



Willow Glen Business Association
Board of Directors & General Membership Meeting
 Agenda for Tuesday, January 14th, 2020 • 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 December Minutes	8:00 am	Review and approval of December 10th, 2019 minutes
Executive Committee Rpt	I	Executive Committee Update - Robert Hernandez	8:05 am	Review and approval of December 27th, 2019 minutes
Treasurer's Report	A	Annual Election, January 27th Treasurer- Tim Mulcahy-December Financial Report	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 Annual Election Ballot Update	8:10 am – 8:55 am	Updates
	I	CBID Committee – Nate Perez		
	I	Our Avenue Committee Chair: Vince Falcone Committee Update		
	I	Promotions & Events Committee Chair: Lynne Rovai Committee Update Christmas Ornament Recap Holiday Cable Car Recap DOTA – New Event Ladies' Night Out, 2/13 Farmer's Market Chair: Lisa O'Hara		
Neighborhood Report	I	Willow Glen Neighborhood Association Update	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.	9:00 am - 9:30 am	
Assoc Member Applications	A	So Young Park, DDS		
Meeting Adjournment	G	Robert Hernandez	9:30 am	

The next WGBA Board meeting will be Tuesday, February 11th, 2020 8:00 am
WG Community Center, 2175 Lincoln Ave.

The beautiful downtown Willow Glen is a special place. We encourage our residents to support the beautiful downtown Willow Glen through their participation in the various events and festivals and the preservation of the historical and architectural character of downtown Willow Glen.

Board of Directors and General Membership Meeting

Tuesday, 10 December 2019

Willow Glen Community & Senior Center ~ 2175 Lincoln Avenue

Board Members in Attendance: Frank Bejan, Vince Falcone, Robert Hernandez, Emilie Highley, Bobbie Johnson, Bill McAfee, Tim Mulcahy, Nate Perez, Lynne Rovai, Steve Sibley, Jamie Sizelove. **Staff:** Kandy Stevens & Steff Whaley

Board Members Absent: Lisa O’Hara, John Pisacane, Sara Rivas, Matthew Rodriguez

Board Meeting was called to order by President Hernandez at 8:08 a.m.

Approval of November Minutes: Motion was made by Jamie Sizelove to approve. Second by Steve Sibley. Unanimously approved.

Approval of Executive Committee Minutes: President Hernandez reviewed the minutes with emphasis on the Nominating Committee and the need for board candidates. Motion was made by Bobbie Johnson to approve. Second by Jamie Sizelove, Unanimously approved.

Treasurer’s Report: Tim reviewed the financials, noting that we currently show \$157,000 cash on hand. Contingency reserve is up. There were no revenue generating events in the month of November. Additional information can be obtained in the full set of Financials presented at the meeting, Motion was made by Vince Falcone to approve. Second by Nate Perez. Unanimously approved.

Member Relations: Steff and Kandy reported on (1) Board Nominations, there are 2 open spots. (2) Focus is on the Holiday’s.

CBID: Nate reported that the committee is waiting on data – e-mail sent to Tom Borden of the City. Historical data will also be requested – what will our boundaries look like in the future? Nate’s team is getting a ‘Kick Start’ in 2020 and doing their due diligence – hope to have a formal working base 1st Qtr 2020.

Our Avenue: Vince reported (1) repair of the lights is ongoing. Bill has reached out to another company and they quoted \$7500 to repair/replace the damaged line/wires. This quote will be reviewed after the holidays. Bill mentioned that a wire between Coe to Minnesota may need to be replaced. (2). Retaining Wall – still working on quotes. (3). City may have fixed the light on Minnesota. (4). Garage – still getting quotes – with weather, may need to wait until after the rainy season.

