

PART I. PROJECT SUMMARY (limit 10 pages)

Name of Project:

Old Takoma Business Association Festival Fund to be used for Takoma Park Street Festival and the Art Hop arts fest

A. Describe your project. Be specific. (For example: Who will be involved in the development of the project? How long would it take to implement? When or how frequently would it be offered? Where would it be held?)

Festivals distinguish Takoma Park as a vibrant cultural environment. In Old Takoma, they help define our community's identity and showcase its locally-owned, independent businesses. The Old Takoma Business Associations produces many community festivals and is requesting funding for two in this grant application:

Takoma Park Street Festival

Art Hop arts fest

Takoma Park Street Festival:

The Takoma Park Street Festival is a longtime, popular community event which takes place on the first Sunday of October each year on Carroll Avenue— this year, Sunday, October 5th, 2014. This festival was created to showcase Old Takoma's independent businesses and to attract visitors to Old Takoma from the greater DC area. The event attracts thousands each year to our community and represents an important promotional opportunity for the community and businesses alike.

Each year we have over 225 booths, 18 bands and thousands of visitors. There has been a big surge in interest in the event from both vendors and visitors. The Takoma Park Street Festival was just named one of the top three neighborhood festivals in the Washington DC area by the Washington City Paper. The increase in vendor applications has required more contracted staff time to review applications, process payments and curate the event. We also hire a music coordinator to hire bands, sounds engineers and stage MC's to manage the music portion of the event. The size of the event also requires that we hire staff to help execute on the day of. While volunteers play a big role in these efforts, we have learned that by anchoring the activities with paid staff, the event runs more smoothly all around. The festival takes 10 months to plan, process applications and coordinate vendors, musicians and activities.

We exercise extreme fiscal prudence with festival expenses each year because this festival represents a significant percentage of the operating income for the Old Takoma Business Association. By minimizing expenses, we are able to maximize festival revenue and use it support Old Takoma's locally-owned, independent businesses.

Any offset of expenses through grants allows us to re-direct more festival revenue to supporting our independent businesses, plus we are considering these additional expenses if additional grant money becomes available:

Music: Our music coordinator has relationships with various musicians and sound engineers and is able to get discounts on these services however, we are often forced to wait until very late in the planning process for the musicians to confirm the festival because they are holding out for more lucrative gigs. Our musician and sound engineer fees have remained flat for many years.

Kids' Activities: We would also like to increase the kids' activities at the festival. Our kids' activities are geared toward small children (e.g. moonbounces) and we would like to provide opportunities for older kids and teens by offering activities that they may be interested in (e.g. a climbing wall).

Sidewalk Signs for Music Schedule: We had 3 Sidewalk Signs Displays to hold large posters with the festival music schedule - 1 for each stage. We are also able to use them to post festival promotional posters to the community prior to the event. We have also used them for other festival and event promotions throughout the year. These were vandalized and stolen this past winter and we would like to purchase new Sidewalk Sign Displays in preparation for the festival this year.

Website: We are getting a new website this year for mainstreettakoma.org and have the opportunity to include our individual festivals into the one new website rather than the individual sites and different platforms that we have to maintain now.

Art Hop arts fest

The Art Hop arts fest is an annual event in Old Takoma that is now on its sixth year. This is an important event for our businesses because the participating artists install their art *inside* the local business, thus requiring visitors to enter every business to attend the festival. For the businesses, there are many new faces in their business and often an increase in sales over the weekend. The 2015 event is planned for Saturday and Sunday, April 25-26, 2015 and usually takes approximately 7 months to plan.

This event has also grown in size over the past few years with a record number of applications – both artists and host businesses and attendees. The event takes extensive time to manage the applications, recruit the businesses, coordinate the street performance schedule, coordinate the art installation in the businesses and update the website with all of the artist photos.

Currently, we almost break even for expenses and income. We are considering these additional expenses if additional grant money becomes available:

Artist Recruitment: Spend more contracted time aggressively recruiting artists to get a more diverse assortment with an edgier eye to continue to renew the event and appeal to the younger demographic that makes up a good part of our community and visitor base.

