



**Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, February 9th, 2021 • 8:00 am – 9:00 am**

Join Zoom Meeting

<https://zoom.us/j/96893393434?pwd=SUtuYmpkeERtNkIxVlAyak5VTVhHZz09>

Meeting ID: 968 9339 3434

Passcode: 610884

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	Linda Ruiz, President	8:00 am	Welcome
Election of 2021 Community Board Members and Board Officers	A	Proposed Community Members - Appointed Nate Perez Linda Ruiz Steve Sibley Cyndy Thomas Proposed Associate Member, Member-at-large Emilie Highley Proposed Officers President: Linda Ruiz Vice President: Frank Bejan Treasurer: Tim Mulcahy Secretary: Emilie Highley Member-at-large: Bobbie Johnson Approval of January Minutes	8:05 am	Board Approval
Approval of minutes	A		8:15 am	Review and approval of January 12th, 2021 minutes
Executive Committee Report	I	Executive Committee Update – Linda Ruiz 2021 – 2020 Committees	8:20 am	Review and approval of January 29th, 2021 minutes
Treasurer's Report	A	Treasurer, Tim Mulcahy - January Financial Report	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	8:30 am – 8:45 am	Updates
	A	CBID Committee Chair: Nate Perez WGBA Foundation – Name Reservation Approval and Vote		
	I	Our Avenue Committee Chair: Vince Falcone Committee Update		
	I	Promotions & Events Committee Chair: Lynne Rovai Committee Update		
Neighborhood Report	I	Willow Glen Neighborhood Association Update	8:45 am– 8:50 am	
OPEN FORUM/ PUBLIC COMMENT – 2 MIN. EACH	G	Moderated by Board President Time Certain Any person may address the Board on any subject not on the agenda. Since the subject is not on the agenda, the Brown Act (State Open Meeting Law) prohibits action by the Board. However, Board Members and Staff may briefly respond to statements or questions and/or provide referral to Staff. The Board may place the item on an agenda for a future meeting.	8:50 am - 9:00 am	
Assoc Member Application	A	Emilie Highley, Compass Real Estate		
Meeting Adjournment	G	Linda Ruiz	9:00 am	

**Board of Directors and General Membership Meeting
12 January 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, John Pisacane, Linda Ruiz, Lynne Rovai, Steve Sibley, Jamie Sizelove, Cyndy Thomas, Staff: Kandy Stevens & Steff Whaley

Board Members not in attendance: Sara Rivas

Guests: Ann Saliba

Board Meeting was called to order by President Ruiz at 8:04 a.m. The Board Meeting was conducted via Zoom Video Conference.

December Board Meeting Minutes – President Ruiz asked for a motion to approve. A motion was made by Emilie Highley to approve. Second by Frank Bejan. Unanimously approved.

Executive Committee Report – President Ruiz reviewed the meeting minutes from 18 December 2020. Main focus is that we are on track with the election. A motion was made by John Pisacane to approve. Second by Jamie Sizelove. Unanimously approved.

Treasurers Report – Tim reported: (a) \$149,956 cash on hand. (b) Increase in liabilities. (c) With no events, there is no income. (d) Expenses are less with no events. (e) CBID check for 150K is expected in March. (f) Tim asked for input from the WGBA Committee’s for purposes of preparing the annual budget. Additional information can be obtained in the full set of financials presented at the meeting and made part of these minutes. Treasurers Report was not voted on.

Member Relations – Staff reported: (a) Election ballots due by 18 January. Response to date has been good. (b) Holiday WGBA “Pop Up” which was located at Mariette Chocolate Shop resulted in sales netting ~\$130 in October ~\$200 in November \$677 in December Goal was \$1000 for sales of WGBA masks and Willow Glen Walking Tour Book. The plan is to continue selling these items. A few older Christmas ornaments were sold. 2020 Ornaments sold out! (c) Universal offered a Christmas tree which was put in front of Mariette Chocolate Shop – Frank put lights on it and invited the Community to put ornaments on it. It was a bright spot on the Avenue. (d) Toys for Tots – collection location moved to Mariette Chocolate Shop – 6 bins of toys were collected. A ‘must’ for December 2021!

