

Benton Advertising & Promotion Commission

Agenda

January 12, 2022

3:30 pm at the Benton Municipal Complex in Council Chambers

I. Call to Order

II. Roll Call	Present	Absent
Steve Brown	_____	_____
Alison Burch	_____	_____
Brandi Crabtree	_____	_____
Bill Eldridge	_____	_____
Elgin Hamner IV	_____	_____
Steve Lee	_____	_____
Luke Moody	_____	_____

III. Minutes from December Meeting

IV. Financial Reports

- A. Profit and Loss Reports – Jordan Woolbright
- B. Bank Balances and Collections Report – Mandy Spicer

V. Administrative

Delinquency Report – Mandy Spicer

VI. Funding Requests

Wally Hall Tournament of Champions – 2nd Reading and Vote

VII. Report from Benton Event Center – Nikki Chumley

VIII. Old Business

- A. Fence Replacement – Nikki Chumley
- B. Digital Sign Replacement – Mandy Spicer
- C. Bank Account Distribution – Bill Eldridge

IX. New Business

- A. Unused 2021 Budgeted Funding Request Funds – Bill Eldridge
- B. RFQ for Land for Future Project Development – Bill Eldridge
- C. Personnel Review – Bill Eldridge (Executive Session)
- D. 2022 Budget – Bill Eldridge

X. Other Business

XI. Adjournment

BENTON ADVERTISING & PROMOTION COMMISSION

Minutes

December 8, 2021

I. CALL TO ORDER

Chairman Bill Eldridge called the regularly scheduled meeting of the Benton Advertising & Promotion Commission to order on December 8, 2021 at 3:32 pm at the Benton Municipal Complex in Council Chambers.

II. ROLL CALL

Commissioners in attendance included: Bill Eldridge, Steve Brown, Elgin Hamner IV and Steve Lee. Brandi Crabtree, Alison Burch and Steve Lee were absent.

III. MINUTES

Steve Brown made a motion to approve the minutes of the November 10, 2021 meeting. Elgin Hamner IV seconded. Motion carried.

IV. OATH OF COMMISSIONER

Mayor Tom Farmer administered the Oath of Office to Elgin Hamner IV.

V. FINANCIAL REPORTS

Financial reports were presented by Jordan Woolbright. The A&P Commission bank accounts show the following balances as of November 30, 2021:

Bank OZK – A&P	\$89,135.26
Bank OZK – Event Center	\$294,052.24
Bank OZK – Savings	<u>\$456,159.27</u>
Total Checking/Savings	\$839,346.77

A&P profit and loss statements: for the month of November 2021 total income of \$14,205.06 and total expenses of \$18,157.60 resulting in a net loss of (\$3,952.54). For the period of January to November 2021 total income of \$153,900.77 and total expenses of \$55,028.15 resulting in a net loss of (\$1,127.38). Jordan stated that the Repairs & Maintenance expense item includes the first installment for the downtown lighting project.

Event Center profit and loss statements: for the month of November 2021 total income of \$46,872.96 and total expenses of \$30,440.85 resulting in net income of \$16,432.11. For the time period of January to November 2021 total income of \$466,242.19 and total expenses of \$363,028.57 resulting in net income of \$103,213.62.

City of Benton Financial Officer Mandy Spicer presented reports showing the total A&P cash accounts as \$2,384,672.53 as of November 30, 2021. The bond funds total is \$551,785.60 (November 2021 bank statements have not been received as of the date of

this meeting). Mandy reported that the bonds have been paid off and refunds are expected for the monies required to be kept in reserve during the life of the bonds.

Collections received in the month of November 2021 were \$141,463.51. In comparison to November 2019 this is approximately 18% higher.

There are currently only a couple of delinquencies and they are expected to bring their accounts current by the 10th of this month.

Steve Lee made a motion to accept the financial reports as presented. Elgin Hamner IV seconded. Motion carried.

VI. FUNDING REQUEST

Wally Hall Tournament of Champions – Bill Eldridge reported that the organizers of the Wall Hall tournament is requesting \$8,350 for its May 2022 event which is its 40th anniversary and this is the first reading of the request. The second reading and vote will be at the A&P's next meeting.

