



**BOARD OF DIRECTORS MEETING  
TO BE HELD**

**October 9, 2023, at 11:00 a.m.  
4512 Manchester Ave, Suite 100, St. Louis, MO 63110**

**NOTICE & PROPOSED AGENDA**

**TAKE NOTICE** that on October 9, 2023, at 11:00 a.m. at 4512 Manchester Ave, Ste. 100, St. Louis, MO 63110, the Grove Community Improvement District (the "District") will hold its public Monthly Meeting to consider and act upon the matters on the following tentative agenda and such other matters as may be presented at the meeting and determined to be appropriate for discussion at that time.

1. Call to Order
2. Approval of Previous Minutes
3. Chairs Report & Announcement of the Order of Business
  - a. **Attendance Policy**
4. Public Comments & Questions (limited to 5 minutes per speaker)
5. Committee Reports:
  - a. **Safety and Security Committee (Kelly Spencer)**
    - i. Safety & Security Reports – (2<sup>nd</sup> District Patrol, NSI + TCF)
    - ii. Safety & Security Committee Meeting Recap – Kelly Spencer
    - iii. Grove Neighborhood Merchant Meeting Discussion
    - iv. Gramophone Lot Improvement Update
  - b. **Executive & Finance Committees (Matt Bauer/Kelly Kenter)**
    - i. Monthly Financials – Review
    - ii. Draft Audit – FY 2023
    - iii. Banking Resolution
  - c. **Public Service Committee (Guy Slay)**
    - i. Fall Annual Plantings
    - ii. Bollard Update
    - iii. Good Neighbor Agreement Letter Reminder
  - d. **Marketing Committee Update**
    - i. Engage Taste Contract Expires – 10.31.23
    - ii. Marketing Intern Role Draft
    - iii. Halloween Event – 10.31.23
6. District Updates – Ron Coleman
7. Sponsorship Requests
8. Other Business
  - i. Raising Caines – Discussion
9. Adjourn

**This meeting is open to the public;** provided, however, that a portion of the meeting may be closed pursuant to Section 610.021 RSMo with explicit notice of the reason for closure. Representatives of the news media may obtain copies of this notice, and persons with disabilities wishing to attend can contact: Park Central Development, 4512 Manchester #100, St. Louis, 63110, (314)535-5311.

**DATE POSTED: 10/6/2023 – 5:00 PM**

**• The Grove Community Improvement District •**

4512 Manchester #100 Saint Louis, MO 63110 (314) 535-5311

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

The Grove Community Improvement District Board of Directors  
Meeting Minutes

September 11, 2023

Board Members Present: Kelly Spencer, Kelly Kenter, Don Bellon, Tatyana Telnikova, Matt Bauer, Kimberly Smith-Drake

Board Members Absent: Sheryl Myers, Sal Martinez, Fahime Mohammad, Guy Slay

Others Present: Brian James, David Wright, Annette Pendilton, Abdul Abdullah (Park Central), Rob Betts (The City's Finest), Sam Jefferson (The City's Finest), Ron Coleman (City of St. Louis), Michael Browning (Alderman)

1. The meeting was called to order at 11:02am
2. **Minutes:** The July meeting minutes and August meeting minutes were approved as submitted. K Smith-Drake makes a motion to approve the meeting minutes; K Spencer seconded the motion. All in favor – motion passes.
3. **Public Comment:** None.
4. **Safety and Security Committee Report:**
  - a. Rob Betts, Director of The City's Finest, reviewed the public safety report. Overall crime in the CID is down roughly 17% from last year, reflecting data reported to the City of St. Louis. He also introduced Sam Jefferson, a retired St. Louis City police officer who now is the operations supervisor with TCF.
  - b. K Kenter requested a separate line item for extra security shifts in invoices.
  - c. K Kenter requested B James to include in the email congratulatory letter for sponsorships action items to reach out to TCF, ATBM, and any other relevant contacts.
  - d. The board mentioned that there have been incidents of cars in the District without lights on and R Betts confirmed that he and Sam will look into that question.
  - e. R Coleman noted that the Treasurer's Office is open to a meeting regarding the Gramophone lot and K Kenter asked B James to set something up.
5. **Executive and Finance Committee Report:**
  - a. M Bauer presented the updated financials and reviewed the rollover CDs. The directors approved the financial report as submitted. T Telnikova made a motion to approve the financials; K Smith-Drake seconded the motion. All in favor – motion passes.
  - b. K Kenter reviewed the grant program summary and the recommendation from the executive committee to sunset the grant programs, move the money into the savings account, and save the funds for future grant funding. M Bauer made a motion to approve the decision; D Bellon seconded the decision. All in favor – motion passes.
  - c. Annual Report: K Kenter reviewed the City and Public annual reports. K Spencer made a motion to approve the reports; T Telnikova seconded the motion. All in favor; motion passes.
6. **New Board Member: Will Essner**
  - a. K Kenter reviewed the recommendation from the executive and finance committee. K Spencer made a motion to approve the recommendation; M Bauer seconded. All in favor – motion passes.
7. **Public Service Committee Report:**
  - a. B James provided the updates on behalf of G Slay, introducing the street furniture RFP that the public service committee approved as well as other updates.

