



— DOWNTOWN —  
**WILLOW GLEN**

**Willow Glen Business Association  
Board of Directors & General Membership Meeting  
June Meeting Canceled due to COVID-19**

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

Item	Type	Person Responsible	Time line	Action
Meeting called to order	G	Linda Ruiz, President		
Approval of minutes	A	Approval of May Minutes		Review and approval of May 20 <sup>th</sup> , 2020 minutes/Email sent June 9 <sup>th</sup> , 2020
Executive Committee Report	I	Executive Committee Update – Linda Ruiz		Meeting Canceled due to COVID-19
Treasurer's Report	A	Treasurer- Tim Mulcahy - May Financial Report		Board approval Accept Report/Email sent June 9 <sup>th</sup> , 2020
Committees to provide an update to board and membership on their projects.	I	<b>Member Relations Committee</b> WGBA Staff		No new updates due to COVID-19
	I	<b>CBID Committee – Nate Perez</b>		
	I	<b>Our Avenue Committee</b> Chair: Vince Falcone Committee Update		
OPEN FORUM/ PUBLIC COMMENT – 2 MIN. EACH	I	<b>Promotions &amp; Events Committee</b> Chair: Lynne Royal Committee Update DOTA – New Event Spring Marketplace, TBD BBQ, 9/26		
	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.		
Assoc Member Applications	A	None		
Meeting Adjournment	G	Linda Ruiz		

**The next WGBA Board meeting will be Tuesday, July 14<sup>th</sup> 2020 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.*

**Board of Directors and General Membership Meeting**  
**Wednesday, 20 May 2020**  
**Willow Glen Community & Senior Center ~ 2175 Lincoln Avenue**

**Board Members in Attendance:** Kathleen Erdmann, Barbara Hartman, Emilie Highley, Bobbie Johnson, Tim Mulcahy, Nate Perez, Sara Rivas, Linda Ruiz, Lynne Rovai, Steve Sibley, Jamie Sizelove, Cyndy Thomas  
**Staff:** Kandy Stevens & Steff Whaley

**Board Members Absent:** Frank Bejan, Vince Falcone, John Pisacane,

**Board Meeting was called to order by President Ruiz at 10:05 a.m.** The Board Meeting was conducted via a Zoom Video Conference.

President Ruiz made us aware that Board Member, Lisa O'Hara has resigned, indicating that she needed to concentrate on her business at this time.

The meeting was turned over to Councilmember Dev Davis. Councilmember made us aware that as of the evening of 19 May 2020, the "Al Fresco San Jose" initiative passed. This initiative is to aid small business recovery, brainstorming ways to safely get the local economy up and running again. As Councilmember indicated, her meeting with the WGBA is to be creative on ideas – we have an opportunity to influence policy given the fact that the restaurant industry (and retailers) have been hit particularly hard by the pandemic. Adding outdoor dining and retail space (sidewalks, parking lots, etc.), taking advantage of our multiple days of sunshine, "Al Fresco" could be part of the answer. A discussion ensued on ideas: take advantage of outdoor space of businesses on the Avenue (i.e. restaurants, retailers). . .business participation, costs involved, locations, security, what obstacles would be faced, what concerns are there in making this happen, etc. President Ruiz mentioned that prior to the start of the Coronavirus, the P&E Committee was planning on a Market Place Event which may be a segway into this initiative. Linda indicated that the Board would continue discussing and keep the Councilmember informed of our ideas.

Councilmember also indicated that on Saturday, May 23<sup>rd</sup> from 10:00-1:00 there will be an Electronic Device Donation drop off at the BofA parking lot. Ideally, electronic devices 2010 or newer are hoped for.

**Executive Committee Report:** President Ruiz reviewed all key items that were discussed during this meeting which was held on May 1<sup>st</sup>.

**NOTE:** The WGBA did not have an April Board Meeting due to the state of affairs with the virus situation.

**Treasurer's Report:** Tim reviewed the financials, noting that we currently show \$252,180 in the WGBA account. There is financial uncertainty due to the virus and the cancellation/postponement of revenue generating events. Additional information can be obtained in the full set of Financials presented at the meeting. Motion was made by Lynne Rovai to approve. Second by Kathleen Erdmann. Unanimously approved.

