



Willow Glen Business Association
Board of Directors & General Membership Meeting
Tuesday, January 11th 2022 * 8:00 am – 9:00 am
Zoom Meeting Information
 Meeting ID: 986 045 2891
 Passcode: PB8020

<https://us06web.zoom.us/j/9860452891?pwd=bEFKNVUvWjNmVFZzSVdkY3dYQ0xsZz09>

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	Linda Ruiz, President	8:00 am – 8:05 am	Welcome
Approval of minutes	A	Approval of December Minutes	8:10am	Review and approval of, December 14 th 2021 minutes
Executive Committee Report	I	Executive Committee Update – Linda Ruiz	8:15 am	Review and approval of January 4th, 2022 minutes
Treasurer's Report	A	Treasurer Tim Mulcahy – December Financial Report	8:15 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	Member Relations Committee WGBA Staff	8:20 am – 8:55 am	Updates
	I	Strategic Marketing Committee Chair: Linda Ruiz Committee Update		
	I	CBID Committee – Nate Perez		
	I	Our Avenue Committee Chair: Vince Falcone Committee Update		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Promotions & Events Committee Chair: Lynne Rovai Committee Update Holiday Ornament "2022" Upcoming Events	8:55 am – 9:00 am	
		Recruitment Committee Chairs: Emilie Highley and Tim Mulcahy		
Assoc Member Applications	A	None		
Meeting Adjournment	G	Linda Ruiz	9:00 am	

The next WGBA Board meeting will be Tuesday, February 8th 2022, time 8:00 am
Location TBD

**Board of Directors and General Membership Meeting
Tuesday, 14 December 2021
Zoom Video Conference Board Meeting**

Board Members in Attendance: Frank Bejan, Kathleen Erdmann, Vince Falcone, Barbara Hartman, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Nate Perez, Sara Rivas, Lynne Rovai, Linda Ruiz, Steve Sibley, Jamie Sizelove, Cyndy Thomas
Staff: Kandy Stevens and Stephanie Whaley.

Board Members not present: Bobbie Johnson, John Pisacane,

Guests: Councilmember Dev Davis, District 6, Nicholas Ochoa, Councilmember Dev Davis' Office, Ann Saliba, Snow Hartman Fong & Associates, Rosamina Morales Valdez, Intern, Cindy Andrade, Compass Gea Carr, Corcoran Global Living

President Ruiz called the meeting to order at 8:15 a.m. (Meeting called late due to technical difficulties)

Approval of November Board Meeting Minutes – Minutes were approved by Tim Mulcahy and second by Kathleen Erdmann. Unanimously approved.

November Executive Committee Minutes – Minutes were approved by Frank Bejan. Second by Tim Mulcahy. Unanimously approved.

Treasurer's Report: Tim Mulcahy reviewed the WGBA financials. . . **Highlights:** (a) Balance Sheet - Cash on hand: \$177,739. Accounts Receivable are \$5,164.73 more than last year. Accounts Payable are \$9667.10 more than last year, as are Total liabilities \$8,111.87 more than last year. Net income is \$12,073.79 better than 2020 and the total equity of \$118,349.70 is virtually the same as last year. 2021 Financials are made (b) P & L Previous Year Comparison: Income for the month was \$5050.00 up by \$4,000 over the 2020 due to sponsorship events. (c) P&L YTD Comparison: Total income is \$153,609.64 to date while total expenses were \$154,412.40 and to date net income is slightly negative. There are some prepaid expenses for the Bubbly Walk that will be reflected in the profits from the event in December financials showing a loss for the first 5 months of the fiscal year. (d). P&L by Class: This report shows \$9,715.51 was spent in preparation for the Bubbly Walk. Also shown under the Holiday Promotions is negative \$9012.0 that pertains to the ornament purchase- this will get reversed once the Retailers sell the ornaments. (e) Steve Sibley had great success in securing a 501(c)3 status for the WGBA. This means that all charity donations made by individuals can be written off. It will be determined how to handle this after the 1st of 2022. A special thanks to Steve who donated the \$450 cost of securing this non-profit status.

Note: A full set of November 2021 Financials are made part of these minutes.