VII. REPORT FROM BENTON EVENT CENTER

Director Nikki Chumley reported that there have been 22 events in the building since the last A&P meeting with several new renters. Some of them have also made reservations in 2022. Inquiries about reservations in 2022 have been consistent.

VIII. OLD BUSINESS

- A. Downtown Lighting Project – Mayor Tom Farmer reported that the downtown lights and Christmas tree will be turned on at a ceremony at 6:00 pm on December 3. There are still a few problems with the lights on the buildings but John with Lights by Sparky is getting them fixed.
- B. Fence Replacement – Nikki Chumley presented the commissioners with updated quotes received from vendors for a wooden fence with metal posts. Metal posts will not deteriorate as quickly. After review of the quotes, Steve Lee made a motion to enter into an agreement with McDonald Fence to install a wooden fence with metal posts for \$10,725. Elgin Hamner IV seconded. Motion carried. Nikki will contact the company to get the project scheduled.

City Attorney Baxter Drennon explained that since the expense amount is less than \$20,000, it was not necessary to go through the City's formal bid process and it was not required to accept the lowest quote.

- C. Digital Sign Replacement – Nikki Chumley presented the commissioners with quotes from vendors to replace the digital sign for the Benton Event Center. City Attorney Baxter Drennon informed the commission that since the expense amount is more

than \$20,000 it must go through the City's procurement process to advertise for bids. Nikki will work with Mandy Spicer on this process.

- D. Retirement of Benton Event Center Bonds – Mandy Spicer reported that the bonds are officially retired and a public celebration was held last week.

IX. NEW BUSINESS

Bank Account Distribution – Bill Eldridge explained that it is now necessary to adopt a new distribution policy for the A&P tax funds since the bonds are retired. Before the bonds were retired, the distributions were 80/10/10 with 80% of the funds distributed to bond payments, 10% of the funds distributed to the A&P operating account and 10% of the funds distributed to the Benton Event Center operating account.

Bill suggested adopting the following 50/20/10/10/10 distribution policy:

- 50% of the A&P tax funds distributed into a new bank account dedicated to major projects
- 20% of the A&P tax funds distributed into a new bank account dedicated to small cash projects
- 10% of the A&P tax funds distributed into a new bank account dedicated to future projects as identified by the Benton Future Focus Group
- 10% of the A&P tax funds distributed into the existing A&P operating bank account
- 10% of the A&P tax funds distributed into the existing Benton Event Center operating account

Steve Lee inquired about who would have authority over the funds. Bill Eldridge explained that the A&P Commission would continue to have authority over how the funds are spent. Two of the new accounts (the 50% and 20% distribution accounts) would fall under the City's umbrella with city officials having signing authority (the same as with the current bond account) and the new 10% distribution account will be handled by the Benton Chamber with A&P commissioners having signing authority (the same as with the current A&P and Benton Event Center operating accounts).

Steve Lee made a motion to implement the following distribution policy effective immediately:

- 50% of the A&P tax funds distributed into a new bank account dedicated to major projects
- 20% of the A&P tax funds distributed into a new bank account dedicated to small cash projects
- 10% of the A&P tax funds distributed into a new bank account dedicated to future projects as identified by the Benton Future Focus Group
- 10% of the A&P tax funds distributed into the existing A&P operating bank account
- 10% of the A&P tax funds distributed into the existing Benton Event Center operating bank account

The current balance of the 80% bond fund account will transfer to the new 50% major project account and any refund received from Regions Trust from the payoff of the bond will be added to the 50% major project account.

Elgin Hamner IV seconded. Motion carried.

Bill Eldridge asked Mandy Spicer to move forward with opening the three new bank accounts.

X. OTHER BUSINESS

None.

XI. ADJOURNMENT

Steve Lee made a motion to adjourn the meeting. Steve Brown seconded. Motion carried. The meeting was adjourned at 4:13 pm.