*Member Relations:* Kandy and Steff indicated that Associate Membership dues will be waived for 2020 (decision made by the Executive Board, May 1st meeting).

*CBID:* Nate reported that due to the pandemic, any changes to the CBID are on 'pause' for now. He briefly touched on property taxes -- delinquency issues and issues that may be encountered down the road. As Nate commented -- '2021 will be an interesting year'.

*Our Avenue:* Kandy Stevens reported in Vince's absence. Vince had written a formal report which each of the Board received this morning. The key items were the 3 items that Universal quoted on: Mulch (\$1200), Gum (\$2000) and Bench & Statue Maintenance/Cleaning (\$3040) -- Total for these 3 items which would be done every 6 months is \$6,240.00. A Board vote was not required because, as Tim Mulcahy pointed out, extra funds were factored into the approved budget. Kathleen Erdmann commented on the Planter Box Adoption -- she is collecting data on who had adopted the planter boxes in the past -- at a later date she will present her findings to the Board. Once we are no longer confined by the pandemic, and the economy is healthy, she will approach the businesses that adopted the planter boxes to see if they would like to adopt again. As Kathleen indicated "Now is not the time to ask people for money!".

*P&E:* Lynne reported (1) Market Place event to be discussed further at a P&E Meeting (2) Wine Walk -- TBD (3) 2020 Christmas Ornaments are being ordered -- same quantity as 2019. Ornament features the WG Library. (4) Cable Cars -- TBD. Cost for the cable cars will probably increase from 2019. (5) BBQ in the Glen -- on hold.

Lynne commented that after Councilmember Davis' presentation, there may be ways to 'get creative' on some of the events -- i.e., Alternative for the Wine Walk/Beer Walk -- set up outside? Lynne's committee will continue to brainstorm!

*Open Forum:* No Open Forum

*Associate Member Applications:* None at this time.

Prior to adjournment, President Ruiz again thanked Steff and Kandy for all their work -- their time, efforts and creativity are very much appreciated.

*Adjournment:* Meeting was adjourned at 11:08 a.m.

Respectively submitted,

Emilie Highley, Secretary  
Willow Glen Business Association

## May 2020 Financial Report for the June Board Meeting

### Balance Sheet Previous Year Comparison

The May Comparison is more realistic since the 2nd C.B.I.D. installment received last year in May while being received two months earlier during the current year. Total Cash on hand is \$33,010.41 more than last year at \$207,530.34. Accounts receivable was \$6,700 more last year than this year so the total assets are lowered to an increase of \$26,560.41. As has been reported each month the contingency reserve increase of \$12,852.97 makes up the entire increase in liabilities. The accumulated net assets (stockholder equity) at \$108,432.03 is more than twice the previous year although net income to date is only half of the 2019 level at \$50,067.19.

### Profit and Loss Year to Date Comparison

There was no income for May and expenses were \$23,369.75. Other than a \$1000.00 expense for marketing/ advertising expenses were kept to the usual level of operation. The other year to date column shows the net income to date of \$50,067.19 and the revenue and expenses that make up these results.

### Profit and Loss Previous Year to date Comparison.

There was no income May 2020 but you can see the 2019 recording of \$149,176.96 CBID installment as revenue. Expenses were down this May compared to last due to equipment rentals for events that we have had to cancel this year..Net income was a negative while May 2019 added \$118.,229.89 to the bottom line.

Not necessary to report on the two reports by class..The WGBA office has been operating at normal level with no extraordinary expenses..

