



**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
**Agenda for Tuesday, November 14th, 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 October Minutes	8:00 am	Review and approval of, October 10th, 2023, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of October 27th, 2023, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – October 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 San Jose Clean Energy Shop Local Campaign Small Business Saturday	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 BBQ in the Glen 9/30 Fall Wine Walk 10/21 Halloween 10/31 Bubbly Walk 12/2 Trolley Rides – Volunteers!		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President – Time Certain <b>Tanya Morales – SJ Chamber of Commerce</b>  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, December 12th, 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  
10 October 2023**

**In Attendance:** Kathleen Erdmann, Marcus Estrada, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Sara Rivas, Steve Sibley, Jamie Szelove, Brian Yi  
**Staff:** Kendra Middendorf, Jessica Reinosa

**Not in Attendance:** Barbara Hartman, Nate Perez

**Guests:** Marion Sediquist, WGNA

**Meeting was called to order by President Mulcahy at 8:08 a.m.**

- 1. September minutes were reviewed. A motion was made by Jamie Szelove to approve. Second by Sara Rivas. Unanimously approved.**
- 2. President Mulcahy reviewed the September minutes and made the Board aware that a dentist in the CBID, Dr. Alan Robb filed a claim in Small Claims Court regarding Universal Site Services not providing the services expected. This is being addressed. A motion was made by Steve Sibley to approve. Second by Kathleen Erdmann. Unanimously approved.**
- 3. Treasurer's Report: President Mulcahy reviewed the report. (a). BBQ in the Glen – next month we should be able to report a recap. (b). 190K in the general account, 38K in the Foundation Account. (c) A discussion ensued on how funds in the Foundation Account will be used. There were questions on the report which will require further discussion. A motion was made for a 'soft approval' by Emilie Highley. Second by Jamie Szelove. Unanimously approved.**
- 4. Member Relations (Staff): (a). Beautify San Jose – [beautifysj@sanjoseca.gov](mailto:beautifysj@sanjoseca.gov) is an initiative to clean up and restore our community, i.e. encampments. The City of San Jose is committed to supporting the community. There are Grant Program funds for beautification projects, clean-up efforts, etc. Suggestion made for WGNA & WGBA to form an alliance to act**

on encampments – even contact our Mayor to have him walk through these areas. (b). There is a Haunted House on Almaden Expressway & Bryant. The rep would like to meet with Kendra on how the WGBA could get involved. (c) Kendra will be meeting with Nicolas from Councilmember Davis' office to discuss lighting & safety enhancements, Uber & DoorDash drivers double parking issues.

5. CBID: Meeting scheduled for this week. More updates in next month's meeting.
6. Our Avenue: Kathleen reported (a) Jamie & Brian has put up new some lights on the Urban Republic Building for the Board to observe. (b) Universal Site Services – Kathleen plans to walk the Avenue with the previous manager and spend time with the new manager. Universal is now providing weekly reports. A discussion ensued with Universal regarding the claim that Dr. Robb has made.
7. P&E: Emilie reported (a). BBQ in the Glen – very successful event and well attended by the Community. Good reviews on the food, music, kids jumpy house, attendance by the Shark's. Hope to have a wrap up by next Board Meeting. (b) Plans in place for the Wine Walk. Campbell is having their OctoberFest the same weekend. (c) Halloween – Councilmember Davis is giving the WGBA \$500 (past years it has been \$1000). \$500 will not buy enough candy to support all the children and parents that are expected. Staff will purchase at least another \$500 in candy.
8. Open Forum – Marion Sediquist spoke on behalf of WGNA.
9. Associate Member Applications – None to review.

Meeting was adjourned at 9:13 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary  
Willow Glen Business Association

**Willow Glen Business Association  
Executive Committee Meeting  
October 27, 2023**

Meeting was called to order by President Tim Mulcahy at 9:02 a.m.

Attendees: Tim Mulcahy, Emilie Highley, Barbara Hartman, Kathleen Erdmann  
Staff: Kendra Middendorf and Jessica Reinosa

The meeting was held in the WGBA conference room.

**Board Recruitment**

The board discussed recruiting new members for the new year. There are several open positions and the nominating committee will approach some new business owners, hoping to have new members participate in meetings and events. This will begin after Halloween.