CBID Committee – Nate reported that it would be prudent to reevaluate the expansion idea of the CBID given COVID and the activity on the Avenue (some businesses closing their doors, some businesses looking to make Our Avenue their new home). Suggestion was made to form a CBID Subcommittee to review the cost of leaving the CBID ‘as is’ versus expansion. There is a need to decide on a strategy – associated costs involved for the renewal process, costs involved if we were to ask the City to help the WGBA through the process, etc. Nate is going to put together detailed notes so the Board will have a better picture of the process. (These notes are attached).

Our Avenue Committee – No report

P&E Committee – Lynne Rovai reported: (a) Ideas for the New Year – Shredding Event (great way to bring the community out), Blood Drive, Social Media Campaign. (b) Website – Focus on some redesign and making it more accessible to Staff. Linda is planning to take the lead on this – reviewing website functionality, what works, what doesn’t. . . Nate pointed out that the WGBA ‘owns the website’!

Board Recruitment – Tim Mulcahy made us aware that we have 2 individuals that are interested in becoming more involved – the owner of 20Twenty and Paul Middione, a real estate agent with The Property Network.

Open Forum – No one from the community/public was in attendance.

Association Member Application – HomeGoods & Accessories Design Studio has applied. A motion was made by Lynne Rovai to accept the application. Second by Tim Mulcahy. Unanimously approved.

NOTE: Councilmember Davis was due to join us and given an overview of City activity – unfortunately she had to cancel.

Meeting was adjourned at 8:57 a.m.

Respectively submitted,

*Emilie Highley, Secretary
Willow Glen Business Association*

**Willow Glen Business Association
Executive Committee Meeting
29 January 2021**

Attendees: Linda Ruiz, Frank Bejan, Emilie Highley, Tim Mulcahy Staff – Kandy Stevens
Board Member not in Attendance: Bobbie Johnson

President Ruiz called the meeting to order at 10:05 a.m.

NOTE: We met at Mariette Chocolates Shop and socially distanced ourselves.

- **Review of the Annual Meeting –** While the meeting was attended only by the WGBA Board, each Board member had an opportunity to discuss goals for 2021, such as: bring back the Ambassador Program, reconnect with businesses on the Avenue and City Government, welcome gifts to new businesses on the Avenue, committee involvement, focus on property owners. Linda commented that many of these goals were goals discussed with Staff.
- **Board Training –** Linda asked that staff dig into the archives and send her copies of all past board training material. Linda will take the lead on compiling the data and work with a small group of Board members in designing a Board Training Program. Focus should be on: Our Mission, Expectations, Staff & Volunteer Organizational Chart, Policies, Reports, Legal & Tax Documentation, and Practical Details. More discussion in our February Board Meeting. A ‘constant’ for the WGBA is our Staff – Board Members evolve with their term limits.
- Linda indicated that Steve Sibley has been tasked to look into whether or not an ‘arm’ of the WGBA could be a 501©3. More to come on this.
- **Budgets –** A discussion ensued on budgets, what is needed to submit our budget to the city. Tim Mulcahy and staff were commended on their dedication to working on the budgets.
- **Strategic Planning –** Discussion ensued on strategic planning, not just for the WGBA, but also with City of San Jose. Discussions on this subject will continue.
- **Replacing DOTA –** Linda asked that we all come up with ideas on replacing this event that took place for many years on the Avenue. It is time for something ‘new’ – such as a pop-up outdoor market, a Taste of Willow Glen, another BBQ in the Glen, etc. Now is the time to start planning while we are still subject to the confines of COVID-19.
- **Open Discussion –** Staff brought up several items: (a) Island Inspired will be closing their doors the end of February – they will be online only. Their space is small so hopefully it could be easy to rent. (b) Attention was also brought to the article in the WG Community paper regarding Michael Van Every, president of Republic Urban Properties, who is bringing his company to our Avenue and that he wants to become more involved. (c) We are still waiting on the Grants. (d) Area by Yuki Sushi had flooding because the parklet blocked the sewer drain and water was building up. City was called. (e) Linda discussed her not having a business on the Avenue and for her to remain on the Board she would need to become a Community Member. She then would be able to serve out her term as President.