Bill Eldridge, Chairman



Amy McCormick, Recording Secretary

Benton A&P Commission
Statement of Assets, Liabilities & Equity - Modified Cash Basis
Substantially All Disclosures Required by the Modified Cash Basis of Accounting Omitted
As of December 31, 2021

	<u>Dec 31, 21</u>
ASSETS	
Current Assets	
Checking/Savings	
Bank OZK - Focus Group Project	13,553.65
Bank OZK - A&P	94,769.07
Bank OZK - Event Center	292,964.05
Bank OZK - Savings	456,186.39
Total Checking/Savings	<u>857,473.16</u>
Total Current Assets	<u>857,473.16</u>
TOTAL ASSETS	<u><u>857,473.16</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Sales Tax Payable	1,023.26
Total Other Current Liabilities	<u>1,023.26</u>
Total Current Liabilities	<u>1,023.26</u>
Total Liabilities	<u>1,023.26</u>
Equity	
Retained Earnings	736,529.39
Net Income	119,920.51
Total Equity	<u>856,449.90</u>
TOTAL LIABILITIES & EQUITY	<u><u>857,473.16</u></u>

NO ASSURANCE IS PROVIDED ON THESE STATEMENTS

Benton A&P Commission
Profit & Loss Budget vs. Actual - A&P - Modified Cash Basis
Substantially All Disclosures Required by the Modified Cash Basis of Accounting Omitted
December 2021

	<u>Dec 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Interest	3.57	75.00	(71.43)	4.76%
Sales Tax Revenue	27,107.22	12,000.00	15,107.22	225.89%
Total Income	<u>27,110.79</u>	<u>12,075.00</u>	<u>15,035.79</u>	<u>224.52%</u>
Gross Profit	27,110.79	12,075.00	15,035.79	224.52%
Expense				
Accounting Services	225.00	225.00	0.00	100.0%
Advertising Expense	65.00	175.00	(110.00)	37.14%
Funding	225.00	0.00	225.00	100.0%
Legal Counsel	750.00	750.00	0.00	100.0%
Service Agreement	6,658.33	6,658.33	0.00	100.0%
Total Expense	<u>7,923.33</u>	<u>7,808.33</u>	<u>115.00</u>	<u>101.47%</u>
Net Ordinary Income	<u>19,187.46</u>	<u>4,266.67</u>	<u>14,920.79</u>	<u>449.71%</u>
Net Income	<u>19,187.46</u>	<u>4,266.67</u>	<u>14,920.79</u>	<u>449.71%</u>

Note:

Sales Tax Revenue income of \$27,107.22 represents 20% of total Sales Tax Revenue for December 2021 (10% deposited into the A&P General Operating Account and 10% deposited into the Focus Group Project Account)

NO ASSURANCE IS PROVIDED ON THESE STATEMENTS

Benton A&P Commission
Profit & Loss Budget vs. Actual - A&P - Modified Cash Basis
Substantially All Disclosures Required by the Modified Cash Basis of Accounting Omitted
January through December 2021

	<u>Jan - Dec 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Interest	51.77	900.00	(848.23)	5.75%
Sales Tax Revenue	180,959.79	144,420.02	36,539.77	125.3%
Total Income	<u>181,011.56</u>	<u>145,320.02</u>	<u>35,691.54</u>	<u>124.56%</u>
Gross Profit	181,011.56	145,320.02	35,691.54	124.56%
Expense				
Accounting Services	2,885.00	2,700.00	185.00	106.85%
Advertising Expense	1,609.40	2,100.00	(490.60)	76.64%
Dues & Memberships	210.00	0.00	210.00	100.0%
Funding	22,595.16	25,000.00	(2,404.84)	90.38%
Legal Counsel	9,950.00	9,000.00	950.00	110.56%
Office Expense	278.25	400.00	(121.75)	69.56%
Postage	126.21	75.00	51.21	168.28%
Repairs & Maintenance	45,397.50	0.00	45,397.50	100.0%
Service Agreement	79,899.96	79,899.96	0.00	100.0%
Total Expense	<u>162,951.48</u>	<u>119,174.96</u>	<u>43,776.52</u>	<u>136.73%</u>
Net Ordinary Income	<u>18,060.08</u>	<u>26,145.06</u>	<u>(8,084.98)</u>	<u>69.08%</u>
Net Income	<u>18,060.08</u>	<u>26,145.06</u>	<u>(8,084.98)</u>	<u>69.08%</u>

