



Willow Glen Business Association
Board of Directors & General Membership Meeting
 Agenda for Tuesday, April 9th, 2019 • 8:00 am – 10:00 am
Willow Glen Community & Senior Center
 2175 Lincoln Ave.

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

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	Robert Hernandez, President	8:00 am	Welcome
Approval of minutes	A	Approval of March Minutes	8:00 am	Review and approval of March 12th, 2019 minutes
Executive Committee Rpt	I	Executive Committee Update - Robert Hernandez Crime Prevention Meeting 2019 Committee Update	8:05 am	Review and approval of, March 29 th , 2019 minutes
Treasurer's Report	A	Treasurer-Tim Mulcahy – March Financial Rpt	8:10 am	Board approval Accept Report
Committees to provide an update to board and membership on their projects.	I	Member Relations Committee WGBA Staff	8:10 am – 8:55 am	Updates
	I	CBID Committee Chair: Tim Mulcahy		
	I	Our Avenue Committee Chair: Vince Falcone Committee Update		
	I	Promotions & Events Committee Chair: Lynne Rovai Committee Update Spring Wine Walk, 4/13 DOTA – New Event Ladies' Night Out, 7/18 Christmas Ornament Farmer's Market Committee Chair: Lisa O'Hara Committee Update BBQ in the Glen Committee Chair: Robert Hernandez Committee Update, 9/28		
Neighborhood Report	I	Willow Glen Neighborhood Association Update "San Jose Clean Energy Service Launch"	8:55 am – 9:00 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.	9:00am - 9:30am	
Assoc Member Applications	A	"No Time to Waste" Nonprofit Brad Cox, Architect, Inc.		
Meeting Adjournment	G	Robert Hernandez	9:30 am	

The next WGBA Board meeting will be Tuesday, May 14th, 2019 8:00 am
WG Community Center, 2175 Lincoln Ave.

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 Meeting
Tuesday, March 12th, 2019 ~ 8:00 a.m.
Willow Glen Community & Senior Center, 2175 Lincoln Avenue, SJ 95125

Attendees: Frank Bejan, Vince Falcone, Robert Hernandez, Emilie Highley, Bill McAfee, Tim Mulcahy, Lisa O'Hara, Nate Perez, John Pisacane, Sara Rivas, Matthew Rodriguez, Lynne Rovai, Steve Sibley, Jamie Sizelove - Staff – Stephanie Whaley & Kandy Stevens

Meeting was called to order 8:10 a.m. by Board President Robert Hernandez

Approval of Minutes: Motion was made Lynne Rovai to approve the February Board Minutes, Second by Jamie Sizelove. Unanimously approved.

Executive Committee Minutes – February Minutes were reviewed by President Hernandez.

Acceptance of February Minutes – Vince Falcone. Second by Bill McAfee. Unanimously approved.

Executive Committee Update – (a) President Hernandez introduced Nate Perez as a new Board Member. (b) Robert spoke briefly about the CBID – its importance and forming a committee to oversee it's timeline. (c) Tim Mulcahy spoke about expansion of the CBID – to be discussed later. (d) Robert commented on the importance of all Board members participating on a committee. (e) Josh Hanoka will be dedicated to the WGBA in April.

Treasurer's Report – Tim Mulcahy reported (a) Cash on hand as of March 1st is \$81,700 – over \$10,000 more than the same period last year. (b) We have no accounts payable this year compared to almost \$22,000 last year. (c) P&L Comparison 2018 vrs. 2019 – a bit of income in February – both years. WGBA expenses were \$21,000 with the Universal contract. In 2018 close to \$20,000 was written off in bad debt + \$19,000 in additional contracted work – 2019 expenses were \$36,000 less than incurred in 2018. (d) P&L for February 2019 – February shows a loss of \$18,549 because there were no income producing events. Year to date, we show net income for the year at \$5,600. (e) Tim commented that Jordan will have the Beer Walk, with or without our participation. Motion was made by Jamie Sizelove to approve the March Treasurer's Report. Second by Bill McAfee. Unanimously approved.

