



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, December 12th, 2023 * 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 November Minutes	8:00 am	Review and approval of, November 14th, 2023, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of December 1st, 2023, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – November 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 Holiday Shop Local SJ Sharks	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 BBQ P&L Bubbly Walk 12/2 Trolley Rides		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President – Time Certain Ted Forsman – Community Member 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, January 9th, 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
14 November 2023**

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

Guests: Nicholas Ochoa, Councilmember Davis' Office

Meeting was called to order by President Mulcahy at 8:07 a.m.

- 1. October minutes were reviewed. A motion was made by Sara Rivas to approve. Second by Barbara Hartman. Unanimously approved.**
- 2. President Mulcahy reviewed the October meeting minutes. A motion was made by Emilie Highley to approve. Second by Barbara Hartman. Unanimously approved.**
- 3. Treasurer's Report: Barbara Hartman reviewed the report. (a). CBID check for \$105K received (b) ~\$375K in revenue (c) Current cash on hand: \$273K A motion was made by Steve Sibley to approved. Second by Kathleen Erdmann. Unanimously approved. Note: A copy of the financials will be made part of the minutes. Unanimously approved.**
- 4. EventBrite Update: Steve Sibley indicated that a settlement has been reached with EventBrite. The WGBA will receive a check for \$10,000 in resolution of this dispute.**
- 5. Member Relations: a). Meeting with the Mayor encompassed discussions on homeless encampment, clean-up efforts, etc. Development efforts of the Willow to Coe area. WGNA and some property owners were present at the meeting. (b) San Jose Clean Energy Initiative Program for solar, heating, etc., is now live. (c) The Saturday following Thanksgiving is Small Business Saturday, partnered with AmExp. (d). Parklets are being removed the week of 11/27. Expansion to put in permanent parklets is being reviewed, however the cost to the businesses interested may be well above what they could afford. (e) We are facing increased insurance rates by the City.**
- 6. CBID: We are getting closer to putting everything in order. Receptiveness by the business owners is better than expected. More enthusiasm by the newer property owners. Petition requires 30% support of identified property owners in our District prior to going to the City. If Board approval is required for the expansion, this will be discussed in January.**
- 7. Our Avenue: Kathleen reported (a). Kristin and Nancy are working on a bid for block by block street maintenance with Ground Works. Universal's bid would be for one day Porter and one Ambassador (Safety Representative).**

- Waiting on bids. (b) Preparing for a 2nd launch on Planter Sponsorship. Kandy Stevens has joined the group and will be heading this launch starting first with the businesses and then the community. (c) Mural – City of San Jose has been looking for an artist to paint on the Rose Building. 5 interested artists at this time. Kathleen approached Judy and Tammy Rose and they are 100% 'in'! There will be a zoom call on Friday for further discussions. The WGBA has a 20K grant – cost for the mural would be roughly 12K + anti-graffiti coating. (d) Solar – Testing on the railings of COPETA. Solar will be taken down for their opening. (e) Electrical for the Avenue – plan is to work with an architect for a conceptual drawing as well as Baer Electric.
8. P&E: Emilie reported: (a) BBQ in the Glen – should have a final P&L by the next meeting. While it was a great Community Event, it is not one that produces revenue for the WGBA. (b) Bubbly Walk was 12/2 – 550 tickets sold. Great variety of bubbly. Final event revenue numbers will be presented in January. (c) Tomorrow, 12/13 is the WGBA Holiday Party at the Garden Theater. Staff has been working on food and raffle prizes. (d) Our next P&E meeting we will be working on 2024 Events – our committee is open to ideas.
9. Open Forum – Nicholas Ochoa, Councilmember Davis' Office about AB645 which is the Traffic Pilot Program. The program will detect speed in school zones, safety corridors, etc. The program will be funded in the next budget cycle.

10. Associate Member Applications – None to review.

Meeting was adjourned at 9:13 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary
Willow Glen Business Association

**Executive Committee Meeting
December 1, 2023**

Meeting was called to order by President Tim Mulcahy at 2:35 p.m.

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

The meeting was held in the WGBA conference room.

Trolley

Scott will work with us this year but looking for a replacement for next year.

CBID – Immediately prior to the Exec Staff Meeting, Tim Mulcahy, Nate Perez, Kendra Middendorf and Kathleen Erdmann met with Kristen and Nancy via Zoom regarding the CBID Management District Plan Draft. They requested edits to the 19 page document. Some property owners need to be contacted in the expansion area. We need corrected addresses for property owners but when CBID is submitted we need to use the addresses on file with the City of San Jose, per Nate Perez. We must have a working copy by end of February.

