



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, June 11th, 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 May Minutes	8:00 am	Review and approval of, May 14th, 2024, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of May 30th, 2024, minutes
New Board Member	A	Emilie Highley – Board recruitment	8:10 am	Vote for new Board member Gisselle Terrazas
Treasurer's Report	A	Treasurer, Barbara Hartman – May Financial Reports	8:15 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 WGCF Website Assemblymember Gail Pellerin	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 Beer Walk 6/15 Willow Glen Passport 6/1-8/31 Mrs. Roper Romp, 7/13 Summer Wine Walk 8/24		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President – 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 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, July 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
May 14, 2024**

Meeting began at 8:03 a.m.

In Attendance: Tim Mulcahy, Kathleen Erdmann Julie Flores, Emilie Highley, Barbara Hartman,
Frank Bejan, Steve Sibley, Bobbie Johnson, Nate Perez, Ana Russo, Colin Berger, Jamie Sizelove,

Staff Members: Kendra Middendorf and Jessica Reinoso

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

Meeting was called to order by President Tim Mulcahy.

The minutes of April 2024 meeting were approved unanimously (motion by Emilie Highley/second by Jamie Sizelove)

The minutes of the Executive meeting were read and unanimously approved (motion by Bobbie Johnson /second by Frank Bejan

Treasurer report : Given by Barbara Hartman with a breakdown of revenue and expenses by event. motion to approve by Ana Russo/ second by Jaime Sizelove

Member Relations: Kendra reported that staff attended the SJ Chamber of commerce

CBID Renewal

Tim attended the City Council meeting on April 10,2024 at 1:30 pm regarding CBID for approval, It was approved and we are now waiting for the ballots to be returned by property owners. Tim and Nate plan to attend the 6/4 City Council meeting where there will be a public forum. Property owners have been contacted and encouraged to return ballots. A few of the larger property owners have indicated that they are going to vote yes.

Our Avenue

Now that the mural for the Rose Building has been completed, the balance of the grant money (approx. \$6k) can be spent on new banners for the avenue. The committee met and have submitted suggestions for the banners. It was suggested that a Willow Tree, similar design to the plaques for planter sponsorship be used, on each banner along with other things that Willow Glen is known for. Cherries, apricots, Irises with a banner across the banner "Willow Glen" Kendra has spoken with a business in Japan Town and showed us some samples (online) of their work.

Planter Sponsorships have continued to grow and adoption by the Willow Glen Community Foundation was put to a vote and approved unanimously. Dan from the Divorce Center and Potencia have also signed. Up.

Kendra has contacted Pacific Display for the light string that cross the street on Lincoln Avenue the cost estimate was approximately \$3,500 for lights and \$5k for labor. We are asking for an official quote After Exec Board received a proposal from a company that does digital streetscape and hearing a presentation from a lighting design group, we

decided to do more of a grass roots approach, that is in our current budget. We are also planning to meet with Bear Electrical to determine where the power is currently drawing from and our options for transferring to a more direct connection rather than the current "daisy chain" which relies on property owners in some situations. We need a contact within DOT. Once we have new brighter lights up and some repairs to existing, we will ask for donations to the foundation for improvements to our streetscape.

Universal has been contacted to get a Porter schedule for Zone 2. There are some areas that need attention and we are working to make sure that is brought up to current standards.

Promotions and Events

- Passport is coming up 6/1 to 8/31
- Beer Walk is in good shape 6/15 – 22 sites have signed up and 9 breweries Almaden Rotary is sponsoring the glasses and Marcus is helping line up breweries
- Mrs. Roper Romp 7/13 – A fun event to bring people to the downtown It will include businesses doing trivia
- New Christmas ornament for 2024 – A transition – shh it's a secret!

Open Comments:

Angela Cohen attended and audited our board meeting as a new resident from NYC

The meeting was adjourned at 9:16 a.m.

Respectfully submitted,

Kathleen Erdmann, Secretary
Willow Glen Business Association

**Executive Committee Meeting
May 30, 2024**

Meeting was called to order by President Tim Mulcahy at 10:06 a.m.