Member Relations Committee: (a) Steff reported that this is Rosamina's last week with the WGBA. Thanks to her hard work and dedication, she increased the WGBA's relationship with the businesses on the Avenue, as well as increasing our visibility through social media. It truly was a pleasure having her work with us. (b). Kandy reported that there was overwhelming positive feedback from the many businesses on

the Avenue on the Bubbly Walk – some mentioned were: 3-Sisters (Carol said this was her best ever in sales), WG Sweet Shoppe, Hammer & Nails (numerous gift cards were sold), Bella James, Thrift Box (lots of traffic). Events like this take consider time and effort of our staff – as will the Holiday Events coming up. (c) Al Fresco Dining – Councilmember Davis reported for now the parklets have been extended, if businesses want to make them permanent, there will be a meeting with the City for logistics. Our Councilmember is very committed and voted to keep the parklets permanent! She encouraged us to reach out to Nicholas regarding the permits that will be needed ensuring a smooth and streamlined process. Please keep our Councilmember updated on this process. Nicholas will be working closely with WGBA Staff on the parklets.

Strategic Marketing: Linda reported that the website is waiting to go 'live' (planning for next week). The website is updated with all businesses named as well as Associate Members. LOGO's for as many as possible have been added.

CBID Committee: (a) Nate Perez and Tim Mulcahy reported that there is no change since last month's report. After the first of the New Year, and once staff is rested, the Committee will move full speed ahead. 1/18/2022 is the date set for subcommittee meeting, as well as discussions on a full audit on our financials (fee could be \$8,000-\$10,000 – this has been factored into our financial. January/February will be months of working on the audit. Plan is to review with the Board in March. (b) January/February will be focused on getting a plan into place for the CBID renewal. Plan is for more mailings to go out in 2022 regarding the renewal of the CBID.

Our Avenue: Vince Falcone reported on: (a) More than usual crime on the venue from 2:00-4:00 a.m. Vince and other 12 business owners are hiring security for a short time – cost is \$200 per month. Nate suggested making a service of this means part of the CBID Renewal. (b) Irrigation leak near DooDad's – quote is ~\$3,000.00 to fix. A motion was made by Emilie Highley to pursue the fix. Second by Frank Bejan. Unanimously passed. (c) Christmas lights and garland up – garland has faded. (d) Ann Saliba has taken the lead on the Mural Project. (e) VTA has requested designs from the student for the bench project. (f) Toy Drive location at John's. (g) Adoption of flower beds – Goosetown, Thrift Box and Universal. Still soliciting interest.

P&E: Lynne Rovai reported: a) Bubbly Walk was very successful. Santa was great. Kandy Stevens neighbor drove a Ferrari down the Avenue. Lynne thanked the sponsors: Corcoran, Lux, Orange, Emilie Highley. Expenses were ~\$49,000, ~\$26,000 net after expenses. 977 tickets sold. (b) 2021 Ornaments are on dry land – still no definite date on when we will have them. Based on continue interest – they will sell! (c) Toys for Tots drop off at the WG Sweet Shoppe. (d) PediCab Rides so far have been very successful – still one more weekend to go which is a sellout. Very well received by the community – feedback has been very positive. Two sponsors were thanked – Councilmember Dev Davis and Jim Stump – Lamella Tavern. (e) Annual Event Planning Meeting being scheduled for early January.

Recruitment Committee: Emilie and Tim reviewed the Annual Election of the WGBA Board of Directors. (a) Continuing Board Members (terms expiring 31 January 2023): Frank Bejan, Kathleen Erdmann, Sara Rivas, Lynne Rovai, Jamie Sizelove. (b) Candidates for the Term of 2/1/2022-1/31/2024 (to be voted on) are: Jim Carpeneti, Guild Mortgage, Gea Carr, Corcoran Global Living, Marcus Estrada, Roundtable Pizza/Wheelhouse of Willow Glen, Vince Falcone, Falcone Jewelry and Coins, Barbara Hartman, Snow Hartman Fong & Associates, Emilie Highley, Compass Real Estate, Tim Mulcahy, SDS NexGen, Ann Saliba, Snow Hartman Fong & Associates, Steve Wymer, 20twenty Cheese Bar. Note: Voting businesses may check up to 7 boxes. All ballots are due back to the WGBA Office by 17 January. Elected directors/officers will be installed at the Annual WGBA Meeting on Monday, 24 January 2022 at 5:00 p.m. A copy of this ballot will be made part of these Board Meeting Minutes.

Open Forum: (a) Gea Carr from Corcoran Global Living introduced herself and commented how thrilled that both she, and Corcoran are to be part of the WG Community. (b) Cindy Andrade of Compass introduced herself and indicated that the new Compass office brings ~165 agent to WG.

Association Member Applications: No applications to review and vote on.

General Meeting was adjourned at 9:15 a.m. at which time the Board went into a Closed Session to discuss staff bonuses. Board general session reconvened, at which time staff bonuses of \$1,000 to Kandy Stevens and Stephanie Whaley were announced.