NO ASSURANCE IS PROVIDED ON THESE STATEMENTS

Benton A&P Commission
Profit & Loss Budget vs. Actual - Event Center - Modified Cash Basis
Substantially All Disclosures Required by the Modified Cash Basis of Accounting Omitted
December 2021

	<u>Dec 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Interest	39.62	385.00	(345.38)	10.29%
Sales-Revenue				
Alcohol Sales-Beer/Wine	1,902.63	1,127.00	775.63	168.82%
Alcohol Sales-Mixed Drinks	1,163.98	106.00	1,057.98	1,098.09%
Refunds/Returns	0.00	(3,595.40)	3,595.40	0.0%
Sales-Revenue - Other	29,609.60	35,954.01	(6,344.41)	82.35%
Total Sales-Revenue	32,676.21	33,591.61	(915.40)	97.28%
Sales Tax Revenue	13,553.61	12,000.00	1,553.61	112.95%
Total Income	46,269.44	45,976.61	292.83	100.64%
Gross Profit	46,269.44	45,976.61	292.83	100.64%
Expense				
Advertising Expense	725.00	0.00	725.00	100.0%
Alcohol Expense	130.27	335.00	(204.73)	38.89%
Bank Service Fees	631.98	0.00	631.98	100.0%
Building Alarm System	0.00	600.00	(600.00)	0.0%
Cable TV	175.70	170.00	5.70	103.35%
Contract Labor	3,232.05	3,235.86	(3.81)	99.88%
Fire Alarm System	71.10	71.10	0.00	100.0%
Health Insurance	1,063.05	1,082.33	(19.28)	98.22%
Insurance	17,587.07	0.00	17,587.07	100.0%
Labor Expenses	11,571.10	11,596.71	(25.61)	99.78%
Laundry Expense	1,222.02	540.00	682.02	226.3%
Linen & Supplies	0.00	187.50	(187.50)	0.0%
Mileage Reimbursement	31.35	0.00	31.35	100.0%
Office Expense	0.00	150.00	(150.00)	0.0%
Pest Control Expense	65.63	65.00	0.63	100.97%
Postage	0.00	17.99	(17.99)	0.0%
Repairs & Maintenance	3,581.29	2,900.00	681.29	123.49%
Supplies	916.19	1,000.00	(83.81)	91.62%
Telephone Expense	210.32	220.00	(9.68)	95.6%
Trash Pickup	345.82	400.00	(54.18)	86.46%
Utilities	5,729.30	6,250.00	(520.70)	91.67%
Website	59.95	90.00	(30.05)	66.61%
Window Cleaning Expense	273.44	175.00	98.44	156.25%
Total Expense	47,622.63	29,086.49	18,536.14	163.73%
Net Ordinary Income	(1,353.19)	16,890.12	(18,243.31)	(8.01%)
Net Income	(1,353.19)	16,890.12	(18,243.31)	(8.01%)

NO ASSURANCE IS PROVIDED ON THESE STATEMENTS

Benton A&P Commission
Profit & Loss Budget vs. Actual - Event Center - Modified Cash Basis
Substantially All Disclosures Required by the Modified Cash Basis of Accounting Omitted
January through December 2021

