



P.O. Box 611, 109 East Main  
Independence, KS 67301,

Mayor Ysusi and Commissioners Hogsett and Cafilisch,

Independence Main Street is requesting your support and continuation of city funding for 2020 in the amount of \$25,000. This represents an increase for the first time in the history of our program. We are proud of how we are maximizing the value of every dollar received through careful spending, staff and volunteer labor and creativity, and the leveraging of many partnerships to achieve goals together for our city.

The Board of Directors deeply appreciates your support of our program. In turn, we hope we are conducting a program that you can be proud of, preserving and enhancing the beauty of our downtown, sponsoring events and attractions that bring locals and visitors to shop, dine and explore downtown Independence. We also understand this is a time of tough financial decisions for you but feel the increasing sales tax trends show the results of our efforts. Every dollar spent is turning over multiple times in its effect of keeping our downtown alive and vital. This program relies on city funding along with our membership dues and the donations received through fundraising.

Main Street is proud of the serious dedication of our many volunteers who actively work to make Independence a destination. Some of the programs we offer include; Incentives Without Walls loan program, at this time we have over \$25,000 loaned out to business owners at a 0% interest rate, promotional events like the holiday parade and open house, Christmas Moonlight Madness Sale, St. Patrick's Day Pub Crawl, flags and banners, First Thursday events, and Ladies Night Out/Fashion Show. Our organization has directly funded over \$10,000 in downtown improvements including the street brackets for the Veterans banners, Holiday décor purchases/upkeep, and most recently hanging flower baskets downtown. In addition, we have provided over \$3,000 in advertising support to encourage out of town shoppers to discover what Independence has to offer. We also are responsible for The Main Street Gift Certificate program a program that keeps local dollars local. In 2018 we reimbursed over \$19,000 to local retailers.

Through our educational programming, we have hosted meetings for local Realtors and entrepreneurs regarding the local funding options for business purchases and new business startups. In addition, we offered a social media workshop for business owners to help our local retail businesses better engage both local and out of town audiences. Our efforts were recently recognized when our director was asked to co-facilitate with Jim Correll "The Collaboration of FabLab ICC and Independence Main Street" at a conference in Seattle.

We respectfully request that you deem it important to renew the funding for Independence Main Street for 2020. Thank you for your time in reviewing and considering the value of our work.

