



— DOWNTOWN —  
**WILLOW GLEN**

**Willow Glen Business Association**  
**Board of Directors & General Membership Meeting**  
Agenda for Tuesday, February 11th, 2020 • 8:00 am – 10:00 am  
**Willow Glen Community & Senior Center**  
2175 Lincoln Ave.

Item	Type	Person Responsible	Time line	Action
Meeting called to order and welcome new board members	G	Frank Bejan, Vice President	8:00 am	Welcome
Election of 2020 Community Board Members and Board Officers	A	Frank Bejan <u>Proposed Community Members:</u> Kathleen Erdmann Emilie Highley Nate Perez Steve Sibley <u>Proposed Officers:</u> President: TBD Vice President: Frank Bejan Treasurer: TBD Secretary: Emilie Highley Bobbie Johnson: Member-at-large		Board Approval
Approval of minutes	A	Approval of January Minutes	8:15 am	Review and approval of January 14 <sup>th</sup> , 2020 minutes
Executive Committee Rpt	I	Executive Committee Update-Frank Bejan	8:20 am	Review and approval of January 31 <sup>st</sup> , 2020 minutes
Treasurer's Report	A	Treasurer- Tim Mulcahy-January Financial Report CBID Financials	8:25 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	8:30 am – 8:55 am	Updates
	I	<b>CBID Committee – Nate Perez</b>		
	I	<b>Our Avenue Committee</b> Chair: Vince Falcone Committee Update Contract for Maintenance and Landscape		
	I	<b>Promotions &amp; Events Committee</b> Chair: Lynne Rovai Committee Update DOTA – New Event Ladies' Night Out, 2/13 Spring Wine Walk, 4/4 Sidewalk Sale, 5/2		
	I	Willow Glen Neighborhood Association Update	8:55 am– 9:00 am	
OPEN FORUM/ PUBLIC COMMENT – 2 MIN. EACH	G	<b>Moderated by Board President</b> <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.	9:00 am - 9:30 am	
Assoc Member Applications	A	Silicon Valley Shakespear Top Tier Construction		
Meeting Adjournment	G	Frank Bejan	9:30 am	

**The next WGBA Board meeting will be Tuesday, March 10th, 2020 8:00 am**  
**WG Community Center, 2175 Lincoln Ave.**

Board of Directors and General Membership Meeting

14 January 2020

Willow Glen Community & Senior Center ~2175 Lincoln Avenue, San Jose

**Board Members in Attendance:** Frank Bejan, Vince Falcone, Robert Hernandez, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Lisa O'Hara, Nate Perez, John Pisacane, Sara Rivas, Lynne Rovai, Steve Sibley, Jamie Sizelove. **Staff:** Stephanie Whaley and Kandy Stevens

**Board Members Absent:** Bill McAfee, Matthew Rodriguez

Board Meeting was called to order by President Hernandez at 8:06 a.m.

**Approval of December Minutes:** Motion was made by Tim Mulcahy to approve. Second by Bobbie Johnson. Unanimously approved.

**Approval of Executive Committee Minutes:** President Hernandez reviewed the minutes with emphasis on the CBID – a meeting with the City is scheduled for 2/17/2020 at 10:00 a.m. Motion was made by Emilie Highley to approve. Second by Vince Falcone. Unanimously approved.

**Treasurer's Report:** Tim Mulcahy presented the December 2019 Financial Report. Quick overview: \$183,340 cash on hand – up 51% over the previous year. Promo and event revenue – Bubbly Walk, ornaments & other Holiday events was \$80,000 for the month – down \$17,000 from last year due to the weather the night of the Bubbly Walk. CBID - \$14,355.90 allocated to CBID activities. December 31<sup>st</sup> marks the first half of our Fiscal Year - \$100,000 has been spent to handle CBID Responsibilities (\$63,000 has gone toward the maintenance contract, \$25,000 for personnel & professional fees). Engagement letter has been signed for the auditor to complete the CBID review and to Prepare our tax return for the 2018-2019 fiscal year. Additional information can be obtained in the full set of financials presented at the January Meeting. Motion was made by Nate Perez to approve. Second by Steve Sibley. Unanimously approved.

