



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, July 11th, 2023 * 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 June Minutes	8:00 am	Review and approval of, June 13th, 2023, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:05 am	Review and approval of June 30th, 2023, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – June 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 Jessica Reinoso – P/T Social Media Starts 7/18	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 8/19 Willow Glen Passport 7/15-8/15 BBQ in The Glen 9/30 Cable Car Rides		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President – Time Certain Nicholas Ochoa – Office of Dev Davis – Avenue safety update 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, August 8th, 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
Executive Committee Meeting
30 June 2023**

In attendance: Kathleen Erdmann, Barbara Hartman, Emilie Highley, Tim Mulcahy. **Staff:** Kendra Middendorf
President Mulcahy called the meeting to order at 9:03 a.m.

Kathleen updated us on the planter boxes and Universal's care of them. Attention needs to be paid toward planting and maintenance.

CBID Update – Tim and Kendra confirmed that the survey was resent through Constant Contact. To date, 20 have been returned. Deadline is 7/13/2023 in preparation for an update call on 7/14/2023.

Jessica Reinosa will be joining the WGBA Office Staff on 7/18 working 4 hours a day, Tuesday through Friday – focus will be on Social Media. Tim and Emilie to meet with Robert Hernandez to ensure logins are secured for Jessica – Instagram, FB, G-Suite

QR Codes – Robert charges the WGBA \$50 to add a QR Code. Kendra researched a service that would charge us \$10 per month.

Kendra proposed that auto pay be set up for monthly payments that are the same each month: Chubb Commercial Insurance, The Hartford Insurance, Great American Insurance, US Bank Equipment Finance (printer lease). The Executive Committee was in agreement. Kendra will work with Pat Gutierrez, ProTemp on setting this up.

'Holiday San Jose' Campaign – A 6-week promotion, mid-November to the end of the 2023 focusing on various areas to provide workshops for merchants to increase their on-line presence.

WG Business Commercial – The group is looking for one of us to come to their San Jose studio to do a voice over for a short 'clip' on Willow Glen. Tim is checking his schedule.

LNO Lawsuit – Our attorney informed us that the plaintiffs in the suit are 'demanding' a \$250K settlement – their offer expires on 7/3/2023, next step is court action. The plaintiffs have reviewed our financials which are public (attached to the meeting minutes) and feel that we have more than enough money to pay the settlement. Kendra will contact our attorney indicating that we cannot respond with 7/3/2023 being the response deadline.

Kathleen indicated that an invoice was received from Jaime Orendac, the HR Compliance professional that has worked with the WGBA. Jaime billed us for a HR Handbook which we never asked for or received. The invoice will be reissued for payment.

Parklets – Kendra indicated that a request was made to the City to extend removal of the parklets to the end of October. To date Vin Santo and Yuki Sushi have not paid their June 'rent' for their parklets. As of this date Wheelhouse, Roundtable and CrepeVine have received their grants. Vin Santo & Yuki Sushi have never applied.

Meeting was adjourned at 10:06 a.m.

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

**Willow Glen Business Association
Board of Directors and General Membership Meeting
13 June 2023**

**In Attendance: Kathleen Erdmann, Marcus Estrada, Barbara Hartman, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Sara Rivas, Steve Sibley, Jamie Sizelove, Brian Ye
Staff: Kendra Middendorf**

Not in attendance: Jim Carpeneti, Nate Perez

Meeting was called to order by President Tim Mulcahy at 8:05 a.m.

- 1. May Board minutes were reviewed. A motion was made by Jamie Sizelove to approve. Second by Bobbie Johnson. Unanimously approved.**
- 2. Tim reviewed the Executive Committee minutes. Motion was made by Steve Sibley to approve. Second by Kathleen Erdmann. Unanimously approved.**
- 3. Treasurers Report: Barbara Hartman reviewed the Balance Sheet. The WGBA received the \$3260 owed to us by PayPal. EventBrite – Still owed to the WGBA over \$21,000.00. Steve Sibley continues to pursue reaching closure on payment. Income \$47,000 for the month. WGBA's Fiscal Year ends on 6/30/2023. Note: A complete copy of the Treasurers Report is attached to these minutes.**
- 4. Members Relations: Kendra reported (a). Music in the Glen – Kiwanis have requested \$500 toward the music. Motion was made by Emilie Highley to approve. Second by Barbara Hartman. Unanimously approved. (b). K-rails (parklets are scheduled for removal by the end of June. Because of the short notice, we are requesting an extension to at least the end of the summer, possibly October timeframe. Kendra to reach out to her contact – need to resolve this. (c) WGBA phone for Kendra. This was discussed before. Motion was made by Steve Sibley to approve the purchase of the phone. Second by Kathleen Erdmann. Unanimously approved.**
- 5. CBID: Nate met with Kendra and gave her an overview of the CBID. Approximately 50 letters were sent to property owners asking for email addresses so the Monkey Survey could be sent.**

