



Willow Glen Business Association
Board of Directors & General Membership Meeting
Tuesday, December 14th, 2021 * 8:00 am – 9:00 am
Zoom Meeting Information
<https://sanjoseca.zoom.us/j/99486173175>

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

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 November Minutes	8:10am	Review and approval of November 9 th , 2021 minutes
Executive Committee Report	I	Executive Committee Update – Linda Ruiz	8:15 am	Review and approval of November 23 rd , 2021 minutes
Treasurer's Report	A	Treasurer Tim Mulcahy – November 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		
	I	Promotions & Events Committee Chair: Lynne Rovai Committee Update Holiday Ornament Bubbly Walk Recap Pedicab, Holiday Light Tours		
	I	Recruitment Committee Chairs: Emilie Highley and Tim Mulcahy		
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President	8:55 am – 9:00 am	
		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.		
Assoc Member Applications	A	None		
Meeting Adjournment	G	Linda Ruiz	9:00 am	

The next WGBA Board meeting will be Tuesday, January 11th, 2022, time 8:00 am
WG Community Center, 2175 Lincoln Avenue

Board of Directors and General Membership Meeting

Tuesday, 9 November 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.

Staff: Kandy Stevens and Stephanie Whaley.

Board Members not present: John Pisacane, Cyndy Thomas

Guests: Nicholas Ochoa, Councilmember Dev Davis' Office, Ann Saliba, Snow Hartman Fong & Associates, Marie Cole, Spin Nest, Rosamina Morales Valdez

President Ruiz called the meeting to order at 8:08 a.m.

Approval of October Board Meeting Minutes – Minutes were approved by Tim Mulcahy and second by Jamie Sizelove. Unanimously approved.

Due to Halloween, there was no Executive Board Meeting.

President Ruiz did take a few minutes to review the Election Process – nominations from the floor at the next Board Meeting, timing for ballots to be mailed to the membership, January 2022 announcement of officers and appointment of up to 4 Community Members (correction - not Associate Members as mentioned).

Nicholas Ochoa, District 6, Councilmember Dev Davis' Office introduced himself as the new aid to our Councilmember and made us aware that he is looking forward to connecting with all of us.

Treasurer's Report: Tim Mulcahy reviewed the WGBA financials. Cash on hand: \$204,373.81. Very little income due to no October events. Liabilities are similar year-to-year. P&L: Additional expenses for the upcoming Bubbly Walk and Halloween increased expenses over the average monthly expenses. A full set of the October 2021 Financials are made part of these minutes.

Nominating Committee: Tim Mulcahy and Emilie Highley gave a summary of interviews they have conducted of potential interested candidates from various businesses on the Avenue. It should be noted that there is considerable interest from businesses on the Avenue more so than in past years.

CBID Committee: (a) Nate Perez and his committee informed the Board that 'feelers' have gone out to Property Owners on their interest level of the CBID – Tim Mulcahy will compile responses from the Property Owners. Subcommittee will meet in January. 2022 will be busy getting a plan in place for the CBID renewal. Plan is for more mailings to go out in 2022 regarding the renewal of the CBID. (b) A bid from our CPA will be solicited for a full audit of our financials which the City will review. The cost of the audit may be ~\$10,000. January/February will be months of working on the audit – March will be Board review.

Our Avenue: Vince Falcone reported on: (a) Committee is in touch with the WG High School Art Director regarding the bench project. Concerns on who will manage the kids, who will supply the paint, brushes, etc. (b) Archway signs are going up. (c) A wall has been located for another mural at Vince's building. Still working with Universal on the trimming of the bushes. (c) Planters – If there are issues regarding the planters, Vince asks that the issues be directed to his committee – not Universal. Condition of the planter by Pizza My Heart needs to be addressed. (d) Kathleen Erdmann addressed Sponsorship of the Planters and how the \$600 Annual Sponsorship fee is broken down – \$300 subsidized by the WGBA for the plaques and installation. Joe Saxe will remove and install the plaques. Current sponsors: Goosetown, Thrift Box and Universal. (c) Universal has order 100 bulbs (colorful tulips) – cost is \$1.00 per bulb which will be paid by the WGBA.

P&E: Lynne Rovai reported: a) Halloween was a big success. Lynne thanked all those that volunteered their time. Special thanks to Councilmember Davis for the \$1000 she donated to this event and her staff member, Nicholas Ochoa who supported the event that day. (b) Small Business Saturday (Saturday after Thanksgiving) with American Express – emails have gone out to the businesses ensuring that they are aware. (c) Holiday's – Santa will be strolling the Avenue. Still working on replacement for the Cable Rides – hoping that the PediCab rides will be the replacement. (d) Drop off site for Toys for Tots being worked on. (e) Bubbly Walk (December 4th). . . ticket sales are moving along. This event is expected to be a 'sell out' and brings in the most revenue for annual events (over \$30,000++ is expected). This event brings out the Community and our businesses 'thrive'! Posters are In all the Kiosks, numerous emails have been sent to the businesses, Staff have walked the Avenue speaking to the businesses and announcement of the event in the Newsletter.

