



# **CITY OF SPARTANBURG**

SOUTH CAROLINA

## **CITY COUNCIL AGENDA**

**City Council Worksession  
City Council Chambers  
145 West Broad Street  
Spartanburg, SC  
Monday, June 1, 2015  
5:30 p.m.**

- I. Moment of Silence**
- II. Pledge of Allegiance**
- III. Presentations by Organizations Requesting Hospitality Tax Allocation  
Presenters: See Attached Schedule and Information**
- VI. Budget Discussion  
Chris Story, Assistant City Manager**
- V. Adjournment**

*\* City Code Sec. 2-57. Citizen Appearance. Any citizen of the City of Spartanburg may speak at a regular meeting on any matter pertaining to City Services and operations germane to items within the purview and authority of City Council, except personnel matters, by signing a Citizen's Appearance form prior to the meeting stating the subject and purpose for speaking. No item considered by Council within the past twelve (12) months may be added as an agenda item other than by decision of City Council. The forms may be obtained from the Clerk and maintained by the same. Each person who gives notice may speak at the designated time and will be limited to a two (2) minute presentation.*

As required by the Americans with Disabilities Act, the City of Spartanburg will provide interpretive services for the City Council Meetings. Requests must be made to the Communications & Marketing Office (596-2020) 24 hours in advance of the meeting. This is a Public Meeting and notice of the meeting was posted with the Media 24 hours in advance according to the Freedom of Information Act.



**CITY OF SPARTANBURG, SC  
Hospitality Tax Presentation Schedule  
FY 2015 - 2016 Funding Requests**

**Organizations**

**Projects**

**Contact Persons**

**Monday, June 1, 2015 at 5:30 pm**

7	Spartanburg Area Chamber of Commerce	Spartanburg Convention & Visitor's Bureau	Christopher Jennings, Executive Director
8	Hatcher Garden & Woodland Preserve	Hatcher Garden - Operating	Robin Vollmer, Executive Director
9	HUB-BUB	Hub Bub	Eric Kocher, Managing Director
10	Hub City Farmer's Market	Hub City Farmer's Market	Brenda Buttimer, Executive Director
11	Spartanburg Downtown Association	Spartanburg Downtown Association	Kathy Chandler, Executive Director
12	Spartanburg Area Conservancy, Inc.	Edwin M. Griffin Nature Preserve / Cottonwood Trail	Andrew Waters, Executive Director
13	Ballet Spartanburg	Professional Company of Dancers	Teresa Hough, Executive Director
14	West Main Artists Co-Operative	West Main Artists Co-op	Beth Regula, Board Chair

\*\* Each organization is limited to a maximum of 10 minutes (6 minutes for presentation and 4 minutes for Q & A).

## Hospitality Tax Discretionary Funding

	<u>Adopted Projects</u>	<u>FY 2014 - 2015 Adopted Budget</u>	<u>FY 2015 - 2016 Requested Amounts</u>
1	Music on Main	10,200	10,200
2	Spring Fling	23,800	23,800
3	International Festival	32,000	32,000
4	College Town Initiative	12,000	12,000
5	Panther Party	6,120	10,000
6	Shrine Bowl of the Carolinas	28,000	75,000
7	Red , White and Boom	6,800	6,800
8	Partners for Active Living / Bike Town	20,400	20,400
9	Partners for Active Living / ArtCycle	-	2,500
10	Christmas Parade	5,000	5,000
11	Jazz on the Square	3,400	3,400
12	Wofford Homecoming	1,700	5,000
13	Spartanburg Memorial Auditorium	68,000	68,000
14	Convention & Visitor's Bureau / Chamber	27,200	40,000
15	Hatcher Gardens - Operating	20,400	20,400
16	Hub Bub	120,000	108,000
17	Arts Partnership	34,000	58,000
18	Hub City Farmer's Market	6,800	25,000
19	Spartanburg Downtown Association	6,800	20,000
20	Spartanburg Area Conservancy, Inc.	3,400	15,000
21	Ballet Spartanburg (new)	-	60,000
22	West Main Artists Co-op (new)	-	50,000
	<b>TOTALS</b>	<b>436,020</b>	<b>670,500</b>



February 25, 2015

James T. Kennedy  
Budget & Accounting Director  
City of Spartanburg  
P.O. Box 1749  
Spartanburg, SC 29304

Dear Mr. Kennedy:

On behalf of the Spartanburg Convention & Visitors Bureau (SCVB), I respectfully request a grant from City of Spartanburg **Hospitality Tax funds in the amount of \$40,000** from the Fiscal Year 2015-16 budget for expenses related to group sales, sports tourism and hospitality training efforts.

City of Spartanburg Hospitality Tax funding will allow the SCVB to conduct sales and promotional programs that promote Spartanburg to targeted group markets (religious, associations and sports), resulting in increased City tax revenues. 2015-16 is going to be particularly busy for meetings & conferences, and sports tourism. We have two national softball tournaments (NSA and ASA), the 21<sup>st</sup> year of the Carolina Panthers Training Camp, and several regional softball and baseball tournaments.

In addition, we have partnered with HUB-BUB to initiate a hospitality training program called the "Love Where You Live Tourism Ambassador program," to inform front-line staff on all the good news of Spartanburg.

We have attached pertinent information for this grant request:

- Budget information
- Major events calendar
- Trade shows and conferences
- Metrics

The SCVB continues to implement the Tourism Action Plan, and this year we also had a progress report and update. I will share this report in an upcoming City Council meeting, and provide copies.

We thank you for your previous support, and hope you can continue to fund the group sales and hospitality training program of the Spartanburg Convention & Visitors Bureau, in order to continue to grow our visitor economy.

Sincerely,



Christopher Jennings  
Executive Director

Cc: Allen Smith, Spartanburg Area Chamber of Commerce

2015-16 CVB BUDGET

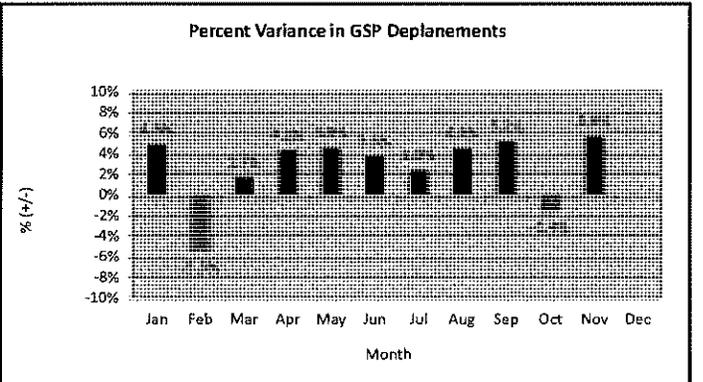
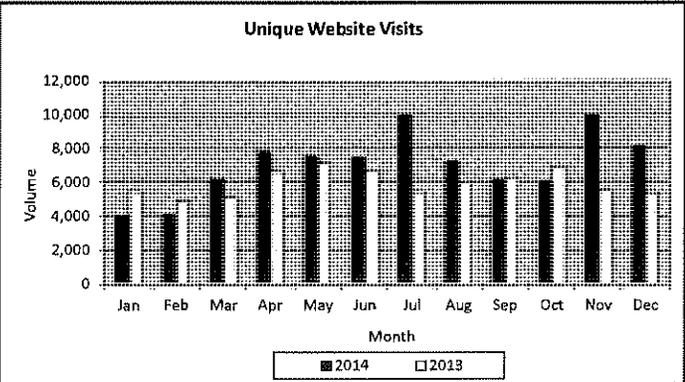
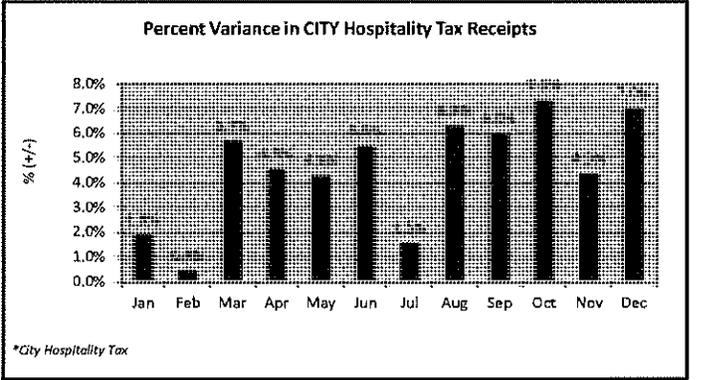
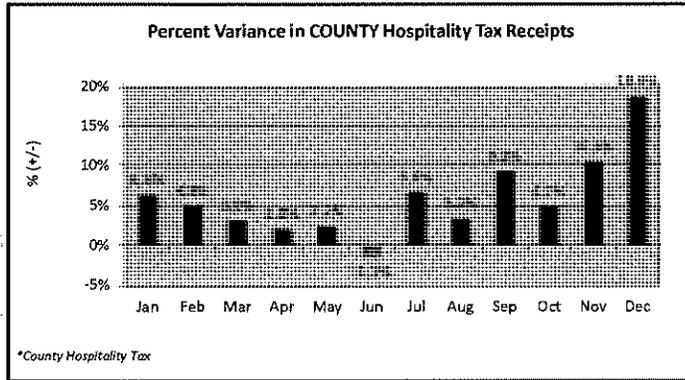
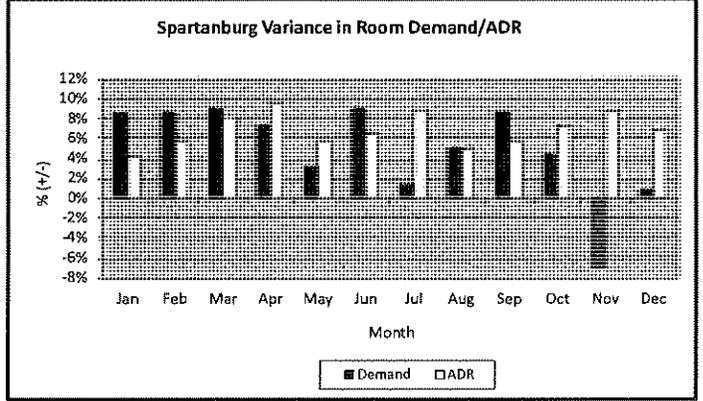
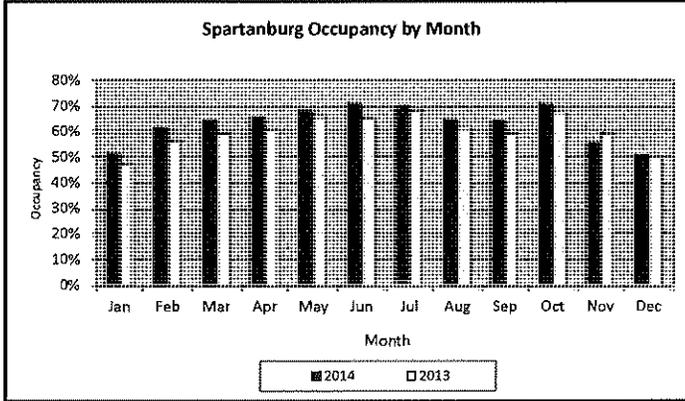
	<u>BUDGET</u>
<b>YOUTH SPORTS TOURNAMENTS</b>	<b>\$10,000</b>
See attached sheet for details	
<b>TRADE SHOWS/CONFERENCES:</b>	
Connect Sports Marketplace Pittsburgh, PA	August 27-29, 2015
S.P.O.R.T.S Relationship Conference Shrevport, LA	October 5-8
NSA Convention Las Vegas, NV	November 1-4
ASA National Convention Louisville, Kentucky	October 31-Nov 5
Top Gun National Convention Charlotte, NC	December 5-6
National Fastpitch Coaches Association Convention Atlanta, GA	December 4-5
NASC Sports Event Symposium Grand Rapids, MI	April 3-7, 2016
<b>HOSPITALITY TRAINING PROGRAM</b>	<b>\$5,000</b>
Up to four events with 25pp per event	
<b>ADVERTISING</b>	<b>\$5,000</b>
<b>RESEARCH</b>	<b>\$5,000</b>
	<hr/> <hr/> <b>\$40,000</b>

## FY2015-16 CVB Gro and Sports Calendar

<u>DATES</u>	<u>NAME</u>	<u>Location</u>	<u># Attending</u>
7/9-12, 2015	Hot Times Classic Softball Tournament	Tyger River Park	75 Teams
7/16-7/19	Simpson Family Reunions	Holiday Inn Express- Westgate	150
7/16-7/19	NSA Class B World Series	Tyger River Park	100 Teams
7/24-7/25	Showcase Sherman Weekend	Sherman College	65
7/26-8/2	ASA/ USA 18 U National Championship	Tyger River Park	90 – 120 teams
7/28-8/1	Choral Festival	First Baptist Church	n/a
7/31- 8/14	Carolina Panthers Training Camp	Wofford College	50,000+
8/5-8/15	National Supreme Council of Ancient and Accepted Scottish Rite Masons	Spartanburg Marriott	800
9/4-9/6	Queen of Diamonds Showcase Tournament	Tyger River Park	600 players
10/9-10/10	Showcase Sherman Weekend	Sherman College	65
10/17-10/18	Diamond Classic Fall Exposure	Tyger River Park	78+ Teams
Dec-15	Shrine Bowl of The Carolinas	Wofford College	5,000
6/ 22-30, 2016	US Youth Soccer Regional Toumey	CESA Greenville/ Spartanburg	TBD

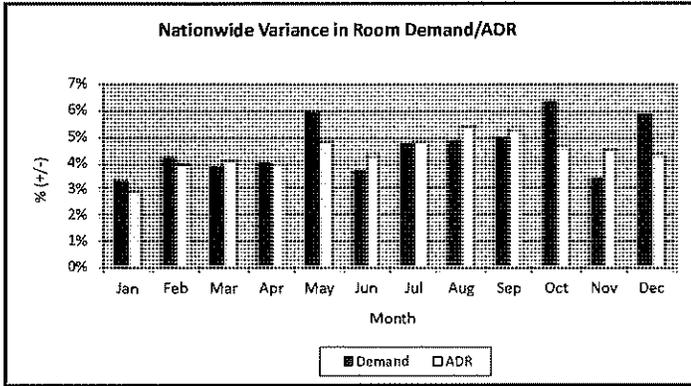
# SPARTANBURG TOURISM SCORECARD

DECEMBER 2014



# SPARTANBURG SCORECARD, Page 2

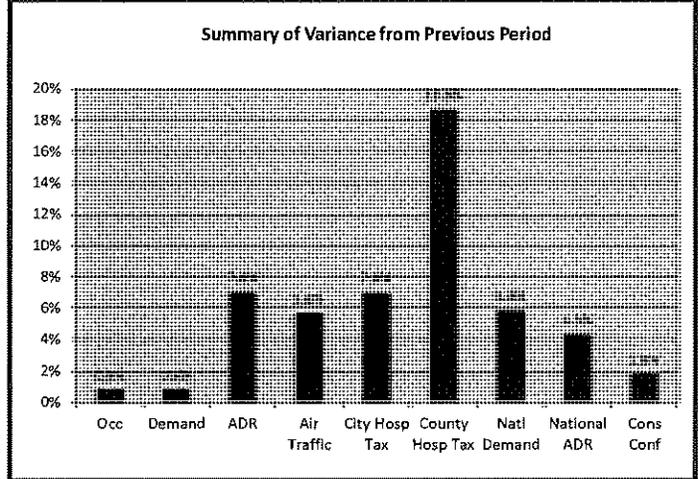
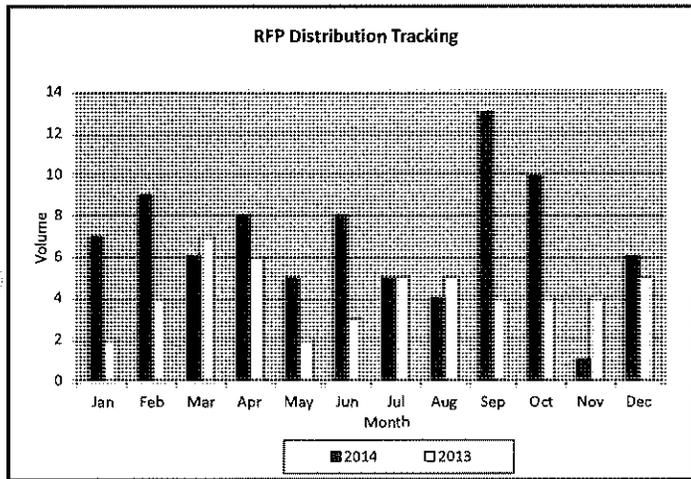
## DECEMBER 2014



Smith Travel



The Conference Board

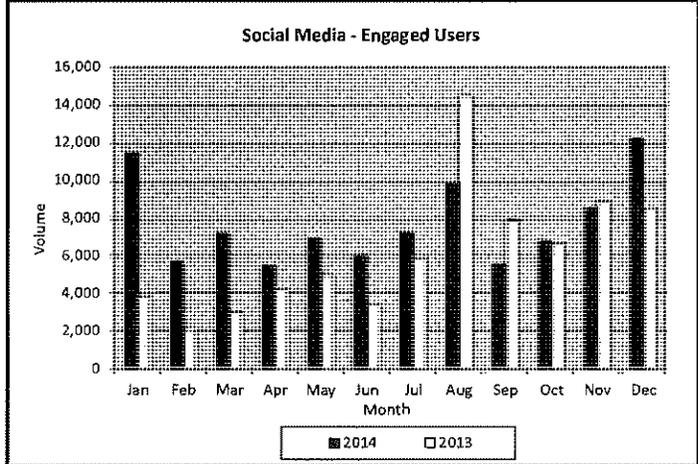


Period	Variance*
Spartanburg YTD Occupancy	0.8%
Spartanburg YTD Rm Demand	0.8%
Spartanburg YTD ADR	7.0%
GSP Deplanements	5.6%
City Hospitality Tax	7.0%
County Hospitality Tax	18.6%
Nationwide Room Demand	5.8%
Nationwide ADR	4.3%
Consumer Confidence	1.8%

\*from some month last year

DEFINITIONS	
Occupancy	Ratio of occupied rooms relative to total rooms available
Room Demand	Total number of occupied rooms
ADR	Average daily rate paid for a hotel room

YELLOW SHADING ON CHARTS DENOTES NATIONAL STATISTICS



9-Feb-15

**SPARTANBURG CONVENTION AND VISITORS BUREAU**  
**Income Statement**  
**July 1, 2014 through April 22, 2015**

	<u>Actual</u>
<b>REVENUE</b>	
City Tax Revenue	\$ 91,341.97
County Tax Revenue	466,212.82
Duncan Tax Revenue	16,807.17
Interest	296.70
Registrations	1,220.00
<b>TOTAL REVENUE</b>	<b><u>575,878.66</u></b>
<b>EXPENSE</b>	
Communications	4,275.38
Staffing Services & Benefits	184,604.71
Travel	7,097.23
Dues & Subscriptions	2,780.99
Printing	21,652.80
Food & Meetings	55,234.00
Promotional Items	10,784.47
Advertising/Media	43,733.96
Professional Services (production, online)	213,243.03
Office Supplies	3,053.06
Postage	3,818.11
Equipment	2,130.00
Professional Development	459.98
<b>TOTAL EXPENSE</b>	<b><u>552,867.72</u></b>
<b>NET INCOME (LOSS)</b>	<b><u>\$ 23,010.94</u></b>



Public Botanical Garden & Woodland Preserve

P.O. Box 2337  
Spartanburg, SC 29304-2337

820 John B. White, Sr. Blvd.  
Spartanburg, SC 29306

864-574-7724  
864-595-1195 fax

[www.hatchergarden.org](http://www.hatchergarden.org)  
[info@hatchergarden.org](mailto:info@hatchergarden.org)

Albert B. Jolly, Jr. AIA,  
*Chairman*

Bonnie Simpson,  
*Vice Chairman*

Alanna Wildman,  
*Secretary*  
*Sustaining Trustee*

Jim Bagwell,  
*Treasurer*  
*Sustaining Trustee*

Douglas Nash,  
*Past Chairman*  
*Sustaining Trustee*

Julia Burnett,  
*Sustaining Trustee*

Alice Hatcher Henderson,  
*Honorary Trustee*

Allie Ballenger  
Toni Caldwell  
Debbie Coesens  
Kathleen Elam  
Witney Fisher  
Laura Gramling  
Jimmy Hunt  
Stan Parker  
Scott Parris  
Phil Phillips  
Jenifer Steller  
Ben Waddell  
*Trustees*



Our mission is to provide  
a place where the public  
can come for inspiration,  
enjoyment and education  
through the study of nature.