**BBQ Wrap up**

The receipts from the BBQ have not been settled yet so the final numbers were not available. There was much discussion about the BBQ.

**Fall Wine Walk**

Approximately 400 attendees participated in the Fall Wine Walk. Low turnout was attributed to competition from Campbell's 2 day Oktoberfest event.

**Eventbrite**– Eventbrite offered \$10k for settling the dispute for the cable car tickets last year and WGBA accepted. Emilie questions the timing of the deposit, hoping it will be sooner rather than later.

**CBID** – Tim Mulcahy, Nate Perez, Kendra Middendorf and Kathleen Erdmann met with Kristen and Nancy regarding the CBID meetings wrap up. The full service now provided to Zone 1 will extend through the expansion. This will increase the price for Zone 2 and the expansion but give all properties the same level of service, giving the Avenue a consistent level of service and overall improvement. We now have a list of the largest property owners.

**Staff Reported**

- **Endsight** – Jessica asked about the status on entering into a contract with Endsight. The E Board said we are not in a position to make this commitment at this time.

- **Dancing BBQ** - Staff suggested we discuss a different approach to the BBQ and will work on a model that includes dancing and a BBQ with just a few grillers who pay for their own booth and meat. There was much discussion around this proposal – need more information to even discuss further.

- **Alex Shoor** is running for council and would like to speak at a board meeting. The board suggested that each candidate would need to speak.

The next board meeting will be November 14<sup>th</sup> at 8 a.m. at the Conference Room in the Garden Theater.

The meeting adjourned at 9:55 a.m.

Respectfully submitted,

Kathleen Erdmann, Secretary  
Willow Glen Business Association

Willow Glen Business Association  
Profit & Loss by Class

October 2023

	October 2023				BBQ In the Glen (Fundraising Events)	Bubbly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Total Fundraising Events
	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)				
Ordinary Income/Expense								
Income								
Event Revenue	0.00	0.00	0.00	0.00	46,786.31	825.00	29,111.11	76,722.42
Interest Income	0.00	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	0.00
Retail Merchandise Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Income	0.00	0.00	0.00	0.00	46,786.31	825.00	29,111.11	76,722.42
Gross Profit	0.00	0.00	0.00	0.00	46,786.31	825.00	29,111.11	76,722.42
Expense								
Advertising and P/R	0.00	0.00	0.00	0.00	19.86	0.00	70.11	89.97
Bank Service Charges	0.00	0.00	0.00	0.00	2,428.64	44.22	1,563.17	4,036.03
Contract Services	525.00	0.00	25,417.66	0.00	6,336.00	300.00	1,813.20	8,449.20
Dues and Subscriptions	64.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	450.72	0.00	0.00	0.00	4,094.26	0.00	1,266.89	5,361.15
Insurance	109.91	0.00	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	0.00	0.00
Meetings	76.73	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	2,333.00	0.00	1,210.00	3,543.00
Personnel	3,743.61	794.10	3,573.41	-34.86	8,076.26	0.00	0.00	0.00
Professional Fees	900.00	0.00	0.00	0.00	900.00	400.00	600.00	1,250.00
Supplies	0.00	0.00	0.00	0.00	17,616.14	0.00	13,748.75	31,364.89
Telephone and Internet	86.03	1,930.00	0.00	0.00	2,016.03	0.00	0.00	0.00
Website	450.00	324.00	0.00	0.00	774.00	0.00	0.00	0.00
Total Expense	6,406.00	3,048.10	28,991.07	-34.86	38,410.31	744.22	20,272.12	54,094.24
Net Ordinary Income	-6,406.00	-3,048.10	-28,991.07	34.86	-38,410.31	80.78	8,838.99	22,628.18
Net Income	-6,406.00	-3,048.10	-28,991.07	34.86	-38,410.31	80.78	8,838.99	22,628.18

