



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, July 12, 2022 * 8:00 am – 9:00 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 June Minutes	8:00 am	Review and approval of, June 14, 2022, minutes
Executive Committee Report	I	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of June 24th, 2022, minutes
Treasurer's Report	A	Treasurer, Tim Mulcahy – June Financial Report	8:10 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	Member Relations Committee WGBA Staff	8:15 am – 8:50 am	Updates
	I	Strategic Marketing Committee Chair: Frank Bejan		
	I	CBID Committee Chair: Nate Perez		
	I	Our Avenue Committee Chair: Kathleen Erdmann		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President Willow Glen Neighborhood Assoc – Brian Yi	8:50 am – 9:00 am	
		Time Certain Any person may address the Board on any subject not on the agenda. Since the subject is not on the agenda, the Brown Act (State Open Meeting Law) prohibits action by the Board. However, Board Members and Staff may briefly respond to statements or questions and/or provide referral to Staff. The Board may place the item on an agenda for a future meeting.		
Assoc Member Applications	A	None		
Meeting Adjournment	G	Tim Mulcahy	9:00 am	

The next WGBA Board meeting will be Tuesday, August 9th, 2022, time 8:00 am
Meeting location: The Garden Theater, 1165 Lincoln Avenue

**Willow Glen Business Association
Board Meeting Minutes
June 14, 2022**

Meeting began at 8:07 a.m.

In Attendance: Frank Bejan, Kathleen Erdmann, Marcus Estrada, Barbara Hartman, Emilie Highley, Tim Mulcahy, Nathan Perez, Lynne Rovai, Steve Sibley, Jim Carpeneti

Absent: Gea Carr, Sara Rivas, Ann Saliba, Jamie Sizelove, Steve Wymer,

Staff Member: Kandy Stevens

Guests: Robert Hernandez (past president and project lead for the BBQ,) Brian Li, (WGNA)

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

Meeting was called to order by President Tim Mulcahy

- The minutes from the previous meeting (with a correction to the fee paid to the City of San Jose \$31,660 and the Executive board meeting (with a correction to the reference to \$5 should be \$5k were and read and approved.

- The financials as explained by Tim Mulcahy (acting treasurer) were approved.

Member Relations:

Staff (Kandy Stevens) is working on:

- Restaurant week in June (great posters distributed)
- Ladies Night Out in July (posters distributed)
- BBQ in the Glen In September
- Updating the avenue property owner information.

CBID Renewal

The official forms and initial payment (\$31,660) to the City of San Jose were submitted and received. This process has many requirements but there are also many benefits in having the City manage the process, including access to the City Council.

- Meeting with Property owners is now a top priority to present the benefits of the CBID.

- We should have wrapped things up by end of the year to meet the February 2023 deadline.

We need an updated list of Tenants and Property Owners to approach for CBID support. This will take some work. Board members know some property owners and will contact them.

Nate Perez cautioned that we need to get accurate information but that we need to use the current San Jose records, even though not updated, in order to follow the process which the city administers.

- Steve Sibley has submitted the paperwork for the Public classification so larger entities can donate to the "Willow Glen Community Foundation". This will be helpful for events like BBQ in the Glen.

Willow Glen Neighborhood Association

Brian Li thanked those on the board that attended the clock unveiling and explained the clock is illuminated and can change with holidays.

Republic Urban Properties has moved into the new building on Lincoln and Willow.

A mural will be painted on the wall on Willow Street side and construction continues for the restaurant.

WGBA is participating in the National Night Out.

We are looking for a way to expand the newsletter and work together.

Resume's - We are starting over with a new posting on LinkedIn. We must stress the part time status and that work is to be done in the WGBA office.

WGBA Bank Accounts – Barbara needs to sign on to the WFB checking account. The U.S. Bank account will be closed after the next CBID check is received and a new account at Wells Fargo will be opened right away in anticipation of that change. (WFB).

The meeting was adjourned at 9:13 a.m.