Member Relations – Information on the By Law change and Budget updates to be added to each of our binders.

Our Avenue – The committee reported (a) A spreadsheet on status of the Avenue lights has been submitted to our Councilmembers office. (b) March 29th meeting with Universal Site Services has been scheduled to put together a proposal that the Board will vote on in April. (c) Damaged sculpture by Manley's – Former Councilmember Oliverio will pay for repair out of his campaign funds. (d) \$13,000 still sitting on our books – Vince Falcone will contact Lynn Rogers from the City of San Jose on resolution of how these funds are to be used.

Strategic Marketing - Robert reported: (a) The website is up and running. (b) Categorizing of our businesses – work in progress. (c) Still need to 'clean up' Associate Member dues. Once cleaned up, this will show an increase in revenue for the WGBA.

Promotions & Events – Lynne reported: (a) Spring Wine Walk – 26 businesses have signed up. Volunteers are needed for the event. (b) 2019 Christmas Ornament mock up is one of Fire Station #6 – fine-tuning the design. (c) Need to book Cable Car by April. Santa will be Roland Vierra again this year. (d) WG Elementary has approached the WGBA for a sponsorship for their 5K – suggestion is to sponsor \$500 as we have in the past. Motion made by John Pisacane. Second by Matthew Rodriguez. Unanimously approved. (e) WG Elementary PTA is looking to partner with the WGBA for a Date Night. Date and time to be set – more information next month.

Farmer's Market – Lisa indicated that she does not have an update at this time until she again speaks with the principle.

BBQ in the Glen – Robert reported that a couple of sponsors have been secured for this September 28th event.

WGNA – No member present, no report.

Open Forum – (a) Serena Desai, Councilwoman Dev Davis' office was present and spoke about the "Grand Liter Pick Up" scheduled for April 13th. (b) Arrun Matthews & Eliza Yu from Ford Go Bike discussed the bike share program. Discussion ensued on where to take parking space from to create bike doc stations. (c) Paul Middione, The Property Network – new property owner next to Vin Santo.

Associate Member Applications – Shop with Cop Foundation (Darrell Cortez) submitted an application. Motion made by Emilie Highley to accept the application. Second by Lynne Rovai. Unanimously approved.

New Business – (a) Staff indicated that a Crime Prevent Seminar has been schedule for March 26th, 5:30 at the Garden Theatre. (b) Some discussed ensued on the Tent City.

Meeting adjournment – 9:22 a.m.

Respectively submitted,

Emilie Highley, Secretary
Willow Glen Business Association

**Willow Glen Business Association
Executive Committee Meeting
29 March 2019**

**In attendance: Frank Bejan, Emilie Highley, Robert Hernandez, Bobbie Johnson, Tim Mulcahy,
Emilie Highley – Staff: Kandy Stevens**

Meeting was called to order by President Hernandez at 8:35 a.m.

