



**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
**Agenda for Tuesday, June 13th, 2023 \* 8:00 am – 10:00 am**  
 Meeting Location: The Garden Theater, 1165 Lincoln Avenue  
 Conference Room #204, located on the 2<sup>nd</sup> floor.

**I – Information Only    A – Action Required    G – Good for the Order**

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	President, Tim Mulcahy	8:00 am	Welcome
Approval of minutes	A	Approval of May Minutes	8:00 am	Review and approval of, May 9, 2023 minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of May 26th, 2023, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – May Financial Reports	8:10 am – 8:25 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	<b>Member Relations Committee</b> WGBA Staff	8:25 am – 8:45 am	Updates
	I	<b>CBID Committee</b> Chair: Nate Perez Committee Update		
	I	<b>Our Avenue Committee</b> Chair: Kathleen Erdmann Committee Update		
	I	<b>Promotions &amp; Events Committee</b> Chair: Emilie Highley Committee Update Beer Walk 8/19 Willow Glen Passport 7/15-8/15 BBQ in The Glen 9/30		
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	

**The next WGBA Board meeting will be Tuesday, July 11th, 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  
9 May 2023**

**Attendance:** Jim Carpeneti, Kathleen Erdmann, Marcus Estrada, Barbara Hartman, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Nate Perez, Steve Sibley, Jamie Sizelove, Brian Yi

**Not present:** Sara Rivas (informed us that she would not be present)

**Guests:** Ben Thienes, San Jose State Athletics and Frank Bejan, Mariette Chocolates

**Meeting was called to order at 8:03 a.m. by President Tim Mulcahy.**

- 1. April Board Minutes reviewed. A motion was made by Jamie Sizelove to approve. Second by Bobbie Johnson. Unanimously approved.**
- 2. Executive Committee Minutes were reviewed by President Mulcahy. Mention was made that the WGBA has received the \$3,260.00 from PayPal – no mention of payment from EventBrite. Motion was made by Nate Perez to approve. Second by Jamie Sizelove. Unanimously approved.**
- 3. Treasurers Report – Barbara reviewed the Financials indicating (a) \$3,260 from PayPal was received. (b). 5 Planters have been adopted to date. Checks received from the adoptees. Motion was made by Kathleen Erdmann to approve. Second by Emilie Highley. Note: A complete copy of the Treasurers Report is attached to these minutes.**
- 4. Member Relations – Kandy reported: (a). Club Pilates will be moving into the Park Place space and will open in June. (b). Parklets – removal may occur by the end of May. (c). Grants – The grant received from the Neighborhood Association for \$25,000 last year – the City wants an accounting of how the monies were spent. Kandy will prepare and indicated that the majority of these monies were spent on Events.**
- 5. CBID – Tim, Kandy and Nate met with Kristin Lowe and Nancy Hormann to review the data collected on the ‘base’ CBID and the ‘expansion’ CBID. A survey will be going out to the core property owners.**
- 6. Our Avenue – Kathleen reported (a). History Project – some adjustments to be made to the plexiglass. (b). Mural – plan is to meet with Lynn**

- Rogers from Cultural Affairs. (c). Universal Site Services – more focus for their services in Zone 2, 4x a week. (d). Mattresses & chairs were ‘dumped’ across from Jakes, Kathleen called the non-emergency line, reported the situation. The City came and picked up the items. (e) Some of the flags are faded. The cost for 20 new flags would be \$440-\$450
7. P&E – Emilie reported: (a) Spring Wine Walk recap – the WGBA netted just shy of \$21,000 (b) Beer Walk – word is out to the breweries – so far we have 4 that have signed up. If we do not get at least 20 signed up by the 22<sup>nd</sup> of June, we may need to cancel. (c) WG Passport – design completed and sent to the printer – we will have a proof early June. Graphics complete – just waiting for the QR code from Robert Hernandez (his family has been down with Covid). BBQ in the Glen – action items from our last meeting have gone out to the committee – more updates next Board Meeting.
  8. Open Forum – *Ben Thienes*, San Jose Athletics – Ben is involved in the football program. Wants to get involved in the WGBA and figure out a way to bring football fans to WG before and after the games.  
*Frank Bejan*, Mariette Chocolates – Frank came to discuss the speeding cars on Lincoln Avenue and to determine how we can control the traffic. A discussion ensued on generating a petition/letter to send to Councilmember Davis’ Office to highlight traffic issues, double parking, the UBER’s that park anywhere and wait for orders to be picked up.  
*Steve Sibley* is ‘chasing’ the monies owed to us by EventBrite. Steve is working with Robert Hernandez to compile a chain of emails to show that emails were modified and the wire transfer which should have gone to Wells Fargo was changed and went to another bank.  
Steve also brought to our attention the paperwork submitted to the IRS for our Foundation (Private to Public Charity) was denied and new paperwork will need to be generated and resubmitted – cost to do this is \$500.00.
  9. Associate Member Applications – 3 applications have been submitted: Laura B Fit LLC, Expert Flooring Solutions, Inc and Glamotes Party Picnic (pop up picnic service). A motion was made by Tim Mulcahy to approve the applications. Second by Nate Perez. Unanimously approved.
  10. New Business – Frank Bejan recommended that the WGBA approve the purchase of a cell phone for our new Office Manager. Up to this point, Kandy has been using her personal phone and paying the charges.