February 25, 2015

Mr. James T. Kennedy  
Budget & Accounting Director  
City of Spartanburg Budget Office  
P.O. Box 1749  
Spartanburg, SC 29304

RE: Hospitality Tax Funding for Fiscal Year 2013-2014

Dear Mr. Kennedy,

Hatcher Garden and Woodland Preserve sincerely appreciates the generous support of the City of Spartanburg with the grant award of \$20,400 from the Hospitality Tax Funding for Fiscal Year 2013-2014. The funds were allocated and expensed for the continual beautification and daily general operations of Hatcher Garden & Woodland Preserve, Spartanburg's community public botanical garden open every day of the year. Purchases included uniquely beautiful flower and plant specimens of interest to attract visitors, cost of labor for maintenance and operation of the Garden, gardening supplies, and utilities.

Hatcher Garden & Woodland Preserve general operations expenses for July 2013-June 2014 per our financial reports are:

Employee labor costs for Garden Operations	\$ 72,365
Plant material, supplies and contract labor	\$ 13,164
Utilities for Garden Operations	\$ 5,430
<b>Total Garden Operations Expenses July 2013-June 2014:</b>	<b>\$ 90,959</b>

Spartanburg is a pleasurable city destination for travelers and this uniquely designed community garden offers visitors a "tranquil and beautiful escape" during their road trips and vacation travels. Hatcher Garden & Woodland Preserve attracts different types of visitors to our area such as gardening enthusiasts, Senior Tour Groups, Educational Groups, and event guests and we routinely recommend local restaurants and hotels for their traveling convenience. Through routine advertising in *Carolina Gardener*, *American Gardener*, and the GA/SC/NC AAA Tour Book, and our Garden membership in the American Horticultural Society with over 300 member Gardens representing over 1,500,000 avid gardeners across the U.S. visiting AHS Member Gardens such as Hatcher Garden, the Garden's image and recognition has grown in regional and national interest as shown by increased visitation to the Garden.

On behalf of our Board of Trustees and our staff, we are very grateful for your partnership support and the generous funding provided over the years by the City of Spartanburg Hospitality Tax Funding and the Spartanburg City Council for Hatcher Garden & Woodland Preserve.

Sincerely,

  
Robin Vollmer  
Executive Director

*Thank you all  
so very much  
for your long time  
generous support  
benefiting everyone enjoying  
visiting and learning at  
Hatcher Garden!!*



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February 25, 2015

Mr. James T. Kennedy  
Budget & Accounting Director  
City of Spartanburg Budget Office  
P.O. Box 1749  
Spartanburg, SC 29304

RE: City of Spartanburg Hospitality Tax Funding for Fiscal Year 2015-2016

Dear Mr. Kennedy:

Hatcher Garden & Woodland Preserve appreciates the opportunity to submit a formal request for funding of the continual beautification and general operations of Spartanburg's unique public botanical garden. We request grant assistance from the City of Spartanburg Hospitality Tax Funding in the amount of \$27,921, which is 15% of the Garden's 2015 General Operations Budget expenses and provides funding support for Garden labor costs, plant materials and supplies, maintenance and utilities.

Hatcher Garden & Woodland Preserve is a 501(c)3 organization that was incorporated in 1998. Our revenue is primarily received through public donations – from individuals and local businesses, grants from the City and County of Spartanburg and local foundations, fundraising events and plant sales.

A copy of the 2015 General Operations Budget is included with this grant request. Hatcher has a small permanent staff, currently three positions, and we rely heavily on a core group of volunteers to help in the Garden and in the office. The Garden continually strives to reduce annual expenses. At the beginning of this year, we needed to fill an open employee position due to resignation and we searched for and hired a person with gardening and equipment and facilities maintenance skills and expertise. This will enable Hatcher Garden to perform preventative and repair maintenance on our garden equipment and tools therefore reducing general operations expenses by performing these jobs in-house rather than through vendor services.

We have committed ourselves not only to preserving the legacy of the past but to ensuring the future of the Garden by making the Garden accessible to everyone, especially to those who are mobility-challenged. Through a magnanimous gift from a longtime supporter, we recently completed a new accessible, improved garden entrance along a curved, landscaped paved path and upgraded and expanded the paved parking area to include more handicap and regular paved parking spaces. At Twilight in the Garden this year, community donors funded a new accessible paved path to the waterfall for the safety and comfort of our mobility-challenged Garden visitors to be able to enjoy the waterfall's splendor. Hatcher Garden continues to work in partnership with other local non-profits to design and develop garden areas that meet their needs, incorporating features to benefit individuals as well as community support groups.

The Garden has continued an advertising partnership with the South Carolina Parks, Recreation & Tourism; the Spartanburg Convention & Visitors Bureau; GA/SC/NC AAA Tour Book and the placement of brochures in various

South Carolina State Welcome Centers to encourage tourists to visit Hatcher Garden. The Garden also receives national and regional advertising through the Public Garden Guides published by *Carolina Gardener*, *American Gardener*, and the American Horticultural Society (AHS), all of which promote visitation to Hatcher Garden.

Each of the over 300 national and international Gardens in AHS, of which Hatcher Garden is one of only two in South Carolina, has its own individual members, numbering over 1,500,000 throughout the United States, who travel extensively enjoying reciprocal garden visitation benefits. We routinely receive e-mail requests and phone calls from families and groups planning trips to Spartanburg who wish to visit Hatcher Garden, and we always reference local restaurants and hotels for their traveling convenience.

With seasonal floral vistas along meandering paths, a cascading waterfall surrounded by majestic conifers, outdoor classrooms such as the new Water Wise Demonstration Garden funded by Spartanburg Water, the teaching exhibit in the Butterfly Garden, the Bio-Retention Pond demonstrating water runoff recycle, the Bartram Trail displaying native plants discovered in the region and the Garden of Hope & Healing, offering respite and renewal, Hatcher Garden is a beautiful and tranquil haven where visitors can explore nature's treasures – plants, birds and wildlife – while enjoying quiet contemplation in the heart of the city.

Spartanburg is a pleasurable city destination for travelers, and this public botanical garden offers visitors a beautiful and peaceful escape. In conjunction with Spartanburg's variety of tourist attractions, Hatcher Garden & Woodland Preserve has its own distinctive draw, whether for gardening enthusiasts, nature explorers or guests for one of the Garden's annual events. Visitors traveling from many of the 50 states as well as different countries are evidence that the community garden's image has grown in regional and national public interest.

Reports from a people counter, installed in 2011 with grant monies from the City of Spartanburg Accommodations Tax Funding, indicate that the annual guest attendance in 2014 was over 37,300. Since visitation records were initially recorded in 2003, the Garden has attracted visitors from all 50 states and over 40 countries. Many of them ask for recommendations for restaurants or local hotels, and the references we routinely provide, either in person to out-of-town visitors touring Hatcher Garden or guests making travel plans by e-mail or phone to visit the Garden, all contribute to the Hospitality Tax Funds.

The Board of Trustees and staff of Hatcher Garden are grateful for the generous funding provided over the years by the City of Spartanburg Hospitality Tax Funding for the general operations of the Garden. Because of these annual financial grants, in combination with other public donations, we have been able to maintain daily operations and enhance and beautify the Garden, creating wonderful memories for those visiting the Garden and enticing them to plan return trips to both Hatcher Garden and Spartanburg.

We appreciate your consideration of our grant assistance request, and we are grateful for your long time partnership support of Hatcher Garden & Woodland Preserve, Spartanburg's community garden.

Sincerely,



Robin Vollmer  
Executive Director

**Hatcher Garden and Woodland Preserve, Inc.  
2015 Budget**

**Income**

<b>Annual Fund and Unrestricted Donations</b>	\$75,500
<b>Memorial/honorarium</b>	\$12,500
<b>Book Sales/Gift Shop</b>	\$395
<b>Donation box</b>	\$2,700
<b>Weddings/Photo/Tours</b>	\$3,940
<b>Endowment Fund-SCF #076</b>	\$17,500
<b>Twilight in the Garden</b>	\$39,250
<b>Twilight Sponsorships</b>	\$31,500
<b>Fall for Hatcher</b>	\$16,950
<b>Grants</b>	\$33,900
<b>Educational Programs</b>	\$3,514
<b>Plant Sales</b>	\$25,000
<b>Interest Income</b>	\$42
<b>Total Income</b>	<b>\$262,691</b>

**Expense**

**Payroll Expense**

Salaries and Wages	\$128,374
Payroll Taxes	\$12,400
Retirement Savings	\$1,238
Professional Development\Travel and Mileage	\$245

**Garden Facilities and Equipment**

Maintenance and Supplies	\$10,141
Plant Materials for Garden	\$950
Workman's Comp Insurance	\$5,745
Contract Services Labor for Garden	\$1,000
Water	\$570
Power	\$7,000
Natural Gas	\$0

**Office Expense**

Maintenance and Supplies	\$5,750
Telephone and Internet	\$1,980
Insurance Package for Organization	\$7,682
Office Utilities	\$2,595
Business Fees and Subscriptions	\$5,880
Business Contract Services	\$13,600

**Promotion and Postage Expense**

\$1,955

**Plant Sale Expense**

\$6,660

**Twilight in the Garden Expense**

\$26,400

**Fall for Hatcher Expense**

\$4,111

**Fundraising Expense**

\$16,129

**Educational Expense**

\$2,150

**Total Expenses**

**\$262,555**

**Net Income**

**\$136**

Since we do not charge an admission fee for entry to Hatcher Garden & Woodland Preserve, we determine our attendance based on data from the people counter at the Garden Entrance, the voluntary Visitors Log, Special Events, Weddings, School Field Trips and Garden Tours. In 2014, with the statistical reports from the people counter, the annual guest attendance was over 37,300. Since September 2003, we have had visitors from all 50 states and over 40 countries.

	States		Countries
1	Alabama	1	Australia
2	Alaska	2	Austria
3	Arizona	3	Belgium
4	Arkansas	4	Brazil
5	California	5	Canada
6	Colorado	6	China
7	Connecticut	7	Croatia
8	Delaware	8	Denmark
9	Florida	9	England
10	Georgia	10	Ecuador
11	Hawaii	11	France
12	Idaho	12	Germany
13	Illinois	13	Greece
14	Indiana	14	Honduras
15	Iowa	15	India
16	Kansas	16	Iran
17	Kentucky	17	Ireland
18	Louisiana	18	Italy
19	Maine	19	Jamaica
20	Maryland	20	Japan
21	Massachusetts	21	Laos
22	Michigan	22	Mexico
23	Minnesota	23	Netherlands
24	Mississippi	24	New Zealand
25	Missouri	25	Norway
26	Montana	26	Nova Scotia
27	Nebraska	27	Peru
28	Nevada	28	Puerto Rico
29	New Hampshire	29	Romania
30	New Jersey	30	Russia
31	New Mexico	31	Scotland
32	New York	32	South Africa
33	North Carolina	33	Spain
34	North Dakota	34	Switzerland
35	Ohio	35	Taiwan
36	Oklahoma	36	Tasmania
37	Oregon	37	Thailand
38	Pennsylvania	38	Turkmenistan
39	Rhode Island	39	Ukraine
40	South Carolina	40	Venezuela
41	South Dakota	41	Vietnam
42	Tennessee		
43	Texas		
44	Utah		
45	Vermont		
46	Virginia		
47	Washington		
48	West Virginia		
49	Wisconsin		
50	Wyoming		

**Hatcher Garden and Woodland Preserve, Inc.  
2015 Budget**

**Income**

<b>Annual Fund and Unrestricted Donations</b>	\$75,500
<b>Memorial/honorarium</b>	\$12,500
<b>Book Sales/Gift Shop</b>	\$395
<b>Donation box</b>	\$2,700
<b>Weddings/Photo/Tours</b>	\$3,940
<b>Endowment Fund-SCF #076</b>	\$17,500
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**Expense**

**Payroll Expense**

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**Garden Facilities and Equipment**

Maintenance and Supplies	\$10,141
Plant Materials for Garden	\$950
Workman's Comp Insurance	\$5,745
Contract Services Labor for Garden	\$1,000
Water	\$570
Power	\$7,000
Natural Gas	\$0

**Office Expense**

Maintenance and Supplies	\$5,750
Telephone and Internet	\$1,980
Insurance Package for Organization	\$7,682
Office Utilities	\$2,595
Business Fees and Subscriptions	\$5,880
Business Contract Services	\$13,600

**Promotion and Postage Expense**

\$1,955

**Plant Sale Expense**

\$6,660

**Twilight in the Garden Expense**

\$26,400

**Fall for Hatcher Expense**

\$4,111

**Fundraising Expense**

\$16,129

**Educational Expense**

\$2,150

**Total Expenses**

**\$262,555**

**Net Income**

**\$136**



February 27, 2015

Mr. James Kennedy  
Budget Director  
City of Spartanburg  
PO Box 1749  
Spartanburg, SC 29304

Mr. Kennedy,

Thank you for the opportunity to apply for Hospitality Tax funds again for FY 2015-2016. As an organization created by the City of Spartanburg, we respectfully request \$108,000, an amount that is a 10% reduction of our current level of funding. This will allow us to innovate and expand the work we do to promote the Spartanburg community. With this letter, I will explain what HUB-BUB is, how HUB-BUB used 2014 City grant funds, and how HUB-BUB plans to use future City grant funds, if the City selects us as a recipient.

#### **WHAT IS HUB-BUB?**

As you know, HUB-BUB is a Spartanburg-based cultural organization dedicated to fostering community through dynamic arts, ideas and activities. It was created by the City of Spartanburg in 2006 to support, attract, engage and promote the creative class in downtown Spartanburg. Since then, it has developed into a nationally-recognized hub of creative activity in the Upstate of South Carolina. We achieve our mission through the Artists-in-Residence (AIRs) program and the innovative community programming hosted in our Showroom Gallery and Performance Space. The AIRs program brings artists from around the country to live in Spartanburg and produce visual, installation, digital and dramatic artwork in partnership with community organizations. Each year, The Showroom hosts hundreds of events from art openings and live theatre and music to community engagement programs such as Talk20 and the 'Love Where You Live' campaign (LWYL).

#### **HUB-BUB 2014-15**

Thanks to the City's generous support in 2014-15, we are having another terrific year at HUB-BUB. Of the four artists from the 2014 AIRs program, three have remained in Spartanburg to continue their work fostering the development of a creative community in the area. In the fall, the AIRs program received around 100 applications from all over the country, which was an increase in number and scope from the previous year's application process. In January, we welcomed the selected artists for this year: four very talented young women who work in film, theatre and the visual arts. They are already out in the community building relationships and planning creative projects with local organizations such as COLORS, SPACE, the Spartanburg Ballet, the Humane Society, the Northside Voyagers and others, including private businesses in downtown Spartanburg.

Just to give you an idea of the level of collaboration that HUB-BUB cultivates, last year's AIRs worked with:

- the Spartanburg Humane Society
- the Expecting Goodness Film Festival
- the Hub City Farmer's Market

- the Spartanburg Area Conservancy
- Spartanburg High School
- Spartanburg Day School
- The Spartanburg Little Theatre
- Wofford College
- USC Upstate
- Converse College
- the Hub City Writers Project
- the Spartanburg Youth Theater
- the Boys and Girls Club of the Upstate
- COLORS
- Ballet Spartanburg
- #AgeOld
- Front Porch Arts Collective
- Canons Elementary
- New Day Clubhouse Artists
- Film House
- the Hub City Church
- the Warehouse Theater
- Spartanburg Herald Journal

Signature projects included:

- Catland: An Exhibition (Partnered with Human Society, brought over 200 people together, animals were adopted, Awareness of Humane Society Mission Spread)
- The Expecting Goodness Film Festival
- Over 2,000 hours to Community Projects in 2014
- INSPIRE Spartanburg Series: series of panel discussions from community members who "inspire" members of the community (12 guests, over 200 attendees)
- New Works Play Series: 8 new plays performed by over 25 volunteers, over 200 attended
- We have also expanded the "Love Where You Live" campaign. LWYL has sponsored several successful downtown events all across the City throughout the year, and curated the now famous downtown mural off of Daniel Morgan Square.

#### **HUB-BUB'S IMPACT ON THE SPARTANBURG COMMUNITY**

After nearly a decade of collaboration with the city, civic leaders and local businesses and organizations, HUB-BUB has had a significant positive impact on the Spartanburg community.