Attendees: Tim Mulcahy, Emilie Highley, Kathleen Erdmann
Staff: Kendra Middendorf , Jessica Reinosa

The meeting was held in the WGBA conference room.

Lighting update:

Bear update: Victor Cruz and his supervisor James walked the avenue with Tim, Kendra and I. We learned that the service pedestal in Zone 2 is powering the lights. The pedestal is powered by the city. The current lights across the street in Zone 1 are connected to businesses BUT there is a service pedestal on the corner by BofA. The half of the box that powers the lights isn't working and has a rusted lock. DOT can come out and service this but the lock has to be cut off. Bear gave us a good contact at DOT!

Globe Lights:

We contacted DOT about the refurb of the globe lights. They are in the process of upgrading the "decorative lights" in San Jose with LED bulbs. Replacement lights for our globe lights have not been identified but they will visit downtown at the end of this week or early next week. They have committed to replace the bulbs, wash the globes and stabilize the globes for safety.

Pacific/ Light Strings:

The String lights have been ordered. It should be approximately 2 weeks before they arrive and they will be able to install within a week.
Kathleen will contact the Drone company for a before and after view.

CBID

The ballot count by the City Council will take place on Tuesday 6/4/24 at 1:30 p.m. Tim and Nate plan to attend. We are 3.3 on the agenda!. Hopefully we will be passed that day!

Banners

Kendra has talked to Lynn Rogers about using the balance of the grant money, which will be used for the banners. Tomiko Raster, President/Director of Rasteroids Designs, will do the artwork for our banners. Tomiko, Director of the Japan Town Business Association and they offer not only artwork but printing. Kendra also talked to Pacific about hanging the banners they estimated \$1600 but that will go down with the reduced number of banners. We have decided to look at 1 banner per location, rather than the 2 that now exist. These banners will be 2 sided and be very bright. The balance of the grant is approximately \$6k.

The next board meeting will be Tuesday June 11th 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**

Ordinary Income/Expense	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BeerWalk (Fundraising Events)	Passport (Fundraising Events)	Planter Box Adoption (Fundraising Events)
Income								
Event Revenue	0.00	0.00	0.00	0.00	0.00	4,427.00	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	3,000.00
Total Income	0.00	0.00	0.00	0.00	0.00	5,427.00	0.00	3,000.00
Gross Profit	0.00	0.00	0.00	0.00	0.00	5,427.00	0.00	3,000.00
Expense								
Advertising and P/R	0.00	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	305.55	0.00	0.00
Contract Services	525.00	0.00	0.00	0.00	525.00	0.00	302.96	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	142.42	0.00	0.00	0.00	142.42	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	1,442.98	0.00	0.00
Personnel	3,560.53	759.10	3,415.91	-34.86	7,700.68	0.00	0.00	0.00
Postage and Delivery	1.87	0.00	0.00	0.00	1.87	0.00	0.00	0.00
Professional Fees	750.00	0.00	0.00	0.00	750.00	0.00	1,584.00	0.00
Rent	400.00	0.00	0.00	0.00	400.00	0.00	0.00	0.00
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	266.86	8.53
Telephone and Internet	186.44	0.00	0.00	0.00	186.44	0.00	0.00	0.00
Total Expense	6,080.98	759.10	3,415.91	-34.86	10,221.13	1,748.53	2,153.82	8.53
Net Ordinary Income	-6,080.98	-759.10	-3,415.91	34.86	-10,221.13	3,678.47	-2,153.82	2,991.47
Net Income	-6,080.98	-759.10	-3,415.91	34.86	-10,221.13	3,678.47	-2,153.82	2,991.47

