



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, April 11th, 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 March Minutes	8:00 am	Review and approval of, March 14th, 2023, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of March 31st, 2023, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – February and March Financial Reports Approve- • Proposed budget FY 23-24	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	8:25 am – 8:50 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 Spring Wine Walk 4/15 Beer Walk (TBD) Willow Glen Passport 7/15-8/15		
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.	8:50 am – 9:00 am	
Assoc Member Applications	A			
Meeting Adjournment	G	Tim Mulcahy	9:00 am	

The next WGBA Board meeting will be Tuesday, May 9th, 2023, time 8:00 am
Meeting location: The Garden Theater, 1165 Lincoln Avenue

**Willow Glen Business Association
Board of Directors & General Membership Meeting
14 March 2023**

In Attendance: Jim Carpeneti, Kathleen Erdmann, Emilie Highley, Tim Mulcahy, Sara Rivas, Steve Sibley, Jamie Sizelove, Brian Yi
Staff: Kandy Stevens

Not in Attendance: Bobbie Johnson, Barbara Hartman, Nate Perez, Marcus Estrada

Guests: Dr. John Pisacane, WGBA Parliamentarian

President Mulcahy called the meeting to order at 8:05 a.m.

First order of business – Annual Board Training

- John Pisacane, Guest Speaker and Parliamentarian for the WGBA reviewed Rules of Order for the WGBA meetings/Board
- Steve Sibley reviewed WGBA's status as a 501(c)6 and 501(c)3 – Community Foundation (Charitable contribution's)
- Kandy Stevens reviewed the responsibilities of the WGBA Office
- Emilie Highley, Vice President reviewed Board Members responsibilities – entire Board has signed up to be on at least one committee
- President Tim Mulcahy closed the Board Training with final comments

Monthly Board Meeting commenced at 8:47 a.m.

The Board reviewed the minutes from the February Board Meeting. A motion was made to approve by Sara Rivas to approve, second by Jamie Sizelove. Unanimously approved.

President Mulcahy reviewed the Executive Meeting minutes. Motion was made by Jamie Sizelove to approve, second by Kathleen. Unanimously approved.

Treasurers Report: In Barbara Hartman's absence due to work schedule, Tim Mulcahy briefly reviewed the Treasurers' Report. Approval of Treasurer's report tabled for a more in-depth review. (Note: A complete Treasurers Report is attached to these minutes for review).

Member Relations: Kandy Stevens reported (a) Associate Membership – Letter sent to all current Associate Members requesting payment of dues by mid-February. To date about half have paid, some businesses are not renewing for various reasons, others have asked "What are the benefits of being a member?" Kandy recommended Associate Membership become a "Project" – increase the membership, discuss the benefits, promote the businesses, highlight new businesses "Business of the Month" on our website, etc. (b) Kandy participated in a City meeting to create more business districts. More meetings are scheduled.

CBID: Tim Mulcahy reported (a) Letter has been generated to go out to the Property Owners. Tim read the letter to the Board. Board felt that the letter was well documented. Tim made a motion to approve the letter, second by Jamie Sizelove. Unanimously approved to send out. (b) Kristin Lowe has completed the update of the data base – current (~100) and expansion (~280). If the CBID were expanded to Hwy 280 – and land that could be developed - result could bring in an additional 400K. (c) Nancy Hormann is designing a survey for property owners, i.e. services provided, etc. Nate has sent out the brochure.

Our Avenue: Kathleen Erdmann reported (a) Universal Site Services is providing weekly reports on what needs to be done. Pressure washing took place on 3/15 from John's to Mike's Bikes. (b) Letter and invoice sent to sponsors (5) of the planters. Kathleen would like to expand the sponsorship. (c) History Boxes – Jamie is working on the thickness of plexiglass needed. (d) Flags for the Avenue – look at what we have, determine if they are usable. (e) Initiate cleaning the kiosks and lighting.