Street Performances: While we get many buskers and local businesses that want to perform, we have also learned that we need to anchor the event with paid performances throughout the weekend to enliven the streets with activity and create the sense that something is happening in town. Because the art is tucked away in the shops, this is not immediately obvious.

Website: We are getting a new website this year for mainstreettakoma.org and have the opportunity to include our individual events into the one new website rather than the individual sites and different platforms that we have to maintain now.

B. How does the project further the mission and long term goals of your organization?

Old Takoma Business Association (OTBA) focuses on community revitalization and commercial vitality in the Old Takoma area. OTBA's mission is to bring together businesses, residents and community organizations dedicated to developing a vibrant market center, from Takoma Junction Maryland to the Takoma Theatre DC, to enhance our unique and historic town setting.

OTBA runs the Main Street Takoma program, which was developed by the National Trust for Historic Preservation to assist towns in community revitalization by building on historic assets. We work on issues essential to locally-owned, independent businesses and to a thriving town:

- Promote Old Takoma as a destination through social media, press and community outreach.
- Maintain the Mainstreettakoma.org website which is the central site for visitors looking for businesses and activities in Old Takoma.
- Identify and recruit new businesses to fill vacancies.
- Organize Old Takoma-wide events and promotions.
- Identify and write grants for façade money, public art and more.
- Organize Old Takoma wide-clean up and beautification activities.
- Maintain the Main Street Maryland designation which provides access to additional grant money and promotional opportunities.
- Maintain relationships with all relevant jurisdictions: Takoma Park, MD; Takoma, DC, Montgomery County, Maryland and the state of Maryland.
- Work with community organizations with similar interests to leverage activities: Safe Takoma, Takoma Foundation, Historic Takoma, neighborhood associations and others.

Festivals distinguish Takoma Park as a vibrant cultural environment. They help define our community's identity and reveal its unique character. With this focus comes an increase in public awareness, vitality and livability. By drawing new people to the area and continuing to help residents see Takoma Park with new eyes, the festivals encourage community interaction and help bring Takoma Park continued visibility in the broader Washington, DC area.

C. Briefly explain how the project will contribute to the livability of Takoma Park, engage diverse populations, and/or strengthen the community's commitment to the arts, humanities, or the sciences.

The Takoma Park Street Festival is an annual favorite community event that plays host to over 200 artists, community groups, local businesses, green companies and food vendors on the streets of Takoma Park. In addition, 18 bands perform on 3 stages providing music throughout the entire day. The event also offers kids' activities. The varied mix of vendors attracts a diverse population of all ages to the event. There is an energy on the street that the community looks forward to each year and that new visitors are drawn to. The celebration of art and music at the festival further strengthens Takoma's unique identity and encourages return visits from new visitors and the community alike.

The Art Hop Takoma arts fest represents another event that celebrates to the arts and music culture of Takoma Park. This two day event pairs local artists with local artists to transform Old Takoma into a neighborhood arts district. Over 70 artists are installed in the shops, restaurants, and galleries throughout Old Takoma. Demos and performances are scheduled throughout the weekend to enliven the streets. The weekend of activity brings out the community as well as visitors from all over the DC area.

Both of the events support our locally-owned, independent businesses. With strong local businesses and a local economy, our entire community benefits.

D. Briefly describe past programming offered by the organization and how effective it has been. Does the project differ from past efforts of the organization or is it a continuation of existing programming?

The Old Takoma Business Association has a long history of creating and managing successful events. The Takoma Park Street Festival is on its 32nd year and the Art Hop arts fest is on its 6th year. Under the management of current Executive Director, Laura Barclay, additional new events have been created and are in their second year – the Grant Avenue Market and the Takoma Park Earth Day event and a new public art event, reCYCLE is in its 4th year. All OTBA events have attracted increased attendees each year, are revenue generating and are fiscally prudent with expenses.

E. Is this a collaborative project involving other organizations? If so, please describe the role of the organization(s) participating in the planned collaboration.

No

F. Will volunteers be used to implement the project? If so, how will they be recruited and engaged in the project? How successful has the organization's efforts to recruit volunteers been in the past?