	<u>Jan - Dec 21</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
Interest	552.11	4,620.00	(4,067.89)	11.95%
Sales-Revenue				
Alcohol Sales-Beer/Wine	12,498.50	13,524.00	(1,025.50)	92.42%
Alcohol Sales-Mixed Drinks	4,957.53	1,272.00	3,685.53	389.74%
Refunds/Returns	(1,741.21)	(31,854.73)	30,113.52	5.47%
Sales-Revenue - Other	328,838.52	318,547.26	10,291.26	103.23%
Total Sales-Revenue	<u>344,553.34</u>	<u>301,488.53</u>	<u>43,064.81</u>	<u>114.28%</u>
Sales Tax Revenue	167,406.18	144,420.02	22,986.16	115.92%
Total Income	<u>512,511.63</u>	<u>450,528.55</u>	<u>61,983.08</u>	<u>113.76%</u>
Gross Profit	512,511.63	450,528.55	61,983.08	113.76%
Expense				
Advertising Expense	2,725.00	2,700.00	25.00	100.93%
Alcohol Expense	3,050.20	4,020.00	(969.80)	75.88%
Alcohol Permit Expense	3,500.00	3,500.00	0.00	100.0%
Bank Service Fees	5,623.29	0.00	5,623.29	100.0%
Building Alarm System	0.00	1,200.00	(1,200.00)	0.0%
Cable TV	2,091.36	2,040.00	51.36	102.52%
Contract Labor	29,951.75	28,669.25	1,282.50	104.47%
Credit Card Fees	0.00	50.00	(50.00)	0.0%
Dues & Memberships	573.62	325.00	248.62	176.5%
Fire Alarm System	1,482.12	1,911.00	(428.88)	77.56%
Health Insurance	12,756.60	12,652.90	103.70	100.82%
Insurance	17,587.07	15,400.00	2,187.07	114.2%
Labor Expenses	152,790.38	153,064.25	(273.87)	99.82%
Laundry Expense	5,775.05	6,480.00	(704.95)	89.12%
Linen & Supplies	582.38	750.00	(167.62)	77.65%
Mileage Reimbursement	541.75	0.00	541.75	100.0%
Office Expense	372.68	1,800.00	(1,427.32)	20.7%
Pest Control Expense	995.37	1,080.00	(84.63)	92.16%
Postage	77.13	297.89	(220.76)	25.89%
Repairs & Maintenance	86,218.39	34,800.00	51,418.39	247.75%
Supplies	12,608.63	12,000.00	608.63	105.07%
Telephone Expense	3,235.53	2,640.00	595.53	122.56%
Trash Pickup	2,951.66	3,450.00	(498.34)	85.56%
Utilities	63,581.57	75,000.00	(11,418.43)	84.78%
Website	759.35	1,080.00	(320.65)	70.31%
Window Cleaning Expense	820.32	2,100.00	(1,279.68)	39.06%
Total Expense	<u>410,651.20</u>	<u>367,010.29</u>	<u>43,640.91</u>	<u>111.89%</u>
Net Ordinary Income	<u>101,860.43</u>	<u>83,518.26</u>	<u>18,342.17</u>	<u>121.96%</u>
Net Income	<u>101,860.43</u>	<u>83,518.26</u>	<u>18,342.17</u>	<u>121.96%</u>

NO ASSURANCE IS PROVIDED ON THESE STATEMENTS

Benton Advertising & Promotion Commission Bank Account Balances
December 31, 2021

Account Name		Acct #	Reconciled Balance
<u>Cash Accounts:</u>			
A&P Collections General		***1584	283.58
Bond Account		***1592	CLOSED
A&P Large Project Checking	50%	***0318	1,601,128.73
A&P Small Project Checking	20%	***0348	27,107.29
A&P General Op Checking	10%	***3297	94,834.07
Benton Focus Group Checking	10%	***2274	13,553.65
Benton Event Center General Op Checking	10%	***2640	296,275.95
Benton Event Center Savings		***9832	456,186.39
TOTAL OPERATING CASH & INVESTMENTS			<u><u>2,489,369.66</u></u>