**Meeting was adjourned at 9:23 a.m.**

**Respectively submitted,**

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

**Willow Glen Business Association  
Executive Committee Meeting  
25 May 2023**

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

**President Mulcahy called the meeting to order at 3:54 p.m.**

**CBID –**

- (a) Brochure was finalized and approved. 500 were ordered. This will be a great Marketing piece**
- (b) Survey – The survey will go out on Survey Monkey to the property owners. Of the 78- property owner's, we currently have emails for ~40. Kandy and Kendra will work on obtaining the remaining ~38 email addresses. On 5-17, the survey was sent to the ~40 addresses we have + to a couple of property managers.**

**Office Staff**

- (a) Jessica Reinoso has accepted our offer for the part time position working 16 hours per week. She will start on July 18<sup>th</sup>. Her work week will be Tuesday-Friday, 10:00 a.m. to 2:00 p.m. (4 hours per day)**
- (b) Insurance for Kendra – we are working with an independent company to obtain rates from Kaiser.**
- (c) Robert Hernandez – Decision was made to retain Robert until Jessica starts and she will take over posting for social media.**
- (d) Spin Nest (Marie) – The WGBA will 'buy' another 4 hours (\$240) for Marie to maintain the website. These 4 hours will last the WGBA for several more months.**

**Open Projects**

- (a) Parklets/K-Rails – Need to collect for May. Unsure how long we will continue collecting the 'rent'. The WGBA has been collecting from 7 property owners since February. Monies are shown as a separate line item on the financials.**
- (b) Business Directory – Plan is to update every 6 months. Staff will 'walk the Avenue' to ensure the businesses and addresses match up.**
- (c) Kendra, Kandy and Tim need to meet at Wells Fargo to get Kendra a credit card.**
- (d) Kandy read us a thank you letter from the Thrift Box – indicating that the Wine Walk was a success, and they were glad they participated!**

**Meeting was adjourned at 5:02 p.m.**

**Respectively submitted,**

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

Willow Glen Community Foundation  
**Balance Sheet**  
As of May 31, 2023

	<u>May 31, 23</u>
<b>ASSETS</b>	
Current Assets	
Checking/Savings	
Wells Fargo Checking -4496	32,051.00
Total Checking/Savings	<u>32,051.00</u>
Total Current Assets	<u>32,051.00</u>
<b>TOTAL ASSETS</b>	<b><u>32,051.00</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Loan From WGBA	1,000.00
Total Other Current Liabilities	<u>1,000.00</u>
Total Current Liabilities	<u>1,000.00</u>
Total Liabilities	1,000.00
Equity	
Unrestricted Net Assets	17,096.00
Net Income	<u>13,955.00</u>
Total Equity	<u>31,051.00</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>32,051.00</u></b>

