



**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
**Agenda for Tuesday, October 10th, 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 September Minutes	8:00 am	Review and approval of, September 12th, 2023, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of October 3rd, 2023, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – September 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 Beatify SJ Pumpkin on a Porch	8:25 am – 8:45 am	Updates
	I	<b>CBID Committee</b> Chair: Nate Perez Committee Update Property Owner Workshops		
	I	<b>Our Avenue Committee</b> Chair: Kathleen Erdmann Committee Update		
	I	<b>Promotions &amp; Events Committee</b> Chair: Emilie Highley Committee Update BBQ in the Glen 9/30 Fall Wine Walk 10/21 Halloween Trick-or-Treating 10/31		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President – Time Certain Nicholas Ochoa – Office of Dev Davis  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, November 14th, 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 & General Membership Meeting  
12 September 2023**

**In attendance: Kathleen Erdmann, Marcus Estrada, Barbara Hartman, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Sara Rivas, Nate Perez, Steve Sibley, Jamie Sizelove, Brian Yi. Staff: Kendra Middendorf, Jessica Reinoso**

**Not in attendance: Jim Carpeneti**

**Guests: Mitch Ehrlich, VP of the WGNA, Laura Hughes, Almaden Valley-Willow Glen Rotary**

**Meeting was called to order at 8:06 a.m. by President Tim Mulcahy**

- 1. Approval of August Board Minutes. Motion made by Nate Perez to approve. Second by Kathleen Erdmann. Unanimously approved.**
- 2. Approval of Executive Committee Minutes. Kendra Middendorf spoke briefly regarding network security. Discussion ensued on reaching out to WGBA's Parliamentarian, Dr. John Piscanne regarding adopting verbiage which will allow Tim Mulcahy to remain as WGBA President in 2024 which the CBID is being finalized (Tim would term out the end of 2023). Motion to approve by Steve Sibley. Second by Sara Rivas. Unanimously approved.**
- 3. Treasurers Report: Barbara Hartman reviewed WGBA's financial position. Motion made by Jamie Sizelove to approve the Treasurers Report. Second by Nate Perez. Unanimously approved. Note: A complete copy of the Treasurers Report is attached to these minutes.**
- 4. Member Relations: Kendra and Jessica reported on: (a) Holiday San Jose – Sal from the City will canvas small businesses. Holiday San Jose to help businesses promote themselves. (b) The cost to engage with Endsight to provide IT security was discussed. No decision made at this time. (c) Ornaments – on order and are to be received October/November timeframe. Comments have been made by businesses and Community members *NOT* to have 2023 to be the final year for the ornament. This will be discussed at a future P&E Meeting.**
- 5. CBID – Nate reported (a) A date in October is being set where the consultants will come and walk the Avenue with Nate and the CBID Team. (b) 2 workshops are being set up for October 12<sup>th</sup> and 13<sup>th</sup> – all Board members are asked to attend to get an overview of the CBID and what it entails. (c) The WGBA paid out \$31K in 2022 to lock in the fees from the City (fees were not to be increased). City is now indicating that admin costs are higher and the WGBA will be asked to pay more money. (d) Discussions continue on the \$60K CBID expansion to Coe – is it worth it? More to come at the next Board meeting.**
- 6. Our Avenue – Kathleen reported (a) A zoom call took place with the City regarding the murals. City provide a list of artists. Time is of the essence for this project. The**

WGBA has \$20K in our financials for this project. The Rose Building is a candidate for the mural. (b) Lighting up the Avenue – 4 different types of lights (solar) have been received. Brian Yi will be working on what works the best. (c) New crosswalk lights – very bright. Is this what we want? (d) Uber & Door Dash drivers – double parking on Meredith – creating an issue in Willow Glen.

