



**Willow Glen Business Association  
Board of Directors & General Membership Meeting**

**Tuesday, March 9<sup>th</sup> 2021 \* 8:00 am – 9:00 am**

**Join Zoom Meeting**

<https://zoom.us/j/96717125496?pwd=blErSmxrdU5lQythemU0S2dyb3BoZz09>

Meeting ID: 967 1712 5496

Passcode: 288057

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	Linda Ruiz, President	8:00 am –	Welcome
Approval of minutes	A	Approval of February Minutes	8:05 am	Review and approval of, February 9 <sup>th</sup> , 2020 minutes
Executive Committee Report	I	Executive Committee Update – Linda Ruiz	8:10 am	Review and approval of, February 26 <sup>th</sup> , 2020 minutes
Treasurer's Report	A	Treasurer, Tim Mulcahy – February Financial Report	8:15 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	<b>Member Relations Committee</b> WGBA Staff	8:20 am – 8:45 am	Updates
	I	<b>Strategic Marketing Committee</b> Chair: Linda Ruiz Committee Update		
	I	<b>CBID Committee</b> Chair: Nate Perez Committee Update		
	I	<b>Our Avenue Committee</b> Chair: Vince Falcone Committee Update		
I	<b>Promotions &amp; Events Committee</b> Chair: Lynne Rovai Committee Update "Shredding Event", 3/27			
OPEN FORUM/ PUBLIC COMMENT– 2 MIN. EACH	G	Moderated by Board President  District 6 Councilmember Dev Davis  <b>Time Certain</b> Any person may address the Board on any subject not on the agenda. Since the subject is not on the agenda, the Brown Act (State Open Meeting Law) prohibits action by the Board. However, Board Members and Staff may briefly respond to statements or questions and/or provide referral to Staff. The Board may place the item on an agenda for a future meeting.	8:45 am – 9:00 am	
Assoc Member Applications	A	None		
Meeting Adjournment	G	Linda Ruiz	9:00 am	

**The next WGBA Board meeting will be Tuesday, April 13<sup>th</sup> 2021, time 8:00 am  
Zoom Meeting**

**Board of Directors and General Membership Meeting  
9 February 2021  
Zoom Video Conference Board Meeting**

**Board Members in attendance:** 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:** Frank Bejan and Sara Rivas

**Guests:** Serena Desai and Ann Saliba

**Board Meeting was called to order by President Ruiz at 8:05 a.m. The Board Meeting was conducted via Zoom Video Conference.**

**January Board Meeting Minutes – President Ruiz asked for a motion to approve. A motion was made by Kathleen Erdmann to approve. Second by Tim Mulcahy. Unanimously approved.**

**Executive Committee Report – President Ruiz reviewed the meeting minutes in particular the Annual Meeting. Great ideas were presented by all Board Members at the Annual Meeting. Focus now is on Board Training. A motion was made by Tim Mulcahy to approve. Second by Bobbie Johnson. Unanimously approved.**

**Treasurers Report – Tim reported: (a) \$127,896.00 cash on hand., roughly 21% down from last year (b) Erosion of funds due to no events to bring in the income. (c) With no events, there is no income. (d) CBID check for 150K is expected in March. (e) Tim asked for input from the WGBA Committee's for purposes of preparing the annual budget. (f) Budget process is ongoing – focus is to submit to the City as soon as possible to maintain our good repour. 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 – No report**

**CBID Committee – Nate reported: (a) Grant status – free up some of the monies to support the businesses and the Avenue – monies would come from the 5K Grant that we are waiting to receive and the ~20K Grant from Lynn Rogers – spend some of these monies on Art? Lights? Marketing materials for the CBID? Nate asks that any ideas that the Board may have, please funnel them through the WGBA Office. (b) CBID Subcommittee consisting of Nate, Steve Sibley and Tim Mulcahy met on 2/26. Topics discussed: (b1) "Value Proposition" Campaign on value of the CBID to the Business District (b2) Outreach support to the businesses – marketing is critical. Develop a strategy to discuss with the property owners. Understand why some of the property owners have been 'hostile' toward the CBID. (c) Nate mentioned that with Prop 22 not passing, this could have created turnover on the Avenue of property owners.**

**WGBA Charitable Foundation (part of the CBID Committee):** Steve Sibley is chairing. Steve indicated that he has been involved in forming a Charitable Foundation in the past. He explained that there are costs involved which he will outline for us as the process progresses. Contributions made to the Charitable Foundation would be tax deductible. Contribution monies will be used for a specific purpose. In order to move forward with this, the Board needs to vote on it. A formal motion was made by Tim Mulcahy. Second by Emilie Highley. Unanimously approved.