Meeting adjournment was 9:30 a.m.

Respectively submitted,

Emilie Highley, Secretary
Willow Glen Business Association

**Willow Glen Business Association
Executive Committee Meeting
4 January 2022**

Attendees: Linda Ruiz, Frank Bejan, Tim Mulcahy, Emilie Highley
Staff: Kandy Stevens

Not in attendance: Bobbie Johnson

The meeting was held in the WGBA Conference Room – due to the holidays, this meeting was rescheduled from December 2021 to 4 January 2022.

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

1. Linda brought to our attention that KQED (Channel 9) featured the WG restaurant Braise. Very positive program. We will search for the link so everyone can also see the program.
2. Website is up and running. All businesses are listed. In just 14 days of being up and running statistics show 790 page reviews, 267 users. Most popular 'hits' are: Home. . . Directory. . . Events. Marie Cole, SpinNest is scheduling time with staff for training. Linda pointed out that an \$85.30 charge that the WGBA was paying monthly for some type of security on an IP address has now been cancelled which will save us over \$1,000 per year.
3. Discussion ensued on the 'power' of Social Media. Would it be worthwhile to hire someone parttime to concentrate only on Social Media. . . more discussions to ensue.
4. Staff Report: (a) Kandy made us all aware of the new businesses opening on the Avenue: Vitality Bowl, Liliiko'i Boba (Signature Teas), Peet's Coffee. (b) Ballots have been mailed, ~40 returned to date. 1/17/2022 is the cut off. (c) Annual Meeting planned for 1/24/2022. Kandy to reach out to 20twenty Cheese Bar and the Wheelhouse as possible sites for the meeting.
5. BBQ in the Glen – Linda asked about whether this event will take place. P&E Committee Meeting is happening on 1/6/2022 to determine events for the year.

Meeting was adjourned at 9:45 a.m.

Respectively submitted,

Emilie Highley, Secretary
Willow Glen Business Association

**Willow Glen Business Association
Profit & Loss YTD Comparison
December 2021**

	<u>Dec 21</u>	<u>Jul - Dec 21</u>
Ordinary Income/Expense		
Income		
CBID	0.00	102,860.58
Event Revenue	49,372.40	77,951.46
Grants	0.00	15,000.00
Member Dues	0.00	120.00
Sponsorships	0.00	7,050.00
Total Income	<u>49,372.40</u>	<u>202,982.04</u>
Gross Profit	<u>49,372.40</u>	<u>202,982.04</u>
Expense		
Bank Service Charges	0.00	1,998.52
City Fees	0.00	2,500.00
Contract Services	13,837.90	90,739.81
Dues and Subscriptions	65.00	390.00
Equipment Rental	56.53	4,115.25
Insurance	0.00	3,052.89
Meetings	0.00	130.96
Permits and Fees	0.00	3,021.03
Personnel	6,477.99	38,891.75
Postage and Delivery	290.00	443.50
Printing and Reproduction	0.00	294.98
Professional Fees	889.50	9,107.00
Rent	250.00	1,500.00
Retail Merchandise Expense	650.00	176.00
Sales Tax Adjustment	0.00	0.66
Supplies	16,461.44	34,677.55
Telephone and Internet	185.57	1,109.93
Website	1,426.76	2,853.26
Total Expense	<u>40,590.69</u>	<u>195,003.09</u>
Net Ordinary Income	<u>8,781.71</u>	<u>7,978.95</u>
Net Income	<u>8,781.71</u>	<u>7,978.95</u>

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of December 31, 2021

	Dec 31, 21	Dec 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	170,395.20	144,122.39	26,272.81	18.23%
Wells Fargo Checking	3,293.05	5,833.73	-2,540.68	-43.55%
Total Checking/Savings	173,688.25	149,956.12	23,732.13	15.83%
Accounts Receivable				
Accounts Receivable	7,631.73	744.00	6,887.73	925.77%
Total Accounts Receivable	7,631.73	744.00	6,887.73	925.77%
Other Current Assets				
Pre-Paid Rent	0.00	250.00	-250.00	-100.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	500.00	750.00	-250.00	-33.33%
Total Current Assets	181,819.98	151,450.12	30,369.86	20.05%
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	189,130.77	158,760.91	30,369.86	19.13%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	650.00	668.93	-18.93	-2.83%
Total Accounts Payable	650.00	668.93	-18.93	-2.83%
Other Current Liabilities				
ARTWORKS Project	6,546.18	13,437.68	-6,891.50	-51.29%
CBID Contingency Reserve	54,727.12	49,319.79	5,407.33	10.96%
Sales Tax Payable	76.06	213.18	-137.12	-64.32%
Total Other Current Liabilities	61,349.36	62,970.65	-1,621.29	-2.58%
Total Current Liabilities	61,999.36	63,639.58	-1,640.22	-2.58%
Total Liabilities	61,999.36	63,639.58	-1,640.22	-2.58%
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	7,978.95	-35,400.96	43,379.91	122.54%
Total Equity	127,131.41	95,121.33	32,010.08	33.65%
TOTAL LIABILITIES & EQUITY	189,130.77	158,760.91	30,369.86	19.13%

