



Willow Glen Business Association
Board of Directors & General Membership Meeting
Agenda for Tuesday, March 14th, 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
Annual Board Training	I	President, Tim Mulcahy Vice President, Emilie Highley Guest Speaker, John Pisacane, WGBA Parliamentarian	8:05 am – 8:30 am	
Approval of minutes	A	Approval of February Minutes	8:30 am	Review and approval of, February 14th, 2023, minutes
Executive Committee Report	A	Executive Committee Update – Tim Mulcahy	8:35 am	Review and approval of February 24th, 2023, minutes
Treasurer's Report	A	Treasurer, Barbara Hartman – February Financial Report	8:40 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	Member Relations Committee WGBA Staff	8:50 am – 9:15 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 Spring Wine Walk 4/15 Beer Walk 6/10 Willow Glen Passport 7/15-31		
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 referrals to Staff. The Board may place the item on an agenda for a future meeting.	9:15 am – 9:20 am	
Assoc Member Applications	A	None	9:20am	
Meeting Adjournment	G	Tim Mulcahy	9:2 am	

The next WGBA Board meeting will be Tuesday, April 11th, 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
Board of Directors & General Membership Meeting
14 February 2023**

In Attendance: Jim Carpeneti, Kathleen Erdmann, Marcus Estrada, Barbara Hartman, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Nate Perez, Sara Rivas, Jamie Sizelove, Brian Yi
Staff: Kandy Stevens

Board Members Not Present: Steve Sibley

Guests: (1) Alvaro Celaya and Justin Imamura, City of San Jose Parks & Recreation (2) Chris Dickie, Universal Site Services, Inc. (3) Lynne Rovai, Goosetown

President Mulcahy called the meeting to order at 8:05.

First order of business:

- (a) **Nomination/Election of Officers:** President Tim Mulcahy, Vice President Emilie Highley, Secretary Emilie Highley (acting), Treasurer Barbara Hartman. Motion by Emilie Highley to approve the Board, second by Barbara Hartman. Unanimously approved.
- (b) **Welcome Bobbie Johnson and Brian Yi to the WGBA Board of Directors**
- (c) **Appointment of Nate Perez, Steve Sibley and Jim Carpeneti as Community Members.** Motion was made by Emilie Highley to approve the appointment of the Community Members, second by Barbara Hartman. Unanimously approved.

The Board reviewed the minutes from the January Board Meeting. A motion was made to approve with one correction, Sara Rivas was in attendance for the January meeting. Motion by Emilie Highley to approve, second by Brian Yi. Unanimously approved.

President Mulcahy reviewed the Executive Meeting minutes. Marie from Spin Nest will assist with website work and Robert Hernandez will assist with social media. Motion was made by Jamie Sizelove to approve, second by Barbara Hartman. Unanimously approved.

Treasurers Report: Barbara Hartman walked us through the new format of the report. It was noted that Eventbrite does owe the WGBA \$35,000 from the Holiday Cable Car rides. A motion was made by Kathleen Erdmann to approve, second by Emilie Highley. Unanimously approved. (Note: A complete Treasurers Report is attached to these minutes for review).

Member Relations: Kandy Stevens reported. (a) Steve Sibley sent an official letter to Eventbrite and PayPal regarding monies that are owed the WGBA (Holiday Cable Car rides). A police report has been filed and the FBI is now involved. (b) Parklets – 6 businesses want to make them permanent. The City will 'bill' the WGBA for rental, business owners will reimburse the WGBA. Removal of the parklets extended to 5/1/2023. (c) Spring Wine Walk – 14 wineries have signed up so far, volunteers are also signing up. (d) WGBA Board of Directors roster has been updated and received by all Board members.

CBID: Nate Perez reported that there was a 'Kick Off' call on 2/13/2023 discussing the renewal process, boundaries, documentation process, marketing, and public relations. The WGBA has a good relationship with the City of San Jose. Nate commented that the relationship between the WGBA and Kristin Lowe & Nancy Hormann is solid. Their strategy is very impressive. Renewal of the CBID requires a minimum of

50% of the property owners in agreement. Timeline is in place. Target is Spring 2024. The City was paid \$32,000 upfront for their assistance.

Our Avenue: Kathleen Erdmann reported that the contract with Universal Site Services has been renewed. Kathleen introduced Chris Dickie, Executive Direction of Universal Site Services who outlined more of the services that will be provided: (a) A map showing the 6 sections of the Avenue that will receive pressure washing twice a year was passed around.

(b) Spot washing monthly – edges of the buildings to the sidewalk (c) Planter landscaping (planter 'adoptions' has been a great success (d) Blowers will continue in the same areas – *NO* blowing before 7:00 a.m.