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

	May 31, 20	May 31, 19	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
US Bank Checking	197,698.40	171,745.39	25,953.01	15.11%
Wells Fargo Checking	9,831.94	2,774.54	7,057.40	254.36%
<b>Total Checking/Savings</b>	<u>207,530.34</u>	<u>174,519.93</u>	<u>33,010.41</u>	<u>18.92%</u>
<b>Accounts Receivable</b>				
Accounts Receivable	540.00	7,240.00	-6,700.00	-92.54%
<b>Total Accounts Receivable</b>	<u>540.00</u>	<u>7,240.00</u>	<u>-6,700.00</u>	<u>-92.54%</u>
<b>Other Current Assets</b>				
Pre-Paid Rent	250.00	0.00	250.00	100.0%
Service Deposits	500.00	500.00	0.00	0.0%
<b>Total Other Current Assets</b>	<u>750.00</u>	<u>500.00</u>	<u>250.00</u>	<u>50.0%</u>
<b>Total Current Assets</b>	<u>208,820.34</u>	<u>182,259.93</u>	<u>26,560.41</u>	<u>14.57%</u>
<b>Fixed Assets</b>				
<b>Eqmnt, Furnit., and Computers</b>	7,310.79	7,310.79	0.00	0.0%
<b>Total Fixed Assets</b>	<u>7,310.79</u>	<u>7,310.79</u>	<u>0.00</u>	<u>0.0%</u>
<b>TOTAL ASSETS</b>	<u><b>216,131.13</b></u>	<u><b>189,570.72</b></u>	<u><b>26,560.41</b></u>	<u><b>14.01%</b></u>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Other Current Liabilities</b>				
<b>ARTWORKS Project</b>	13,437.88	13,037.88	400.00	3.07%
<b>CBID Contingency Reserve</b>	44,194.03	31,716.79	12,477.24	39.34%
<b>Sales Tax Payable</b>	0.00	24.27	-24.27	-100.0%
<b>Total Other Current Liabilities</b>	<u>57,631.91</u>	<u>44,778.94</u>	<u>12,852.97</u>	<u>28.7%</u>
<b>Total Current Liabilities</b>	<u>57,631.91</u>	<u>44,778.94</u>	<u>12,852.97</u>	<u>28.7%</u>
<b>Total Liabilities</b>	<u>57,631.91</u>	<u>44,778.94</u>	<u>12,852.97</u>	<u>28.7%</u>
<b>Equity</b>				
<b>Accumulated Net Assets</b>	108,432.03	48,592.38	59,839.65	123.15%
<b>Assets moved to/from Accum NA</b>	-143.56	-143.56	0.00	0.0%
<b>Temporarily Restricted Assets</b>	143.56	143.56	0.00	0.0%
<b>Net Income</b>	50,067.19	96,199.40	-46,132.21	-47.96%
<b>Total Equity</b>	<u>158,499.22</u>	<u>144,791.78</u>	<u>13,707.44</u>	<u>9.47%</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>216,131.13</b></u>	<u><b>189,570.72</b></u>	<u><b>26,560.41</b></u>	<u><b>14.01%</b></u>

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

	<u>May 20</u>	<u>Jul '19 - May 20</u>
Ordinary Income/Expense		
Income		
CBID	0.00	256,272.88
Event Revenue	0.00	45,378.28
Eventbrite Ticket Sales	0.00	109,844.30
Interest Income	0.00	0.75
Member Dues	0.00	1,260.00
Sponsorships	0.00	15,184.00
Total Income	<u>0.00</u>	<u>427,940.21</u>
Gross Profit	0.00	427,940.21
Expense		
Advertising and P/R	1,110.34	4,136.18
Bank Service Charges	0.00	199.90
City Fees	0.00	5,000.00
Contract Services	12,040.24	156,737.82
County Fees	0.00	50.00
Dues and Subscriptions	95.00	1,295.00
Equipment Rental	648.72	40,117.60
Insurance	685.47	8,492.62
Meetings	92.00	567.77
Permits and Fees	0.00	10,342.00
Personnel	6,456.12	72,719.03
Postage and Delivery	63.20	321.80
Printing and Reproduction	0.00	2,020.74
Professional Fees	610.00	15,737.15
Rent	250.00	2,750.00
Retail Merchandise Expense	0.00	-3,664.00
Sales Tax Adjustment	0.00	-0.11
Software	0.00	99.99
Supplies	49.15	57,677.66
Telephone and Internet	184.21	2,154.21
Website	85.30	1,117.66
Total Expense	<u>22,369.75</u>	<u>377,873.02</u>
Net Ordinary Income	-22,369.75	50,067.19
Net Income	<u><b>-22,369.75</b></u>	<u><b>50,067.19</b></u>