- *Downtown development* - HUB-BUB has helped to revitalize the downtown area. From the Boys and Girls Club Film Festival, to the City's own Main Event, HUB-BUB hosts or facilitates events and programming to draw people to downtown Spartanburg. Last year over 10,000 people came through our doors. It spearheaded the effort to brand the area around West Main Street as "The Grain District." Since then, over 15 new businesses have opened or located in this area. With the news of the future hotel coming downtown, it's safe to say that the Grain District is a bustling part of downtown, and we are proud to have been a part of that from the beginning. Mission accomplished!
- *Economic development* – HUB-BUB has fostered development of the local economy. In 2014, HUB-BUB continued to promote the "Love Where You Live" campaign. The purpose of the campaign is to support downtown vibrancy and the local economy. Whether walking downtown or perusing social media (#lovewhereyoulive), one can see that this has become quite a

recognizable brand with which many citizens are able to identify.

- *Community Pride* – HUB-BUB has sponsored a number of initiatives that promote pride in the Spartanburg community. One of our biggest successes of 2014 has been the “Love Where You Live” mural on Spring Street that we helped curate. This has become an attraction that visitors and citizens seek out for photos and collaboration. We have also played a part in many other murals throughout the downtown area. In general, we have helped make our City a more dynamic and vibrant place to live, work, and play.
- *Civic Engagement* – HUB-BUB’s work also results in more community connections and engagement. Each cohort of AIRs partners with a wide array of community organizations, often resulting in creative and innovative connections among members of the Spartanburg community.
- *Regional recognition* - HUB-BUB also has focused on promoting the City of Spartanburg beyond the Upstate. Through presentations and panel discussions at statewide events in Columbia and Charleston, HUB-BUB helps spread the word that Spartanburg is THE cool place to be in South Carolina. As a result, in July 2014 the South Carolina Arts Commission hosted a group of 50 artists from around the state at HUB-BUB to learn how artists can be successful small business owners. Additionally, Eric Kocher, AIRs director, recently spoke at Clemson University to all current art students about HUB-BUB and all of the cultural activity happening in Spartanburg. The lecture was not only a HUB-BUB information session but also a recruiting session. Needless to say, engagements like these have allowed HUB-BUB to promote Spartanburg as the “cool” place to live for the creative college graduate.

#### **HUB-BUB’S PLANS FOR 2015-16**

We propose to continue our work of fostering community through dynamic arts, ideas and activities in the coming year (2015-16).

- *Artists-in-Residence (AIRs)* - We will continue to recruit and support artists from around the country to live and work in Spartanburg and help us celebrate and reimagine our beautiful city. For example, one of our current artists-in-residence is working on a confidential project with a private business that we are excited to present to the City in late May. It will be a free, permanent installation that all community members can enjoy when visiting downtown Spartanburg.
- *Love Where You Live* - We will also continue to run the “Love Where You Live” campaign by cultivating love for all things local through creative and engaging events and programming. This spring, HUB-BUB is hosting multiple LWYL-centric events, including the “virtual run,” which is a partnership with Partners for Active Living.
- In FY 2015-2016, we are also continuing to bring the most unique events and programming to the City of Spartanburg. For instance, in May, we are bringing “Slide the City” to Spartanburg. This is a 1,000 foot long water slide that will be situated on Broad Street. We are the first City in the Southeast (outside of Florida) to have this event. The Spartanburg Downtown Association will provide support to make this event a “festival” for everyone to enjoy! This event is estimated to attract 1,500 – 4,000 people to downtown Spartanburg for a single day, and we will be providing 100 volunteers for this event alone.
- Other upcoming programming includes the monthly late night talk show “The Latest Thing in Spartanburg,” which will be hosted by our very own Eric Kocher in collaboration with the City’s

communications department. These events will allow the City to tell its own story in a creative way, and celebrate everything Spartanburg.

- We aim to be a key component of the "Way to Wellville" initiative. Specifically, we will continue to play a part in the "Community Pride" aspect of the initiative.

## **HUB-BUB'S REINVENTION**

HUB-BUB's Board of Directors believes it is time for the organization to move in a new direction. To a large extent, the organization has succeeded – we have achieved our mission of fostering community through dynamic arts, ideas and activities. We also realize that the current funding model, whereby the City provides a significant portion of the organization's funding, is not sustainable in the long-term. We aim to streamline the organization and reduce our dependence on the City. With that being said, the board has elected to transition from the current HUB-BUB model and to redevelop the organization in the following ways:

- We will leave the Showroom in July 2015 and move our headquarters and all of our programming into the City. This is in keeping with our mission of fostering community partnerships and pride. Our most successful events have been those that we have held outside of the Showroom, and we plan to continue to celebrate downtown organizations and businesses by partnering with them instead of competing with them. This idea is already reflected in our "Love Where You Live" campaign and the work artists do in the community. This philosophy is also reflected in our "Slide the City" event as well as many other upcoming projects, which we are not allowed to publicly discuss at this time, at the donor's request.
- We will establish an alternative physical footprint in the City. We are currently looking for office space downtown and additional living and studio space for future AIRs. We need to provide artists with studio work space but we are exploring options for their housing, either providing the housing for them or a stipend to find their own housing. We are currently looking at a multitude of properties, but the City's grant will ultimately determine our home for us.
- Our primary focus will be our Artists-in-Residence program. We plan to invest the majority of our resources into attracting and sponsoring quality artists to Spartanburg (similarly to how we have in the past), and allowing them to embed themselves in our City. Their work will be centered on community development and issues that face our City and they will collaborate with local artists.
- We are restructuring our staff to meet the needs of the new model. This means we will put more emphasis and resources into the programming staff positions (AIRs and LWYL) and streamline the executive director position to one that coordinates, oversees and helps finance those programs. Our goal is to run the organization in a much leaner form than in previous years without sacrificing quality and the community vibrancy that comes from HUB-BUB's programs.
- HUB-BUB is in the midst of developing a long-term plan to significantly reduce City-funding over the next several years. We are eager to share this with Council once a determination has been made regarding the grant.

Again, HUB-BUB would like to humbly ask to continue supporting us with a grant amount of \$108,000 (a 10% reduction of our current level of funding). HUB-BUB creates incredible value in downtown Spartanburg, with only 2 full-time employees and an army of volunteers. The majority of our current expenses are attributed to our facility and staffing costs. As always, we are glad to provide detailed

budget information regarding fundraising and expenses. Currently, we have identified and applied for regional and national grants. Moreover, we continue to research and identify these types of opportunities to allow HUB-BUB to maintain progress in and for the City of Spartanburg.

Thank you for your past and continued support of Spartanburg's one-of-a-kind initiative. We look forward to continuing to build our city as a creative place for people, businesses and events for many years to come.

Sincerely,

William Gray  
Board Chair

**Hub-Bub Inc**  
**Profit & Loss**  
 July 2013 through June 2014

	Jul '13 - Jun 14
<b>Income</b>	
40000 · Sales	
40100 · Ticket Sales	35,267.61
40200 · Concession Sales	11,785.05
40300 · Rental Income	10,491.96
40400 · Merchandise Sales	1,229.51
40500 · Art Sales	762.00
<b>Total 40000 · Sales</b>	<b>59,536.13</b>
41000 · Donations	
41002 · Donations-Event Underwriting	7,300.00
41000 · Donations - Other	55,082.40
<b>Total 41000 · Donations</b>	<b>62,382.40</b>
42000 · Grant Income	
42001 · Grants-City of Spartanburg	120,000.00
42000 · Grant Income - Other	3,500.00
<b>Total 42000 · Grant Income</b>	<b>123,500.00</b>
49000 · Other Income	
49001 · Miscellaneous Income	187.89
49002 · AIR Application Fees	2,655.78
<b>Total 49000 · Other Income</b>	<b>2,843.67</b>
85000 · Interest Income	1,363.62
<b>Total Income</b>	<b>249,625.82</b>
<b>Expense</b>	
50100 · Musical Performance	4,264.81
50101 · Theater Productions	3,666.53
50200 · Purchases-Concessions	5,808.90
50400 · Purchases-Merchandise	2,679.48
50500 · Art Commission	1,095.50
60000 · Accounting	2,275.00
60005 · Advertising	2,817.23
60015 · Cleaning Service	2,998.79
60020 · Contract Labor	45,326.27
60025 · Dues & Subscriptions	1,403.00
60030 · Equipment Rental	1,458.32
60031 · Events-Food	1,400.85
60032 · Events-Other Expenses	3,246.64
60040 · Fundraising	1,322.50
60045 · Insurance	7,786.37
60055 · License & Fees	2,326.58
60060 · Meals & Entertainment	697.78
60065 · Office Equipment	2,463.54
60070 · Postage	1,783.21
60075 · Rent	66,120.00
60080 · Repairs & Maintenance	1,997.31
60085 · Salaries & Payroll Taxes	92,044.81
60090 · Supplies-Office	9,136.89
60095 · Telephone & Internet	4,005.30
60100 · Travel & Training	1,069.27
60105 · Utilities	10,080.11
60110 · Website	680.00
61000 · Depreciation Expense	4,570.00
71000 · Miscellaneous Expense	256.59
<b>Total Expense</b>	<b>284,781.58</b>
<b>Net Income</b>	<b>-35,155.76</b>

**Hub-Bub Inc**  
**Balance Sheet**  
As of June 30, 2014

	<u>Jun 30, 14</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
10000 · Carolina Alliance-Checking	14,411.37
10001 · Carolina Alliance-Money Market	68,009.98
10050 · Petty Cash	400.00
<b>Total Checking/Savings</b>	<u>82,821.35</u>
<b>Other Current Assets</b>	
13001 · Prepaid Rent	3,800.00
16000 · County Foundation Funds	5,000.00
16001 · Valuation Adjustment	2,555.30
<b>Total Other Current Assets</b>	<u>11,355.30</u>
<b>Total Current Assets</b>	94,176.65
<b>Fixed Assets</b>	
15000 · Furniture and Equipment	73,485.41
15001 · Computer Equipment	900.00
15002 · Leasehold Improvements	21,109.88
15999 · Accumulated Depreciation	-70,053.00
<b>Total Fixed Assets</b>	<u>25,442.29</u>
<b>TOTAL ASSETS</b>	<b><u>119,618.94</u></b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
Other Current Liabilities	
21001 · Deferred Revenue	55,287.36
<b>Total Other Current Liabilities</b>	<u>55,287.36</u>
<b>Total Current Liabilities</b>	<u>55,287.36</u>
<b>Total Liabilities</b>	55,287.36
<b>Equity</b>	
31000 · Unrestricted Net Assets	99,487.34
Net Income	-35,155.76
<b>Total Equity</b>	<u>64,331.58</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>119,618.94</u></b>



February 23, 2015

James T. Kennedy  
Budget & Accounting Director  
City of Spartanburg  
PO Box 1749  
Spartanburg, SC 29304

**RE: Funding Request for Hospitality Tax 2015-2016**

Mr. Kennedy,

I am pleased to submit our request for funding from the City of Spartanburg from the Hospitality Tax pool. Hub City Farmers' Market is celebrating its 10<sup>th</sup> year of active markets, and our first at the new Northside Harvest Park. We anticipate an exciting year with record crowds and vendor participation. We deeply appreciate the City's support, and hope to grow our relationship in the coming year.

Please let me know if we need to provide more information.

Sincerely,

A handwritten signature in black ink, appearing to read 'Brendan Buttimer', is written over a light blue horizontal line.

Brendan Buttimer  
Executive Director  
Hub City Farmers' Market

## Hospitality Funding Tax Request 2015-2016

**Amount Requested: \$25,000**

**Details:** Hub City Farmers' Market (HCFM) requests \$25,000 from the City of Spartanburg's Hospitality Tax pool to cover a number of events and programs we manage. This funding will cover operational costs, marketing, and maintenance items for our Saturday and weekday farmers markets, Mobile Market operations, and Northside Harvest Park/Urban Farm. **While our costs and services have grown greatly over the last 2 years, the City's commitment to HCFM has remained static.** Our request of 3.67 times previous awards still does not keep up with the increased cost/capacity we are producing.

**Farmers' Markets:** HCFM has expanded our market season from a scheduled 6 month market in 2013 to 9 months in 2015, and will expand to limited January and February markets in 2016, meaning we will host markets for all 12 months of 2016. Additionally, we have operated weekday markets on Morgan Square for 3-4 months during the high market season. In 2015-16, we will expand our markets with Thursday evening markets at Northside Harvest Park during the summer, in addition to the Saturday and Wednesday markets. In all, we anticipate hosting between 65-75 market days between Northside Harvest Park and Morgan Square. We have started working closely with SPARTA, and anticipate growing our advertising with them, as well as working on increasing ridership on market days. All Saturday markets will feature children's activities, most will feature music, and we remain committed to using these markets to reach SNAP ("Food Stamp") and other high-risk populations. **Anticipated reach of markets: 40,000+ people.**

**Mobile Market:** the HCFM Mobile Market has vastly expanded our operation, from 35 stops in 2012 to 370 in 2014. We anticipate the Mobile Market will make 400-500 stops in 2015, including a large number in the city limits, including City-run community centers, the YMCA, local churches, the Spartanburg Herald-Journal, Jam in the Park, and Spartanburg Regional Hospital. This coming year, we will be setting up near Jazz in the Square, offering a convenient, healthy shopping experience.

**Northside Harvest Park/Urban Farm:** HCFM acts as the property manager of Northside Harvest Park, and is actively seeking to establish the site as an event venue for local and tourist groups. We anticipate hosting up to 10 non-HCFM run events at Harvest Park in 2015, and up to 25 in 2016. Additionally, our Urban Farm currently tends gardens on vacant lots in the Northside, which supplements the Mobile Market and the Monarch Café at Harvest Park.

**Breakdown of Expenses:** Since July, 2013, HCFM has grown from 1 full-time and 2 part-time positions to 4 full-time and 1 part-time position. Besides the increased personnel costs, we face additional infrastructure cost challenges in rent, utility, and marketing costs for Northside Harvest Park, additional costs for Mobile Market produce,

and increased programming costs as we continue to seek out new low-income/high-risk populations to use our services.

We request:

Amount	Item	Notes
\$11,000.00	Farmers' Market	\$8000 for Market Manager salary/taxes, \$2000 for Executive Director salary/taxes, \$1000 for marketing
\$5,000.00	Mobile Market	\$5000 for Mobile Market personnel salary/taxes
\$9,000.00	Northside Harvest Park/Urban Farm	\$3500 for Executive Director salary/taxes, \$3500 for Urban Farm Manager salary/taxes, \$1000 for farm infrastructure improvement, \$1000 for Northside Harvest Park venue marketing

**Key Dates:**

Market runs from March 28, 2015 – December 19, 2015, then resume January 30, 2016.

Mobile Market starts in April and runs until December 2015. It resumes operation with limited stops in January 2016.

# HUB CITY FARMERS MARKET

## STMTS OF REVENUES, EXPENSES, AND OTHER CHANGES IN NET ASSETS

Cash Basis

January through December 2014

	Farmer's Market	Fundraising	Management & General	Mobile Market/Farm
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
Grant - USC Public Health	0.00	0.00	2,902.40	0.00
Grant - SC Dept AG	1,119.25	0.00	0.00	0.00
Grant - Milliken	1,567.14	0.00	0.00	0.00
Grant - Integrated Market	800.00	0.00	0.00	0.00
Grant - Spartanburg Reg Foundat	0.00	0.00	0.00	8,500.00
Grant - City of Spartanburg	0.00	0.00	6,800.00	0.00
Grant - Mary Black Foundation	42,157.69	0.00	0.00	0.00
<b>Support and Revenue</b>				
DSS - Healthy Bucks	1,360.00	0.00	0.00	0.00
Mobile Market Revenue	0.00	0.00	0.00	29,164.99
CSA Revenue	22,744.97	0.00	0.00	1,989.76
Donations	2,010.62	4,103.24	900.00	1,248.67
Farmer's Market Revenue	27,671.20	0.00	175.00	0.00
Interest Income	0.00	0.00	46.40	0.00
UW Community Investment Grant	0.00	0.00	11,000.04	0.00
<b>Total Support and Revenue</b>	<b>53,786.79</b>	<b>4,103.24</b>	<b>12,121.44</b>	<b>32,403.42</b>
<b>Total Income</b>	<b>99,430.87</b>	<b>4,103.24</b>	<b>21,823.84</b>	<b>40,903.42</b>
<b>Expense</b>				
Professional Fees	0.00	0.00	800.74	0.00
Office Expenses	0.00	0.00	94.34	0.00
Disposal Fees	259.32	0.00	0.00	0.00
Job Materials	3,658.73	0.00	0.00	0.00
Advertising	5,802.26	0.00	0.00	0.00
Bank Fees	54.25	0.00	7.43	0.00
Contract Labor	0.00	0.00	11,669.35	0.00
<b>Contract Services</b>				
Accounting Fees	0.00	0.00	75.00	0.00
Legal Fees	13,733.00	0.00	4,000.00	0.00
<b>Total Contract Services</b>	<b>13,733.00</b>	<b>0.00</b>	<b>4,075.00</b>	<b>0.00</b>
CSA Expense	9,444.12	0.00	0.00	300.00
Dues & Subscriptions	939.39	0.00	0.00	0.00
<b>Facilities and Equipment</b>				
Equip Rental and Maintenance	61.48	0.00	0.00	0.00
Rent, Parking, Utilities	500.00	0.00	0.00	0.00
<b>Total Facilities and Equipment</b>	<b>561.48</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Farmer's Market Expense	19,758.75	0.00	0.00	609.00
Farmer's Market Merchandise	806.40	0.00	0.00	0.00
Farmer's Market Mobile Market	18,184.41	0.00	0.00	3,410.90
Meals & Entertainment	1,046.41	0.00	0.00	0.00
Office Supplies	1,611.76	0.00	200.26	0.00

**HUB CITY FARMERS MARKET**  
**STMTS OF REVENUES, EXPENSES, AND OTHER CHANGES IN NET ASSETS**  
 January through December 2014

Cash Basis

	Farmer's Market	Fundraising	Management & General	Mobile Market/Farm
Operations				
Supplies	2,048.58	0.00	0.00	0.00
<b>Total Operations</b>	<b>2,048.58</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Other Types of Expenses				
Insurance	3,297.96	0.00	0.00	0.00
<b>Total Other Types of Expenses</b>	<b>3,297.96</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Postage & Shipping	131.28	0.00	0.00	0.00
Rental - New Equipment	4,594.55	503.09	-2,318.41	401.58
Repairs & Maintenance	2,471.60	0.00	0.00	0.00
Salaries - Community Outreach	7,779.54	972.44	-13,522.47	24,219.34
Salaries - Director	15,030.65	10,736.18	15,030.64	2,147.24
Salaries - Other Salaries	18,983.23	3,163.87	23,986.54	0.00
Salaries - Payroll Taxes	3,197.20	1,137.75	1,950.35	2,017.04
Taxes & Licenses	244.62	0.00	0.00	0.00
Telephone/Internet	1,409.85	501.71	860.04	400.48
Travel & Mileage	921.16	327.80	561.92	261.66
<b>Total Expense</b>	<b>135,970.50</b>	<b>17,342.84</b>	<b>43,395.73</b>	<b>33,767.24</b>
<b>Net Ordinary Income</b>	<b>-36,539.63</b>	<b>-13,239.60</b>	<b>-21,571.89</b>	<b>7,136.18</b>
<b>Net Income</b>	<b>-36,539.63</b>	<b>-13,239.60</b>	<b>-21,571.89</b>	<b>7,136.18</b>