Strategic Marketing: (a) Holding page for the Holiday's being worked on. Marie Cole indicated that the Holding Page will feature all Holiday Events. (b) Tim Mulcahy commented that he still has questions on the cost delta (from the quotes received) for work being done on the website. Marie explained that the website would have consumer focus. Building the website would be a 'drag and drop' site, a platform that would be easy to edit. A lively discussion ensued regarding the website. A suggestion was made to perhaps take this discussion offline, at a separate meeting attended only by the Board.

Open Forum: No one from the Community was present to address the Board.

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

Meeting was adjourned at 9:18 a.m.

Respectively submitted,

Emilie Highley, Secretary
Willow Glen Business Association

NOTE: These minutes need to reflect that the November Agenda was not followed as published. There was a jump from the Treasurer's Report to Recruitment, then back to the CBID, etc., ending with the Strategic Marketing Committee report which was 'lively'. What was overlooked was the Member Relations Committee Report by our Staff. The meeting was adjourned before they could interject that their Committee report was missed.

**Willow Glen Business Association
Executive Committee Meeting
23 November 2021**

**Attendees: Linda Ruiz, Frank Bejan, Emilie Highley., Bobbie Johnson, Tim Mulcahy
Staff – Kandy Stevens**

President Ruiz called the meeting to order at 9:06 a.m. The meeting was held, in person, in the WGBA Conference Room.

- 1. Website – Per Linda, it is coming together – should be a couple of weeks before it is ‘live’. Focus on the WGBA’s Mission Statement and listing all businesses.**
- 2. Board Recruitment – Brief overview by Tim and Emilie on those interested candidates from businesses on the Avenue that have been approached and turned in applications. Once Board Members are in place, there will be focus on possible Community Members.**
- 3. Kandy made mention of Nicholas Ochoa, new assistant to Councilmember Dev Davis, District 6. His credentials are that he worked for Barbara Boxer, worked on campaigns for the homeless. Very professional individual. Looking forward to building a relationship with Nicholas.**
- 4. Discussion ensued on a ‘warm coat drive’ (suggested by Bobbie Johnson), and donation location for Toys for Tots. Universal Site Services have again donated a tree to the WGBA – placement will be in front of Frank’s shop (Mariette’s Chocolate) – the Community will be invited to place ornaments on the tree.**
- 5. BBQ in the Glen 2022 – Discussions happening with Robert Hernandez for this event. Committee will be: Emilie Highley, Chair, Robert, Bobbie Johnson, Jim Stump – current committee. This event will fall under the P&E Committee. President Ruiz asked that should this event take place, a proposal be submitted on anticipated costs.**
- 6. Bubbly Walk – Over 500 tickets sold – SELL OUT is projected at 1000 tickets. Kandy’s neighbor has offered their red convertible to drive down the Avenue. Frank volunteered to seek out a Santa for ~2 hours that day. A Vintage Photo Booth has been suggested.**

Meeting was adjourned at 10:03 a.m.

Respectively submitted,

**Emilie Highley, Secretary
Willow Glen Business Association**

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of November 30, 2021

	Nov 30, 21	Nov 30, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	176,960.86	168,503.21	8,457.65	5.02%
Wells Fargo Checking	778.84	5,835.39	-5,056.55	-86.65%
Total Checking/Savings	177,739.70	174,338.60	3,401.10	1.95%
Accounts Receivable				
Accounts Receivable	9,536.37	4,371.64	5,164.73	118.14%
Total Accounts Receivable	9,536.37	4,371.64	5,164.73	118.14%
Other Current Assets				
Pre-Paid Rent	250.00	0.00	250.00	100.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	750.00	500.00	250.00	50.0%
Total Current Assets	188,026.07	179,210.24	8,815.83	4.92%
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	195,336.86	186,521.03	8,815.83	4.73%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	15,637.80	5,970.70	9,667.10	161.91%
Total Accounts Payable	15,637.80	5,970.70	9,667.10	161.91%
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	147.12	-71.06	-48.3%
Total Other Current Liabilities	61,349.36	62,904.59	-1,555.23	-2.47%
Total Current Liabilities	76,987.16	68,875.29	8,111.87	11.78%
Total Liabilities	76,987.16	68,875.29	8,111.87	11.78%
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	-802.76	-12,876.55	12,073.79	93.77%
Total Equity	118,349.70	117,645.74	703.96	0.6%
TOTAL LIABILITIES & EQUITY	195,336.86	186,521.03	8,815.83	4.73%