7. EventBrite & LNO Suit: Steve Sibley reported (a) The WGBA countered to EventBrite asking for \$16,800 of what is owed (~80%). We will stick with that number, waiting for response from EventBrite. (b) LNO lawsuit – Trying to move this to a Class Action Suit where all parties involved would settle for a total of \$50,000. Vin Santo has gone 'dark' on this and will probably be sued separately. They are also not paying for the K-rails in front of their restaurant.
8. P&E – Emilie reported (a) Beer Walk was a success and well received. 459 tickets sold. Net profit was: \$2,675.67 (for our 1<sup>st</sup> year doing it all on our own). Many thanks to Marcus, Kendra and Jessica for making this event a success! (b) Passport – We tried something new and it was not as successful as we hoped. Net loss was -\$877.52. Thank you Sara for your efforts. (c) BBQ in the Glen – 100% focus on this event. Looking for volunteers and Board support for the day. (d) Fall Wine Walk 10/21 – As of this writing 18 businesses and 19 wineries have signed up. We do have a sponsor for the wine glass. (e) Halloween and the Holidays are just around the corner. Board support will be needed. . . please sign up now.
9. Open Forum – Mitch Ehrlich, VP of WGNA spoke about their organization. He is going to ask for volunteers for our events. Laura Hughes, Almaden Valley – Willow Glen Rotary will continue to join us and report back to Rotary on our events and how they can support us.
10. Associate Member Applications: None to present

Meeting was adjourned at 9:15 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary  
Willow Glen Business Association

**Willow Glen Business Association  
Executive Committee Meeting  
3 October 2023**

**In Attendance:** Kathleen Erdmann, Barbara Hartman, Emilie Highley, Tim Mulcahy  
**Staff:** Kendra Middendorf, Jessica Reinosa

**Meeting was called to order by President Mulcahy at 9:08 a.m.**

1. CBID conference call on Monday, 10-2-2023. There are 2 workshops being set up – all Board members are asked to attend – either Thursday, 12 October at 6:00 or Friday, 13 October at 8:00 a.m. The meeting will be conducted by Kristin & Nancy, Nate Perez, Tim Mulcahy. Format of the workshops will be to education attendees on the CBID. The Willow Glen CBID at a Glance “fast facts’ brochure will be a handout.
2. EventBrite – Steve Sibley made us aware that EventBrite came back with an offer of \$7500.00. Steve’s recommendation is that the WGBA counter with \$13,780 which is 65% of the total owed.
3. WGBA Board – (a) Tim indicated that he has spoken to our Parliamentarian, Dr. John Pisacanne regarding the correct language to present to the Board stating that for the 2024-2025 WGBA Board Year, Tim Mulcahy remain as President through the completion of the CBID Renewal (Tim is termed out the end of 2023). (b) Recruitment – time to recruit for the upcoming year. Discussion ensued on possible new candidates for the Board and Board Members returning for another term.
4. San Jose Chamber of Commerce – the WGBA has been approached on becoming an Affiliate Member to the Chamber of Commerce.
5. Lighting Up the Avenue – A very popular topic with the WGBA. A decision was made we would need a conceptual drawing of what the Avenue would look like ‘lite up’ prior to introducing the concept to the Community and kicking off a campaign for donations to our 501©3 Foundation for “Lighting Up the Avenue”. The Executive Board will pursue engaging with an architect, a lighting professional, and Bear Electric for further discussions.

Prior to going into the Closed Session, staff made us aware that Robert Hernandez still has access to our website and has the ability to post on Instagram and FB. Tim is going to discuss this with Robert. Jessica Reinosa has been hired by the WGBA to handled all our Social Media.

Executive Board Meeting was adjourned at 9:56 a.m. – Staff left the meeting prior to the Board going into the Closed Session.

Respectively submitted,  
Emilie Highley, Acting Secretary  
Willow Glen Business Association

Closed Session – Regarding security for our website – a discussion ensued on our financial position to engage the services of Endsight, or for the time being continue with a 2-step authentication.

Closed Session was adjourned at 10:20 a.m.