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

	Spring Wine Walk (Fundraising Events)	Total Fundraising Events	Mrs. Roper Romp (Promotions & Events)	Total Promotions & Events	WG&A Administration	TOTAL
Ordinary Income/Expense						
Income						
Event Revenue	0.00	4,427.00	0.00	0.00	0.00	4,427.00
Interest Income	0.00	0.00	0.00	0.00	1.78	1.78
Sponsorships	0.00	4,000.00	0.00	0.00	0.00	4,000.00
Total Income	0.00	8,427.00	0.00	0.00	1.78	8,428.78
Gross Profit	0.00	8,427.00	0.00	0.00	1.78	8,428.78
Expense						
Advertising and P/R	42.83	42.83	0.00	0.00	0.00	42.83
Bank Service Charges	0.00	305.55	0.00	0.00	0.00	305.55
Contract Services	0.00	302.96	0.00	0.00	0.00	302.96
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	23.81	166.23
Meetings	0.00	0.00	0.00	0.00	33.95	33.95
Permits and Fees	0.00	1,442.98	0.00	0.00	0.00	1,442.98
Personnel	0.00	0.00	0.00	0.00	761.29	8,461.97
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	1.87
Professional Fees	0.00	1,584.00	1,100.00	1,100.00	0.00	3,434.00
Rent	0.00	0.00	0.00	0.00	0.00	400.00
Supplies	0.00	275.39	0.00	0.00	9.50	284.89
Telephone and Internet	0.00	0.00	0.00	0.00	30.79	217.23
Total Expense	42.83	3,953.71	1,100.00	1,100.00	859.34	16,134.18
Net Ordinary Income	-42.83	4,473.29	-1,100.00	-1,100.00	-857.56	-7,705.40
Net Income	-42.83	4,473.29	-1,100.00	-1,100.00	-857.56	-7,705.40

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

	May 24	May 23	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	4,427.00	2,052.00	2,375.00	115.74%
Interest Income	1.78	21.17	-19.39	-91.59%
K-rail Pass Through Income	0.00	1,215.00	-1,215.00	-100.0%
Member Dues	0.00	240.00	-240.00	-100.0%
Sponsorships	4,000.00	0.00	4,000.00	100.0%
Total Income	8,428.78	3,528.17	4,900.61	138.9%
Gross Profit	8,428.78	3,528.17	4,900.61	138.9%
Expense				
Advertising and P/R	42.83	197.14	-154.31	-78.27%
Bank Service Charges	305.55	0.00	305.55	100.0%
Contract Services	827.96	14,073.83	-13,245.87	-94.12%
Dues and Subscriptions	64.00	55.00	9.00	16.36%
Equipment Rental	450.72	932.06	-481.34	-51.64%
Equipment/Furnishings	0.00	242.43	-242.43	-100.0%
Insurance	166.23	211.86	-45.63	-21.54%
Meetings	33.95	64.80	-30.85	-47.61%
Permits and Fees	1,442.98	0.00	1,442.98	100.0%
Personnel	8,461.97	7,055.67	1,406.30	19.93%
Postage and Delivery	1.87	0.00	1.87	100.0%
Professional Fees	3,434.00	1,800.00	1,634.00	90.78%
Rent	400.00	250.00	150.00	60.0%
Retail Merchandise Expense	0.00	5,770.00	-5,770.00	-100.0%
Supplies	284.89	338.21	-53.32	-15.77%
Telephone and Internet	217.23	199.30	17.93	9.0%
Website	0.00	1,823.97	-1,823.97	-100.0%
Total Expense	16,134.18	33,014.27	-16,880.09	-51.13%
Net Ordinary Income	-7,705.40	-29,486.10	21,780.70	73.87%
Net Income	-7,705.40	-29,486.10	21,780.70	73.87%