# HUB CITY FARMERS MARKET

## STMTS OF REVENUES, EXPENSES, AND OTHER CHANGES IN NET ASSETS

Cash Basis

January through December 2014

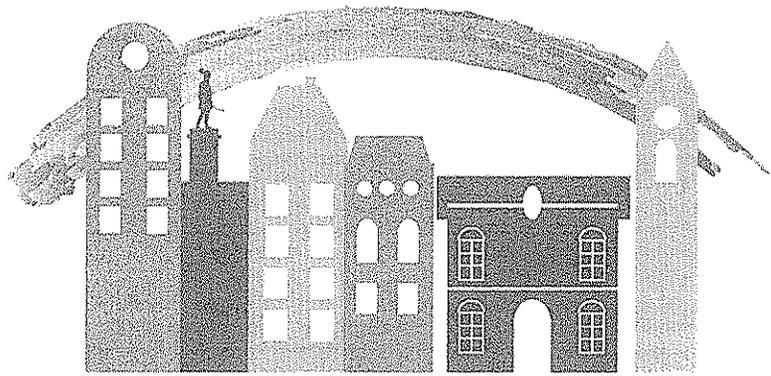
	TOTAL
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Grant - USC Public Health	2,902.40
Grant - SC Dept AG	1,119.25
Grant - Milliken	1,567.14
Grant - Integrated Market	800.00
Grant - Spartanburg Reg Foundat	8,500.00
Grant - City of Spartanburg	6,800.00
Grant - Mary Black Foundation	42,157.69
<b>Support and Revenue</b>	
DSS - Healthy Bucks	1,360.00
Mobile Market Revenue	29,164.99
CSA Revenue	24,734.73
Donations	8,262.53
Farmer's Market Revenue	27,846.20
Interest Income	46.40
UW Community Investment Grant	11,000.04
<b>Total Support and Revenue</b>	<b>102,414.89</b>
<b>Total Income</b>	<b>166,261.37</b>
<b>Expense</b>	
Professional Fees	800.74
Office Expenses	94.34
Disposal Fees	259.32
Job Materials	3,658.73
Advertising	5,802.26
Bank Fees	61.68
Contract Labor	11,669.35
<b>Contract Services</b>	
Accounting Fees	75.00
Legal Fees	17,733.00
<b>Total Contract Services</b>	<b>17,808.00</b>
<b>CSA Expense</b>	<b>9,744.12</b>
<b>Dues &amp; Subscriptions</b>	<b>939.39</b>
<b>Facilities and Equipment</b>	
Equip Rental and Maintenance	61.48
Rent, Parking, Utilities	500.00
<b>Total Facilities and Equipment</b>	<b>561.48</b>
<b>Farmer's Market Expense</b>	<b>20,367.75</b>
<b>Farmer's Market Merchandise</b>	<b>806.40</b>
<b>Farmer's Market Mobile Market</b>	<b>21,595.31</b>
<b>Meals &amp; Entertainment</b>	<b>1,046.41</b>
<b>Office Supplies</b>	<b>1,812.02</b>

**HUB CITY FARMERS MARKET**  
**STMTS OF REVENUES, EXPENSES, AND OTHER CHANGES IN NET ASSETS**  
 January through December 2014

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Cash Basis

	TOTAL
Operations	
Supplies	2,048.58
<b>Total Operations</b>	<b>2,048.58</b>
Other Types of Expenses	
Insurance	3,297.96
<b>Total Other Types of Expenses</b>	<b>3,297.96</b>
Postage & Shipping	131.28
Rental - New Equipment	3,180.81
Repairs & Maintenance	2,471.60
Salaries - Community Outreach	19,448.85
Salaries - Director	42,944.71
Salaries - Other Salaries	46,133.64
Salaries - Payroll Taxes	8,302.34
Taxes & Licenses	244.62
Telephone/Internet	3,172.08
Travel & Mileage	2,072.54
<b>Total Expense</b>	<b>230,476.31</b>
<b>Net Ordinary Income</b>	<b>-64,214.94</b>
<b>Net Income</b>	<b><u>-64,214.94</u></b>



SPARTANBURG DOWNTOWN ASSOCIATION

February 9, 2015

Mr. James Kennedy  
**City of Spartanburg Finance Department**  
PO Box 1749  
Spartanburg, SC 29306

Re: Request for City Hospitality Tax Grant for 2015-2016

Dear Mr. Kennedy:

The Spartanburg Downtown Association (SDA) is requesting **\$20,000** from the city hospitality tax funds for operating expenses for our organization for the 7/1/15 to 6/30/16 physical year.

Our organization has grown tremendously – from 40 members 7 years ago to over 180 today! Since January 1<sup>st</sup> we have had 12 new members join SDA and our goal for this year is 200. We are providing services to many more members than ever before. We have also contributed financially to organizations that will directly relate to the betterment downtown Spartanburg. Our mailing list is well over 1,000 and there are over 1,000 people following us on Facebook -- an avenue that has become a major source of public information.

We continue providing our members with meetings every other month on topics of interest. These meetings provide a platform for new members to introduce themselves and their businesses to each other. We offer socials in the spring and fall for members to enjoy after hours networking at member restaurants. And we produce a weekly newsletter that allows members to advertise their events, sales, etc. to each other *and to the non-members* that read the newsletter. We purchase advertising space in print media outlets to sell to our members at a reduced rate, helping the small businesses afford advertising in our group ad campaigns.

Other ways we are promoting our members and our downtown collectively is via speaking engagements (civic clubs, neighborhood associations, etc.), attending member events such as fundraisers, grand openings, ribbon cuttings, etc. and partnering with the city – supporting and promoting city events.

SDA supports the city by providing support, advertising and volunteers for Music on Main, Spring Fling, Dickens and **all** Jazz on the Square events in the spring and fall.

SDA produces two yearly events – the **SDA Fall Fashion Show** is held yearly to promote our downtown retailers. This year will be our 8<sup>th</sup> annual show! We will also be producing the 3<sup>rd</sup> annual **Downtown Bites** – a food tasting festival on Morgan Square that highlights our downtown restaurants and local musicians.

SDA has developed partnerships with downtown businesses, non-profits and initiatives. Some of the things SDA was involved in recently were:

**Art Walk** – SDA supports and promotes this monthly event

Hub Bub's **Love Where You Live** campaign

SDA is a partner to **Chapman Cultural Center** and Kathy Chandler serves on their marketing committee – we strongly promote all events and initiatives at Chapman

**Spartanburg Regional Hospital System** – SDA has been instrumental in awareness campaigns for breast cancer, colon cancer and heart disease by implementing window decorating contests for member businesses and supporting related events.

SDA partnered with the city by attending meetings regarding **The Main Street Challenge** and offering free memberships to the contest winners to help them jump-start their new businesses.

SDA partners with the **CVB** via a welcome campaign to visitors that are attending conferences, conventions, and meetings. Participating retailers offer these visitors discounts in their places of business.

SDA has partnered with **The Iron Yard** in their “**What If Spartanburg**” campaign

SDA partners with **Wofford, Converse College, USC Upstate** and **The George** by offering welcome packets to new students each year filled with info from the downtown businesses including discounts and coupons.

**SDA Restaurant Coupon Books** – these books sell for \$20 and offer consumers \$120 in discounts at participating restaurants.

SDA is a partner to the **Herald Journal** and offers monthly group advertising opportunities to our members. We also work with other publications such as

The Spartanburg Sports Report, Little Theatre playbills, the Spartanburg Visitors Guide, Edible Upcountry and more!

SDA was able to grant **\$500** to help **Hub Bub** produce the mural on Wall Street and we are planning to participate with the city's launch of Wall Street this spring.

We have partnered with the founders of **LoLo** and will be helping them start a loyalty and marketing platform that will strengthen existing efforts to increase consumer spending at local, independent merchants' businesses. We already have 3 retailers signed up!

SDA was able to invest **\$10,000** in the **Hub City Co-op** from earned revenue over the last five years to help them reach their financial goal that will enable them to open in the near future.

Our organization has become a support system to our members and to the city of Spartanburg. We are constantly providing information, support and services to the members *and many non-members*. We work very closely with the Events and Festivals Department on city events and feel we provide a positive impact to them.

We continue to reach new levels of excellence, participation, and attendance in the events that bring revenue to our city. We plan to be involved in more events such as "Slide The City," "Love Where You Live" events, future concerts in Barnet Park, the Wall Street launch event, a much larger fashion show for our retailers and we have some great ideas to improve Downtown Bites in the fall to help our restaurants showcase their foods and expose our local musicians. We promote this event state-wide and expect to bring many new people to downtown! Reaching these new levels has increased our operating costs in terms of office equipment, supplies, marketing and event expenses.

We ask that the city consider our growth and our continued enhancement of our services to our members and to downtown Spartanburg collectively by offering an increase in financial support from what we have received in the past.

Respectively submitted by:

Kathy Chandler, Executive Director  
Spartanburg Downtown Association  
PO Box 6575  
Spartanburg, SC 29304  
864-494-9621  
[www.downtownspartanburg.org](http://www.downtownspartanburg.org)

3:42 PM  
 04/21/15  
 Cash Basis

**Spartanburg Downtown Association**  
**Profit & Loss**  
 April 21, 2014 through April 21, 2015

	<u>Apr 21, '14 - Apr 21, 15</u>
<b>Ordinary Income/Expense</b>	
<b>Income</b>	
Koozie Sales	52.00
Tips from Events	95.00
<b>SDA Events &amp; Programs Income</b>	
Beverage Sales	6,351.00
Coupon Books	2,060.00
Ticket Sales	1,388.00
Event Registration Fee	6,000.00
SDA Events & Programs Income - Other	80.35
<b>Total SDA Events &amp; Programs Income</b>	15,879.35
Interest Income	363.69
Government Grants	6,800.00
Donation Income	140.00
Volunteer Income-Jazz,MOM	2,444.23
Advertising Buy-Back (Inc)	5,684.00
<b>Membership Dues</b>	
Non-Profit	495.00
Individual	480.00
Supporters	13,590.00
Promoters	6,720.00
Leaders	9,000.00
Directors	2,250.00
Membership Dues - Other	-180.00
<b>Total Membership Dues</b>	32,355.00
<b>Total Income</b>	63,813.27
<b>Gross Profit</b>	63,813.27
<b>Expense</b>	
Accounting Fees	1,000.00
Bank Service Charge	43.95
Donation & Gifts	801.17
Meeting Expense	284.30
Meals & Entertainment	631.11
Advertising Buy Back (Exp)	4,550.00
Dues, Subscriptions & Fees	225.37
Professional Development	157.37
<b>SDA Events &amp; Program Expenses</b>	
License Fee	50.00
Rental Equipment	3,984.05
Event Advertising	3,165.00
Insurance	1,175.00
Design & Print	1,355.92
Event Expense	629.66
Signage	79.50
Event Entertainment	2,350.00
Beverages (Drink Sales)	2,339.47
SDA Socials	500.00
<b>Total SDA Events &amp; Program Expenses</b>	15,628.60
<b>Admin Fee</b>	
Salary Adjustment	5,000.00
Bonus	2,000.00
Commission	1,220.00
Admin Fee - Other	34,000.00
<b>Total Admin Fee</b>	42,220.00

3:42 PM  
04/21/15  
Cash Basis

**Spartanburg Downtown Association**  
**Profit & Loss**  
April 21, 2014 through April 21, 2015

	<u>Apr 21, '14 - Apr 21, 15</u>
<b>Office Expenses</b>	
Telephone	1,900.48
Computer Related	2,141.14
Printing & Copying	95.00
Supplies	66.29
Postage	68.91
<b>Total Office Expenses</b>	<u>4,271.82</u>
<b>Marketing</b>	
Newsletter	378.00
Web Site	1,035.00
Marketing Misc.	1,026.03
<b>Total Marketing</b>	<u>2,439.03</u>
<b>Total Expense</b>	<u>72,252.72</u>
<b>Net Ordinary Income</b>	-8,439.45
<b>Other Income/Expense</b>	
Other Income	
Refund	-30.00
<b>Total Other Income</b>	<u>-30.00</u>
<b>Net Other Income</b>	<u>-30.00</u>
<b>Net Income</b>	<u><u>-8,469.45</u></u>

## **Spartanburg Area Conservancy Modified Accommodations Tax Request**



The Spartanburg Area Conservancy (SPACE) respectfully requests \$6,650.00 to improve operations and maintenance at the Edwin M. Griffin Nature Preserve, home of the Cottonwood Trail.

The Cottonwood Trail is the city's number one passive recreation trail amenity, based on the feedback section of "The Spartanburg Trails & Greenway Plan" adopted by the Spartanburg City Council. The plan identifies creating connections out of Cottonwood Trail as the top priority for Spartanburg's trail system. This spring SPACE was awarded a \$52,000 grant from Mary Black Foundation for a trail corridor design connecting Cottonwood Trail to Glendale Shoals Preserve. The Cottonwood Trail North will connect Cottonwood Trail to SPACE-owned land on East Main Street.

Spartanburg's Tourism Action Plan identifies the Cottonwood Trail as one of the top three "Outdoor Recreation Facilities," in its strategy to focus on "Recreation and Sports" to enhance Spartanburg's Tourism Industry. Estimated usage of the Cottonwood Trail is over 35,000 people per year. In a 2014 survey, 14% of respondents reported they traveled over 10 miles to use the trail; 12% spend more than 2 hours at the facility. Community groups such as *iRecycle* incorporate the trail into their race routes for half marathons and 5ks, which draw participants from across the region. Area schools frequently use the Cottonwood Trail for athletic practice and field trip outings.

SPACE desires to implement a master planning process for Cottonwood Trail this fall to help us prepare the Cottonwood Trail for Trail System Integration and address current infrastructure needs. This planning process will also be instrumental in identifying and obtaining grant resources needed for Trail development and improvements.

Documentation of trail system usage and natural resource planning will facilitate a master plan process. A digital trail counter system on Cottonwood can document current trail usage at the Preserve and this data can also be used as a baseline over time to document changes in usage associated with integration into the Spartanburg County Master Trail & Greenway Plan. The 112 acres in the Cottonwood Trail property represent a diverse range of habitat types and management needs. SPACE recognizes the need for a comprehensive natural resource management plan to address management needs at the Preserve. This plan is listed as a Priority in our current 2013-2015 Strategic Plan. However, the organization has not been able to obtain funding to contract for a qualified conservation professional to draft a Natural Resource Management Plan for the property. As part of this planning process, the Conservancy needs a GPS unit to better document and map both natural resources and recreational infrastructure on the Cottonwood Trail Property.

## **Modified Budget & Funding Request**

Due to these needs, SPACE respectfully requests funding for the following items through the Accommodations Tax Grant Program to facilitate a planning process, prepare for upcoming grant opportunities, and provide more accurate information to our partners and funders:

Trail Counter System	\$3,500.00
Natural Resource Management Plan	\$2,500.00
GPS Unit & Software	<u>\$650.00</u>
Total Request	\$6,650.00

**Return of Organization Exempt From Income Tax**  
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Department of the Treasury  
Internal Revenue Service

Do not enter Social Security numbers on this form as it may be made public.  
Information about Form 990 and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

Open to Public Inspection

**A For the 2013 calendar year, or tax year beginning and ending**

<b>B</b> Check if applicable:  <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C Name of organization</b> SPARTANBURG AREA CONSERVANCY, INC. Doing Business As Number and street (or P.O. box if mail is not delivered to street address) Room/suite 100 E. MAIN ST. SUITE 7B City or town, state or province, country, and ZIP or foreign postal code SPARTANBURG, SC 29306 <b>F Name and address of principal officer:</b> DWIGHT PATTERSON 100 E MAIN ST, SUITE 7B, SPARTANBURG, SC 29	<b>D Employer identification number</b> ** - ***** <b>E Telephone number</b> 864-948-0000 <b>G Gross receipts \$</b> 143,561. <b>H(a) Is this a group return for subordinates?</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>H(b) Are all subordinates included?</b> <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. (see instructions) <b>H(c) Group exemption number</b>
<b>I Tax-exempt status:</b> <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c)( ) (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		
<b>J Website:</b> WWW.SPARTANBURGCONSERVATION.ORG		
<b>K Form of organization:</b> <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other		<b>L Year of formation:</b> 1989 <b>M State of legal domicile:</b> SC

**Part I Summary**

	1 Briefly describe the organization's mission or most significant activities: <u>PROMOTION OF LAND CONSERVATION</u>				
Activities & Governance	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.				
	3 Number of voting members of the governing body (Part VI, line 1a)	3		16	
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4		16	
	5 Total number of individuals employed in calendar year 2013 (Part V, line 2a)	5		4	
	6 Total number of volunteers (estimate if necessary)	6		0	
	7 a Total unrelated business revenue from Part VIII, column (C), line 12	7a		0.	
	b Net unrelated business taxable income from Form 990-T, line 34	7b		0.	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	219,470.	Current Year	128,791.
	9 Program service revenue (Part VIII, line 2g)		0.		0.
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)		1,100.		3.
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)		29,252.		10,281.
	12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)		249,822.		139,075.
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)		0.		0.
	14 Benefits paid to or for members (Part IX, column (A), line 4)		0.		0.
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		118,637.		73,603.
	16a Professional fundraising fees (Part IX, column (A), line 11e)		0.		0.
	b Total fundraising expenses (Part IX, column (D), line 25)				17,407.
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)		110,207.		62,045.	
18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)		228,844.		135,648.	
19 Revenue less expenses. Subtract line 18 from line 12		20,978.		3,427.	
Net Assets or Fund Balances	20 Total assets (Part X, line 16)	Beginning of Current Year	5,250,509.	End of Year	5,254,125.
	21 Total liabilities (Part X, line 26)		0.		189.
	22 Net assets or fund balances. Subtract line 21 from line 20		5,250,509.		5,253,936.