Willow Glen Business Association  
Profit & Loss by Class

September 2023

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	BeerWalk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Light Up the Avenue (Fundraising Events)
Ordinary Income/Expense									
Income									
Event Revenue	0.00	0.00	0.00	0.00	0.00	10,750.00	0.00	3,200.00	0.00
Interest Income	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
Retail Merchandise Income	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	7,000.00	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>17,750.00</b>	<b>0.00</b>	<b>3,200.00</b>	<b>0.00</b>
Gross Profit	0.00	0.00	0.00	0.00	0.00	17,750.00	0.00	3,200.00	0.00
Expense									
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	152.04	0.00	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	329.48	0.00	97.60	0.00
Contract Services	525.00	0.00	0.00	0.00	525.00	14,425.13	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	0.00
Equipment Rental	491.93	0.00	0.00	0.00	491.93	19,015.34	0.00	0.00	0.00
Insurance	109.92	0.00	0.00	0.00	109.92	614.00	0.00	0.00	0.00
Meetings	0.00	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	2,607.30	0.00	0.00	0.00
Personnel	3,597.06	764.10	3,438.41	-34.86	7,764.71	0.00	0.00	0.00	0.00
Postage and Delivery	66.00	0.00	0.00	0.00	66.00	0.00	0.00	0.00	0.00
Professional Fees	15,668.75	0.00	0.00	0.00	15,668.75	0.00	0.00	0.00	0.00
Rent	400.00	0.00	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	0.00
Supplies	0.00	0.00	0.00	0.00	0.00	8,592.21	-420.10	0.00	77.82
Telephone and Internet	316.76	0.00	0.00	0.00	316.76	0.00	0.00	0.00	0.00
<b>Total Expense</b>	<b>21,239.42</b>	<b>764.10</b>	<b>3,438.41</b>	<b>-34.86</b>	<b>25,407.07</b>	<b>45,735.50</b>	<b>-420.10</b>	<b>97.60</b>	<b>77.82</b>
Net Ordinary Income	-21,239.42	-764.10	-3,438.41	34.86	-25,407.07	-27,985.50	420.10	3,102.40	-77.82
<b>Net Income</b>	<b>-21,239.42</b>	<b>-764.10</b>	<b>-3,438.41</b>	<b>34.86</b>	<b>-25,407.07</b>	<b>-27,985.50</b>	<b>420.10</b>	<b>3,102.40</b>	<b>-77.82</b>

Willow Glen Business Association  
Profit & Loss by Class

September 2023

	Total Fundraising Events	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	Total Promotions & Events	WG&BA Administration	TOTAL
Income						
Event Revenue	13,950.00	0.00	0.00	0.00	0.00	13,950.00
Interest Income	0.00	0.00	0.00	0.00	17.27	17.27
K-rail Pass Through Income	0.00	0.00	0.00	0.00	1,215.00	1,215.00
Retail Merchandise Income	0.00	0.00	502.86	502.86	0.00	502.86
Sponsorships	7,000.00	500.00	0.00	500.00	0.00	7,500.00
<b>Total Income</b>	<b>20,950.00</b>	<b>500.00</b>	<b>502.86</b>	<b>1,002.86</b>	<b>1,232.27</b>	<b>23,185.13</b>
Expense						
Advertising and P/R	152.04	0.00	0.00	0.00	0.00	152.04
Bank Service Charges	427.08	0.00	0.00	0.00	0.00	427.08
Contract Services	14,425.13	0.00	0.00	0.00	0.00	14,950.13
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	64.00
Equipment Rental	19,015.34	0.00	0.00	0.00	0.00	19,507.27
Insurance	614.00	0.00	0.00	0.00	63.47	787.39
Meetings	0.00	0.00	0.00	0.00	29.95	29.95
Permits and Fees	2,607.30	0.00	0.00	0.00	0.00	2,607.30
Personnel	0.00	0.00	0.00	0.00	739.49	8,504.20
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	66.00
Professional Fees	0.00	0.00	0.00	0.00	0.00	15,668.75
Rent	0.00	0.00	0.00	0.00	0.00	400.00
Retail Merchandise Expense	0.00	0.00	1,327.00	1,327.00	0.00	1,327.00
Supplies	8,249.93	0.00	0.00	0.00	82.33	8,332.26
Telephone and Internet	0.00	0.00	0.00	0.00	24.00	340.76
<b>Total Expense</b>	<b>45,490.82</b>	<b>0.00</b>	<b>1,327.00</b>	<b>1,327.00</b>	<b>939.24</b>	<b>73,164.13</b>
<b>Net Ordinary Income</b>	<b>-24,540.82</b>	<b>500.00</b>	<b>-824.14</b>	<b>-324.14</b>	<b>293.03</b>	<b>-49,979.00</b>
<b>Net Income</b>	<b>-24,540.82</b>	<b>500.00</b>	<b>-824.14</b>	<b>-324.14</b>	<b>293.03</b>	<b>-49,979.00</b>