Yes, volunteers play a vital role in the execution of the festivals. At the Street Festival, volunteers help coordinate vendor set up by directing traffic and helping the vendors unload. Volunteers also help man the info booth and assist with event breakdown.

At the Art Hop arts fest – volunteers assist with distribution of maps and provide directional assistance to visitors.

G. Identify your target audience and describe how the project will meet their needs.

Our festivals target audiences of all ages and we are working to increase our appeal to the changing demographic of our community which is skewing younger. We are recruiting musical performances that appeal to a younger demographic and accepting artists that have an edgier approach to their art. Additionally, we are adding additional children's activities and performances that will appeal to a larger kids' audience to target Takoma Park's growing 18 and under population and families on the greater DC area.

H. How will you market the project to your target audience? Up to three pieces from past marketing campaigns may be included with the application.

We will use our eblast, list serves and extensive social media reach market to our target audience. We will release a press release to area press to extend our reach. We will post banners, yard signs and sidewalk signs to get the word out. See enclosed sample posters that were used in various forms as advertising pieces.

I. Identify and describe the methods to be used to evaluate this project (questionnaire, interview, survey, observation)? How will you know if it is successful?

We will know that the event is successful based on:

- (1) Observation - attendance numbers are our key indicator as to the success of our promotional efforts. We do spot checks of attendees to try to calculate the total, but overall we subjectively base it on pedestrian- generated street congestion and how many hours of it**

- (2) Survey - we survey the vendors and businesses following the events to gather their feedback regarding foot traffic, sales and best practices.**

PART II. PROJECT GOALS / PERFORMANCE MEASURES (limit 1 page)

Name of Project:

Old Takoma Business Association Festival Fund to be used for the Takoma Park Street Festival and the Art Hop arts fest

List your project goals, the steps that will be taken to reach your goal, and identify how you will determine if you have been successful in reaching your goal(s).

Additionally, please include a preliminary project schedule with your application.

GOALS <i>"What do you want to achieve?"</i>	SERVICE DELIVERY ACTIVITIES <i>"How will you achieve this goal?"</i>	PERFORMANCE MEASURES <i>"How will you verify success?"</i>
Showcase the Old Takoma Businesses	Encourage the businesses to participate in the festivals. Keep application fee low for Old Takoma businesses	Record the number of businesses that participated in each festival. Did the number increase from previous year?
Attract new visitors	Promote the festivals heavily through list serves outside of Takoma Park (e.g. Hyattsville, Silver Spring, Brightwood, Shepherd Park, Petworth). Target Facebook ads to residents outside of Takoma Park through demographic targeting (e.g. Hyattsville, Silver Spring, Brightwood, Shepherd Park, Petworth).	Through informal data collection at festival info booths, through businesses and via social media.
Create desire for visitor to make return trips post festivals.	Offer unique vendors, great music, interesting community groups to further support the idea that Takoma is a great place!	Through informal data collection at festival info booths, through businesses and via social media.
Appeal to families	Curate an interesting mix of artists and musicians and offer fun kids' activities	Review revenue from kids activities. Increase from last year?
Showcase artists and musicians	Curate an interesting mix of artists and musicians creating a mix that will appeal to multiple demographics.	Through informal data collection at festival info booths, through businesses and via social media.

PART III. PROJECT BUDGET

Name of Project: **Old Takoma Business Association Festival Fund for use with the Takoma Park Street Festival and Art Hop arts fest**

