



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, June 14th, 2022 * 8:00 am – 9:00 am
 Meeting Location: The Garden Theatre, 1165 Lincoln Avenue
 Conference Room #204, located on the 2nd floor

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

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	President, Tim Mulcahy	8:00 am	Welcome
Approval of minutes	A	Approval of May Minutes	8:00 am	Review and approval of, May 10th, 2022, minutes
Executive Committee Report	I	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of May 27 th , 2022, minutes
Treasurer's Report	A	Treasurer, Tim Mulcahy – May Financial Report	8:10 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	Member Relations Committee WGBA Staff	8:15 am – 8:50 am	Updates
	I	Strategic Marketing Committee Chair: Frank Bejan		
	I	CBID Committee Chair: Nate Perez		
	I	Our Avenue Committee Chair: Kathleen Erdmann		
	I	Promotions & Events Committee Chair: Lynne Rovai Restaurant Week, 6/27 – 7/3 LNO, 7/14 Holiday Ornament BBQ Update: Emilie/Robert		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President Willow Glen Neighborhood Assoc – Brian Li 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 referral 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	None		
Meeting Adjournment	G	Tim Mulcahy	9:00 am	

The next WGBA Board meeting will be Tuesday, July 12th, 2022, time 8:00 am
Meeting location: The Garden Theater, 1165 Lincoln Avenue

**Willow Glen Business Association
Board Meeting Minutes
May 10, 2022**

Meeting began at 8:04 a.m.

In Attendance: Frank Bejan, Kathleen Erdmann, Barbara Hartman, Emilie Highley, Tim Mulcahy, Nathan Perez, Lynne Rovai, Sara Rivas, Steve Sibley, Jamie Sizelove, Steve Wymer, Jim Carpenetti (by phone)

Absent: Gea Carr, Marcus Estrada,

Staff Member: Kandy Stevens

Guests: Marie Anderson, (CBRE Brokerage Svs) Jen Flores, Brian Li, (WGNA) Joey (MediaMedia)

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

Meeting was called to order by President Tim Mulcahy

- The minutes from the previous meeting were approved
- The financials as explained by Tim Mulcahy (acting treasurer) were approved. Balance in checking is up \$55k over last year at this time.

Member Relations:

Staff (Kandy Stevens) is working on:

- Restaurant week in June
- Ladies Night Out in July
- BBQ in the Glen In September

CBID Renewal

City handles the sending/counting of ballots. The fee is \$32k and is due at the end of July (earlier if possible to avoid price increases by the city) Tim is planning a meeting with 5-10 Property owners as soon as schedules permit.

- WGBA responded to Department of Transportation (Wong and Borden) with our CBID budget.
- We discussed what accounts the \$32k will come from. The contingency \$50k and \$25k grant, we are waiting for, can be used.

We need an updated list of Tenants and Property Owners to approach for CBID support. This will take some work. Board members know some property owners and will contact them. ***Nate cautioned that we need to get accurate information but that we need to use the current San Jose records, even though not updated, in order to follow the process which, the city administers.*** A motion was made and passed to move ahead with this as Jan/Feb 2023 will come quickly.

Speaker:

Marie Anderson (CBRE Brokerage - Commercial Property Management) gave a very informative presentation on how the choice of tenants come about. She detailed the criteria and process by which landlords and businesses come to

agreement on tenancy. She stressed there is some flexibility required on both side. We asked for a list of vacancies.

Presentation:

Joey of MediaMedia presented a sample video and proposed we sign up with his company to take videos of the various businesses in Willow Glen. Merchants may have copies of these files for their website and social media accounts and WGBA will receive **all** of the videos for use on our website and social media. In addition to introductions to individual sites, he would like to do some "experience" videos, like "a day out in Willow Glen" with different age groups, focusing on appropriate businesses. A motion was made and approved for \$2k per month for 2 months for videos. Delivery will be to some kind of Google drive repository, details to come.

Resume's - Have been received through LinkedIn for the open position in the WGBA office. Rosamia, who interned for us through the Facebook (now Meta) small business program, has agreed to fill in on a part time basis until August. Screening and Interviews to follow.