The meeting was adjourned at 10:02 a.m.

Respectively submitted,

*Emilie Highley, Secretary
Willow Glen Business Association*

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

	Jan 31, 21	Jan 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	123,104.99	146,739.31	-23,634.32	-16.11%
Wells Fargo Checking	4,791.40	15,638.64	-10,847.24	-69.36%
Total Checking/Savings	127,896.39	162,377.95	-34,481.56	-21.24%
Accounts Receivable				
Accounts Receivable	744.00	2,320.00	-1,576.00	-67.93%
Total Accounts Receivable	744.00	2,320.00	-1,576.00	-67.93%
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	129,140.39	165,447.95	-36,307.56	-21.95%
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	136,451.18	172,758.74	-36,307.56	-21.02%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	0.00	-600.00	600.00	100.0%
Total Accounts Payable	0.00	-600.00	600.00	100.0%
Other Current Liabilities				
ARTWORKS Project	13,437.68	13,437.88	-0.20	-0.0%
CBID Contingency Reserve	49,319.79	44,194.03	5,125.76	11.6%
Sales Tax Payable	107.38	0.00	107.38	100.0%
Total Other Current Liabilities	62,864.85	57,631.91	5,232.94	9.08%
Total Current Liabilities	62,864.85	57,031.91	5,832.94	10.23%
Total Liabilities	62,864.85	57,031.91	5,832.94	10.23%
Equity				
Accumulated Net Assets	130,522.29	108,432.03	22,090.26	20.37%
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	-56,935.96	7,294.80	-64,230.76	-880.5%
Total Equity	73,586.33	115,726.83	-42,140.50	-36.41%
TOTAL LIABILITIES & EQUITY	136,451.18	172,758.74	-36,307.56	-21.02%

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

Ordinary Income/Expense	Jan 21	Jan 20	\$ Change	% Change
Income				
Event Revenue	190.40	1,139.00	-948.60	-83.28%
Member Dues	0.00	120.00	-120.00	-100.00%
Total Income	190.40	1,259.00	-1,068.60	-84.88%
Gross Profit	190.40	1,259.00	-1,068.60	-84.88%
Expense				
Advertising and P/R	119.40	64.48	54.92	85.17%
Bank Service Charges	3.63	0.00	3.63	100.00%
Contract Services	12,292.64	10,640.94	1,651.70	15.52%
Dues and Subscriptions	65.00	95.00	-30.00	-31.58%
Equipment Rental	668.95	631.07	37.88	6.0%
Insurance	0.00	76.81	-76.81	-100.00%
Meetings	17.00	179.91	-162.91	-90.55%
Permits and Fees	0.00	254.00	-254.00	-100.00%
Personnel	6,760.20	6,757.76	2.44	0.04%
Postage and Delivery	55.00	0.00	55.00	100.00%
Printing and Reproduction	0.00	294.98	-294.98	-100.00%
Professional Fees	600.00	950.00	-350.00	-36.84%
Rent	250.00	250.00	0.00	0.0%
Retail Merchandise Expense	0.00	-459.00	459.00	100.00%
Sales Tax Adjustment	-0.40	-0.11	-0.29	-263.64%
Supplies	628.42	327.19	301.23	92.07%
Telephone and Internet	180.26	190.95	-10.69	-5.6%
Website	85.30	85.30	0.00	0.0%
Total Expense	21,725.40	20,339.28	1,386.12	6.82%
Net Ordinary Income	-21,535.00	-19,080.28	-2,454.72	-12.87%
Net Income	-21,535.00	-19,080.28	-2,454.72	-12.87%

