



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, May 14th, 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 April Minutes	8:00 am	Review and approval of, April 9th, 2024, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of May 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 Chamber of Commerce	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 7/15-8/15 Mrs Roper Romp, 7/13		
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, June 11th, 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
April 9, 2024**

Meeting began at 8:10 a.m.

In Attendance: Tim Mulcahy, Kathleen Erdmann, Frank Bejan, Sara Rivas, Julie Flores (via phone), Steve Sibley, Bobbie Johnson, Ana Russo, Colin Berger, Jamie Sizelove

Staff Members: Absent – Kendra went home ill.

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

Meeting was called to order by President Tim Mulcahy.

The minutes of March 2024 meeting were approved unanimously (motion by Ana Russo /second by Bobbie Johnson)

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

Treasurer report : Given by Tim Mulcahy as stated. Tim explained some gaps in payments, such as Universal's invoice was late and two months were paid in the same month.

There was a question regarding higher bank charges - Tim said we will check with Pat, our bookkeeper.

The report was approved unanimously (motion by Jamie Sizelove/second by Bobbie Johnson)

Member Relations: By Emilie Highley due to Kendra's illness.

Focusing on events and new designs for posters

Staff: attended a day Retreat hosted by the City of San Jose last month.

CBID Renewal

Tim was planning to attend the City Council meeting on April 10, 2024 at 1:30 pm regarding CBID for approval, We hope this is a formality. We currently have 38% approval, The fees noted were the \$31k already submitted. Tim reported in Nate's absence.

Our Avenue

The mural for the Rose Building has been completed. It is beautiful and notes that it was sponsored by the WGBA! The property owners are very pleased with the result provided by the chosen artist Roan Victor

There are 3 new Planter Sponsors and renewal payment from GooseTown

The new sponsors are:

- WG Travel (paid)
- Whitaker Insurance (paid)
- Vossoghi Family

A new map with flower pots marking the planter locations has be done so that our new adopters can select their spot.

We are investigating new banners for the avenue and Kendra has done some preliminary work. We are asking the committee to submit ideas for the graphics and are hoping to use the balance of the grant money to pay for them.

Proposal for baseline imaging of the downtown has been received by RICK Engineering Company. We are reviewing the proposal. Steve Sibley will give his feedback along with Kathleen Erdmann.

A meeting has been scheduled with the Exec Staff with a light design company who will give a presentation on 4/17 at 11 am.

Promotions and Events

Emilie reported on the proposed events

- The Spring Wine Walk was a big success with over 530 attendees 53 tickets sold the day of the event.
- Passport is coming up 6/1 to 8/31
- Beer Walk is in good shape 6/15
- Mrs. Roper Romp 7/13
- Glen Fest – 9/28 – Food trucks
- New Christmas ornament for 2024 – A transition

It was suggested that opportunities for sponsorship be posted on the website along with associated costs for each.

Open Comments:

The Thrift Box representative had comments about the CBID and have tabled the vote by the board of directors pending accurate numbers and monitoring the acceptance of other business/property owners.

The meeting was adjourned at 9:15 a.m.

Respectfully submitted,

Kathleen Erdmann, Secretary
Willow Glen Business Association

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

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

Meeting was called to order at 9:05 a.m. by President Mulcahy

Agenda:

Board Recruitment – recruitment continues. Emilie will reach out to the individual that Brian Yi recommended as his replacement.

“Light Up”/ Rick Proposal – While the proposal provided a baseline/limited scope of the project there is considerable costs involved beyond the baseline quote. A discussion ensued on what would be a long-term solution – no solution reached. More research required.

Universal – Discussion took place on (a) Serviceability in Zones 1 & 2. (b) There is a need to walk the Avenue to determine a schedule for power washing. (c) Planter maintenance – the planters were cleaned up for the Wine Walk, however the much needed ‘color’ of plants was not there.

Planter Adoption/Renewal: Kathleen reported that there is a commitment for adoption of 5-6 more planters. The original 5 have been renewed.

DOT – Kathleen is researching a San Jose DOT contact for the 311 App.

“Speak Up San Jose”. Meeting scheduled for May 8th, hosted by the San Jose Police Department. Insight on the current climate and future goals will be shared followed by an open discussion.

Insurance – Kendra shared that there is a 12% ‘hike’ on the health insurance premium provided her.