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

	Sep 23	Sep 22	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>CBID</b>	0.00	105,117.97	-105,117.97	-100.0%
<b>Event Revenue</b>	13,950.00	30,234.21	-16,284.21	-53.86%
<b>Interest Income</b>	17.27	0.58	16.69	2,877.59%
<b>K-rail Pass Through Income</b>	1,215.00	0.00	1,215.00	100.0%
<b>Retail Merchandise Income</b>	502.86	0.00	502.86	100.0%
<b>Sponsorships</b>	7,500.00	0.00	7,500.00	100.0%
<b>Total Income</b>	<b>23,185.13</b>	<b>135,352.76</b>	<b>-112,167.63</b>	<b>-82.87%</b>
<b>Gross Profit</b>	<b>23,185.13</b>	<b>135,352.76</b>	<b>-112,167.63</b>	<b>-82.87%</b>
<b>Expense</b>				
<b>Advertising and P/R</b>	152.04	674.00	-521.96	-77.44%
<b>Bank Service Charges</b>	427.08	796.87	-369.79	-46.41%
<b>City Fees</b>	0.00	2,500.00	-2,500.00	-100.0%
<b>Contract Services</b>	14,950.13	20,552.17	-5,602.04	-27.26%
<b>Dues and Subscriptions</b>	64.00	55.00	9.00	16.36%
<b>Equipment Rental</b>	19,507.27	10,494.45	9,012.82	85.88%
<b>Insurance</b>	787.39	1,750.56	-963.17	-55.02%
<b>Meetings</b>	29.95	29.90	0.05	0.17%
<b>Miscellaneous</b>	0.00	3,760.00	-3,760.00	-100.0%
<b>Permits and Fees</b>	2,607.30	5,628.80	-3,021.50	-53.68%
<b>Personnel</b>	8,504.20	6,726.20	1,778.00	26.43%
<b>Postage and Delivery</b>	66.00	0.00	66.00	100.0%
<b>Professional Fees</b>	15,668.75	1,100.00	14,568.75	1,324.43%
<b>Rent</b>	400.00	250.00	150.00	60.0%
<b>Retail Merchandise Expense</b>	1,327.00	0.00	1,327.00	100.0%
<b>Supplies</b>	8,332.26	4,605.68	3,726.58	80.91%
<b>Telephone and Internet</b>	340.76	192.12	148.64	77.37%
<b>Website</b>	0.00	183.75	-183.75	-100.0%
<b>Total Expense</b>	<b>73,164.13</b>	<b>59,299.50</b>	<b>13,864.63</b>	<b>23.38%</b>
<b>Net Ordinary Income</b>	<b>-49,979.00</b>	<b>76,053.26</b>	<b>-126,032.26</b>	<b>-165.72%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
<b>Other Income</b>	0.00	-120.00	120.00	100.0%
<b>Total Other Income</b>	<b>0.00</b>	<b>-120.00</b>	<b>120.00</b>	<b>100.0%</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>-120.00</b>	<b>120.00</b>	<b>100.0%</b>
<b>Net Income</b>	<b>-49,979.00</b>	<b>75,933.26</b>	<b>-125,912.26</b>	<b>-165.82%</b>