6. Law Suit - \$1000 retainer to insurance company/attorney to handle the suit.
7. Our Avenue: Kathleen reported (a). Plexiglass was replaced with UV protection for the History posters. Dealing with Kinko's for a matt finish. (b) Mural status update. (c). Universal removal of dead trees on the Avenue update. (d) Monies collected from the sponsored planters. Money will go toward new plants. (e) Flags are up. (f) Zone 2 is scheduled for power washing next week. (g) Lighting the Avenue – Brian Ye and Jamie Sizelove working on a plan
8. P&E - (a) Beer Walk- Marcus reported that we only have 13 breweries signed up at this time – we need 20 'guaranteed' to make the wine walk a success. Marcus is working with Jim Stump in reaching out to more breweries. Sponsor for the beer glasses is still needed. (b). Passport – Sara showed a sample of what the Passport looks like. The sample had been approved and now was at the printer. 26 businesses signed up. Event is on social media. (c). BBQ in the Glen – May meeting was very productive. Robert joined us giving us a good overview of logistics of the day. Action items set.
9. Open Forum – No guests
10. Associate Member Applications – None

The meeting was adjourned at 8:43 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary
Willow Glen Business Association

5:28 PM
07/05/23
Accrual Basis

Willow Glen Community Foundation

Profit & Loss

June 2023

Jun 23

Ordinary Income/Expense	
Income	
Direct Public Support	
Individ, Business Contributions	<u>2,000.00</u>
Total Direct Public Support	<u>2,000.00</u>
Total Income	<u>2,000.00</u>
Expense	
Business Expenses	
Business Registration Fees	<u>600.00</u>
Total Business Expenses	<u>600.00</u>
Total Expense	<u>600.00</u>
Net Ordinary Income	<u>1,400.00</u>
Net Income	<u><u>1,400.00</u></u>