Willow Glen Business Association
Profit & Loss Prev Year Comparison
December 2021

	Dec 21	Dec 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	49,372.40	713.94	48,658.46	6,815.48%
Total Income	49,372.40	713.94	48,658.46	6,815.48%
Gross Profit	49,372.40	713.94	48,658.46	6,815.48%
Expense				
Bank Service Charges	0.00	28.76	-28.76	-100.0%
Contract Services	13,837.90	11,670.52	2,167.38	18.57%
Dues and Subscriptions	65.00	65.00	0.00	0.0%
Equipment Rental	56.53	668.93	-612.40	-91.55%
Meetings	0.00	59.09	-59.09	-100.0%
Personnel	6,477.99	6,467.02	10.97	0.17%
Postage and Delivery	290.00	176.54	113.46	64.27%
Professional Fees	889.50	2,073.45	-1,183.95	-57.1%
Rent	250.00	250.00	0.00	0.0%
Retail Merchandise Expense	650.00	0.00	650.00	100.0%
Supplies	16,461.44	1,513.60	14,947.84	987.57%
Telephone and Internet	185.57	180.02	5.55	3.08%
Website	1,426.76	85.42	1,341.34	1,570.29%
Total Expense	40,590.69	23,238.35	17,352.34	74.67%
Net Ordinary Income	8,781.71	-22,524.41	31,306.12	138.99%
Net Income	8,781.71	-22,524.41	31,306.12	138.99%

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

December 2021

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Bubbly Walk (Fundraising Events)	Planter Box Adoption (Fundraising Events)	Total Fundraising Events	Holidays (Promotions & Events)	Total Promotions & Events	WGBA Admin	TOTAL
Ordinary Income/Expense											
Income											
Event Revenue	0.00	0.00	0.00	0.00	49,372.40	0.00	49,372.40	0.00	0.00	0.00	49,372.40
Total Income	0.00	0.00	0.00	0.00	49,372.40	0.00	49,372.40	0.00	0.00	0.00	49,372.40
Gross Profit	0.00	0.00	0.00	0.00	49,372.40	0.00	49,372.40	0.00	0.00	0.00	49,372.40
Expense											
Contract Services	525.00	0.00	10,825.24	11,350.24	2,450.00	0.00	2,450.00	37.66	37.66	0.00	13,837.90
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
Equipment Rental	0.00	0.00	0.00	0.00	56.53	0.00	56.53	0.00	0.00	0.00	56.53
Personnel	854.62	116.68	2,158.32	3,129.62	0.00	0.00	0.00	0.00	0.00	3,348.37	6,477.99
Postage and Delivery	290.00	0.00	0.00	290.00	0.00	0.00	0.00	0.00	0.00	0.00	290.00
Professional Fees	639.50	0.00	0.00	639.50	250.00	0.00	250.00	0.00	0.00	0.00	889.50
Rent	250.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00
Retail Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	650.00	650.00	0.00	650.00
Supplies	141.05	0.00	0.00	141.05	13,940.10	208.88	14,148.98	0.00	0.00	2,171.41	16,461.44
Telephone and Internet	185.57	0.00	0.00	185.57	0.00	0.00	0.00	0.00	0.00	0.00	185.57
Website	0.00	1,426.76	0.00	1,426.76	0.00	0.00	0.00	0.00	0.00	0.00	1,426.76
Total Expense	2,950.74	1,543.44	12,983.56	17,477.74	16,696.63	208.88	16,905.51	687.66	687.66	5,519.78	40,590.69
Net Ordinary Income	-2,950.74	-1,543.44	-12,983.56	-17,477.74	32,675.77	-208.88	32,466.89	-687.66	-687.66	-5,519.78	8,781.71
Net Income	-2,950.74	-1,543.44	-12,983.56	-17,477.74	32,675.77	-208.88	32,466.89	-687.66	-687.66	-5,519.78	8,781.71