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>	Signature of officer: <i>Dwight Patterson</i> DWIGHT PATTERSON, PRESIDENT Type or print name and title	Date	7/22/14
<b>Paid Preparer Use Only</b>	Print/Type preparer's name: JOHN W. ROBINSON, JR.	Preparer's signature: JOHN W. ROBINSON, JR.	Date: 07/21/14
	Firm's name: GOSNELL MENARD ROBINSON INFANTE CPA'S PA	Firm's EIN: ** - *****	Check <input type="checkbox"/> if self-employed PTIN: P00429570
	Firm's address: P.O. BOX 1726 SPARTANBURG, SC 29304-1726	Phone no. 864-573-9211	

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response or note to any line in this Part III

1 Briefly describe the organization's mission:

SPACE, THE SPARTANBURG AREA CONSERVANCY, IS A NON-PROFIT CONSERVATION ORGANIZATION WHOSE PURPOSE IS TO PROTECT AND PRESERVE NATURAL AREAS OF ECOLOGICAL, HISTORICAL, AND AESTHETIC VALUE TO ENHANCE THE QUALITY OF LIFE FOR ALL RESIDENTS AND FUTURE GENERATIONS.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code: ) (Expenses \$ 93,869. including grants of \$ ) (Revenue \$ ) PRESERVE AND PROTECT REAL ESTATE IN ITS NATURAL STATE; DEVELOP AND MAINTAIN NATURE TRAILS

4b (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4c (Code: ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4d Other program services (Describe in Schedule O.) (Expenses \$ including grants of \$ ) (Revenue \$ )

4e Total program service expenses 93,869.

**Part IV Checklist of Required Schedules**

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete Schedule B, Schedule of Contributors?	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 <b>Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		X
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>		X
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>	X	
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>		X
c Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>		X
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		X
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>		X
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>		X
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i>		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b <i>If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?</i>		

**Part IV Checklist of Required Schedules** (continued)

	Yes	No
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II		X
22 Did the organization report more than \$5,000 of grants or other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III		X
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J		X
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
25a <b>Section 501(c)(3) and 501(c)(4) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I		X
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I		X
26 Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If so, complete Schedule L, Part II		X
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part III		X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV		X
b A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV		X
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV		X
29 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M		X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I		X
34 Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1		X
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?		X
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2		
36 <b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2		X
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?	X	

Note. All Form 990 filers are required to complete Schedule O

Part V Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response or note to any line in this Part V

Table with columns for question number, description, sub-questions (1a-14b), and Yes/No columns. Includes questions about Form 1096, Form W-2G, backup withholding, Form W-3, unrelated business gross income, foreign accounts, prohibited tax shelter transactions, and charitable contributions.

**Part VI Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response or note to any line in this Part VI

**Section A. Governing Body and Management**

		Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.		
	1a	16	
b	Enter the number of voting members included in line 1a, above, who are independent		
	1b	16	
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?		X
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		X
5	Did the organization become aware during the year of a significant diversion of the organization's assets?		X
6	Did the organization have members or stockholders?		X
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		X
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		X
7b			
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a	The governing body?	X	
8a			
b	Each committee with authority to act on behalf of the governing body?	X	
8b			
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O		X
9			

**Section B. Policies** (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
10a	Did the organization have local chapters, branches, or affiliates?		X
10a			
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?		
10b			
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	X	
11a			
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	X	
12a			
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	X	
12b			
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	X	
12c			
13	Did the organization have a written whistleblower policy?		X
13			
14	Did the organization have a written document retention and destruction policy?	X	
14			
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a	The organization's CEO, Executive Director, or top management official	X	
15a			
b	Other officers or key employees of the organization	X	
15b			
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).		
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?		X
16a			
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?		
16b			

**Section C. Disclosure**

- 17 List the states with which a copy of this Form 990 is required to be filed **SC**
- 18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
 Own website  Another's website  Upon request  Other (explain in Schedule O)
- 19 Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization: **ANDREW WATERS - 864-948-0000**  
**100 E. MAIN STREET SUITE 7B, SPARTANBURG, SC 29306**

**Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

Check if Schedule O contains a response or note to any line in this Part VII

**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees**

**1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former** directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) DWIGHT PATTERSON PRESIDENT	1.00	X		X				0.	0.	0.
(2) RICKY RICHARDSON VICE PRESIDENT	1.00	X		X				0.	0.	0.
(3) JEFF TILLERMAN SECRETARY	1.00	X		X				0.	0.	0.
(4) KIMBERLY FLY TREASURER	1.00	X		X				0.	0.	0.
(5) GIL BULMAN BOARD MEMBER	1.00	X						0.	0.	0.
(6) STEPHANIE SMITH BOARD MEMBER	1.00	X						0.	0.	0.
(7) TERRY FERGUSON BOARD MEMBER	1.00	X						0.	0.	0.
(8) CHIP MALEY BOARD MEMBER	1.00	X						0.	0.	0.
(9) SAM MAW BOARD MEMBER	1.00	X						0.	0.	0.
(10) SANDRA PARKER BOARD MEMBER	1.00	X						0.	0.	0.
(11) CAROLINE PHILLIPS BOARD MEMBER	1.00	X						0.	0.	0.
(12) MELISSA PILGRIM BOARD MEMBER	1.00	X						0.	0.	0.
(13) AARON RYBA BOARD MEMBER	1.00	X						0.	0.	0.
(14) LESLIE SCOTT BOARD MEMBER	1.00	X						0.	0.	0.
(15) NED BARRETT BOARD MEMBER	1.00	X						0.	0.	0.
(16) REBECCA WEST BOARD MEMBER	1.00	X						0.	0.	0.



**Part VIII Statement of Revenue**

Check if Schedule O contains a response or note to any line in this Part VIII

		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1a 500.				
	b Membership dues	1b 74,704.				
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e				
	f All other contributions, gifts, grants, and similar amounts not included above	1f 53,587.				
	g Noncash contributions included in lines 1a-1f: \$					
	<b>h Total. Add lines 1a-1f</b>		128,791.			
Program Service Revenue	Business Code					
	2 a					
	b					
	c					
	d					
	e					
	f All other program service revenue					
<b>g Total. Add lines 2a-2f</b>						
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		3.	3.		
	4 Income from investment of tax-exempt bond proceeds					
	5 Royalties					
	6 a Gross rents	(i) Real				
		(ii) Personal				
		b Less: rental expenses				
		c Rental income or (loss)				
	d Net rental income or (loss)					
	7 a Gross amount from sales of assets other than inventory	(i) Securities				
		(ii) Other				
		b Less: cost or other basis and sales expenses				
		c Gain or (loss)				
	d Net gain or (loss)					
	8 a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	a	5,016.			
		b Less: direct expenses	b	4,486.		
c Net income or (loss) from fundraising events			530.		530.	
9 a Gross income from gaming activities. See Part IV, line 19	a					
	b Less: direct expenses	b				
	c Net income or (loss) from gaming activities					
10 a Gross sales of inventory, less returns and allowances	a					
	b Less: cost of goods sold	b				
	c Net income or (loss) from sales of inventory					
Miscellaneous Revenue		Business Code				
11 a <b>REALIZED CAPITAL GAIN</b>	900001	9,751.	9,751.			
b						
c						
d All other revenue						
e Total. Add lines 11a-11d		9,751.				
<b>12 Total revenue. See instructions.</b>		139,075.	9,754.	0.	530.	

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the United States. See Part IV, line 21				
2 Grants and other assistance to individuals in the United States. See Part IV, line 22				
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	52,704.	33,731.	11,068.	7,905.
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	13,466.	8,618.	2,828.	2,020.
7 Other salaries and wages				
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	2,400.	2,040.	360.	
9 Other employee benefits	5,033.	3,221.	1,057.	755.
10 Payroll taxes				
11 Fees for services (non-employees):				
a Management				
b Legal			502.	
c Accounting	502.			
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)				
12 Advertising and promotion	640.	320.		320.
13 Office expenses	14,729.	9,427.	3,093.	2,209.
14 Information technology				
15 Royalties				
16 Occupancy	7,786.	4,983.	1,635.	1,168.
17 Travel	62.	40.	13.	9.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	1,025.	656.	215.	154.
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	570.		570.	
23 Insurance	9,666.	6,186.	2,030.	1,450.
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a <b>PROPERTY MAINTENANCE</b>	15,374.	15,374.		
b <b>MISCELLANEOUS EXPENSES</b>	6,918.	5,396.	553.	969.
c <b>PROPERTY TAXES</b>	1,641.	1,641.		
d <b>MEMBERSHIPS AND SUBSCRI</b>	1,585.	1,585.		
e All other expenses	1,547.	651.	448.	448.
25 <b>Total functional expenses.</b> Add lines 1 through 24e	135,648.	93,869.	24,372.	17,407.
26 <b>Joint costs.</b> Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here  if following SOP 98-2 (ASC 958-720)

**Part X Balance Sheet**

Check if Schedule O contains a response or note to any line in this Part X

		(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing	54,401.	1 27,258.
	2	Savings and temporary cash investments	70,210.	2 101,539.
	3	Pledges and grants receivable, net		3
	4	Accounts receivable, net		4
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr). Complete Part II of Sch L		6
	7	Notes and loans receivable, net		7
	8	Inventories for sale or use		8
	9	Prepaid expenses and deferred charges		9
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 5,132,639.	
	b	Less: accumulated depreciation	10b 7,311.	5,125,898. 10c 5,125,328.
	11	Investments - publicly traded securities		11
	12	Investments - other securities. See Part IV, line 11		12
	13	Investments - program-related. See Part IV, line 11		13
	14	Intangible assets		14
	15	Other assets. See Part IV, line 11		15
16	<b>Total assets.</b> Add lines 1 through 15 (must equal line 34)	5,250,509.	16 5,254,125.	
Liabilities	17	Accounts payable and accrued expenses	0.	17 189.
	18	Grants payable		18
	19	Deferred revenue		19
	20	Tax-exempt bond liabilities		20
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22
	23	Secured mortgages and notes payable to unrelated third parties		23
	24	Unsecured notes and loans payable to unrelated third parties		24
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D		25
	26	<b>Total liabilities.</b> Add lines 17 through 25	0.	26 189.
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27	Unrestricted net assets	1,373,326.	27 1,347,555.
	28	Temporarily restricted net assets		28
	29	Permanently restricted net assets	3,877,183.	29 3,906,381.
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.			
	30	Capital stock or trust principal, or current funds		30
	31	Paid-in or capital surplus, or land, building, or equipment fund		31
	32	Retained earnings, endowment, accumulated income, or other funds		32
33	<b>Total net assets or fund balances</b>	5,250,509.	33 5,253,936.	
34	<b>Total liabilities and net assets/fund balances</b>	5,250,509.	34 5,254,125.	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response or note to any line in this Part XI

1	Total revenue (must equal Part VIII, column (A), line 12)	1	139,075.
2	Total expenses (must equal Part IX, column (A), line 25)	2	135,648.
3	Revenue less expenses. Subtract line 2 from line 1	3	3,427.
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	5,250,509.
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	5,253,936.

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response or note to any line in this Part XII

		Yes	No
1	Accounting method used to prepare the Form 990: <input checked="" type="checkbox"/> Cash <input type="checkbox"/> Accrual <input type="checkbox"/> Other If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.		
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
2b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
2c	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.		
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		X
3b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits		



**Part II Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2009	(b) 2010	(c) 2011	(d) 2012	(e) 2013	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	3805867.	173,474.	313,693.	219,471.	128,791.	4641296.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 <b>Total.</b> Add lines 1 through 3	3805867.	173,474.	313,693.	219,471.	128,791.	4641296.
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 <b>Public support.</b> Subtract line 5 from line 4.						4641296.

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2009	(b) 2010	(c) 2011	(d) 2012	(e) 2013	(f) Total
7 Amounts from line 4	3805867.	173,474.	313,693.	219,471.	128,791.	4641296.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	432.	991.	862.	1,100.	3.	3,388.
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
11 <b>Total support.</b> Add lines 7 through 10						4644684.
12 Gross receipts from related activities, etc. (see instructions)					12	139,569.
13 <b>First five years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here						<input type="checkbox"/>

**Section C. Computation of Public Support Percentage**

14 Public support percentage for 2013 (line 6, column (f) divided by line 11, column (f))	14	99.93	%
15 Public support percentage from 2012 Schedule A, Part II, line 14	15	99.89	%
16a <b>33 1/3% support test - 2013.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization			<input checked="" type="checkbox"/>
b <b>33 1/3% support test - 2012.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization			<input type="checkbox"/>
17a <b>10% -facts-and-circumstances test - 2013.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization			<input type="checkbox"/>
b <b>10% -facts-and-circumstances test - 2012.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization			<input type="checkbox"/>
18 <b>Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions			<input type="checkbox"/>

**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ►	(a) 2009	(b) 2010	(c) 2011	(d) 2012	(e) 2013	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose .....						
3 Gross receipts from activities that are not an unrelated trade or business under section 513 .....						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
5 The value of services or facilities furnished by a governmental unit to the organization without charge .....						
6 Total. Add lines 1 through 5 .....						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons .....						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year .....						
c Add lines 7a and 7b .....						
8 Public support (Subtract line 7c from line 6.) .....						

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ►	(a) 2009	(b) 2010	(c) 2011	(d) 2012	(e) 2013	(f) Total
9 Amounts from line 6 .....						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources .....						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975 .....						
c Add lines 10a and 10b .....						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on .....						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.) .....						
13 Total support. (Add lines 9, 10c, 11, and 12.) .....						

14 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here

**Section C. Computation of Public Support Percentage**

15 Public support percentage for 2013 (line 8, column (f) divided by line 13, column (f)) .....	15	%
16 Public support percentage from 2012 Schedule A, Part III, line 15 .....	16	%

**Section D. Computation of Investment Income Percentage**

17 Investment income percentage for 2013 (line 10c, column (f) divided by line 13, column (f)) .....	17	%
18 Investment income percentage from 2012 Schedule A, Part III, line 17 .....	18	%

19a 33 1/3% support tests - 2013. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization

b 33 1/3% support tests - 2012. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization

20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions



**Schedule B**

(Form 990, 990-EZ, or 990-PF)

Department of the Treasury  
Internal Revenue Service

**Schedule of Contributors**

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.  
▶ Information about Schedule B (Form 990, 990-EZ, or 990-PF) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2013**

Name of the organization

Employer identification number

SPARTANBURG AREA CONSERVANCY, INC.

\*\*-\*\*\*\*\*

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)( 3 ) (enter number) organization

4947(a)(1) nonexempt charitable trust not treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

**Note.** Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

**General Rule**

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II.

**Special Rules**

For a section 501(c)(3) organization filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi) and received from any one contributor, during the year, a contribution of the greater of (1) \$5,000 or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h, or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 for use *exclusively* for religious, charitable, scientific, literary, or educational purposes, or the prevention of cruelty to children or animals. Complete Parts I, II, and III.

For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions for use *exclusively* for religious, charitable, etc., purposes, but these contributions did not total to more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Do not complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions of \$5,000 or more during the year ..... ▶ \$ \_\_\_\_\_

**Caution.** An organization that is not covered by the General Rule and/or the Special Rules does not file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it does not meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990, 990-EZ, or 990-PF. Schedule B (Form 990, 990-EZ, or 990-PF) (2013)

Name of organization

Employer identification number

SPARTANBURG AREA CONSERVANCY, INC.

\*\*-\*\*\*\*\*

**Part I Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	THE J.M. SMITH FOUNDATION 101 WEST SAINT JOHN STREET, SUITE 305 SPARTANBURG, SC 29306	\$ 11,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
2	ARROWHEAD FARMS C/O ANDREW BABB 314 SOUTH PINE STREET BUILDING 100 SPARTANBURG, SC 29302	\$ 5,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
3	COUNTY OF SPARTANBURG 366 NORTH CHURCH STREET SPARTANBURG, SC 29303	\$ 15,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
4	JENNIFER HAAS 1 SANDIFER PLACE SPARTANBURG, SC 29302	\$ 5,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
5	RMDC C/O MARK ROSS PO BOX 4842 MACON, GA 31208	\$ 7,875.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
6	PRUDENCE S. SCOTT 1 SANDIFER PLACE SPARTANBURG, SC 29302	\$ 5,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization

Employer identification number

**SPARTANBURG AREA CONSERVANCY, INC.**

\*\*-\*\*\*\*\*

**Part I Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
7	THE ALFRED MOORE FOUNDATION  220 MOCKINGBIRD HILL ROAD  LANDRUM, SC 29356	\$ 10,000.	Person <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)
		\$	Person <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II for noncash contributions.)

Name of organization

Employer identification number

**SPARTANBURG AREA CONSERVANCY, INC.**

\*\*-\*\*\*\*\*

**Part II Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (see instructions)	(d) Date received
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____

Name of organization <b>SPARTANBURG AREA CONSERVANCY, INC.</b>	Employer identification number <b>**-*****</b>
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**Part III** Exclusively religious, charitable, etc., individual contributions to section 501(c)(7), (8), or (10) organizations that total more than \$1,000 for the year. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this information once.) ▶ \$ \_\_\_\_\_  
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	

SCHEDULE D (Form 990)

Supplemental Financial Statements

OMB No. 1545-0047

2013

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. Attach to Form 990.

Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

Name of the organization SPARTANBURG AREA CONSERVANCY, INC.

Employer identification number \*\*-\*\*\*\*\*

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

Table with 2 columns: (a) Donor advised funds, (b) Funds and other accounts. Rows include: 1 Total number at end of year, 2 Aggregate contributions to (during year), 3 Aggregate grants from (during year), 4 Aggregate value at end of year, 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?, 6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?

Part II Conservation Easements. Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply). 2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year. Table: Held at the End of the Tax Year. 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year. 4 Number of states where property subject to conservation easement is located. 5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? 6 Staff and volunteer hours devoted to monitoring, inspecting, and enforcing conservation easements during the year. 7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year. 8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? 9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items. b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: (i) Revenues included in Form 990, Part VIII, line 1 (ii) Assets included in Form 990, Part X 2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items: a Revenues included in Form 990, Part VIII, line 1 b Assets included in Form 990, Part X

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** *(continued)*

- 3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):
- a  Public exhibition
  - b  Scholarly research
  - c  Preservation for future generations
  - d  Loan or exchange programs
  - e  Other \_\_\_\_\_
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

**Part IV Escrow and Custodial Arrangements.** Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- |                                 | Amount |
|---------------------------------|--------|
| c Beginning balance             | 1c     |
| d Additions during the year     | 1d     |
| e Distributions during the year | 1e     |
| f Ending balance                | 1f     |
- 2a Did the organization include an amount on Form 990, Part X, line 21?  Yes  No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII

**Part V Endowment Funds.** Complete if the organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment  \_\_\_\_\_ %
  - b Permanent endowment  \_\_\_\_\_ %
  - c Temporarily restricted endowment  \_\_\_\_\_ %
- The percentages in lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |   | Yes    | No |
|---|--------|----|
| (i) unrelated organizations   | 3a(i)  |    |
| (ii) related organizations  | 3a(ii) |    |
| b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R? | 3b     |    |
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

Complete if the organization answered "Yes" to Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land	5,123,842.			5,123,842.
b Buildings				
c Leasehold improvements				
d Equipment	8,797.		7,311.	1,486.
e Other				
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				<b>5,125,328.</b>

**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" to Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" to Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

**Part IX Other Assets.**

Complete if the organization answered "Yes" to Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	

**Part X Other Liabilities.**

Complete if the organization answered "Yes" to Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" to Form 990, Part IV, line 12a.