Willow Glen Business Association

Balance Sheet Prev Year Comparison

As of May 31, 2024

	May 31, 24	May 31, 23	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Wells Fargo Checking-debit acct	6,609.54	6,067.82	541.72	8.93%
WF Checking -4504	195,091.28	226,608.80	-31,517.52	-13.91%
Total Checking/Savings	201,700.82	232,676.62	-30,975.80	-13.31%
Accounts Receivable				
Accounts Receivable	36,720.00	31,572.00	5,148.00	16.31%
Total Accounts Receivable	36,720.00	31,572.00	5,148.00	16.31%
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	18,314.12	500.00	17,814.12	3,562.82%
Total Other Current Assets	18,964.12	2,000.00	16,964.12	848.21%
Total Current Assets	257,384.94	266,248.62	-8,863.68	-3.33%
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	264,695.73	273,559.41	-8,863.68	-3.24%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	0.00	969.05	-969.05	-100.0%
Total Accounts Payable	0.00	969.05	-969.05	-100.0%
Other Current Liabilities				
ARTWORKS Project	9,156.18	6,546.18	2,610.00	39.87%
CBID Contingency Reserve	34,361.11	28,740.89	5,620.22	19.56%
Sales Tax Payable	2,452.52	17.42	2,435.10	13,978.76%
Total Other Current Liabilities	45,969.81	35,304.49	10,665.32	30.21%
Total Current Liabilities	45,969.81	36,273.54	9,696.27	26.73%
Total Liabilities	45,969.81	36,273.54	9,696.27	26.73%
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	5,479.24	46,641.55	-41,162.31	-88.25%
Total Equity	218,725.92	237,285.87	-18,559.95	-7.82%
TOTAL LIABILITIES & EQUITY	264,695.73	273,559.41	-8,863.68	-3.24%

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

	May 24	Jul '23 - May 24
Ordinary Income/Expense		
Income		
CBID	0.00	284,631.05
Event Revenue	4,427.00	279,910.81
Eventbrite Ticket Sales	0.00	5.62
Interest Income	1.78	87.74
K-rail Pass Through Income	0.00	6,075.00
Member Dues	0.00	1,624.00
Retail Merchandise Income	0.00	927.86
Sponsorships	4,000.00	21,250.00
Total Income	<u>8,428.78</u>	<u>594,512.08</u>
Gross Profit	8,428.78	594,512.08
Expense		
Advertising and P/R	42.83	1,969.24
Bank Service Charges	305.55	14,615.43
City Fees	0.00	5,000.00
Contract Services	827.96	235,308.20
Dues and Subscriptions	64.00	954.00
Equipment Rental	450.72	36,187.91
Equipment/Furnishings	0.00	684.55
Insurance	166.23	8,163.04
K-Rail Pass Through Expense	0.00	6,075.00
Meetings	33.95	1,106.08
Permits and Fees	1,442.98	13,733.26
Personnel	8,461.97	95,969.75
Postage and Delivery	1.87	883.79
Professional Fees	3,434.00	72,277.73
Rent	400.00	4,400.00
Retail Merchandise Expense	0.00	5,695.00
Sales Tax Adjustment	0.00	0.61
Software	0.00	99.99
Supplies	284.89	79,342.62
Telephone and Internet	217.23	4,492.64
Website	0.00	2,074.00
Total Expense	<u>16,134.18</u>	<u>589,032.84</u>
Net Ordinary Income	<u>-7,705.40</u>	<u>5,479.24</u>
Net Income	<u>-7,705.40</u>	<u>5,479.24</u>

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

	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)	Fall Wine Walk (Fundraising Events)
Ordinary Income/Expense										
Income										
CBID	71,157.77	5,692.61	31,309.42	176,471.25	0.00	284,631.05	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	25,499.25	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	1,000.00	0.00	2,000.00
Total Income	71,157.77	5,692.61	31,309.42	176,471.25	0.00	284,631.05	65,586.31	26,499.25	39,169.85	35,076.11
Gross Profit	71,157.77	5,692.61	31,309.42	176,471.25	0.00	284,631.05	65,586.31	26,499.25	39,169.85	35,076.11
Expense										
Advertising and PIR	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	1,162.88	2,119.41	1,701.47
City Fees	2,500.00	0.00	0.00	0.00	2,500.00	5,000.00	0.00	0.00	0.00	0.00
Contract Services	5,775.00	0.00	556.88	143,349.50	0.00	149,681.38	25,602.47	3,385.47	2,040.49	2,114.71
Dues and Subscriptions	762.00	0.00	0.00	0.00	0.00	762.00	0.00	0.00	0.00	0.00
Equipment Rental	5,313.48	0.00	0.00	0.00	0.00	5,313.48	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	1,113.24	0.00	0.00	0.00	0.00	1,113.24	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	2,874.02	1,592.98	1,584.00
Personnel	41,030.83	0.00	8,578.74	38,603.90	-313.74	87,999.73	0.00	0.00	0.00	0.00
Postage and Delivery	666.88	0.00	0.00	0.00	0.00	666.88	0.00	0.00	0.00	0.00
Professional Fees	60,737.73	0.00	0.00	0.00	0.00	60,737.73	400.00	750.00	650.00	600.00
Rent	4,400.00	0.00	0.00	0.00	0.00	4,400.00	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	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	8,177.78	16,048.24	13,748.75
Telephone and Internet	2,299.46	0.00	1,930.00	0.00	0.00	4,229.46	0.00	0.00	0.00	0.00
Website	900.00	0.00	1,174.00	0.00	0.00	2,074.00	0.00	0.00	0.00	0.00
Total Expense	127,083.19	0.00	12,239.62	181,953.40	2,186.26	323,462.47	83,113.44	17,979.10	23,853.89	21,085.93
Net Ordinary Income	-55,925.42	5,692.61	19,069.80	-5,482.15	-2,186.26	-38,831.42	-17,527.13	8,520.15	15,315.96	13,990.18
Net Income	-55,925.42	5,692.61	19,069.80	-5,482.15	-2,186.26	-38,831.42	-17,527.13	8,520.15	15,315.96	13,990.18