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

	May 20	May 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
<b>CBID</b>	0.00	149,176.96	-149,176.96	-100.0%
<b>Member Dues</b>	0.00	300.00	-300.00	-100.0%
<b>Sponsorships</b>	0.00	5,000.00	-5,000.00	-100.0%
<b>Total Income</b>	<b>0.00</b>	<b>154,476.96</b>	<b>-154,476.96</b>	<b>-100.0%</b>
<b>Gross Profit</b>	<b>0.00</b>	<b>154,476.96</b>	<b>-154,476.96</b>	<b>-100.0%</b>
<b>Expense</b>				
<b>Advertising and P/R</b>	1,110.34	49.23	1,061.11	2,155.41%
<b>City Fees</b>	0.00	2,500.00	-2,500.00	-100.0%
<b>Contract Services</b>	12,040.24	11,143.94	896.30	8.04%
<b>Dues and Subscriptions</b>	95.00	95.00	0.00	0.0%
<b>Equipment Rental</b>	648.72	10,549.84	-9,901.12	-93.85%
<b>Insurance</b>	685.47	602.67	82.80	13.74%
<b>Meetings</b>	92.00	35.87	56.13	156.48%
<b>Permits and Fees</b>	0.00	10.00	-10.00	-100.0%
<b>Personnel</b>	6,456.12	6,456.42	-0.30	-0.01%
<b>Postage and Delivery</b>	63.20	17.94	45.26	252.29%
<b>Professional Fees</b>	610.00	3,776.00	-3,166.00	-83.85%
<b>Rent</b>	250.00	250.00	0.00	0.0%
<b>Retail Merchandise Expense</b>	0.00	450.40	-450.40	-100.0%
<b>Supplies</b>	49.15	37.96	11.19	29.48%
<b>Telephone and Internet</b>	184.21	186.50	-2.29	-1.23%
<b>Website</b>	85.30	85.30	0.00	0.0%
<b>Total Expense</b>	<b>22,369.75</b>	<b>36,247.07</b>	<b>-13,877.32</b>	<b>-38.29%</b>
<b>Net Ordinary Income</b>	<b>-22,369.75</b>	<b>118,229.89</b>	<b>-140,599.64</b>	<b>-118.92%</b>
<b>Net Income</b>	<b>-22,369.75</b>	<b>118,229.89</b>	<b>-140,599.64</b>	<b>-118.92%</b>

Willow Glen Business Association  
Profit & Loss by Class

May 2020

	ADMIN (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	Promotions & Events	Strategic Marketing	WGBA Administration	TOTAL
<b>Ordinary Income/Expense</b>								
<b>Expense</b>								
Advertising and P/R	0.00	0.00	860.34	860.34	0.00	250.00	0.00	1,110.34
Contract Services	525.00	0.00	11,515.24	12,040.24	0.00	0.00	0.00	12,040.24
Dues and Subscriptions	0.00	0.00	0.00	0.00	0.00	0.00	95.00	95.00
Equipment Rental	648.72	0.00	0.00	648.72	0.00	0.00	0.00	648.72
Insurance	606.84	0.00	0.00	606.84	0.00	0.00	78.63	685.47
Meetings	0.00	0.00	9.65	9.65	82.35	0.00	0.00	92.00
Personnel	854.62	116.68	2,158.32	3,129.62	0.00	0.00	3,326.50	6,456.12
Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	63.20	63.20
Professional Fees	610.00	0.00	0.00	610.00	0.00	0.00	0.00	610.00
Rent	0.00	0.00	0.00	0.00	0.00	0.00	250.00	250.00
Supplies	0.00	0.00	0.00	0.00	0.00	0.00	49.15	49.15
Telephone and Internet	86.54	0.00	0.00	86.54	0.00	0.00	97.67	184.21
Website	0.00	85.30	0.00	85.30	0.00	0.00	0.00	85.30
<b>Total Expense</b>	<b>3,331.72</b>	<b>201.98</b>	<b>14,543.55</b>	<b>18,077.25</b>	<b>82.35</b>	<b>250.00</b>	<b>3,960.15</b>	<b>22,369.75</b>
<b>Net Ordinary Income</b>	<b>-3,331.72</b>	<b>-201.98</b>	<b>-14,543.55</b>	<b>-18,077.25</b>	<b>-82.35</b>	<b>-250.00</b>	<b>-3,960.15</b>	<b>-22,369.75</b>
<b>Net Income</b>	<b>-3,331.72</b>	<b>-201.98</b>	<b>-14,543.55</b>	<b>-18,077.25</b>	<b>-82.35</b>	<b>-250.00</b>	<b>-3,960.15</b>	<b>-22,369.75</b>



