



San Ysidro Chamber of Commerce
ANNUAL MEETING and Monthly Board of Directors Meeting
Tuesday, July 24, 2018
9:00 A.M. at the San Ysidro Community Service Center

Agenda

- 1. Welcome and Convening of Meeting, Roll Call and Introductions (9:00am)
- 2. Non-Agenda Public Comment

Public comment may be made on any subject in the Board's area of responsibility. In the interest of dealing with business on hand, comments are limited to no more than three (3) minutes total per subject, regardless of the number of those who wish to speak. (Comments relating to today's agenda are to be taken at the time the item is heard.) The President has the ability to reduce speaker time in the interest of accomplishing board business. Pursuant to the Brown Act, no discussion or action, other than a referral, shall be taken or had by the Board on any issue brought forth under "Non-Agenda Public Comment."

- 3. Commencement of Annual Meeting
 - a. Year in Review Presentation – July 1, 2017 – June 3, 2018 Information
 - Advocacy
 - Programs
 - Events
 - Membership
 - Financials
 - b. Ratification of Election Results ACTION
 - c. Election of Officers
 - President ACTION
 - Vice President ACTION
 - Secretary ACTION
 - Treasurer ACTION
 - d. Setting of Board Retreat
- 4. Formal Board Meeting
 - a. Approval of June Minutes ACTION
 - b. Approve Board Retreat Date/ Location ACTION
- 5. Adjourn (10:30am)

NEXT BOARD MEETING: September 25

****Committee Meetings**

COMMITTEE	CHAIR/ CHAMBER REP
Transportation (BTC) 2 nd Tuesday each month 1030 am	Chair Bates
Smart Border Coalition 2 nd Thursday, 9:30 am	Coordinator Wells
Education Committee 3 rd Wednesday of the month, 12:00 pm	Chair Nagura
Events & Promotions Committee 3 rd Wednesday of the month 4:00 pm	Chair Goudeau
Border Public Arts Committee (BPAC) 1 st Saturday of the month 11:00 am	Chair Sanchez



CHAMBER OF COMMERCE
& BUSINESS ASSOCIATION

San Ysidro Business Association
Balance Sheet
As of June 30, 2018

	Jun 30, 18
ASSETS	
Current Assets	
Checking/Savings	
10010 · Petty Cash	300.00
10020 · Regular Checking Account	12,113.57
Total Checking/Savings	12,413.57
Accounts Receivable	
10130 · Accounts Receivable	21,650.00
Total Accounts Receivable	21,650.00
Other Current Assets	
10120 · City of San Diego Receivable	1,280.00
10160 · SBEP Receivable	527.50
Total Other Current Assets	1,807.50
Total Current Assets	35,871.07
Fixed Assets	
10200 · Equipment	25,561.60
10210 · Accumulated Depreciation	-25,561.60
Total Fixed Assets	0.00
Other Assets	
10150 · Prepaid Expenses	3,329.88
10155 · Deposits	1,000.00
Total Other Assets	4,329.88
TOTAL ASSETS	40,200.95
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 · *Accounts Payable	808.39
Total Accounts Payable	808.39
Other Current Liabilities	
20275 · Commission Payable	4,306.00
20290 · Deferred Income	4,572.59
Total Other Current Liabilities	8,878.59
Total Current Liabilities	9,686.98
Total Liabilities	9,686.98
Equity	
30020 · Unrestricted Net Assets	4,413.21
3900 · Retained Earnings	1,150.00
Net Income	24,950.76
Total Equity	30,513.97
TOTAL LIABILITIES & EQUITY	40,200.95

San Ysidro Business Association
Profit & Loss Budget vs. Actual
 July 2017 through June 2018