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

	Jan 21	Jul '20 - Jan 21
Ordinary Income/Expense		
Income		
CBID	0.00	106,572.94
Event Revenue	190.40	2,494.68
Total Income	<u>190.40</u>	<u>109,067.62</u>
Gross Profit	190.40	109,067.62
Expense		
Advertising and P/R	119.40	369.40
Bank Service Charges	3.63	190.67
City Fees	0.00	2,500.00
Contract Services	12,292.64	92,782.95
Dues and Subscriptions	65.00	555.00
Equipment Rental	668.95	4,531.09
Insurance	0.00	3,550.55
Meetings	17.00	76.09
Permits and Fees	0.00	-1,290.00
Personnel	6,760.20	45,565.47
Postage and Delivery	55.00	407.79
Printing and Reproduction	0.00	983.25
Professional Fees	600.00	11,322.45
Rent	250.00	1,750.00
Retail Merchandise Expense	0.00	-2,410.00
Sales Tax Adjustment	-0.40	-0.40
Supplies	628.42	3,022.92
Telephone and Internet	180.26	1,499.13
Website	85.30	597.22
Total Expense	<u>21,725.40</u>	<u>166,003.58</u>
Net Ordinary Income	-21,535.00	-56,935.96
Net Income	<u>-21,535.00</u>	<u>-56,935.96</u>

Willow Glen Business Association
Profit & Loss by Class

January 2021

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Holiday Promotions/Events	WG Face Masks Promotions/Events	WG Home Tour Books Promotions/Events	Total Promotions/Events	WGBA Admin	TOTAL
Ordinary Income/Expense										
Income										
Event Revenue	0.00	0.00	0.00	0.00	117.17	0.00	73.23	190.40	0.00	190.40
Total Income	0.00	0.00	0.00	0.00	117.17	0.00	73.23	190.40	0.00	190.40
Gross Profit	0.00	0.00	0.00	0.00	117.17	0.00	73.23	190.40	0.00	190.40
Expense										
Advertising and P/R	119.40	0.00	0.00	119.40	0.00	0.00	0.00	0.00	0.00	119.40
Bank Service Charge	0.00	0.00	0.00	0.00	0.00	0.91	2.72	3.63	0.00	3.63
Contract Services	525.00	942.40	10,825.24	12,292.64	0.00	0.00	0.00	0.00	0.00	12,292.64
Dues/Subscriptions	65.00	0.00	0.00	65.00	0.00	0.00	0.00	0.00	0.00	65.00
Equipment Rental	668.95	0.00	0.00	668.95	0.00	0.00	0.00	0.00	0.00	668.95
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.00	17.00
Personnel	1,023.80	116.68	2,158.32	3,298.80	0.00	0.00	0.00	0.00	3,461.40	6,760.20
Postage and Delivery	55.00	0.00	0.00	55.00	0.00	0.00	0.00	0.00	0.00	55.00
Professional Fees	600.00	0.00	0.00	600.00	0.00	0.00	0.00	0.00	0.00	600.00
Rent	250.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	250.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-0.40	-0.40
Supplies	0.00	0.00	0.00	0.00	29.95	0.00	0.00	29.95	598.47	628.42
Telephone/Internet	180.26	0.00	0.00	180.26	0.00	0.00	0.00	0.00	0.00	180.26
Website	0.00	85.30	0.00	85.30	0.00	0.00	0.00	0.00	0.00	85.30
Total Expense	3,487.41	1,144.38	12,983.56	17,615.35	29.95	0.91	2.72	33.58	4,076.47	21,725.40
Net Ordinary Income	-3,487.41	-1,144.38	-12,983.56	-17,615.35	87.22	-0.91	70.51	156.82	-4,076.47	-21,535.00
Net Income	-3,487.41	-1,144.38	-12,983.56	-17,615.35	87.22	-0.91	70.51	156.82	-4,076.47	-21,535.00