**Member Relations:** Staff reviewed election nominations. Introduction of new Board Members to take place on 27 January at 6:00 p.m. at the Garden Theatre Conference Room. Board Training is planned for the February/March timeframe,

**CBID:** Nate Perez reported that a meeting with the city has been set for 2/17 – the CBID Committee will report back to the Board during our March Meeting. Nate has had a meeting with City Staff on some admin issues – Expand the CBID; what we have done well and we can expand on.

**Our Avenue:** Vince Falcone reported:

- (a) 1/16 meeting set with Chris from Universal to discuss the leaf blowing – one neighbor is upset that leaf blowing may be occurring to early
- (b) Reviewing competitors bids to compare to the Universal bid.
- (c) The committee has a bid for the electrical – still gathering other bids.
- (d) Sad to say that Bill McAfee is stepping down from the committee due to work commitments.
- (e) Matthew Rodriguez is also tapped out with workload – opening a new Campbell location.
- (f) The committee is looking to grow with the loss of Bill and Matthew (both Gary & Lori Thompson are interested in joining the committee)

**P&E Committee:** Lynne Rovai reported:

- (a) Successful December events even with the rainy weather the day of the Bubbly Walk
- (b) Ornaments – Working on the issue of the damaged ornaments – slow response from the manufacturers service manager
- (c) Mimi is researching other alternative vendors for the ornaments which there are very few.  
The process for ornament design starts in April – suggestion was made for future orders to negotiate terms upfront.
- (d) Holiday Santa was AWESOME! Brought in roughly \$1100 in donations.  
As a thank you, give a gift card.
- (e) DOTA Replacement – Still being worked on.
- (f) Ladies Night Out scheduled for 2/13 – promotes businesses on the Avenue.
- (g) 2020 Calendar being worked on – present at the next Board Meeting.

**Farmer's Market:** Lisa O'Hara reported that this has been a successful event.

**WGNA:** While no one from WGNA was present, President Hernandez suggested that Kandy and Steff meet with Rod Brittner who is now the President.

**Open Forum:** (1) Serena Desai – (a) Recent outbreak of crime was addressed.

- (b) 1/30 Councilmember Davis and SJ PD Captain will walk the Avenue from 2-3:30 going door-to-door and chatting with the businesses.
- (2). Mimicha Gustafson, Compass Real Estate – wants to continue to be involved with our events.

(3). Linda Ruiz, Park Place – Addressed concerns about the recent break-ins.

Linda wants to be considered for the Board.

- (4). Barbara Hartman & Ann Saliba – Snow, Hartman & Fong, CPA – looking to become on the

Our Avenue Committee.

(5) Gary & Lori Thompson – Reflections Elegant Fine Art Gallery – interested in joining the Our Avenue Committee.

(6). Kathleen Erdmann, Thrift Box – the Bubbly Walk was a great event for them.

They are doing some improvements to the Thrift Box. Mentioned about the homeless woman on the bench near the store as well as in the back.

(7). Sharlene Mella – Retired high school drama teacher. . . ready to volunteer!

*Associate Member Applications:* So Young Park, DDS submitted their application. John Pisacane made a motion

to approve. Second by Jamie Sizelove. Unanimously approved.

Meeting was adjourned at 9:15 a.m.

Respectively submitted,

Emilie Highley, Secretary  
Willow Glen Business Association

**Willow Glen Business Association  
Executive Committee Meeting  
31 January 2020**

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

**Meeting began at 8:40 a.m.**

1. Discussion ensued on WGBA Board
  - . Position of President is vacant with Robert Hernandez making a decision not to move forward with a 2<sup>nd</sup> term.
  - . Frank Bejan, Vice President will send out an e-mail to all current Board Members inquiring if there is any Board member interested in the President's position.
  - . Tim Mulcahy has expressed interest
  - . Any interested Board members need to respond by 2/4 in order to prepare for discussion during the February Board Meeting
2. 2020 Board Community Member
  - At this writing, there is one position open for a Community Member with Bill McAfee leaving the Board.
  - Kathleen Erdmann, Thrift Box has submitted her application. The Executive Board voted Kathleen Erdmann to the WGBA Board as Community Member.
3. Maintaining the WGBA Website – Kandy Stevens brought up Maintenance of the website now that Robert Hernandez has stepped down from the Board. Will Robert continue maintaining it? Once the new President is in place, that individual will inquire with Robert.
4. BBQ in the Glen – Will this occur in 2020? Still to be discussed.
5. Replacement for DOTA? Continues to be discussed - Taste of Willow Glen may be considered.

Respectively submitted,

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

The meeting was adjourned at 9:43 a.m.