	Jul '17 - Jun 18	Budget	Variance
Income			
40020 · BID Assessments	155,430.29	157,000.00	-1,569.71
40050 · Event Revenue			
4010 · Business Awards Gala	29,269.08	45,500.00	-16,230.92
Total 40050 · Event Revenue	29,269.08	45,500.00	-16,230.92
40070 · City Fees & Services	2,200.00		
40080 · Donations	625.00	5,750.00	-5,125.00
40105 · Amigos Program	0.00	31,200.00	-31,200.00
40110 · Prow Program	0.00	600.00	-600.00
40120 · Re-Development	15,000.00		
4015 · Golf Tournament.	4,143.86	10,000.00	-5,856.14
40150 · Newsletr/Directory Advertising	1,400.00	13,000.00	-11,600.00
4025 · Monthly Meetings	1,268.31	2,400.00	-1,131.69
4030 · Community Festival	11,948.24	15,000.00	-3,051.76
41000 · SBEP	17,886.00	17,886.00	0.00
41010 · Tech. Assistance/Acctng.	5,000.00	5,000.00	0.00
43020 · Membership	134,084.28	95,852.00	38,232.28
43025 · Scholarship Fund	100.00		
43030 · Rental Income	14,980.00	23,000.00	-8,020.00
Total Income	393,335.06	422,188.00	-28,852.94
Expense			
512059 · Personnel			
50310 · Salaries	137,850.02	139,072.00	-1,221.98
50315 · Payroll Taxes	12,617.08	12,052.00	565.08
50320 · Health Benefits	11,395.96	23,590.00	-12,194.04
50325 · Workers Compensation	0.00	3,600.00	-3,600.00
50330 · Payroll Fees	61.25	120.00	-58.75
50335 · Commission	19,209.81	16,054.00	3,155.81
50340 · Employee Retirement	0.00	900.00	-900.00
Total 512059 · Personnel	181,134.12	195,388.00	-14,253.88
512069 · Consulting Services	0.00	8,560.00	-8,560.00
512110 · Design			
512120 · Design & Improvement	12,500.00	20,000.00	-7,500.00
Total 512110 · Design	12,500.00	20,000.00	-7,500.00
512138 · Outreach/ Promotions			
51000 · Business Awards Gala.	33,527.69	21,500.00	12,027.69
51005 · Golf Tournament	6,889.06	13,000.00	-6,110.94
512055 · Street Banners	0.00	3,000.00	-3,000.00
512140 · Directory	0.00	5,000.00	-5,000.00
512145 · Communications/Website	0.00	2,400.00	-2,400.00
512150 · Community Festival	28,705.37	21,000.00	7,705.37

	<u>Jul '17 - Jun 18</u>	<u>Budget</u>	<u>Variance</u>
512155 · Special Events.	2,994.97	0.00	2,994.97
512165 · Scholarships	3,500.00		
512170 · Advertising	5,180.51		
512175 · City Fees	2,913.00		
Total 512138 · Outreach/ Promotions	83,710.60	65,900.00	17,810.60
512143 · Office Operational Costs			
50013 · Travel	4,257.97	3,000.00	1,257.97
50020 · Rent & Utilities	13,467.88	15,300.00	-1,832.12
50030 · Meetings	4,222.42	1,300.00	2,922.42
50045 · Board Meetings/Retreat/AGM	1,300.00	1,570.00	-270.00
50070 · Insurance	327.08	4,200.00	-3,872.92
50080 · Supplies	3,406.49	2,400.00	1,006.49
50110 · Dues and Subs.	997.34	1,160.00	-162.66
50115 · Postage & Shipping	827.06	200.00	627.06
50120 · Computer/Software	3,811.50	7,440.00	-3,628.50
50125 · Mileage	224.00		
50151 · Accounting	8,400.00	12,400.00	-4,000.00
50152 · Telephone.	3,671.56	660.00	3,011.56
50153 · Legal	9,562.50		
50154 · Repairs & Maintenance	6,445.47	17,390.00	-10,944.53
52001 · Bank Fees	141.00	900.00	-759.00
Total 512143 · Office Operational Costs	61,062.27	67,920.00	-6,857.73
512153 · Contingency	0.00	38,420.00	-38,420.00
512159 · Cleaning & Maintenance	29,977.31	26,000.00	3,977.31
Total Expense	368,384.30	422,188.00	-53,803.70
Net Income	24,950.76	0.00	24,950.76

San Ysidro Business Association
Profit & Loss by Class
 July 2017 through June 2018