Steve recommended that the Foundation would need a name and asked that all Board members submit their suggestions. A separate corporation would be created. Barbara Hartman offered the services of her firm to assist through the process.

**P&E Committee – Lynne Rovai reported:** (a) P&E had a meeting to discuss the 2021 calendar – optimistic that events can be planned for the second half of 2021. (b) Events in the works: Shredding 3/20 (BofA parking lot), Ladies Night 7/15, Wine Walk – 9/24 or 9/25, Bubbly Walk – 1<sup>st</sup> of December.

**Our Avenue – Vince reported:** (a) Rick, who fixes kiosks showed the committee how to fix them. (b) Signs by PETCO – need to replace. (c) Police called on the homeless – a homeless individual ate off a customer's plate at John's. (d) The Our Avenue Committee is still researching a spot for another mural.

**Board Structure – President Ruiz brought up:** (a) Linda Ruiz no longer has a business on the Avenue. (b) Cyndy Thomas has closed her business on the Avenue. John Pisacane was asked to review the ByLaws to ensure that the recommendation is being done properly given the fact that Community Members are nominated and voted on yearly.

**Slate of Community Members:** Linda Ruiz, Nate Perez, Steve Sibley, Cyndy Thomas

A motion was made by John Pisacane to accept these individuals as Community

Members for the WGBA. Second by Bobbie Johnson. Unanimously approved.

**Slate of WGBA Officers:** Linda Ruiz, Frank Bejan, Emilie Highley, Bobbie Johnson, Tim Mulcahy

Motion was made by Kathleen Erdmann to accept this slate of WGBA officers. Second by Steve Sibley. Unanimously approved.

**Neighborhood Report:** No representation from WGNA.

**Open Forum –** No report.

**Associate Member Application:** Emilie Highley, Realtor from Compass has submitted her application.

A motion was made by John Pisacane to accept this application. Second by Kathleen Erdmann.

Unanimously approved.

**New Business:** President Ruiz is bringing back the Strategic Marketing Committee. She will chair the committee and report back on committee members as well as the vision for the WGBA.

Meeting was adjourned at 9:20 a.m.

*Respectively submitted,*

*Emilie Highley, Secretary*

*Willow Glen Business Association*

**Willow Glen Business Association  
Executive Committee Meeting  
26 February 2021**

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

President Ruiz called the meeting to order at 9:10 a.m.

Note: We met at Mariette Chocolate Shop and socially distanced ourselves.

1. Board Training – We discussed the format focusing on Strategic Marketing, Financial, Office Duties/Responsibilities. Kandy will ‘retrieve’ the Power Point Presentation of our last Board Trainings and send to Linda. Kandy will also look into the cost of establishing a WGBA Zoom Account.
2. Strategic Marketing – Linda met with the committee: Norma Ruiz, Cyndy Thomas and Marie Cole from Spin Next Marketing, a new business on Lincoln Avenue. Marie has offered her services in supporting our Strategic Marketing goals. Linda and Kandy are also looking into Main Street Marketing who has a Strategic Business Recovery Plan – there is a \$249 membership to join which the Executive Committee agreed that we should pursue.
3. Consistency of Meetings – Staff will reach out to the Committee Chairs on consistency of meeting date and times so an Annual Calendar can be put together.
4. Damaged sculpture – The sculpture near the front of the Chocolate Shop has the circular top broken off (most probably by vandals). Staff has reached out to the artist – Repair - \$5,680.00. Replace - \$11,000 + tax. Repairing the sculpture may be the better route to take and use some of the Artwork Project Funds (\$13,437.68) that remain on the WGBA Balance Sheet. Kandy to inform the artist that the WGBA is interested in repairing the sculpture.
5. Grants – (a) \$5,000 Grant – all paperwork submitted – we are waiting for the grant monies. (b) Lynn Rogers of SJ Cultural Affairs is working on the \$18,500 grant. More updates as they become available.
6. Staff reported: (a) Councilmember Davis’ Office is ‘pushing’ that the Al Fresco dining initiative remain permanently and the parklets also remain in place. Councilmember Davis is proposing this to City Council indicating that the WGBA is definitely in favor. The only issue could be parking (which is an ongoing issue). (b). City of San Jose is working with Facebook on a project called “Work2Future”. Facebook would host an intern at the WGBA – FB is training young adults on social media and digital marketing – these young adults would be placed at nonprofits and businesses. This program is May-August 2021, 20-25 hours per week. Staff has filled out the application, returned it to the City/FB – we have been accepted to host an intern. (c) The CBID portion of our budget has been completed for the City of San Jose. What Tim and Staff are requesting are Committee budgets.