A. EXPENSES (FOR THIS PROJECT)

<i>Personnel (administrative, artistic, and technical staff)</i>		
Street Festival Coordinator		\$2,800
Art Hop Coordinator		\$3,000*
Street Festival Music Coordinator and Sound Engineers		\$4,175*
Street Festival Musicians		\$3,700 *
Art Hop Performances		\$800*
Day of Festival Labor (both Art Hop and Street Festival)		\$500
	Total	\$14,975
<i>Outside Professional Services</i>		
Graphic Design (both Art Hop and Street Festival)		\$1,900
Web Design (both Art Hop and Street Festival)		\$3,000
Port-o-Potties (Street Festival)		\$450
Stage (Street Festival)		\$2,400
Kids Inflatables (Street Festival)		\$1,200*
	Total	\$8,950
<i>Other Fees & Services</i>		
Trolley rental for Art Hop		\$2,200
<i>Marketing</i>		
Social Media Facebook Boosted Ads (both Art Hop and Street Fest)		\$500
Banners, Sidewalk Signs, Yard Signs, Posters (both Art Hop and Street Fest)		\$2,000*
Advertising (Washington Blade and Blogs)		\$1,500
	Total	\$4,000
<i>Space Rental</i>		
<i>Miscellaneous Expenses (Estimated new – possible with grant money)</i>		
*Increase for Musicians and Sound (Street Festival)		\$1,000
New Website (both Street Festival and Art Hop)		\$1,850

*New Kids' Activities (equipment plus labor)	\$1,500
*Stage Sign Holders	\$1,000
*Additional Artist Recruitment Time for Art Hop	\$500
Additional Street Performances for Art Hop (2 days)	\$2,000
Total	\$7,850
TOTAL PROJECT EXPENSES (Street Festival and Art Hop arts fest)	\$37,975

B. INCOME (FOR THIS PROJECT)

<i>Matching Funds</i>	<i>Specific Source of Funds</i>	<i>Amount</i>
Revenue (may be projected)		
Vendor Booth Fees (Street Festival)	Projected: Artists, community groups, non-profits	\$44,000
Moon Bounce Revenue (Street Festival)	Projected: Pay-to-jump fee	\$3,000
Application Fees (Art Hop)	Projected: Old Takoma Businesses and participating artists	\$4,400
Sponsorships and Donations		
Corporate/Foundation	Projected: Takoma Foundation – Art Hop grant	\$1,000
Other Private Support	Projected: Local business sponsors of Art Hop or Street Festival	\$6,400
In-Kind Donations	Projected: 3 Stars Brewing Company (beer for Art Hop opening reception)	\$500
Government Grants (DO NOT include requested Cultural and STEM grant)		
Federal		n/a
State/Regional		n/a
Local		n/a
Applicant		
Cash		
Volunteer	40 hours x \$25.43 per hour	508.00
	Total Matching Funds	\$59,808
	Community Grant Amount Requested	\$15,000
	TOTAL PROJECT INCOME (NET) (Street Festival and Art Hop arts fest)	\$21,833

C. COMMUNITY PARTICIPATION

1. Projected number of participants/audience:
2. **15,000 Street Festival, 10,000 over 2 days Art Hop arts fest (estimated)**
3. Projected number of Takoma Park residents attending/participating: **50% of above totals (estimated)**
4. Will the project be open to the general public? YES X NO _____
5. Anticipated admission or registration fee: Adults \$ 0 Students 0



**CITY OF TAKOMA PARK, MARYLAND
FY15 COMMUNITY GRANTS PROGRAM**

**CULTURAL AND STEM GRANTS
APPLICATION CHECKLIST**

Please be sure to use the checklist to assure that all required documents are included with your application. The City reserves the right to reject any application deemed to be incomplete.

REQUIRED SUBMISSIONS

These items are required for a complete application

- ☒ Cover Sheet with authorizing signatory
- ☒ Part I. Project Summary (limit 10 page)
- ☒ Part II. Project Goals and Performance Measures (limit 1 page)
- ☒ Part III. Project Budget
- ☒ Listing and brief bio of key staff members
- n/a Resumes of participating presenters, performers, and/or artists
- n/a Letters of support from listed participants, partner organizations and funders
- ☒ Preliminary Project Schedule
- ☒ Membership listing of current Board of Directors
- ☒ Certificate of Good Standing from State of Maryland
- ☒ IRS Letter documenting applicant's 501(c)3 nonprofit status (if applicable)
- ☒ W-9 Taxpayer Identification and Certification
- ☒ City of Takoma Park Living Wage Certification
- ☒ City of Takoma Park Nuclear Free Certification
- ☒ IRS Form 990 Return of Organization Exempt from Income Tax (if applicable)
- ☒ Audited Financial Statement or Account Statement

_____ Completed application and all supporting documentation must be submitted electronically to SaraD@takomaparkmd.gov before the established deadline. An email confirming receipt of your application will be sent to you within 24 hours.