Willow Glen Business Association
YTD Profit & Loss by Class

July 2020 through January 2021

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Spring Wine Walk Fundraising	Total Fundraising	Halloween Promotion	Holiday Promotions	WG Face Mask Promotions	WG Home Books Promotions	Other Promotions	Total Promotions	WGBA Admin	TOTAL
Ordinary Income/Expense															
Income															
CBID	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	106,572.94
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,185.78	485.10	823.80	0.00	2,494.68	0.00	2,494.68
Total Income	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	0.00	1,185.78	485.10	823.80	0.00	2,494.68	0.00	109,067.62
Gross Profit	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	0.00	1,185.78	485.10	823.80	0.00	2,494.68	0.00	109,067.62
Expense															
Advertising/P/R	119.40	0.00	250.00	0.00	369.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	369.40
Bank Service Charge	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.54	6.37	0.00	11.91	178.76	190.67
City Fees	2,500.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	3,675.00	0.00	1,274.88	87,320.87	92,270.75	0.00	0.00	0.00	512.20	0.00	0.00	0.00	512.20	0.00	92,782.95
Dues/Subscriptions	490.00	0.00	0.00	0.00	490.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	65.00	555.00
Equipment Rental	4,531.09	0.00	0.00	0.00	4,531.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,531.09
Insurance	3,139.56	0.00	0.00	0.00	3,139.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	410.99	3,550.55
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	76.09	76.09
Permits and Fees	0.00	0.00	0.00	0.00	0.00	-1,300.00	-1,300.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	-1,290.00
Personnel	6,151.52	0.00	816.76	15,108.24	22,076.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23,488.95	45,565.47
Postage/Delivery	121.54	0.00	0.00	0.00	121.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	286.25	407.79
Printing/production	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	983.25	983.25	0.00	983.25
Professional Fees	9,872.45	0.00	500.00	0.00	10,372.45	0.00	0.00	0.00	550.00	0.00	0.00	400.00	950.00	0.00	11,322.45
Rent	1,750.00	0.00	0.00	0.00	1,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,750.00
Retail Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-3,225.00	-385.00	1,200.00	0.00	-2,410.00	0.00	-2,410.00
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	0.00	-0.40	-0.40
Supplies	0.00	0.00	174.14	0.00	174.14	0.00	0.00	125.79	213.45	0.00	0.00	0.00	339.24	2,509.54	3,022.92
Telephone/Internet	1,103.95	0.00	0.00	0.00	1,103.95	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	395.18	1,499.13
Website	0.00	0.00	597.22	0.00	597.22	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	597.22
Total Expense	33,454.51	0.00	3,613.00	102,429.11	139,496.62	-1,300.00	-1,300.00	125.79	-1,949.35	-379.46	1,206.37	1,383.25	386.60	27,420.36	166,003.58
Net Ordinary Income	-10,008.46	5,328.65	8,110.02	-36,353.89	-32,923.68	1,300.00	1,300.00	-125.79	3,135.13	864.56	-382.57	-1,383.25	2,108.08	-27,420.36	-56,935.96
Net Income	-10,008.46	5,328.65	8,110.02	-36,353.89	-32,923.68	1,300.00	1,300.00	-125.79	3,135.13	864.56	-382.57	-1,383.25	2,108.08	-27,420.36	-56,935.96