Respectfully submitted,

Kathleen Erdmann, Secretary
Willow Glen Business Association

Willow Glen Business Association
Executive Board Meeting
6/24/22

Meeting called to order at 9:08 a.m.

Old Business

Present: Kathleen Erdmann, Barbara Hartman, Emilie Highley, Tim Mulcahy and
Staff member: Kandy Stevens

Avenue Light Project – Emilie

Meeting with John Gillian next week to discuss the bid for the avenue electrical. He is working with Bayer Electric for that estimate.

WGBA Bank Accounts

- City of San Jose, New updated paperwork for the WFB accounts (CBID related)
US Bank account needs to be closed but we are transferring \$20k to pay bills until that happens.

Universal Site Services

- An Amendment to update our contract with Universal Site Services was drafted by Kathleen Erdmann and is now fully executed. The purpose of the amendment was to bring the basic terms of the agreement current through 2024.
Universal is adding power washing to the 2022 scope of work. This will include an additional cost as it will be in addition to the regular and spot power washing.

New Business

Board of Directors meeting attendance

Discussion about current board members who haven't met the requirements as set out in our charter. Those that have not met the commitment may be asked to relinquish their seats on the board. They may participate in another capacity such as serving on a committee.

Meeting with Property Owners about CBID

Tim and Staff are planning a meeting with current property owners to explain the benefits of supporting the CBID. Nate will be a presenter.

National Night Out 8/2 at Bramhall Park

We intend to take part in this event, sponsored by the WGNA, with a table, collateral introducing the foundation and a fun give away (such as balloons or water) and a possible sponsorship role introducing the foundation). Steve Sibley was asked to craft a mission statement for the foundation.

Staff Update

- Letters will be sent out to Associate members (approx. 34) of the Association for dues. They will be dated July to align with WGBA fiscal year.

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

	BBQ in the Glen (Fundraising)	Total Fundraising	G&A	TOTAL
Ordinary Income/Expense				
Income				
Direct Public Support				
Individ, Business Contributions	5,000.00	5,000.00	0.00	5,000.00
Total Direct Public Support	<u>5,000.00</u>	<u>5,000.00</u>	<u>0.00</u>	<u>5,000.00</u>
Total Income	5,000.00	5,000.00	0.00	5,000.00
Expense				
Business Expenses				
Business Registration Fees	0.00	0.00	500.00	500.00
Total Business Expenses	<u>0.00</u>	<u>0.00</u>	<u>500.00</u>	<u>500.00</u>
Total Expense	0.00	0.00	500.00	500.00
Net Ordinary Income	<u>5,000.00</u>	<u>5,000.00</u>	<u>-500.00</u>	<u>4,500.00</u>
Net Income	<u><u>5,000.00</u></u>	<u><u>5,000.00</u></u>	<u><u>-500.00</u></u>	<u><u>4,500.00</u></u>

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

	Jun 30, 22	Jun 30, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	205,767.80	169,275.84	36,491.96	21.56%
Wells Fargo Checking-debit acct	3,756.20	3,589.43	166.77	4.65%
WF Checking -4504	9,049.89	0.00	9,049.89	100.0%
Total Checking/Savings	218,573.89	172,865.27	45,708.62	26.44%
Accounts Receivable				
Accounts Receivable	850.00	684.00	166.00	24.27%
Total Accounts Receivable	850.00	684.00	166.00	24.27%
Other Current Assets				
Loan to related entity	1,000.00	0.00	1,000.00	100.0%
Pre-Paid Rent	500.00	250.00	250.00	100.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	2,000.00	750.00	1,250.00	166.67%
Total Current Assets	221,423.89	174,299.27	47,124.62	27.04%
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	228,734.68	181,610.06	47,124.62	25.95%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	2,303.29	1,068.96	1,234.33	115.47%
Total Accounts Payable	2,303.29	1,068.96	1,234.33	115.47%
Other Current Liabilities				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	23,361.12	54,727.12	-31,366.00	-57.31%
Sales Tax Payable	-47.94	115.34	-163.28	-141.56%
Total Other Current Liabilities	29,859.36	61,388.64	-31,529.28	-51.36%
Total Current Liabilities	32,162.65	62,457.60	-30,294.95	-48.51%
Total Liabilities	32,162.65	62,457.60	-30,294.95	-48.51%
Equity				
Accumulated Net Assets	119,152.46	130,522.29	-11,369.83	-8.71%
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	77,419.57	-11,369.83	88,789.40	780.92%
Total Equity	196,572.03	119,152.46	77,419.57	64.98%
TOTAL LIABILITIES & EQUITY	228,734.68	181,610.06	47,124.62	25.95%