P&E: Lynne reported (1). Bubbly Walk – the weather did not cooperate, so fewer tickets sold – still successful. Unused wine will be returned for refund. (2). Social Media – some businesses did not promote until the day before the event – need to brainstorm on how to get the businesses to promote events early on. (3) Ornaments – quality of this year’s ornaments has not been as good as in the past. Staff has gone through the ornaments and found that 6 cases are damaged. Cost to us per ornaments is \$12. Staff and Mimi will meet to determine what to do. Nate recommended writing a ‘stern letter’. (4). First weekend of the Cable Car rides went well. (5). DOTA replacement – have met with Reed – SJ PD have given themselves a raise to \$75.00 per hour! Street closure is expensive. Suggest looking into “A Taste of Willow Glen” with restaurant participation along with the microbreweries and wineries. More on this at a later date.

Holiday Committee: Staff reported: (1) December 11th event will be from 6:30-8:30. (2) Need help with: food pick up, reaching out to the businesses for more food and raffle prizes. (3) Logistics for the evening are set.

Neighborhood Report: Rod Brittner, WGNA spoke to us about how WGNA is ‘reshaping itself’ and is excited about 2020. Rod will be joining us each month.

Open Forum: (1). Mimicha Rudzishas, Compass – she indicated that she worked the Bubbly Walk as a volunteer and enjoyed it. Publicized it on her social media. (2) Linda Ruiz, Park Place commented that the space that was occupied by Details – a sign went up for ‘retail space’ which is a good thing. She emphasized that we need to attract more retail on the Avenue to increase ‘feet on the street’. Linda is ready to come back on the Board. (3). Ann Saliba and Barbara Hartman, Snow Hartman & Fong, CPA – both ladies want to become more involved as volunteers for our events. (4) Kathleen Erdmann, Thrift Box –

**Bubbly Walk was fun for them! (5) Serena Desai, Councilmembers Davis' Office
– nothing to report**

***Associate Member Applications:* None at this time.**

Adjournment: Meeting was adjourned at 9:17 a.m.

Respectively submitted,

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

Year End Willow Glen Business Association
Executive Committee Meeting
27 December 2019

Attendees: President Robert Hernandez, Emilie Highley
Not Present: Bobbie Johnson, Staff – Kandy Stevens and Steff Whaley
Frank Bejan and Tim Mulcahy

Our meeting began at 8:40 a.m.

Agenda items:

Cable Car Rides – Again, a BIG hit!

1. Suggest that we have new signage for check in
2. Discuss the potential of a sponsor for the cable car, and a banner either on the cable car or at check-in promoting the sponsor
3. Discuss a new location and having refreshments for the riders – i.e., hot cocoa, candy canes

CBID – January 16th meeting set up with Councilmember Dev Davis and staff – details to follow

January Board Meeting

1. Stress the importance of all Board Members participating on a Committee and at Event

BBQ in the Glen

1. Need to recap all expenditures and the fact that the event was profitable
2. 2020 Event – Robert to prepare a proposal and present to the Board

Meeting was adjourned at 9:40 a.m.

Respectively submitted,

Emilie Highley, Secretary
Willow Glen Business Association

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

	Dec 31, 19	Dec 31, 18	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
US Bank Checking	166,753.10	116,439.60	50,313.50	43.21%
Wells Fargo Checking	16,586.74	5,000.00	11,586.74	231.74%
Total Checking/Savings	183,339.84	121,439.60	61,900.24	50.97%
Accounts Receivable				
Accounts Receivable	2,200.00	2,876.65	-676.65	-23.52%
Total Accounts Receivable	2,200.00	2,876.65	-676.65	-23.52%
Other Current Assets				
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	500.00	1,500.00	-1,000.00	-66.67%
Total Current Assets	186,039.84	125,816.25	60,223.59	47.87%
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	193,350.63	132,378.15	60,972.48	46.06%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
Accounts Payable	974.50	729.19	245.31	33.64%
Total Accounts Payable	974.50	729.19	245.31	33.64%
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	57.11	100.48	-43.37	-43.16%
Total Other Current Liabilities	57,689.02	44,855.15	12,833.87	28.61%
Total Current Liabilities	58,663.52	45,584.34	13,079.18	28.69%
Total Liabilities	58,663.52	45,584.34	13,079.18	28.69%
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	26,255.08	38,201.43	-11,946.35	-31.27%
Total Equity	134,687.11	86,793.81	47,893.30	55.18%
TOTAL LIABILITIES & EQUITY	193,350.63	132,378.15	60,972.48	46.06%