Our Avenue – Kathleen Erdmann

- Two new planter sponsorship plaques were installed on Friday 5/6 and installed by Joe Sax. One for Bay Area Phone Doctor, in front of B of A and one for SDS Next Gen and the Mulcahy Family in front of Petco Unleashed.
- The History project is in the process of getting keys for the history boxes and the WGBA office will contact Marv to ask for a check (approx. \$800) to be deposited into the Business association's checking account and earmarked for this project.
- VTA has been contacted for the ETA for our new benches
- Pizza my heart will be contacted about the pizza box disposal box as a trial since garbage has been an issue for this business.
- It was asked about the frequency of power washing. Reviewing the contract with Universal Site Services to determine what our current agreement is.
- Tim met with John Gillian, former board member, owner of Golden State Builders to determine how much it will cost to light Lincoln Avenue. John will look at our schematic and estimate the cost for us.

Promotions & Events – Lynne Rovai

- Focusing on Restaurant Week (week of 6/25)
- Ladies Night Out – 7/14
- Christmas Ornament which will be LaVilla Italian Delicatessen

The BBQ in the Glen (9/24) Emilie Highley – reported that the contract has been signed. Language was added that expenses must be in writing and approved for reimbursement. Tim suggested we raise the price of some of the protein served at the BBQ. Lynn suggested tickets rather than cash to boost sales.

501C-3 WG Community Foundation – is ready to go but delayed because of a vacation taken by our contact. We must establish an account of \$500. The account will be opened on Monday 5/16 at Wells Fargo Bank

WGBA Bank Accounts - The U.S. Bank account will be closed after the next CBID check is received and a new account at Wells Fargo will be opened right away in anticipation of that change. (WFB)

Financial Analysis - Barbara Hartman proposed to take on a model of our financials in Quick Books, for analysis. She had just received the file as of this meeting.

WG Neighborhood Association sent two representatives - Brian Li (and Republic Commercial) and Jen Flores who works for Michael Van Avery. We discussed working together with the Willow Glen Neighborhood Association under their new organization.

After much lively conversation, the meeting was adjourned at 9:35 a.m.

Respectfully submitted,

Kathleen Erdmann, Secretary
Willow Glen Business Association

Willow Glen Business Association
Executive Board Meeting
5/27/22

Meeting called to order at 8:02 a.m.

Present: Tim Mulcahy, Emilie Highley, Kathleen Erdmann and Kandy Stevens
Absent: Barbara Hartman

Kandy checked with an artist about adding a temporary mural on the windows at the La Boulanger. Since we start many of our events at that site, we'd like to spruce it up. A backdrop on plywood or some other product would be an improvement.

Review, approval, and signature of the BBQ Contract for the BBQ in the Glen event has been completed – sponsorship deadlines will be added.
Save the date should be going out and Rosamia will update Instagram and Facebook.
Robert Hernandez will provide artwork for social and the website.

Pay for new employee will be bi-weekly and the contract states she will work 5 hours a day. She can work more if we needed since she is a contractor.

CBID – Our letter to participate with the help of the City of San Jose went out to Stanley Wong. Approval to use contingency funds for the first payment of \$31,660. We will need to hire a consultant and engineer (approx. \$50) for the process.

The grant money we have been waiting for (\$25k) will be deposited on June 1 according to Sal Alvarez of the City of San Jose.

Tim will be meeting with some of the business owners. Michael Van Avery supports this as do other stakeholders. It may be difficult to get 10 or so business owners together due to busy schedules so a subset of 5 may be another option. There is one business owner who voted against the CBID last time and we think this might change this time due to a closer relationship this time. A potential site for the owner meeting is Lamella.

Chicago Title may be able to get us an updated (current) list of property owners

Meeting with John Gillian has been delayed. John is working with Bayer Electric for a bid to update our lighting on Lincoln Avenue.

Barbara Hartman (Treasurer) will sign on to the WFB account and we'll transfer the funds in U.S. Bank to that account after the grant check for \$25k hits the account.

We have received many resumes from the LinkedIn posting. Emilie has screened and we have found many who applied are graduating students who are looking for full time position. We will interview after appointments are set up.

The focus for social media at the moment is Hallmark Holidays, New Business and Willow Glen Events.

An amendment to the Universal Site Services has been drafted to extend the contract. A meeting with Chris Dickie will be scheduled to discuss additions to the sponsorship program and additional services to clean up sidewalks.

Meeting adjourned 10:00 am.