Willow Glen Business Association
Profit & Loss YTD Comparison
 November 2021

	<u>Nov 21</u>	<u>Jul - Nov 21</u>
Ordinary Income/Expense		
Income		
CBID	0.00	102,860.58
Event Revenue	1,100.00	28,579.06
Grants	0.00	15,000.00
Member Dues	0.00	120.00
Sponsorships	3,950.00	7,050.00
Total Income	<u>5,050.00</u>	<u>153,609.64</u>
Gross Profit	5,050.00	153,609.64
Expense		
Bank Service Charges	0.00	1,998.52
City Fees	0.00	2,500.00
Contract Services	26,018.45	76,901.91
Dues and Subscriptions	65.00	325.00
Equipment Rental	875.02	4,058.72
Insurance	614.90	3,052.89
Meetings	92.94	130.96
Permits and Fees	1,582.74	3,021.03
Personnel	6,478.24	32,413.76
Postage and Delivery	0.00	153.50
Printing and Reproduction	0.00	294.98
Professional Fees	2,878.50	8,217.50
Rent	250.00	1,250.00
Retail Merchandise Expense	-9,012.00	-474.00
Sales Tax Adjustment	0.00	0.66
Supplies	7,245.25	18,216.11
Telephone and Internet	185.57	924.36
Website	85.30	1,426.50
Total Expense	<u>37,359.91</u>	<u>154,412.40</u>
Net Ordinary Income	<u>-32,309.91</u>	<u>-802.76</u>
Net Income	<u>-32,309.91</u>	<u>-802.76</u>

**Willow Glen Business Association
 Profit & Loss Prev Year Comparison
 November 2021**

	Nov 21	Nov 20	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	1,100.00	1,061.12	38.88	3.66%
Sponsorships	3,950.00	0.00	3,950.00	100.0%
Total Income	<u>5,050.00</u>	<u>1,061.12</u>	<u>3,988.88</u>	<u>375.91%</u>
Gross Profit	5,050.00	1,061.12	3,988.88	375.91%
Expense				
Bank Service Charges	0.00	8.28	-8.28	-100.0%
Contract Services	26,018.45	28,015.12	-1,996.67	-7.13%
Dues and Subscriptions	65.00	165.00	-100.00	-60.61%
Equipment Rental	875.02	668.93	206.09	30.81%
Insurance	614.90	496.41	118.49	23.87%
Meetings	92.94	0.00	92.94	100.0%
Permits and Fees	1,582.74	-1,290.00	2,872.74	222.69%
Personnel	6,478.24	6,467.02	11.22	0.17%
Postage and Delivery	0.00	62.75	-62.75	-100.0%
Professional Fees	2,878.50	600.00	2,278.50	379.75%
Rent	250.00	250.00	0.00	0.0%
Retail Merchandise Expense	-9,012.00	-5,539.00	-3,473.00	-62.7%
Supplies	7,245.25	523.60	6,721.65	1,283.74%
Telephone and Internet	185.57	179.89	5.68	3.16%
Website	85.30	85.30	0.00	0.0%
Total Expense	<u>37,359.91</u>	<u>30,693.30</u>	<u>6,666.61</u>	<u>21.72%</u>
Net Ordinary Income	<u>-32,309.91</u>	<u>-29,632.18</u>	<u>-2,677.73</u>	<u>-9.04%</u>
Net Income	<u>-32,309.91</u>	<u>-29,632.18</u>	<u>-2,677.73</u>	<u>-9.04%</u>