**Willow Glen Business Association
Profit & Loss Prev Year Comparison
December 2019**

	Dec 19	Dec 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
Event Revenue	1,976.00	46,933.82	-44,957.82	-95.79%
Eventbrite Ticket Sales	75,980.80	50,128.88	25,851.92	51.57%
Member Dues	480.00	250.00	230.00	92.0%
Retail Merchandise Income	0.00	30.00	-30.00	-100.0%
Sponsorships	2,000.00	0.00	2,000.00	100.0%
Total Income	80,436.80	97,342.70	-16,905.90	-17.37%
Gross Profit	80,436.80	97,342.70	-16,905.90	-17.37%
Expense				
Advertising and P/R	35.52	0.00	35.52	100.0%
Bank Service Charges	0.00	58.40	-58.40	-100.0%
City Fees	0.00	-16.00	16.00	100.0%
Contract Services	13,015.64	17,113.07	-4,097.43	-23.94%
Dues and Subscriptions	95.00	95.00	0.00	0.0%
Equipment Rental	2,931.66	20,922.39	-17,990.73	-85.99%
Insurance	76.81	97.04	-20.23	-20.85%
Meetings	79.30	50.85	28.45	55.95%
Personnel	7,532.92	5,327.38	2,205.54	41.4%
Postage and Delivery	165.00	250.00	-85.00	-34.0%
Professional Fees	4,003.65	1,200.00	2,803.65	233.64%
Rent	250.00	250.00	0.00	0.0%
Retail Merchandise Expense	-493.00	-720.00	227.00	31.53%
Supplies	14,112.21	14,641.62	-529.41	-3.62%
Telephone and Internet	191.95	166.26	25.69	15.45%
Website	85.42	85.42	0.00	0.0%
Total Expense	42,082.08	59,521.43	-17,439.35	-29.3%
Net Ordinary Income	38,354.72	37,821.27	533.45	1.41%
Net Income	38,354.72	37,821.27	533.45	1.41%

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

	Dec 19	Jul - Dec 19
Ordinary Income/Expense		
Income		
CBID	0.00	104,737.32
Event Revenue	1,976.00	44,204.28
Eventbrite Ticket Sales	75,980.80	109,844.30
Interest Income	0.00	0.75
Member Dues	480.00	1,560.00
Sponsorships	2,000.00	14,184.00
Total Income	80,436.80	274,530.65
Gross Profit	80,436.80	274,530.65
Expense		
Advertising and P/R	35.52	135.52
Bank Service Charges	0.00	164.90
City Fees	0.00	2,500.00
Contract Services	13,015.64	88,260.68
County Fees	0.00	50.00
Dues and Subscriptions	95.00	820.00
Equipment Rental	2,931.66	36,909.78
Insurance	76.81	3,364.83
Meetings	79.30	241.96
Permits and Fees	0.00	8,441.00
Personnel	7,532.92	39,839.02
Postage and Delivery	165.00	257.00
Printing and Reproduction	0.00	810.00
Professional Fees	4,003.65	9,553.65
Rent	250.00	1,500.00
Retail Merchandise Expense	-493.00	-3,205.00
Supplies	14,112.21	56,913.74
Telephone and Internet	191.95	1,206.57
Website	85.42	511.92
Total Expense	42,082.08	248,275.57
Net Ordinary Income	38,354.72	26,255.08
Net Income	38,354.72	26,255.08