**Willow Glen Business Association**  
**Balance Sheet Prev Year Comparison**  
As of September 30, 2023

	Sep 30, 23	Sep 30, 22	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
US Bank Checking	0.00	121,314.47	-121,314.47	-100.0%
Wells Fargo Checking-debit acct	14,134.41	12,921.11	1,213.30	9.39%
WF Checking -4504	175,985.87	105,174.37	70,811.50	67.33%
<b>Total Checking/Savings</b>	<b>190,120.28</b>	<b>239,409.95</b>	<b>-49,289.67</b>	<b>-20.59%</b>
<b>Accounts Receivable</b>				
Accounts Receivable	36,855.00	0.00	36,855.00	100.0%
<b>Total Accounts Receivable</b>	<b>36,855.00</b>	<b>0.00</b>	<b>36,855.00</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	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>229,125.28</b>	<b>241,409.95</b>	<b>-12,284.67</b>	<b>-5.09%</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>236,436.07</b>	<b>248,720.74</b>	<b>-12,284.67</b>	<b>-4.94%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	19,481.22	1,987.63	17,493.59	880.12%
<b>Total Accounts Payable</b>	<b>19,481.22</b>	<b>1,987.63</b>	<b>17,493.59</b>	<b>880.12%</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	64.56	8.58	55.98	652.45%
<b>Total Other Current Liabilities</b>	<b>40,971.85</b>	<b>35,295.65</b>	<b>5,676.20</b>	<b>16.08%</b>
<b>Total Current Liabilities</b>	<b>60,453.07</b>	<b>37,283.28</b>	<b>23,169.79</b>	<b>62.15%</b>
<b>Total Liabilities</b>	<b>60,453.07</b>	<b>37,283.28</b>	<b>23,169.79</b>	<b>62.15%</b>
<b>Equity</b>				
Accumulated Net Assets	199,246.68	190,644.32	8,602.36	4.51%
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	-23,263.68	20,793.14	-44,056.82	-211.88%
<b>Total Equity</b>	<b>175,983.00</b>	<b>211,437.46</b>	<b>-35,454.46</b>	<b>-16.77%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>236,436.07</b>	<b>248,720.74</b>	<b>-12,284.67</b>	<b>-4.94%</b>



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

	<u>Sep 23</u>	<u>Jul - Sep 23</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>CBID</b>	0.00	105,820.90
<b>Event Revenue</b>	13,950.00	34,945.00
<b>Interest Income</b>	17.27	56.48
<b>K-rail Pass Through Income</b>	1,215.00	3,745.00
<b>Retail Merchandise Income</b>	502.86	502.86
<b>Sponsorships</b>	7,500.00	10,250.00
<b>Total Income</b>	<u>23,185.13</u>	<u>155,320.24</u>
<b>Gross Profit</b>	23,185.13	155,320.24
<b>Expense</b>		
<b>Advertising and P/R</b>	152.04	238.13
<b>Bank Service Charges</b>	427.08	1,398.65
<b>City Fees</b>	0.00	2,500.00
<b>Contract Services</b>	14,950.13	72,735.66
<b>Dues and Subscriptions</b>	64.00	250.00
<b>Equipment Rental</b>	19,507.27	24,265.92
<b>Insurance</b>	787.39	1,311.58
<b>K-Rail Pass Through Expense</b>	0.00	2,430.00
<b>Meetings</b>	29.95	59.90
<b>Permits and Fees</b>	2,607.30	4,421.32
<b>Personnel</b>	8,504.20	25,513.18
<b>Postage and Delivery</b>	66.00	242.00
<b>Professional Fees</b>	15,668.75	17,718.75
<b>Rent</b>	400.00	1,200.00
<b>Retail Merchandise Expense</b>	1,327.00	5,695.00
<b>Supplies</b>	8,332.26	16,890.74
<b>Telephone and Internet</b>	340.76	863.09
<b>Website</b>	0.00	850.00
<b>Total Expense</b>	<u>73,164.13</u>	<u>178,583.92</u>
<b>Net Ordinary Income</b>	-49,979.00	-23,263.68
<b>Net Income</b>	<u>-49,979.00</u>	<u>-23,263.68</u>

