



City of Ketchum

CITY COUNCIL MEETING AGENDA MEMO

Meeting Date: Staff Member/Dept:

Agenda Item:

Recommended Motion:

Reasons for Recommendation:

- The City contracts with SVED for specific services as identified in the contract. The proposed contract is consistent with the last several years as it relates to the scope of associated services.
- The funding was approved in the FY24 adopted budget.

Policy Analysis and Background (non-consent items only):

Sustainability Impact:

Financial Impact:

None OR Adequate funds exist in account:	The cost for services is \$15,000 for the year and funding will be allocated from the Local Option Tax Account within the approved FY24 budget.
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Attachments:

1. Proposed Contract #24007

CONTRACT FOR SERVICES 24007

THIS CONTRACT FOR SERVICES (“Agreement”) is made and entered into this 2nd day of October 2023, by and between the CITY OF KETCHUM, an Idaho municipal corporation (hereinafter referred to as “Ketchum”) and Sun Valley Economic Development, an Idaho non-profit corporation (hereinafter referred to as “SVED”).

RECITALS

A. Ketchum is a resort city, as defined by Idaho Code § 50-1044, deriving the major portion of its economic well-being from businesses catering to recreational needs and the needs of people traveling to Ketchum for an extended period of time;

B. Ketchum has the authority to enter into contracts and to take such steps as are reasonably necessary to maintain the health, safety and welfare of the City which includes the promotion of its trade, commerce, and industry;

E. SVED is experienced in providing economic development support for the advancement of the trade, commerce, and industry of the tourism-based economy of Ketchum;

F. SVED desires to create a strong economic climate for the City of Ketchum and the surrounding community and region;

G. It is in the best interest of the public health, safety, welfare, and prosperity of the City to promote the region and attract new businesses through targeted, economic development efforts. These activities, and any costs associated therein, are determined to be ordinary and necessary expenses for the economic well-being of Ketchum and its residents and guests;

H. Ketchum desires to contract with SVED for professional services to provide economic development services that will increase the number of businesses hiring permanent, full-time jobs within the City of Ketchum;

I. The parties acknowledge and agree that all funds paid to SVED under this Agreement shall be used to provide services for Ketchum for the purpose of job creation, which is a direct quantifiable and measurable result of investing public funds for a public purpose; and

J. Subject to the terms and conditions of this Agreement, the parties wish to enter into this agreement to provide the services described herein.

AGREEMENT

NOW THEREFORE, Ketchum and SVED, for and in consideration of the preceding recitals, mutual promises and covenants hereinafter set forth, do hereby agree as follows:

1. Consideration. In consideration for providing the services provided herein, Ketchum agrees to pay SVED the maximum sum of fifteen thousand dollars (\$15,000) for the term set forth in section 2 herein. Subject to the terms and conditions set forth herein, Ketchum shall make payments in four quarterly installments.
2. Term. Unless terminated pursuant to Section 7(B) of this Agreement and notwithstanding the date of execution hereof, this Agreement shall be in effect from October 1, 2023, until September 30, 2024.
3. Scope of Services. SVED shall provide the services presented in Attachment A to this contract.
4. Budget, IRS Filings, Annual Work Plan, Monthly Record Keeping and Availability of Records.
 - a. Budget. Within thirty (30) days after the execution of this Agreement, SVED shall submit a 2023 Year-to-Date P&L and Balance Sheet for SVED, which is satisfactory to Ketchum showing income, expenses and particular fund balances. SVED shall submit its 2023/24 Operating Budget to Ketchum when such budget has been approved by the SVED Board. This operating budget shall contain sufficient information and detail to permit meaningful review by the public.
 - b. IRS Filings. Within fifteen days (15) days after execution of this Agreement, SVED shall submit to Ketchum IRS Form 990 and all associated documents for the previous two (2) years of operation.
 - c. Financial Accounting and Reporting Requirements. SVED shall submit to Ketchum a year-end financial statement which shall be prepared in a format that details the expenditure of Ketchum funds paid to SVED under the terms of this Agreement. The City may request additional financial information it deems necessary or appropriate to assist the City in verifying the accuracy of SVED's financial records. Any duly authorized agents of the City shall be entitled to inspect and audit all books and records of SVED only for compliance with the terms of this Agreement. In the event the financial report indicates that funds were used for purposes not permitted by this Agreement, SVED shall remit the disallowed amount to Ketchum within thirty (30) days of notification by Ketchum of such improper expenditures.
 - d. General Requests. Upon request, and within a reasonable time period, SVED shall submit any other information or reports relating to its activities under this Agreement to Ketchum in such form and at such time as Ketchum may reasonably require.
 - e. Retention of Records. SVED agrees to retain all financial records, supporting documents, statistical reports, client or membership records and contracts,