Meeting was adjourned at 10:15 a.m.

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

**Willow Glen Business Association
Profit & Loss by Class
April 2024**

2:43 PM
05/09/24
Accrual Basis

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	Beer/Walk (Fundraising Events)	Planter Box Adoption (Fundraising Events)	Spring Wine Walk (Fundraising Events)
Ordinary Income/Expense								
Income								
Event Revenue	0.00	0.00	0.00	0.00	0.00	1,387.25	0.00	19,577.40
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	0.00	600.00	0.00
Total Income	0.00	0.00	0.00	0.00	0.00	1,387.25	600.00	19,577.40
Gross Profit	0.00	0.00	0.00	0.00	0.00	1,387.25	600.00	19,577.40
Expense								
Advertising and PIR	0.00	0.00	0.00	0.00	0.00	0.00	0.00	168.17
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,376.36
Contract Services	525.00	0.00	12,708.83	0.00	13,233.83	302.97	0.00	560.00
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	1,017.19
Insurance	421.25	0.00	0.00	0.00	421.25	0.00	0.00	0.00
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Personnel	3,730.57	776.60	3,494.66	-34.86	7,966.97	0.00	0.00	0.00
Professional Fees	10,150.00	0.00	0.00	0.00	10,150.00	350.00	0.00	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	61.20	0.00	12,965.10
Telephone and Internet	183.44	0.00	0.00	0.00	183.44	0.00	0.00	0.00
Total Expense	15,924.98	776.60	16,203.49	-34.86	32,870.21	714.17	0.00	16,086.82
Net Ordinary Income	-15,924.98	-776.60	-16,203.49	34.86	-32,870.21	673.08	600.00	3,490.58
Net Income	-15,924.98	-776.60	-16,203.49	34.86	-32,870.21	673.08	600.00	3,490.58

Willow Glen Business Association Profit & Loss by Class April 2024

	Willow Glen Home Tour Books					
	Total Fundraising Events	(Promotions & Events)	Total Promotions & Events	Strategic Marketing	WG&A Administration	TOTAL
Ordinary Income/Expense						
Income						
Event Revenue	20,964.65	167.40	167.40	0.00	0.00	21,132.05
Interest Income	0.00	0.00	0.00	0.00	2.01	2.01
Sponsorships	600.00	0.00	0.00	0.00	0.00	600.00
Total Income	21,564.65	167.40	167.40	0.00	2.01	21,734.06
Gross Profit	21,564.65	167.40	167.40	0.00	2.01	21,734.06
Expense						
Advertising and P/R	168.17	0.00	0.00	90.03	0.00	258.20
Bank Service Charges	1,376.36	0.00	0.00	0.00	0.00	1,376.36
Contract Services	862.97	0.00	0.00	0.00	0.00	14,096.80
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	64.00
Equipment Rental	1,017.19	0.00	0.00	0.00	0.00	1,467.91
Insurance	0.00	0.00	0.00	0.00	63.81	485.06
Meetings	0.00	0.00	0.00	0.00	29.95	29.95
Personnel	0.00	0.00	0.00	0.00	701.99	8,668.96
Professional Fees	350.00	0.00	0.00	0.00	0.00	10,500.00
Rent	0.00	0.00	0.00	0.00	0.00	400.00
Supplies	13,026.30	0.00	0.00	0.00	164.06	13,190.36
Telephone and Internet	0.00	0.00	0.00	0.00	25.39	208.83
Total Expense	16,800.99	0.00	0.00	90.03	985.20	50,746.43
Net Ordinary Income	4,763.66	167.40	167.40	-90.03	-983.19	-29,012.37
Net Income	4,763.66	167.40	167.40	-90.03	-983.19	-29,012.37