Small Claims Court

Tim Mulcahy went to court for a claim filed by Dr. Robb on Minnesota. The verdict will be issued within a 90 day window, probably sooner. WGBA has insurance with \$1k deductible.

Lights on Lincoln

Approximately Half of the light strings across Lincoln Avenue are not operating. Request that we call Bear Electric for a bid to troubleshoot and repair them. Kathleen will contact Bear for help and a bid.

Light up the Avenue

Discussion about a campaign to add and improve lights on the Avenue. The plan is to have a conceptual drawing by an architect and build a program to raise funds around that.

Status of the Parklets

The Parklets have been removed on Lincoln and the city has collected the K rails.

Suspicious Activity Reported

Report of Suspicious Activity at Exquisite Barber Shop on Brace of after hour and possible illegal dealing. This has been reported to the city by a resident who also alerted WGBA.

Bubbly Walk Tickets

As of this meeting 445 tickets have been sold.

Profit and Loss Statement for Events

It was suggested that we have a P&L statement for each event so we know and control what we are spending. Barbara Hartman will work with Emilie Highley to put this together.

The next board meeting will be December 12th at 8 a.m. at the Conference Room in the Garden Theater.

Respectfully submitted,
Kathleen Erdmann, Secretary
Willow Glen Business Association

Willow Glen Business Association
Profit & Loss by Class

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	Bubbly Walk (Fundraising Events)	Total Fundraising Events	Halloween Trick or Treat (Promotions & Events)
Ordinary Income/Expense								
Income								
Event Revenue	0.00	0.00	0.00	0.00	0.00	24,293.62	24,293.62	0.00
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
Total Income	0.00	0.00	0.00	0.00	0.00	24,293.62	24,293.62	0.00
Gross Profit	0.00	0.00	0.00	0.00	0.00	24,293.62	24,293.62	0.00
Expense								
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	89.83	89.83	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	1,611.97	1,611.97	0.00
Contract Services	525.00	0.00	19,570.03	0.00	20,095.03	1,740.49	1,740.49	0.00
Dues and Subscriptions	64.00	0.00	0.00	0.00	64.00	0.00	0.00	0.00
Equipment Rental	450.72	0.00	0.00	0.00	450.72	0.00	0.00	0.00
Insurance	109.91	0.00	0.00	0.00	109.91	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	1,592.98	1,592.98	0.00
Personnel	3,558.77	756.60	3,404.66	-34.86	7,685.17	0.00	0.00	0.00
Professional Fees	3,875.00	0.00	0.00	0.00	3,875.00	0.00	0.00	0.00
Supplies	73.59	0.00	0.00	0.00	73.59	14,494.56	14,494.56	-595.65
Telephone and Internet	181.43	0.00	0.00	0.00	181.43	0.00	0.00	0.00
Total Expense	8,838.42	756.60	22,974.69	-34.86	32,534.85	19,529.83	19,529.83	-595.65
Net Ordinary Income	-8,838.42	-756.60	-22,974.69	34.86	-32,534.85	4,763.79	4,763.79	595.65
Net Income	-8,838.42	-756.60	-22,974.69	34.86	-32,534.85	4,763.79	4,763.79	595.65

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

	Holidays (Promotions & Events)	Willow Glen Home Tour Books (Promotions & Events)	Total Promotions & Events	Strategic Marketing	WGBA Administration	TOTAL
Ordinary Income/Expense						
Income						
Event Revenue	7,762.62	20.00	7,782.62	0.00	0.00	32,076.24
Interest Income	0.00	0.00	0.00	0.00	2.05	2.05
K-rail Pass Through Income	0.00	0.00	0.00	0.00	1,115.00	1,115.00
Total Income	7,762.62	20.00	7,782.62	0.00	1,117.05	33,193.29
Gross Profit	7,762.62	20.00	7,782.62	0.00	1,117.05	33,193.29
Expense						
Advertising and P/R	0.00	0.00	0.00	85.30	0.00	175.13
Bank Service Charges	330.16	0.00	330.16	0.00	0.00	1,942.13
Contract Services	563.75	0.00	563.75	0.00	0.00	22,399.27
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	64.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	450.72
Insurance	0.00	0.00	0.00	0.00	63.47	173.38
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	1,215.00	1,215.00
Meetings	0.00	0.00	0.00	0.00	29.95	29.95
Permits and Fees	0.00	0.00	0.00	0.00	1,090.00	2,682.98
Personnel	0.00	0.00	0.00	0.00	674.99	8,360.16
Professional Fees	0.00	0.00	0.00	0.00	2,368.00	6,243.00
Supplies	0.00	0.00	-595.65	0.00	8.68	13,981.18
Telephone and Internet	0.00	0.00	0.00	0.00	24.00	205.43
Total Expense	893.91	0.00	298.26	85.30	5,474.09	57,922.33
Net Ordinary Income	6,868.71	20.00	7,484.36	-85.30	-4,357.04	-24,729.04
Net Income	6,868.71	20.00	7,484.36	-85.30	-4,357.04	-24,729.04