property records, minutes, correspondence, and all other accounting records or written materials pertaining to this Agreement for three (3) years following the expiration or termination of this Agreement. Ketchum, at its own expense, may review or audit the financial transactions undertaken by SVED under this Agreement to ensure compliance with the terms and conditions herein with reasonable prior notice and during the normal business hours of SVED.

5. Payments. To receive payments for the services described in Section 3 of this Agreement, SVED shall submit the quarterly reports described in paragraph 3(a) of this Agreement. The quarterly sum to be paid to SVED shall not exceed one quarter (1/4) of the total amount approved by this agreement for fiscal year 2024.
6. Record of Funds. In order to insure proper financial accountability, SVED shall maintain accurate records and accounts of all funds received from Ketchum, keeping such accounts and records separate and identifiable from all other accounts, and making such accounts and records available to the City during normal business hours, on request of the City. Compliance with this provision does not require a separate bank account for the funds. The funds paid to SVED by Ketchum shall be expended solely for operations and activities in conformance with this Agreement. Further, no such funds shall be transferred, spent, loaned or encumbered for other SVED activities or purposes other than for operations and activities in conformance with this Agreement.
7. Miscellaneous Provisions.
 - a. Notices. All notices to be served pursuant to this Agreement or which are served with regard to this Agreement shall be sent by certified mail, return receipt, to the parties at the following addresses:

City of Ketchum
PO Box 2315
Ketchum, Idaho 83340

Sun Valley Economic Development
PO Box 3893
Ketchum, ID 83340

All notices of changes of address shall be sent in the same manner.

- b. Termination. The parties hereto covenant and agree that in the event Ketchum, in its sole and absolute discretion, lacks sufficient funds to continue paying for SVED's services under this Agreement, Ketchum may terminate this Agreement without penalty upon thirty (30) days written notice. Upon receipt of such notice neither party shall have any further obligation to the other. In the event of early termination of this Agreement, SVED shall submit to Ketchum a report of expenditures authorized by this Agreement as of the effective date of

termination. Any Ketchum funds not encumbered for authorized expenditures at the date of termination shall be refunded to Ketchum within twenty (20) days.

- c. Independent Contractor. Ketchum and SVED hereby agree that the SVED shall perform the Services exclusively as an independent contractor and not as employee or agent of Ketchum. The Parties do not intend to create through this Agreement any partnership, corporation, employer/employee relationship, joint venture or other business entity or relationship other than that of independent contractor. SVED, its agents and employees shall not receive nor be entitled to any employment-related benefits from Ketchum including without limitation, workers compensation insurance, unemployment insurance, health insurance, retirement benefits or any benefit that Ketchum offers to its employees. SVED shall be solely responsible for the payment of all payroll and withholding taxes for amounts paid to SVED under this Agreement and for SVED's payments for work performed in performance of this Agreement by SVED, its agents and employees; and SVED hereby releases, holds harmless and agrees to indemnify Ketchum from and against any and all claims or penalties, including without limitation the 100% penalty, which in any manner relate to or arise from any failure to pay such payroll or withholding taxes.
- d. Compliance With Laws/Public Records. SVED acknowledges that Ketchum is a public agency subject to the Idaho Public Records Act. SVED will communicate with and cooperate with Ketchum upon request by Ketchum so as to identify, address, potentially disclose, and evaluate exemptions as necessary for records that may be subject to Idaho public records law.
- e. Non-assignment. This Agreement may not be assigned by or transferred by SVED, in whole or in part, without the prior written consent of Ketchum.
- f. Hold Harmless Agreement. SVED shall indemnify, defend and save and hold harmless Ketchum, its officers, agents, and employees, from and against any and all claims, loss, damages, injury or liability, including but not limited to, the misapplication of Ketchum funds, state or federal anti-trust violations, personal injury or death, damages to property, liability arising out of the use of materials, concepts, or processes protected by intellectual property rights and liens of workmen and material men, howsoever caused, resulting directly or indirectly from the performance of the Agreement by SVED.
- g. Entire Contract. This Agreement contains the entire contract between the parties hereto and shall not be modified or changed in any manner, except by prior written contract executed by both parties hereto.
- h. Succession. This Agreement shall be binding upon all successors in interest of either party hereto.