## Willow Glen Business Association Profit & Loss by Class

	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	October 2023 Willow Glen Home Tour Books (Promotions & Events)	Total Promotions & Events	WG&A Administration	TOTAL
Ordinary Income/Expense						
Income						
Event Revenue	0.00	87,792.00	334.80	88,126.80	0.00	164,849.22
Interest Income	0.00	0.00	0.00	0.00	19.18	19.18
K-rail Pass Through Income	0.00	0.00	0.00	0.00	1,215.00	1,215.00
Retail Merchandise Income	0.00	385.00	40.00	425.00	0.00	425.00
<b>Total Income</b>	<b>0.00</b>	<b>88,177.00</b>	<b>374.80</b>	<b>88,551.80</b>	<b>1,234.18</b>	<b>166,508.40</b>
Gross Profit	0.00	88,177.00	374.80	88,551.80	1,234.18	166,508.40
Expense						
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	89.97
Bank Service Charges	0.00	3,989.10	2.14	3,991.24	158.52	8,185.79
Contract Services	1,072.96	0.00	0.00	1,072.96	0.00	35,464.82
Dues and Subscriptions	0.00	0.00	0.00	0.00	192.00	256.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	5,811.87
Insurance	0.00	0.00	0.00	0.00	63.47	173.38
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	2,430.00	2,430.00
Meetings	0.00	0.00	0.00	0.00	29.95	106.68
Permits and Fees	0.00	0.00	0.00	0.00	0.00	3,543.00
Personnel	0.00	0.00	0.00	0.00	712.49	8,788.75
Professional Fees	700.00	0.00	0.00	1,375.00	500.00	4,025.00
Supplies	1,409.19	0.00	0.00	1,409.19	46.77	32,820.85
Telephone and Internet	0.00	0.00	0.00	0.00	24.00	2,040.03
Website	0.00	0.00	0.00	0.00	0.00	774.00
<b>Total Expense</b>	<b>3,182.15</b>	<b>4,664.10</b>	<b>2.14</b>	<b>7,848.39</b>	<b>4,157.20</b>	<b>104,510.14</b>
<b>Net Ordinary Income</b>	<b>-3,182.15</b>	<b>83,512.90</b>	<b>372.66</b>	<b>80,703.41</b>	<b>-2,923.02</b>	<b>61,998.26</b>
<b>Net Income</b>	<b>-3,182.15</b>	<b>83,512.90</b>	<b>372.66</b>	<b>80,703.41</b>	<b>-2,923.02</b>	<b>61,998.26</b>

	<u>Oct 23</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Event Revenue</b>	
Cable Car/Horse & Car. tickets	74,100.00
Merchandise (taxable)	1,050.00
Other Fees	770.00
Resale Merchandise	12,976.80
Tickets	<u>75,952.42</u>
<b>Total Event Revenue</b>	164,849.22
Interest Income	19.18
K-rail Pass Through Income	1,215.00
Retail Merchandise Income	<u>425.00</u>
<b>Total Income</b>	<u>166,508.40</u>
<b>Gross Profit</b>	166,508.40
<b>Expense</b>	
<b>Advertising and P/R</b>	
Other Advertising	<u>89.97</u>
<b>Total Advertising and P/R</b>	89.97
Bank Service Charges	8,185.79
<b>Contract Services</b>	
City of SJ - BofA Parking	525.00
Decor (Banner)	230.00
Decor (Kiosk)	302.96
<b>Event Production</b>	
Awards & Prizes	2,900.00
Event Production - Other	<u>400.00</u>
<b>Total Event Production</b>	3,300.00
Photographer	675.00
Security	2,208.20
Street Maintenance/Cleaning	<u>28,223.66</u>
<b>Total Contract Services</b>	35,464.82
Dues and Subscriptions	256.00
<b>Equipment Rental</b>	
Copier Rental	450.72
Event Equipment	<u>5,361.15</u>
<b>Total Equipment Rental</b>	5,811.87
Insurance	173.38
K-Rail Pass Through Expense	2,430.00
Meetings	106.68
Permits and Fees	3,543.00
<b>Personnel</b>	
Benefits	357.59
<b>Compensation - Staff Salaries</b>	
BM	<u>7,583.34</u>
<b>Total Compensation - Staff Salaries</b>	7,583.34
Payroll Service	236.04