Willow Glen Business Association
Profit & Loss by Class

December 2019

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ in the Glen Fundraising	Bubbly Walk Fundraising	Fall Wine Walk Fundraising	Total Fundraising Events	Member Relations	Holidays Promotions	Total Promotions	WGBA Admin	TOTAL
Ordinary Income/Expense													
Income													
Event Revenue	0.00	0.00	0.00	0.00	0.00	1,370.00	0.00	1,370.00	0.00	606.00	606.00	0.00	1,976.00
Eventbrite Ticket Sales	0.00	0.00	0.00	0.00	0.00	27,116.80	0.00	27,116.80	0.00	48,864.00	48,864.00	0.00	75,980.80
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	480.00	0.00	0.00	0.00	480.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	2,000.00	0.00	2,000.00	0.00	0.00	0.00	0.00	2,000.00
Total Income	0.00	0.00	0.00	0.00	0.00	30,486.80	0.00	30,486.80	480.00	49,470.00	49,470.00	0.00	80,436.80
Gross Profit	0.00	0.00	0.00	0.00	0.00	30,486.80	0.00	30,486.80	480.00	49,470.00	49,470.00	0.00	80,436.80
Expense													
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	35.52	0.00	35.52	0.00	0.00	0.00	0.00	35.52
Contract Services	525.00	0.00	6,029.64	6,554.64	1,679.00	2,682.00	500.00	4,861.00	0.00	1,600.00	1,600.00	0.00	13,015.64
Dues/Subscriptions	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	500.59	0.00	500.59	0.00	1,800.00	1,800.00	0.00	2,931.66
Insurance	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	0.00	79.30	79.30
Personnel	931.12	116.68	2,158.32	3,206.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,326.80	7,532.92
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	165.00	165.00
Professional Fees	3,628.65	0.00	0.00	3,628.65	0.00	200.00	0.00	200.00	0.00	175.00	175.00	0.00	4,003.65
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	250.00
Retail Merchandise	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-493.00	-493.00	0.00	-493.00
Supplies	0.00	0.00	0.00	0.00	0.00	12,995.77	0.00	12,995.77	149.29	796.76	796.76	170.39	14,112.21
Telephone/Internet	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	191.95	191.95
Website	0.00	85.42	0.00	85.42	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85.42
Total Expense	5,965.84	202.10	8,187.96	14,355.90	1,679.00	16,413.88	500.00	18,592.88	149.29	3,878.76	3,878.76	5,105.25	42,082.08
Net Ordinary Income	-5,965.84	-202.10	-8,187.96	-14,355.90	-1,679.00	14,072.92	-500.00	11,893.92	330.71	45,591.24	45,591.24	-5,105.25	38,354.72
Net Income	-5,965.84	-202.10	-8,187.96	-14,355.90	-1,679.00	14,072.92	-500.00	11,893.92	330.71	45,591.24	45,591.24	-5,105.25	38,354.72

Willow Glen Business Association
YTD Profit & Loss by Class

July through December 2019

	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)	Total Fundraising Events	Member Relations
Ordinary Income/Expense										
Income										
CBID	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
Event Revenue	0.00	0.00	0.00	0.00	0.00	40,697.28	1,420.00	665.00	42,782.28	0.00
Eventbrite Ticket Sales	0.00	0.00	0.00	0.00	0.00	6,125.00	27,116.80	27,738.50	60,980.30	0.00
Interest Income	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	1,560.00
Sponsorships	0.00	0.00	0.00	0.00	0.00	10,084.00	2,500.00	1,500.00	14,084.00	0.00
Total Income	26,184.33	2,094.75	11,521.10	64,937.14	104,737.32	56,906.28	31,036.80	29,903.50	117,846.58	1,560.00
Gross Profit	26,184.33	2,094.75	11,521.10	64,937.14	104,737.32	56,906.28	31,036.80	29,903.50	117,846.58	1,560.00
Expense										
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	35.52	100.00	135.52	0.00
Bank Service Charges	0.00	0.00	0.00	0.00	0.00	8.00	0.00	0.00	8.00	0.00
City Fees	2,500.00	0.00	0.00	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00
Contract Services	3,150.00	0.00	685.63	58,787.74	62,623.37	16,823.31	2,682.00	2,552.00	22,057.31	0.00
County Fees	0.00	0.00	0.00	0.00	0.00	50.00	0.00	0.00	50.00	0.00
Dues/Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Equipment Rental	3,658.85	0.00	0.00	0.00	3,658.85	18,673.35	1,294.26	789.39	20,757.00	0.00
Insurance	3,027.35	0.00	0.00	0.00	3,027.35	0.00	0.00	0.00	0.00	0.00
Meetings	0.00	0.00	72.91	0.00	72.91	0.00	0.00	0.00	0.00	0.00
Permits and Fees	0.00	0.00	0.00	0.00	0.00	6,455.00	1,647.00	339.00	8,441.00	0.00
Personnel	5,204.22	0.00	700.08	12,949.92	18,854.22	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
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	250.00	280.00	280.00	810.00	0.00
Professional Fees	7,228.65	0.00	0.00	0.00	7,228.65	0.00	800.00	200.00	1,000.00	0.00
Rent	1,500.00	0.00	0.00	0.00	1,500.00	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
Supplies	27.29	0.00	0.00	0.00	27.29	22,989.40	16,909.57	12,389.31	52,288.28	149.29
Telephone/Internet	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	511.92	0.00	511.92	0.00	0.00	0.00	0.00	0.00
Total Expense	26,296.36	0.00	1,970.54	71,737.66	100,004.56	65,249.06	23,648.35	16,649.70	105,547.11	149.29
Net Ordinary Income	-112.03	2,094.75	9,550.56	-6,800.52	4,732.76	-8,342.78	7,388.45	13,253.80	12,299.47	1,410.71
Net Income	-112.03	2,094.75	9,550.56	-6,800.52	4,732.76	-8,342.78	7,388.45	13,253.80	12,299.47	1,410.71