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

	Apr 24	Apr 23	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	21,132.05	35,987.24	-14,855.19	-41.28%
Interest Income	2.01	21.75	-19.74	-90.76%
K-rail Pass Through Income	0.00	1,115.00	-1,115.00	-100.0%
Member Dues	0.00	120.00	-120.00	-100.0%
Sponsorships	600.00	0.00	600.00	100.0%
Total Income	21,734.06	37,243.99	-15,509.93	-41.64%
Gross Profit	21,734.06	37,243.99	-15,509.93	-41.64%
Expense				
Advertising and P/R	258.20	122.85	135.35	110.18%
Bank Service Charges	1,376.36	1,741.30	-364.94	-20.96%
Contract Services	14,096.80	16,024.88	-1,928.08	-12.03%
Dues and Subscriptions	64.00	55.00	9.00	16.36%
Equipment Rental	1,467.91	864.05	603.86	69.89%
Insurance	485.06	457.72	27.34	5.97%
Meetings	29.95	0.00	29.95	100.0%
Personnel	8,668.96	4,098.98	4,569.98	111.49%
Postage and Delivery	0.00	84.09	-84.09	-100.0%
Professional Fees	10,500.00	750.00	9,750.00	1,300.0%
Rent	400.00	250.00	150.00	60.0%
Supplies	13,190.36	15,148.14	-1,957.78	-12.92%
Telephone and Internet	208.83	199.30	9.53	4.78%
Website	0.00	1,700.00	-1,700.00	-100.0%
Total Expense	50,746.43	41,496.31	9,250.12	22.29%
Net Ordinary Income	-29,012.37	-4,252.32	-24,760.05	-582.27%
Other Income/Expense				
Other Income				
Other Income	0.00	833.07	-833.07	-100.0%
Total Other Income	0.00	833.07	-833.07	-100.0%
Net Other Income	0.00	833.07	-833.07	-100.0%
Net Income	-29,012.37	-3,419.25	-25,593.12	-748.5%

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of April 30, 2024

	Apr 30, 24	Apr 30, 23	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
Wells Fargo Checking-debit acct	4,188.76	7,744.78	-3,556.02	-45.92%
WF Checking -4504	216,966.20	254,598.02	-37,631.82	-14.78%
Total Checking/Savings	221,154.96	262,342.80	-41,187.84	-15.7%
Accounts Receivable				
Accounts Receivable	37,320.00	33,975.00	3,345.00	9.85%
Total Accounts Receivable	37,320.00	33,975.00	3,345.00	9.85%
Other Current Assets				
Loan to related entity	0.00	1,000.00	-1,000.00	-100.0%
Pre-Paid Rent	650.00	750.00	-100.00	-13.33%
Service Deposits	18,314.12	500.00	17,814.12	3,562.82%
Total Other Current Assets	18,964.12	2,250.00	16,714.12	742.85%
Total Current Assets	277,439.08	298,567.80	-21,128.72	-7.08%
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	284,749.87	305,878.59	-21,128.72	-6.91%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	12,708.83	3,802.13	8,906.70	234.26%
Total Accounts Payable	12,708.83	3,802.13	8,906.70	234.26%
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	2,092.43	17.42	2,075.01	11,911.65%
Total Other Current Liabilities	45,609.72	35,304.49	10,305.23	29.19%
Total Current Liabilities	58,318.55	39,106.62	19,211.93	49.13%
Total Liabilities	58,318.55	39,106.62	19,211.93	49.13%
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	13,184.64	76,127.65	-62,943.01	-82.68%
Total Equity	226,431.32	266,771.97	-40,340.65	-15.12%
TOTAL LIABILITIES & EQUITY	284,749.87	305,878.59	-21,128.72	-6.91%

Willow Glen Business Association Profit & Loss YTD Comparison April 2024

	Apr 24	Jul '23 - Apr 24
Ordinary Income/Expense		
Income		
CBID	0.00	284,631.05
Event Revenue	21,132.05	275,483.81
Eventbrite Ticket Sales	0.00	5.62
Interest Income	2.01	85.96
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	600.00	17,250.00
Total Income	<u>21,734.06</u>	<u>586,083.30</u>
Gross Profit	21,734.06	586,083.30
Expense		
Advertising and P/R	258.20	1,926.41
Bank Service Charges	1,376.36	14,309.88
City Fees	0.00	5,000.00
Contract Services	14,096.80	234,480.24
Dues and Subscriptions	64.00	890.00
Equipment Rental	1,467.91	35,737.19
Equipment/Furnishings	0.00	684.55
Insurance	485.06	7,996.81
K-Rail Pass Through Expense	0.00	6,075.00
Meetings	29.95	1,072.13
Permits and Fees	0.00	12,290.28
Personnel	8,668.96	87,507.78
Postage and Delivery	0.00	881.92
Professional Fees	10,500.00	68,843.73
Rent	400.00	4,000.00
Retail Merchandise Expense	0.00	5,695.00
Sales Tax Adjustment	0.00	0.61
Software	0.00	99.99
Supplies	13,190.36	79,057.73
Telephone and Internet	208.83	4,275.41
Website	0.00	2,074.00
Total Expense	<u>50,746.43</u>	<u>572,898.66</u>
Net Ordinary Income	<u>-29,012.37</u>	<u>13,184.64</u>
Net Income	<u><u>-29,012.37</u></u>	<u><u>13,184.64</u></u>