Willow Glen Business Association
Profit & Loss Prev Year Comparison
June 2022

	Jun 22	Jun 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
CBID	0.00	0.00	0.00	0.0%
Grants	25,000.00	0.00	25,000.00	100.0%
Interest Income	0.03	0.00	0.03	100.0%
Total Income	<u>25,000.03</u>	<u>0.00</u>	<u>25,000.03</u>	<u>100.0%</u>
Gross Profit	25,000.03	0.00	25,000.03	100.0%
Expense				
Advertising and P/R	667.00	500.00	167.00	33.4%
CBID Contingency	0.00	5,407.33	-5,407.33	-100.0%
Contract Services	18,230.79	11,750.24	6,480.55	55.15%
Dues and Subscriptions	65.00	65.00	0.00	0.0%
Equipment Rental	0.00	518.96	-518.96	-100.0%
Insurance	438.56	604.59	-166.03	-27.46%
Meetings	26.45	45.63	-19.18	-42.03%
Personnel	3,796.42	6,467.02	-2,670.60	-41.3%
Professional Fees	0.00	650.00	-650.00	-100.0%
Rent	250.00	250.00	0.00	0.0%
Supplies	-944.64	460.35	-1,404.99	-305.2%
Telephone and Internet	185.35	180.07	5.28	2.93%
Website	0.00	85.30	-85.30	-100.0%
Total Expense	<u>22,714.93</u>	<u>26,984.49</u>	<u>-4,269.56</u>	<u>-15.82%</u>
Net Ordinary Income	<u>2,285.10</u>	<u>-26,984.49</u>	<u>29,269.59</u>	<u>108.47%</u>
Net Income	<u>2,285.10</u>	<u>-26,984.49</u>	<u>29,269.59</u>	<u>108.47%</u>

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

	<u>Jun 22</u>	<u>Jul '21 - Jun 22</u>
Ordinary Income/Expense		
Income		
CBID	0.00	268,988.50
Event Revenue	0.00	118,137.26
Grants	25,000.00	40,000.00
Interest Income	0.03	0.03
Member Dues	0.00	240.00
Sponsorships	0.00	12,550.00
Total Income	<u>25,000.03</u>	<u>439,915.79</u>
Gross Profit	25,000.03	439,915.79
Expense		
Advertising and P/R	667.00	2,370.40
Bank Service Charges	0.00	4,372.22
City Fees	0.00	5,000.00
Contract Services	18,230.79	178,946.86
Dues and Subscriptions	65.00	780.00
Equipment Rental	0.00	9,102.67
Equipment/Furnishings	0.00	491.63
Insurance	438.56	8,948.84
Meetings	26.45	689.86
Permits and Fees	0.00	4,673.77
Personnel	3,796.42	73,009.01
Postage and Delivery	0.00	582.65
Printing and Reproduction	0.00	294.98
Professional Fees	0.00	15,285.50
Rent	250.00	2,750.00
Retail Merchandise Expense	0.00	-609.00
Sales Tax Adjustment	0.00	0.66
Software	0.00	99.99
Supplies	-944.64	50,451.03
Telephone and Internet	185.35	2,305.99
Website	0.00	2,949.16
Total Expense	<u>22,714.93</u>	<u>362,496.22</u>
Net Ordinary Income	<u>2,285.10</u>	<u>77,419.57</u>
Net Income	<u><u>2,285.10</u></u>	<u><u>77,419.57</u></u>