- 1. Crime Prevention – Low business participation for the Crime Prevention Seminar held on 3/26. This is a HOT TOPIC. Robert has created a Google Form to indicate burglaries and collect data from the businesses. Per the Police Lieutenant that addressed us on the 26th, the SJ Police Burglary Unit has been reinstated.**
- 2. Committees: (a) CBID is a new committee. Steve Sibley is being added to this committee along with Nate Perez. It will be headed up by Tim Mulcahy. Tim indicated that the 2018-2019 Financials will need to be submitted – Robert will contact Valerie Merklin to ask for assistance. (b) P&E – Emilie Highley and Josh Hanoka to be added. (c) Our Avenue – Frank Bejan will be added. (d). Lisa O’Hara is chairing the Farmer’s Market Committee and is targeting June 8th as a ‘lock in’ date to bring the Farmer’s Market back to the WG Elementary School.**
- 3. Robert indicated that the new computer has been purchased. The budget was \$750.00, \$748.11 was spent.**
- 4. Salary increases for staff will be reflected in the 3/29 checks.**
- 5. Kandy was contacted by the Thrift Box and was given a old 1949 newspaper they had for us to frame and put in the office. Robert to write a thank you.**
- 6. Wine Walk – (a) Volunteers needed (b) 156 tickets sold to date. . . Need to ‘push’ this event on social media, website, etc. . .**
- 7. HOT TOPIC. . . our copier. Thanks to Frank Bejan, he found that we have been paying roughly \$595.00 per month for a lease (which is ridiculous). Kandy & Robert are to explore a lease vrs. Buy and report back.**
- 8. Grants – (a) A City Grant for roughly \$5,000.00 was received in 2018 and applied toward the BBQ in the Glen (b) Need to research the SJ City Grant for overtime paid to SJ Police. . . (as of 4/3/2019 - Good news, we received the \$5,381 check from the City of San Jose for overtime paid to SJPd during the DOTA event)**

Meeting was adjourned at 9:30 a.m.

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

**Willow Glen Business Association
Profit & Loss YTD Comparison
March 2019**

	<u>Mar 19</u>	<u>Jul '18 - Mar 19</u>
Ordinary Income/Expense		
Income		
CBID	0.00	100,367.93
Event Revenue	50.00	82,017.46
Eventbrite Ticket Sales	0.00	80,564.35
Grants	5,381.42	15,226.42
In-Kind Income	80.00	80.00
Interest Income	0.00	0.29
Member Dues	300.00	2,530.00
Retail Merchandise Income	0.00	30.00
Sponsorships	0.00	12,400.00
Total Income	<u>5,811.42</u>	<u>293,216.45</u>
Gross Profit	5,811.42	293,216.45
Expense		
Advertising and P/R	700.00	2,192.85
Bank Service Charges	0.00	451.51
City Fees	0.00	2,500.00
Contract Services	18,970.42	138,237.99
County Fees	675.00	675.00
Dues and Subscriptions	95.00	855.00
Equipment Rental	0.00	36,990.21
Equipment/Furnishings	0.00	159.64
In-Kind Expense	80.00	80.00
Insurance	679.45	7,198.13
Meetings	16.95	418.41
Permits and Fees	230.00	6,855.81
Personnel	6,001.59	44,867.53
Postage and Delivery	0.00	393.02
Printing and Reproduction	179.25	1,062.13
Professional Fees	200.00	7,611.00
Rent	250.00	2,500.00
Retail Merchandise Expense	0.00	-4,160.00
Sales Tax Adjustment	0.00	-23.71
Software	0.00	54.99
Supplies	1,307.10	60,406.79
Telephone and Internet	196.49	1,499.95
Website	115.24	1,005.01
Total Expense	<u>29,696.49</u>	<u>311,831.26</u>
Net Ordinary Income	<u>-23,885.07</u>	<u>-18,614.81</u>
Net Income	<u><u>-23,885.07</u></u>	<u><u>-18,614.81</u></u>

Willow Glen Business Association
Balance Sheet Prev Year Comparison
As of March 31, 2019