Willow Glen Business Association YTD Profit & Loss by Class July 2023 through May 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	31,871.17	187,697.69	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	1,624.00	0.00
Retail Merchandise Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	8,000.00	2,000.00	20,750.00	0.00	0.00
Total Income	0.00	245.00	8,000.00	33,871.17	208,447.69	1,624.00	0.00
Gross Profit	0.00	245.00	8,000.00	33,871.17	208,447.69	1,624.00	0.00
Expense							
Advertising and P/R	0.00	0.00	0.00	286.00	749.98	0.00	43.93
Bank Service Charges	0.00	9.24	0.00	2,206.95	9,967.37	3.90	0.00
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	0.00	302.96	0.00	2,301.17	35,747.27	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	1,127.19	30,313.43	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	1,642.98	12,643.26	0.00	0.00
Personnel	0.00	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	0.00
Professional Fees	0.00	1,584.00	0.00	1,450.00	5,434.00	0.00	0.00
Rent	0.00	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	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	293.39	25.81	14,375.85	76,246.41	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	2,189.59	25.81	23,390.14	171,715.72	253.90	1,260.80
Net Ordinary Income	-77.82	-1,944.59	7,974.19	10,481.03	36,731.97	1,370.10	-1,260.80
Net Income	-77.82	-1,944.59	7,974.19	10,481.03	36,731.97	1,370.10	-1,260.80

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

	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	Mrs. Roper Romp (Promotions & Events)	National Night Out (Promotions & Events)	Willow Glen Home Tour Books (Promotions & Events)	Promotions & Events - Other (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	0.00	613.63	0.00
Eventbrite Ticket Sales	0.00	5.62	0.00	0.00	0.00	0.00
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	0.00	0.00	0.00
Sponsorships	500.00	0.00	0.00	0.00	40.00	0.00
Total Income	500.00	92,492.97	0.00	0.00	653.63	0.00
Gross Profit	500.00	92,492.97	0.00	0.00	653.63	0.00
Expense						
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00
Bank Service Charges	0.00	4,425.25	0.00	0.00	2.14	3.25
City Fees	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	1,072.96	46,953.63	0.00	800.00	0.00	0.00
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	0.00
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	0.00
Professional Fees	700.00	675.00	1,100.00	0.00	0.00	0.00
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	0.00
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	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	2,586.50	59,382.76	1,100.00	800.00	2.14	3.25
Net Ordinary Income	-2,086.50	33,110.21	-1,100.00	-800.00	651.49	-3.25
Net Income	-2,086.50	33,110.21	-1,100.00	-800.00	651.49	-3.25