Respectfully submitted,

Kathleen Erdmann
WGBA Secretary

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of May 31, 2022

	May 31, 22	May 31, 21	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	244,090.55	189,459.81	54,630.74	28.84%
Wells Fargo Checking-debit acct	3,901.40	4,163.66	-262.26	-6.3%
WF Checking -4504	500.00	0.00	500.00	100.0%
Total Checking/Savings	248,491.95	193,623.47	54,868.48	28.34%
Accounts Receivable				
Accounts Receivable	2,850.00	684.00	2,166.00	316.67%
Total Accounts Receivable	2,850.00	684.00	2,166.00	316.67%
Other Current Assets				
Loan to related entity	2,000.00	0.00	2,000.00	100.0%
Pre-Paid Rent	500.00	0.00	500.00	100.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	3,000.00	500.00	2,500.00	500.0%
Total Current Assets	254,341.95	194,807.47	59,534.48	30.56%
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	261,652.74	202,118.26	59,534.48	29.46%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	3,140.45	0.00	3,140.45	100.0%
Total Accounts Payable	3,140.45	0.00	3,140.45	100.0%
Other Current Liabilities				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	54,727.12	49,319.79	5,407.33	10.96%
Sales Tax Payable	-47.94	115.34	-163.28	-141.56%
Total Other Current Liabilities	61,225.36	55,981.31	5,244.05	9.37%
Total Current Liabilities	64,365.81	55,981.31	8,384.50	14.98%
Total Liabilities	64,365.81	55,981.31	8,384.50	14.98%
Equity				
Accumulated Net Assets	119,152.46	130,522.29	-11,369.83	-8.71%
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	78,134.47	15,614.66	62,519.81	400.39%
Total Equity	197,286.93	146,136.95	51,149.98	35.0%
TOTAL LIABILITIES & EQUITY	261,652.74	202,118.26	59,534.48	29.46%

Willow Glen Business Association
Profit & Loss Prev Year Comparison
May 2022

	May 22	May 21	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	350.00	0.00	350.00	100.0%
Sponsorships	3,000.00	0.00	3,000.00	100.0%
Total Income	3,350.00	0.00	3,350.00	100.0%
Gross Profit	3,350.00	0.00	3,350.00	100.0%
Expense				
Advertising and P/R	0.00	1,000.00	-1,000.00	-100.0%
Bank Service Charges	0.00	10.00	-10.00	-100.0%
Contract Services	15,303.18	11,350.24	3,952.94	34.83%
Dues and Subscriptions	65.00	65.00	0.00	0.0%
Equipment Rental	1,431.10	668.95	762.15	113.93%
Insurance	172.56	600.59	-428.03	-71.27%
Meetings	26.95	0.00	26.95	100.0%
Personnel	3,786.06	6,467.02	-2,680.96	-41.46%
Postage and Delivery	7.05	0.00	7.05	100.0%
Professional Fees	2,070.00	600.00	1,470.00	245.0%
Rent	250.00	250.00	0.00	0.0%
Supplies	1,272.09	131.06	1,141.03	870.62%
Telephone and Internet	185.35	180.07	5.28	2.93%
Website	0.00	85.30	-85.30	-100.0%
Total Expense	24,569.34	21,408.23	3,161.11	14.77%
Net Ordinary Income	-21,219.34	-21,408.23	188.89	0.88%
Net Income	-21,219.34	-21,408.23	188.89	0.88%

**Willow Glen Business Association
Profit & Loss YTD Comparison
May 2022**

	<u>May 22</u>	<u>Jul '21 - May 22</u>
Ordinary Income/Expense		
Income		
CBID	0.00	268,988.50
Event Revenue	350.00	118,137.26
Grants	0.00	15,000.00
Member Dues	0.00	240.00
Sponsorships	3,000.00	15,550.00
Total Income	<u>3,350.00</u>	<u>417,915.76</u>
Gross Profit	3,350.00	417,915.76
Expense		
Advertising and P/R	0.00	1,703.40
Bank Service Charges	0.00	4,372.22
City Fees	0.00	5,000.00
Contract Services	15,303.18	160,716.07
Dues and Subscriptions	65.00	715.00
Equipment Rental	1,431.10	9,102.67
Equipment/Furnishings	0.00	491.63
Insurance	172.56	8,510.28
Meetings	26.95	663.41
Permits and Fees	0.00	4,673.77
Personnel	3,786.06	69,212.59
Postage and Delivery	7.05	582.65
Printing and Reproduction	0.00	294.98
Professional Fees	2,070.00	15,285.50
Rent	250.00	2,500.00
Retail Merchandise Expense	0.00	-609.00
Sales Tax Adjustment	0.00	0.66
Software	0.00	99.99
Supplies	1,272.09	51,395.67
Telephone and Internet	185.35	2,120.64
Website	0.00	2,949.16
Total Expense	<u>24,569.34</u>	<u>339,781.29</u>
Net Ordinary Income	-21,219.34	78,134.47
Net Income	<u>-21,219.34</u>	<u>78,134.47</u>