	Mar 31, 19	Mar 31, 18	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	57,596.67	27,125.93	30,470.74	112.33%
Wells Fargo Checking	1,002.40	3,881.18	-2,878.78	-74.17%
Total Checking/Savings	58,599.07	31,007.11	27,591.96	88.99%
Accounts Receivable				
Accounts Receivable	7,296.65	0.00	7,296.65	100.0%
Total Accounts Receivable	7,296.65	0.00	7,296.65	100.0%
Other Current Assets				
Pre-Paid Rent	250.00	500.00	-250.00	-50.0%
Refundable Deposits	1,000.00	1,000.00	0.00	0.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	1,750.00	2,000.00	-250.00	-12.5%
Total Current Assets	67,645.72	33,007.11	34,638.61	104.94%
Fixed Assets				
Eqpmt, Furnit., and Computers	7,310.79	6,561.90	748.89	11.41%
Total Fixed Assets	7,310.79	6,561.90	748.89	11.41%
TOTAL ASSETS	74,956.51	39,569.01	35,387.50	89.43%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	200.00	495.00	-295.00	-59.6%
Total Accounts Payable	200.00	495.00	-295.00	-59.6%
Other Current Liabilities				
ARTWORKS Project	13,037.88	13,037.88	0.00	0.0%
CBID Contingency Reserve	31,716.79	26,794.06	4,922.73	18.37%
Sales Tax Payable	24.27	-4.83	29.10	602.48%
Total Other Current Liabilities	44,778.94	39,827.11	4,951.83	12.43%
Total Current Liabilities	44,978.94	40,322.11	4,656.83	11.55%
Total Liabilities	44,978.94	40,322.11	4,656.83	11.55%
Equity				
Accumulated Net Assets	48,592.38	14,434.27	34,158.11	236.65%
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	-18,614.81	-15,187.37	-3,427.44	-22.57%
Total Equity	29,977.57	-753.10	30,730.67	4,080.56%
TOTAL LIABILITIES & EQUITY	74,956.51	39,569.01	35,387.50	89.43%

Willow Glen Business Association
Profit & Loss Prev Year Comparison
March 2019

	Mar 19	Mar 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	50.00	50.00	0.00	0.0%
Grants	5,381.42	0.00	5,381.42	100.0%
In-Kind Income	80.00	0.00	80.00	100.0%
Member Dues	300.00	0.00	300.00	100.0%
Sponsorships	0.00	11,000.00	-11,000.00	-100.0%
Total Income	5,811.42	11,050.00	-5,238.58	-47.41%
Gross Profit	5,811.42	11,050.00	-5,238.58	-47.41%
Expense				
Advertising and P/R	700.00	0.00	700.00	100.0%
Contract Services	18,970.42	13,378.90	5,591.52	41.79%
County Fees	675.00	0.00	675.00	100.0%
Dues and Subscriptions	95.00	95.00	0.00	0.0%
Equipment Rental	0.00	1,377.21	-1,377.21	-100.0%
In-Kind Expense	80.00	0.00	80.00	100.0%
Insurance	679.45	498.68	180.77	36.25%
Meetings	16.95	16.95	0.00	0.0%
Permits and Fees	230.00	803.00	-573.00	-71.36%
Personnel	6,001.59	5,312.47	689.12	12.97%
Printing and Reproduction	179.25	1,908.75	-1,729.50	-90.61%
Professional Fees	200.00	1,402.50	-1,202.50	-85.74%
Rent	250.00	250.00	0.00	0.0%
Software	0.00	54.99	-54.99	-100.0%
Supplies	1,307.10	3,464.40	-2,157.30	-62.27%
Telephone and Internet	196.49	156.21	40.28	25.79%
Website	115.24	113.20	2.04	1.8%
Total Expense	29,696.49	28,832.26	864.23	3.0%
Net Ordinary Income	-23,885.07	-17,782.26	-6,102.81	-34.32%
Net Income	-23,885.07	-17,782.26	-6,102.81	-34.32%