<b>Payroll Taxes</b>	<u>611.78</u>
<b>Total Personnel</b>	8,788.75
<b>Professional Fees</b>	
<b>Accounting/Financial</b>	900.00
<b>Graphic Design</b>	2,625.00
<b>Professional Fees - Other</b>	<u>500.00</u>
<b>Total Professional Fees</b>	4,025.00
<b>Supplies</b>	32,820.85
<b>Telephone and Internet</b>	2,040.03
<b>Website</b>	<u>774.00</u>
<b>Total Expense</b>	<u>104,510.14</u>
<b>Net Ordinary Income</b>	<u>61,998.26</u>
<b>Net Income</b>	<u><u>61,998.26</u></u>



## Willow Glen Business Association Profit & Loss Prev Year Comparison October 2023

	Oct 23	Oct 22	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Event Revenue	164,849.22	32,037.96	132,811.26	414.54%
Interest Income	19.18	0.79	18.39	2,327.85%
K-rail Pass Through Income	1,215.00	0.00	1,215.00	100.0%
Retail Merchandise Income	425.00	0.00	425.00	100.0%
<b>Total Income</b>	<b>166,508.40</b>	<b>32,038.75</b>	<b>134,469.65</b>	<b>419.71%</b>
<b>Gross Profit</b>	<b>166,508.40</b>	<b>32,038.75</b>	<b>134,469.65</b>	<b>419.71%</b>
<b>Expense</b>				
Advertising and P/R	89.97	104.31	-14.34	-13.75%
Bank Service Charges	8,185.79	2,098.66	6,087.13	290.05%
Contract Services	35,464.82	30,664.20	4,800.62	15.66%
Dues and Subscriptions	256.00	250.78	5.22	2.08%
Equipment Rental	5,811.87	9,764.10	-3,952.23	-40.48%
Insurance	173.38	175.54	-2.16	-1.23%
K-Rail Pass Through Expense	2,430.00	0.00	2,430.00	100.0%
Meetings	106.68	27.95	78.73	281.68%
Miscellaneous	0.00	459.30	-459.30	-100.0%
Permits and Fees	3,543.00	0.00	3,543.00	100.0%
Personnel	8,788.75	6,705.04	2,083.71	31.08%
Professional Fees	4,025.00	1,225.00	2,800.00	228.57%
Rent	0.00	250.00	-250.00	-100.0%
Retail Merchandise Expense	0.00	6,575.00	-6,575.00	-100.0%
Supplies	32,820.85	21,315.90	11,504.95	53.97%
Telephone and Internet	2,040.03	191.88	1,848.15	963.18%
Website	774.00	276.00	498.00	180.44%
<b>Total Expense</b>	<b>104,510.14</b>	<b>80,083.66</b>	<b>24,426.48</b>	<b>30.5%</b>
<b>Net Ordinary Income</b>	<b>61,998.26</b>	<b>-48,044.91</b>	<b>110,043.17</b>	<b>229.04%</b>
<b>Net Income</b>	<b>61,998.26</b>	<b>-48,044.91</b>	<b>110,043.17</b>	<b>229.04%</b>

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

	Oct 31, 23	Oct 31, 22	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
US Bank Checking	0.00	151,199.77	-151,199.77	-100.0%
Wells Fargo Checking-debit acct	5,233.07	4,171.78	1,061.29	25.44%
WF Checking -4504	247,484.73	37,740.86	209,743.87	555.75%
<b>Total Checking/Savings</b>	<b>252,717.80</b>	<b>193,112.41</b>	<b>59,605.39</b>	<b>30.87%</b>
<b>Accounts Receivable</b>				
Accounts Receivable	46,613.86	0.00	46,613.86	100.0%
<b>Total Accounts Receivable</b>	<b>46,613.86</b>	<b>0.00</b>	<b>46,613.86</b>	<b>100.0%</b>
<b>Other Current Assets</b>				
Loan to related entity	1,000.00	1,000.00	0.00	0.0%
Pre-Paid Rent	1,050.00	500.00	550.00	110.0%
Service Deposits	500.00	500.00	0.00	0.0%
<b>Total Other Current Assets</b>	<b>2,550.00</b>	<b>2,000.00</b>	<b>550.00</b>	<b>27.5%</b>
<b>Total Current Assets</b>	<b>301,881.66</b>	<b>195,112.41</b>	<b>106,769.25</b>	<b>54.72%</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>309,192.45</b>	<b>202,423.20</b>	<b>106,769.25</b>	<b>52.75%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	16,215.89	3,735.00	12,480.89	334.16%
<b>Total Accounts Payable</b>	<b>16,215.89</b>	<b>3,735.00</b>	<b>12,480.89</b>	<b>334.16%</b>
<b>Other Current Liabilities</b>				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	34,361.11	28,740.89	5,620.22	19.56%
Sales Tax Payable	88.01	8.58	79.43	925.76%
<b>Total Other Current Liabilities</b>	<b>40,995.30</b>	<b>35,295.65</b>	<b>5,699.65</b>	<b>16.15%</b>
<b>Total Current Liabilities</b>	<b>57,211.19</b>	<b>39,030.65</b>	<b>18,180.54</b>	<b>46.58%</b>
<b>Total Liabilities</b>	<b>57,211.19</b>	<b>39,030.65</b>	<b>18,180.54</b>	<b>46.58%</b>
<b>Equity</b>				
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	38,734.58	-27,251.77	65,986.35	242.14%
<b>Total Equity</b>	<b>251,981.26</b>	<b>163,392.55</b>	<b>88,588.71</b>	<b>54.22%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>309,192.45</b>	<b>202,423.20</b>	<b>106,769.25</b>	<b>52.75%</b>

