,261.54	135,183.00	44,078.54	32.61%
Fixed Assets				
Eqpmt, Furnit., and Computers	7,310.79	7,310.79	0.00	0.0%
Total Fixed Assets	7,310.79	7,310.79	0.00	0.0%
TOTAL ASSETS	186,572.33	142,493.79	44,078.54	30.93%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
ARTWORKS Project	20,346.18	6,546.18	13,800.00	210.81%
CBID Contingency Reserve	34,361.11	28,740.89	5,620.22	19.56%
Sales Tax Payable	164.53	17.42	147.11	844.49%
Total Other Current Liabilities	54,871.82	35,304.49	19,567.33	55.42%
Total Current Liabilities	54,871.82	35,304.49	19,567.33	55.42%
Total Liabilities	54,871.82	35,304.49	19,567.33	55.42%
Equity				
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	-81,546.17	-83,455.02	1,908.85	2.29%
Total Equity	131,700.51	107,189.30	24,511.21	22.87%
TOTAL LIABILITIES & EQUITY	186,572.33	142,493.79	44,078.54	30.93%

**Willow Glen Business Association
Profit & Loss YTD Comparison
February 2024**

	Feb 24	Jul '23 - Feb 24
Ordinary Income/Expense		
Income		
CBID	0.00	105,820.90
Event Revenue	2,965.00	244,931.56
Eventbrite Ticket Sales	0.00	5.62
Interest Income	1.07	81.85
K-rail Pass Through Income	0.00	6,075.00
Member Dues	900.00	1,380.00
Retail Merchandise Income	0.00	927.86
Sponsorships	2,000.00	14,850.00
Total Income	5,866.07	374,072.79
Gross Profit	5,866.07	374,072.79
Expense		
Advertising and P/R	1,000.00	1,549.28
Bank Service Charges	184.30	12,283.33
City Fees	0.00	2,500.00
Contract Services	827.97	174,890.27
Dues and Subscriptions	64.00	762.00
Equipment Rental	450.72	33,708.56
Equipment/Furnishings	0.00	684.55
Insurance	4,449.47	6,344.66
K-Rail Pass Through Expense	0.00	6,075.00
Meetings	29.95	1,000.23
Permits and Fees	0.00	10,647.30
Personnel	8,653.54	70,041.80
Postage and Delivery	0.00	881.92
Professional Fees	1,350.00	55,393.73
Rent	400.00	3,200.00
Retail Merchandise Expense	0.00	5,695.00
Sales Tax Adjustment	0.00	0.61
Software	99.99	99.99
Supplies	374.72	64,377.81
Telephone and Internet	338.23	3,858.92
Website	0.00	1,624.00
Total Expense	18,222.89	455,618.96
Net Ordinary Income	-12,356.82	-81,546.17
Net Income	-12,356.82	-81,546.17

Willow Glen Business Association
YTD Profit & Loss by Class

July 2023 through February 2024

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BQ in the Glen (Fundraising Events)	BeerWalk (Fundraising Events)	Bubbly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)
Ordinary Income/Expense										
Income										
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
Member Dues	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
Total Income	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
Gross Profit	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
Expense										
Advertising and P/R	1,000.00	0.00	0.00	0.00	0.00	1,000.00	171.90	86.09	135.88	70.11
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	2,767.42	857.33	2,119.41	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	4,200.00	0.00	556.88	87,314.18	0.00	92,071.06	25,398.99	3,082.50	2,040.49	2,114.71
Dues and Subscriptions	570.00	0.00	0.00	0.00	0.00	570.00	0.00	0.00	0.00	0.00
Equipment Rental	3,961.32	0.00	0.00	0.00	0.00	3,961.32	25,109.60	1,542.86	1,266.89	1,266.89
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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	29,942.35	0.00	6,253.94	28,142.42	-209.16	64,129.55	0.00	0.00	0.00	0.00
Postage and Delivery	665.01	0.00	0.00	0.00	0.00	665.01	0.00	0.00	0.00	0.00
Professional Fees	48,337.73	0.00	0.00	0.00	0.00	48,337.73	400.00	400.00	650.00	600.00
Rent	3,200.00	0.00	0.00	0.00	0.00	3,200.00	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
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	507.84	0.00	0.00	0.00	0.00	507.84	23,498.77	8,116.58	16,048.24	13,748.75
Telephone and Internet	1,745.92	0.00	1,930.00	0.00	0.00	3,675.92	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
Total Expense	95,206.47	0.00	9,914.82	115,456.60	2,290.84	222,868.73	82,909.96	15,516.40	23,853.89	21,085.93
Net Ordinary Income	-68,751.24	2,116.41	1,725.48	-49,847.64	-2,290.84	-117,047.83	-17,323.65	4,168.60	15,315.96	13,990.18
Net Income	-68,751.24	2,116.41	1,725.48	-49,847.64	-2,290.84	-117,047.83	-17,323.65	4,168.60	15,315.96	13,990.18