	<u>BID</u>	<u>CHAMBER</u>	<u>SBEP</u>	<u>TOTAL</u>
Income				
40020 · BID Assesments	155,430.29	0.00	0.00	155,430.29
40050 · Event Revenue				
4010 · Business Awards Gala	0.00	29,269.08	0.00	29,269.08
Total 40050 · Event Revenue	0.00	29,269.08	0.00	29,269.08
40070 · City Fees & Services	0.00	0.00	2,200.00	2,200.00
40080 · Donations	0.00	625.00	0.00	625.00
40120 · Re-Development	0.00	15,000.00	0.00	15,000.00
4015 · Golf Tournament.	0.00	4,143.86	0.00	4,143.86
40150 · Newsletrr/Directory Advertising	0.00	1,400.00	0.00	1,400.00
4025 · Monthly Meetings	0.00	1,268.31	0.00	1,268.31
4030 · Community Festival	0.00	11,948.24	0.00	11,948.24
41000 · SBEP	0.00	0.00	17,886.00	17,886.00
41010 · Tech. Assistance/Acctng.	0.00	0.00	5,000.00	5,000.00
43020 · Membership	0.00	134,084.28	0.00	134,084.28
43025 · Scholarship Fund	0.00	100.00	0.00	100.00
43030 · Rental Income	0.00	14,980.00	0.00	14,980.00
Total Income	155,430.29	212,818.77	25,086.00	393,335.06
Expense				
512059 · Personnel				
50310 · Salaries	66,070.62	55,220.03	16,559.37	137,850.02
50315 · Payroll Taxes	5,386.80	5,903.65	1,326.63	12,617.08
50320 · Health Benefits	5,442.52	5,953.44	0.00	11,395.96
50330 · Payroll Fees	0.00	61.25	0.00	61.25
50335 · Commission	0.00	19,209.81	0.00	19,209.81
Total 512059 · Personnel	76,899.94	86,348.18	17,886.00	181,134.12
512110 · Design				
512120 · Design & Improvement	12,500.00	0.00	0.00	12,500.00
Total 512110 · Design	12,500.00	0.00	0.00	12,500.00
512138 · Outreach/ Promotions				
51000 · Business Awards Gala.	0.00	33,527.69	0.00	33,527.69
51005 · Golf Tournament	0.00	6,889.06	0.00	6,889.06
51030 · Signature Event	0.00	224.92	0.00	224.92
512150 · Community Festival	25,908.64	2,796.73	0.00	28,705.37
512155 · Special Events.	800.00	1,970.05	0.00	2,770.05
512165 · Scholarships	0.00	3,500.00	0.00	3,500.00
512170 · Advertising	0.00	5,180.51	0.00	5,180.51
512175 · City Fees	713.00	0.00	2,200.00	2,913.00
Total 512138 · Outreach/ Promotions	27,421.64	54,088.96	2,200.00	83,710.60
512143 · Office Operational Costs				
50013 · Travel	0.00	4,257.97	0.00	4,257.97
50020 · Rent & Utilities	507.56	12,960.32	0.00	13,467.88

	<u>BID</u>	<u>CHAMBER</u>	<u>SBEP</u>	<u>TOTAL</u>
50030 · Meetings	0.00	4,222.42	0.00	4,222.42
50045 · Board Meetings/Retreat/AGM	0.00	1,300.00	0.00	1,300.00
50070 · Insurance	0.00	327.08	0.00	327.08
50080 · Supplies	0.00	3,406.49	0.00	3,406.49
50110 · Dues and Subs.	0.00	997.34	0.00	997.34
50115 · Postage & Shipping	721.25	105.81	0.00	827.06
50120 · Computer/Software	1,041.40	1,127.60	1,642.50	3,811.50
50125 · Mileage	0.00	224.00	0.00	224.00
50151 · Accounting	5,042.50	0.00	3,357.50	8,400.00
50152 · Telephone.	0.00	3,671.56	0.00	3,671.56
50153 · Legal	0.00	9,562.50	0.00	9,562.50
50154 · Repairs & Maintenance	0.00	4,966.93	0.00	4,966.93
52001 · Bank Fees	0.00	141.00	0.00	141.00
Total 512143 · Office Operational Costs	<u>7,312.71</u>	<u>47,271.02</u>	<u>5,000.00</u>	<u>59,583.73</u>
512159 · Cleaning & Maintenance	31,296.00	1,581.31	0.00	32,877.31
52040 · Maintenance	0.00	-1,421.46	0.00	-1,421.46
Total Expense	<u>155,430.29</u>	<u>187,868.01</u>	<u>25,086.00</u>	<u>368,384.30</u>
Net Income	<u><u>0.00</u></u>	<u><u>24,950.76</u></u>	<u><u>0.00</u></u>	<u><u>24,950.76</u></u>

**RE: 2018 Board of Directors Elections
Election Committee Report**

Attendance: Rodolfo Lopez, Jr. (Chamber Treasurer), Alicia Jimenez (Hearts and Hands Working Together), Adolfo Campos (City of San Diego, San Ysidro Library), Jason M-B Wells (Chamber Executive Director), Guadalupe Suarez (MAAC Project), Gina Escamilla (Chamber Staff).