Willow Glen Business Association
Profit & Loss Prev Year Comparison
November 2023

	Nov 23	Nov 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	32,076.24	29,112.36	2,963.88	10.18%
Interest Income	2.05	0.72	1.33	184.72%
K-rail Pass Through Income	1,115.00	0.00	1,115.00	100.0%
Member Dues	0.00	120.00	-120.00	-100.0%
Miscellaneous Income	0.00	18.81	-18.81	-100.0%
Sponsorships	0.00	200.00	-200.00	-100.0%
Total Income	33,193.29	29,451.89	3,741.40	12.7%
Gross Profit	33,193.29	29,451.89	3,741.40	12.7%
Expense				
Advertising and P/R	175.13	-102.65	277.78	270.61%
Bank Service Charges	1,942.13	424.67	1,517.46	357.33%
Contract Services	22,399.27	20,403.47	1,995.80	9.78%
Dues and Subscriptions	64.00	0.00	64.00	100.0%
Equipment Rental	450.72	444.05	6.67	1.5%
Insurance	173.38	175.55	-2.17	-1.24%
K-Rail Pass Through Expense	1,215.00	0.00	1,215.00	100.0%
Meetings	29.95	27.95	2.00	7.16%
Miscellaneous	0.00	-959.30	959.30	100.0%
Permits and Fees	2,682.98	1,619.66	1,063.32	65.65%
Personnel	8,360.16	6,668.04	1,692.12	25.38%
Professional Fees	6,243.00	1,525.00	4,718.00	309.38%
Rent	0.00	250.00	-250.00	-100.0%
Supplies	13,981.18	11,554.96	2,426.22	21.0%
Telephone and Internet	205.43	288.47	-83.04	-28.79%
Total Expense	57,922.33	42,319.87	15,602.46	36.87%
Net Ordinary Income	-24,729.04	-12,867.98	-11,861.06	-92.18%
Net Income	-24,729.04	-12,867.98	-11,861.06	-92.18%

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

	Nov 30, 23	Nov 30, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	0.00	151,218.58	-151,218.58	-100.0%
Wells Fargo Checking-debit acct	4,981.62	2,187.36	2,794.26	127.75%
WF Checking -4504	211,853.11	19,587.38	192,265.73	981.58%
Total Checking/Savings	216,834.73	172,993.32	43,841.41	25.34%
Accounts Receivable				
Accounts Receivable	47,375.00	14,735.01	32,639.99	221.51%
Total Accounts Receivable	47,375.00	14,735.01	32,639.99	221.51%
Other Current Assets				
Loan to related entity	1,000.00	1,000.00	0.00	0.0%
Pre-Paid Rent	1,450.00	500.00	950.00	190.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	2,950.00	2,000.00	950.00	47.5%
Total Current Assets	267,159.73	189,728.33	77,431.40	40.81%
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	274,470.52	197,039.12	77,431.40	39.3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	6,208.00	11,083.89	-4,875.89	-43.99%
Total Accounts Payable	6,208.00	11,083.89	-4,875.89	-43.99%
Other Current Liabilities				
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	103.01	143.59	-40.58	-28.26%
Total Other Current Liabilities	41,010.30	35,430.66	5,579.64	15.75%
Total Current Liabilities	47,218.30	46,514.55	703.75	1.51%
Total Liabilities	47,218.30	46,514.55	703.75	1.51%
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	14,005.54	-40,119.75	54,125.29	134.91%
Total Equity	227,252.22	150,524.57	76,727.65	50.97%
TOTAL LIABILITIES & EQUITY	274,470.52	197,039.12	77,431.40	39.3%