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

	May 31, 23	May 31, 22	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
US Bank Checking	0.00	244,090.55	-244,090.55	-100.0%
Wells Fargo Checking-debit acct	6,067.82	3,901.40	2,166.42	55.53%
WF Checking -4504	226,608.80	500.00	226,108.80	45,221.76%
<b>Total Checking/Savings</b>	<b>232,676.62</b>	<b>248,491.95</b>	<b>-15,815.33</b>	<b>-6.37%</b>
<b>Accounts Receivable</b>				
Accounts Receivable	31,572.00	850.00	30,722.00	3,614.35%
<b>Total Accounts Receivable</b>	<b>31,572.00</b>	<b>850.00</b>	<b>30,722.00</b>	<b>3,614.35%</b>
<b>Other Current Assets</b>				
Loan to related entity	1,000.00	1,000.00	0.00	0.0%
Pre-Paid Rent	500.00	500.00	0.00	0.0%
Service Deposits	500.00	500.00	0.00	0.0%
<b>Total Other Current Assets</b>	<b>2,000.00</b>	<b>2,000.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Current Assets</b>	<b>266,248.62</b>	<b>251,341.95</b>	<b>14,906.67</b>	<b>5.93%</b>
<b>Fixed Assets</b>				
Eqpmt, Furnit., and Computers	7,310.79	7,310.79	0.00	0.0%
<b>Total Fixed Assets</b>	<b>7,310.79</b>	<b>7,310.79</b>	<b>0.00</b>	<b>0.0%</b>
<b>TOTAL ASSETS</b>	<b>273,559.41</b>	<b>258,652.74</b>	<b>14,906.67</b>	<b>5.76%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	525.00	3,140.45	-2,615.45	-83.28%
<b>Total Accounts Payable</b>	<b>525.00</b>	<b>3,140.45</b>	<b>-2,615.45</b>	<b>-83.28%</b>
<b>Other Current Liabilities</b>				
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	0.00	17.42	100.0%
<b>Total Other Current Liabilities</b>	<b>35,304.49</b>	<b>61,273.30</b>	<b>-25,968.81</b>	<b>-42.38%</b>
<b>Total Current Liabilities</b>	<b>35,829.49</b>	<b>64,413.75</b>	<b>-28,584.26</b>	<b>-44.38%</b>
<b>Total Liabilities</b>	<b>35,829.49</b>	<b>64,413.75</b>	<b>-28,584.26</b>	<b>-44.38%</b>
<b>Equity</b>				
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	47,085.60	75,086.53	-28,000.93	-37.29%
<b>Total Equity</b>	<b>237,729.92</b>	<b>194,238.99</b>	<b>43,490.93</b>	<b>22.39%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>273,559.41</b>	<b>258,652.74</b>	<b>14,906.67</b>	<b>5.76%</b>

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

	<b>May 23</b>	<b>Jul '22 - May 23</b>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>CBID</b>	0.00	281,011.02
<b>Event Revenue</b>	2,052.00	244,755.78
<b>Interest Income</b>	21.17	86.14
<b>Member Dues</b>	240.00	2,220.00
<b>Miscellaneous Income</b>	0.00	18.81
<b>Sponsorships</b>	0.00	10,400.00
<b>Total Income</b>	<u>2,313.17</u>	<u>538,491.75</u>
<b>Gross Profit</b>	2,313.17	538,491.75
<b>Expense</b>		
<b>Advertising and P/R</b>	197.14	3,953.45
<b>Bank Service Charges</b>	0.00	7,997.43
<b>City Fees</b>	0.00	5,000.00
<b>Contract Services</b>	14,073.83	234,010.06
<b>Dues and Subscriptions</b>	55.00	700.78
<b>Equipment Rental</b>	488.01	33,605.47
<b>Equipment/Furnishings</b>	242.43	908.72
<b>Insurance</b>	211.86	8,659.20
<b>Meetings</b>	64.80	1,881.10
<b>Miscellaneous</b>	0.00	0.00
<b>Permits and Fees</b>	0.00	9,875.73
<b>Personnel</b>	7,055.67	65,988.08
<b>Postage and Delivery</b>	0.00	684.22
<b>Professional Fees</b>	1,800.00	19,686.00
<b>Rent</b>	250.00	2,750.00
<b>Retail Merchandise Expense</b>	5,770.00	24,721.00
<b>Sales Tax Adjustment</b>	0.00	0.26
<b>Software</b>	0.00	99.99
<b>Supplies</b>	-876.79	61,877.52
<b>Telephone and Internet</b>	199.30	2,276.49
<b>Website</b>	1,823.97	7,563.72
<b>Total Expense</b>	<u>31,355.22</u>	<u>492,239.22</u>
<b>Net Ordinary Income</b>	-29,042.05	46,252.53
<b>Other Income/Expense</b>		
<b>Other Income</b>		
<b>Other Income</b>	0.00	833.07
<b>Total Other Income</b>	<u>0.00</u>	<u>833.07</u>
<b>Net Other Income</b>	0.00	833.07
<b>Net Income</b>	<u><u>-29,042.05</u></u>	<u><u>47,085.60</u></u>