P&E: Lynne and Emilie reported: (a) Ladies Night Out was successful – merchants were happy. (b) Reorder of 500 additional 2022 ornaments are expected in April. LaVilla has purchased 250, the remaining 250 will be sold by the businesses (c) Design of the 2023 (final) Christmas ornament is process (d) 2023 Event Calendar firmed up – new additions: Beer Walk and Willow Glen Passport. (e) Spring Wine Walk – Just around the corner! 14 wineries have signed up as well as several volunteers. Tickets will be purchased through Square (Robert Hernandez is working on this).

Open Forum: Alvaro Celaya and Justin Imamura, City of San Jose Parks & Recreation introduced themselves and spoke about Viva Calle which will take place on 4/23. WG will be a main hub – 6 miles of the City streets. . . Downtown SJ – Rose Garden – Willow Glen will be closed from 10:00-3:00. Those attending will be able to walk, bike, skateboard! The City is planning for 300,000 attendees!

Association Member Applications: 2 applications received – Gal in the Glen (florist) and San Jose Lawn Bowling Club. A motion was made by Emilie Highley to approve, second by Kathleen Erdmann. Unanimously approved.

Meeting was adjourned at 9:06 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary
Willow Glen Business Association

**Willow Glen Business Association
Executive Board Meeting
24 February 2023**

Board Members Present: Tim Mulcahy, Kathleen Erdmann, Emilie Highley
Staff: Kandy Stevens

Not in Attendance: Barbara Hartman

The February meeting was called to order at 9:10 by President Mulcahy

1. **CBID Update** – Conference call took place with Tim Mulcahy, Nate Perez, Kathleen Erdmann, Kristin Lowe and Nancy Hormann. Nate explained the demographics of the CBID. A letter will be going out to the property owners. Overall, progress is being made.
2. **Board Training** – Scheduled for March 14th (either before or directly after our March Board Meeting). Dr. John Pisacane (our Parliamentarian) will be asked to speak. Staff will be updating the power point presentation.
3. **WGBA Applicants for Temp/Parttime position.** Currently there are 3 applicants that we plan to interview.
4. **Staff**
 - (a) Kandy reported that Marie from Spin Nest is updating the website. Robert Hernandez is assisting with the upcoming Wine Walk – tickets will be purchased using Square.
 - (b) **Eventbrite Update:** The WGBA has been locked out of our Eventbrite account. Eventbrite is holding the \$35,000 owed to us. It appears that our general WGBA email was hacked so messages sent from Eventbrite were never received. Frank Bejan will be changing all passwords. Steve Sibley and Kandy Stevens will continue to update us on progress and the return of the \$35,000.
 - (c) **WG Elementary 5K Run/Walk Sponsorship** – The WGBA will sponsor \$1000 (as we did for the last 5K)
 - (d) **WFB Transfer** – Current Debit Card balance is \$2800. Executive Board approved transfer of \$3000 – Debit card balance is maintained at about \$5000.
5. **Open Discussion:**
 - (a) Universal continues to give us updates – heavy duty washing is now being done.
 - (b) Parklets – 3rd party from the City is billing the WGBA – the WGBA is collecting payments from the 6 business owners participating. Applications are due 3/1 to the City.

Meeting was adjourned at 10:11 a.m.

Respectively submitted,

Emilie Highley, Acting Secretary
Willow Glen Business Association

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of February 28, 2023

	Feb 28, 23	Feb 28, 22	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	0.00	129,250.60	-129,250.60	-100.0%
Wells Fargo Checking-debit acct	1,545.60	1,896.33	-350.73	-18.5%
WF Checking -4504	92,162.40	0.00	92,162.40	100.0%
Total Checking/Savings	93,708.00	131,146.93	-37,438.93	-28.55%
Accounts Receivable				
Accounts Receivable	39,475.00	2,400.00	37,075.00	1,544.79%
Total Accounts Receivable	39,475.00	2,400.00	37,075.00	1,544.79%
Other Current Assets				
Loan to related entity	1,000.00	0.00	1,000.00	100.0%
Pre-Paid Rent	500.00	250.00	250.00	100.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	2,000.00	750.00	1,250.00	166.67%
Total Current Assets	135,183.00	134,296.93	886.07	0.66%
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	142,493.79	141,607.72	886.07	0.63%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	0.00	799.19	-799.19	-100.0%
Total Accounts Payable	0.00	799.19	-799.19	-100.0%
Other Current Liabilities				
ARTWORKS Project	6,546.18	6,546.18	0.00	0.0%
CBID Contingency Reserve	28,740.89	54,727.12	-25,986.23	-47.48%
Sales Tax Payable	17.42	0.06	17.36	28,933.33%
Total Other Current Liabilities	35,304.49	61,273.36	-25,968.87	-42.38%
Total Current Liabilities	35,304.49	62,072.55	-26,768.06	-43.12%
Total Liabilities	35,304.49	62,072.55	-26,768.06	-43.12%
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	-83,455.02	-39,617.29	-43,837.73	-110.65%
Total Equity	107,189.30	79,535.17	27,654.13	34.77%
TOTAL LIABILITIES & EQUITY	142,493.79	141,607.72	886.07	0.63%