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

	<u>Oct 23</u>	<u>Jul - Oct 23</u>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
<b>CBID</b>	0.00	105,820.90
<b>Event Revenue</b>	164,849.22	199,794.22
<b>Interest Income</b>	19.18	75.66
<b>K-rail Pass Through Income</b>	1,215.00	4,960.00
<b>Retail Merchandise Income</b>	425.00	927.86
<b>Sponsorships</b>	0.00	10,250.00
<b>Total Income</b>	<u>166,508.40</u>	<u>321,828.64</u>
<b>Gross Profit</b>	166,508.40	321,828.64
<b>Expense</b>		
<b>Advertising and P/R</b>	89.97	328.10
<b>Bank Service Charges</b>	8,185.79	9,584.44
<b>City Fees</b>	0.00	2,500.00
<b>Contract Services</b>	35,464.82	108,200.48
<b>Dues and Subscriptions</b>	256.00	506.00
<b>Equipment Rental</b>	5,811.87	30,077.79
<b>Insurance</b>	173.38	1,484.96
<b>K-Rail Pass Through Expense</b>	2,430.00	4,860.00
<b>Meetings</b>	106.68	166.58
<b>Permits and Fees</b>	3,543.00	7,964.32
<b>Personnel</b>	8,788.75	34,301.93
<b>Postage and Delivery</b>	0.00	242.00
<b>Professional Fees</b>	4,025.00	21,743.75
<b>Rent</b>	0.00	1,200.00
<b>Retail Merchandise Expense</b>	0.00	5,695.00
<b>Supplies</b>	32,820.85	49,711.59
<b>Telephone and Internet</b>	2,040.03	2,903.12
<b>Website</b>	774.00	1,624.00
<b>Total Expense</b>	<u>104,510.14</u>	<u>283,094.06</u>
<b>Net Ordinary Income</b>	<u>61,998.26</u>	<u>38,734.58</u>
<b>Net Income</b>	<u><u>61,998.26</u></u>	<u><u>38,734.58</u></u>