Table with 5 main rows and sub-rows (a-e) for adjustments. Columns include descriptions, sub-rows (2a-2d, 4a-4b), and totals (1, 2e, 3, 4c, 5).

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" to Form 990, Part IV, line 12a.

Table with 5 main rows and sub-rows (a-e) for adjustments. Columns include descriptions, sub-rows (2a-2d, 4a-4b), and totals (1, 2e, 3, 4c, 5).

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

Series of horizontal lines provided for entering supplemental information.

SCHEDULE O  
(Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.  
▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2013**

Open to Public  
Inspection

Name of the organization

SPARTANBURG AREA CONSERVANCY, INC.

Employer identification number

\*\*-\*\*\*\*\*

FORM 990, PART VI, SECTION B, LINE 11:

EXPLANATION: THE OFFICERS AND BOARD MEMBERS OF THE ORGANIZATION REVIEW FORM  
990 BEFORE IT IS REPORTED TO THE PROPER AGENCY.

FORM 990, PART VI, SECTION B, LINE 12C:

EXPLANATION: THE ORGANIZATION HAS OFFICERS, DIRECTORS OR TRUSTESS, AND KEY  
EMPLOYEES DISCLOSE ANY CONFLICTS OF INTEREST ANNUALLY.

FORM 990, PART VI, SECTION B, LINE 15:

EXPLANATION: EXECUTIVE DIRECTOR'S SALARY IS COMMENSURATE TO SALARIES FOR  
NON-PROFITS IN THE AREA.

FORM 990, PART VI, SECTION C, LINE 19:

EXPLANATION: THE ORGANIZATION KEEPS A COPY OF ALL DOCUMENTS AND READILY  
MAKES THEM AVAILABLE UPON REQUEST.

FORM 990 PART XII LINE 2C

EXPLANATION: PROCESS HAS NOT CHANGED FROM PRIOR YEAR REPORTING

# Application for Extension of Time To File an Exempt Organization Return

OMB No. 1545-1709

Department of the Treasury  
Internal Revenue Service

▶ File a separate application for each return.  
▶ Information about Form 8868 and its instructions is at [www.irs.gov/form8868](http://www.irs.gov/form8868).

- If you are filing for an **Automatic 3-Month Extension**, complete only **Part I** and check this box  **X**
- If you are filing for an **Additional (Not Automatic) 3-Month Extension**, complete only **Part II** (on page 2 of this form).

*Do not complete Part II unless you have already been granted an automatic 3-month extension on a previously filed Form 8868.*

**Electronic filing (e-file).** You can electronically file Form 8868 if you need a 3-month automatic extension of time to file (6 months for a corporation required to file Form 990-T), or an additional (not automatic) 3-month extension of time. You can electronically file Form 8868 to request an extension of time to file any of the forms listed in Part I or Part II with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, which must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit [www.irs.gov/efile](http://www.irs.gov/efile) and click on *e-file for Charities & Nonprofits*.

**Part I Automatic 3-Month Extension of Time.** Only submit original (no copies needed).

A corporation required to file Form 990-T and requesting an automatic 6-month extension - check this box and complete

Part I only   
All other corporations (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

	<b>Enter filer's identifying number</b>	
Type or print	Name of exempt organization or other filer, see instructions. <b>SPARTANBURG AREA CONSERVANCY, INC.</b>	Employer identification number (EIN) or <b>***-*****</b>
File by the due date for filing your return. See instructions.	Number, street, and room or suite no. If a P.O. box, see instructions. <b>100 E. MAIN ST. SUITE 7B</b>	Social security number (SSN)
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. <b>SPARTANBURG, SC 29306</b>	

Enter the Return code for the return that this application is for (file a separate application for each return) 01

Application Is For	Return Code	Application Is For	Return Code
Form 990 or Form 990-EZ	01	Form 990-T (corporation)	07
Form 990-BL	02	Form 1041-A	08
Form 4720 (individual)	03	Form 4720 (other than individual)	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12

**ANDREW WATERS**

• The books are in the care of ▶ **100 E. MAIN STREET SUITE 7B - SPARTANBURG, SC 29306**  
Telephone No. ▶ **864-948-0000** Fax No. ▶

- If the organization does not have an office or place of business in the United States, check this box
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) . If this is for the whole group, check this box . If it is for part of the group, check this box  and attach a list with the names and EINs of all members the extension is for.

1 I request an automatic 3-month (6 months for a corporation required to file Form 990-T) extension of time until **AUGUST 15, 2014**, to file the exempt organization return for the organization named above. The extension is for the organization's return for:  
▶  calendar year **2013** or  
▶  tax year beginning \_\_\_\_\_, and ending \_\_\_\_\_

2 If the tax year entered in line 1 is for less than 12 months, check reason:  Initial return  Final return  
 Change in accounting period

3a If this application is for Forms 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	3a	\$	0.
b If this application is for Forms 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	3b	\$	0.
c <b>Balance due.</b> Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	3c	\$	0.

**Caution.** If you are going to make an electronic funds withdrawal (direct debit) with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions.

# BALLET SPARTANBURG

April 9, 2015

James T. Kennedy  
Budget and Accounting director  
City of Spartanburg  
P.O. Box 1749  
Spartanburg, S. C. 29304

Re: Ballet Spartanburg's Request for 2015-16 Hospitality Tax Funding

Dear James:

Ballet Spartanburg is pleased to submit the attached proposal for consideration of 2015-16 Hospitality Tax Funding. It is focused around the funding for the Professional Company of dancers.

The Professional Company has made a tremendous geographic imprint on numerous offerings by Ballet Spartanburg during the last two years. Most importantly, Spartanburg possesses the perfect cultural drawing card for dance. It is the only professional dance company in the Upstate. The company has also been vital to the outstanding outreach potential for the city's school population.

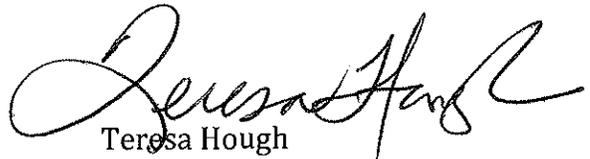
We truly want this to be one of the City's trademarks in making Spartanburg unique by drawing populations into the area for the upcoming season's offerings.

Thank you to the City for making this fund available and considering Ballet Spartanburg's proposal.

Sincerely,



Tom Jennings  
Executive Director  
Ballet Spartanburg



Teresa Hough  
Director of Development  
Ballet Spartanburg

[www.balletspartanburg.com](http://www.balletspartanburg.com)

P: 864-583-0339

April 9, 2015

## Ballet Spartanburg

### 1.0 The Proposal

Ballet Spartanburg is requesting \$60,000 to assist in the promotion of the Professional Company for the next year. These funds will aid in increasing the outreach of the Company for new audience development for the upcoming season. Ballet Spartanburg comprises the only Professional Company in Upstate South Carolina. With Spartanburg's rich artistic community and the growing opportunities in its city and county, this is an opportunity for the City and Ballet Spartanburg to promote such a unique gem!

The Professional Company has been in existence for two years. During this time, it has enhanced the quality of dance performance, instruction, and outreach; more importantly, it has exposed all populations to a new level of dance that has not existed before. Few communities have the strong forward thinking to engage a Professional Company to enhance the cultural element. Ballet Spartanburg has a unique calling card for the arts community which is why these funds are so important to aid in the promotion to a population outside the city. Very similar to the promotion of the Carolina Panthers, the Professional Company is here throughout the year reaching populations ages 2-82. Please see Table 1.0 for the annual cost of the Professional Company.

TABLE 1.0 Cost of the Professional Company of Ballet Spartanburg

Dancers	\$58,511
<i>3 Male and 4 Female</i>	
Payroll Taxes	\$4,326
Unemployment Insurance	\$210
Shoe Allowance	\$1,934
Total Cost of Company	\$64,981

### 2.0 Focus of the Company

Ballet Spartanburg has three main focus areas: The Dance Center for dance instruction, the season Performance offerings, and the Outreach program. The organization has grown into these areas by having a School that teaches quality instruction from infants to the geriatric population; by offering annual performances; and, by extending its program into the Schools in the City. All three areas have been vital avenues in drawing individuals into the City, and the Professional Company is a strategic and integral component for each area.

The Dance Center is led by Lona Gomez, Ballet Mistress, whose professional career and formidable knowledge ballet instruction has helped create a strong reputation for The Dance Center which offers instruction in two areas: The Recreational Division and The Advanced Division. All students are schooled with the highest of quality in dance with a focus on personal enrichment and pure love of movement. We are proud to teach from ages 2-82 with geographic representation from over 50 miles areas. Please see Table 2.0 for geographic market share of Students.

TABLE 2.0 Origin of Our Dance Center Students by Zip Code

<b>Dance Origin Study by Geographic Location</b>			
<b>City</b>	<b>Zip</b>	<b>2013-2014 # of Students</b>	<b>2014-2015 # of Students</b>
Boiling Springs	29316	28	27
Campobello	29322	4	5
Chesnee	39323	8	15
Clifton	29324	0	1
Clinton	29325	1	0
Cowpens	29330	4	4
Duncan	29334	8	7
Easley	29642	0	5
Gaffney	29340	6	2
Greenville	29601	3	1
Greer	29650	3	4
Inman	29349	11	17
Jonesville	29353	1	2
Landrum	29356	7	9
Lockhart	29364	0	1
Lyman	29365	1	8
Moore	29369	34	31
Pacolet	29372	1	4
Pauline	29374	3	4
Pelzer	29669	1	0
Roebuck	29376	7	7
Simpsonville	29680	3	2
Spartanburg	29301	27	40
Spartanburg	29302	76	97
Spartanburg	29303	7	10
Spartanburg	29304	1	2
Spartanburg	29306	11	18
Spartanburg	29307	41	62
Taylors	29687	0	1
Union	29379	4	4
Wellford	29385	4	2
White Stone	29386	0	1
Woodruff	29388	5	6
<b>North Carolina</b>			
Columbus	28722	1	3
Forest City	28043	1	0
Hendersonville	28793	1	0
Mooresboro	28114	1	2
Shelby	28150	1	1
Spindale	28160	1	1
Tryon	28782	3	2
		<b>319</b>	<b>408</b>

The performance area is led by Carlos Agudelo, Artistic Director of 24 years. The quality of the yearly performances are of the highest quality of ballet with exceptional costumes, beautiful sets, exquisite dancing, all which continue to bring in audiences from all over the United States. The Nutcracker, a community Christmas Tradition draws audiences from North and South Carolina, Georgia and Tennessee. Over 117 youth and 29 artists were engaged in the three performances last year which reached over 11,100 audience members.

Our Outreach program, led by Susan Woodham, one of the few certified dance educators in South Carolina, last year reached and engaged over 10,610 youth with The Muse Machine Program, provided 77 school programs in collaboration with The Boys and Girls Clubs of the Upstate, Big Brothers, Big Sisters of the Upstate, Districts 1, 2, and 6, and The City of Spartanburg. Workshops were provided by the Professional Company engaging 8560 youth and 1600 audience members. Ballet Spartanburg provides outreach through nursing homes and assisted living centers.

With a forward vision from the Board of Directors to aid in the development of dancers, to enhance the quality of performances, and to grow audiences, a very important component was added two years ago, and that was the addition of a company of professional dancers. This complement of six company members coming from different international geographic locations such as Cuba, Mexico and Canada, have raised the level of quality of dance.

It is for this reason that Ballet Spartanburg has seen the positive results of having its own company that this request is being made to maintain the presence of the Professional Company. The professional dancers have been an enhancement to The Dance Center, the performances, and as role models for students in the outreach program city wide.

## **School**

The Professional Company is an integral part of The Dance Center's curriculum by providing instruction to the students. The geographic reach of the students extends beyond the city to all parts of the county and the surrounding areas. Parents on a daily basis make the round trip into the city to transport the students twelve (12) months a year. There are over 400 students that are enrolled; parents are shopping and eating in Spartanburg. There is a real economic advantage here, and this has occurred over the forty year history of the school's existence.

## **Performance**

The Professional Company members are a vital part of the performance schedule each year. With one production in the fall for families, the annual Christmas gift to Spartanburg, The Nutcracker, and the spring show, a more eclectic contemporary piece for adults, the dancers are key to these performances. This coming season, the Company will be involved in all three productions. Tables 3.0 and 4.0 represent the impact of the three performances and the audience Ballet Spartanburg draws into the city. Marketing will be targeted for the entire upstate area. Connections will be made to other statewide arts organizations for key leaders to come to these events. For example, Greenwood representatives came to the Nutcracker this past year with the vision of Ballet Spartanburg taking The Nutcracker to Greenwood. In the past, individuals have traveled from Greenville, Charlotte, and Asheville.

TABLE 3.0 Attendance by Performance Service Area

<b>SOUTH CAROLINA</b>					
29063	Irmo	SC	29601	Greenville	SC
29301	Spartanburg	SC	29605	Greenville	SC
29302	Spartanburg	SC	29609	Greenville	SC
29303	Spartanburg	SC	29615	Greenville	SC
29304	Spartanburg	SC	29621	Anderson	SC
29306	Spartanburg	SC	29645	Gray Court	SC
29307	Spartanburg	SC	29646	Greenwood	SC
29316	Boiling Springs	SC	29649	Greenwood	SC
29319	Spartanburg	SC	29650	Greer	SC
29321	Buffalo	SC	29651	Greer	SC
29322	Campobello	SC	29673	Piedmont	SC
29323	Chesnee	SC	29681	Simpsonville	SC
29325	Clinton	SC	29687	Taylors	SC
29330	Cowpens	SC	29690	Travelers Rest	SC
29333	Drayton	SC	<b>NORTH CAROLINA</b>		
29334	Duncan	SC	28114	Mooreboro	NC
29340	Gaffney	SC	28139	Rutherford	NC
29341	Gaffney	SC	28150	Shelby	NC
29349	Inman	SC	28690	Valdese	NC
29356	Landrum	SC	28722	Columbus	NC
29360	Laurens	SC	28782	Tryon	NC
29365	Lyman	SC	28791	Hendersonville	NC
29369	Moore	SC	28806	Asheville	NC
29372	Pacolet	SC	<b>NEW YORK</b>		
29374	Pauline	SC	10002	New York	NY
29376	Roebuck	SC	<b>FLORIDA</b>		
29379	Union	SC	32347	Perry	FL
29385	Wellford	SC	<b>OHIO</b>		
29386	White Stone	SC	45122	Goshen	OH
29388	Woodruff	SC			

TABLE 4.0 Draw Impact for Ballet Spartanburg's Professional Company

<b>EVENT</b>	<b>NUMBER OF PARTICIPANTS</b>	<b>DRAW AND IMPACT</b>
Cinderella and Tea Party	Cast of 50	1000
The Nutcracker	Cast of 100 or more	11,100
Dansynergy	Professional Company	500
Dance School	360 Students	800 Parents & Grandparents
Outreach	All City Schools	10,610

## **Outreach**

Ballet Spartanburg has one of the most impressive outreach programs in the United States. The City of Spartanburg and Ballet Spartanburg have been partners of many years by offering classes to the recreational centers and the City Schools. The Company members provide this instruction, and they have become models for the students themselves to follow. During this past year, over twenty school visits have been made reaching thousands of students.

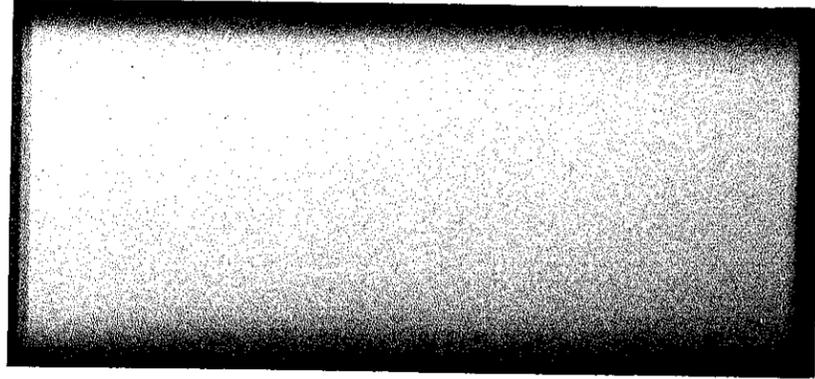
## **History of Ballet Spartanburg**

Ballet Spartanburg has been a cornerstone for the arts in Spartanburg since 1966. Ballet Spartanburg's rich history began with a few visionaries who recognized the need for ballet in the community. Originally, Ballet Spartanburg was a presenting organization bringing in ballet companies from around the world. In 1967, the late Barbara Ferguson started as Ballet Spartanburg's first Dance Center instructor. Soon, the organization began producing its own performances of *The Nutcracker* and *Dansynergy*.

In the last 49 years, Ballet Spartanburg along with forward vision from The Friends of the Arts, The Ballet Guild's Board of Directors, The Arts Partnership of Greater Spartanburg, Ballet Spartanburg and The Dance Center have grown to represent excellence in ballet and dance instruction. Students from the The Dance Center have continued their instruction in professional capacities such as the National Ballet of Canada, Grand Rapids Ballet, Minnesota Ballet, Radio City Rockettes, American Ballet Theatre, Boston Ballet, the Harid Conservatory, the American Repertory Company, the Pittsburg Ballet and the Orlando Ballet. Table 4.0 shows the annual cost of the Professional Company with salaries, taxes and shoe allowances.

## **3.0 Conclusion**

Ballet Spartanburg's mission is to promote dance and dance appreciation in Spartanburg County and surrounding areas by providing quality dance training, performance, and outreach continues today after fifty years. During this time, the influx of population to its venue of events has been tremendous. As the organization prepares for the 2015-2016 season, Ballet Spartanburg will continue to draw people to attend its events by showcasing the Professional Company. This proposal describes how a Professional Company impacts the community and audience market. It is vital for the arts growth for Spartanburg to showcase this aspect for this is what makes Spartanburg "unique" in the Carolinas.