Willow Glen Business Association
Profit & Loss YTD Comparison
February 2023

	Feb 23	Jul '22 - Feb 23
Ordinary Income/Expense		
Income		
CBID	0.00	105,117.97
Event Revenue	35,055.00	198,574.36
Interest Income	8.00	34.54
Member Dues	300.00	1,020.00
Miscellaneous Income	0.00	18.81
Sponsorships	0.00	5,200.00
Total Income	<u>35,363.00</u>	<u>309,965.68</u>
Gross Profit	35,363.00	309,965.68
Expense		
Advertising and P/R	0.00	2,583.46
Bank Service Charges	0.00	6,247.45
City Fees	0.00	2,500.00
Contract Services	13,233.83	190,376.01
Dues and Subscriptions	55.00	535.78
Equipment Rental	1,597.07	31,854.10
Equipment/Furnishings	666.29	666.29
Insurance	4,919.18	7,813.23
Meetings	32.40	1,766.20
Miscellaneous	-3,260.00	0.00
Permits and Fees	0.00	8,256.07
Personnel	4,218.78	50,749.45
Postage and Delivery	8.13	534.13
Professional Fees	750.00	15,311.00
Rent	250.00	2,000.00
Retail Merchandise Expense	0.00	18,251.00
Sales Tax Adjustment	0.00	0.26
Software	99.99	99.99
Supplies	-709.43	50,282.49
Telephone and Internet	318.84	1,679.04
Website	1,390.00	1,914.75
Total Expense	<u>23,570.08</u>	<u>393,420.70</u>
Net Ordinary Income	11,792.92	-83,455.02
Other Income/Expense		
Other Income		
Other Income	0.00	0.00
Total Other Income	<u>0.00</u>	<u>0.00</u>
Net Other Income	0.00	0.00
Net Income	<u><u>11,792.92</u></u>	<u><u>-83,455.02</u></u>

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

	Feb 23	Feb 22	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	35,055.00	0.00	35,055.00	100.0%
Interest Income	8.00	0.00	8.00	100.0%
Member Dues	300.00	0.00	300.00	100.0%
Sponsorships	0.00	3,000.00	-3,000.00	-100.0%
Total Income	35,363.00	3,000.00	32,363.00	1,078.77%
Gross Profit	35,363.00	3,000.00	32,363.00	1,078.77%
Expense				
Bank Service Charges	0.00	-308.05	308.05	100.0%
Contract Services	13,233.83	14,702.42	-1,468.59	-9.99%
Dues and Subscriptions	55.00	65.00	-10.00	-15.39%
Equipment Rental	1,597.07	1,822.59	-225.52	-12.37%
Equipment/Furnishings	666.29	0.00	666.29	100.0%
Insurance	4,919.18	1,219.96	3,699.22	303.23%
Meetings	32.40	43.44	-11.04	-25.41%
Miscellaneous	-3,260.00	0.00	-3,260.00	-100.0%
Permits and Fees	0.00	20.00	-20.00	-100.0%
Personnel	4,218.78	7,063.78	-2,845.00	-40.28%
Postage and Delivery	8.13	0.00	8.13	100.0%
Professional Fees	750.00	825.00	-75.00	-9.09%
Rent	250.00	250.00	0.00	0.0%
Retail Merchandise Expense	0.00	700.00	-700.00	-100.0%
Software	99.99	99.99	0.00	0.0%
Supplies	-709.43	550.72	-1,260.15	-228.82%
Telephone and Internet	318.84	269.36	49.48	18.37%
Website	1,390.00	0.00	1,390.00	100.0%
Total Expense	23,570.08	27,324.21	-3,754.13	-13.74%
Net Ordinary Income	11,792.92	-24,324.21	36,117.13	148.48%
Net Income	11,792.92	-24,324.21	36,117.13	148.48%