There were a total of 63 ballot envelopes submitted. Of these, 55 were valid and 8 were disqualified due to un-paid business license or unpaid chamber Premier dues.

- 63 Envelopes
- 55 valid
- 8 envelopes disqualified

The following are the results in order from most to fewest votes. The top seven BID candidates and the top two Premier candidates are the new elected Directors of the San Ysidro Improvement Corporation dba San Ysidro Chamber of Commerce:

BID Director Pool

1. Alfredo Ripa (Border Station Parking)	24 Votes
2. Cesar Velasquez (Border Village Shopping Ctr)	22 Votes
3. Carlos Avalos (T-Mobile)	20 Votes
4. Enrique Valle (Border Xchange)	19 Votes
5. Louis Escareño (UETA Duty Free)	16 Votes
6. Edward Alanis (El Rincon Restaurant)	15 Votes
7. Carlos Diaz (Turismo/El Ticketon)	14 Votes
8. Jorge Omar Trujillo (Vindel Wireless)	12 Votes
9. Douglas Qasawadish (Mobile Gas Station)	8 Votes
10. Alex Sherer (Southwest Patient Group)	7 Votes

Premier Director Pool

1. Antonio Barbosa (Wells Fargo)	24 Votes
2. Andres Ripa (Outlets at the Border)	18 Votes
3. Vanessa Mapula (SDGE)	12 Votes
4. Ernesto Murguia (Compass Bank)	7 Votes
5. Jenny NG (Sycuan)	7 Votes
6. Francisco Arreola (Security First)	3 Votes



- I. President Jennifer Goudeau convened the meeting at 9:22am
 - a. Present – Jennifer Goudeau, Filex Sanchez, Dinah Willier, Francisco Bates, Alfredo Ripa, Carlos Avalos, Louis Escareño, Omar Trujillo, Carlos Diaz
 - b. Guests – Carlos Lacarra, Francisco Arreola

- II. Public Comment
None

- III. Approval of Minutes
 - a. Secretary Ripa moved to approve the April Minutes. The motion was seconded by Director Bates. Approved unanimously
 - b. Director Escareño moved to approve the May Minutes. The motion was seconded by Secretary Ripa. Approved unanimously

- IV. Executive Director's Report
ED Wells reported the following:
 - TAP Study – Results should be coming shortly. The board and TAP investors will receive a private viewing, then the Chamber will hold a public review – most likely than August.
 - Fiscal Year End – Auditors just finishing 2017. Results released shortly. The tardiness is due to review going concern of what was formally the Business Improvement District, now that one organization is representing the business community of San Ysidro.
 - Annual Meeting will be held July 24 distributed.
 - ED Wells gave a summary of the Bayshore Bikeway to Border extension. After SANDAG's Allison Moss gave a presentation to the San Ysidro Smart Border Coalition, the Chamber put together an outreach meeting between SANDAG and residents of Beyer Blvd between Center St and Bolton Hall, as this area has not yet been defined. Current ideas would get rid of street parking in that area. Meeting with the residents, a happy medium was found wherein the bike route could go through Beyer, but bicycles would share vehicle lanes within Bolton Hall and Center St. The project would implement speed bumps and other traffic calming measures. This made the residents happy and kept the route on Beyer Blvd.

- V. Presidents Report
President Goudeau made a solicitation for volunteers at the upcoming Independence Festival. A preview of the event ensued.

- VI. New Business.

- a. Elections. ED Wells reported the Election committee results. The results are attached to these minutes.
 - b. The Executive Committee also created an ex officio slate of Board members to accompany the official Board. Additionally, Executive Committee decided on expanding the board to 17 members, resulting in Omar Trujillo and Douglas Qasawadish (the next two highest vote getters) being elected.
 - c. The Election committee results were moved to be accepted by Alfredo Ripa and seconded by Carlos Avalos. The motion was approved unanimously.
- VII. ED Wells gave the monthly treasurer's report – in light of absence of Treasurer Lopez.
- VIII. The meeting was adjourned at 9:55am