**BENTON ADVERTISING & PROMOTION
COLLECTIONS - FY2021 - NET**

	Dec	Jan	Feb	Mar	April	May	June	July	August	Sept	Oct	Nov	TOTAL
	Recd in Jan	Recd in Feb	Recd in Mar	Recd in April	Recd in May	Recd in June	Recd in July	Recd in Aug	Recd in Sept	Recd in Oct	Recd in Nov	Recd in Dec	
RESTAURANTS:													
TOTAL RESTAURANTS	126,228.71	102,053.48	104,601.58	139,050.29	136,609.82	138,436.76	133,338.10	143,663.36	131,789.15	119,076.17	128,797.40	124,632.75	1,528,277.57
# of Businesses	78	63	79	74	79	75	75	81	81	77	76	75	
FOOD TRUCKS:													
TOTAL FOOD TRUCKS	1,088.00	761.14	651.40	1,110.77	1,988.82	1,033.06	1,346.24	1,176.08	1,096.78	1,114.62	760.65	525.55	12,653.11
# of Businesses	22	15	17	15	21	23	26	29	30	26	12	12	
MOTEL & HOTEL:													
TOTAL MOTEL & HOTEL	3,367.69	2,739.29	3,822.63	4,753.55	3,867.58	5,219.43	5,644.06	6,509.28	5,115.28	3,870.06	5,170.88	4,244.23	54,323.96
# of Businesses	8	9	10	10	8	10	10	8	10	8	8	9	
CONVENIENCE STORE:													
TOTAL C-STORE	2,228.04	1,764.65	2,694.73	2,200.81	2,580.34	2,522.82	2,709.38	2,650.67	2,281.20	2,146.79	2,915.98	1,907.67	28,603.08
# of Businesses	14	16	17	18	18	16	18	17	18	15	16	15	
OTHER:													
TOTAL OTHER	1,431.30	318.81	1,146.46	2,016.15	1,617.90	2,415.69	3,111.39	3,841.57	902.24	2,497.98	1,743.30	1,862.72	22,905.51
# of Businesses	7	7	9	10	9	10	11	10	10	11	8	7	
GROCERY:													
TOTAL GROCERY	2,568.22	1,684.71	1,354.71	1,583.61	1,165.81	3,366.60	2,590.86	2,682.15	2,473.81	2,688.84	2,075.30	2,363.21	26,597.83
# of Businesses	3	3	3	3	1	3	3	3	3	3	3	3	
GRAND TOTALS	136,911.96	109,322.08	114,271.51	150,715.18	147,830.27	152,994.36	148,740.03	160,523.11	143,658.46	131,394.46	141,463.51	135,536.13	1,673,361.06
2021 Collections	136,911.96	109,322.08	114,271.51	150,715.18	147,830.27	152,994.36	148,740.03	160,523.11	143,658.46	131,394.46	141,463.51	135,536.13	1,673,361.06
2020 Collections	127,256.22	117,613.40	111,444.38	105,889.39	97,678.07	123,024.71	115,292.01	134,831.92	126,876.64	119,983.38	129,755.98	109,901.21	1,419,547.31
2019 Collections	117,759.17	107,528.57	110,355.97	129,020.47	120,664.42	135,416.48	123,451.44	131,093.40	119,508.52	112,256.92	119,762.25	116,259.46	1,443,077.07
% Increase from 2019 to 2021	16%	2%	4%	17%	23%	13%	20%	22%	20%	17%	18%	17%	

Benton Event Center-Event Report

December 9, 2021 to January 12, 2022

October 1, 2013 to December 8, 2021

667,570

	Date(s)	# of Attendees
ACDI Off-site Training	12/7-12/9/2021	200
Big Red Christmas Party	12/8/2021	150
Eagle Electric Christmas Party	12/10/2021	145
Saline Memorial Executive Mtg	12/10/2021	10
Jr Cotillion	12/10/2021	40
Campbell Motors Christmas Party	12/11/2021	250
CHI/STVI LDI 4Q	12/15/2021	230
Benton Utilities Christmas Party	12/16/2021	140
Magnet Cove HS Football Banquet	12/16/2021	225
Saline County Gun & Knife Show	12/17-12/19/2021	2,500
Benton Fire Dept Christmas Party	12/20/2021	200
Reed Family Christmas	12/21/2021	30
AR Sign & Barricade Christmas	12/22/2021	80
Middleton Christmas Party	12/23/2021	300
Gilbert/ Rushing Reception	12/31/2021	100
Benton School District RTI	1/3/2022	200
Sports Card & Memorabilia Show	1/8/2022	280
Mills Shower	1/8/2022	30
Culpepper Birthday Party	1/8/2022	30
Cotillion Ball	1/9/2020	55

20 events

5,195

TOTAL: 672,765

Event Center LED Sign

[illegible]