Willow Glen Business Association
YTD Profit & Loss by Class

July 2023 through February 2024

	Light Up the Avenue (Fundraising Events)	Passport (Fundraising Events)	Planter Box Adoption (Fundraising Events)	Spring Wine Walk (Fundraising Events)	Total Fundraising Events	Member Relations	Friends Night Out (Promotions & Events)
Ordinary Income/Expense							
Income							
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	245.00	0.00	2,965.00	152,977.27	0.00	0.00
Eventbrite Ticket Sales	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
K-rail Pass Through Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00	0.00	0.00	1,380.00	0.00
Retail Merchandise Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	2,600.00	2,000.00	14,350.00	0.00	0.00
Total Income	0.00	245.00	2,600.00	4,965.00	167,327.27	1,380.00	0.00
Expense							
Gross Profit	0.00	245.00	2,600.00	4,965.00	167,327.27	1,380.00	0.00
Expense							
Advertising and P/R	0.00	0.00	0.00	0.00	463.98	0.00	0.00
Bank Service Charges	0.00	9.24	0.00	184.30	7,639.17	0.00	0.00
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	0.00	0.00	0.00	302.97	32,339.66	250.00	302.96
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	0.00	0.00	0.00	29,186.24	0.00	0.00
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00	614.00	0.00	0.00
K-Rail Pass Through Expense	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
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Personnel	0.00	0.00	0.00	0.00	9,557.30	0.00	0.00
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	2,050.00	0.00	600.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	77.82	10.93	0.00	0.00	61,501.09	0.00	313.91
Telephone and Internet	0.00	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	0.00
Total Expense	77.82	20.17	0.00	487.27	143,951.44	250.00	1,216.87
Net Ordinary Income	-77.82	224.83	2,600.00	4,477.73	23,375.83	1,130.00	-1,216.87
Net Income	-77.82	224.83	2,600.00	4,477.73	23,375.83	1,130.00	-1,216.87

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

July 2023 through February 2024

	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	National Night Out (Promotions & Events)	Willow Glen Home Tour Books (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events
Ordinary Income/Expense						
Income						
CBID	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	91,599.49	0.00	354.80	0.00	91,954.29
Eventbrite Ticket Sales	0.00	5.62	0.00	0.00	0.00	5.62
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
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Income	0.00	887.86	0.00	40.00	0.00	927.86
Sponsorships	500.00	0.00	0.00	0.00	0.00	500.00
Total Income	500.00	92,482.97	0.00	394.80	0.00	93,387.77
Gross Profit	500.00	92,482.97	0.00	394.80	0.00	93,387.77
Expense						
Advertising and PR	0.00	0.00	0.00	0.00	0.00	0.00
Bank Service Charges	0.00	4,425.25	0.00	2.14	3.25	4,430.64
City Fees	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	1,072.96	46,953.63	800.00	0.00	0.00	48,129.55
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	561.00	0.00	0.00	0.00	561.00
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	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
Meetings	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	0.00
Personnel	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	40.91	0.00	0.00	0.00	40.91
Professional Fees	700.00	675.00	0.00	0.00	0.00	1,375.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Expense	0.00	5,695.00	0.00	0.00	0.00	5,695.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	813.54	1,031.97	0.00	0.00	0.00	1,845.51
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
Total Expense	2,586.50	59,382.76	800.00	2.14	3.25	63,991.52
Net Ordinary Income	-2,086.50	33,110.21	-800.00	392.66	-3.25	29,396.25
Net Income	-2,086.50	33,110.21	-800.00	392.66	-3.25	29,396.25