P&E: Emilie Highley reported: (a) Spring Wine Walk – 21 wineries signed up, 25 tasting sites. We will work with Sean for to provide 4 upscale wines for the additional 4 tasting sites. Volunteers in place. Health, Police & Security all in place, bathrooms ordered. Posters displayed in kiosks. Maps in process. Focus now on ticket sales (through Square) and social media (Robert Hernandez). (b) Beer Walk – may push the date out to give us more time to align the breweries, etc. (c) Willow Glen Passport – Committee has discussed making the Passport Event a full month (July/August are slow months), design of Passport being worked on + information to go out to all the businesses. We are looking for up to 25 businesses to participate. (d) Kandy reported on the situation with EventBrite owing us ~\$35,000 and PayPal owing us ~\$4,000. Because someone tried to 'hack' our account, the funds have not been released. Letter written to EventBrite requesting funds be released by 3/17. PayPal seems to have fallen into a 'black hole' – no one is taking responsibility.

Open Forum: No one from the Community was present

Association Member Applications: None presented.

Meeting was adjourned at 9:48 a.m.

Respectively submitted,

**Emilie Highley, Acting Secretary
Willow Glen Business Association**

**Willow Glen Business Association
Executive Committee Meeting
31 March 2023**

**In attendance: Kathleen Erdmann, Barbara Hartman, Emilie Highley, Tim Mulcahy
Staff: Kandy Stevens**

Meeting was called to order at 9:01 a.m. by President Tim Mulcahy

- **CBID – Budget for the City being worked on and due to Stanley Wong by 4/17/2023. The 280K received in CBID monies is presented via pie chart on how the monies are spent. We also provide a recap of promotions for the WGBA and income earned from these promotion.**
- **Staff Update – Kandy reported (a) 25K Grant received from the City – we are to provide how we spent the grant monies. Majority of this \$25,000 was spent on the 2022 BBQ. (b). 20K Grant is art related – suggest that the monies be spent on murals. Monies need to be spent prior to the 2024 date given. (c) Associate Member Update – letter and follow up phone calls initiated. Of the 35 members prior to COVID, now is 17. Those Associate Members that have not responded will be removed from the website (by SpinNest). (d) PayPal & EventBrite – PayPal account closed because it is no longer being used. No response from PayPal on the ~\$3200.00 owed to the WGBA. EventBrite – Steve Sibley sent a letter ‘demanding’ the monies owed the WGBA. The WGBA has followed through on all requested of us by EventBrite to get our money back (~\$35,000). (e) Office Structure/Positions – Of the resumes received, 2 candidates were selected for a 2nd round of interviews. One candidate did not show (did text indicating something came up), the other came for a 2nd interview. An offer was made to Kaci Peel. Kaci responded declining the offer due to a family situation. Kaci asked to be kept on our list of volunteers so she can stay involved with the WGBA. A discussion ensued with Kandy making the recommendation to restructure the position making it an Office Manager, 40 hours per week and reducing Sami Oliver’s hours to 16 per week from the 25. The Executive Committee decided to move forward with this restructure – modify the job posting for LinkedIn and InDeed, speak with Jaime Orendac, (HR consultant who contacted Sami Oliver when she left for Maternity Leave) about how to best handle the restructure when it comes to making Sami Oliver aware of it and reducing her 25 hours per week to 16 hours, research Guidelines/Employee Manuals. More information to come.**
- **Kathleen made us aware that she received a call from Nicholas Ocha, Councilmember Dev Davis’ Office indicating that the Councilmember wants to become involved in sponsoring various events, i.e., Halloween candy, etc., where her name will be shown as ‘sponsor’.**
- **Kathleen made us aware of the DOT safety study of Lincoln Avenue (2 years) and the possibility of the cross light at Minnesota and Lincoln being installed soon than the full study.**

Meeting was adjourned at 10:25 a.m.

