



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

Mayor Ysusi and Commissioners Cafilisch and Hayse,

Independence Main Street would like to thank you for your support in 2021. We respectfully request continuation of city funding for 2022 in the amount of \$25,000. 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 \$47,000 loaned out to business owners at a 0% interest rate and are working on a program to increase funding levels.
- Promotional events like the holiday parade and open house, Christmas Moonlight Madness, St. Patrick's Day Pub Crawl, flags and banners, summer sidewalk sale and the popular Sip & Shops. These events bring traffic to our retailers and highlight the many local shopping/dining options. We have provided over \$3,000 in advertising support to encourage out of town shoppers to discover what Independence has to offer.
- Our organization directly funds downtown improvement including Holiday décor and upkeep, 24 hanging flower baskets along Penn Ave., and Veteran's banners.
- In 2020 Main Street spearheaded the development of three vacant lots on West Main into a Community Gathering Space *Patio 210*. This was done with SPARK Grant, other grant funding and private donations. The space provides not only a community gathering space, but also much needed outdoor space for residents in the apartments in the down town area. **In addition, we ask that the City consider waving the water bill and include weed control and pest control at Patio 210.**
- We also are responsible for The Main Street Gift Certificate program a program that keeps local dollars local. In 2020 we reimbursed over \$63,000 to local retailers. Compared to the \$40,009 in 2019!

We know moving forward that things are likely to look different and we are working with several entities to keep learning and modifying as we go. During the pandemic we participated in weekly conference calls to discuss the different ways Main Street could help support our downtown during this unprecedented time. In addition, we created a special program to encourage local shopping by matching dollars spent with Main Street Certificates.

As you can see, from this small sample of our programming, we pour our heart and soul into improving the retail economy of Independence and enhancing the beauty of our downtown. We respectfully request that you deem it important to renew the funding for Independence Main Street for 2022. Thank you for your time in reviewing and considering the value of our work.

Best Regards,
Main Street Board of Directors

Independence Main Street, Inc.
Profit & Loss Budget vs. Actual - General
January through December 2020

	Jan - Dec 20	Budget	\$ Over Budget
Ordinary Income/Expense			
Income			
2020 · SBA PPP Proceeds	6,100.00	6,100.00	0.00
2051 · 2020-2021 Membership	17,631.93	16,000.00	1,631.93
2500 · SPARK Funding (income)	22,500.00		
5010 · City Funding	25,000.08	25,000.00	0.08
5044 · 2019-2020 Membership	2,395.91		
5045 · 2020 Fundraiser Income	36,481.31	35,231.31	1,250.00
5092 · Interest-Savings, Short-term CD	229.70	200.00	29.70
5210 · Patio 210	18,000.00		
5901 · Other Income	0.50	1,500.00	-1,499.50
9011 · Downtown Brackets	3,365.90		
9102 · Bunting Veterans Day	-34.99		
9104 · Veterans Banner Project	296.50		
Total Income	131,966.84	84,031.31	47,935.53
Gross Profit	131,966.84	84,031.31	47,935.53
Expense			
2501 · SPARK Funding (expense)	22,500.00		
5046 · 2020 Fundraiser Expense	8,209.24	8,840.00	-630.76
5201 · Kansas W/H	1,689.10		
5204 · Fed W/H	8,001.66		
6021 · Accounting Fees	1,202.00	1,200.00	2.00
6023 · Legal Fees	63.00		
6041 · Books, Subscriptions, Reference	72.13	100.00	-27.87
6050 · Postage, Mailing Service	522.90	500.00	22.90
6060 · Printing and Copying	283.00	100.00	183.00
6080 · Memberships and Dues	295.00	350.00	-55.00
6100 · Travel and Meetings	21.98	1,200.00	-1,178.02
6101 · Conference, Convention, Meeting	151.41	1,000.00	-848.59
6110 · Advertising	1,993.96	1,700.00	293.96
6120 · Decorations	2,000.00	2,000.00	0.00
6151 · 2020 Pub Crawl	-554.39		
6160 · Insurance	1,359.00	1,600.00	-241.00
6180 · Office-Equipment	284.91	500.00	-215.09
6190 · Office Maintenance	32.85	200.00	-167.15
6200 · Office Supplies	1,964.10	1,500.00	464.10
6210 · Phone & Internet	1,625.33	1,500.00	125.33
6221 · Design	5,000.00	5,000.00	0.00
6222 · Econ Restru	5,000.00	5,000.00	0.00
6224 · Promotions	2,181.15	3,000.00	-818.85
6240 · Rent	3,300.00	3,300.00	0.00
6271 · Other taxes	72.50	40.00	32.50
6272 · Payroll Taxes	0.00	2,300.00	-2,300.00
6280 · Utilities	1,692.36	1,800.00	-107.64
6290 · Wages	26,684.61	28,000.00	-1,315.39
6900 · Misc. Expense	1,163.73	1,850.00	-686.27
Total Expense	96,811.53	72,580.00	24,231.53
Net Ordinary Income	35,155.31	11,451.31	23,704.00
Net Income	35,155.31	11,451.31	23,704.00