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

February 2023

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	Spring Wine Walk Fundraising Events	Total Fundraising Events	Member Relations	Ladies Day Out Promotions & Events	Total Promotions & Events	WGBA Admin	TOTAL
Ordinary Income/Expense												
Income												
Event Revenue	0.00	0.00	0.00	0.00	0.00	55.00	55.00	0.00	0.00	0.00	35,000.00	35,055.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.00	8.00
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	300.00	0.00	0.00	0.00	300.00
Total Income	0.00	0.00	0.00	0.00	0.00	55.00	55.00	300.00	0.00	0.00	35,008.00	35,363.00
Gross Profit	0.00	0.00	0.00	0.00	0.00	55.00	55.00	300.00	0.00	0.00	35,008.00	35,363.00
Expense												
Contract Services	525.00	0.00	12,708.83	0.00	13,233.83	0.00	0.00	0.00	0.00	0.00	0.00	13,233.83
Dues/Subscriptions	55.00	0.00	0.00	0.00	55.00	0.00	0.00	0.00	0.00	0.00	0.00	55.00
Equipment Rental	0.00	0.00	0.00	444.05	444.05	1,153.02	1,153.02	0.00	0.00	0.00	0.00	1,597.07
Equipment/Furnishings	666.29	0.00	0.00	0.00	666.29	0.00	0.00	0.00	0.00	0.00	0.00	666.29
Insurance	323.75	0.00	0.00	0.00	323.75	0.00	0.00	0.00	0.00	0.00	4,595.43	4,919.18
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.40	32.40
Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-3,260.00	-3,260.00
Personnel	1,754.20	360.00	1,620.00	0.00	3,734.20	0.00	0.00	0.00	0.00	0.00	484.58	4,218.78
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8.13	8.13
Professional Fees	750.00	0.00	0.00	0.00	750.00	0.00	0.00	0.00	0.00	0.00	0.00	750.00
Rent	250.00	0.00	0.00	0.00	250.00	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	350.00	350.00	-1,059.43	-709.43
Telephone/Internet	318.84	0.00	0.00	0.00	318.84	0.00	0.00	0.00	0.00	0.00	0.00	318.84
Website	300.00	1,090.00	0.00	0.00	1,390.00	0.00	0.00	0.00	0.00	0.00	0.00	1,390.00
Total Expense	4,943.08	1,450.00	14,328.83	444.05	21,165.96	1,153.02	1,153.02	0.00	350.00	350.00	901.10	23,570.08
Net Ordinary Income	-4,943.08	-1,450.00	-14,328.83	-444.05	-21,165.96	-1,098.02	-1,098.02	300.00	-350.00	-350.00	34,106.90	11,792.92
Net Income	-4,943.08	-1,450.00	-14,328.83	-444.05	-21,165.96	-1,098.02	-1,098.02	300.00	-350.00	-350.00	34,106.90	11,792.92