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

May 2022

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ Fundraising	Spring Wine Walk Fundraising	Total Fundraising	Restaurant Week Promotions	Spring LNO Promotions	Summer LNO Promotions	Total Promotions	Strategic Marketing	WGBA Admin	TOTAL
Ordinary Income/Expense														
Income														
Event Revenue	0.00	0.00	0.00	0.00	350.00	0.00	350.00	0.00	0.00	0.00	0.00	0.00	0.00	350.00
Sponsorships	0.00	0.00	0.00	0.00	3,000.00	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
Total Income	0.00	0.00	0.00	0.00	3,350.00	0.00	3,350.00	0.00	0.00	0.00	0.00	0.00	0.00	3,350.00
Gross Profit	0.00	0.00	0.00	0.00	3,350.00	0.00	3,350.00	0.00	0.00	0.00	0.00	0.00	0.00	3,350.00
Expense														
Contract Services	525.00	0.00	11,225.24	11,750.24	1,250.00	0.00	1,250.00	0.00	0.00	302.94	302.94	2,000.00	0.00	15,303.18
Dues/Subscriptions	65.00	0.00	0.00	65.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	65.00
Equipment Rental	1,431.10	0.00	0.00	1,431.10	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,431.10
Insurance	106.92	0.00	0.00	106.92	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	65.64	172.56
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	26.95	26.95
Personnel	488.34	66.66	1,233.34	1,788.34	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,997.72	3,786.06
Postage/Delivery	7.05	0.00	0.00	7.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7.05
Professional Fees	1,220.00	0.00	0.00	1,220.00	0.00	0.00	0.00	700.00	150.00	0.00	850.00	0.00	0.00	2,070.00
Rent	250.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00
Supplies	37.05	0.00	0.00	37.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,235.04	1,272.09
Telephone/Internet	185.35	0.00	0.00	185.35	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	185.35
Total Expense	4,315.81	66.66	12,458.58	16,841.05	1,250.00	0.00	1,250.00	700.00	150.00	302.94	1,152.94	2,000.00	3,325.35	24,569.34
Net Ordinary Income	-4,315.81	-66.66	-12,458.58	-16,841.05	2,100.00	0.00	2,100.00	-700.00	-150.00	-302.94	-1,152.94	-2,000.00	-3,325.35	-21,219.34
Net Income	-4,315.81	-66.66	-12,458.58	-16,841.05	2,100.00	0.00	2,100.00	-700.00	-150.00	-302.94	-1,152.94	-2,000.00	-3,325.35	-21,219.34

Willow Glen Business Association
YTD Profit & Loss by Class
July 2021 through May 2022