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

June 2022

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Restaurant Week (Promotions & Events)	Total Promotions & Events	WGBA Administration	TOTAL
Ordinary Income/Expense								
Income								
Grants	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	25,000.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.03
Total Income	0.00	0.00	0.00	0.00	0.00	0.00	25,000.03	25,000.03
Gross Profit	0.00	0.00	0.00	0.00	0.00	0.00	25,000.03	25,000.03
Expense								
Advertising and P/R	0.00	667.00	0.00	667.00	0.00	0.00	0.00	667.00
Contract Services	525.00	2,000.00	15,402.50	17,927.50	303.29	303.29	0.00	18,230.79
Dues and Subscriptions	65.00	0.00	0.00	65.00	0.00	0.00	0.00	65.00
Insurance	112.92	0.00	0.00	112.92	0.00	0.00	325.64	438.56
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	26.45	26.45
Personnel	488.34	66.66	1,233.34	1,788.34	0.00	0.00	2,008.08	3,796.42
Rent	250.00	0.00	0.00	250.00	0.00	0.00	0.00	250.00
Supplies	13.10	0.00	0.00	13.10	0.00	0.00	-957.74	-944.64
Telephone and Internet	185.35	0.00	0.00	185.35	0.00	0.00	0.00	185.35
Total Expense	1,639.71	2,733.66	16,635.84	21,009.21	303.29	303.29	1,402.43	22,714.93
Net Ordinary Income	-1,639.71	-2,733.66	-16,635.84	-21,009.21	-303.29	-303.29	23,597.60	2,285.10
Net Income	-1,639.71	-2,733.66	-16,635.84	-21,009.21	-303.29	-303.29	23,597.60	2,285.10

Willow Glen Business Association
YTD Profit & Loss by Class
July 2021 through June 2022

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen Fundraising Events	Bubbly Walk Fundraising Events	Fall Wine Walk Fundraising Events	Planter Box Adoption Fundraising Events	Spring Wine Walk Fundraising Events	Total Fundraising Events	Member Relations
Ordinary Income/Expense												
Income												
CBID	67,247.13	5,379.77	29,588.73	166,772.87	268,988.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	0.00	0.00	0.00	0.00	350.00	50,472.40	26,770.75	600.00	39,835.80	118,028.95	0.00
Grants	0.00	0.00	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	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	0.00	240.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	3,150.00	1,500.00	2,600.00	3,500.00	10,750.00	0.00
Total Income	67,247.13	5,379.77	29,588.73	166,772.87	268,988.50	350.00	53,622.40	28,270.75	3,200.00	43,335.80	128,778.95	240.00
Gross Profit	67,247.13	5,379.77	29,588.73	166,772.87	268,988.50	350.00	53,622.40	28,270.75	3,200.00	43,335.80	128,778.95	240.00
Expense												
Advertising and P/R	119.40	0.00	1,667.00	0.00	1,786.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,866.02	21.43	2,660.32	4,547.77	3.96
City Fees	5,000.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	6,300.00	0.00	13,120.24	144,436.17	163,856.41	1,250.00	3,239.07	1,662.50	2,269.68	2,397.50	10,818.75	0.00
Dues and Subscriptions	780.00	0.00	0.00	0.00	780.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	5,448.69	0.00	0.00	0.00	5,448.69	0.00	993.56	934.14	0.00	1,726.28	3,653.98	0.00
Equipment/Furnishings	491.63	0.00	0.00	0.00	491.63	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	3,933.32	0.00	0.00	0.00	3,933.32	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	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	1,582.74	1,418.29	0.00	1,632.74	4,633.77	0.00
Personnel	9,855.03	0.00	1,303.40	24,111.14	35,269.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	448.65	0.00	0.00	0.00	448.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	294.98	0.00	0.00	294.98	0.00
Professional Fees	11,360.50	0.00	0.00	75.00	11,435.50	0.00	400.00	800.00	0.00	475.00	1,675.00	0.00
Rent	2,750.00	0.00	0.00	0.00	2,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise	0.00	0.00	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	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	0.00	0.00
Supplies	451.27	0.00	0.00	0.00	451.27	0.00	21,187.80	9,190.15	1,156.96	13,295.59	44,830.50	0.00
Telephone/Internet	2,305.99	0.00	0.00	0.00	2,305.99	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	95.90	0.00	2,853.26	0.00	2,949.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	49,340.38	0.00	18,943.90	168,622.31	236,906.59	1,250.00	27,403.17	16,166.08	3,448.07	22,187.43	70,454.75	3.96
Net Ordinary Income	17,906.75	5,379.77	10,644.83	-1,849.44	32,081.91	-900.00	26,219.23	12,104.67	-248.07	21,148.37	58,324.20	236.04
Net Income	17,906.75	5,379.77	10,644.83	-1,849.44	32,081.91	-900.00	26,219.23	12,104.67	-248.07	21,148.37	58,324.20	236.04