Willow Glen Community Foundation
Balance Sheet
As of June 30, 2023
Jun 30, 23

ASSETS

Current Assets

Checking/Savings

Wells Fargo Checking -4496 31,451.00

Total Checking/Savings 31,451.00

Accounts Receivable

Accounts Receivable 2,000.00

Total Accounts Receivable 2,000.00

Total Current Assets 33,451.00

TOTAL ASSETS 33,451.00

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Loan From WGBA 1,000.00

Total Other Current Liabilities 1,000.00

Total Current Liabilities 1,000.00

Total Liabilities 1,000.00

Equity

Unrestricted Net Assets 17,096.00

Net Income 15,355.00

Total Equity 32,451.00

TOTAL LIABILITIES & EQUITY 33,451.00

Willow Glen Business Association
Profit & Loss by Class
June 2023

	ADMM			Total CBID	Bearwith		Pasport		Total Fundraising Events	Holidays		Total Promotions & Events	WGSA Administration	TOTAL
	(CBID)	(DISI)	(SOBOP)		(Fundraising Events)	(Fundraising Events)	(Promotions & Events)	(Promotions & Events)		(Promotions & Events)				
Ordinary Income/Expense														
Income														
Event Revenue	0.00	0.00	0.00	0.00		557.06			0.00	557.06	0.00	0.00	0.00	860.06
Interest Income	0.00	0.00	0.00	0.00		0.00			0.00	0.00	0.00	0.00	18.01	18.01
K-Fall Pass Through Income	0.00	0.00	0.00	0.00		0.00			0.00	0.00	0.00	0.00	1,215.00	1,215.00
Total Income	0.00	0.00	0.00	0.00		557.06			0.00	557.06	0.00	0.00	1,233.01	2,133.07
Gross Profit	0.00	0.00	0.00	0.00		557.06			0.00	557.06	0.00	0.00	1,233.01	2,133.07
Expenses														
Advertising and PIR	0.00	660.00	0.00	660.00		0.00			0.00	0.00	0.00	0.00	0.00	660.00
Bank Service Charges	0.00	0.00	0.00	0.00		21.04			0.00	21.04	0.00	0.00	0.00	21.04
Contract Services	0.00	0.00	12,708.83	12,708.83		0.00			301.17	301.17	0.00	0.00	0.00	13,010.00
Dues and Subscriptions	65.00	0.00	0.00	65.00		0.00			0.00	0.00	0.00	0.00	0.00	65.00
Insurance	109.82	0.00	0.00	109.82		0.00			0.00	0.00	0.00	0.00	4,142.71	4,252.53
K-Fall Pass Through Expenses	0.00	0.00	0.00	0.00		0.00			0.00	0.00	0.00	0.00	6,075.00	6,075.00
Meetings	0.00	0.00	0.00	0.00		0.00			0.00	0.00	0.00	0.00	29.95	29.95
Personnel	2,942.59	693.28	2,714.72	6,350.59		0.00			0.00	0.00	0.00	0.00	6,427.71	6,427.71
Postage and Delivery	63.00	0.00	0.00	63.00		0.00			0.00	0.00	0.00	0.00	0.00	63.00
Professional Fees	750.00	0.00	0.00	750.00		0.00			623.00	623.00	75.00	0.00	1,250.00	2,690.00
Rent	250.00	0.00	0.00	250.00		0.00			0.00	0.00	0.00	0.00	0.00	250.00
Supplies	671.53	93.48	0.00	765.01		0.00			393.86	393.86	0.00	0.00	1,002.02	2,190.84
Telephones and Internet	183.30	0.00	0.00	183.30		0.00			0.00	0.00	0.00	0.00	14.81	183.30
Website	0.00	2,126.00	0.00	2,126.00		0.00			60.00	60.00	0.00	0.00	0.00	2,176.00
Total Expense	5,011.34	3,381.78	15,423.56	23,816.68		21.04			1,231.07	1,231.07	75.00	0.00	6,428.32	34,651.04
Net Ordinary Income	-5,011.34	-3,381.78	-15,423.56	-23,816.68		636.02			-674.01	636.02	287.00	0.00	-4,198.31	-29,418.07
Net Income	-5,011.34	-3,381.78	-15,423.56	-23,816.68		636.02			-674.01	636.02	287.00	0.00	-4,198.31	-29,418.07

Willow Glen Business Association
Profit & Loss Prev Year Comparison
 June 2023

	Jun 23	Jun 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	899.06	0.00	899.06	100.0%
Grants	0.00	25,000.00	-25,000.00	-100.0%
Interest Income	18.01	0.03	17.98	59,933.33%
K-rail Pass Through Income	1,215.00	0.00	1,215.00	100.0%
Sponsorships	0.00	-500.00	500.00	100.0%
Total Income	2,132.07	24,500.03	-22,367.96	-91.3%
Gross Profit	2,132.07	24,500.03	-22,367.96	-91.3%
Expense				
Advertising and P/R	560.00	667.00	-107.00	-16.04%
Bank Service Charges	21.04	0.00	21.04	100.0%
Contingency	0.00	5,379.77	-5,379.77	-100.0%
Contract Services	13,010.00	18,230.79	-5,220.79	-28.64%
Dues and Subscriptions	55.00	65.00	-10.00	-15.39%
Insurance	524.19	438.56	85.63	19.53%
K-Rail Pass Through Expense	6,075.00	0.00	6,075.00	100.0%
Meetings	29.95	26.45	3.50	13.23%
Personnel	6,903.36	3,796.42	3,106.94	81.84%
Postage and Delivery	63.00	0.00	63.00	100.0%
Professional Fees	2,600.00	0.00	2,600.00	100.0%
Rent	250.00	250.00	0.00	0.0%
Supplies	2,100.89	-944.64	3,045.53	322.4%
Telephone and Internet	183.61	185.35	-1.74	-0.94%
Website	2,175.00	0.00	2,175.00	100.0%
Total Expense	34,551.04	28,094.70	6,456.34	22.98%
Net Ordinary Income	-32,418.97	-3,594.67	-28,824.30	-801.86%
Net Income	-32,418.97	-3,594.67	-28,824.30	-801.86%