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

	May 23	May 22	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Event Revenue	2,052.00	350.00	1,702.00	486.29%
Interest Income	21.17	0.00	21.17	100.0%
Member Dues	240.00	0.00	240.00	100.0%
Sponsorships	0.00	0.00	0.00	0.0%
<b>Total Income</b>	<u>2,313.17</u>	<u>350.00</u>	<u>1,963.17</u>	<u>560.91%</u>
<b>Gross Profit</b>	<u>2,313.17</u>	<u>350.00</u>	<u>1,963.17</u>	<u>560.91%</u>
<b>Expense</b>				
Advertising and P/R	197.14	0.00	197.14	100.0%
Contract Services	14,073.83	15,303.18	-1,229.35	-8.03%
Dues and Subscriptions	55.00	65.00	-10.00	-15.39%
Equipment Rental	488.01	1,431.10	-943.09	-65.9%
Equipment/Furnishings	242.43	0.00	242.43	100.0%
Insurance	211.86	172.56	39.30	22.78%
Meetings	64.80	26.95	37.85	140.45%
Personnel	7,055.67	3,786.06	3,269.61	86.36%
Postage and Delivery	0.00	7.05	-7.05	-100.0%
Professional Fees	1,800.00	2,070.00	-270.00	-13.04%
Rent	250.00	250.00	0.00	0.0%
Retail Merchandise Expense	5,770.00	0.00	5,770.00	100.0%
Supplies	-876.79	1,272.09	-2,148.88	-168.93%
Telephone and Internet	199.30	185.35	13.95	7.53%
Website	1,823.97	0.00	1,823.97	100.0%
<b>Total Expense</b>	<u>31,355.22</u>	<u>24,569.34</u>	<u>6,785.88</u>	<u>27.62%</u>
<b>Net Ordinary Income</b>	<u>-29,042.05</u>	<u>-24,219.34</u>	<u>-4,822.71</u>	<u>-19.91%</u>
<b>Net Income</b>	<u><u>-29,042.05</u></u>	<u><u>-24,219.34</u></u>	<u><u>-4,822.71</u></u>	<u><u>-19.91%</u></u>

Willow Glen Business Association  
Profit & Loss by Class  
May 2023

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBC In the GI	Passport	ing Wine Walk	Member	Holidays	Evenal Promotions & Evl BA Administra	TOTAL
Ordinary Income/Expense											
Income											
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,052.00	0.00	2,052.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	21.17	21.17
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	240.00
Total Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,052.00	21.17	2,313.17
Gross Profit	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,052.00	21.17	2,313.17
Expense											
Advertising and PIR	0.00	0.00	0.00	0.00	0.00	0.00	27.15	27.15	0.00	0.00	169.99
Contract Services	525.00	0.00	13,548.83	14,073.83	0.00	0.00	0.00	0.00	0.00	0.00	14,073.83
Dues and Subscriptions	55.00	0.00	0.00	55.00	0.00	0.00	0.00	0.00	0.00	0.00	55.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	488.01	488.01	0.00	0.00	488.01
Equipment/Furnishings	242.43	0.00	0.00	242.43	0.00	0.00	0.00	0.00	0.00	0.00	242.43
Insurance	109.92	0.00	0.00	109.92	0.00	0.00	0.00	0.00	0.00	0.00	101.94
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	64.80
Personnel	2,980.49	633.83	2,852.24	6,466.56	0.00	0.00	0.00	0.00	0.00	0.00	589.11
Professional Fees	750.00	0.00	0.00	750.00	400.00	400.00	250.00	1,050.00	0.00	0.00	1,800.00
Rent	250.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,770.00	0.00	5,770.00
Supplies	300.00	0.00	0.00	300.00	0.00	0.00	0.00	0.00	0.00	0.00	-1,176.79
Telephone and Internet	199.30	0.00	0.00	199.30	0.00	0.00	0.00	0.00	0.00	0.00	199.30
Website	0.00	1,700.00	0.00	1,700.00	0.00	0.00	0.00	0.00	0.00	0.00	123.97
Total Expense	5,412.14	2,333.83	16,401.07	24,147.04	400.00	400.00	765.16	1,565.16	5,770.00	0.00	31,355.22
Net Ordinary Income	-5,412.14	-2,333.83	-16,401.07	-24,147.04	-400.00	-400.00	-765.16	-1,565.16	-3,718.00	240.00	-29,042.05
Net Income	-5,412.14	-2,333.83	-16,401.07	-24,147.04	-400.00	-400.00	-765.16	-1,565.16	-3,718.00	240.00	-29,042.05