Willow Glen Business Association  
YTD Profit & Loss by Class

	July through October 2023						BBQ in the Glen (Fundraising Events)	BeetWalk (Fundraising Events)	Bubly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)
	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID				
Ordinary Income/Expense										
Income										
CBID	26,455.23	2,116.41	11,640.30	65,608.96	0.00	105,820.90	0.00	0.00	0.00	0.00
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	57,836.31	19,685.00	825.00	33,076.11
Interest Income	0.00	0.00	0.00	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	0.00	0.00	0.00
Retail Merchandise Income	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	7,750.00	0.00	0.00	2,000.00
Total Income	26,455.23	2,116.41	11,640.30	65,608.96	0.00	105,820.90	65,586.31	19,685.00	825.00	35,076.11
Gross Profit	26,455.23	2,116.41	11,640.30	65,608.96	0.00	105,820.90	65,586.31	19,685.00	825.00	35,076.11
Expense										
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	171.90	86.09	0.00	70.11
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	2,767.42	857.33	44.22	1,701.47
City Fees	0.00	0.00	0.00	0.00	2,500.00	2,500.00	0.00	0.00	0.00	0.00
Contract Services	2,100.00	0.00	180.00	55,035.32	0.00	57,315.32	25,398.99	3,082.50	300.00	2,114.71
Dues and Subscriptions	314.00	0.00	0.00	0.00	0.00	314.00	0.00	0.00	0.00	0.00
Equipment Rental	2,158.44	0.00	0.00	0.00	0.00	2,158.44	25,109.60	1,542.86	0.00	1,266.89
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	614.00	0.00	0.00	0.00
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Meetings	76.73	0.00	0.00	0.00	0.00	76.73	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Personnel	14,487.68	0.00	3,100.04	13,950.03	-69.72	31,468.03	5,323.28	1,431.04	0.00	1,210.00
Postage and Delivery	66.00	0.00	0.00	0.00	0.00	66.00	0.00	0.00	0.00	0.00
Professional Fees	18,068.75	0.00	0.00	0.00	0.00	18,068.75	400.00	400.00	400.00	600.00
Rent	1,200.00	0.00	0.00	0.00	0.00	1,200.00	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
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	26,208.35	8,116.58	0.00	13,748.75
Telephone and Internet	886.61	0.00	1,930.00	0.00	0.00	2,816.61	0.00	0.00	0.00	0.00
Website	450.00	0.00	1,174.00	0.00	0.00	1,624.00	0.00	0.00	0.00	0.00
Total Expense	40,137.96	0.00	6,384.04	68,985.35	2,430.28	117,937.63	85,993.54	15,516.40	744.22	20,711.93
Net Ordinary Income	-13,682.73	2,116.41	5,256.26	-3,376.39	-2,430.28	-12,116.73	-20,407.23	4,168.60	80.78	14,364.18
Net Income	-13,682.73	2,116.41	5,256.26	-3,376.39	-2,430.28	-12,116.73	-20,407.23	4,168.60	80.78	14,364.18

Willow Glen Business Association  
YTD Profit & Loss by Class

July through October 2023

	Light Up the Avenue (Fundraising Events)	Passport (Fundraising Events)	Total Fundraising Events	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	National Night Out (Promotions & Events)
Ordinary Income/Expense						
Income						
CBID	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	245.00	111,667.42	0.00	87,792.00	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
Retail Merchandise Income	0.00	0.00	0.00	0.00	887.86	0.00
Sponsorships	0.00	0.00	9,750.00	500.00	0.00	0.00
Total Income	0.00	245.00	121,417.42	500.00	88,679.86	0.00
Gross Profit	0.00	245.00	121,417.42	500.00	88,679.86	0.00
Expense						
Advertising and P/R	0.00	0.00	328.10	0.00	0.00	0.00
Bank Service Charges	0.00	9.24	5,379.68	0.00	3,989.10	0.00
City Fees	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	0.00	0.00	30,896.20	1,072.96	17,616.00	800.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	0.00	27,919.35	0.00	0.00	0.00
Insurance	0.00	0.00	614.00	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	7,964.32	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	0.00	0.00	0.00
Professional Fees	0.00	0.00	1,800.00	700.00	675.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	5,695.00	0.00
Supplies	77.82	0.00	48,151.50	1,409.19	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	77.82	9.24	123,053.15	3,182.15	27,975.10	800.00
Net Ordinary Income	-77.82	235.76	-1,635.73	-2,682.15	60,704.76	-800.00
Net Income	-77.82	235.76	-1,635.73	-2,682.15	60,704.76	-800.00