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

November 2021

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Bubbly Walk Fundraising	Planter Adoption Fundraising	Total Fundraising	Halloween Promotion	Holidays Promotions	Small Bus Sat Promotions	Other Promotions	Total Promotions/Events	WGBA Admin	TOTAL
Ordinary Income/Expense														
Income														
Event Revenue	0.00	0.00	0.00	0.00	1,100.00	0.00	1,100.00	0.00	0.00	0.00	0.00	0.00	0.00	1,100.00
Sponsorships	0.00	0.00	0.00	0.00	3,150.00	800.00	3,950.00	0.00	0.00	0.00	0.00	0.00	0.00	3,950.00
Total Income	0.00	0.00	0.00	0.00	4,250.00	800.00	5,050.00	0.00	0.00	0.00	0.00	0.00	0.00	5,050.00
Gross Profit	0.00	0.00	0.00	0.00	4,250.00	800.00	5,050.00	0.00	0.00	0.00	0.00	0.00	0.00	5,050.00
Expense														
Contract Services	525.00	0.00	24,507.51	25,032.51	789.07	0.00	789.07	0.00	196.87	0.00	0.00	196.87	0.00	26,018.45
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	875.02	0.00	0.00	875.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	875.02
Insurance	614.90	0.00	0.00	614.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	614.90
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	47.68	47.68	45.26	92.94
Permits and Fees	0.00	0.00	0.00	0.00	1,582.74	0.00	1,582.74	0.00	0.00	0.00	0.00	0.00	0.00	1,582.74
Personnel	854.62	116.68	2,158.32	3,129.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,348.62	6,478.24
Professional Fees	2,878.50	0.00	0.00	2,878.50	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,878.50
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
Retail Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-9,012.00	0.00	0.00	-9,012.00	0.00	-9,012.00
Supplies	0.00	0.00	0.00	0.00	7,343.70	0.00	7,343.70	-322.82	39.84	131.21	0.00	-151.77	53.32	7,245.25
Telephone/Internet	185.57	0.00	0.00	185.57	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	185.57
Website	0.00	85.30	0.00	85.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85.30
Total Expense	6,248.61	201.98	26,665.83	33,116.42	9,715.51	0.00	9,715.51	-322.82	-8,775.29	131.21	47.68	-8,919.22	3,447.20	37,359.91
Net Ordinary Income	-6,248.61	-201.98	-26,665.83	-33,116.42	-5,465.51	800.00	-4,665.51	322.82	8,775.29	-131.21	-47.68	8,919.22	-3,447.20	-32,309.91
	-6,248.61	-201.98	-26,665.83	-33,116.42	-5,465.51	800.00	-4,665.51	322.82	8,775.29	-131.21	-47.68	8,919.22	-3,447.20	-32,309.91

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

July through November 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	1,100.00	26,770.75	600.00	28,470.75	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	4,250.00	28,270.75	2,000.00	34,520.75	120.00
Gross Profit	25,715.15	2,057.21	11,314.66	63,773.56	102,860.58	4,250.00	28,270.75	2,000.00	34,520.75	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	2,625.00	0.00	0.00	70,858.47	73,483.47	789.07	1,662.50	0.00	2,451.57	0.00
Dues and Subscriptions	325.00	0.00	0.00	0.00	325.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	2,187.55	0.00	0.00	0.00	2,187.55	937.03	934.14	0.00	1,871.17	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	4,273.10	0.00	583.40	10,791.60	15,648.10	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	19.50	0.00	0.00	0.00	19.50	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	6,742.50	0.00	0.00	75.00	6,817.50	150.00	800.00	0.00	950.00	0.00
Rent	1,250.00	0.00	0.00	0.00	1,250.00	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	0.00	0.00	0.00	0.00	0.00	7,343.70	9,190.15	0.00	16,533.85	0.00
Telephone and Internet	924.36	0.00	0.00	0.00	924.36	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	1,426.50	0.00	1,426.50	0.00	0.00	0.00	0.00	0.00
Total Expense	23,899.90	0.00	2,009.90	81,725.07	107,634.87	10,802.54	16,166.08	0.00	26,968.62	3.96
Net Ordinary Income	1,815.25	2,057.21	9,304.76	-17,951.51	-4,774.29	-6,552.54	12,104.67	2,000.00	7,552.13	116.04
Net Income	1,815.25	2,057.21	9,304.76	-17,951.51	-4,774.29	-6,552.54	12,104.67	2,000.00	7,552.13	116.04

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

	Halloween	Holidays	Small BusSat	Summer LNO	WG Tour Book	Other	Total	WGBA	TOTAL
	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/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	28,579.06
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	153,609.64
Gross Profit	1,000.00	0.00	0.00	0.00	108.31	0.00	1,108.31	15,000.00	153,609.64
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	196.87	0.00	0.00	0.00	0.00	966.87	0.00	76,901.91
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	325.00
Equipment Rental	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,058.72
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	16,765.66	32,413.76
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	134.00	153.50
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	8,217.50
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00
Retail Merchandise Expense	0.00	-474.00	0.00	0.00	0.00	0.00	-474.00	0.00	-474.00
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	303.18	18,216.11
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	924.36
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,426.50
Total Expense	1,772.40	12.71	131.21	405.63	0.00	47.68	2,369.63	17,435.32	154,412.40
Net Ordinary Income	-772.40	-12.71	-131.21	-405.63	108.31	-47.68	-1,261.32	-2,435.32	-802.76
Net Income	-772.40	-12.71	-131.21	-405.63	108.31	-47.68	-1,261.32	-2,435.32	-802.76