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

Ordinary Income/Expense	ADMIN (CBID)	C & R (CBID)	DI1 (CBID)	\$OBOP (CBID)	CBID - Other (CBID)	Total CBID	BBO in the Glen (Fundraising Events)	BeerWalk (Fundraising Events)	Bubbly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Light Up the Avenue (Fundraising Events)	Passport (Fundraising Events)	Planter Box Adoption (Fundraising Events)
Income													
CBID	28,279.48	2,102.36	11,562.88	65,173.14	175,893.05	281,011.02	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	43,184.57	0.00	43,735.52	33,798.98	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	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
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
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	200.00	0.00	0.00	0.00	0.00
Total Income	28,279.48	2,102.36	11,562.88	65,173.14	175,893.05	281,011.02	48,184.57	0.00	43,935.52	33,798.98	0.00	0.00	3,200.00
Expense													
Advertising and PIR	1,000.00	0.00	2,011.84	0.00	0.00	3,011.84	0.00	0.00	69.86	1.66	0.00	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	1,181.88	0.00	2,742.57	2,142.68	0.00	0.00	0.00
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
Contract Services	6,300.00	0.00	625.00	109,411.42	0.00	176,336.42	18,853.33	0.00	1,917.80	2,651.56	0.00	0.00	220.00
Dues and Subscriptions	505.00	0.00	0.00	0.00	0.00	505.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	5,532.33	0.00	0.00	0.00	444.05	5,976.38	22,435.64	0.00	1,083.48	1,491.11	0.00	0.00	0.00
Equipment/Furnishings	608.72	0.00	0.00	0.00	0.00	608.72	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	2,778.08	0.00	0.00	0.00	0.00	2,778.08	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
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
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	4,888.75	0.00	0.00	0.00	0.00	0.00	0.00
Personnel	27,895.11	0.00	5,951.47	26,331.55	0.00	59,896.13	0.00	0.00	1,919.86	1,669.86	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
Professional Fees	10,350.00	0.00	0.00	0.00	0.00	10,350.00	2,100.00	0.00	500.00	500.00	0.00	0.00	0.00
Rent	2,750.00	0.00	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 Expense	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
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
Supplies	709.31	0.00	0.00	0.00	0.00	709.31	17,071.61	0.00	16,621.45	12,456.19	0.00	0.00	0.00
Telephone and Internet	2,276.49	0.00	0.00	0.00	0.00	2,276.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Websites	581.00	0.00	8,858.15	0.00	0.00	7,439.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	64,670.71	0.00	15,347.16	195,897.81	2,944.05	278,869.73	84,609.19	400.00	24,534.62	20,912.66	300.00	400.00	220.00
Net Ordinary Income	-36,391.22	2,102.36	-3,784.18	-130,724.67	172,949.00	2,151.29	-18,444.62	-400.00	19,400.90	12,886.10	-300.00	-400.00	2,980.00
Other Income/Expense													
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
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
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
Net Income	-36,391.22	2,102.36	-3,784.18	-130,724.67	172,949.00	2,151.29	-18,444.62	-400.00	19,400.90	12,886.10	-300.00	-400.00	2,980.00