**Willow Glen Business Association**  
**YTD Profit & Loss by Class**  
July through October 2023

	Willow Glen Home Tour Books (Promotions & Events)	Total Promotions & Events	WGBA Administration	TOTAL
Ordinary Income/Expense				
Income				
CBID	0.00	0.00	0.00	105,820.90
Event Revenue	334.80	88,126.80	0.00	199,794.22
Interest Income	0.00	0.00	75.66	75.66
K-rail Pass Through Income	0.00	0.00	4,960.00	4,960.00
Retail Merchandise Income	40.00	927.86	0.00	927.86
Sponsorships	0.00	500.00	0.00	10,250.00
Total Income	374.80	89,554.66	5,035.66	321,828.64
Gross Profit	374.80	89,554.66	5,035.66	321,828.64
Expense				
Advertising and P/R	0.00	0.00	0.00	328.10
Bank Service Charges	2.14	3,991.24	213.52	9,584.44
City Fees	0.00	0.00	0.00	2,500.00
Contract Services	0.00	19,488.96	500.00	108,200.48
Dues and Subscriptions	0.00	0.00	192.00	506.00
Equipment Rental	0.00	0.00	0.00	30,077.79
Insurance	0.00	0.00	541.21	1,484.96
K-Rail Pass Through Expense	0.00	0.00	4,860.00	4,860.00
Meetings	0.00	0.00	89.85	166.58
Permits and Fees	0.00	0.00	0.00	7,964.32
Personnel	0.00	0.00	2,833.90	34,301.93
Postage and Delivery	0.00	0.00	176.00	242.00
Professional Fees	0.00	1,375.00	500.00	21,743.75
Rent	0.00	0.00	0.00	1,200.00
Retail Merchandise Expense	0.00	5,695.00	0.00	5,695.00
Supplies	0.00	1,409.19	150.90	49,711.59
Telephone and Internet	0.00	0.00	86.51	2,903.12
Website	0.00	0.00	0.00	1,624.00
Total Expense	2.14	31,959.39	10,143.89	283,094.06
Net Ordinary Income	372.66	57,595.27	-5,108.23	38,734.58
Net Income	372.66	57,595.27	-5,108.23	38,734.58

# Willow Glen Community Foundation

## Balance Sheet

As of October 31, 2023

Oct 31, 23

### ASSETS

#### Current Assets

##### Checking/Savings

Wells Fargo Checking -4496 38,501.00

Total Checking/Savings 38,501.00

Total Current Assets 38,501.00

**TOTAL ASSETS 38,501.00**

### LIABILITIES & EQUITY

#### Liabilities

##### Current Liabilities

##### Accounts Payable

Accounts Payable 14,500.00

Total Accounts Payable 14,500.00

##### Other Current Liabilities

Loan From WGBA 1,000.00

Total Other Current Liabilities 1,000.00

Total Current Liabilities 15,500.00

Total Liabilities 15,500.00

#### Equity

Unrestricted Net Assets 17,096.00

Net Income 5,905.00

Total Equity 23,001.00

**TOTAL LIABILITIES & EQUITY 38,501.00**

**Willow Glen Community Foundation**  
**Profit & Loss**  
October 2023

	<u>Oct 23</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
<b>Grants</b>	
Government Grants	500.00
<b>Total Grants</b>	<u>500.00</u>
<b>Total Income</b>	500.00
<b>Expense</b>	
Grant Expense	500.00
<b>Total Expense</b>	<u>500.00</u>
<b>Net Ordinary Income</b>	0.00
<b>Net Income</b>	<u><u>0.00</u></u>



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

**Willow Glen Business Association  
11/14/2023, Membership & Board Meeting**

**Board Members – Please check in**

<input type="checkbox"/> Carpeneti, Jim <input checked="" type="checkbox"/> Erdmann, Kathleen <input checked="" type="checkbox"/> Estrada, Marcus <input checked="" type="checkbox"/> Hartman, Barbara	<input checked="" type="checkbox"/> Highley, Emilie <input checked="" type="checkbox"/> Johnson, Bobbie <input checked="" type="checkbox"/> Mulcahy, Tim <input checked="" type="checkbox"/> Perez, Nate	<input checked="" type="checkbox"/> Rivas, Sara <input checked="" type="checkbox"/> Sibley, Steve <input checked="" type="checkbox"/> Sizelove, Jamie <input checked="" type="checkbox"/> Yi, Brian
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**Guests – Please print**

Name	Business	Phone & E-mail
1. Mitchell Ehrlich	Willow Glen N Ass	Mitchellehrlich@gmail.com (408) 857-3260
2. Tanya Morales	San Jose Chamber of Commerce	Tanyam@ SJChamber.com
3.		
4.		
5.		