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen Fundraising	Bubbly Walk Fundraising	Fall Wine Walk Fundraising	Planter Box Adoption Fundraising	Spring Wine Walk Fundraising	Total Fundraising	Member Relations
Ordinary Income/Expense												
Income												
CBID	67,247.13	5,379.77	29,588.73	166,772.87	268,988.50	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	350.00	50,472.40	26,770.75	600.00	39,835.80	118,028.95	0.00
Grants	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	240.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	3,000.00	3,150.00	1,500.00	2,600.00	3,500.00	13,750.00	0.00
Total Income	67,247.13	5,379.77	29,588.73	166,772.87	268,988.50	3,350.00	53,622.40	28,270.75	3,200.00	43,335.80	131,778.95	240.00
Gross Profit	67,247.13	5,379.77	29,588.73	166,772.87	268,988.50	3,350.00	53,622.40	28,270.75	3,200.00	43,335.80	131,778.95	240.00
Expense												
Advertising and P/R	119.40	0.00	1,000.00	0.00	1,119.40	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	1,866.02	21.43	2,660.32	4,547.77	3.96
City Fees	5,000.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	5,775.00	0.00	11,120.24	129,033.67	145,928.91	1,250.00	3,239.07	1,662.50	2,269.68	2,397.50	10,818.75	0.00
Dues and Subscriptions	715.00	0.00	0.00	0.00	715.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	5,448.69	0.00	0.00	0.00	5,448.69	0.00	993.56	934.14	0.00	1,726.28	3,653.98	0.00
Equipment/Furnishings	491.63	0.00	0.00	0.00	491.63	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	3,820.40	0.00	0.00	0.00	3,820.40	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	1,582.74	1,418.29	0.00	1,632.74	4,633.77	0.00
Personnel	9,366.69	0.00	1,236.74	22,877.80	33,481.23	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	448.65	0.00	0.00	0.00	448.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	294.98	0.00	0.00	294.98	0.00
Professional Fees	11,360.50	0.00	0.00	75.00	11,435.50	0.00	400.00	800.00	0.00	475.00	1,675.00	0.00
Rent	2,500.00	0.00	0.00	0.00	2,500.00	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
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
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
Supplies	438.17	0.00	0.00	0.00	438.17	0.00	21,187.80	9,190.15	1,156.96	13,295.59	44,830.50	0.00
Telephone/Internet	2,120.64	0.00	0.00	0.00	2,120.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	95.90	0.00	2,853.26	0.00	2,949.16	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	47,700.67	0.00	16,210.24	151,986.47	215,897.38	1,250.00	27,403.17	16,166.08	3,448.07	22,187.43	70,454.75	3.96
Net Ordinary Income	19,546.46	5,379.77	13,378.49	14,786.40	53,091.12	2,100.00	26,219.23	12,104.67	-248.07	21,148.37	61,324.20	236.04
Net Income	19,546.46	5,379.77	13,378.49	14,786.40	53,091.12	2,100.00	26,219.23	12,104.67	-248.07	21,148.37	61,324.20	236.04

Willow Glen Business Association
YTD Profit & Loss by Class
July 2021 through May 2022

	Farmer's Market Promotion	Halloween Promotion	Holidays Promotion	Restaurant Week Promotion	Small Bus Saturday Promotion	Spring LNO Promotion	Summer LNO Promotion	WG Books Promotion	Other Promotions	Total Promotions	Strategic Marketing	WGBA Admin	TOTAL
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	0.00	0.00	268,988.50
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	108.31	0.00	108.31	0.00	0.00	118,137.26
Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00	15,000.00
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	240.00
Sponsorships	0.00	1,000.00	800.00	0.00	0.00	0.00	0.00	0.00	0.00	1,800.00	0.00	0.00	15,550.00
Total Income	0.00	1,000.00	800.00	0.00	0.00	0.00	0.00	108.31	0.00	1,908.31	0.00	15,000.00	417,915.76
Gross Profit	0.00	1,000.00	800.00	0.00	0.00	0.00	0.00	108.31	0.00	1,908.31	0.00	15,000.00	417,915.76
Expense													
Advertising and P/R	0.00	0.00	200.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	384.00	0.00	1,703.40
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-179.51	4,372.22
City Fees	0.00	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	164.06	770.00	534.53	0.00	0.00	196.88	302.94	0.00	0.00	1,968.41	2,000.00	0.00	160,716.07
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	715.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,102.67
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	491.63
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,689.88	8,510.28
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47.68	47.68	0.00	615.73	663.41
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	40.00	4,673.77
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	35,731.36	69,212.59
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	134.00	582.65
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	294.98
Professional Fees	0.00	0.00	250.00	700.00	0.00	1,025.00	200.00	0.00	0.00	2,175.00	0.00	0.00	15,285.50
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Retail Merchandise	0.00	0.00	-549.00	0.00	0.00	0.00	0.00	-60.00	0.00	-609.00	0.00	0.00	-609.00
Sales Tax Adjustment	0.00	0.00	47.67	0.00	0.00	0.00	0.00	0.00	0.00	47.67	0.00	-47.01	0.66
Software	0.00	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	1,002.40	69.84	0.00	131.21	393.68	205.63	0.00	0.00	1,802.76	0.00	4,324.24	51,395.67
Telephone/Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,120.64
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,949.16
Total Expense	164.06	1,772.40	553.04	700.00	131.21	1,615.56	708.57	-60.00	47.68	5,632.52	2,384.00	45,408.68	339,781.29
Net Ordinary Income	-164.06	-772.40	246.96	-700.00	-131.21	-1,615.56	-708.57	168.31	-47.68	-3,724.21	-2,384.00	-30,408.68	78,134.47
Net Income	-164.06	-772.40	246.96	-700.00	-131.21	-1,615.56	-708.57	168.31	-47.68	-3,724.21	-2,384.00	-30,408.68	78,134.47