Willow Glen Business Association Profit & Loss by Class

March 2019

Ordinary Income/Expense	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total	DOTA	Spring Wine Walk Fundraising	Total	Member Relations	BBQ Promotion	Spring LNO Promotion	Total
Income											
Event Revenue	0.00	0.00	0.00	0.00	0.00	50.00	50.00	0.00	0.00	0.00	0.00
Grants	0.00	0.00	0.00	0.00	5,381.42	0.00	5,381.42	0.00	0.00	0.00	0.00
In-Kind Income	0.00	0.00	0.00	0.00	0.00	80.00	80.00	0.00	0.00	0.00	0.00
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	300.00	0.00	0.00	0.00
Total Income	0.00	0.00	0.00	0.00	5,381.42	130.00	5,511.42	300.00	0.00	0.00	0.00
Gross Profit	0.00	0.00	0.00	0.00	5,381.42	130.00	5,511.42	300.00	0.00	0.00	0.00
Expense											
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	0.00	200.00
Contract Services	525.00	0.00	11,475.94	12,000.94	0.00	1,062.00	1,062.00	0.00	0.00	0.00	0.00
County Fees	0.00	0.00	0.00	0.00	0.00	675.00	675.00	0.00	0.00	0.00	0.00
Dues/Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
In-Kind Expense	0.00	0.00	0.00	0.00	0.00	80.00	80.00	0.00	0.00	0.00	0.00
Insurance	602.64	0.00	0.00	602.64	0.00	0.00	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	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	250.00	250.00	0.00	0.00	0.00	0.00
Personnel	892.05	106.26	1,965.62	2,963.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00	200.00
Rent	0.00	250.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Supplies	0.00	0.00	0.00	0.00	1,048.80	226.97	1,275.77	0.00	0.00	0.00	0.00
Telephone/Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	0.00	115.24	0.00	115.24	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	2,019.69	471.50	13,441.56	15,932.75	1,048.80	2,293.97	3,342.77	0.00	200.00	200.00	400.00
Net Ordinary Income	-2,019.69	-471.50	-13,441.56	-15,932.75	4,332.62	-2,163.97	2,168.65	300.00	-200.00	-200.00	-400.00
Net Income	-2,019.69	-471.50	-13,441.56	-15,932.75	4,332.62	-2,163.97	2,168.65	300.00	-200.00	-200.00	-400.00

Willow Glen Business Association
Profit & Loss by Class
March 2019

	Strategic	WGBA	
	Marketing	Admin	TOTAL
Ordinary Income/Expense			
Income			
Event Revenue	0.00	0.00	50.00
Grants	0.00	0.00	5,381.42
In-Kind Income	0.00	0.00	80.00
Member Dues	0.00	0.00	300.00
Total Income	0.00	0.00	5,811.42
Gross Profit	0.00	0.00	5,811.42
Expense			
Advertising and P/R	500.00	0.00	700.00
Contract Services	0.00	5,907.48	18,970.42
County Fees	0.00	0.00	675.00
Dues/Subscriptions	0.00	95.00	95.00
In-Kind Expense	0.00	0.00	80.00
Insurance	0.00	76.81	679.45
Meetings	0.00	16.95	16.95
Permits and Fees	0.00	-20.00	230.00
Personnel	0.00	3,037.66	6,001.59
Printing/Reproduction	0.00	179.25	179.25
Professional Fees	0.00	0.00	200.00
Rent	0.00	0.00	250.00
Supplies	0.00	31.33	1,307.10
Telephone/Internet	0.00	196.49	196.49
Website	0.00	0.00	115.24
Total Expense	500.00	9,520.97	29,696.49
Net Ordinary Income	-500.00	-9,520.97	-23,885.07
Net Income	-500.00	-9,520.97	-23,885.07

Willow Glen Business Association
YTD Profit & Loss by Class
July 2018 through March 2019