Respectively submitted,

**Emilie Highley, Acting Secretary
Willow Glen Business Association**

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of March 31, 2023

	Mar 31, 23	Mar 31, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	0.00	263,740.46	-263,740.46	-100.0%
Wells Fargo Checking-debit acct	1,810.94	3,249.09	-1,438.15	-44.26%
WF Checking -4504	252,779.82	0.00	252,779.82	100.0%
Total Checking/Savings	254,590.76	266,989.55	-12,398.79	-4.64%
Accounts Receivable				
Accounts Receivable	42,475.00	500.00	41,975.00	8,395.0%
Total Accounts Receivable	42,475.00	500.00	41,975.00	8,395.0%
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	299,065.76	268,239.55	30,826.21	11.49%
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	306,376.55	275,550.34	30,826.21	11.19%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	1,880.84	1,492.51	388.33	26.02%
Total Accounts Payable	1,880.84	1,492.51	388.33	26.02%
Other Current Liabilities				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	28,740.89	54,727.12	-25,986.23	-47.48%
Sales Tax Payable	17.42	0.06	17.36	28,933.33%
Total Other Current Liabilities	35,304.49	61,273.36	-25,968.87	-42.38%
Total Current Liabilities	37,185.33	62,765.87	-25,580.54	-40.76%
Total Liabilities	37,185.33	62,765.87	-25,580.54	-40.76%
Equity				
Accumulated Net Assets	190,644.32	119,152.46	71,491.86	60.0%
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	78,546.90	93,632.01	-15,085.11	-16.11%
Total Equity	269,191.22	212,784.47	56,406.75	26.51%
TOTAL LIABILITIES & EQUITY	306,376.55	275,550.34	30,826.21	11.19%

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

	Mar 23	Jul '22 - Mar 23
Ordinary Income/Expense		
Income		
CBID	175,893.05	281,011.02
Event Revenue	8,253.50	206,827.86
Interest Income	8.68	43.22
Member Dues	720.00	1,740.00
Miscellaneous Income	0.00	18.81
Sponsorships	5,200.00	10,400.00
Total Income	<u>190,075.23</u>	<u>500,040.91</u>
Gross Profit	190,075.23	500,040.91
Expense		
Advertising and P/R	2,050.00	4,633.46
Bank Service Charges	0.00	6,247.45
City Fees	2,500.00	5,000.00
Contract Services	13,535.34	203,911.35
Dues and Subscriptions	55.00	590.78
Equipment Rental	399.31	32,253.41
Equipment/Furnishings	0.00	666.29
Insurance	176.39	7,989.62
Meetings	50.10	1,816.30
Miscellaneous	0.00	0.00
Permits and Fees	1,619.66	9,875.73
Personnel	4,083.98	54,833.43
Postage and Delivery	66.00	600.13
Professional Fees	1,825.00	17,136.00
Rent	250.00	2,250.00
Retail Merchandise Expense	700.00	18,951.00
Sales Tax Adjustment	0.00	0.26
Software	0.00	99.99
Supplies	-1,561.32	48,721.17
Telephone and Internet	198.85	1,877.89
Website	2,125.00	4,039.75
Total Expense	<u>28,073.31</u>	<u>421,494.01</u>
Net Ordinary Income	162,001.92	78,546.90
Other Income/Expense		
Other Income		
Other Income	0.00	0.00
Total Other Income	<u>0.00</u>	<u>0.00</u>
Net Other Income	0.00	0.00
Net Income	<u>162,001.92</u>	<u>78,546.90</u>

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

	Mar 23	Mar 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
CBID	175,893.05	166,127.92	9,765.13	5.88%
Event Revenue	8,253.50	50.00	8,203.50	16,407.0%
Interest Income	8.68	0.00	8.68	100.0%
Member Dues	720.00	120.00	600.00	500.0%
Sponsorships	5,200.00	1,200.00	4,000.00	333.33%
Total Income	190,075.23	167,497.92	22,577.31	13.48%
Gross Profit	190,075.23	167,497.92	22,577.31	13.48%
Expense				
Advertising and P/R	2,050.00	1,000.00	1,050.00	105.0%
Bank Service Charges	0.00	21.43	-21.43	-100.0%
City Fees	2,500.00	2,500.00	0.00	0.0%
Contract Services	13,535.34	13,430.24	105.10	0.78%
Dues and Subscriptions	55.00	65.00	-10.00	-15.39%
Equipment Rental	399.31	955.02	-555.71	-58.19%
Equipment/Furnishings	0.00	491.63	-491.63	-100.0%
Insurance	176.39	3,470.39	-3,294.00	-94.92%
Meetings	50.10	0.00	50.10	100.0%
Permits and Fees	1,619.66	1,632.74	-13.08	-0.8%
Personnel	4,083.98	7,416.96	-3,332.98	-44.94%
Postage and Delivery	66.00	0.00	66.00	100.0%
Professional Fees	1,825.00	1,183.50	641.50	54.2%
Rent	250.00	0.00	250.00	100.0%
Retail Merchandise Expense	700.00	0.00	700.00	100.0%
Supplies	-1,561.32	1,896.34	-3,457.66	-182.33%
Telephone and Internet	198.85	185.37	13.48	7.27%
Website	2,125.00	0.00	2,125.00	100.0%
Total Expense	28,073.31	34,248.62	-6,175.31	-18.03%
Net Ordinary Income	162,001.92	133,249.30	28,752.62	21.58%
Net Income	162,001.92	133,249.30	28,752.62	21.58%

