



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, April 9th, 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 March Minutes	8:00 am	Review and approval of, March 12th, 2024, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of April 2nd, 2024, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – April Financial Reports	8:10 am – 8:25 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	Member Relations Committee WGBA Staff SJ Retreat Ani & Cat - SWW	8:25 am – 8:45 am	Updates
	I	CBID Committee Chair: Nate Perez Committee Update		
	I	Our Avenue Committee Chair: Kathleen Erdmann Committee Update Mural Completion RICK Proposal		
	I	Promotions & Events Committee Chair: Emilie Highley Committee Update Spring Wine Walk Recap Passport 6/1-8/31 Beer Walk – 6/15 Mrs Roper Romp – 7/13 Glenfest – 9/28		
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, May 14th, 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
March 12, 2024**

Meeting began at 8:07 a.m.

In Attendance: Tim Mulcahy, Kathleen Erdmann, Frank Bejan, Sarah Rivas, Steve Sibley, Julie Flores, Bobbie Johnson, Anna Russo, Colin Berger, Jamie Sizelove

Staff Members: Kendra Middendorf, 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 February 2024 meeting were approved unanimously (motion by Sarah Rivas /second by Bobbie Johnson)

The minutes of the Executive meeting were read and unanimously approved (motion by Jamie Sizelove /second by Anna Russo)

Treasurer report : Given by Tim Mulcahy as stated. Tim explained some gaps in payments, such as Universal's January invoice hasn't yet arrived. The report was approved unanimously (motion by Anna Russo/second by Kathleen Erdmann)

Member Relations:

Mathnasium Go is having a **grand opening** on 3/27 from 3:30 – 5:30. The mayor, Dev Davis and the Business Association are scheduled to appear.

The River School has requested a donation for the annual walk a thon. They will also host a Gala in April. WGBA will donate beer walk tickets/basket consistent with our other school donations.

Willow Glen Elementary - We donated a gift basket including 4 wine walk tickets and a bottle of champagne for WG Elementary event. Donation is worth approximately \$250.

Staff will attend a Business Association Retreat hosted by the City of San Jose on 3/21 and will be out of office most of the day. Many districts will attend.

CBID Renewal

We are on track to meet the requirements for our renewal which will include the expansion. We currently have 38% approval, Tim will continue meet personally with property owners, especially those in the expansion area to ensure we have community support. It will then be sent to the City Council for approval. Our consulting group has been excellent in driving the process.

Our Avenue

The mural for the Rose Building has been delayed due to a delay in the grant money being deposited and some weather delays. The expense money for the artist's Supplies have been approved and requested. Estimated start date, weather permitting will be 3/18 or later.

After the meeting with Marv Bramburg (MBA Architect) took place, and proposal received, we have tabled this project until after we do some additional discovery.

Traffic and Lighting - Mary Anne Groen – Dev Davis’s chief of staff, has been contacted about the traffic study and calming project promised for Spring. Frank Bejan was copied and responded with his concerns for the safety of our residents and shoppers late at night and on the weekends.

We also addressed the issue of lighting on the Avenue, specifically the new pedestrian light at Meredith at Lincoln, as one side is not working. We also mentioned the lights at the other crosswalks are dim and perhaps we could replace light bulbs to brighten these crosswalks for better visibility. She instructed us to get pole numbers and report to DOT. Anna provided an email of a captain of the SJPd that we can copy.

Planter Sponsorship 2 is underway with an updated letter and pictures of the plaque.

We contacted VTA with a request for schedule for new bus benches. They have taken Kathleen’s info and will respond.

Banners for the Downtown may include “Willow Glen” on them. We are checking with Japan Town and Pacific Display for sizes, numbers and possible designs as well as cost. We can use the balance of the grant money for new banners.

Promotions and Events

Kendra reported on the proposed events, in Emilie’s absence.

- Things are set for the Spring Wine Walk 4/6 - 25 businesses have signed up along with 21 wineries. Additional wines will come from a distributor.
- Passport - 6/1 through 8/31
- Beer Walk 6/15
- Food Fest – 9/28 – ideas for this have not been solidified as of yet.

It was suggested that opportunities for sponsorship be posted on the website along with associated costs for each. Kendra will also send the Board a cost breakdown to use when approaching businesses for sponsorship.