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

	Total Promotions & Events	Strategic Marketing	WG&A Administration	TOTAL
Ordinary Income/Expense				
Income				
CBID	0.00	0.00	0.00	284,631.06
Event Revenue	92,213.12	0.00	0.00	279,910.81
Eventbrite Ticket Sales	5.62	0.00	0.00	5.62
Interest Income	0.00	0.00	87.74	87.74
K-rail Pass Through Income	0.00	0.00	6,075.00	6,075.00
Member Dues	0.00	0.00	0.00	1,624.00
Retail Merchandise Income	927.86	0.00	0.00	927.86
Sponsorships	500.00	0.00	0.00	21,250.00
Total Income	93,646.60	0.00	6,162.74	594,512.08
Gross Profit	93,646.60	0.00	6,162.74	594,512.08
Expense				
Advertising and P/R	43.93	175.33	0.00	1,969.24
Bank Service Charges	4,430.64	0.00	213.52	14,615.43
City Fees	0.00	0.00	0.00	5,000.00
Contract Services	49,129.55	0.00	500.00	235,308.20
Dues and Subscriptions	0.00	0.00	192.00	954.00
Equipment Rental	561.00	0.00	0.00	36,187.91
Equipment/Furnishings	0.00	0.00	664.55	684.55
Insurance	0.00	0.00	6,435.80	8,163.04
K-Rail Pass Through Expense	0.00	0.00	6,075.00	6,075.00
Meetings	0.00	0.00	1,029.35	1,106.08
Permits and Fees	0.00	0.00	1,090.00	13,733.26
Personnel	0.00	0.00	8,070.02	95,969.75
Postage and Delivery	40.91	0.00	176.00	883.79
Professional Fees	3,075.00	0.00	3,031.00	72,277.73
Rent	0.00	0.00	0.00	4,400.00
Retail Merchandise Expense	5,695.00	0.00	0.00	5,695.00
Sales Tax Adjustment	0.00	0.00	0.61	0.61
Software	0.00	0.00	99.99	99.99
Supplies	2,159.42	0.00	428.95	79,342.62
Telephone and Internet	0.00	0.00	263.18	4,492.64
Website	0.00	0.00	0.00	2,074.00
Total Expense	65,135.45	175.33	28,289.97	569,032.84
Net Ordinary Income	28,511.15	-175.33	-22,127.23	5,479.24
Net Income	28,511.15	-175.33	-22,127.23	5,479.24

Willow Glen Community Foundation
Balance Sheet
As of May 31, 2024

May 31, 24

ASSETS

Current Assets

Checking/Savings

Wells Fargo Checking -4496 36,676.00

Total Checking/Savings 36,676.00

Total Current Assets 36,676.00

TOTAL ASSETS 36,676.00

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

Net Income -875.00

Total Equity 22,176.00

TOTAL LIABILITIES & EQUITY 36,676.00

Willow Glen Community Foundation
Profit & Loss
May 2024

May 24

Ordinary Income/Expense	
Expense	
Business Expenses	
Business Registration Fees	<u>25.00</u>
Total Business Expenses	25.00
Sponsorship	<u>600.00</u>
Total Expense	<u>625.00</u>
Net Ordinary Income	<u>-625.00</u>
Net Income	<u><u>-625.00</u></u>

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

Willow Glen Business Association
June 11th, 2024, Membership & Board Meeting

Board Members – Please check in

<input checked="" type="checkbox"/> Bejan, Frank <input checked="" type="checkbox"/> Berger, Colin <input checked="" type="checkbox"/> Erdmann, Kathleen <input type="checkbox"/> Flores, Julie <input type="checkbox"/> Hartman, Barbara	<input checked="" type="checkbox"/> Highley, Emilie <input type="checkbox"/> Johnson, Bobbie <input checked="" type="checkbox"/> Mulcahy, Tim <input type="checkbox"/> Perez, Nate <input type="checkbox"/> Russo, Ana Maria	<input checked="" type="checkbox"/> Rivas, Sara <input type="checkbox"/> Sibley, Steve <input checked="" type="checkbox"/> Sizelove, Jamie
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Guests – Please print

Name	Business	Phone & E-mail
1. EISSUE TERAZAS	PERMARK WEARN PROPERTIES	ESTERTE ESTERTE A (408) 796-2963 PERMARK-WEARN .com
2.		
3.		
4.		
5.		