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

	Nov 23	Jul - Nov 23
Ordinary Income/Expense		
Income		
CBID	0.00	105,820.90
Event Revenue	32,076.24	231,870.46
Interest Income	2.05	77.71
K-rail Pass Through Income	1,115.00	6,075.00
Retail Merchandise Income	0.00	927.86
Sponsorships	0.00	10,250.00
Total Income	<u>33,193.29</u>	<u>355,021.93</u>
Gross Profit	33,193.29	355,021.93
Expense		
Advertising and P/R	175.13	503.23
Bank Service Charges	1,942.13	11,526.57
City Fees	0.00	2,500.00
Contract Services	22,399.27	130,599.75
Dues and Subscriptions	64.00	570.00
Equipment Rental	450.72	30,528.51
Insurance	173.38	1,658.34
K-Rail Pass Through Expense	1,215.00	6,075.00
Meetings	29.95	196.53
Permits and Fees	2,682.98	10,647.30
Personnel	8,360.16	42,662.09
Postage and Delivery	0.00	242.00
Professional Fees	6,243.00	27,986.75
Rent	0.00	1,200.00
Retail Merchandise Expense	0.00	5,695.00
Supplies	13,981.18	63,692.77
Telephone and Internet	205.43	3,108.55
Website	0.00	1,624.00
Total Expense	<u>57,922.33</u>	<u>341,016.39</u>
Net Ordinary Income	-24,729.04	14,005.54
Net Income	<u>-24,729.04</u>	<u>14,005.54</u>

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

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	BeerWalk (Fundraising Events)	Bubbly Walk (Fundraising Events)
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
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	57,836.31	19,685.00	25,118.62
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	0.00	7,750.00	0.00	0.00
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	25,118.62
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	25,118.62
Expense									
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	171.90	86.09	89.83
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	2,767.42	857.33	1,656.19
City Fees	0.00	0.00	0.00	0.00	2,500.00	2,500.00	0.00	0.00	0.00
Contract Services	2,625.00	0.00	180.00	74,605.35	0.00	77,410.35	25,398.99	3,082.50	2,040.49
Dues and Subscriptions	378.00	0.00	0.00	0.00	0.00	378.00	0.00	0.00	0.00
Equipment Rental	2,609.16	0.00	0.00	0.00	0.00	2,609.16	25,109.60	1,542.86	0.00
Insurance	439.66	0.00	0.00	0.00	0.00	439.66	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	0.00	0.00
Meetings	76.73	0.00	0.00	0.00	0.00	76.73	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	5,323.28	1,431.04	1,592.98
Personnel	18,046.45	0.00	3,856.64	17,354.69	-104.58	39,153.20	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
Professional Fees	21,943.75	0.00	0.00	0.00	0.00	21,943.75	400.00	400.00	400.00
Rent	1,200.00	0.00	0.00	0.00	0.00	1,200.00	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	73.59	0.00	0.00	0.00	0.00	73.59	26,208.35	8,116.58	14,494.56
Telephone and Internet	1,068.04	0.00	1,930.00	0.00	0.00	2,998.04	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
Total Expense	48,976.38	0.00	7,140.64	91,960.04	2,395.42	150,472.48	85,993.54	15,516.40	20,274.05
Net Ordinary Income	-22,521.15	2,116.41	4,499.66	-26,351.08	-2,395.42	-44,651.58	-20,407.23	4,168.60	4,844.57
Net Income	-22,521.15	2,116.41	4,499.66	-26,351.08	-2,395.42	-44,651.58	-20,407.23	4,168.60	4,844.57

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

	Fall Wine Walk (Fundraising Events)	Light Up the Avenue (Fundraising Events)	Passport (Fundraising Events)	Total Fundraising Events	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)
Ordinary Income/Expense						
Income						
CBID	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	33,076.11	0.00	245.00	135,961.04	0.00	95,554.62
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
Retail Merchandise Income	0.00	0.00	0.00	0.00	0.00	887.86
Sponsorships	2,000.00	0.00	0.00	9,750.00	500.00	0.00
Total Income	35,076.11	0.00	245.00	145,711.04	500.00	96,442.48
Gross Profit	35,076.11	0.00	245.00	145,711.04	500.00	96,442.48
Expense						
Advertising and P/R	70.11	0.00	0.00	417.93	0.00	0.00
Bank Service Charges	1,701.47	0.00	9.24	6,991.65	0.00	4,319.26
City Fees	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	2,114.71	0.00	0.00	32,636.69	1,072.96	18,179.75
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	1,266.89	0.00	0.00	27,919.35	0.00	0.00
Insurance	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
Meetings	0.00	0.00	0.00	0.00	0.00	0.00
Permits and Fees	1,210.00	0.00	0.00	9,557.30	0.00	0.00
Personnel	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	600.00	0.00	0.00	1,800.00	700.00	675.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	0.00	5,695.00
Supplies	13,748.75	77.82	0.00	62,646.06	813.54	0.00
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	20,711.93	77.82	9.24	142,562.98	2,586.50	28,869.01
Net Ordinary Income	14,364.18	-77.82	235.76	3,128.06	-2,086.50	67,573.47
Net Income	14,364.18	-77.82	235.76	3,128.06	-2,086.50	67,573.47