Open Comments:

None

The meeting was adjourned at 9:10 a.m.

Respectfully submitted,

Kathleen Erdmann, Secretary
Willow Glen Business Association

**Willow Glen Business Association
Executive Committee Meeting
2 April 2024**

**In attendance: Kathleen Erdmann, Emilie Highley, Tim Mulcahy
Staff: Kendra Middendorf**

Meeting was called to order at 9:08 a.m. by President Mulcahy

Agenda:

CBID – Tim reported the next step in the CBID process is resolution approval by San Jose City Council to move forward. This will occur on 4-9-2024. Once approved, Assessment Ballots will go out. 51% of whoever votes is needed to move on to the next step.

“Light Up” Proposal – Kathleen ensured that each of us had the opportunity to review the proposal received from RICK Engineering for a baseline mapping of our downtown. A decision was made for the Executive Committee to put together a list of questions that are proposal related. Kathleen will compile this list and submit to RICK’s. Once that is done, Kathleen will set up a meeting with RICK to meet with us and discuss the questions we have prior to proposal approval. (RICK is the name of the Engineering company!)

4-17-2024 is the date set to meet with a lighting design group recommended by Martin Flores, from the WG Community. Martin used this group in the San Diego Project he headed up. Kathleen will ask Martin Flores to also attend.

Universal – Universal will add new mulch and plants to the Sponsored Planters prior to the April 5th Wine Walk.

Committees/Board Member Involvement – A discussion ensued, led by Emilie that every Board Member is on at least one Committee and active with that Committee.

Meeting was adjourned at 10:33 a.m.

Respectively submitted,
Emilie Highley, Acting Co-Secretary
Willow Glen Business Association

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

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	Passport (Fundraising Events)
Ordinary Income/Expense								
Income								
CBID	44,702.54	3,576.20	19,669.12	110,862.29	0.00	178,810.15	0.00	0.00
Event Revenue	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
Member Dues	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
Total Income	44,702.54	3,576.20	19,669.12	110,862.29	0.00	178,810.15	0.00	0.00
Gross Profit	44,702.54	3,576.20	19,669.12	110,862.29	0.00	178,810.15	0.00	0.00
Expense								
Advertising and PIR	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	0.00	0.00	0.00
City Fees	2,500.00	0.00	0.00	0.00	0.00	2,500.00	0.00	0.00
Contract Services	525.00	0.00	0.00	43,326.49	0.00	43,851.49	203.48	0.00
Dues and Subscriptions	64.00	0.00	0.00	0.00	0.00	64.00	0.00	0.00
Equipment Rental	450.72	0.00	0.00	0.00	0.00	450.72	0.00	0.00
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Personnel	3,797.38	0.00	789.10	3,550.91	-34.86	8,102.53	0.00	0.00
Professional Fees	1,500.00	0.00	0.00	0.00	0.00	1,500.00	0.00	0.00
Rent	400.00	0.00	0.00	0.00	0.00	400.00	0.00	0.00
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.60
Telephone and Internet	183.66	0.00	0.00	0.00	0.00	183.66	0.00	0.00
Website	450.00	0.00	0.00	0.00	0.00	450.00	0.00	0.00
Total Expense	9,870.76	0.00	789.10	46,877.40	-34.86	57,502.40	203.48	15.60
Net Ordinary Income	34,831.78	3,576.20	18,880.02	63,984.89	34.86	121,307.75	-203.48	-15.60
Net Income	34,831.78	3,576.20	18,880.02	63,984.89	34.86	121,307.75	-203.48	-15.60

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

	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
Event Revenue	0.00	9,328.77	9,328.77	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00	244.00	0.00
Sponsorships	1,800.00	0.00	1,800.00	0.00	0.00
Total Income	1,800.00	9,328.77	11,128.77	244.00	0.00
Gross Profit	1,800.00	9,328.77	11,128.77	244.00	0.00
Expense					
Advertising and P/R	0.00	75.00	75.00	0.00	43.93
Bank Service Charges	0.00	646.29	646.29	3.90	0.00
City Fees	0.00	0.00	0.00	0.00	0.00
Contract Services	0.00	1,438.20	1,641.68	0.00	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	110.00	110.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	0.00	0.00
Permits and Fees	0.00	1,642.98	1,642.98	0.00	0.00
Personnel	0.00	0.00	0.00	0.00	0.00
Professional Fees	0.00	1,450.00	1,450.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00
Supplies	17.28	1,410.75	1,443.63	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	0.00	0.00	0.00
Total Expense	17.28	6,773.22	7,009.58	3.90	43.93
Net Ordinary Income	1,782.72	2,555.55	4,119.19	240.10	-43.93
Net Income	1,782.72	2,555.55	4,119.19	240.10	-43.93