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

	Halloween	Holidays	Summer LNO	Other	Total	WGBA	TOTAL
	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Promotions/Events	Admin	
Ordinary Income/Expense							
Income							
CBID	0.00	0.00	0.00	0.00	0.00	0.00	104,737.32
Event Revenue	0.00	1,422.00	0.00	0.00	1,422.00	0.00	44,204.28
Eventbrite Ticket Sales	0.00	48,864.00	0.00	0.00	48,864.00	0.00	109,844.30
Interest Income	0.00	0.00	0.00	0.00	0.00	0.75	0.75
Member Dues	0.00	0.00	0.00	0.00	0.00	0.00	1,560.00
Sponsorships	0.00	100.00	0.00	0.00	100.00	0.00	14,184.00
Total Income	0.00	50,386.00	0.00	0.00	50,386.00	0.75	274,530.65
Gross Profit	0.00	50,386.00	0.00	0.00	50,386.00	0.75	274,530.65
Expense							
Advertising and P/R	0.00	0.00	0.00	0.00	0.00	0.00	135.52
Bank Service Charges	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	2,500.00
Contract Services	1,980.00	1,600.00	0.00	0.00	3,580.00	0.00	88,260.68
County Fees	0.00	0.00	0.00	0.00	0.00	0.00	50.00
Dues/Subscriptions	0.00	0.00	0.00	0.00	0.00	820.00	820.00
Equipment Rental	0.00	12,493.93	0.00	0.00	12,493.93	0.00	36,909.78
Insurance	0.00	0.00	0.00	0.00	0.00	337.48	3,364.83
Meetings	0.00	0.00	0.00	0.00	0.00	169.05	241.96
Permits and Fees	0.00	0.00	0.00	0.00	0.00	0.00	8,441.00
Personnel	0.00	0.00	0.00	0.00	0.00	20,984.80	39,839.02
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	257.00	257.00
Printing/Reproduction	0.00	0.00	0.00	0.00	0.00	0.00	810.00
Professional Fees	0.00	225.00	500.00	0.00	725.00	600.00	9,553.65
Rent	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
Retail Merchandise	0.00	-3,205.00	0.00	0.00	-3,205.00	0.00	-3,205.00
Supplies	1,732.95	951.74	193.92	564.21	3,442.82	1,006.06	56,913.74
Telephone/Internet	0.00	0.00	0.00	0.00	0.00	1,206.57	1,206.57
Website	0.00	0.00	0.00	0.00	0.00	0.00	511.92
Total Expense	3,712.95	12,065.67	693.92	564.21	17,036.75	25,537.86	248,275.57
Net Ordinary Income	-3,712.95	38,320.33	-693.92	-564.21	33,349.25	-25,537.11	26,255.08
Net Income	-3,712.95	38,320.33	-693.92	-564.21	33,349.25	-25,537.11	26,255.08