The meeting was adjourned at 10:20 a.m.

*Respectively submitted,*

*Emilie Highley, Secretary  
Willow Glen Business Association*

**Willow Glen Business Association**  
**Balance Sheet Prev Year Comparison**  
As of February 28, 2021

	Feb 28, 21	Feb 29, 20	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
US Bank Checking	101,112.27	260,517.88	-159,405.61	-61.19%
Wells Fargo Checking	3,747.01	13,434.69	-9,687.68	-72.11%
<b>Total Checking/Savings</b>	<b>104,859.28</b>	<b>273,952.57</b>	<b>-169,093.29</b>	<b>-61.72%</b>
<b>Accounts Receivable</b>				
Accounts Receivable	684.00	2,200.00	-1,516.00	-68.91%
<b>Total Accounts Receivable</b>	<b>684.00</b>	<b>2,200.00</b>	<b>-1,516.00</b>	<b>-68.91%</b>
<b>Other Current Assets</b>				
Service Deposits	500.00	500.00	0.00	0.0%
<b>Total Other Current Assets</b>	<b>500.00</b>	<b>500.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Current Assets</b>	<b>106,043.28</b>	<b>276,652.57</b>	<b>-170,609.29</b>	<b>-61.67%</b>
<b>Fixed Assets</b>				
Eqpmt, Furnit., and Computers	7,310.79	7,310.79	0.00	0.0%
<b>Total Fixed Assets</b>	<b>7,310.79</b>	<b>7,310.79</b>	<b>0.00</b>	<b>0.0%</b>
<b>TOTAL ASSETS</b>	<b>113,354.07</b>	<b>283,963.36</b>	<b>-170,609.29</b>	<b>-60.08%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
Accounts Payable	525.00	0.00	525.00	100.0%
<b>Total Accounts Payable</b>	<b>525.00</b>	<b>0.00</b>	<b>525.00</b>	<b>100.0%</b>
<b>Other Current Liabilities</b>				
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	112.80	0.00	112.80	100.0%
<b>Total Other Current Liabilities</b>	<b>62,870.27</b>	<b>57,631.91</b>	<b>5,238.36</b>	<b>9.09%</b>
<b>Total Current Liabilities</b>	<b>63,395.27</b>	<b>57,631.91</b>	<b>5,763.36</b>	<b>10.0%</b>
<b>Total Liabilities</b>	<b>63,395.27</b>	<b>57,631.91</b>	<b>5,763.36</b>	<b>10.0%</b>
<b>Equity</b>				
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	-80,563.49	117,899.42	-198,462.91	-168.33%
<b>Total Equity</b>	<b>49,958.80</b>	<b>226,331.45</b>	<b>-176,372.65</b>	<b>-77.93%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>113,354.07</b>	<b>283,963.36</b>	<b>-170,609.29</b>	<b>-60.08%</b>