Willow Glen Business Association Profit & Loss by Class

	Willow Glen Home Tour Books (Promotions & Events)	Total Promotions & Events	WGBA Administration	TOTAL
Ordinary Income/Expense				
Income				
CBID	0.00	0.00	0.00	178,810.15
Event Revenue	91.43	91.43	0.00	9,420.20
Interest Income	0.00	0.00	2.10	2.10
Member Dues	0.00	0.00	0.00	244.00
Sponsorships	0.00	0.00	0.00	1,800.00
Total Income	91.43	91.43	2.10	190,276.45
Gross Profit	91.43	91.43	2.10	190,276.45
Expense				
Advertising and P/R	0.00	43.93	0.00	118.93
Bank Service Charges	0.00	0.00	0.00	650.19
City Fees	0.00	0.00	0.00	2,500.00
Contract Services	0.00	0.00	0.00	45,493.17
Dues and Subscriptions	0.00	0.00	0.00	64.00
Equipment Rental	0.00	0.00	0.00	560.72
Insurance	0.00	0.00	1,167.09	1,167.09
Meetings	0.00	0.00	41.95	41.95
Permits and Fees	0.00	0.00	0.00	1,642.98
Personnel	0.00	0.00	694.49	8,797.02
Professional Fees	0.00	0.00	0.00	2,950.00
Rent	0.00	0.00	0.00	400.00
Supplies	0.00	0.00	45.93	1,489.56
Telephone and Internet	0.00	0.00	24.00	207.66
Website	0.00	0.00	0.00	450.00
Total Expense	0.00	43.93	1,973.46	66,533.27
Net Ordinary Income	91.43	47.50	-1,971.36	123,743.18
Net Income	91.43	47.50	-1,971.36	123,743.18

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

	Mar 24	Mar 23	\$ Change	% Change
Ordinary Income/Expense				
Income				
CBID	178,810.15	175,893.05	2,917.10	1.66%
Event Revenue	9,420.20	8,142.18	1,278.02	15.7%
Interest Income	2.10	8.68	-6.58	-75.81%
K-rail Pass Through Income	0.00	1,315.00	-1,315.00	-100.0%
Member Dues	244.00	840.00	-596.00	-70.95%
Sponsorships	1,800.00	5,200.00	-3,400.00	-65.39%
Total Income	190,276.45	191,398.91	-1,122.46	-0.59%
Gross Profit	190,276.45	191,398.91	-1,122.46	-0.59%
Expense				
Advertising and P/R	118.93	1,050.00	-931.07	-88.67%
Bank Service Charges	650.19	8.68	641.51	7,390.67%
City Fees	2,500.00	2,500.00	0.00	0.0%
Contract Services	45,493.17	13,535.34	31,957.83	236.11%
Dues and Subscriptions	64.00	55.00	9.00	16.36%
Equipment Rental	560.72	399.31	161.41	40.42%
Insurance	1,167.09	176.39	990.70	561.65%
Meetings	41.95	50.10	-8.15	-16.27%
Permits and Fees	1,642.98	1,619.66	23.32	1.44%
Personnel	8,797.02	4,083.98	4,713.04	115.4%
Postage and Delivery	0.00	66.00	-66.00	-100.0%
Professional Fees	2,950.00	1,825.00	1,125.00	61.64%
Rent	400.00	250.00	150.00	60.0%
Retail Merchandise Expense	0.00	700.00	-700.00	-100.0%
Supplies	1,489.56	-246.32	1,735.88	704.73%
Telephone and Internet	207.66	198.85	8.81	4.43%
Website	450.00	2,125.00	-1,675.00	-78.82%
Total Expense	66,533.27	28,396.99	38,136.28	134.3%
Net Ordinary Income	123,743.18	163,001.92	-39,258.74	-24.09%
Net Income	123,743.18	163,001.92	-39,258.74	-24.09%