Willow Glen Business Association
YTD Profit & Loss by Class
July 2021 through June 2022

	Farmer's Market Promotions	Halloween Promotions	Holidays Promotions	Restaurant Week Promotions	Small Bus Saturday Promotions	Spring LNO Promotions	Summer LNO Promotions	WG Home Books Promotions	Other Promotions	Total Promotions & Events	Strategic Marketing	WGBA Admin	TOTAL
Ordinary Income/Expense													
Income													
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	268,988.50
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	108.31	0.00	108.31	0.00	0.00	118,137.26
Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00	40,000.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.03	0.03
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	240.00
Sponsorships	0.00	1,000.00	800.00	0.00	0.00	0.00	0.00	0.00	0.00	1,800.00	0.00	0.00	12,550.00
Total Income	0.00	1,000.00	800.00	0.00	0.00	0.00	0.00	108.31	0.00	1,908.31	0.00	40,000.03	439,915.79
Gross Profit	0.00	1,000.00	800.00	0.00	0.00	0.00	0.00	108.31	0.00	1,908.31	0.00	40,000.03	439,915.79
Expense													
Advertising and P/R	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	384.00	0.00	2,370.40
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-179.51	4,372.22
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Contract Services	164.06	770.00	534.53	303.29	0.00	196.88	302.94	0.00	0.00	2,271.70	2,000.00	0.00	178,946.86
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	780.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,102.67
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	491.63
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,015.52	8,948.84
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47.68	47.68	0.00	642.18	689.86
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	40.00	4,673.77
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,739.44	73,009.01
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	134.00	582.65
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	294.98
Professional Fees	0.00	0.00	250.00	700.00	0.00	1,025.00	200.00	0.00	0.00	2,175.00	0.00	0.00	15,285.50
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,750.00
Retail Merchandise	0.00	0.00	-549.00	0.00	0.00	0.00	0.00	-60.00	0.00	-609.00	0.00	0.00	-609.00
Sales Tax Adjustment	0.00	0.00	47.67	0.00	0.00	0.00	0.00	0.00	0.00	47.67	0.00	-47.01	0.66
Software	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	99.99	99.99
Supplies	0.00	1,002.40	69.84	0.00	131.21	393.68	205.63	0.00	0.00	1,802.76	0.00	3,366.50	50,451.03
Telephone/Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,305.99
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,949.16
Total Expense	164.06	1,772.40	553.04	1,003.29	131.21	1,615.56	708.57	-60.00	47.68	5,935.81	2,384.00	46,811.11	362,496.22
Net Ordinary Income	-164.06	-772.40	246.96	-1,003.29	-131.21	-1,615.56	-708.57	168.31	-47.68	-4,027.50	-2,384.00	-6,811.08	77,419.57
Net Income	-164.06	-772.40	246.96	-1,003.29	-131.21	-1,615.56	-708.57	168.31	-47.68	-4,027.50	-2,384.00	-6,811.08	77,419.57