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

	<b>Feb 21</b>	<b>Jul '20 - Feb 21</b>
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
CBID	0.00	106,572.94
Event Revenue	58.58	2,553.26
Member Dues	120.00	120.00
<b>Total Income</b>	<b>178.58</b>	<b>109,246.20</b>
<b>Gross Profit</b>	<b>178.58</b>	<b>109,246.20</b>
<b>Expense</b>		
Advertising and P/R	0.00	369.40
Bank Service Charges	0.91	191.58
City Fees	0.00	2,500.00
Contract Services	11,973.37	104,756.32
Dues and Subscriptions	65.00	620.00
Equipment Rental	668.95	5,200.04
Insurance	2,980.70	6,531.25
Meetings	78.96	155.05
Permits and Fees	0.00	-1,290.00
Personnel	6,618.70	52,184.17
Postage and Delivery	0.00	407.79
Printing and Reproduction	0.00	983.25
Professional Fees	600.00	11,922.45
Rent	250.00	2,000.00
Retail Merchandise Expense	0.00	-2,410.00
Sales Tax Adjustment	0.00	-0.40
Software	99.99	99.99
Supplies	24.62	3,047.54
Telephone and Internet	180.26	1,679.39
Website	264.65	861.87
<b>Total Expense</b>	<b>23,806.11</b>	<b>189,809.69</b>
<b>Net Ordinary Income</b>	<b>-23,627.53</b>	<b>-80,563.49</b>
<b>Net Income</b>	<b>-23,627.53</b>	<b>-80,563.49</b>

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

	Feb 21	Feb 20	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>CBID</b>	0.00	151,535.56	-151,535.56	-100.0%
<b>Event Revenue</b>	58.58	0.00	58.58	100.0%
<b>Member Dues</b>	120.00	120.00	0.00	0.0%
<b>Total Income</b>	178.58	151,655.56	-151,476.98	-99.88%
<b>Gross Profit</b>	178.58	151,655.56	-151,476.98	-99.88%
<b>Expense</b>				
<b>Advertising and P/R</b>	0.00	1,503.63	-1,503.63	-100.0%
<b>Bank Service Charges</b>	0.91	35.00	-34.09	-97.4%
<b>City Fees</b>	0.00	2,500.00	-2,500.00	-100.0%
<b>Contract Services</b>	11,973.37	22,175.48	-10,202.11	-46.01%
<b>Dues and Subscriptions</b>	65.00	95.00	-30.00	-31.58%
<b>Equipment Rental</b>	668.95	688.83	-19.88	-2.89%
<b>Insurance</b>	2,980.70	2,984.57	-3.87	-0.13%
<b>Meetings</b>	78.96	35.95	43.01	119.64%
<b>Personnel</b>	6,618.70	6,637.26	-18.56	-0.28%
<b>Printing and Reproduction</b>	0.00	915.76	-915.76	-100.0%
<b>Professional Fees</b>	600.00	2,411.00	-1,811.00	-75.11%
<b>Rent</b>	250.00	250.00	0.00	0.0%
<b>Software</b>	99.99	99.99	0.00	0.0%
<b>Supplies</b>	24.62	262.87	-238.25	-90.63%
<b>Telephone and Internet</b>	180.26	190.95	-10.69	-5.6%
<b>Website</b>	264.65	264.65	0.00	0.0%
<b>Total Expense</b>	23,806.11	41,050.94	-17,244.83	-42.01%
<b>Net Ordinary Income</b>	-23,627.53	110,604.62	-134,232.15	-121.36%
<b>Net Income</b>	-23,627.53	110,604.62	-134,232.15	-121.36%