- i. No Third-Party Beneficiaries. This Agreement shall not create any rights or interest in any third parties.
- j. Law of Idaho. This Agreement shall be construed in accordance with the laws of the State of Idaho.
- k. Severability. If any clause, sentence, or paragraph of this Agreement is held by a court of competent jurisdiction to be invalid for any reason, such decision shall not affect the remaining portions, and the parties do now declare their intention that each such clause, sentence, or paragraph of this Agreement is a separate part hereof.
- l. Preparation of Contract. No presumption shall exist in favor of or against any party to this Agreement as a result of the drafting and preparation of the document.
- m. No Waiver. No waiver of any breach by either party of the terms of this Agreement shall be deemed a waiver of any subsequent breach of the Agreement.
- n. Attorney's Fees. In the event either party hereto is required to retain counsel to enforce a provision of this Agreement, to recover damages resulting from a breach hereof or if either party defaults in the performance of this Agreement, the prevailing party shall be entitled to recover from the other party all reasonable attorney's fees incurred herein or on appeal.
- o. Conflict of Interest. No officer or director of SVED who has decision making authority either by them self or by vote, and no immediate family member of such individual, shall have a direct pecuniary interest in any contract or subcontract for work to be performed in connection with this Agreement. SVED shall incorporate or cause to be incorporated in all such contracts, a provision prohibiting such interest pursuant to this provision.

IN WITNESS WHEREOF, the parties hereto have caused this Contract for Services to be executed on the day and year first written above.

CITY OF KETCHUM

SUN VALLEY ECONOMIC DEVELOPMENT

Neil Bradshaw, Mayor

Harry Griffith, Director

ATTEST:

Trent Donat, City Clerk



CITY OF KETCHUM
PO BOX 2315 * 191 5TH ST. * KETCHUM, ID 83340
Administration 208-726-3841 (fax) 208-726-8234

PURCHASE ORDER
 BUDGETED ITEM? ___ Yes ___ No

PURCHASE ORDER - NUMBER: 24007

To: 3981 SUN VALLEY ECONOMIC DEVELOPMENT P.O. BOX 3893 KETCHUM ID 83340	Ship to: CITY OF KETCHUM PO BOX 2315 KETCHUM ID 83340
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P. O. Date	Created By	Requested By	Department	Req Number	Terms
10/01/2023	Shellie	Shellie		0	

Quantity	Description	Unit Price	Total
1.00	Quarterly Services 22-4910-6070	15,000.00	15,000.00
	SHIPPING & HANDLING		0.00
	TOTAL PO AMOUNT		15,000.00

 Authorized Signature



City of Ketchum

Agency Name: Sun Valley Economic Development
Project Name: FY24 Funding Request
Contact Person: Harry Griffith
Address: POB 3893 Ketchum, ID 83340
Email: harry@sunvalleyeconomy.org
Phone Number: 208-721-7847

Please provide the information requested below and return via email to aswindley@ketchumidaho.org by end of day, **Friday, April 21, 2023**.

- City Council's Budget Strategic Session will be on Monday, June 26, 2023 from 9-1 pm (to be confirmed/agenda to follow)
- The public hearing will be on July 17th, with the readings as follows:
 - 1st – August 7st | 2nd – August 21 | 3rd – September 5th

Feel free to expand the text fields. Supporting documents or any additional information for consideration are welcome as attachments.

If any of the below items do not apply to your request, please indicate with N/A.

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1. Amount requested for fiscal year 2024: \$ 15,000_____
 2. What percentage of your overall budget does the requested amount represent? 7___ %
Please submit a budget sheet for FY2022 and FY2023 that shows overall revenue and expenditures.
 3. How would your program or project be impacted if it did not receive funding from the City or if funding were reduced? (Expand the box as needed or submit separately.)

Access to grant dollars from the Idaho Dept. of Commerce Rural ED Grant program would not be possible, and projected funding from the five other Blaine Co municipalities would be very difficult unless the City demonstrated leadership through this budget request. With the largest business community and employer base, Ketchum's continued support is critical. In order to leverage more than the projected \$55k in Blaine Co. non-Ketchum public sector and \$60k in private sector funding, the City contribution plays a pivotal "key contributor" role.