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

March 2023

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen Fundraising	BeerWalk Fundraising	Bubbly Walk Fundraising	Planter Adoption Fundraising	Spring Wine Walk Fundraising	Other Fundraising	Total Fundraising Events
Ordinary Income/Expense												
Income												
CBID	0.00	0.00	0.00	175,893.05	175,893.05	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	0.00	0.00	0.00	0.00	8,253.50	0.00	8,253.50
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	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,200.00	2,000.00	0.00	5,200.00
Total Income	0.00	0.00	0.00	175,893.05	175,893.05	0.00	0.00	0.00	3,200.00	10,253.50	0.00	13,453.50
Gross Profit	0.00	0.00	0.00	175,893.05	175,893.05	0.00	0.00	0.00	3,200.00	10,253.50	0.00	13,453.50
Expense												
Advertising and P/R	2,000.00	0.00	0.00	0.00	2,000.00	0.00	0.00	0.00	0.00	50.00	0.00	50.00
City Fees	0.00	0.00	0.00	2,500.00	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	525.00	0.00	12,708.83	0.00	13,233.83	0.00	0.00	0.00	0.00	301.51	0.00	301.51
Dues and Subscriptions	55.00	0.00	0.00	0.00	55.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	899.89	0.00	0.00	0.00	899.89	0.00	0.00	-500.58	0.00	0.00	0.00	-500.58
Insurance	109.92	0.00	0.00	0.00	109.92	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	0.00	0.00	0.00	1,619.66	0.00	1,619.66
Personnel	1,679.40	360.00	1,620.00	0.00	3,659.40	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	0.00	0.00	0.00	0.00	0.00
Professional Fees	750.00	0.00	0.00	0.00	750.00	0.00	400.00	0.00	0.00	100.00	275.00	775.00
Rent	250.00	0.00	0.00	0.00	250.00	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
Supplies	7.29	0.00	154.84	0.00	162.13	-415.00	0.00	0.00	0.00	0.00	0.00	-415.00
Telephone and Internet	198.85	0.00	0.00	0.00	198.85	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	0.00	2,125.00	0.00	0.00	2,125.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	6,475.35	2,485.00	14,483.67	2,500.00	25,944.02	-415.00	400.00	-500.58	0.00	2,071.17	275.00	1,830.59
Net Ordinary Income	-6,475.35	-2,485.00	-14,483.67	173,393.05	149,949.03	415.00	-400.00	500.58	3,200.00	8,182.33	-275.00	11,622.91
Net Income	-6,475.35	-2,485.00	-14,483.67	173,393.05	149,949.03	415.00	-400.00	500.58	3,200.00	8,182.33	-275.00	11,622.91