Old Takoma Business Association

Budget vs. Actuals: OTBA - FY13 P&L

January - December 2013

	Jan 2013		Feb 2013		Mar 2013		Apr 2013		May 2013		Jun 2013		Jul 2013		Aug 2013		Sep 2013		Oct 2013		Nov 2013		Dec 2013		Total		
	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	Actual	Budget	
Income																											
Charitable Contributions			400.00		1,025.00		400.00		25.00		400.00		400.00		0.00		0.00		0.00		0.00		0.00		1,050.00		3,000.00
Folk Festival IncomeX																			475.00					475.00		0.00	
Grant Income																									0.00		
City of Takoma Park	7,500.00	7,500.00			0.00		0.00		7,500.00	7,500.00		0.00		7,500.00	7,500.00		0.00		0.00		7,500.00	0.00	0.00		0.00	22,500.00	30,000.00
Recycle Art Grant														2,500.00										2,500.00		0.00	
Total Grant Income	\$ 7,500.00	\$ 7,500.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 7,500.00	\$ 7,500.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 7,500.00	\$ 7,500.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 7,500.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 25,000.00	\$ 30,000.00		
Group Advertising Inome																									0.00		
Group Advertising		0.00																							0.00		
Holiday Promo	300.00			450.00										100.00	0.00	85.00	0.00		1,800.00		0.00		3,000.00		185.00	4,800.00	
Sidewalk Sale Income														55.00				165.00		55.00				1,800.00		2,550.00	
																								385.00		660.00	
Total Group Advertising Inome	\$ 300.00	\$ 0.00	\$ 450.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 155.00	\$ 0.00	\$ 85.00	\$ 0.00	\$ 165.00	\$ 1,800.00	\$ 55.00	\$ 0.00	\$ 2,185.00	\$ 0.00	\$ 0.00	\$ 3,000.00	\$ 3,950.00	
Loan Interest Income			0.00											0.00				0.00		0.00				0.00		0.00	
Main Street Program Income																									0.00		
Sidewalk Sale AdvertisingIncomeX																									110.00		
Total Main Street Program 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	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 110.00	\$ 0.00	
Membership Dues	700.00	4,000.00	6,025.00	4,000.00	1,600.00	1,000.00	1,575.00	300.00	50.00	200.00	600.00	100.00	150.00	100.00	200.00	100.00	300.00	50.00	250.00	100.00	700.00	50.00	0.00	0.00	12,100.00	10,000.00	
OTSF Income																									0.00		
Old Takoma Street Festival Sponsor			0.00		0.00		0.00		0.00		1,000.00	2,250.00	2,250.00	2,250.00	2,250.00	1,000.00	2,250.00	3,000.00	4,000.00	1,000.00	0.00	0.00	0.00	6,500.00	13,000.00		
OTSF Booth Sales			0.00	2,675.00	2,000.00	4,875.00	5,000.00	1,750.00	5,000.00	4,444.00	5,000.00	13,250.00	4,000.00	1,304.00	8,000.00	3,924.00	4,000.00	5,085.00	2,000.00	3,644.00	0.00	2,761.16	0.00	0.00	43,898.16	32,000.00	
Total OTSF Income	\$ 0.00	\$ 0.00	\$ 2,675.00	\$ 2,000.00	\$ 4,875.00	\$ 5,000.00	\$ 1,750.00	\$ 5,000.00	\$ 4,444.00	\$ 5,000.00	\$ 14,250.00	\$ 6,250.00	\$ 1,304.00	\$ 8,000.00	\$ 3,924.00	\$ 4,250.00	\$ 6,085.00	\$ 4,250.00	\$ 7,144.00	\$ 4,000.00	\$ 3,761.16	\$ 0.00	\$ 0.00	\$ 0.00	\$ 96,198.16	\$ 45,000.00	
Program Services Income																									0.00		
Art Hop	500.00	0.00	2,995.00	500.00	705.00	2,000.00	769.80	1,400.00	105.00	0.00	0.00	50.00	0.00	50.00	0.00	0.00	0.00	0.00	100.00	0.00	0.00	0.00	0.00	5,274.80	3,900.00		
Recycle Art	300.00	1,500.00		70.00	1,000.00	60.00		640.00		0.00	445.00	1,500.00	250.00	0.00	0.00	0.00	0.00	3,000.00	2,675.00	0.00	0.00	0.00	0.00	4,440.00	7,000.00		