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**Willow Glen Business Association**  
**Profit & Loss Prev Year Comparison**  
January 2020

	Jan 20	Jan 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Event Revenue	1,139.00	139.15	999.85	718.54%
Member Dues	120.00	420.00	-300.00	-71.43%
Sponsorships	0.00	1,000.00	-1,000.00	-100.0%
<b>Total Income</b>	<b>1,259.00</b>	<b>1,559.15</b>	<b>-300.15</b>	<b>-19.25%</b>
<b>Gross Profit</b>	<b>1,259.00</b>	<b>1,559.15</b>	<b>-300.15</b>	<b>-19.25%</b>
<b>Expense</b>				
Advertising and P/R	64.48	0.00	64.48	100.0%
Bank Service Charges	0.00	44.30	-44.30	-100.0%
City Fees	0.00	0.00	0.00	0.0%
Contract Services	10,640.94	10,950.89	-309.95	-2.83%
Dues and Subscriptions	95.00	95.00	0.00	0.0%
Equipment Rental	631.07	673.46	-42.39	-6.29%
Insurance	76.81	97.04	-20.23	-20.85%
Meetings	179.91	248.91	-69.00	-27.72%
Permits and Fees	254.00	217.31	36.69	16.88%
Personnel	6,757.76	5,582.87	1,174.89	21.05%
Postage and Delivery	0.00	9.72	-9.72	-100.0%
Printing and Reproduction	294.98	540.00	-245.02	-45.37%
Professional Fees	950.00	1,080.00	-130.00	-12.04%
Rent	250.00	250.00	0.00	0.0%
Retail Merchandise Expense	-459.00	-375.00	-84.00	-22.4%
Sales Tax Adjustment	-0.11	-28.06	27.95	99.61%
Supplies	327.19	834.85	-507.66	-60.81%
Telephone and Internet	190.95	166.26	24.69	14.85%
Website	85.30	99.25	-13.95	-14.06%
<b>Total Expense</b>	<b>20,339.28</b>	<b>20,486.80</b>	<b>-147.52</b>	<b>-0.72%</b>
<b>Net Ordinary Income</b>	<b>-19,080.28</b>	<b>-18,927.65</b>	<b>-152.63</b>	<b>-0.81%</b>
<b>Net Income</b>	<b>-19,080.28</b>	<b>-18,927.65</b>	<b>-152.63</b>	<b>-0.81%</b>

**Willow Glen Business Association  
Profit & Loss YTD Comparison  
January 2020**

	Jan 20	Jul '19 - Jan 20
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
CBID	0.00	104,737.32
Event Revenue	1,139.00	45,343.28
Eventbrite Ticket Sales	0.00	109,844.30
Interest Income	0.00	0.75
Member Dues	120.00	1,680.00
Sponsorships	0.00	14,184.00
<b>Total Income</b>	<b>1,259.00</b>	<b>275,789.65</b>
<b>Gross Profit</b>	<b>1,259.00</b>	<b>275,789.65</b>
<b>Expense</b>		
Advertising and P/R	64.48	200.00
Bank Service Charges	0.00	164.90
City Fees	0.00	2,500.00
Contract Services	10,640.94	98,901.62
County Fees	0.00	50.00
Dues and Subscriptions	95.00	915.00
Equipment Rental	631.07	37,540.85
Insurance	76.81	3,441.64
Meetings	179.91	421.87
Permits and Fees	254.00	8,695.00
Personnel	6,757.76	46,596.78
Postage and Delivery	0.00	257.00
Printing and Reproduction	294.98	1,104.98
Professional Fees	950.00	10,503.65
Rent	250.00	1,750.00
Retail Merchandise Expense	-459.00	-3,664.00
Sales Tax Adjustment	-0.11	-0.11
Supplies	327.19	57,240.93
Telephone and Internet	190.95	1,397.52
Website	85.30	597.22
<b>Total Expense</b>	<b>20,339.28</b>	<b>268,614.85</b>
<b>Net Ordinary Income</b>	<b>-19,080.28</b>	<b>7,174.80</b>
<b>Net Income</b>	<b>-19,080.28</b>	<b>7,174.80</b>