Willow Glen Business Association
YTD Profit & Loss by Class
July 2023 through February 2024

	Strategic Marketing	WGBA Administration	TOTAL
Ordinary Income/Expense			
Income			
CBID	0.00	0.00	105,620.90
Event Revenue	0.00	0.00	244,931.56
Eventbrite Ticket Sales	0.00	0.00	5.62
Interest Income	0.00	81.85	81.85
K-rail Pass Through Income	0.00	6,075.00	6,075.00
Member Dues	0.00	0.00	1,380.00
Retail Merchandise Income	0.00	0.00	927.86
Sponsorships	0.00	0.00	14,850.00
Total Income	0.00	6,156.85	374,072.79
Gross Profit	0.00	6,156.85	374,072.79
Expense			
Advertising and P/R	85.30	0.00	1,549.28
Bank Service Charges	0.00	213.52	12,283.33
City Fees	0.00	0.00	2,500.00
Contract Services	0.00	500.00	174,890.27
Dues and Subscriptions	0.00	192.00	762.00
Equipment Rental	0.00	0.00	38,709.56
Equipment/Furnishings	0.00	684.55	684.55
Insurance	0.00	5,181.09	5,344.66
K-Rail Pass Through Expense	0.00	6,075.00	6,075.00
Meetings	0.00	923.50	1,000.23
Permits and Fees	0.00	1,090.00	10,647.30
Personnel	0.00	5,912.25	70,041.80
Postage and Delivery	0.00	176.00	881.92
Professional Fees	0.00	3,031.00	55,393.73
Rent	0.00	0.00	3,200.00
Retail Merchandise Expense	0.00	0.00	5,695.00
Sales Tax Adjustment	0.00	0.61	0.61
Software	0.00	99.99	99.99
Supplies	0.00	209.46	64,377.81
Telephone and Internet	0.00	183.00	3,858.92
Website	0.00	0.00	1,624.00
Total Expense	85.30	24,471.97	455,618.96
Net Ordinary Income	-85.30	-18,315.12	-81,546.17
Net Income	-85.30	-18,315.12	-81,546.17

Willow Glen Community Foundation

Balance Sheet

As of February 29, 2024

Feb 29, 24

ASSETS

Current Assets

Checking/Savings

Wells Fargo Checking -4496 37,551.00

Total Checking/Savings 37,551.00

Total Current Assets 37,551.00

TOTAL ASSETS 37,551.00

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable 14,500.00

Total Accounts Payable 14,500.00

Total Current Liabilities 14,500.00

Total Liabilities 14,500.00

Equity

Unrestricted Net Assets 23,051.00

Total Equity 23,051.00

TOTAL LIABILITIES & EQUITY 37,551.00

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

**Willow Glen Business Association
3/12/24, March Membership & Board Meeting**

Board Members – Please check in

- Bejan, Frank ✓
- Berger, Colin
- Erdmann, Kathleen ✓
- Flores, Julie ✓
- Hartman, Barbara

- ~~Hightley, Emilie~~
- Johnson, Bobbie ✓
- Mulcahy, Tim ✓
- ~~Perez, Nate~~
- Russo, Ana Maria ✓

- Rivas, Sara ✓
- Sibley, Steve ✓
- Szelove, Jamie ✓
- ~~Yi, Brian~~

Guests – Please print

Name	Business	Phone & E-mail
1.		
2.		
3.		
4.		
5.		