Willow Glen Business Association
YTD Profit & Loss by Class

Juliv 2023 through April 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)
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	0.00	57,836.31	21,072.25	39,169.85	33,076.11
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	0.00	0.00	0.00	0.00	0.00	7,750.00	0.00	0.00	2,000.00
71,157.77	5,692.61	31,309.42	176,471.25	0.00	284,631.05	65,586.31	21,072.25	39,169.85	35,076.11
71,157.77	5,692.61	31,309.42	176,471.25	0.00	284,631.05	65,586.31	21,072.25	39,169.85	35,076.11
1,000.00	0.00	0.00	0.00	0.00	1,000.00	171.90	86.09	135.88	70.11
0.00	0.00	0.00	0.00	0.00	0.00	2,767.42	857.33	2,119.41	1,701.47
2,500.00	0.00	0.00	0.00	2,500.00	5,000.00	0.00	0.00	0.00	0.00
5,250.00	0.00	556.88	143,349.50	0.00	149,156.38	25,602.47	3,385.47	2,040.49	2,114.71
698.00	0.00	0.00	0.00	0.00	698.00	0.00	0.00	0.00	0.00
4,862.76	0.00	0.00	0.00	0.00	4,862.76	25,109.60	1,542.86	1,266.89	1,266.89
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
970.82	0.00	0.00	0.00	0.00	970.82	614.00	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
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	0.00	4,949.28	1,431.04	1,592.98	1,584.00
37,470.30	0.00	7,819.64	35,187.99	-278.88	80,199.05	0.00	0.00	0.00	0.00
665.01	0.00	0.00	0.00	0.00	665.01	0.00	0.00	0.00	0.00
59,987.73	0.00	0.00	0.00	0.00	59,987.73	400.00	750.00	650.00	600.00
4,000.00	0.00	0.00	0.00	0.00	4,000.00	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
507.84	0.00	0.00	0.00	0.00	507.84	23,498.77	8,177.78	16,048.24	13,748.75
2,113.02	0.00	1,930.00	0.00	0.00	4,043.02	0.00	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	0.00
121,002.21	0.00	11,480.52	178,537.49	2,221.12	313,241.34	83,113.44	16,230.57	23,853.89	21,085.93
-49,844.44	5,692.61	19,828.90	-2,066.24	-2,221.12	-28,610.29	-17,527.13	4,841.68	15,315.96	13,990.18
-49,844.44	5,692.61	19,828.90	-2,066.24	-2,221.12	-28,610.29	-17,527.13	4,841.68	15,315.96	13,990.18

Willow Glen Business Association
YTD Profit & Loss by Class

July 2023 through April 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	183,270.69	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	5,000.00	2,000.00	16,750.00	0.00	0.00
Total Income	0.00	245.00	5,000.00	33,871.17	200,020.69	1,624.00	0.00
Gross Profit	0.00	245.00	5,000.00	33,871.17	200,020.69	1,624.00	0.00
Expense							
Advertising and P/R	0.00	0.00	0.00	243.17	707.15	0.00	43.93
Bank Service Charges	0.00	9.24	0.00	2,206.95	9,661.82	3.90	0.00
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	0.00	0.00	0.00	2,301.17	35,444.31	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	11,200.28	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	0.00	0.00	1,450.00	3,850.00	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	26.53	17.28	14,375.85	75,971.02	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	35.77	17.28	23,347.31	167,762.01	253.90	1,260.80
Net Ordinary Income	-77.82	209.23	4,982.72	10,523.86	32,258.68	1,370.10	-1,260.80
Net Income	-77.82	209.23	4,982.72	10,523.86	32,258.68	1,370.10	-1,260.80