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

	National Night Out (Promotions & Events)	Willow Glen Home Tour Books (Promotions & Events)	Total Promotions & Events	Strategic Marketing	WG&A Administration	TOTAL
Ordinary Income/Expense						
Income						
CBID	0.00	0.00	0.00	0.00	0.00	105,820.90
Event Revenue	0.00	354.80	95,909.42	0.00	0.00	231,870.46
Interest Income	0.00	0.00	0.00	0.00	77.71	77.71
K-rail Pass Through Income	0.00	0.00	0.00	0.00	6,075.00	6,075.00
Retail Merchandise Income	0.00	40.00	927.86	0.00	0.00	927.86
Sponsorships	0.00	0.00	500.00	0.00	0.00	10,250.00
Total Income	0.00	394.80	97,337.28	0.00	6,152.71	355,021.93
Gross Profit	0.00	394.80	97,337.28	0.00	6,152.71	355,021.93
Expense						
Advertising and P/R	0.00	0.00	0.00	85.30	0.00	503.23
Bank Service Charges	0.00	2.14	4,321.40	0.00	213.52	11,526.57
City Fees	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	800.00	0.00	20,052.71	0.00	500.00	130,599.75
Dues and Subscriptions	0.00	0.00	0.00	0.00	192.00	570.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	30,528.51
Insurance	0.00	0.00	0.00	0.00	604.68	1,658.34
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	6,075.00	6,075.00
Meetings	0.00	0.00	0.00	0.00	119.80	196.53
Permits and Fees	0.00	0.00	0.00	0.00	1,090.00	10,647.30
Personnel	0.00	0.00	0.00	0.00	3,508.89	42,662.09
Postage and Delivery	0.00	0.00	0.00	0.00	176.00	242.00
Professional Fees	0.00	0.00	1,375.00	0.00	2,868.00	27,986.75
Rent	0.00	0.00	0.00	0.00	0.00	1,200.00
Retail Merchandise Expense	0.00	0.00	5,695.00	0.00	0.00	5,695.00
Supplies	0.00	0.00	813.54	0.00	159.58	63,692.77
Telephone and Internet	0.00	0.00	0.00	0.00	110.51	3,108.55
Website	0.00	0.00	0.00	0.00	0.00	1,624.00
Total Expense	800.00	2.14	32,257.65	85.30	15,617.98	341,016.39
Net Ordinary Income	-800.00	392.66	65,079.63	-85.30	-9,465.27	14,005.54
Net Income	-800.00	392.66	65,079.63	-85.30	-9,465.27	14,005.54

Willow Glen Community Foundation Balance Sheet

As of November 30, 2023
Nov 30, 23

ASSETS

Current Assets

Checking/Savings

Wells Fargo Checking -4496 42,410.58

Total Checking/Savings 42,410.58

Total Current Assets 42,410.58

TOTAL ASSETS 42,410.58

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

Accounts Payable 14,500.00

Total Accounts Payable 14,500.00

Other Current Liabilities

Loan From WGBA 4,309.58

Total Other Current Liabilities 4,309.58

Total Current Liabilities 18,809.58

Total Liabilities 18,809.58

Equity

Unrestricted Net Assets 17,096.00

Net Income 6,505.00

Total Equity 23,601.00

TOTAL LIABILITIES & EQUITY 42,410.58

Willow Glen Community Foundation
Profit & Loss
November 2023

Nov 23

Ordinary Income/Expense	
Expense	
Business Expenses	
Business Registration Fees	-600.00
Total Business Expenses	<u>-600.00</u>
Total Expense	<u>-600.00</u>
Net Ordinary Income	600.00
Net Income	<u><u>600.00</u></u>

Willow Glen Community Foundation

Profit & Loss

January through November 2023

Jan - Nov 23

Ordinary Income/Expense	
Income	
Direct Public Support	
Individ, Business Contributions	6,550.00
Total Direct Public Support	<u>6,550.00</u>
Grants	
Government Grants	14,500.00
Total Grants	<u>14,500.00</u>
Total Income	<u>21,050.00</u>
Expense	
Business Expenses	
Business Registration Fees	45.00
Total Business Expenses	<u>45.00</u>
Grant Expense	<u>14,500.00</u>
Total Expense	<u>14,545.00</u>
Net Ordinary Income	<u>6,505.00</u>
Net Income	<u><u>6,505.00</u></u>