**Willow Glen Business Association**  
**YTD Profit & Loss by Class**  
**July through September 2023**

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	BeerWalk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Light Up the Avenue (Fundraising Events)	Passport (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	0.00
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	11,050.00	19,685.00	3,965.00	0.00	245.00
Interest Income	0.00	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	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	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	7,750.00	2,000.00	0.00	0.00	0.00
<b>Total Income</b>	<b>26,455.23</b>	<b>2,116.41</b>	<b>11,640.30</b>	<b>65,608.96</b>	<b>0.00</b>	<b>105,820.90</b>	<b>18,800.00</b>	<b>19,685.00</b>	<b>5,965.00</b>	<b>0.00</b>	<b>245.00</b>
<b>Expense</b>											
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	152.04	0.00	0.00	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	338.78	857.33	138.30	0.00	9.24
City Fees	0.00	0.00	0.00	0.00	2,500.00	2,500.00	0.00	0.00	0.00	0.00	0.00
Contract Services	1,575.00	0.00	180.00	29,617.66	0.00	31,372.66	19,062.99	3,082.50	301.51	0.00	0.00
Dues and Subscriptions	250.00	0.00	0.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	1,707.72	0.00	0.00	0.00	0.00	1,707.72	21,015.34	1,542.86	0.00	0.00	0.00
Insurance	219.84	0.00	0.00	0.00	0.00	219.84	614.00	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	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	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	0.00	2,990.28	1,431.04	0.00	0.00	0.00
Personnel	10,744.07	0.00	2,305.94	10,376.62	-34.86	23,391.77	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	66.00	0.00	0.00	0.00	0.00	66.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	17,168.75	0.00	0.00	0.00	0.00	17,168.75	150.00	400.00	0.00	0.00	0.00
Rent	1,200.00	0.00	0.00	0.00	0.00	1,200.00	0.00	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	0.00
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	8,592.21	8,116.58	0.00	77.82	0.00
Telephone and Internet	800.58	0.00	0.00	0.00	0.00	800.58	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	850.00	0.00	0.00	850.00	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	<b>33,791.96</b>	<b>0.00</b>	<b>3,335.94</b>	<b>39,994.28</b>	<b>2,465.14</b>	<b>79,527.32</b>	<b>52,915.64</b>	<b>15,516.40</b>	<b>439.81</b>	<b>77.82</b>	<b>9.24</b>
<b>Net Ordinary Income</b>	<b>-7,276.73</b>	<b>2,116.41</b>	<b>8,304.36</b>	<b>25,614.68</b>	<b>-2,465.14</b>	<b>26,293.58</b>	<b>-34,115.64</b>	<b>4,168.60</b>	<b>5,525.19</b>	<b>-77.82</b>	<b>235.76</b>
<b>Net Income</b>	<b>-7,276.73</b>	<b>2,116.41</b>	<b>8,304.36</b>	<b>25,614.68</b>	<b>-2,465.14</b>	<b>26,293.58</b>	<b>-34,115.64</b>	<b>4,168.60</b>	<b>5,525.19</b>	<b>-77.82</b>	<b>235.76</b>