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

July 2023 through April 2024

	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	National Night Out (Promotions & Events)	Willow Glen Home Tour Books (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total 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	613.63	0.00	92,213.12
Eventbrite Ticket Sales	0.00	5.62	0.00	0.00	0.00	5.62
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	40.00	0.00	927.86
Sponsorships	500.00	0.00	0.00	0.00	0.00	500.00
Total Income	500.00	92,492.97	0.00	653.63	0.00	93,646.60
Gross Profit	500.00	92,492.97	0.00	653.63	0.00	93,646.60
Expense						
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	43.93
Bank Service Charges	0.00	4,425.25	0.00	2.14	3.25	4,430.64
City Fees	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	1,072.96	46,953.63	800.00	0.00	0.00	49,129.55
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	561.00
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	40.91
Professional Fees	700.00	675.00	0.00	0.00	0.00	1,975.00
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	5,695.00
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	2,159.42
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	800.00	2.14	3.25	64,035.45
Net Ordinary Income	-2,086.50	33,110.21	-800.00	651.49	-3.25	29,611.15
Net Income	-2,086.50	33,110.21	-800.00	651.49	-3.25	29,611.15

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

Ordinary Income/Expense	Strategic Marketing	WGBA Administration	TOTAL
Income			
CBID	0.00	0.00	284,631.05
Event Revenue	0.00	0.00	275,483.81
Eventbrite Ticket Sales	0.00	0.00	5.62
Interest Income	0.00	85.96	85.96
K-rail Pass Through Income	0.00	6,075.00	6,075.00
Member Dues	0.00	0.00	1,624.00
Retail Merchandise Income	0.00	0.00	927.86
Sponsorships	0.00	0.00	17,250.00
Total Income	0.00	6,160.96	586,083.30
Gross Profit	0.00	6,160.96	586,083.30
Expense			
Advertising and P/R	175.33	0.00	1,925.41
Bank Service Charges	0.00	213.52	14,309.88
City Fees	0.00	0.00	5,000.00
Contract Services	0.00	500.00	234,480.24
Dues and Subscriptions	0.00	192.00	890.00
Equipment Rental	0.00	0.00	35,737.19
Equipment/Furnishings	0.00	684.55	684.55
Insurance	0.00	6,411.99	7,996.81
K-Rail Pass Through Expense	0.00	6,075.00	6,075.00
Meetings	0.00	985.40	1,072.13
Permits and Fees	0.00	1,090.00	12,290.28
Personnel	0.00	7,308.73	87,507.78
Postage and Delivery	0.00	176.00	881.92
Professional Fees	0.00	3,031.00	68,843.73
Rent	0.00	0.00	4,000.00
Retail Merchandise Expense	0.00	0.00	5,695.00
Sales Tax Adjustment	0.00	0.61	0.61
Software	0.00	99.99	99.99
Supplies	0.00	419.45	79,057.73
Telephone and Internet	0.00	232.39	4,275.41
Website	0.00	0.00	2,074.00
Total Expense	175.33	27,430.63	572,898.60
Net Ordinary Income	-175.33	-21,269.67	13,184.64
Net Income	-175.33	-21,269.67	13,184.64

Willow Glen Community Foundation

Balance Sheet

As of April 30, 2024

Apr 30, 24

ASSETS

Current Assets

Checking/Savings

Wells Fargo Checking -4496 37,301.00

Total Checking/Savings 37,301.00

Total Current Assets 37,301.00

TOTAL ASSETS 37,301.00

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 -250.00

Total Equity 22,801.00

TOTAL LIABILITIES & EQUITY 37,301.00

Willow Glen Community Foundation
Profit & Loss
April 2024

Apr 24

Ordinary Income/Expense	
Expense	
Contract Services	
Outside Contract Services	<u>250.00</u>
Total Contract Services	<u>250.00</u>
Total Expense	<u>250.00</u>
Net Ordinary Income	<u>-250.00</u>
Net Income	<u><u>-250.00</u></u>

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

**Willow Glen Business Association
May 14th, 2024, Membership & Board Meeting**

Board Members – Please check in

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

Guests – Please print

Name	Business	Phone & E-mail
1. Julie Flores	Haute Tan	408-910-2750
2. STEVE S		
3. Angela Cohen	N/A	314-518-9553
4.		
5.		