2021 Advertising and Promotion Funding

Sponsor/Event	Requested	Approved	Paid
Gann Museum of Saline County	\$ 2,835.00	\$ 2,835.00	\$ 2,515.16
Amplify Fest	\$ 15,000.00	\$ 15,000.00	\$ 15,000.00
Saline County Fair	\$ 6,500.00	\$ 3,000.00	\$ 3,000.00
Haskell Historical Museum	\$ 300.00	\$ -	\$ -
Saline County Art League	\$ 2,080.00	\$ 2,080.00	\$ 2,080.00
Salt Creek Outreach	\$ 500.00	\$ -	\$ -
Totals	\$ 27,215.00	\$ 22,915.00	\$ 22,595.16

Total Budgeted for 2020 Funding	\$ 25,000.00
Funds Used	22,595.16
Unused Budgeted Funds	\$ 2,404.84

2021 Funding Expenses:

Gann - Alright Printing	410.16	4/22/2021
Gann - MySaline.com	700.00	4/22/2021
Gann - Benton HS Cheerleaders	160.00	6/4/2021
Gann - Burger Shack	200.00	7/2/2021
Gann - MySaline.com	200.00	7/14/2021
Gann - MySaline.com	225.00	8/20/2021
SC Fair - iHeart Media	1,699.00	9/1/2021
SC Fair - Courier (1058+45)	1,103.00	9/2/2021
Amplify - K-Love	2,940.00	9/8/2021
SC Fair - MySaline.com	198.00	9/13/2021
Amplify - KABZ (The Buzz)	1,300.00	9/13/2021
Gann - Benton Chamber	395.00	9/13/2021
Amplify - Facebook ads	2,473.98	9/16/2021
SC Art League - Alright Printing	672.66	10/1/2021
SC Art League - Alright Printing	546.88	11/10/2021
Amplify-RockStar Passes	4,880.67	11/17/2021
Amplify-Custom Advertising	3,405.35	11/17/2021
SC Art League - Alright Printing	860.46	11/17/2021
Gann - MySaline.com	225.00	12/20/2021
	<u>22,595.16</u>	

[illegible]