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of June 30, 2023

	Jun 30, 23	Jun 30, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	0.00	205,767.80	-205,767.80	-100.0%
Wells Fargo Checking-debit acct	2,381.97	3,756.20	-1,374.23	-36.59%
WF Checking -4504	198,658.78	9,049.89	189,608.89	2,095.15%
Total Checking/Savings	201,040.75	218,573.89	-17,533.14	-8.02%
Accounts Receivable				
Accounts Receivable	29,775.00	350.00	29,425.00	8,407.14%
Total Accounts Receivable	29,775.00	350.00	29,425.00	8,407.14%
Other Current Assets				
Loan to related entity	1,000.00	1,000.00	0.00	0.0%
Pre-Paid Rent	650.00	500.00	150.00	30.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	2,150.00	2,000.00	150.00	7.5%
Total Current Assets	232,965.75	220,923.89	12,041.86	5.45%
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	240,276.54	228,234.68	12,041.86	5.28%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	105.15	2,303.29	-2,198.14	-95.44%
Total Accounts Payable	105.15	2,303.29	-2,198.14	-95.44%
Other Current Liabilities				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	28,740.89	28,740.89	0.00	0.0%
Sales Tax Payable	17.42	0.00	17.42	100.0%
Total Other Current Liabilities	35,304.49	35,287.07	17.42	0.05%
Total Current Liabilities	35,409.64	37,590.36	-2,180.72	-5.8%
Total Liabilities	35,409.64	37,590.36	-2,180.72	-5.8%
Equity				
Accumulated Net Assets	190,644.32	119,152.46	71,491.86	60.0%
Assets moved to/from Accum NA	-143.56	-143.56	0.00	0.0%
Temporarily Restricted Assets	143.56	143.56	0.00	0.0%
Net Income	14,222.58	71,491.86	-57,269.28	-80.11%
Total Equity	204,866.90	190,644.32	14,222.58	7.46%
TOTAL LIABILITIES & EQUITY	240,276.54	228,234.68	12,041.86	5.28%

Willow Glen Business Association
Profit & Loss YTD Comparison
June 2023

	<u>Jun 23</u>	<u>Jul '22 - Jun 23</u>
Ordinary Income/Expense		
Income		
CBID	0.00	281,011.02
Event Revenue	899.06	245,654.84
Interest Income	18.01	104.15
K-rail Pass Through Income	1,215.00	6,075.00
Member Dues	0.00	2,220.00
Miscellaneous Income	0.00	18.81
Sponsorships	0.00	10,400.00
Total Income	<u>2,132.07</u>	<u>545,483.82</u>
Gross Profit	<u>2,132.07</u>	<u>545,483.82</u>
Expense		
Advertising and P/R	560.00	4,513.45
Bank Service Charges	21.04	8,018.47
City Fees	0.00	5,000.00
Contract Services	13,010.00	247,020.06
Dues and Subscriptions	55.00	755.78
Equipment Rental	0.00	34,049.52
Equipment/Furnishings	0.00	908.72
Insurance	524.19	9,183.39
K-Rail Pass Through Expense	6,075.00	6,075.00
Meetings	29.95	1,911.05
Miscellaneous	0.00	0.00
Permits and Fees	0.00	9,875.73
Personnel	6,903.36	72,891.44
Postage and Delivery	63.00	747.22
Professional Fees	2,600.00	22,286.00
Rent	250.00	3,000.00
Retail Merchandise Expense	0.00	24,721.00
Sales Tax Adjustment	0.00	0.26
Software	0.00	99.99
Supplies	2,100.89	68,838.41
Telephone and Internet	183.61	2,460.10
Website	2,175.00	9,738.72
Total Expense	<u>34,551.04</u>	<u>532,094.31</u>
Net Ordinary Income	<u>-32,418.97</u>	<u>13,389.51</u>
Other Income/Expense		
Other Income		
Other Income	0.00	833.07
Total Other Income	<u>0.00</u>	<u>833.07</u>
Net Other Income	<u>0.00</u>	<u>833.07</u>
Net Income	<u><u>-32,418.97</u></u>	<u><u>14,222.58</u></u>