Best Regards,  
Main Street Board of Directors

Lisa Hugo President

Ray Rothgeb Vice President

Brian Hight Treasurer

Julie Voelker Secretary

Tonie Camacho

Julie Eisele

Jim Hayward

Hannah Kays

Lacy King

Tom Posch

Todd Young

**Independence Main Street, Inc.**  
**Profit & Loss Budget Performance**  
 January through December 2018

	Jan - Dec 18	Budget	Jan - Dec 18	YTD Budget	Annual Budget
<b>Ordinary Income/Expense</b>					
<b>Income</b>					
101 · Vision Board	1,781.00		1,781.00		
5005 · 2017 Fundraiser Income	203.35		203.35		
5006 · 2018 PUB CRAWL	1,380.55		1,380.55		
5007 · 2019 FR Income	0.00	0.00	0.00	0.00	0.00
5010 · City Funding	20,000.04	20,000.00	20,000.04	20,000.00	20,000.00
5030 · GC Purchase By Credit Card	0.00		0.00		
5041 · 2017-18 Memberships	560.10		560.10		
5042 · 2018-2019 Membership	18,892.91	18,000.00	18,892.91	18,000.00	18,000.00
5050 · Sales-Gift Certificates	11,114.08		11,114.08		
5092 · Interest-Savings, Short-term CD	209.87	100.00	209.87	100.00	100.00
5100 · Program Income	934.00		934.00		
5900 · Miscellaneous Revenue	0.00	300.00	0.00	300.00	300.00
6138 · 2018 Fundraiser Income	29,756.03	31,512.03	29,756.03	31,512.03	31,512.03
9001 · Commit To Be Fit	230.00		230.00		
9011 · Downtown Brackets	-8,941.70		-8,941.70		
9102 · Bunting Veterans Day	151.08		151.08		
9104 · Veterans Banner Project	1,361.86		1,361.86		
<b>Total Income</b>	<b>77,633.17</b>	<b>69,912.03</b>	<b>77,633.17</b>	<b>69,912.03</b>	<b>69,912.03</b>
<b>Gross Profit</b>	<b>77,633.17</b>	<b>69,912.03</b>	<b>77,633.17</b>	<b>69,912.03</b>	<b>69,912.03</b>
<b>Expense</b>					
6000 · Program Expenses	1,774.10		1,774.10		
6021 · Accounting Fees	1,140.00	1,200.00	1,140.00	1,200.00	1,200.00
6030 · Facilities and Equipment	123.36		123.36		
6033 · Equip Rental and Maintenance	742.87		742.87		
6041 · Books, Subscriptions, Reference	0.00	75.00	0.00	75.00	75.00
6050 · Postage, Mailing Service	362.00	375.00	362.00	375.00	375.00
6060 · Printing and Copying	261.77	500.00	261.77	500.00	500.00
6080 · Memberships and Dues	456.25	500.00	456.25	500.00	500.00
6100 · Travel and Meetings	786.80	1,500.00	786.80	1,500.00	1,500.00
6101 · Conference, Convention, Meeting	970.40	500.00	970.40	500.00	500.00
6110 · Advertising	1,483.25	2,000.00	1,483.25	2,000.00	2,000.00
6120 · Decorations	454.20	250.00	454.20	250.00	250.00
6139 · 2018 Fundraising Expense	8,321.15	8,000.00	8,321.15	8,000.00	8,000.00
6140 · Gift Certificate Reimbursement	19,526.90		19,526.90		
6150 · Gift Certificate Sales	-3,525.00		-3,525.00		
6160 · Insurance	1,359.00	1,435.00	1,359.00	1,435.00	1,435.00
6180 · Office-Equipment	1,167.92	1,000.00	1,167.92	1,000.00	1,000.00
6190 · Office Maintenance	129.85	150.00	129.85	150.00	150.00
6200 · Office Supplies	569.72	1,000.00	569.72	1,000.00	1,000.00
6210 · Phone & Internet	1,450.54	1,500.00	1,450.54	1,500.00	1,500.00
6220 · Programs	-199.80		-199.80		
6221 · Design	0.00	5,000.00	0.00	5,000.00	5,000.00
6222 · Econ Restru	1,292.80	2,500.00	1,292.80	2,500.00	2,500.00

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Accrual Basis

**Independence Main Street, Inc.**  
**Profit & Loss Budget Performance**  
**January through December 2018**

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	Jan - Dec 18	Budget	Jan - Dec 18	YTD Budget	Annual Budget
6224 · Promotions	1,641.72	1,000.00	1,641.72	1,000.00	1,000.00
6240 · Rent	3,575.00	3,300.00	3,575.00	3,300.00	3,300.00
6257 · Building Improvements	3,685.48		3,685.48		
6270 · Taxes	40.00		40.00		
6271 · Other taxes	0.00	40.00	0.00	40.00	40.00
6272 · Payroll Taxes	8,234.00	2,215.00	8,234.00	2,215.00	2,215.00
6280 · Utilities	1,972.21	1,800.00	1,972.21	1,800.00	1,800.00
6290 · Wages	22,519.36	28,000.00	22,519.36	28,000.00	28,000.00
6900 · Misc. Expense	0.00	200.00	0.00	200.00	200.00
6910 · Check Printing Charge	84.57		84.57		
9800 · Transer from GC	150.00		150.00		
<b>Total Expense</b>	<b>80,550.42</b>	<b>64,040.00</b>	<b>80,550.42</b>	<b>64,040.00</b>	<b>64,040.00</b>
<b>Net Ordinary Income</b>	<b>-2,917.25</b>	<b>5,872.03</b>	<b>-2,917.25</b>	<b>5,872.03</b>	<b>5,872.03</b>
<b>Net Income</b>	<b>-2,917.25</b>	<b>5,872.03</b>	<b>-2,917.25</b>	<b>5,872.03</b>	<b>5,872.03</b>