**Willow Glen Business Association**  
**Balance Sheet Prev Year Comparison**  
As of January 31, 2020

	Jan 31, 20	Jan 31, 19	\$ Change	% Change
<b>ASSETS</b>				
Current Assets				
Checking/Savings				
US Bank Checking	146,739.31	99,411.16	47,328.15	47.61%
Wells Fargo Checking	15,638.64	4,055.39	11,583.25	285.63%
Total Checking/Savings	162,377.95	103,466.55	58,911.40	56.94%
Accounts Receivable				
Accounts Receivable	2,200.00	2,936.65	-736.65	-25.09%
Total Accounts Receivable	2,200.00	2,936.65	-736.65	-25.09%
Other Current Assets				
Pre-Paid Rent	250.00	0.00	250.00	100.0%
Refundable Deposits	0.00	1,000.00	-1,000.00	-100.0%
Service Deposits	500.00	500.00	0.00	0.0%
Total Other Current Assets	750.00	1,500.00	-750.00	-50.0%
Total Current Assets	165,327.95	107,903.20	57,424.75	53.22%
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%
<b>TOTAL ASSETS</b>	<b>172,638.74</b>	<b>114,465.10</b>	<b>58,173.64</b>	<b>50.82%</b>
<b>LIABILITIES &amp; EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable	-600.00	1,820.00	-2,420.00	-132.97%
Total Accounts Payable	-600.00	1,820.00	-2,420.00	-132.97%
Other Current Liabilities				
ARTWORKS Project	13,437.88	13,037.88	400.00	3.07%
CBID Contingency Reserve	44,194.03	31,716.79	12,477.24	39.34%
Sales Tax Payable	0.00	24.27	-24.27	-100.0%
Total Other Current Liabilities	57,631.91	44,778.94	12,852.97	28.7%
Total Current Liabilities	57,031.91	46,598.94	10,432.97	22.39%
Total Liabilities	57,031.91	46,598.94	10,432.97	22.39%
Equity				
Accumulated Net Assets	108,432.03	48,592.38	59,839.65	123.15%
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	7,174.80	19,273.78	-12,098.98	-62.77%
Total Equity	115,606.83	67,866.16	47,740.67	70.35%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>172,638.74</b>	<b>114,465.10</b>	<b>58,173.64</b>	<b>50.82%</b>