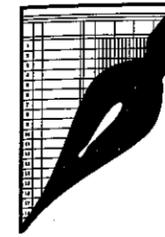


**The Ballet Guild of Spartanburg, Inc. and Subsidiaries**  
(A Not-for-Profit Organization)

Consolidated Financial Statements  
Year Ended June 30, 2014 and 2013

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Norman, Johnson & Co., PA

Certified Public Accountants

### Independent Auditor's Report

To the Board of Trustees  
The Ballet Guild of Spartanburg, Inc. and Subsidiaries  
Spartanburg, South Carolina

We have audited the accompanying consolidated financial statements of **The Ballet Guild of Spartanburg, Inc. and Subsidiaries** (a nonprofit organization), which comprise the consolidated statements of financial position as of June 30, 2014 and 2013, and the related consolidated statements of activities, functional expenses, and cash flows for the years then ended and the related notes to the financial statements.

#### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

191 N. Daniel Morgan Avenue, Spartanburg, South Carolina 29306

Phone: (864) 573-8623 • Fax: (864) 585-8989

Member: American Institute of Certified Public Accountants

South Carolina Association of Certified Public Accountants • North Carolina Association of Certified Public Accountants

**Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of The Ballet Guild of Spartanburg, Inc. and Subsidiaries as of June 30, 2014 and 2013, and their changes in net assets and their cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

*Norman, Johnson & Co., PA*

Spartanburg, South Carolina  
August 28, 2014

The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Consolidated Statements of Financial Position  
June 30, 2014 and 2013

ASSETS

	2014	2013
Current Assets		
Cash and cash equivalents	\$ 34,087	\$ 52,138
Accounts receivable	12,601	5,911
Prepaid expenses	336	1,675
Total current assets	<u>47,024</u>	<u>59,724</u>
Property, Plant and Equipment		
Land	392,000	392,000
Buildings and improvements	686,106	683,429
Costumes	95,664	92,272
Sets	50,953	50,523
Equipment	22,936	20,600
	<u>1,247,659</u>	<u>1,238,824</u>
Less accumulated depreciation	(316,368)	(287,077)
Net property and equipment	<u>931,291</u>	<u>951,747</u>
Other Assets		
Certificate of deposit	20,711	20,609
Funds held by Spartanburg County Foundation	32,057	28,089
Total other assets	<u>52,768</u>	<u>48,698</u>
Total assets	<u>\$ 1,031,083</u>	<u>\$ 1,060,169</u>

The accompanying notes are an integral part of these financial statements.

The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Consolidated Statements of Financial Position  
June 30, 2014 and 2013

ASSETS				LIABILITIES AND NET ASSETS	
	2014	2013		2014	2013
Current Assets			Current Liabilities		
Cash and cash equivalents	\$ 34,087	\$ 52,138	Accounts payable	\$ 5,823	\$ 3,811
Accounts receivable	12,601	5,911	Accrued wages and liabilities	14,522	6,461
Prepaid expenses	336	1,675	Prepaid revenue	26,283	14,687
Total current assets	<u>47,024</u>	<u>59,724</u>	Total current liabilities	<u>46,628</u>	<u>24,959</u>
Property, Plant and Equipment			Long-Term Liabilities		
Land	392,000	392,000	Line of credit	10,000	20,000
Buildings and improvements	686,106	683,429	Total liabilities	<u>56,628</u>	<u>44,959</u>
Costumes	95,664	92,272	Net Assets		
Sets	50,953	50,523	Unrestricted	974,455	990,210
Equipment	22,936	20,600	Temporarily restricted	<u>25,000</u>	<u>25,000</u>
	1,247,659	1,238,824	Total net assets	<u>974,455</u>	<u>1,015,210</u>
Less accumulated depreciation	(316,368)	(287,077)	Total liabilities and net assets	<u>\$ 1,031,083</u>	<u>\$ 1,060,169</u>
Net property and equipment	<u>931,291</u>	<u>951,747</u>			
Other Assets					
Certificate of deposit	20,711	20,609			
Funds held by Spartanburg County Foundation	32,057	28,089			
Total other assets	<u>52,768</u>	<u>48,698</u>			
Total assets	<u>\$ 1,031,083</u>	<u>\$ 1,060,169</u>			

The accompanying notes are an integral part of these financial statements.

## The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Consolidated Statements of Activities  
Years Ended June 30, 2014 and 2013

	2014	2013
Changes in Unrestricted Net Assets		
Operating revenues and other support		
Contributions		
General	\$ 38,536	\$ 43,420
The Arts Partnership - in kind	110,310	110,310
Other grants	26,631	28,872
Memberships	23,320	16,826
Program service revenues		
Ticket sales	73,109	93,564
Tuition - Dance Center	237,970	252,939
Other program revenue	47,504	39,488
Fundraising activities	26,655	34,120
Interest income	645	606
Total unrestricted revenues	<u>584,680</u>	<u>620,145</u>
Net assets released from restrictions		
Satisfaction of donor restrictions	25,000	
Total net assets released from restrictions	<u>25,000</u>	
Total unrestricted revenues and other support	<u>609,680</u>	<u>620,145</u>
Operating expenses		
Program services	532,753	510,090
Management and general	117,089	94,566
Fundraising	23,118	14,153
Total expenses	<u>672,960</u>	<u>618,809</u>
Change in unrestricted net assets from operations	<u>(63,280)</u>	<u>1,336</u>
Other changes		
Rental revenue	104,818	155,306
Rent related expenses	(61,020)	(94,727)
Loss on abandonment of property		(924,532)
Gains (losses) on investments	3,727	2,511
Total other changes	<u>47,525</u>	<u>(861,442)</u>
Increase (decrease) in unrestricted net assets	<u>(15,755)</u>	<u>(860,106)</u>

The accompanying notes are an integral part of these financial statements.

## The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Consolidated Statement of Activities  
Years Ended June 30, 2014 and 2013

	<u>2014</u>	<u>2013</u>
Changes In Temporarily Restricted Net Assets		
Net assets released from restrictions	<u>(25,000)</u>	<u>          </u>
Increase (decrease) in temporarily restricted net assets	<u>(25,000)</u>	<u>          </u>
Increase (decrease) in net assets	<u>(40,755)</u>	<u>(860,106)</u>
Net Assets		
Beginning of year	<u>1,015,210</u>	<u>1,875,316</u>
End of year	<u>\$ 974,455</u>	<u>\$ 1,015,210</u>

The accompanying notes are an integral part of these financial statements.

The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Consolidated Statement of Functional Expenses  
Year Ended June 30, 2014

	Program Services				Supporting Services		Total Expenses
	Ballet Spartanburg	Ballet Company	Dance Center	Outreach	Management Services	Fundraising	
Salaries	\$ 38,209	\$ 108,971	\$ 84,189	\$ 11,773	\$ 50,813	\$ 11,815	\$ 305,770
Payroll taxes	3,028	8,636	6,672	933	4,027	936	24,232
Employee benefits	1,511	4,308	3,328	466	2,008	467	12,088
Total salaries and related expenses	42,748	121,915	94,189	13,172	56,848	13,218	342,090
Advertising	10,838	532	5,193				16,563
Contract labor	26,263	100	51,230	10,737			88,330
Fundraising and merchandise						9,032	9,032
Insurance					3,694		3,694
Interest expense					358		358
Office expense	522		470	2	8,271		9,265
Other operating expenses	372	575	2,317		1,936		5,200
Outreach services				2,640			2,640
Performance production	19,027	169	448	72			19,716
Postage	3,034	101	10	13	233	313	3,704
Printing and publications	9,080		1,705		145	555	11,485
Professional services	50	246	120	16	16,780		17,212
Rent in kind			81,975		28,335		110,310
Space rental	7,750		1,300				9,050
Supplies		3,115	236				3,351
Taxes and license			199		52		251
Travel	2,028		6,334	309	136		8,807
Total expenses before depreciation	121,712	126,753	245,726	26,961	116,788	23,118	661,058
Depreciation	11,601				301		11,902
Total expenses	\$ 133,313	\$ 126,753	\$ 245,726	\$ 26,961	\$ 117,089	\$ 23,118	\$ 672,960

The accompanying notes are an integral part of these financial statements.

**The Ballet Guild of Spartanburg, Inc. and Subsidiaries**

Consolidated Statement of Functional Expenses  
Year Ended June 30, 2013

	Program Services			Supporting Services		Total Expenses
	Ballet Spartanburg	Dance Center	Outreach	Management Services	Fundraising	
Salaries	\$ 53,176	\$ 140,946	\$ 17,616	\$ 33,072		\$ 244,810
Payroll taxes	4,122	10,926	1,366	2,564		18,978
Employee benefits	3,160	4,571	591	1,886		10,208
Total salaries and related expenses	60,458	156,443	19,573	37,522	-	273,996
Advertising	15,826	3,404				19,230
Contract labor	37,539	52,606	7,928			98,073
Fundraising and merchandise					12,136	12,136
Insurance				3,666		3,666
Interest expense				857		857
Office expense	561	282		2,119		2,962
Other operating expenses		2,200		5,294		7,494
Outreach services			2,897			2,897
Performance production	20,371	404				20,775
Postage	2,726	92	35	99		2,952
Printing and publications	7,594	1,099			1,955	10,648
Professional services		16		16,209		16,225
Rent in kind		81,975		28,335		110,310
Space rental	7,950	1,300				9,250
Supplies		220				220
Taxes and license		197			62	259
Travel	4,098	6,480	5,156	43		15,777
Total expenses before depreciation	157,123	306,718	35,589	94,144	14,153	607,727
Depreciation	10,660			422		11,082
Total expenses	\$ 167,783	\$ 306,718	\$ 35,589	\$ 94,566	\$ 14,153	\$ 618,809

The accompanying notes are an integral part of these financial statements.

## The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Consolidated Statements of Cash Flows  
Years Ended June 30, 2014 and 2013

	2014	2013
Cash Flows From Operating Activities		
Cash received from contributors	\$ 72,296	\$ 60,246
Cash received from grantors	26,631	28,872
Cash received from program service	352,743	391,729
Cash received from warehouse rentals	103,423	146,820
Cash received from fundraising events	28,180	34,120
Interest received	302	272
Cash paid to employees and suppliers	(539,710)	(514,386)
Cash paid for warehouse expenses	(45,058)	(90,867)
Interest paid	(358)	(857)
Net cash provided by (used in) operating activities	<u>(1,551)</u>	<u>55,949</u>
Cash Flows From Investing Activities		
Purchases of property and equipment	(6,500)	(14,117)
Purchase of investments	(343)	(334)
Net cash provided by (used in) investing activities	<u>(6,843)</u>	<u>(14,451)</u>
Cash Flows From Financing Activities		
Principal payments on line of credit	(10,000)	
Receipt of earnings restricted to investments	343	334
Net cash provided by (used in) financing activities	<u>(9,657)</u>	<u>334</u>
Net increase (decrease) in cash and cash equivalents	(18,051)	41,832
Cash and Cash Equivalents		
Beginning of year	<u>52,138</u>	<u>10,306</u>
End of year	<u>\$ 34,087</u>	<u>\$ 52,138</u>

The accompanying notes are an integral part of these financial statements.

## The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Consolidated Statements of Cash Flows  
Year Ended June 30, 2014

	2014	2013
Reconciliation of Changes in Net Assets to Net Cash Provided By (Used In) Operating Activities		
Changes in Net Assets	\$ (40,755)	\$ (860,106)
Adjustments to Reconcile Changes in Net Assets to Net Cash Provided by (Used in) Operating Activities		
Depreciation	29,292	50,222
In-kind contribution of facilities space	110,310	110,310
Non cash expense for rent of facilities	(110,310)	(110,310)
Loss on abandonment of property		924,532
Net realized and unrealized (gains) losses on investments	(3,727)	(2,511)
Interest and dividends restricted for long-term investments	(343)	(334)
Change in assets and liabilities		
(Increase) decrease in accounts receivable	(6,690)	(3,449)
(Increase) decrease in prepaid expenses	1,339	3,814
Increase (decrease) in accounts payable	(324)	(53,101)
Increase (decrease) in accrued wages	8,061	(3,643)
Increase (decrease) in prepaid revenue	11,596	525
Total adjustments	39,204	916,055
Net cash provided by (used in) operating activities	\$ (1,551)	\$ 55,949

The accompanying notes are an integral part of these financial statements.

The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 1 - Summary of Significant Accounting Policies

a. Nature of Activities

The Ballet Guild of Spartanburg, Inc. (the Guild) is a South Carolina nonprofit corporation chartered in 1966. Its purpose is to promote dance and dance education in Spartanburg County, South Carolina and surrounding areas by providing quality presentation, education, and outreach.

b. Principles of Consolidation

The consolidated financial statements include The Ballet Guild of Spartanburg, Inc., its wholly-owned subsidiary, Aden New South Corporation (a for-profit limited liability corporation), and Aden Street Redevelopment Venture, LLC (a limited liability company electing to be taxed as a partnership) which is owned almost entirely (4,999 of 5,000 membership units) by Aden New South Corporation. Aden New South Corporation was formed to hold a material investment in Aden Street Redevelopment Venture, LLC to which certain real estate with improvements was transferred. Aden Street Redevelopment Venture, LLC exists for the purpose of up fitting and renting the real estate facilities as warehouse space. During the year ended June 30, 2013, the Guild voted to abandon the Aden and Arch Street properties and related organizations (see note 9).

c. Basis of Accounting

The Organizations follow standards of accounting and financial reporting for nonprofit organizations as prescribed in the FASB ASC 958-205, *Not-For-Profit Presentation of Financial Statements*. The Organizations report information regarding their financial position and activities in three classes of net assets: unrestricted, temporarily restricted, and permanently restricted. In addition, the financial statements are prepared on an accrual basis of accounting and include statements of cash flows.

d. Tax Status

The Guild is a nonprofit corporation exempt from taxation under Internal Revenue Code Section 501(c)(3) and is not a private foundation.

e. Property, Plant and Equipment

Major expenditures, which extend the useful lives of property, plant or equipment, are capitalized. Repairs and maintenance are expensed when incurred. Fixed assets donated to the Organizations are capitalized at their estimated fair market value when donated. Depreciation, which totaled \$29,291 for the year ended June 30, 2014 and \$50,222 for the year ended June 30, 2013, is provided on a straight-line basis over the estimated useful lives of assets as follows:

Buildings and improvements	20 - 40 years
Costumes	7 years
Sets	7 years
Equipment	7 - 10 years

f. Donor-Imposed Restrictions

Donor-restricted contributions whose restrictions are met in the same reporting period as received are reported as unrestricted support instead of temporarily restricted.

## The Ballet Guild of Spartanburg, Inc. and Subsidiaries

## Notes to Consolidated Financial Statements

## Note I - (continued)

## g. Gifts of Long-lived Assets

The Guild does not imply a time restriction on gifts of long-lived assets that expires over the useful life of the asset; therefore, gifts of long-lived assets are reported as unrestricted support when received.

## h. Cash and Cash Equivalents

For purposes of the statement of cash flows, the Guild considers all highly liquid unrestricted debt instruments purchased with a maturity of three months or less to be cash equivalents.

## i. Prepaid Revenue

Prepaid revenue results from payments received in one fiscal year that relate to programs and services in the next fiscal year. Prepaid revenues at June 30, 2014 and 2013 consist of the following:

	2014	2013
Dance Center - Summer	\$ 4,706	\$ 4,426
Dance Center - School year	4,611	10,115
Outreach	7,840	
Membership	2,600	146
Tickets	4,501	
Program ads	1,525	
Workshop	500	
	<u>\$ 26,283</u>	<u>\$ 14,687</u>

## j. Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain amounts and disclosures. Accordingly, actual results could differ from those estimates.

## k. Expense Allocation

The costs of providing the various programs and supporting activities of the Guild have been summarized on a functional basis in the statement of functional expenses. Accordingly, certain costs have been allocated among the program and supporting activities. Expenses that are directly associated with the program and supporting services are allocated specifically to those functions according to their natural expense classification. Other expenses that are common to program and supporting activities have been allocated based on time and use estimates made by management.

## l. Advertising

The Guild uses advertising to promote its programs through education and to promote its special fundraising events. Advertising costs are expensed when incurred and totaled \$16,563 for the year ended June 30, 2014 and \$19,230 for the year ended June 30, 2013.

**The Ballet Guild of Spartanburg, Inc. and Subsidiaries**

Notes to Consolidated Financial Statements

**Note 1 - (continued)**

m. Donated Services

A substantial number of volunteers have donated time in the administration and operation of programs of the Guild. This volunteer time is not considered as requiring specialized skills and therefore is not recognized as revenue in the accompanying consolidated financial statements.

n. Date Through Which Subsequent Events Have Been Evaluated

The Organizations have evaluated subsequent events through August 28, 2014; the date financial statements were available to be issued.

**Note 2 - Accounts Receivable**

Accounts receivable represent amounts due for dance class registration and tuition, outreach programs, and rent. Accounts become delinquent ninety days past their due date and are written off annually, as determined by management.

Accounts receivable balances at June 30, 2014 and 2013 consisted of the following:

	2014	2013
Dance Center - Registration and tuition	\$ 3,310	\$ 2,249
Outreach	4,410	
Warehouse rent	4,881	3,662
	<u>\$ 12,601</u>	<u>\$ 5,911</u>

All amounts are considered collectible and no allowance for doubtful accounts has been recorded.

**Note 3 - Fundraising**

The Guild conducted various fundraising activities including selling advertising space in its season brochure and selling dance related merchandise. During the year ended June 30, 2014, the total funds received were \$26,655, and total expenditures were \$9,587, providing a net benefit of \$17,068. During the year ended June 30, 2013, the total funds received were \$34,120, and total expenditures were \$14,091, providing a net benefit of \$20,029.

**Note 4 - Concentration of Credit Risk**

The Guild maintains cash balances at financial institutions which are presently insured up to \$250,000 by the Federal Deposit Insurance Corporation. The Guild has not experienced any losses on these accounts and does not believe itself at risk relative to these cash balances.

## The Ballet Guild of Spartanburg, Inc. and Subsidiaries

## Notes to Consolidated Financial Statements

## Note 5 - Fair Value Measurement of Investments

The Ballet Guild of Spartanburg, Inc. has an interest in a fund with the Spartanburg County Foundation. The fund agreement calls for the principal and income of the fund to be devoted to the use and assistance of The Ballet Guild of Spartanburg, Inc. for the purpose of operating its programs. The trust agreement grants variance power to the Foundation to redistribute the principal and income of the fund if it determines the charitable use is unnecessary, undesirable, impractical, or no longer adapted to the needs of the community.