Santa Event Income			0.00		0.00		0.00		0.00		0.00	0.00		0.00			0.00	0.00	0.00		0.00			500.00	0.00	500.00	
Total Program Services Income	\$ 800.00	\$ 1,500.00	\$ 2,995.00	\$ 500.00	\$ 775.00	\$ 3,000.00	\$ 829.80	\$ 1,400.00	\$ 745.00	\$ 0.00	\$ 445.00	\$ 1,500.00	\$ 300.00	\$ 0.00	\$ 50.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 3,000.00	\$ 2,775.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 500.00	\$ 9,744.80	
Takoma Park Farmers Market Income							250.00										158.33								408.33	0.00	
Total Income	\$ 9,300.00	\$ 12,400.00	\$ 13,170.00	\$ 6,900.00	\$ 7,275.00	\$ 9,400.00	\$ 11,904.80	\$ 14,600.00	\$ 5,239.00	\$ 5,600.00	\$ 15,281.00	\$ 7,850.00	\$ 11,909.00	\$ 14,850.00	\$ 4,259.00	\$ 6,350.00	\$ 6,708.33	\$ 6,100.00	\$ 7,924.00	\$ 14,600.00	\$ 9,531.16	\$ 90.00	\$ 10,105.00	\$ 4,500.00	\$ 112,606.29	\$ 104,200.00	
Gross Profit	\$ 9,300.00	\$ 13,400.00	\$ 13,170.00	\$ 6,900.00	\$ 7,275.00	\$ 9,400.00	\$ 11,904.80	\$ 14,600.00	\$ 5,239.00	\$ 5,600.00	\$ 15,281.00	\$ 7,850.00	\$ 11,909.00	\$ 14,850.00	\$ 4,259.00	\$ 6,350.00	\$ 6,708.33	\$ 6,100.00	\$ 7,924.00	\$ 14,600.00	\$ 9,531.16	\$ 90.00	\$ 10,105.00	\$ 4,500.00	\$ 112,606.29	\$ 104,200.00	
Expenses																											
Accounting	389.50	325.00		325.00		325.00		325.00	836.00	325.00	541.50	325.00	1,607.00	350.00		325.00	608.00	350.00		350.00	350.00	325.00		350.00	4,332.00	4,000.00	
Advertising/Promotional		0.00		0.00		280.00	600.00	60.00	1,200.00	117.14	600.00	310.52	600.00	600.00		1,800.00	1,800.00	176.94	1,200.00	24.50	1,200.00		3,000.00	969.10	12,600.00		
Bank Charges					12.00								12.00												12.00	0.00	
Conferences, Conventions and Meetings		0.00	88.00	0.00	116.00	100.00	52.00	100.00	105.00	100.00	430.00	100.00	92.00	100.00		100.00		98.04	100.00	112.00	100.00		100.00	1,093.04	1,000.00		
Depreciation ExpenseX																									426.00	0.00	
Holiday Promo ExpensesX	1,880.00																				22.05			426.00		0.00	
Insurance	1,474.00	120.00		120.00		120.00		120.00		120.00		120.00		120.00		120.00		120.00		120.00		120.00		120.00	1,474.00	1,440.00	
Legal & Professional Fees		440.00		320.00		320.00		320.00		320.00		320.00		600.00		600.00		600.00		600.00		600.00		600.00	0.00	5,640.00	
License													412.50												412.50	0.00	
Main Street Program ExpensesX																									0.00	0.00	
Sidewalk Sale Expenses																									1,762.53	0.00	
Total Main Street Program ExpensesX	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 142.78	\$ 0.00	\$ 0.00	\$ 0.00	\$ 815.00	\$ 0.00	\$ 804.75	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 1,762.53	\$ 0.00	
Marketing	36.53		10.00		20.90		20.90		20.90		20.90		0.00		20.90		41.80		20.90		20.90		20.90		255.53	0.00	
Moving Expense																									599.04	0.00	
Office Expense	37.95	10.00		10.00	180.00	10.00	10.00		10.00		109.07	10.00		10.00		10.00		10.00		10.00	10.00	10.00	10.00	10.00	327.02	120.00	
Payroll Fees		0.00	94.44	50.00	119.45	125.00		162.00	176.42	162.00	274.94	136.00	-11.00	163.00	95.30	100.00		76.77	0.00	81.89	0.00			908.21	950.00		
Payroll Expense																									168.00	0.00	
Payroll Taxes	254.98	363.00	254.98	363.00	254.98	363.00	254.98	363.00	254.98	479.00	254.98	479.00	254.98	479.00	255.00	478.00											