Willow Glen Business Association
Profit & Loss by Class
 March 2023

	Member Relations	Holidays (Promotions & Events)	Total Promotions & Events	WGBA Administration	TOTAL
Ordinary Income/Expense					
Income					
CBID	0.00	0.00	0.00	0.00	175,893.05
Event Revenue	0.00	0.00	0.00	0.00	8,253.50
Interest Income	0.00	0.00	0.00	8.68	8.68
Member Dues	720.00	0.00	0.00	0.00	720.00
Sponsorships	0.00	0.00	0.00	0.00	5,200.00
Total Income	720.00	0.00	0.00	8.68	190,075.23
Gross Profit	720.00	0.00	0.00	8.68	190,075.23
Expense					
Advertising and P/R	0.00	0.00	0.00	0.00	2,050.00
City Fees	0.00	0.00	0.00	0.00	2,500.00
Contract Services	0.00	0.00	0.00	0.00	13,535.34
Dues and Subscriptions	0.00	0.00	0.00	0.00	55.00
Equipment Rental	0.00	0.00	0.00	0.00	399.31
Insurance	0.00	0.00	0.00	66.47	176.39
Meetings	0.00	0.00	0.00	50.10	50.10
Permits and Fees	0.00	0.00	0.00	0.00	1,619.66
Personnel	0.00	0.00	0.00	424.58	4,083.98
Postage and Delivery	0.00	0.00	0.00	66.00	66.00
Professional Fees	0.00	0.00	0.00	300.00	1,825.00
Rent	0.00	0.00	0.00	0.00	250.00
Retail Merchandise	0.00	700.00	700.00	0.00	700.00
Supplies	0.00	0.00	0.00	-1,308.45	-1,561.32
Telephone and Internet	0.00	0.00	0.00	0.00	198.85
Website	0.00	0.00	0.00	0.00	2,125.00
Total Expense	0.00	700.00	700.00	-401.30	28,073.31
Net Ordinary Income	720.00	-700.00	-700.00	409.98	162,001.92
Net Income	720.00	-700.00	-700.00	409.98	162,001.92

Willow Glen Business Association
YTD Profit & Loss by Class
July 2022 through March 2023

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen Fundraising	BeerWalk Fundraising	Bubbly Walk Fundraising	Fall Wine Walk Fundraising	Light Up the Avenue Fundraising	PlanterAdoption Fundraising	Spring Wine Walk Fundraising	Other Fundraising	Total Fundraising Events
Ordinary Income/Expense															
Income															
CBID	26,279.49	2,102.36	11,562.98	65,173.14	175,893.05	281,011.02	0.00	0.00	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	0.00	43,164.57	0.00	43,735.52	33,798.96	0.00	0.00	8,308.50	0.00	129,007.55
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	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	0.00	0.00	0.00	0.00
Miscellaneous 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	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	200.00	0.00	0.00	3,200.00	2,000.00	0.00	10,400.00
Total Income	26,279.49	2,102.36	11,562.98	65,173.14	175,893.05	281,011.02	48,164.57	0.00	43,935.52	33,798.96	0.00	3,200.00	10,308.50	0.00	139,407.55
Gross Profit	26,279.49	2,102.36	11,562.98	65,173.14	175,893.05	281,011.02	48,164.57	0.00	43,935.52	33,798.96	0.00	3,200.00	10,308.50	0.00	139,407.55
Expense															
Advertising and P/R	2,000.00	0.00	2,011.94	0.00	0.00	4,011.94	0.00	0.00	69.86	1.66	0.00	0.00	50.00	0.00	121.52
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	1,181.86	0.00	2,742.57	2,142.88	0.00	0.00	0.00	0.00	6,067.11
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	0.00	0.00	0.00	0.00	0.00
Contract Services	4,725.00	0.00	625.00	142,805.31	0.00	148,155.31	16,853.33	0.00	1,917.60	2,651.56	0.00	220.00	301.51	0.00	21,944.00
Dues and Subscriptions	395.00	0.00	0.00	0.00	0.00	395.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	5,088.28	0.00	0.00	0.00	444.05	5,532.33	22,435.64	0.00	1,063.48	1,491.11	0.00	0.00	1,153.02	0.00	26,143.25
Equipment/Furnishings	666.29	0.00	0.00	0.00	0.00	666.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	2,558.24	0.00	0.00	0.00	0.00	2,558.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Meetings	795.67	0.00	0.00	0.00	0.00	795.67	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous	0.00	0.00	0.00	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	4,966.75	0.00	1,619.66	1,669.66	0.00	0.00	1,619.66	0.00	9,875.73
Personnel	23,025.22	0.00	4,857.64	21,859.31	0.00	49,742.17	0.00	0.00	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	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	8,850.00	0.00	0.00	0.00	0.00	8,850.00	1,700.00	400.00	500.00	500.00	300.00	0.00	350.00	275.00	4,025.00
Rent	2,250.00	0.00	0.00	0.00	0.00	2,250.00	0.00	0.00	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	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	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	0.00	0.00	0.00
Supplies	332.85	0.00	0.00	154.84	0.00	487.69	17,071.61	0.00	16,621.45	12,456.19	0.00	0.00	0.00	0.00	46,149.25
Telephone and Internet	1,877.89	0.00	0.00	0.00	0.00	1,877.89	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	581.00	0.00	3,458.75	0.00	0.00	4,039.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	55,645.44	0.00	10,953.33	164,819.46	2,944.05	234,362.28	64,209.19	400.00	24,534.62	20,912.86	300.00	220.00	3,474.19	275.00	114,325.86
Net Ordinary Income	-29,365.95	2,102.36	609.65	-99,646.32	172,949.00	46,648.74	-16,044.62	-400.00	19,400.90	12,886.10	-300.00	2,980.00	6,834.31	-275.00	25,081.69
Other Income/Expense															
Other Income															
Other 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	0.00	0.00	0.00
Total Other 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	0.00	0.00	0.00
Net Other 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	0.00	0.00	0.00
Net Income	-29,365.95	2,102.36	609.65	-99,646.32	172,949.00	46,648.74	-16,044.62	-400.00	19,400.90	12,886.10	-300.00	2,980.00	6,834.31	-275.00	25,081.69