Ordinary Income/Expense	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BeerWalk Fundraising	Bubbly Walk Fundraising	DOTA Fundraising	Fall Wine Walk Fundraising	Spring Wine Walk Fundraising	Total Fundraising	Member Relations
Income												
CBID	27,099.35	2,007.36	11,040.48	60,220.74	100,367.93	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	1,000.00	750.00	0.00	625.00	50.00	2,425.00	0.00
Eventbrite Ticket Sales	0.00	0.00	0.00	0.00	0.00	0.00	50,128.88	0.00	24,345.47	0.00	74,474.35	0.00
Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,381.42	0.00	0.00	5,381.42	0.00
In-Kind Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	80.00	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
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,530.00
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
Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,400.00	2,400.00	0.00
Total Income	27,099.35	2,007.36	11,040.48	60,220.74	100,367.93	1,000.00	50,878.88	5,381.42	24,970.47	2,530.00	84,760.77	2,530.00
Expense												
Gross Profit	27,099.35	2,007.36	11,040.48	60,220.74	100,367.93	1,000.00	50,878.88	5,381.42	24,970.47	2,530.00	84,760.77	2,530.00
Advertising and P/R												
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	294.98	0.00	300.34	0.00	595.32	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4.41
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
Contract Services	4,725.00	0.00	1,480.00	102,421.03	108,626.03	0.00	1,922.20	0.00	1,886.20	1,082.00	4,870.40	0.00
County Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	675.00	675.00	0.00
Dues/Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	1,123.30	0.00	0.00	0.00	1,123.30	0.00	748.92	0.00	682.26	32.54	1,463.72	0.00
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
In-Kind Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00	80.00	0.00
Insurance	5,331.49	0.00	0.00	0.00	5,331.49	0.00	0.00	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	0.00	248.91
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	1,025.00	0.00	875.00	250.00	2,150.00	0.00
Personnel	6,307.44	0.00	793.39	14,676.66	21,777.49	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
Printing/ Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	270.00	270.00	0.00
Professional Fees	5,861.00	0.00	0.00	0.00	5,861.00	0.00	450.00	0.00	550.00	150.00	1,150.00	0.00
Rent	0.00	0.00	1,250.00	0.00	1,250.00	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
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
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
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	19,535.12	1,048.80	9,850.48	632.42	31,066.82	126.69
Telephone/Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Website	0.00	0.00	1,005.01	0.00	1,005.01	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total Expense	25,848.23	0.00	4,528.40	117,097.69	147,474.32	0.00	23,976.22	1,048.80	14,144.28	3,151.96	42,321.26	380.01
Net Ordinary Income	1,251.12	2,007.36	6,512.08	-56,876.95	-47,106.39	1,000.00	26,902.66	4,332.62	10,826.19	-621.96	42,439.51	2,149.99
	1,251.12	2,007.36	6,512.08	-56,876.95	-47,106.39	1,000.00	26,902.66	4,332.62	10,826.19	-621.96	42,439.51	2,149.99

Willow Glen Business Association
YTD Profit & Loss by Class
July 2018 through March 2019