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

	ADMIN (CBD)	C & R (CBD)	DISI (CBD)	SOBOP (CBD)	CBD - Other (CBD)	Total CBD	BBO In the Glen (Fundraising Events)	BeerWalks (Fundraising Events)	Bubbly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Light Up the Avenue (Fundraising Events)	Passport (Fundraising Events)
Ordinary Income/Expense												
Income												
CBD	26,279.49	2,102.36	11,562.98	65,173.14	175,893.65	281,011.02	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	43,164.57	557.06	43,735.42	33,708.96	0.00	0.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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	0.00	0.00
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	200.00	0.00	0.00	0.00	0.00
Total Income	26,279.49	2,102.36	11,562.98	65,173.14	175,893.65	281,011.02	48,164.57	557.06	43,935.42	33,708.96	0.00	0.00
Expense												
Gross Profit	26,279.49	2,102.36	11,562.98	65,173.14	175,893.65	281,011.02	48,164.57	557.06	43,935.42	33,708.96	0.00	0.00
Advertising and PIR	1,000.00	0.00	2,571.84	0.00	0.00	3,571.84	0.00	0.00	69.88	1.66	0.00	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	1,181.86	21.04	2,742.67	2,142.68	0.00	0.00
City Fees	2,500.00	0.00	0.00	0.00	2,500.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	8,300.00	0.00	625.00	182,120.25	0.00	189,045.25	16,853.33	0.00	1,917.80	2,651.56	0.00	301.17
Dues and Subscriptions	550.00	0.00	0.00	0.00	0.00	550.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	5,975.38	0.00	0.00	0.00	444.05	6,420.43	22,435.84	0.00	1,063.48	1,491.11	0.00	0.00
Equipment/Furnishings	906.72	0.00	0.00	0.00	0.00	906.72	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	2,888.00	0.00	0.00	0.00	0.00	2,888.00	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	0.00	0.00	0.00	0.00
Meetings	795.57	0.00	0.00	0.00	0.00	795.57	0.00	0.00	0.00	0.00	0.00	0.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	4,988.75	0.00	1,579.86	1,669.69	0.00	0.00
Personnel	30,627.70	0.00	6,454.75	29,048.27	0.00	66,128.72	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	63.00	0.00	0.00	0.00	0.00	63.00	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	11,100.00	0.00	0.00	0.00	0.00	11,100.00	2,100.00	400.00	626.00	0.00	0.00	925.00
Rent	3,000.00	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
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	1,379.84	0.00	83.48	164.84	0.00	1,628.16	17,071.61	16,521.45	0.00	12,456.19	0.00	333.86
Telephone and Internet	2,445.79	0.00	0.00	0.00	0.00	2,445.79	0.00	0.00	0.00	0.00	0.00	0.00
WebSite	891.00	0.00	8,983.75	0.00	0.00	9,874.75	0.00	0.00	0.00	0.00	0.00	50.00
Total Expense	70,126.10	0.00	18,728.82	211,321.36	2,944.65	303,120.43	64,609.19	421.04	24,534.62	20,912.86	300.00	1,610.03
Net Ordinary Income	-43,846.61	2,102.36	-7,165.84	-146,148.22	172,949.00	-22,109.41	-16,444.62	136.02	-19,400.30	12,886.10	-300.00	-1,610.03
Other Income/Expense												
Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	-43,846.61	2,102.36	-7,165.84	-146,148.22	172,949.00	-22,109.41	-16,444.62	136.02	-19,400.30	12,886.10	-300.00	-1,610.03