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

	ADMIN (CBID)	C & R (CBID)	DISI (CBID)	SOBOP (CBID)	Total CBID	BBQ Fundraising	BeerWalk Fundraising	Bubbly Walk Fundraising	Fall Wine Walk Fundraising	Spring Wine Walk Fundraising	Total Fundraising	Member Relations
<b>Ordinary Income Expense</b>												
<b>Income</b>												
<b>CBID</b>	59,522.16	9,671.51	28,190.02	158,889.19	256,272.88	0.00	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	0.00	1,420.00	665.00	35.00	42,817.28	0.00
<b>Eventbrite Ticket Sales</b>	0.00	0.00	0.00	0.00	0.00	6,125.00	0.00	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	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	0.00	1,260.00
<b>Sponsorships</b>	0.00	0.00	0.00	0.00	0.00	9,084.00	2,000.00	2,500.00	1,500.00	0.00	15,084.00	0.00
<b>Total Income</b>	59,522.16	9,671.51	28,190.02	158,889.19	256,272.88	55,906.28	2,000.00	31,036.80	29,903.50	35.00	118,881.58	1,260.00
<b>Gross Profit</b>	59,522.16	9,671.51	28,190.02	158,889.19	256,272.88	55,906.28	2,000.00	31,036.80	29,903.50	35.00	118,881.58	1,260.00
<b>Expense</b>												
<b>Advertising and P/R</b>	0.00	0.00	0.00	860.34	860.34	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	0.00	8.00	0.00
<b>City Fees</b>	5,000.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Contract Services</b>	5,775.00	0.00	685.63	124,639.88	131,100.51	16,823.31	0.00	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	0.00	50.00	0.00
<b>Dues/Subscriptions</b>	0.00	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>	6,948.27	0.00	0.00	0.00	6,948.27	18,673.35	0.00	1,294.26	789.39	-81.60	20,675.40	0.00
<b>Insurance</b>	6,666.37	0.00	0.00	0.00	6,666.37	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Meetings</b>	0.00	0.00	72.91	9.65	82.56	0.00	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	0.00	1,647.00	339.00	1,647.00	10,088.00	0.00
<b>Personnel</b>	9,910.87	0.00	1,283.48	23,741.52	34,935.87	0.00	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	0.00
<b>Printing/Reproduction</b>	0.00	0.00	0.00	0.00	0.00	250.00	0.00	280.00	280.00	589.96	1,399.96	0.00
<b>Professional Fees</b>	12,237.15	0.00	0.00	0.00	12,237.15	0.00	0.00	800.00	200.00	550.00	1,550.00	0.00
<b>Rent</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	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	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	0.00
<b>Software</b>	0.00	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	0.00	16,909.57	12,389.31	57.50	52,545.78	149.29
<b>Telephone/Internet</b>	432.70	0.00	0.00	0.00	432.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Website</b>	0.00	0.00	1,117.66	0.00	1,117.66	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total Expense</b>	49,741.65	0.00	3,159.68	149,251.39	202,152.72	65,449.06	0.00	23,648.35	16,649.70	2,762.86	108,509.97	149.29
<b>Net Ordinary Expense</b>	9,780.51	9,671.51	25,030.34	9,637.80	54,120.16	-9,542.78	2,000.00	7,388.45	13,253.80	-2,727.86	10,371.61	1,110.71
<b>Net Income</b>	9,780.51	9,671.51	25,030.34	9,637.80	54,120.16	-9,542.78	2,000.00	7,388.45	13,253.80	-2,727.86	10,371.61	1,110.71