**Willow Glen Business Association  
YTD Profit & Loss by Class  
July 2019 through January 2020**

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen (Fundraising Events)	Bubbly Walk (Fundraising Events)	Fall Wine Walk (Fundraising Events)	Spring Wine Walk (Fundraising Events)	Total Fundraising Events	Member Relations
<b>Ordinary Income/Expense</b>											
<b>Income</b>											
<b>CBID</b>	26,184.33	2,094.75	11,521.10	64,937.14	104,737.32	0.00	0.00	0.00	0.00	0.00	0.00
<b>Event Revenue</b>	0.00	0.00	0.00	0.00	0.00	40,697.28	1,420.00	665.00	0.00	42,782.28	0.00
<b>Eventbrite Ticket Sales</b>	0.00	0.00	0.00	0.00	0.00	6,125.00	27,116.80	27,738.50	0.00	60,980.30	0.00
<b>Interest Income</b>	0.00	0.00	0.00	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	0.00	0.00	0.00	1,680.00
<b>Sponsorships</b>	0.00	0.00	0.00	0.00	0.00	10,084.00	2,500.00	1,500.00	0.00	14,084.00	0.00
<b>Total Income</b>	26,184.33	2,094.75	11,521.10	64,937.14	104,737.32	56,906.28	31,036.80	29,903.50	0.00	117,846.58	1,680.00
<b>Gross Profit</b>	26,184.33	2,094.75	11,521.10	64,937.14	104,737.32	56,906.28	31,036.80	29,903.50	0.00	117,846.58	1,680.00
<b>Expense</b>											
<b>Advertising and P/R</b>	0.00	0.00	0.00	0.00	0.00	0.00	35.52	100.00	0.00	135.52	0.00
<b>Bank Service Charges</b>	0.00	0.00	0.00	0.00	0.00	8.00	0.00	0.00	0.00	8.00	0.00
<b>City Fees</b>	2,500.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Contract Services</b>	3,675.00	0.00	685.63	68,903.68	73,264.31	16,823.31	2,682.00	2,552.00	0.00	22,057.31	0.00
<b>County Fees</b>	0.00	0.00	0.00	0.00	0.00	50.00	0.00	0.00	0.00	50.00	0.00
<b>Dues and Subscriptions</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Equipment Rental</b>	4,289.92	0.00	0.00	0.00	4,289.92	18,673.35	1,294.26	789.39	0.00	20,757.00	0.00
<b>Insurance</b>	3,027.35	0.00	0.00	0.00	3,027.35	0.00	0.00	0.00	0.00	0.00	0.00
<b>Meetings</b>	0.00	0.00	72.91	0.00	72.91	0.00	0.00	0.00	0.00	0.00	0.00
<b>Permits and Fees</b>	244.00	0.00	0.00	0.00	244.00	6,455.00	1,647.00	339.00	0.00	8,441.00	0.00
<b>Personnel</b>	6,239.68	0.00	816.76	15,108.24	22,164.68	0.00	0.00	0.00	0.00	0.00	0.00
<b>Postage and Delivery</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Printing and Reproduction</b>	0.00	0.00	0.00	0.00	0.00	250.00	280.00	280.00	294.98	1,104.98	0.00
<b>Professional Fees</b>	8,178.65	0.00	0.00	0.00	8,178.65	0.00	800.00	200.00	0.00	1,000.00	0.00
<b>Rent</b>	1,750.00	0.00	0.00	0.00	1,750.00	0.00	0.00	0.00	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	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	0.00	0.00	0.00
<b>Supplies</b>	27.29	0.00	0.00	0.00	27.29	23,189.40	16,909.57	12,389.31	0.00	52,488.28	149.29
<b>Telephone and Internet</b>	86.54	0.00	0.00	0.00	86.54	0.00	0.00	0.00	0.00	0.00	0.00
<b>Website</b>	0.00	0.00	597.22	0.00	597.22	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	30,018.43	0.00	2,172.52	84,011.92	116,202.87	65,449.06	23,648.35	16,649.70	294.98	106,042.09	149.29
<b>Net Ordinary Income</b>	-3,834.10	2,094.75	9,348.58	-19,074.78	-11,465.55	-8,542.78	7,388.45	13,253.80	-294.98	11,804.49	1,530.71
<b>Net Income</b>	-3,834.10	2,094.75	9,348.58	-19,074.78	-11,465.55	-8,542.78	7,388.45	13,253.80	-294.98	11,804.49	1,530.71

Willow Glen Business Association  
YTD Profit & Loss by Class  
July 2019 through January 2020

	Halloween (Promotions & Events)	Holidays (Promotions & Events)	Spring LNO (Promotions & Events)	Summer LNO (Promotions & Events)	Other (Promotions & Events)	Total Promotions & Events	WGBA Admin	TOTAL
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
CBID	0.00	0.00	0.00	0.00	0.00	0.00	0.00	104,737.32
Event Revenue	0.00	2,561.00	0.00	0.00	0.00	2,561.00	0.00	45,343.28
Eventbrite Ticket Sales	0.00	48,864.00	0.00	0.00	0.00	48,864.00	0.00	109,844.30
Interest Income	0.00	0.00	0.00	0.00	0.00	0.00	0.75	0.75
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,680.00
Sponsorships	0.00	100.00	0.00	0.00	0.00	100.00	0.00	14,184.00
<b>Total Income</b>	<b>0.00</b>	<b>51,525.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>51,525.00</b>	<b>0.75</b>	<b>275,789.65</b>
<b>Gross Profit</b>	<b>0.00</b>	<b>51,525.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>51,525.00</b>	<b>0.75</b>	<b>275,789.65</b>
<b>Expense</b>								
Advertising and P/R	0.00	0.00	64.48	0.00	0.00	64.48	0.00	200.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	0.00	156.90	164.90
City Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Contract Services	1,980.00	1,600.00	0.00	0.00	0.00	3,580.00	0.00	98,901.62
County Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	915.00	915.00
Equipment Rental	0.00	12,493.93	0.00	0.00	0.00	12,493.93	0.00	37,540.85
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	414.29	3,441.64
Meetings	0.00	0.00	0.00	0.00	48.73	48.73	300.23	421.87
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	10.00	8,695.00
Personnel	0.00	0.00	0.00	0.00	0.00	0.00	24,432.10	46,596.78
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	257.00	257.00
Printing and Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,104.98
Professional Fees	0.00	225.00	0.00	500.00	0.00	725.00	600.00	10,503.65
Rent	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,750.00
Retail Merchandise	0.00	-3,664.00	0.00	0.00	0.00	-3,664.00	0.00	-3,664.00
Sales Tax Adjustment	0.00	0.00	0.00	0.00	0.00	0.00	-0.11	-0.11
Supplies	1,732.95	1,005.69	0.00	193.92	564.21	3,496.77	1,079.30	57,240.93
Telephone and Internet	0.00	0.00	0.00	0.00	0.00	0.00	1,310.98	1,397.52
Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	597.22
<b>Total Expense</b>	<b>3,712.95</b>	<b>11,660.62</b>	<b>64.48</b>	<b>693.92</b>	<b>612.94</b>	<b>16,744.91</b>	<b>29,475.69</b>	<b>268,614.85</b>
<b>Net Ordinary Income</b>	<b>-3,712.95</b>	<b>39,864.38</b>	<b>-64.48</b>	<b>-693.92</b>	<b>-612.94</b>	<b>34,780.09</b>	<b>-29,474.94</b>	<b>7,174.80</b>
<b>Net Income</b>	<b>-3,712.95</b>	<b>39,864.38</b>	<b>-64.48</b>	<b>-693.92</b>	<b>-612.94</b>	<b>34,780.09</b>	<b>-29,474.94</b>	<b>7,174.80</b>