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

	Planner Box Adoption (Fundraising Events)	Spring Wine Walk (Fundraising Events)	Fundraising Events - Other (Fundraising Events)	Total Fundraising Events	Member Relations	Halloween Trick or Treat (Promotions & Events)	Holidays (Promotions & Events)	Restaurant Week (Promotions & Events)
Ordinary Income/Expense								
Income								
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	44,064.42	0.00	44,064.42	0.00	0.00	80,122.89	0.00
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
Member Dues	0.00	0.00	0.00	0.00	2,220.00	0.00	0.00	0.00
Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Sponsorships	3,200.00	2,000.00	0.00	5,200.00	0.00	0.00	0.00	0.00
Total Income	3,200.00	46,064.42	0.00	51,264.42	2,220.00	0.00	80,122.89	0.00
Gross Profit	3,200.00	46,064.42	0.00	51,264.42	2,220.00	0.00	80,122.89	0.00
Expense								
Advertising and P/R	0.00	200.00	0.00	200.00	0.00	0.00	0.00	0.00
Bank Service Charges	0.00	1,741.57	0.00	1,741.57	0.00	0.00	-0.67	0.00
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Contract Services	220.00	2,219.11	0.00	2,439.11	0.00	805.00	33,007.34	0.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	0.00	2,061.03	0.00	2,061.03	0.00	0.00	577.83	0.00
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
K-Rail Pass Through Expense	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
Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Permits and Fees	0.00	1,619.66	0.00	1,619.66	0.00	0.00	0.00	0.00
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	0.00	21.09	0.00	21.09	0.00	0.00	0.00	0.00
Professional Fees	0.00	690.00	375.00	1,065.00	0.00	0.00	0.00	0.00
Rent	0.00	0.00	0.00	0.00	0.00	75.00	750.00	225.00
Retail Merchandise Expense	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	24,721.00	0.00
Software	0.00	0.00	0.00	0.00	0.00	0.00	0.26	0.00
Supplies	0.00	15,057.00	0.00	15,057.00	0.00	0.00	0.00	0.00
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	1,264.21	1,416.69	0.00
Webbats	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	220.00	23,519.96	375.00	26,114.96	0.00	2,144.21	60,472.35	225.00
Net Ordinary Income	2,980.00	22,544.46	-375.00	25,149.46	2,220.00	-2,144.21	19,650.54	-225.00
Other Income/Expense								
Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Other Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Other Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net Income	2,980.00	22,544.46	-375.00	25,149.46	2,220.00	-2,144.21	19,650.54	-225.00

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

Ordinary Income/Expense	Spring Ladies Night Out (Promotions & Events)	Summer Ladies Night Out (Promotions & Events)	Willow Glen Home Tour Books (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events	Strategic Marketing	WG&A Administration	TOTAL
Income								
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	281,011.07
Event Revenue	0.00	0.00	211.42	0.00	80,334.31	0.00	0.00	245,554.84
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	104.15	104.15
K-rail Pass Through Income	0.00	0.00	0.00	0.00	0.00	0.00	6,075.00	6,075.00
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,220.00
Miscellaneous Income	0.00	0.00	0.00	0.00	0.00	0.00	18.81	18.81
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,400.00
Total Income	0.00	0.00	211.42	0.00	80,334.31	0.00	6,187.86	545,483.82
Expense								
Advertising and PIR	0.00	0.00	211.42	0.00	80,334.31	0.00	0.00	545,483.82
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	500.00	189.99	4,513.45
City Fees	0.00	0.00	0.00	0.00	-0.67	0.00	189.02	6,018.47
Contract Services	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	33,612.04	0.00	0.00	247,020.06
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	195.78	755.77
Equipment/Furnishings	0.00	0.00	0.00	0.00	577.93	0.00	0.00	34,049.32
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	906.72
K-Rail Pass Through Expense	0.00	0.00	0.00	0.00	0.00	0.00	6,295.39	9,183.39
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	6,075.00	6,075.00
Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	1,115.38	1,511.04
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	9,875.79
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	6,762.72	72,891.44
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	663.13	747.22
Professional Fees	500.00	225.00	0.00	0.00	1,775.00	150.00	3,861.00	22,286.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
Retail Merchandise Expense	0.00	0.00	0.00	0.00	24,721.00	0.00	0.00	24,721.00
Sales Tax Adjustment	0.00	0.00	0.00	0.28	0.28	0.00	0.00	0.28
Software	0.00	0.00	0.00	0.00	0.00	0.00	99.88	99.88
Supplies	350.00	261.41	0.00	484.67	3,757.18	0.00	1,912.86	68,638.47
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	14.31	2,460.19
Website	0.00	0.00	0.00	0.00	0.00	0.00	123.87	9,738.77
Total Expense	850.00	486.41	211.42	484.67	84,842.84	650.00	27,278.64	532,094.31
Net Ordinary Income	-850.00	-486.41	0.00	-484.67	15,691.67	-650.00	-21,080.88	13,389.51
Other Income/Expense								
Other Income	0.00	0.00	0.00	0.00	0.00	0.00	833.07	833.07
Other Expense	0.00	0.00	0.00	0.00	0.00	0.00	833.07	833.07
Total Other Income	0.00	0.00	0.00	0.00	0.00	0.00	833.07	833.07
Net Other Income	-850.00	-486.41	211.42	-484.67	15,691.67	-650.00	-20,247.81	14,222.58
Net Income								