Ordinary Income/Expense	Jan 22	Feb 22	Mar 22	Apr 22	May 22	Jun 22	Jul 22	Aug 22	Sep 22	Oct 22	Nov 22	Dec 22	TOTAL
Income													
Interest	56.28	42.79	51.00	47.02	44.32	53.36	48.36	51.15	41.29	36.40	40.52	45.19	557.68
Sales-Revenue													
Alcohol Sales-Beer/Wine	844.72	450.00	400.00	1,230.63	0.00	1,787.42	505.62	994.74	1,528.68	1,672.39	1,579.89	2,000.00	12,994.99
Alcohol Sales-Mixed Drinks	347.89	221.93	200.00	138.71	0.00	464.10	775.25	83.97	904.05	176.20	981.44	400.00	4,393.55
Refunds/Returns	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
Sales-Revenue - Other	28,000.00	28,000.00	31,000.00	19,000.00	30,000.00	30,000.00	16,000.00	28,000.00	34,000.00	27,000.00	32,000.00	31,000.00	330,000.00
Total Sales-Revenue	27,192.61	26,671.93	31,600.00	20,369.34	30,000.00	32,251.52	17,281.77	29,078.71	38,132.74	28,848.59	34,561.33	33,400.00	347,886.54
Sales Tax Revenue	14,000.00	11,200.00	11,800.00	15,600.00	15,200.00	15,800.00	15,400.00	16,500.00	15,000.00	14,500.00	15,000.00	15,000.00	175,000.00
Total Income	41,248.89	37,914.72	43,451.00	36,016.36	45,244.32	48,104.88	32,730.13	45,628.86	51,174.03	43,384.99	49,601.85	48,445.19	522,946.22
Gross Profit	41,248.89	37,914.72	43,451.00	36,016.36	45,244.32	48,104.88	32,730.13	45,628.86	51,174.03	43,384.99	49,601.85	48,445.19	522,946.22
Expense													
Advertising Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	0.00	0.00	0.00	0.00	2,725.00
Alcohol Expense	2,000.00	400.00	400.00	0.00	886.58	200.00	720.06	258.51	522.38	356.70	0.00	326.74	6,052.97
Alcohol Permit Expense	0.00	0.00	0.00	0.00	2,500.00	1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00
Bank Service Fees	770.82	257.73	308.16	293.37	409.00	608.46	439.66	344.07	462.97	497.72	638.35	608.00	5,599.31
Building Alarm System	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
Cable TV	175.70	175.70	175.70	175.70	175.70	175.70	175.70	175.70	175.70	175.70	175.70	175.70	2,108.40
Contract Labor	1,174.55	2,194.45	2,731.00	2,688.00	3,000.00	3,500.00	4,300.00	3,700.00	4,632.00	2,700.00	3,400.00	4,000.00	38,000.00
Dues & Memberships	250.00	573.62	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	823.62
Fire Alarm System	71.10	71.10	71.10	207.83	71.10	71.10	583.29	71.10	71.10	71.10	71.10	71.10	1,432.12
Health Insurance	1,182.66	1,182.66	1,182.66	1,005.27	1,182.66	1,182.66	1,182.66	1,182.66	1,005.27	1,182.66	1,182.66	1,182.66	13,837.14
Internet	410.92	410.92	410.92	410.92	410.92	410.92	410.92	410.92	410.92	410.92	410.92	410.92	4,931.04
Labor Expenses	11,692.27	11,845.15	11,598.71	17,395.07	11,598.71	11,598.71	11,598.71	11,598.71	17,395.07	11,598.71	11,598.71	15,093.74	154,398.27
Laundry Expense	400.00	600.00	600.00	400.00	400.00	600.00	400.00	400.00	600.00	400.00	400.00	600.00	5,800.00
Linen & Supplies	0.00	1,100.00	0.00	250.00	0.00	0.00	250.00	0.00	0.00	0.00	400.00	0.00	2,000.00
Mileage Reimbursement	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	45.00	540.00
Office Expense	100.81	0.00	6.10	0.00	0.00	165.36	0.00	100.81	0.00	0.00	0.00	46.04	418.72
Pest Control Expense	65.63	65.63	65.63	65.63	65.63	65.63	339.07	65.63	65.63	65.63	65.63	65.63	1,081.00
Postage	0.00	22.13	0.00	55.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	77.13
Repairs & Maintenance	16,520.00	2,077.00	3,400.00	3,500.00	4,000.00	3,100.00	3,500.00	2,400.00	3,100.00	3,500.00	2,700.00	3,300.00	51,097.00
Supplies	1,000.00	2,900.00	3,000.00	1,000.00	1,400.00	1,250.00	1,000.00	1,000.00	1,400.00	1,000.00	1,000.00	1,600.00	17,550.00
Telephone Expense	104.85	281.00	281.00	281.00	281.00	281.00	281.00	281.00	281.00	281.00	281.00	281.00	3,195.85
Trash Pickup	252.00	252.00	350.00	252.00	252.00	252.00	252.00	252.00	252.00	252.00	252.00	252.00	3,122.00
Utilities	5,300.00	5,300.00	5,300.00	5,300.00	5,300.00	5,300.00	5,300.00	5,300.00	5,300.00	5,300.00	5,300.00	5,300.00	63,600.00
Website	59.95	59.95	59.95	59.95	59.95	59.95	99.90	59.95	59.95	59.95	59.95	59.95	759.35
Total Expense	41,576.06	29,814.04	29,983.93	39,324.74	32,016.26	29,865.49	30,855.97	29,643.86	35,778.99	27,997.09	27,979.02	34,143.48	382,678.92
Net Ordinary Income	-327.17	8,300.68	13,467.07	2,691.62	13,228.07	18,239.39	1,874.16	15,986.00	15,395.04	16,487.90	21,622.83	14,301.71	140,267.30
Net Income	-327.17	8,300.68	13,467.07	2,691.62	13,228.07	18,239.39	1,874.16	15,986.00	15,395.04	16,487.90	21,622.83	14,301.71	140,267.30