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

	Halloween (Promotions & Events)	Holidays (Promotions & Events)	Spring Ladies Night Out (Promotions & Events)	Summer Ladies Night Out (Promotions & Events)	Promotions & Events - Other (Promotions & Events)	Total Promotions & Events	Strategic Marketing	WGBA Administration	TOTAL
<b>Ordinary Income Expense</b>									
<b>Income</b>									
<b>CBID</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	256,272.88
<b>Event Revenue</b>	0.00	2,561.00	0.00	0.00	0.00	2,561.00	0.00	0.00	45,378.28
<b>Eventbrite Ticket Sales</b>	0.00	48,864.00	0.00	0.00	0.00	48,864.00	0.00	0.00	109,844.30
<b>Interest Income</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.75	0.75
<b>Member Dues</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,260.00
<b>Sponsorships</b>	0.00	100.00	0.00	0.00	0.00	100.00	0.00	0.00	15,184.00
<b>Total Income</b>	0.00	51,525.00	0.00	0.00	0.00	51,525.00	0.00	0.75	427,940.21
<b>Gross Profit</b>	0.00	51,525.00	0.00	0.00	0.00	51,525.00	0.00	0.75	427,940.21
<b>Expense</b>									
<b>Advertising and P/R</b>	0.00	0.00	160.48	0.00	1,479.84	1,640.32	1,500.00	0.00	4,136.18
<b>Bank Service Charges</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	191.90	199.90
<b>City Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
<b>Contract Services</b>	1,980.00	1,600.00	0.00	0.00	0.00	3,580.00	0.00	0.00	156,737.82
<b>County Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
<b>Dues/Subscriptions</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,295.00	1,295.00
<b>Equipment Rental</b>	0.00	12,493.93	0.00	0.00	0.00	12,493.93	0.00	0.00	40,117.60
<b>Insurance</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,826.25	8,492.62
<b>Meetings</b>	0.00	0.00	0.00	0.00	131.08	131.08	0.00	354.13	567.77
<b>Permits and Fees</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	10,342.00
<b>Personnel</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,783.16	72,719.03
<b>Postage and Delivery</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	321.80	321.80
<b>Printing/Reproduction</b>	0.00	0.00	0.00	0.00	294.97	294.97	325.81	0.00	2,020.74
<b>Professional Fees</b>	0.00	225.00	375.00	500.00	250.00	1,350.00	0.00	600.00	15,737.15
<b>Rent</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	250.00	2,750.00
<b>Retail Merchandise</b>	0.00	-3,664.00	0.00	0.00	0.00	-3,664.00	0.00	0.00	-3,664.00
<b>Sales Tax Adjustment</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-0.11	-0.11
<b>Software</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	99.99	99.99
<b>Supplies</b>	1,732.95	1,005.69	249.09	193.92	564.21	3,745.86	0.00	1,209.44	57,677.66
<b>Telephone/Internet</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,721.51	2,154.21
<b>Website</b>	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,117.66
<b>Total Expense</b>	3,712.95	11,660.62	784.57	693.92	2,720.10	19,572.16	1,825.81	45,663.07	377,873.02
<b>Net Ordinary Expense</b>	-3,712.95	39,864.38	-784.57	-693.92	-2,720.10	31,952.84	-1,825.81	-45,662.32	50,067.19
<b>Net Income</b>	<b>-3,712.95</b>	<b>39,864.38</b>	<b>-784.57</b>	<b>-693.92</b>	<b>-2,720.10</b>	<b>31,952.84</b>	<b>-1,825.81</b>	<b>-45,662.32</b>	<b>50,067.19</b>