4. If you received funds from the City in fiscal year 2023, please provide specific examples of how those funds were used to benefit the community. (Expand the box as needed or submit separately.)

1. Growth/expansion of the Sun Valley Culinary Institute programs & staff
2. \$25k grant recipient for Talent Pipeline Management needs and implementation assessment
3. Participation in Wood River Early Learning Collaborative
4. Delivery of economic data and analyses to inform public & private decision-making
5. Guidance to businesses on accessing external capital, succession planning and business plans.

An updated ROI calculation based on methodology used by other leading Idaho ED organization is attached.

5. If you receive funds from the City in fiscal year 2024, please provide specific goals set by your organization. (Expand the box as needed or submit separately.)

SVED delivers projects and programs that create economic value for Ketchum through:

1. More Jobs: Retain existing and attract new businesses
2. Improved Sales: Increase business traffic & reduce seasonality
3. Better Decision Making: Provide timely data & analysis on the local economy
4. Removing Obstacles: Improve the local business environment
5. Delivering Significant ROI: real and positive community-wide impact from sponsored projects & programs

A strategic plan and performance metrics for SVED's current fiscal year is attached.



**SUN VALLEY
ECONOMIC
DEVELOPMENT**

SVED 2023 Strategic Plan

APPROVED

2023 Action Plan - Framework

Performance Objective Number	Action Plan Category	Strategic Categories
1	Business Attraction, Expansion, Retention and/or Creation	BUSINESS +
2		HOUSING & ACCOMMODATION
3		INFRASTRUCTURE
4		WORKFORCE
5	Place Making	RECREATION
6		EVENTS
7	Training	PROFESSIONAL
8		OTHER
9	Other	MEMBERSHIP
10		FINANCIAL
11		ORGANIZATIONAL

Strategic Plan - Business Attraction, Creation, Expansion & Retention

	Potential Strategy	Potential Tactics/Projects	Priority/ Weight (3=Hi)	Potential Targets
1	Attract & recruit specific/ focused relocation leads	Food & Beverage services Small professional offices Outdoor recreation startups	3	New/existing restaurants/brands Professional, PE, VCs, etc. Ski, bike, etc
2	Respond to Commerce RFPs	As needed	2	Smaller low-infrastructure co's
3	Solicit & draft Idaho incentive/other grant applications	Tax Reimbursement Incentive (TRI) Property Tax Exemption (PTE) Advantage, STEP & other	3	SUN FBO 2, etc Steadfast Prop, etc.
4	Regular outreach to local businesses and organizations	Meetings & phone calls Succession planning	3	Commerce 75 list, minority business Aging business owners
5	Provide access to external funding sources	SBA program applications BBB grant applications Other agency applications Local grant applications	3	SBA loan application candidates Seminars & grant support Advise on other grant programs
6	Community education & advocacy	Prepare periodic economic analyses Publish membership newsletters Advocate on critical business issues	3	Quarterly issuance Monthly issuance Regultry issues, LOT, new technology

Strategic Plan - Housing/Accommodation & Infrastructure

	Potential Strategy	Potential Tactics/Projects	Priority/ Weight (3=Hi)	Potential Targets
1	Community Education & Advocacy	Affordable, Middle Income, Professional Multi-family, Tiny Home, other Regulatory policy changes Increase supply incentives LOT for housing	3	Analysis, tracking & reporting Steadfast, ARCH, other Height, density, other zoning policies Property Tax Exemption improvement Analysis for ballot measure
2	Increase Accessible Rental Options	Long-term rental incentive policies Short Term Rental market analysis	2	Rent rates, residency restrictions Incentivize ST>LT rental conversion
3	Expand Accommodation & Lodging Options	Hotel projects Support WR Tourism & Lodging Coalitions	2	Marriott Signature, Harriman, etc ExCo participation & data analysis
4	Expand Sustainability Infrastructure	Sustainability Committee participation Baldy Forest Health participation Identify & share grant opportunities	2	Support lead organization efforts
5	Improve Transportation Systems	Increase SUN access & capabilities Improve Commuting/Public Transit	1	Support lead organization efforts