**Willow Glen Business Association**  
**YTD Profit & Loss by Class**  
**July through September 2023**

Ordinary Income/Expense	July through September 2023					TOTAL
	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	National Night Out (Promotions & Events)	Total Promotions & Events	WG&A Administration	
<b>Income</b>						
CBID	0.00	0.00	0.00	0.00	0.00	105,820.90
Event Revenue	34,945.00	0.00	0.00	0.00	0.00	34,945.00
Interest Income	0.00	0.00	0.00	0.00	56.48	56.48
K-rail Pass Through Income	0.00	0.00	0.00	0.00	3,745.00	3,745.00
Retail Merchandise Income	0.00	502.86	0.00	502.86	0.00	502.86
Sponsorships	9,750.00	500.00	0.00	500.00	0.00	10,250.00
<b>Total Income</b>	<b>44,695.00</b>	<b>502.86</b>	<b>0.00</b>	<b>1,002.86</b>	<b>3,801.48</b>	<b>155,320.24</b>
<b>Expense</b>						
Advertising and P/R	238.13	0.00	0.00	0.00	0.00	238.13
Bank Service Charges	1,343.65	0.00	0.00	0.00	55.00	1,398.65
City Fees	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	22,447.00	17,616.00	800.00	18,416.00	500.00	72,735.66
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	250.00
Equipment Rental	22,558.20	0.00	0.00	0.00	0.00	24,265.92
Insurance	614.00	0.00	0.00	0.00	477.74	1,311.58
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	2,430.00	2,430.00
Meetings	0.00	0.00	0.00	0.00	59.90	59.90
Permits and Fees	4,421.32	0.00	0.00	0.00	0.00	4,421.32
Personnel	0.00	0.00	0.00	0.00	2,121.41	25,513.18
Postage and Delivery	0.00	0.00	0.00	0.00	176.00	242.00
Professional Fees	550.00	0.00	0.00	0.00	0.00	17,718.75
Rent	0.00	0.00	0.00	0.00	0.00	1,200.00
Retail Merchandise Expense	0.00	5,695.00	0.00	5,695.00	0.00	5,695.00
Supplies	16,786.61	0.00	0.00	0.00	104.13	16,890.74
Telephone and Internet	0.00	0.00	0.00	0.00	62.51	863.09
Website	0.00	0.00	0.00	0.00	0.00	850.00
<b>Total Expense</b>	<b>68,958.91</b>	<b>23,311.00</b>	<b>800.00</b>	<b>24,111.00</b>	<b>5,986.69</b>	<b>178,583.92</b>
<b>Net Ordinary Income</b>	<b>-24,263.91</b>	<b>500.00</b>	<b>-800.00</b>	<b>-23,108.14</b>	<b>-2,185.21</b>	<b>-23,263.68</b>
<b>Net Income</b>	<b>-24,263.91</b>	<b>500.00</b>	<b>-800.00</b>	<b>-23,108.14</b>	<b>-2,185.21</b>	<b>-23,263.68</b>

**Willow Glen Community Foundation**

**Balance Sheet**

**As of September 30, 2023**

**Sep 30, 23**

**ASSETS**

**Current Assets**

**Checking/Savings**

Wells Fargo Checking -4496 38,001.00

**Total Checking/Savings** 38,001.00

**Total Current Assets** 38,001.00

**TOTAL ASSETS** 38,001.00

**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**

Unrestricted Net Assets 17,096.00

Net Income 19,905.00

**Total Equity** 37,001.00

**TOTAL LIABILITIES & EQUITY** 38,001.00

**Willow Glen Community Foundation**

**Profit & Loss**

**September 2023**

**Sep 23**

<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Direct Public Support</b>	
<b>Individ, Business Contributions</b>	2,000.00
<b>Total Direct Public Support</b>	<u>2,000.00</u>
<b>Total Income</b>	<u>2,000.00</u>
<b>Net Ordinary Income</b>	<u>2,000.00</u>
<b>Net Income</b>	<u><u>2,000.00</u></u>