Ordinary Income/Expense	BBQ in the Glen	Halloween	Holidays	Spring LNO	Summer LNO	Other	Total	Strategic	WGBA	TOTAL
	Promotion	Promotion	Promotion	Promotion	Promotion	Promotions	Promotions/Events	Marketing	Admin	
Income										
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	100,367.93
Event Revenue	32,106.05	0.00	47,457.24	0.00	0.00	0.00	79,563.29	0.00	29.17	82,017.46
Eventbrite Ticket Sales	6,090.00	0.00	0.00	0.00	0.00	0.00	6,090.00	0.00	0.00	80,564.35
Grants	7,345.00	0.00	2,500.00	0.00	0.00	0.00	9,845.00	0.00	0.00	15,226.42
In-Kind Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.29	0.29
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,530.00
Retail Merchandise	0.00	0.00	30.00	0.00	0.00	0.00	30.00	0.00	0.00	30.00
Sponsorships	10,000.00	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	12,400.00
Total Income	55,541.05	0.00	49,987.24	0.00	0.00	0.00	105,528.29	0.00	29.46	293,216.45
Gross Profit	55,541.05	0.00	49,987.24	0.00	0.00	0.00	105,528.29	0.00	29.46	293,216.45
Expense										
Advertising and P/R	597.53	0.00	0.00	0.00	0.00	0.00	597.53	1,000.00	0.00	2,192.85
Bank Service Charges	0.00	0.00	0.85	0.00	0.00	0.00	0.85	0.00	446.25	451.51
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	12,701.63	1,980.00	1,554.95	0.00	100.00	0.00	16,336.58	0.00	8,404.98	138,237.99
County Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	675.00
Dues/Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	855.00	855.00
Equipment Rental	10,686.30	0.00	19,800.00	0.00	0.00	0.00	30,486.30	0.00	3,916.89	36,990.21
Equipment/Furnishings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	159.64	159.64
In-Kind Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.00
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,866.64	7,198.13
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	169.50	418.41
Permits and Fees	4,681.81	0.00	0.00	0.00	0.00	0.00	4,681.81	0.00	24.00	6,855.81
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23,090.04	44,867.53
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	393.02	393.02
Printing/ Reproduction	0.00	0.00	0.00	270.00	0.00	0.00	270.00	0.00	522.13	1,062.13
Professional Fees	0.00	0.00	50.00	350.00	200.00	0.00	600.00	0.00	0.00	7,611.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00	2,500.00
Retail Merchandise	0.00	0.00	-4,160.00	0.00	0.00	0.00	-4,160.00	0.00	0.00	-4,160.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-23.71	-23.71
Software	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	54.99	54.99
Supplies	23,316.61	1,375.64	473.19	181.63	178.90	64.99	25,590.96	0.00	3,622.32	60,406.78
Telephone/Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,499.95	1,499.95
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,005.01
Total Expense	51,983.88	3,355.64	17,718.99	801.63	478.90	64.99	74,404.03	1,000.00	46,251.64	311,831.26
Net Ordinary Income	3,557.17	-3,355.64	32,268.25	-801.63	-478.90	-64.99	31,124.26	-1,000.00	-46,222.18	-18,614.81
	3,557.17	-3,355.64	32,268.25	-801.63	-478.90	-64.99	31,124.26	-1,000.00	-46,222.18	-18,614.81

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: No Time To Waste

Business Address:

2237 Cheryl Way San Jose CA 95125

Business Phone: (408) 839-9732 **Business Fax:**

Business Website: notimetowaste.live

Contact Name: Paul DiMarco

Email: notimedwaste.food@gmail.com

Brief Description of your business:

We provide donated food and essential goods for those in need.

Willow Glen Business Association

Where did you hear about us?

website

What made you decide to apply for Associate Membership?

I have been a life-long Willow Glen resident

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: _____

Signature: Paul DiMarco

Date: 3/31/2019

Willow Glen Business Association

Associate Membership Application

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Type of business

- | | |
|---|--|
| <input checked="" type="checkbox"/> Non-retail Businesses - \$120 | <input type="checkbox"/> Property Owners - \$120 |
| <input type="checkbox"/> Retail Businesses/Restaurants - \$240 | <input type="checkbox"/> Banks - \$240 <input type="checkbox"/> 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: Brad Cox, Architect, Inc.

Business Address: 1155 Meridian Ave, Suite 208, San Jose, CA 95125

Business Phone: (408) 838-3667 x221 **Business Fax:** n/a

Business Website: www.bradcoxarchitect.com

Contact Name: Brad Cox

Email: brad@bradcoxarchitect.com

Brief Description of your business: architecture and interior design

Willow Glen Business Association

Where did you hear about us?

Emilie Highley

What made you decide to apply for Associate Membership?

Becoming a more active part of the community, and Emilie Highley

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)**

- | | | |
|---|--|--|
| <input type="checkbox"/> Finance | <input type="checkbox"/> Our Avenue | <input type="checkbox"/> Strategic Marketing |
| <input type="checkbox"/> Member Relations | <input type="checkbox"/> Promotions & Events | |
| <input type="checkbox"/> BBQ Competition | <input type="checkbox"/> Other: _____ | |

Signature: _____



Date: 3/19/19