Net Other Income	\$	250.00	\$	0.00	- \$	1,335.00	\$	0.00	\$	1,656.64	\$	0.00	- \$	1,602.61	\$	1,500.00	- \$	1,311.05	\$	1,500.00	- \$	1,656.55	\$	1,500.00	\$	10,156.74	\$	1,500.00	\$	49.98	\$	0.00	\$	0.00	\$	0.00	\$	0.48	\$	0.00	\$	70.00	\$	0.00	\$	0.00	\$	0.00	\$	6,348.33	\$	6,000.00
Net Income	\$	562.10	\$	7,524.00	\$	7,088.00	\$	294.00	\$	1,000.62	\$	79.00	\$	2,990.53	\$	3,242.00	- \$	5,677.34	- \$	3,627.00	\$	2,567.30	- \$	653.00	\$	13,962.53	\$	6,817.00	- \$	262.34	- \$	8,294.00	\$	549.10	- \$	9,469.00	- \$	10,400.36	\$	491.00	\$	2,624.91	- \$	9,894.00	\$	7,113.93	- \$	7,209.00	\$	22,118.98	- \$	20,689.00
TOTAL INCOME	\$	9,550.00	\$	13,400.00	\$	13,520.00	\$	6,900.00	\$	10,986.13	\$	9,400.00	\$	13,178.80	\$	20,600.00	\$	8,159.00	\$	10,500.00	\$	15,991.00	\$	12,750.00	\$	22,657.75	\$	16,350.00	\$	4,309.00	\$	6,350.00	\$	6,708.33	\$	6,100.00	\$	7,924.00	\$	14,600.00	\$	9,601.16	\$	50.00	\$	10,105.00	\$	4,500.00	\$	132,690.17	\$	121,500.00
TOTAL EXPENSES	\$	8,987.90	\$	5,876.00	\$	6,432.00	\$	6,606.00	\$	9,985.51	\$	9,321.00	\$	10,188.27	\$	17,358.00	\$	13,836.34	\$	14,127.00	\$	13,423.70	\$	13,403.00	\$	8,695.22	\$	9,533.00	\$	4,571.34	\$	14,644.00	\$	6,159.23	\$	15,559.00	\$	18,324.36	\$	14,109.00	\$	6,976.25	\$	9,944.00	\$	2,991.07	\$	11,709.00	\$	110,571.19	\$	142,189.00
NET INCOME	\$	562.10	\$	7,524.00	\$	7,088.00	\$	294.00	\$	1,000.62	\$	79.00	\$	2,990.53	\$	3,242.00	\$	(5,677.34)	\$	(3,627.00)	\$	2,567.30	\$	(653.00)	\$	13,962.53	\$	6,817.00	\$	(262.34)	\$	(8,294.00)	\$	549.10	\$	(9,459.00)	\$	(10,400.36)	\$	491.00	\$	2,624.91	\$	(9,894.00)	\$	7,113.93	\$	(7,209.00)	\$	22,118.98	\$	(20,689.00)