Strategic Plan - Workforce

	Potential Strategy	Potential Tactics/Projects	Priority/ Weight (3=Hi)	Potential Targets
1	Improve Vocational Pathways	Leverage TPM® infrastructure Build Apprenticeship programs Create Internship/other programs	3	Inventory business needs SV Culinary Institute, Const/Trades Engage local educators & NFPs
2	Expand Childcare Options	Increase existing capacity Develop new capacity	2	Early Youth Educational committee participation
3	Attract Talent	Quality of Place marketing Remote worker marketing Corporate event leverage	1	New QOP metrics & campaign Friends & family, trailing spouses, etc Enhance experiences & exposure
4	Community Education & Advocacy	Living wage/ALICE analysis Labor statistics analysis	1	Support lead organization efforts Analyze workforce gaps

Strategic Plan - Place Making/Training/Other

	Potential Strategy	Potential Tactics/Projects	Priority/ Weight (3=Hi)	Potential Targets
1	Increase recreational assets & opportunities	Grow Sun Valley Culinary Institute Baldy Forest Health participation Develop new RV parks	3	Increase BCSD & rest. engagement Private land match applications Parcel advocacy
2	Deliver SVED Community Events	Conduct 1-3 Forums and/or Summit Implement social media program	3	Keynote speakers, vibrant themes LinkedIn, etc
3	Improve SVED team skills & influence	Increased IEDA engagement RIVDA Loan Board participation	2	Participate in Legislative committee Conduct SBA regional loan reviews
4	Expand Membership rooster	Improve member value proposition Sustain participating membership Broadcast SVED successes	3	Adjust membership benefits Achieve 75 business outreach target ROI methodology
5	Maintain/improve Financial Performance	Optimize P&L performance Secure additional grants Optimize EIDL loan	3	Positive Summit & overall P&L iWDC/other program admin. fees Secure incremental interest
6	Optimize organizational Structure	Evaluate collaboration alternatives Refresh Board Access additional work capacity	3	Other NFPs Diversity & new blood Board volunteers, interns, other

SVED 2023 Performance Criteria

ANNUAL PERFORMANCE CRITERIA (DRAFT)					
Performance Objective Number	Action Plan Category	Performance Criteria/Assessment	Target Date for Delivery	Weight (1=lo, 3=hi)	%
1	Business Attraction, Retention & Expansion	Attract & recruit businesses for relocation based on targeted criteria such as industry, scale, local impacts & doability; support with provision of timely advise/ data	30-Dec-23	3	13%
2		Advocate for and/or support five (5) local businesses with economic development objectives and/or with government incentive programs.	30-Dec-23	3	13%
3		Develop/support workforce housing project implementation	30-Dec-23	3	13%
4		Participate in five (5) tourism/hospitality-related expansion activities/programs	30-Dec-23	2	8%
5		Support expansion of professional & other programs at Sun Valley Culinary Institute	30-Dec-23	2	8%
6	Place Making	Provide strategic and/or analytical support to three (3) community events, organizations and/or networks	30-Dec-23	1	4%
7		Deliver three (3) community educational events	30-Nov-23	2	8%
8		Conduct a minimum of six (6) annual conversations with each local government/representative	30-Dec-23	2	8%
9	Training	Participate in eight (8) community economic development seminars, conferences, networking, webinar and/or other events	30-Dec-23	1	4%
10	Other	Outreach to eight (8) local businesses/organizations per month	30-Dec-23	3	13%
11		Secure seven (7) new or lapsed members, and maintain YE membership of 75	30-Dec-23	2	8%
12		Maintain three (3) year ROI of at least \$5 delivered for each \$1 invested by community	30-Dec-23	3	13%
13		Deliver positive YE net operating income	30-Dec-23	3	13%

Sun Valley Economic Development, Inc.
FY 2022 ACTUALS
 January - December 2022

	FY22	
	Actual	Budget
Income		
Income		
Events		
Summit		
Registrations	5,175	7,500
Sponsorships	2,100	7,500
Total Summit	\$ 7,275	\$ 15,000
Total Events	\$ 7,275	\$ 15,000
Grant Income		
Idaho Power		2,500
IWDC Grant Incoe (Restricted)	3,125	
Other Grant Income	1,000	
State Dept of Commerce	27,200	24,150
Total Grant Income	\$ 31,325	\$ 26,650
Private Sector		
Membership	51,150	40,000
Total Private Sector	\$ 51,150	\$ 40,000
Public Sector		
Blaine County		30,000
Hailey	3,000	4,000
Ketchum	10,000	10,000
Kura	15,000	15,000
Sun Valley	7,500	8,500
Total Public Sector	\$ 35,500	\$ 67,500
Total Income	\$ 125,250	\$ 149,150
Interest Income	5	12
z In Kind Revenue & Services	15,800	15,000
Total Income	\$ 141,055	\$ 164,162
Gross Profit	\$ 141,055	\$ 164,162
Expenses		
Expenses		
Project Expenses		
Forums & Meetings	0	
Incubation		
Culinary	1,000	
Total Incubation	\$ 1,000	\$ 0
Total Project Expenses	\$ 1,000	\$ 0
Total Expenses	\$ 1,000	\$ 0
Office Administration		
Accounting		