Willow Glen Business Association
YTD Profit & Loss by Class

July 2020 through January 2021

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Spring Wine Walk Fundraising	Total Fundraising	Halloween Promotion	Holiday Promotions	WG Face Mask Promotions	WG Home Books Promotions	Other Promotions	Total Promotions	WGBA Admin	TOTAL
Ordinary Income/Expense															
Income															
CBID	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	106,572.94
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,185.78	485.10	823.80	0.00	2,494.68	0.00	2,494.68
Total Income	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	0.00	1,185.78	485.10	823.80	0.00	2,494.68	0.00	109,067.62
Gross Profit	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	0.00	1,185.78	485.10	823.80	0.00	2,494.68	0.00	109,067.62
Expense															
Advertising/P/R	119.40	0.00	250.00	0.00	369.40	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	369.40
Bank Service Charge	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.54	6.37	0.00	11.91	178.76	190.67
City Fees	2,500.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	3,675.00	0.00	1,274.88	87,320.87	92,270.75	0.00	0.00	0.00	512.20	0.00	0.00	0.00	512.20	0.00	92,782.95
Dues/Subscriptions	490.00	0.00	0.00	0.00	490.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	65.00	555.00
Equipment Rental	4,531.09	0.00	0.00	0.00	4,531.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,531.09
Insurance	3,139.56	0.00	0.00	0.00	3,139.56	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	410.99	3,550.55
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	76.09	76.09
Permits and Fees	0.00	0.00	0.00	0.00	0.00	-1,300.00	-1,300.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	-1,290.00
Personnel	6,151.52	0.00	816.76	15,108.24	22,076.52	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23,488.95	45,565.47
Postage/Delivery	121.54	0.00	0.00	0.00	121.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	286.25	407.79
Printing/production	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	983.25	983.25	0.00	983.25
Professional Fees	9,872.45	0.00	500.00	0.00	10,372.45	0.00	0.00	0.00	550.00	0.00	0.00	400.00	950.00	0.00	11,322.45
Rent	1,750.00	0.00	0.00	0.00	1,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,750.00
Retail Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-3,225.00	-385.00	1,200.00	0.00	-2,410.00	0.00	-2,410.00
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	0.00	-0.40	-0.40
Supplies	0.00	0.00	174.14	0.00	174.14	0.00	0.00	125.79	213.45	0.00	0.00	0.00	339.24	2,509.54	3,022.92
Telephone/Internet	1,103.95	0.00	0.00	0.00	1,103.95	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	395.18	1,499.13
Website	0.00	0.00	597.22	0.00	597.22	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	597.22
Total Expense	33,454.51	0.00	3,613.00	102,429.11	139,496.62	-1,300.00	-1,300.00	125.79	-1,949.35	-379.46	1,206.37	1,383.25	386.60	27,420.36	166,003.58
Net Ordinary Income	-10,008.46	5,328.65	8,110.02	-36,353.89	-32,923.68	1,300.00	1,300.00	-125.79	3,135.13	864.56	-382.57	-1,383.25	2,108.08	-27,420.36	-56,935.96
Net Income	-10,008.46	5,328.65	8,110.02	-36,353.89	-32,923.68	1,300.00	1,300.00	-125.79	3,135.13	864.56	-382.57	-1,383.25	2,108.08	-27,420.36	-56,935.96

Willow Glen Business Association

Associate Membership Application

1261 Lincoln Ave, Suite 217 San Jose, CA 95125 408.298.2100 (o) www.willowglen.org

Thank you for your interest in becoming an Associate Member of the Willow Glen Business Association. Please send back this page with your payment. Your application will be reviewed for approval at the next WGBA Board & Membership meeting -- held the first Tuesday of each month. Once approved, you will receive a welcome email with information to help you start enjoying the benefits of your membership.

Type of business

- Non-retail Businesses - \$120 Property Owners - \$120
 Retail Businesses/Restaurants - \$240 Banks - \$240 Nonprofit 501(c)(3) - \$60

Payment

- Check payable to Willow Glen Business Association.
 Pay via PayPal. Invoice will be sent to email address below.

Business Information

Business Name: Compass Real Estate

Business Address:

750 university Avenue, Los Gatos/1089 Lincoln Avenue, San Jose

Business Phone: 408.768.2565

Business Fax: 408.358.1199

Business Website: www.emiliehighley.com

Contact Name: Emilie Highley

Email: emilie.highley@compass.com

Brief Description of your business:

Residential real estate sales

Willow Glen Business Association

Where did you hear about us?

Marv Bamberg introduced me to the WGBA over 10 years ago and I became involved in the Beautification of Our Avenue

What made you decide to apply for Associate Membership?

Compass now has a office on Lincoln Avenue

The Willow Glen Business Association is a volunteer-based organization that works together to make downtown Willow Glen a desirable destination to shop, eat and locate a business. We are looking for committed, bright volunteers to help us. **Would you be interested in participating in any of the following committees? (Check all that apply)**

- Finance Our Avenue Strategic Marketing
 Member Relations Promotions & Events
 BBQ Competition Other: Community Member involvement

Signature: _____ **Date:** 2/5/2021 | 12:28 PM PST

DocuSigned by:

Emilie Highley

C8B0A251E85D4D0...