Willow Glen Business Association  
Profit & Loss by Class

January 2020

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen Fundraising	Spring Wine Walk Fundraising	Total Fundraising	Member Relations	Holidays Promotions	Spring LNO Promotions	Other Promotions	Total Promotions	WGBA Admin	TOTAL
<b>Ordinary Income/Expense</b>														
<b>Income</b>														
Event Revenue	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,139.00	0.00	0.00	1,139.00	0.00	1,139.00
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	120.00	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>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>120.00</b>	<b>1,139.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,139.00</b>	<b>0.00</b>	<b>1,259.00</b>
<b>Gross Profit</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>120.00</b>	<b>1,139.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,139.00</b>	<b>0.00</b>	<b>1,259.00</b>
<b>Expense</b>														
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	64.48	0.00	64.48	0.00	64.48
Contract Services	525.00	0.00	10,115.94	10,640.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,640.94
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	95.00	95.00
Equipment Rental	631.07	0.00	0.00	631.07	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	631.07
Insurance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	76.81	76.81
Meetings	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	48.73	48.73	131.18	179.91
Permits and Fees	244.00	0.00	0.00	244.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	254.00
Personnel	1,035.46	116.68	2,158.32	3,310.46	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,447.30	6,757.76
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	294.98	294.98	0.00	0.00	0.00	0.00	0.00	0.00	294.98
Professional Fees	950.00	0.00	0.00	950.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	950.00
Rent	250.00	0.00	0.00	250.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00
Retail Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-459.00	0.00	0.00	-459.00	0.00	-459.00
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	-0.11	-0.11
Supplies	0.00	0.00	0.00	0.00	200.00	0.00	200.00	0.00	53.95	0.00	0.00	53.95	73.24	327.19
Telephone/Internet	86.54	0.00	0.00	86.54	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	104.41	190.95
Website	0.00	85.30	0.00	85.30	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85.30
<b>Total Expense</b>	<b>3,722.07</b>	<b>201.98</b>	<b>12,274.26</b>	<b>16,198.31</b>	<b>200.00</b>	<b>294.98</b>	<b>494.98</b>	<b>0.00</b>	<b>-405.05</b>	<b>64.48</b>	<b>48.73</b>	<b>-291.84</b>	<b>3,937.83</b>	<b>20,339.28</b>
<b>Net Ordinary Income</b>	<b>-3,722.07</b>	<b>-201.98</b>	<b>-12,274.26</b>	<b>-16,198.31</b>	<b>-200.00</b>	<b>-294.98</b>	<b>-494.98</b>	<b>120.00</b>	<b>1,544.05</b>	<b>-64.48</b>	<b>-48.73</b>	<b>1,430.84</b>	<b>-3,937.83</b>	<b>-19,080.28</b>
<b>Net Income</b>	<b>-3,722.07</b>	<b>-201.98</b>	<b>-12,274.26</b>	<b>-16,198.31</b>	<b>-200.00</b>	<b>-294.98</b>	<b>-494.98</b>	<b>120.00</b>	<b>1,544.05</b>	<b>-64.48</b>	<b>-48.73</b>	<b>1,430.84</b>	<b>-3,937.83</b>	<b>-19,080.28</b>