Late Receipt; included in 2023 financials

General Accounting	4,223	3,600
Tax Preparation	1,077	1,200
Total Accounting	\$ 5,299	\$ 4,800
Bank Costs	855	600
Dues & Subscriptions	759	350
Other Fees & Service	2,687	1,700
Total Office Administration	\$ 9,601	\$ 7,450
Operating Expenses		
Compensation		
Executive Director		
Base	100,000	98,663
Bonus	8,530	9,733
Total Executive Director	\$ 108,530	\$ 108,396
Total Compensation	\$ 108,530	\$ 108,396
Consulting	7,209	8,000
Marketing	5,806	5,500
Professional Fees		200
Training	535	500
Travel, Meals & Entertainment Expense	5,665	5,000
Web Site	390	1,000
Total Operating Expenses	\$ 128,135	\$ 128,596
Uncategorized Expense		535
Total Expenses	\$ 138,737	\$ 136,581
Net Operating Income	\$ 2,319	\$ 27,581
Other Expenses		
In-Kind Revenue & Services	15,800	15,000
Loans Repayment & Miscellaneous	0	1,905
Total Other Expenses	\$ 15,800	\$ 16,905
Net Other Income	\$ -15,800	\$ -16,905
Net Income	\$ -13,481	\$ 10,676

Thursday, Feb 09, 2023 12:03:40 PM GMT-8 - Accrual Basis

Sun Valley Economic Development, Inc.
FY 2023 Budget APPROVED
 January - December

	Approved FY23 Budget
Income	
Income	
Events	
Summit	
Registrations	\$ 2,000
Sponsorships	\$ 7,500
Total Summit	\$ 9,500
Total Events	\$ 9,500
Grant Income	
Idaho Power	
IWDC Grant Incoe (Restricted)	\$ 21,875
Other Grant Income	\$ 1,000
State Dept of Commerce	\$ 24,100
Total Grant Income	\$ 46,975
Private Sector	
Membership	\$ 60,000
Total Private Sector	\$ 60,000
Public Sector	\$ -
Blaine County	\$ 55,000
Hailey	\$ 3,000
Ketchum	\$ 15,000
Kura	\$ 5,000
Sun Valley	\$ 6,500
Total Public Sector	\$ 84,500
Total Income	\$ 200,975
Interest Income	\$ 2,800
z In Kind Revenue & Services	\$ 18,000
Total Income	\$ 221,775
Gross Profit	\$ 221,775
Expenses	
Expenses	
Project Expenses	
Forums & Meetings	\$ 10,000
Incubation	
Culinary	\$ 1,000
Total Incubation	\$ 1,000
Total Project Expenses	\$ 11,000
Total Expenses	\$ 11,000
Office Administration	\$ -
Accounting	

General Accounting	\$ 5,000
Tax Preparation	\$ 1,500
Total Accounting	\$ 6,500
Bank Costs	\$ 900
Dues & Subscriptions	\$ 1,000
Other Fees & Service	\$ 3,000
Total Office Administration	\$ 24,400
Operating Expenses	
Compensation	
Executive Director	
Base	\$ 100,000
Bonus	\$ 10,000
Total Executive Director	\$ 110,000
Total Compensation	\$ 110,000
Consulting	\$ 29,875
Marketing	\$ 10,000
Professional Fees	\$ 200
Training	\$ 800
Travel, Meals & Entertainment Expense	\$ 5,300
Web Site	\$ 1,600
Total Operating Expenses	\$ 157,775
Uncategorized Expense	\$ -
Total Expenses	\$ 193,175
Net Operating Income	\$ 28,600
Other Expenses	
In-Kind Revenue & Services	\$ 18,000
Loans Repayment & Miscellaneous	\$ 4,572
Total Other Expenses	\$ 22,572
Net Other Income	\$ 6,028
Net Income	\$ 6,028

Thursday, Feb 09, 2023 12:03:40 PM GMT-8 - Accrual Basis