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

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Bubbly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Planter Box Adoption (Fundraising Events)	Total Fundraising Events	Member Relations
Ordinary Income/Expense										
Income										
CBID	25,715.15	2,057.21	11,314.66	63,773.56	102,860.58	0.00	0.00	0.00	0.00	0.00
Event Revenue	0.00	0.00	0.00	0.00	0.00	50,472.40	26,770.75	600.00	77,843.15	0.00
Grants	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	120.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	3,150.00	1,500.00	1,400.00	6,050.00	0.00
Total Income	25,715.15	2,057.21	11,314.66	63,773.56	102,860.58	53,622.40	28,270.75	2,000.00	83,893.15	120.00
Gross Profit	25,715.15	2,057.21	11,314.66	63,773.56	102,860.58	53,622.40	28,270.75	2,000.00	83,893.15	120.00
Expense										
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	1,866.02	0.00	1,866.02	3.96
City Fees	2,500.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00
Contract Services	3,150.00	0.00	0.00	81,683.71	84,833.71	3,239.07	1,662.50	0.00	4,901.57	0.00
Dues and Subscriptions	390.00	0.00	0.00	0.00	390.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	2,187.55	0.00	0.00	0.00	2,187.55	993.56	934.14	0.00	1,927.70	0.00
Insurance	3,052.89	0.00	0.00	0.00	3,052.89	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
Permits and Fees	0.00	0.00	0.00	0.00	0.00	1,582.74	1,418.29	0.00	3,001.03	0.00
Personnel	5,127.72	0.00	700.08	12,949.92	18,777.72	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	309.50	0.00	0.00	0.00	309.50	0.00	0.00	0.00	0.00	0.00
Printing and Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	294.98	0.00	294.98	0.00
Professional Fees	7,382.00	0.00	0.00	75.00	7,457.00	400.00	800.00	0.00	1,200.00	0.00
Rent	1,500.00	0.00	0.00	0.00	1,500.00	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
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	141.05	0.00	0.00	0.00	141.05	21,283.80	9,190.15	208.88	30,682.83	0.00
Telephone and Internet	1,109.93	0.00	0.00	0.00	1,109.93	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	2,853.26	0.00	2,853.26	0.00	0.00	0.00	0.00	0.00
Total Expense	26,850.64	0.00	3,553.34	94,708.63	125,112.61	27,499.17	16,166.08	208.88	43,874.13	3.96
Net Ordinary Income	-1,135.49	2,057.21	7,761.32	-30,935.07	-22,252.03	26,123.23	12,104.67	1,791.12	40,019.02	116.04
Net Income	-1,135.49	2,057.21	7,761.32	-30,935.07	-22,252.03	26,123.23	12,104.67	1,791.12	40,019.02	116.04

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

July through December 2021

	Halloween	Holidays	Small Bus Saturday	Summer LNO	WGTour Books	Other	Total	WGBA	TOTAL
	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Promotion /Events	Promotions/Events	Promotions/Events	Admin	
Ordinary Income/Expense									
Income									
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	102,860.58
Event Revenue	0.00	0.00	0.00	0.00	108.31	0.00	108.31	0.00	77,951.46
Grants	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	120.00
Sponsorships	1,000.00	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	7,050.00
Total Income	1,000.00	0.00	0.00	0.00	108.31	0.00	1,108.31	15,000.00	202,982.04
Gross Profit	1,000.00	0.00	0.00	0.00	108.31	0.00	1,108.31	15,000.00	202,982.04
Expense									
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	128.54	1,998.52
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	770.00	234.53	0.00	0.00	0.00	0.00	1,004.53	0.00	90,739.81
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	390.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,115.25
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,052.89
Meetings	0.00	0.00	0.00	0.00	0.00	47.68	47.68	83.28	130.96
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20.00	3,021.03
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,114.03	38,891.75
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	134.00	443.50
Printing and Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	294.98
Professional Fees	0.00	250.00	0.00	200.00	0.00	0.00	450.00	0.00	9,107.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Retail Merchandise Expense	0.00	176.00	0.00	0.00	0.00	0.00	176.00	0.00	176.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.66	0.66
Supplies	1,002.40	39.84	131.21	205.63	0.00	0.00	1,379.08	2,474.59	34,677.55
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,109.93
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,853.26
Total Expense	1,772.40	700.37	131.21	405.63	0.00	47.68	3,057.29	22,955.10	195,003.09
Net Ordinary Income	-772.40	-700.37	-131.21	-405.63	108.31	-47.68	-1,948.98	-7,955.10	7,978.95
Net Income	-772.40	-700.37	-131.21	-405.63	108.31	-47.68	-1,948.98	-7,955.10	7,978.95