**Willow Glen Business Association**  
**Profit & Loss by Class**  
February 2021

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Member Relations	Holidays Promotions/Events	WG Face Masks Promotions/Events	WG Home Tour Books Promotions/Events	Other Promotions/Events	Total Promotions/Events	WGBA Admin	TOTAL
<b>Ordinary Income/Expense</b>												
<b>Income</b>												
Event Revenue	0.00	0.00	0.00	0.00	0.00	21.97	18.30	18.31	0.00	58.58	0.00	58.58
Member Dues	0.00	0.00	0.00	0.00	120.00	0.00	0.00	0.00	0.00	0.00	0.00	120.00
<b>Total Income</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>120.00</b>	<b>21.97</b>	<b>18.30</b>	<b>18.31</b>	<b>0.00</b>	<b>58.58</b>	<b>0.00</b>	<b>178.58</b>
<b>Gross Profit</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>120.00</b>	<b>21.97</b>	<b>18.30</b>	<b>18.31</b>	<b>0.00</b>	<b>58.58</b>	<b>0.00</b>	<b>178.58</b>
<b>Expense</b>												
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.91	0.00	0.91	0.00	0.91
Contract Services	525.00	273.13	10,825.24	11,623.37	0.00	0.00	0.00	0.00	350.00	350.00	0.00	11,973.37
Dues/Subscriptions	65.00	0.00	0.00	65.00	0.00	0.00	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	0.00	0.00	668.95
Insurance	1,801.75	0.00	0.00	1,801.75	0.00	0.00	0.00	0.00	0.00	0.00	1,178.95	2,980.70
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	78.96	78.96
Personnel	1,006.30	116.68	2,158.32	3,281.30	0.00	0.00	0.00	0.00	0.00	0.00	3,337.40	6,618.70
Professional Fees	600.00	0.00	0.00	600.00	0.00	0.00	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	0.00	0.00	250.00
Software	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	99.99	99.99
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24.62	24.62
Telephone/Internet	180.26	0.00	0.00	180.26	0.00	0.00	0.00	0.00	0.00	0.00	0.00	180.26
Website	0.00	264.65	0.00	264.65	0.00	0.00	0.00	0.00	0.00	0.00	0.00	264.65
<b>Total Expense</b>	<b>5,097.26</b>	<b>654.46</b>	<b>12,983.56</b>	<b>18,735.28</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.91</b>	<b>350.00</b>	<b>350.91</b>	<b>4,719.92</b>	<b>23,806.11</b>
<b>Net Ordinary Income</b>	<b>-5,097.26</b>	<b>-654.46</b>	<b>-12,983.56</b>	<b>-18,735.28</b>	<b>120.00</b>	<b>21.97</b>	<b>18.30</b>	<b>17.40</b>	<b>-350.00</b>	<b>-292.33</b>	<b>-4,719.92</b>	<b>-23,627.53</b>
<b>Net Income</b>	<b>-5,097.26</b>	<b>-654.46</b>	<b>-12,983.56</b>	<b>-18,735.28</b>	<b>120.00</b>	<b>21.97</b>	<b>18.30</b>	<b>17.40</b>	<b>-350.00</b>	<b>-292.33</b>	<b>-4,719.92</b>	<b>-23,627.53</b>



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

July 2020 through February 2021

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Spring Wine Walk (Fundraising Events)	Total Fundraising Events	Member Relations
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
<b>CBID</b>	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	0.00
<b>Event Revenue</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Member Dues</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	120.00
<b>Total Income</b>	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	120.00
<b>Gross Profit</b>	23,446.05	5,328.65	11,723.02	66,075.22	106,572.94	0.00	0.00	120.00
<b>Expense</b>								
<b>Advertising and P/R</b>	119.40	0.00	250.00	0.00	369.40	0.00	0.00	0.00
<b>Bank Service Charges</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>City Fees</b>	2,500.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00
<b>Contract Services</b>	4,200.00	0.00	1,548.01	98,146.11	103,894.12	0.00	0.00	0.00
<b>Dues and Subscriptions</b>	555.00	0.00	0.00	0.00	555.00	0.00	0.00	0.00
<b>Equipment Rental</b>	5,200.04	0.00	0.00	0.00	5,200.04	0.00	0.00	0.00
<b>Insurance</b>	4,941.31	0.00	0.00	0.00	4,941.31	0.00	0.00	0.00
<b>Meetings</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Permits and Fees</b>	0.00	0.00	0.00	0.00	0.00	-1,300.00	-1,300.00	0.00
<b>Personnel</b>	7,157.82	0.00	933.44	17,266.56	25,357.82	0.00	0.00	0.00
<b>Postage and Delivery</b>	121.54	0.00	0.00	0.00	121.54	0.00	0.00	0.00
<b>Printing and Reproduction</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Professional Fees</b>	10,472.45	0.00	500.00	0.00	10,972.45	0.00	0.00	0.00
<b>Rent</b>	2,000.00	0.00	0.00	0.00	2,000.00	0.00	0.00	0.00
<b>Retail Merchandise</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Sales Tax Adjustment</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Software</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Supplies</b>	0.00	0.00	174.14	0.00	174.14	0.00	0.00	0.00
<b>Telephone and Internet</b>	1,284.21	0.00	0.00	0.00	1,284.21	0.00	0.00	0.00
<b>Website</b>	0.00	0.00	861.87	0.00	861.87	0.00	0.00	0.00
<b>Total Expense</b>	38,551.77	0.00	4,267.46	115,412.67	158,231.90	-1,300.00	-1,300.00	0.00
<b>Net Ordinary Income</b>	-15,105.72	5,328.65	7,455.56	-49,337.45	-51,658.96	1,300.00	1,300.00	120.00
<b>Net Income</b>	-15,105.72	5,328.65	7,455.56	-49,337.45	-51,658.96	1,300.00	1,300.00	120.00