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

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	CBID - Other (CBID)	Total CBID	BBQ in the Glen Fundraising Events	Bubbly Walk Fundraising Events	Fall Wine Walk Fundraising Events	Light Up the Avenue Fundraising Events	PlanterAdoption Fundraising Events	Spring Wine Walk Fundraising Events	Total Fundraising Events	Member Relations
Ordinary Income/Expense														
Income														
CBID	26,279.49	2,102.36	11,562.98	65,173.14	0.00	105,117.97	0.00	0.00	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	43,735.52	33,798.96	0.00	0.00	55.00	120,754.05	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	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	0.00	1,020.00
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	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	5,200.00	0.00
Total Income	26,279.49	2,102.36	11,562.98	65,173.14	0.00	105,117.97	48,164.57	43,935.52	33,798.96	0.00	0.00	55.00	125,954.05	1,020.00
Gross Profit	26,279.49	2,102.36	11,562.98	65,173.14	0.00	105,117.97	48,164.57	43,935.52	33,798.96	0.00	0.00	55.00	125,954.05	1,020.00
Expense														
Advertising and P/R	0.00	0.00	2,011.94	0.00	0.00	2,011.94	0.00	69.86	1.66	0.00	0.00	0.00	71.52	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	1,181.86	2,742.57	2,142.68	0.00	0.00	0.00	6,067.11	0.00
City Fees	2,500.00	0.00	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
Contract Services	4,200.00	0.00	625.00	130,096.48	0.00	134,921.48	16,853.33	1,917.60	2,651.56	0.00	220.00	0.00	21,642.49	0.00
Dues/Subscriptions	340.00	0.00	0.00	0.00	0.00	340.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	4,188.39	0.00	0.00	0.00	444.05	4,632.44	22,435.64	1,564.06	1,491.11	0.00	0.00	1,153.02	26,643.83	0.00
Equipment/Furnishings	666.29	0.00	0.00	0.00	0.00	666.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Insurance	2,448.32	0.00	0.00	0.00	0.00	2,448.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Meetings	795.67	0.00	0.00	0.00	0.00	795.67	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	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	4,966.75	1,619.66	1,669.66	0.00	0.00	0.00	8,256.07	0.00
Personnel	21,345.82	0.00	4,497.64	20,239.31	0.00	46,082.77	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Postage and Delivery	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	0.00
Professional Fees	8,100.00	0.00	0.00	0.00	0.00	8,100.00	1,700.00	500.00	500.00	300.00	0.00	250.00	3,250.00	0.00
Rent	2,000.00	0.00	0.00	0.00	0.00	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Retail Merchandise	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	0.00
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	0.00
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	0.00	0.00
Supplies	325.56	0.00	0.00	0.00	0.00	325.56	17,486.61	16,621.45	12,456.19	0.00	0.00	0.00	46,564.25	0.00
Telephone/ Internet	1,679.04	0.00	0.00	0.00	0.00	1,679.04	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	581.00	0.00	1,333.75	0.00	0.00	1,914.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	49,170.09	0.00	8,468.33	150,335.79	444.05	208,418.26	64,624.19	25,035.20	20,912.86	300.00	220.00	1,403.02	112,495.27	0.00
Net Ordinary Income	-22,890.60	2,102.36	3,094.65	-85,162.65	-444.05	-103,300.29	-16,459.62	18,900.32	12,886.10	-300.00	-220.00	-1,348.02	13,458.78	1,020.00
Other Income/Expense														
Other Income														
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	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	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	0.00	0.00
Net Income	-22,890.60	2,102.36	3,094.65	-85,162.65	-444.05	-103,300.29	-16,459.62	18,900.32	12,886.10	-300.00	-220.00	-1,348.02	13,458.78	1,020.00

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

	Halloween	Holidays	Ladies Day Out	Restaurant Week	Spring LNO	Summer LNO	WG Home Books	Other	Total	Startegic	WGBA	TOTAL
	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Promotions & Events	Marketing	Admin	
Ordinary Income/Expense												
Income												
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	105,117.97
Event Revenue	0.00	42,728.89	0.00	0.00	0.00	0.00	91.42	0.00	42,820.31	0.00	35,000.00	198,574.36
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34.54	34.54
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,020.00
Miscellaneous Income	0.00	0.00	0.00	0.00	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	0.00	0.00	0.00	0.00	5,200.00
Total Income	0.00	42,728.89	0.00	0.00	0.00	0.00	91.42	0.00	42,820.31	0.00	35,053.35	309,965.68
Gross Profit	0.00	42,728.89	0.00	0.00	0.00	0.00	91.42	0.00	42,820.31	0.00	35,053.35	309,965.68
Expense												
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00	0.00	2,583.46
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	180.34	6,247.45
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	805.00	33,007.04	0.00	0.00	0.00	0.00	0.00	0.00	33,812.04	0.00	0.00	190,376.01
Dues/Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	195.78	535.78
Equipment Rental	0.00	577.83	0.00	0.00	0.00	0.00	0.00	0.00	577.83	0.00	0.00	31,854.10
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	666.29
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,364.91	7,813.23
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	970.53	1,766.20
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	0.00	0.00	0.00	0.00	4,666.68	50,749.45
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	534.13	534.13
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	75.00	675.00	0.00	225.00	500.00	225.00	0.00	0.00	1,700.00	150.00	2,111.00	15,311.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
Retail Merchandise	0.00	18,251.00	0.00	0.00	0.00	0.00	0.00	0.00	18,251.00	0.00	0.00	18,251.00
Sales Tax Adjustment	0.00	0.26	0.00	0.00	0.00	0.00	0.00	0.00	0.26	0.00	0.00	0.26
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	1,264.21	1,416.89	350.00	0.00	0.00	261.41	0.00	464.67	3,757.18	0.00	-364.50	50,282.49
Telephone/ Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,679.04
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,914.75
Total Expense	2,144.21	53,928.02	350.00	225.00	500.00	486.41	0.00	464.67	58,098.31	650.00	13,758.86	393,420.70
Net Ordinary Income	-2,144.21	-11,199.13	-350.00	-225.00	-500.00	-486.41	91.42	-464.67	-15,278.00	-650.00	21,294.49	-83,455.02
Other Income/Expense												
Other Income												
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	-2,144.21	-11,199.13	-350.00	-225.00	-500.00	-486.41	91.42	-464.67	-15,278.00	-650.00	21,294.49	-83,455.02