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of March 31, 2024

	Mar 31, 24	Mar 31, 23	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Wells Fargo Checking-debit acct	4,457.29	1,810.94	2,646.35	146.13%
WF Checking -4504	236,073.68	252,779.82	-16,706.14	-6.61%
Total Checking/Savings	240,530.97	254,590.76	-14,059.79	-5.52%
Accounts Receivable				
Accounts Receivable	38,520.00	42,475.00	-3,955.00	-9.31%
Total Accounts Receivable	38,520.00	42,475.00	-3,955.00	-9.31%
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	298,015.09	299,065.76	-1,050.67	-0.35%
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	305,325.88	306,376.55	-1,050.67	-0.34%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	5,200.00	880.84	4,319.16	490.35%
Total Accounts Payable	5,200.00	880.84	4,319.16	490.35%
Other Current Liabilities				
ARTWORKS Project	9,346.18	6,546.18	2,800.00	42.77%
CBID Contingency Reserve	34,361.11	28,740.89	5,620.22	19.56%
Sales Tax Payable	974.90	17.42	957.48	5,496.44%
Total Other Current Liabilities	44,682.19	35,304.49	9,377.70	26.56%
Total Current Liabilities	49,882.19	36,185.33	13,696.86	37.85%
Total Liabilities	49,882.19	36,185.33	13,696.86	37.85%
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	42,197.01	79,546.90	-37,349.89	-46.95%
Total Equity	255,443.69	270,191.22	-14,747.53	-5.46%
TOTAL LIABILITIES & EQUITY	305,325.88	306,376.55	-1,050.67	-0.34%

Willow Glen Business Association Profit & Loss YTD Comparison March 2024

	Mar 24	Jul '23 - Mar 24
Ordinary Income/Expense		
Income		
CBID	178,810.15	284,631.05
Event Revenue	9,420.20	254,351.76
Eventbrite Ticket Sales	0.00	5.62
Interest Income	2.10	83.95
K-rail Pass Through Income	0.00	6,075.00
Member Dues	244.00	1,624.00
Retail Merchandise Income	0.00	927.86
Sponsorships	1,800.00	16,650.00
Total Income	<u>190,276.45</u>	<u>564,349.24</u>
Gross Profit	190,276.45	564,349.24
Expense		
Advertising and P/R	118.93	1,668.21
Bank Service Charges	650.19	12,933.52
City Fees	2,500.00	5,000.00
Contract Services	45,493.17	220,383.44
Dues and Subscriptions	64.00	826.00
Equipment Rental	560.72	34,269.28
Equipment/Furnishings	0.00	684.55
Insurance	1,167.09	7,511.75
K-Rail Pass Through Expense	0.00	6,075.00
Meetings	41.95	1,042.18
Permits and Fees	1,642.98	12,290.28
Personnel	8,797.02	78,838.82
Postage and Delivery	0.00	881.92
Professional Fees	2,950.00	58,343.73
Rent	400.00	3,600.00
Retail Merchandise Expense	0.00	5,695.00
Sales Tax Adjustment	0.00	0.61
Software	0.00	99.99
Supplies	1,489.56	65,867.37
Telephone and Internet	207.66	4,066.58
Website	450.00	2,074.00
Total Expense	<u>66,533.27</u>	<u>522,152.23</u>
Net Ordinary Income	123,743.18	42,197.01
Net Income	<u><u>123,743.18</u></u>	<u><u>42,197.01</u></u>