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

July 2020 through February 2021

	Halloween	Holidays	WB Face Masks	WG Home Tour Books	Other	Total	WGBA	TOTAL
	Promotions & Events	Promotions & Events	Promotions & Events	Promotions & Events	Promotions & Events	Promotions & Events	Admin	
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
<b>CBID</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	106,572.94
<b>Event Revenue</b>	0.00	1,207.75	503.40	842.11	0.00	2,553.26	0.00	2,553.26
<b>Member Dues</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	120.00
<b>Total Income</b>	0.00	1,207.75	503.40	842.11	0.00	2,553.26	0.00	109,246.20
<b>Gross Profit</b>	0.00	1,207.75	503.40	842.11	0.00	2,553.26	0.00	109,246.20
<b>Expense</b>								
<b>Advertising and P/R</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	369.40
<b>Bank Service Charges</b>	0.00	0.00	5.54	7.28	0.00	12.82	178.76	191.58
<b>City Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
<b>Contract Services</b>	0.00	512.20	0.00	0.00	350.00	862.20	0.00	104,756.32
<b>Dues and Subscriptions</b>	0.00	0.00	0.00	0.00	0.00	0.00	65.00	620.00
<b>Equipment Rental</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,200.04
<b>Insurance</b>	0.00	0.00	0.00	0.00	0.00	0.00	1,589.94	6,531.25
<b>Meetings</b>	0.00	0.00	0.00	0.00	0.00	0.00	155.05	155.05
<b>Permits and Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	10.00	-1,290.00
<b>Personnel</b>	0.00	0.00	0.00	0.00	0.00	0.00	26,826.35	52,184.17
<b>Postage and Delivery</b>	0.00	0.00	0.00	0.00	0.00	0.00	286.25	407.79
<b>Printing and Reproduction</b>	0.00	0.00	0.00	0.00	983.25	983.25	0.00	983.25
<b>Professional Fees</b>	0.00	550.00	0.00	0.00	400.00	950.00	0.00	11,922.45
<b>Rent</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
<b>Retail Merchandise</b>	0.00	-3,225.00	-385.00	1,200.00	0.00	-2,410.00	0.00	-2,410.00
<b>Sales Tax Adjustment</b>	0.00	0.00	0.00	0.00	0.00	0.00	-0.40	-0.40
<b>Software</b>	0.00	0.00	0.00	0.00	0.00	0.00	99.99	99.99
<b>Supplies</b>	125.79	213.45	0.00	0.00	0.00	339.24	2,534.16	3,047.54
<b>Telephone and Internet</b>	0.00	0.00	0.00	0.00	0.00	0.00	395.18	1,679.39
<b>Website</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	861.87
<b>Total Expense</b>	125.79	-1,949.35	-379.46	1,207.28	1,733.25	737.51	32,140.28	189,809.69
<b>Net Ordinary Income</b>	-125.79	3,157.10	882.86	-365.17	-1,733.25	1,815.75	-32,140.28	-80,563.49
<b>Net Income</b>	-125.79	3,157.10	882.86	-365.17	-1,733.25	1,815.75	-32,140.28	-80,563.49