Willow Glen Business Association
YTD Profit & Loss by Class
July 2022 through March 2023

Member Relations	Halloween	Holidays	Restaurant Week	Spring LNO	Summer LNO	WG Home Books	Other	Total	Strategic	WGBA	TOTAL	
	Promotions & Events	Promotions & Events	Promotions & Events	Promotions & Events	Promotions & Events	Promotions & Events	Promotions & Events	Promotions & Events	Marketing	Admin		
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	281,011.02	
Event Revenue	0.00	0.00	42,728.89	0.00	0.00	0.00	91.42	0.00	42,820.31	0.00	35,000.00	206,827.86
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	43.22	43.22
Member Dues	1,740.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,740.00
Miscellaneous income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	18.81	18.81
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,400.00
Total Income	1,740.00	0.00	42,728.89	0.00	0.00	0.00	91.42	0.00	42,820.31	0.00	35,062.03	500,040.91
Gross Profit	1,740.00	0.00	42,728.89	0.00	0.00	0.00	91.42	0.00	42,820.31	0.00	35,062.03	500,040.91
Expense												
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	4,633.46
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	180.34	6,247.45
City Fees	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	0.00	805.00	33,007.04	0.00	0.00	0.00	0.00	0.00	33,812.04	0.00	0.00	203,911.35
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	195.78	590.78
Equipment Rental	0.00	0.00	577.83	0.00	0.00	0.00	0.00	0.00	577.83	0.00	0.00	32,253.41
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	666.29
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,431.38	7,989.62
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,020.63	1,816.30
Miscellaneous	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	0.00	0.00	0.00	0.00	0.00	9,875.73
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,091.26	54,833.43
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	600.13	600.13
Professional Fees	0.00	75.00	675.00	225.00	500.00	225.00	0.00	0.00	1,700.00	150.00	2,411.00	17,136.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,250.00
Retail Merchandise	0.00	0.00	18,951.00	0.00	0.00	0.00	0.00	0.00	18,951.00	0.00	0.00	18,951.00
Sales Tax Adjustment	0.00	0.00	0.26	0.00	0.00	0.00	0.00	0.00	0.26	0.00	0.00	0.26
Software	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	1,264.21	1,416.89	0.00	350.00	261.41	0.00	464.67	3,757.18	0.00	-1,672.95	48,721.17
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,877.89
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,039.75
Total Expense	0.00	2,144.21	54,628.02	225.00	850.00	486.41	0.00	464.67	58,798.31	650.00	13,357.56	421,494.01
Net Ordinary Income	1,740.00	-2,144.21	-11,899.13	-225.00	-850.00	-486.41	91.42	-464.67	-15,978.00	-650.00	21,704.47	78,546.90
Other Income/Expense												
Other Income												
Other 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
Total Other 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
Net Other 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
Net Income	1,740.00	-2,144.21	-11,899.13	-225.00	-850.00	-486.41	91.42	-464.67	-15,978.00	-650.00	21,704.47	78,546.90