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

5:24 PM
 04/02/24
 Accrual Basis

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)
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	0.00	0.00	0.00	0.00	0.00	57,836.31	19,685.00	39,169.85
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	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	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
0.00	0.00	0.00	0.00	0.00	0.00	7,750.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
71,157.77	5,692.61	31,309.42	176,471.25	0.00	284,631.05	65,586.31	19,685.00	39,169.85
71,157.77	5,692.61	31,309.42	176,471.25	0.00	284,631.05	65,586.31	19,685.00	39,169.85
Expense								
1,000.00	0.00	0.00	0.00	0.00	1,000.00	171.90	86.09	135.88
0.00	0.00	0.00	0.00	0.00	0.00	2,767.42	857.33	2,119.41
2,500.00	0.00	0.00	0.00	2,500.00	5,000.00	0.00	0.00	0.00
4,725.00	0.00	556.88	130,640.67	0.00	135,922.55	25,602.47	3,082.50	2,040.49
634.00	0.00	0.00	0.00	0.00	634.00	0.00	0.00	0.00
4,412.04	0.00	0.00	0.00	0.00	4,412.04	25,109.60	1,542.86	1,266.89
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
549.57	0.00	0.00	0.00	0.00	549.57	614.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
76.73	0.00	0.00	0.00	0.00	76.73	0.00	0.00	0.00
0.00	0.00	0.00	0.00	0.00	0.00	4,949.28	1,431.04	1,592.98
33,739.73	0.00	7,043.04	31,693.33	-244.02	72,232.08	0.00	0.00	0.00
665.01	0.00	0.00	0.00	0.00	665.01	0.00	0.00	0.00
49,837.73	0.00	0.00	0.00	0.00	49,837.73	400.00	400.00	650.00
3,600.00	0.00	0.00	0.00	0.00	3,600.00	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	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	0.00
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
507.84	0.00	0.00	0.00	0.00	507.84	23,498.77	8,116.58	16,048.24
1,929.58	0.00	1,930.00	0.00	0.00	3,859.58	0.00	0.00	0.00
900.00	0.00	1,174.00	0.00	0.00	2,074.00	0.00	0.00	0.00
105,077.23	0.00	10,703.92	162,334.00	2,255.98	280,371.13	83,113.44	15,516.40	23,853.89
-33,919.46	5,692.61	20,605.50	14,137.25	-2,255.98	4,259.92	-17,527.13	4,168.60	15,315.96
-33,919.46	5,692.61	20,605.50	14,137.25	-2,255.98	4,259.92	-17,527.13	4,168.60	15,315.96

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

5:24 PM
 04/02/24
 Accrual Basis

Ordinary Income/Expense	Fall Wine Walk (Fundraising Events)	Light Up the Avenue (Fundraising Events)	Passport (Fundraising Events)	Planter Box Adoption (Fundraising Events)	Spring Wine Walk (Fundraising Events)	Total Fundraising Events
Income						
CBID	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	33,076.11	0.00	245.00	0.00	12,293.77	162,306.04
Eventbrite Ticket Sales	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
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	0.00	0.00	0.00	0.00	0.00
Sponsorships	2,000.00	0.00	0.00	4,400.00	2,000.00	16,150.00
Total Income	35,076.11	0.00	245.00	4,400.00	14,293.77	178,456.04
Gross Profit	35,076.11	0.00	245.00	4,400.00	14,293.77	178,456.04
Expense						
Advertising and PIR	70.11	0.00	0.00	0.00	75.00	538.98
Bank Service Charges	1,701.47	0.00	9.24	0.00	830.59	8,285.46
City Fees	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	2,114.71	0.00	0.00	0.00	1,741.17	34,581.34
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	1,286.89	0.00	0.00	0.00	110.00	29,296.24
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	614.00
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	0.00	0.00	0.00
Permits and Fees	1,584.00	0.00	0.00	0.00	1,642.98	11,200.28
Personnel	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	600.00	0.00	0.00	0.00	1,450.00	3,500.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	0.00	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	13,748.75	77.82	26.53	17.28	1,410.75	62,944.72
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	21,085.93	77.82	35.77	17.28	7,260.49	150,961.02
Net Ordinary Income	13,990.18	-77.82	209.23	4,382.72	7,033.28	27,495.02
Net Income	13,990.18	-77.82	209.23	4,382.72	7,033.28	27,495.02