The Guild adopted ASC, 820-10, "Fair Value Measurements" on July 1, 2008 for fair value measurements of investments that are recognized and disclosed at fair value in the financial statements on a recurring basis. ASC, 820-10, "Fair Value Measurements" establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to measurements involving significant unobservable inputs (Level 3 measurements). The three levels of fair value hierarchy are as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical investments that the Organization has the ability to access at the measurement date.
- Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for the investments, either directly or indirectly.
- Level 3 inputs are unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the asset or liabilities.

The level in the fair value hierarchy within which a fair value measurement in its entirety falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

The following table represents the investments that are measured at fair value on a recurring basis at June 30, 2014 and 2013:

2014	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Funds held at Spartanburg County Foundation	\$ 32,057			\$ 32,057
2013	<u>Fair Value</u>	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>
Funds held at Spartanburg County Foundation	\$ 28,089			\$ 28,089

Level 3 consist of investments which are part of the joint investment account of the Spartanburg County Foundation and its fair value is determined based on the average value of the underlying investments at least monthly.

The Ballet Guild of Spartanburg, Inc. and Subsidiaries

Notes to Consolidated Financial Statements

Note 5 - (continued)

The changes in value of the funds held at Spartanburg County Foundation are as follows:

	2014	2013
Fair value, beginning of year	\$ 28,089	\$ 25,467
Realized gains (losses)	396	295
Unrealized gains (losses)	3,331	2,216
Dividend and interest income	542	383
Fee expense	(301)	(272)
Fair value, end of year	<u>\$ 32,057</u>	<u>\$ 28,089</u>

The realized and unrealized gains and losses are included on the statement of activities in the other changes in unrestricted net assets.

Note 6 - Line of Credit

The Guild held a promissory note dated July 19, 2011, with Regions Bank in the amount of \$20,000 at an interest rate of 4.59%. The note was renewed on July 29, 2013 with a maturity of August 27, 2016 and an interest rate of 3.80% and is collateralized by a certificate of deposit with a balance of \$20,711 at June 30, 2014. The outstanding balance of the promissory note at June 30, 2014 and 2013 was \$10,000 and \$20,000, respectively. Interest expense on the balances outstanding totaled \$358 and \$857 for the years ended June 30, 2014 and 2013.

Note 7 - Temporarily Restricted Net Assets

Temporarily restricted net assets are available for the following purpose at June 30, 2014 and 2013:

	2014	2013
To develop and pay for professional dancers	<u>\$</u>	<u>\$ 25,000</u>

The following funds were released from restrictions during the years ended June 30, 2014 and 2013:

	2014	2013
Program services - professional dancers' pay	<u>\$ 25,000</u>	<u>\$</u>

Note 8 - Rent Revenue and Related Expenses

The Ballet Guild of Spartanburg, Inc. received a contribution of real estate and warehouse facilities in 2004. The property was recorded at estimated market value at the date of donation based on an income capitalization appraisal. The Guild has retained title to property on Franklin Street in Spartanburg, South Carolina initially valued at \$980,000. The Guild through its subsidiary, Aden New South Corporation, transferred to Aden Street Redevelopment Venture, LLC the properties located on Aden and Arch Streets in Spartanburg initially valued at \$1,130,000.

**The Ballet Guild of Spartanburg, Inc. and Subsidiaries**

Notes to Consolidated Financial Statements

**Note 8 - (continued)**

The warehouse property on Franklin Street is presently rented to various tenants on a month-to-month basis with rents based on the total amount of space leased. The warehouse property on Aden and Arch Streets is in disrepair and has been abandoned (see note 9).

A detail of rent related income and expenses for the properties by location and in total for the year ended June 30, 2014 is as follows:

	Franklin Street	Aden and Arch Streets	Total
<b>Income</b>			
Rental revenue	\$ 104,818	\$	\$ 104,818
<b>Expenses</b>			
Property taxes	24,345		24,345
Utilities	12,744		12,744
Repairs and maintenance	3,811		3,811
Insurance	2,730		2,730
Total before depreciation	43,630		43,630
Depreciation	17,390		17,390
Total expenses	61,020		61,020
Net rental income (loss)	\$ 43,798	\$	\$ 43,798

Net book value of the properties, including land, buildings and improvements, as of June 30, 2014, is shown on the accompanying consolidated statements of financial position as \$912,912 for the Franklin Street property and \$0 for the Aden and Arch Street properties.

A detail of rent related income and expenses for the properties by location and in total for the year ended June 30, 2013 is as follows:

	Franklin Street	Aden and Arch Streets	Total
<b>Income</b>			
Rental revenue	\$ 155,306	\$	\$ 155,306
<b>Expenses</b>			
Property taxes	22,097	4,317	26,414
Utilities	11,995	2,706	14,701
Repairs and maintenance	3,268	44	3,312
Insurance	3,600	7,560	11,160
Total before depreciation	40,960	14,627	55,587
Depreciation	17,297	21,843	39,140
Total expenses	58,257	36,470	94,727
Net rental income (loss)	\$ 97,049	\$ (36,470)	\$ 60,579

Net book value of the properties, including land, buildings and improvements, as of June 30, 2013, is shown on the accompanying consolidated statements of financial position as \$927,624 for the Franklin Street property and \$0 for the Aden and Arch Street properties.

**The Ballet Guild of Spartanburg, Inc. and Subsidiaries**

## Notes to Consolidated Financial Statements

**Note 9 - Abandonment of Property**

During the June 2013 board meeting, motion passed that it was in the best interest of the Guild to abandon the property at Aden and Arch Street and relinquish any interest in Aden New South Corporation and Aden Street Redevelopment Venture, LLC. The loss on abandonment is shown in the consolidated statement of activities for the year ended June 30, 2013 as \$924,532.

**Note 10 - Lease Agreement**

The Ballet Guild of Spartanburg, Inc. entered into a lease agreement with The Arts Partnership of Greater Spartanburg for its office facilities and dance studio, which automatically renews on July 1 of each succeeding year. The value of the lease agreement which is considered an in-kind contribution from The Arts Partnership of Greater Spartanburg was \$110,310 for the years ended June 30, 2014 and 2013.

**Note 11 - Retirement Plan**

Full time employees are eligible to participate in a SIMPLE IRA retirement plan, with employer contributions based upon employee salary. All contributions are 100% vested. The amount contributed by The Ballet Guild of Spartanburg, Inc. for the year ended June 30, 2014 and 2013 was \$4,377 and \$4,033, respectively.

**Note 12 - Significant Tax Positions**

As disclosed in Note 1, the Guild has a wholly-owned for profit subsidiary, Aden New South Corporation, which filed its articles of incorporation with the South Carolina Secretary of State's Office in July 2008. In December 2009, Aden Street Redevelopment Venture, LLC which was formed by Aden New South Corporation filed its articles of organization with the South Carolina Secretary of State's Office as a Limited Liability Company. Aden Street Redevelopment Venture, LLC elected in its operating agreement to be taxed as a partnership. Although no revenue has been generated by either entity, the entities have incurred expenses and should have filed the applicable income tax returns for each year of existence. As of the present date neither entity has filed a federal or state return and Aden New South Corporation automatically forfeited its certificate of existence with the State of South Carolina. The expenses of these entities, including depreciation of capital assets, have been shown in the annual information return filed by the Guild.

The Organization believes that it is more likely than not that any significant tax positions would be sustained upon examination by the taxing authorities and it has not been subjected to such examinations. Tax years ending June 30, 2012, 2013, and 2014 remain subject to examination by the taxing authorities.

**The Ballet Guild of Spartanburg, Inc. and Subsidiaries**

## Notes to Consolidated Financial Statements

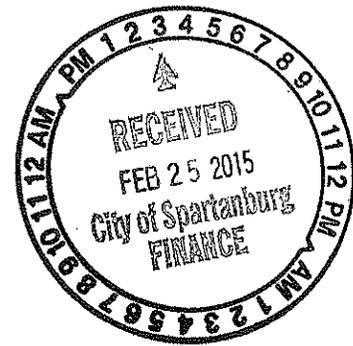
**Note 13 - Operating Agreement**

Aden New South Corporation, a wholly-owned subsidiary of The Ballet Guild of Spartanburg, Inc. entered into an operating agreement with The Citadel Companies, Inc. and Lost Forest Development, LLC in August 2009 to form Aden Street Redevelopment Venture, LLC (the Company) for the purpose of rehabilitating industrial real estate property on Aden and Arch Streets in Spartanburg, South Carolina. Immediately after the execution of the operating agreement Aden New South Corporation transferred by warranty deed the real estate on Aden and Arch Streets to Aden Street Redevelopment Venture, LLC. The operating agreement called for the issuance of 5,000 membership units with 4,999 units allocated to Aden New South Corporation and 1 unit allocated to The Citadel Companies, Inc. and Lost Forest Development, LLC. The agreement calls for the transfer by Aden New South Corporation of up to 2,499 membership units to The Citadel Companies, Inc. and Lost Forest Development, LLC on a prorata basis as individual bays in the warehouse are up fitted and leased to bona fide, arms-length lessees (approximately 250 units per bay).

The operating agreement also contains a provision whereby if The Citadel Companies, Inc./Lost Forest Development, LLC has not substantially commenced rehabilitation of the Company properties within 180 days of the execution of the operating agreement, the Company shall convey by warranty deed the real estate back to Aden New South Corporation and the Company will be dissolved. The Citadel Companies, Inc. /Lost Forest Development, LLC has not performed substantial work on the rehabilitation of the property to date; however, title to the real estate has not been transferred back to Aden New South Corporation and the Company has not been administratively dissolved.

**Note 14 - Risks and Uncertainties**

The Guild operates primarily in Spartanburg County, South Carolina and its revenues are generated primarily from residents of the County and surrounding areas. Competition in the area or changes in economic conditions in the Spartanburg area could have a significant impact on the Guild's future operations and financial condition.



February 23, 2015

Mr. James T. Kennedy  
Budget and Accounting Director  
City of Spartanburg  
P.O. Box 1749  
Spartanburg, SC 29304

Dear Mr. Kennedy:

Thank you for the opportunity to present our proposal for funding from the Hospitality Tax Fund. West Main Artists Co-operative (WMAC) is a 501(c)(3) non-profit organization.

***Our mission is to:***

***Provide*** local artists with affordable studio, sales, and display space within our building and grounds at 578 West Main Street in Spartanburg. We support new and established working artists within Spartanburg and surrounding communities; our members range in age from 18 to 84. We maintain an organization that does not discriminate due to age, sex, race, religion, or educational experience. We are the only arts organization in Spartanburg County that provides studio and continuous display space, and access to communal equipment, to both traditional and non-traditional artists, allowing them to pursue their work past the boundaries of college or art school instruction. Admittance to the Co-op is free and we are open to the public.

***Support*** the local community through exposure to the arts and by bringing into Spartanburg people from outside the city and state. More than half of our members reside outside of Spartanburg. They bring their families, friends, and community into Spartanburg on a regular basis for their shows and our special events. Each month, we hold multiple shows and openings that bring in anywhere from 100 to 400 visitors per showing.

**Since our opening five years ago, WMAC and its members have:**

- \*Transformed a former church building into a vibrant community for 56 artists who work in the 34 studios and communal areas within the building.
- \* Completed a major renovation of the former sanctuary into a large venue space that will be available for use by the community for art displays, performances, meetings, and events.
- \*Become the home to the non-profit improvisational theater troupe **Imagine That!**
- \* Partnered with the **Hub City Empty Bowl Project** by providing one of two locations for public and private bowl-making events. Over the past four years, we have worked with Carolina Clay Artists, the organizing sponsor, to provide space for members of the public to craft hand-made pottery bowls. We provide the kilns, power, and glazes for firing the bowls that are made at our location. Our ceramicists help to instruct the public in how to make the bowls.
- \*Collaborated with **Converse College, Wofford College, and USC Upstate** in providing students with work experiences and internships at a non-profit arts organization.
- \*In the fall of 2015 we will be the exhibition site for the **Artists' Guild of Spartanburg's Annual Juried Exhibition**. This exhibit is a three-state regional show that draws artists, their families, and friends into Spartanburg. In 2014, the opening night of the exhibition drew in over 250 people. During the weeks that the exhibit was on display, approximately 100 people per week visited the show.

**WMAC** is entirely governed by volunteers. We have been mainly self-supporting in our first five years of operation. Within these constraints, we have proven to be well-organized and capable of running a non-profit organization that serves local and regional artists, as well as the broader community of residents and out-of-town guests who attend our numerous artist shows, Art Walk evenings, free movie nights, workshops and demonstrations. There are, however, things that we need to do to move forward, and we have developed the following long-term goals as a result:

**WMAC Goal of Sustainability:**

- \*Hire a part-time director to assume day-to-day administrative duties, and help in the pursuit of grant and funding opportunities.
- \*Develop and implement a plan for marketing our new Venue. The Venue is a potential source of income for the Co-op.
- \*Acquire ownership of the facilities to maintain a continuously affordable and long-term commitment to the city of Spartanburg and its residents. Numerous studies show the benefits of our type of organization to the growth and revival of communities. They also show that ownership of the property is the best way to achieve success and longevity.

**WMAC Goal of Expanding opportunities for community involvement:**

- \*Establish an artists-in-residence program for local artists. In exchange for housing and studio space they would work at WMAC, helping with programs within the Co-op while simultaneously producing their own artwork. We would like to create and maintain an organization that provides the opportunity for our home grown artists to have a reason to stay in Spartanburg.

**WMAC Goal of Increasing awareness of our presence in the region through advertising and tourism:**

- \*Promote our mission and programs via print and on-line media, as well as on billboards and other advertising media.
- \*Expand the number of hours we are open to the public.

**WMAC Objectives:**

1. Hire a part-time executive director to assume day-to-day responsibility for operations of WMAC.
2. Continue enhancements to all areas within the Co-op with an emphasis on the Venue.
3. Purchase of the building to ensure the long-term viability of the Co-op.

As reflected by the following proposed Budget, we are asking for \$50,000 in hospitality tax support from City Council for the next funding cycle to pursue these goals and objectives.

## West Main Artists Co-operative Proposed Budget 2015-2016

### Income

City of Spartanburg – Hospitality Funds	50,000
Grants, Donations & Contributions	2,500
Miscellaneous Income	1,750
Rental Income	5,000
Gallery Sales Commission	2,600
Workshops, Membership Dues	40,500

Total Income 102,350

### Expenses

Executive Director	25,000
Advertising	5,600
Administrative	3,500
Office Expense	3,500
Maintenance & Repair	7,650
Venue Furnishings & Enhancements	5,000
Outside Services	3,500
Cleaning & Maintenance Supplies	5,500
Insurance	2,500
Utilities	15,000
Taxes	5,600
Lease Expense	18,000
Telephone, Internet	2,000

Total Expenses 102,350

**WMAC** thanks you for this opportunity to tell you a little about ourselves and to outline our plans for you. We would very much like to present our case to City Council. We hope to hear from you at your earliest convenience.

Sincerely,



Beth Regula  
Management Board Chair

# West Main Artists Cooperative

## PROFIT & LOSS

	Calendar Year		
INCOME	2014 Budget	2014 Actual	2015
CITY OF SPARTANBURG - HOSPITALITY			\$ 50,000
GRANTS, DONATIONS, CONTRIBUTIONS	\$ 1,600	\$ 4,082	\$ 2,500
MISCELLANEOUS INCOME		\$ 1,349	\$ 1,750
GALLERY/VENUE RENTAL INCOME		\$ 225	\$ 5,000
GALLERY SALES COMMISION	\$ 3,000	\$ 2,825	\$ 2,600
WORKSHOPS, MEMBERSHIP DUES	\$ 41,500	\$ 45,066	\$ 40,500
<b>TOTAL INCOME</b>	<b>\$ 46,100</b>	<b>\$ 53,547</b>	<b>\$ 102,350</b>
EXPENSES			
EXECUTIVE DIRECTOR			\$ 25,000
ADVERTISING	\$ 1,800	\$ 2,148	\$ 5,600
ADMINISTRATIVE	\$ 1,290	\$ 2,939	\$ 3,500
OFFICE EXPENSE	\$ 180	\$ 395	\$ 3,500
MAINTENANCE & REPAIRS	\$ 2,850	\$ 2,324	\$ 7,650
VENUE FURNISHING & ENHANCEMENTS		\$ 4,009	\$ 5,000
OUTSIDE SERVICES	\$ 2,589	\$ 2,193	\$ 3,500
CLEANING & MAINT. SUPPLIES	\$ 240	\$ 213	\$ 5,500
INSURANCE	\$ 1,500	\$ 1,250	\$ 2,500
UTILITIES	\$ 10,540	\$ 10,866	\$ 15,000
TAXES	\$ 5,000	\$ 5,583	\$ 5,600
LEASE EXPENSE	\$ 18,000	\$ 18,000	\$ 18,000
TELEPHONE, INTERNET	\$ 1,800	\$ 1,801	\$ 2,000
<b>TOTAL EXPENSES</b>	<b>\$ 45,789</b>	<b>\$ 51,721</b>	<b>\$ 102,350</b>
Loss/Gain	\$ 311	\$ 1,826	\$ -

## SUMMARY BALANCE SHEET

	2014
ASSETS	
CURRENT ASSETS	
Checking/Savings	\$ 25,548
<b>TOTAL CURRENT ASSETS</b>	<b>\$ 25,548</b>
OTHER ASSETS	\$ 699
<b>TOTAL ASSETS</b>	<b>\$ 26,247</b>
LIABILITIES	
CURRENT LIABILITIES	
Membership Deposits	8249
<b>TOTAL LIABILITIES</b>	<b>8249</b>
EQUITY	\$ 17,998
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$ 26,247</b>





## MEMORANDUM

**TO:** Spartanburg City Council  
**FROM:** Chris Story, Assistant City Manager  
**SUBJECT:** Upcoming Budget Worksession  
**DATE:** May 28, 2015

City Council has scheduled a budget worksession at 5:30 on Monday, June 1<sup>st</sup>. We will hear the remaining eight presentations for Hospitality Tax Discretionary Grants. After that, we will brief you on several budget items.

Police personnel will present information on two desired equipment acquisitions: tasers and body worn cameras. Given our limited revenue growth, it is unlikely that body worn cameras will be included in the Manager's recommended budget. Further, we believe the possibility of state or federal funding availability for cameras indicate that we should wait on that outcome before proceeding.

You will receive the full recommended budget document well in advance of the June 8<sup>th</sup> Council Meeting which will include a public hearing and an opportunity for Council to amend as desired at first reading. Second and final reading will occur on June 22<sup>nd</sup>. Amendments can be made then as well.

We look forward to any questions you may have. Thanks.