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

	Spring Wine Walk (Fundraising Events)	Fundraising Events - Other (Fundraising Events)	Total Fundraising Events	Member Relations	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	Restaurant Week (Promotions & Events)	Spring Ladies Night Out (Promotions & Events)	Summer Ladies Night Out (Promotions & Events)
Ordinary Income/Expense									
Income									
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	44,064.42	0.00	104,763.47	0.00	0.00	79,790.99	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
Member Dues	0.00	0.00	0.00	2,220.00	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
Sponsorships	2,000.00	0.00	10,400.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	46,064.42	0.00	175,163.47	2,220.00	0.00	79,790.99	0.00	0.00	0.00
Gross Profit	46,064.42	0.00	175,163.47	2,220.00	0.00	79,790.99	0.00	0.00	0.00
Expense									
Advertising and PIR	200.00	0.00	271.52	0.00	0.00	0.00	0.00	0.00	0.00
Bank Service Charges	1,741.97	0.00	7,909.08	0.00	0.00	-0.67	0.00	0.00	0.00
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	2,218.11	0.00	23,981.80	0.00	895.00	33,907.04	0.00	0.00	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	2,061.03	0.00	27,051.28	0.00	0.00	577.93	0.00	0.00	0.00
Equipment/Furnishings	0.00	0.00	0.00	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	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
Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Permits and Fees	1,819.66	0.00	9,876.73	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	0.00	0.00	0.00
Postage and Delivery	21.09	0.00	21.09	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	600.00	0.00	5,075.00	0.00	75.00	875.00	0.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Expenses	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	24,721.00	0.00	0.00	0.00
Software	0.00	0.00	0.00	0.00	0.00	0.26	0.00	0.00	0.00
Supplies	16,057.00	0.00	61,296.25	0.00	1,264.21	1,416.99	0.00	360.00	0.00
Telephone and Internet	0.00	0.00	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	0.00	0.00
Total Expense	23,519.86	275.00	135,171.53	0.00	2,144.21	60,397.35	225.00	650.00	486.41
Net Ordinary Income	22,544.56	-275.00	39,991.94	2,220.00	-2,144.21	19,393.54	-225.00	-850.00	-486.41
Other Income/Expense									
Other Income	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
Net Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	22,544.56	-275.00	39,991.94	2,220.00	-2,144.21	19,393.54	-225.00	-850.00	-486.41

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

	Willow Glen Home Tour Books (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events	Strategic Marketing	WGSA Administration	TOTAL
Ordinary Income/Expense						
Income						
CBID	0.00	0.00	0.00	0.00	0.00	281,011.02
Event Revenue	211,42	0.00	79,992.31	0.00	0.00	244,755.78
Interest Income	0.00	0.00	0.00	0.00	86.14	86.14
Member Dues	0.00	0.00	0.00	0.00	0.00	2,220.00
Miscellaneous Income	0.00	0.00	0.00	0.00	18.81	18.81
Sponsorships	0.00	0.00	0.00	0.00	0.00	10,400.00
Total Income	211,42	0.00	79,992.31	0.00	104.95	538,481.75
Gross Profit	211,42	0.00	79,992.31	0.00	104.95	538,481.75
Expense						
Advertising and PIR	0.00	0.00	0.00	500.00	166.89	3,963.45
Bank Service Charges	0.00	0.00	-0.87	0.00	189.02	7,997.43
City Fees	0.00	0.00	0.00	0.00	0.00	5,000.00
Contract Services	0.00	0.00	33,812.04	0.00	0.00	234,010.06
Dues and Subscriptions	0.00	0.00	0.00	0.00	195.78	790.78
Equipment Rental	0.00	0.00	577.83	0.00	0.00	33,606.47
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	908.72
Insurance	0.00	0.00	0.00	0.00	5,881.12	8,659.20
Mealings	0.00	0.00	0.00	0.00	1,095.43	1,981.10
Miscellaneous	0.00	0.00	0.00	0.00	0.00	9,875.73
Permits and Fees	0.00	0.00	0.00	0.00	0.00	6,119.95
Personnel	0.00	0.00	0.00	0.00	683.13	684.22
Postage and Delivery	0.00	0.00	0.00	0.00	2,411.00	19,696.00
Professional Fees	0.00	0.00	1,700.00	150.00	0.00	2,750.00
Rent	0.00	0.00	0.00	0.00	0.00	24,721.00
Retail Merchandise Expenses	0.00	0.00	0.00	0.00	0.00	0.26
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	99.99
Software	0.00	0.00	0.00	0.00	0.00	90.99
Supplies	0.00	464.87	3,757.18	0.00	-3,946.06	61,877.52
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	2,276.44
Website	0.00	0.00	0.00	0.00	123.97	7,563.72
Total Expense	0.00	464.87	64,507.64	650.00	12,990.32	492,239.22
Net Ordinary Income	211,42	-464.87	15,424.67	-650.00	-12,885.37	46,252.53
Other Income/Expense						
Other Income	0.00	0.00	0.00	0.00	833.07	833.07
Total Other Income	0.00	0.00	0.00	0.00	833.07	833.07
Net Other Income	0.00	0.00	0.00	0.00	833.07	833.07
Net Income	211,42	-464.87	15,424.67	-650.00	-12,052.30	47,085.60