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

	Member Relations	Friends Night Out (Promotions & Events)	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	National Night Out (Promotions & Events)	Willow Glen Home Tour Books (Promotions & Events)
Ordinary Income/Expense						
Income						
CBID	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	0.00	0.00	91,599.49	0.00	446.23
Eventbrite Ticket Sales	0.00	0.00	0.00	5.62	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	1,624.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Income	0.00	0.00	0.00	887.86	0.00	0.00
Sponsorships	0.00	0.00	500.00	0.00	0.00	40.00
Total Income	1,624.00	0.00	500.00	92,492.97	0.00	486.23
Gross Profit	1,624.00	0.00	500.00	92,492.97	0.00	486.23
Expense						
Advertising and P/R	0.00	43.93	0.00	0.00	0.00	0.00
Bank Service Charges	3.90	0.00	0.00	4,425.25	0.00	2.14
City Fees	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	250.00	302.96	1,072.96	46,953.63	800.00	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	0.00	0.00	561.00	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	0.00	0.00	40.91	0.00	0.00
Professional Fees	0.00	600.00	700.00	675.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Expense	0.00	0.00	0.00	5,695.00	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	0.00	313.91	813.54	1,031.97	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	253.90	1,260.80	2,586.50	59,382.76	800.00	2.14
Net Ordinary Income	1,370.10	-1,260.80	-2,086.50	33,110.21	-800.00	484.09
Net Income	1,370.10	-1,260.80	-2,086.50	33,110.21	-800.00	484.09

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

	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events	Strategic Marketing	WGBA Administration	TOTAL
Ordinary Income/Expense					
Income					
CBID	0.00	0.00	0.00	0.00	284,631.05
Event Revenue	0.00	92,045.72	0.00	0.00	254,351.76
Eventbrite Ticket Sales	0.00	5.62	0.00	0.00	5.62
Interest Income	0.00	0.00	0.00	83.95	83.95
K-rail Pass Through Income	0.00	0.00	0.00	6,075.00	6,075.00
Member Dues	0.00	0.00	0.00	0.00	1,624.00
Retail Merchandise Income	0.00	927.86	0.00	0.00	927.86
Sponsorships	0.00	500.00	0.00	0.00	16,650.00
Total Income	0.00	93,479.20	0.00	6,158.95	564,349.24
Expense					
Gross Profit	0.00	93,479.20	0.00	6,158.95	564,349.24
Advertising and P/R	0.00	43.93	85.30	0.00	1,668.21
Bank Service Charges	3.25	4,430.64	0.00	213.52	12,933.52
City Fees	0.00	0.00	0.00	0.00	5,000.00
Contract Services	0.00	49,129.55	0.00	500.00	220,383.44
Dues and Subscriptions	0.00	0.00	0.00	192.00	826.00
Equipment Rental	0.00	561.00	0.00	0.00	34,269.28
Equipment/Furnishings	0.00	0.00	0.00	684.55	684.55
Insurance	0.00	0.00	0.00	6,348.18	7,511.75
K-Rail Pass Through Expense	0.00	0.00	0.00	6,075.00	6,075.00
Meetings	0.00	0.00	0.00	965.45	1,042.18
Permits and Fees	0.00	0.00	0.00	1,090.00	12,290.28
Personnel	0.00	0.00	0.00	6,606.74	78,838.82
Postage and Delivery	0.00	40.91	0.00	176.00	881.92
Professional Fees	0.00	1,975.00	0.00	3,031.00	58,343.73
Rent	0.00	0.00	0.00	0.00	3,600.00
Retail Merchandise Expense	0.00	5,695.00	0.00	0.00	5,695.00
Sales Tax Adjustment	0.00	0.00	0.00	0.61	0.61
Software	0.00	0.00	0.00	99.99	99.99
Supplies	0.00	2,159.42	0.00	255.39	65,867.37
Telephone and Internet	0.00	0.00	0.00	207.00	4,066.58
Website	0.00	0.00	0.00	0.00	2,074.00
Total Expense	3.25	64,035.45	85.30	26,445.43	522,152.23
Net Ordinary Income	-3.25	29,443.75	-85.30	-20,286.48	42,197.01
Net Income	-3.25	29,443.75	-85.30	-20,286.48	42,197.01

Willow Glen Community Foundation

Balance Sheet

As of March 31, 2024

Mar 31, 24

ASSETS

Current Assets

Checking/Savings

Wells Fargo Checking -4496 37,551.00

Total Checking/Savings 37,551.00

Total Current Assets 37,551.00

TOTAL ASSETS 37,551.00

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

Total Equity 23,051.00

TOTAL LIABILITIES & EQUITY 37,551.00

1:44 PM
04/02/24
Accrual Basis

Willow Glen Community Foundation
Profit & Loss
March 2024

	<u>Mar 24</u>
Net Income	<u><u>0.00</u></u>