The Grove Community Improvement District Board of Directors  
Meeting Minutes

- b. K Spencer made a motion to approve the RFP; K Smith-Drake seconded the motion. All in favor – motion passes.
- 8. Marketing Committee Report:**
  - a. T Telnikova reviewed the last marketing committee meeting and updates with EngageTaste, website discussion, and a new committee member.
  - b. T Telnikova reflected on the Grove’s Trick or Treat event and asked the Board of Directors to sponsor the event at \$1,000. K Spencer made a motion to approve the funding; M Bauer seconded the motion. All in favor – motion passes.
- 9. Neighborhood Improvement Specialist Report:** The neighborhood improvement specialist reviewed his presentation with the group.
  - a. R Coleman presented some pedestrian concerns for a building at the eastern edge of the Grove. M Browning presented some other potential ideas as interim solutions given that he is also aware of the concerns.
  - b. K Kenter requested that R Coleman follow-up on two different light poles in the Grove that are down.
- 10. Sponsorship Requests:**
  - a. D Bellon made a motion to approve all sponsorships listed below; M Bauer seconded the motion. All in favor – motion passes.
    - i. The directors voted to approve the GroveFest Sponsorship application.
    - ii. The directors voted to approve the Moonlight Ramble Sponsorship application.
    - iii. The directors voted to approve the UCBC Oktoberfest Sponsorship application.
    - iv. The directors voted to approve the Shakespeare in the Park Sponsorship application, with the recommended amount from the Executive and Finance Committee.
- 11. Special Assessment:**
  - a. A Abdullah presented that the special assessment has been passed on to the City, with the new rate to be lowered from the current one through 2028.
- 12. New Business:**
  - a. K Kenter requested that B James include Raising Cane’s becoming a part of the CID on the next month’s agenda.
  - b. K Kenter thanked everyone for attending in person and reiterated that all directors are expected to be in-person for monthly meetings.
- 13. Adjournment:** The meeting was adjourned at 11:59am.

Respectfully Submitted:

David Wright, Commercial Corridor Manager at Park Central Development.

## **RESOLUTION NO. 2017-05**

### **A RESOLUTION OF THE GROVE COMMUNITY IMPROVEMENT DISTRICT ADOPTING BOARD ATTENDANCE POLICY**

WHEREAS, the Grove Community Improvement District (the “District”) is a community improvement district organized pursuant to Sections 67.1401 to 67.1571 of the Revised Statutes of Missouri (RSMo”), as amended (the “CID Act”), and established by the Board of Alderman of the City of St. Louis by Ordinance No. 68107 (the “Ordinance”) as a political subdivision of the State of Missouri; and

WHEREAS, at the regular meeting of the Board of Directors convened at 11:00am, September 11, 2017 at 4512 Manchester Avenue, St. Louis, MO 63110, at which was present a quorum of the directors, the directors took the action further described herein:

NOW, THEREFORE BE IT RESOLVED by the Board of Directors for the Grove Community Improvement District hereby adopts, accepts and approves RESOLUTION 2017-05 as follows:

#### **Board Attendance Policy**

##### **Purpose**

The following policy is designed to establish minimum attendance standards for appointed members of the board. It is intended to support full contribution from all board members.

##### **Definition of a Board Attendance Problem**

In order for the board to operate efficiently and effectively, board members are expected to be present and on time to each board meeting. A board-attendance problem occurs if any of the following conditions exist in regards to a board member's attendance to board meetings:

- The member has two un-notified absences.
- The member misses more than one third of the total number of board meetings in a fiscal year.

##### **Notified Absences**

A member’s absence shall constitute a “notified absence” where the member, in twenty-four (24) business hours advance of the meeting, informs the administrators of the board that the member will be absent.

An absence due to unforeseen circumstances such as illness or emergency shall also qualify as a notified absence where the member reports such absence to the board administrator as soon as reasonably possible.

The board administrators shall record as un-notified all absences involving neither advance notice nor unforeseen circumstances.

**Response to a Board-Attendance Problem**

If a board-attendance problem exists regarding a member, the Board Chair will promptly contact the member to discuss the problem. The member's response will be shared with the other board members. At that time, the board will decide what actions to take regarding the board member's future membership on the board.

If the board decides to terminate the board member's membership, termination will be conducted per the following policy and the board will promptly initiate a process to begin recruiting a new board member.

**Termination Policy**

Upon the board's decision to terminate a member, the Board Chair will call the member with and notify him or her of the board's decision to terminate the member's membership per the terms of the Board Attendance Policy. The Chair will request a letter of resignation from the terminated member to be received within the next two weeks.

The board will vote regarding acceptance of the member's resignation letter in the next board meeting and will promptly initiate a process to begin recruiting a new board member.

Adopted this 11<sup>th</sup> Day of September, 2017

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Kelly Kenter, Chairman

ATTEST

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Peter Rothschild, Secretary

**Grove CID**  
**Balance Sheet Comparison**  
As of September 30, 2023

	Total	
	As of Sep 30, 2023	As of Sep 30, 2022 (PY)
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Bank Accounts</b>		
1072 Bill.com Money Out Clearing	0.00	0.00
Operating (9310)	0.00	105,153.71
Reliance (4124)	0.00	0.00
Sales and Use Tax (0668)	51,926.78	364,239.90
Simmons - Grove 8418	154,287.93	
Simmons 2861 Grove CID Savings	1,000.00	
Special Assessments (3269)	0.00	0.00
X MO CD 0018 - 2	101,795.89	
X MO CD 0019 - 2	101,720.64	
X Mo CD 0020 - 2	101,768.16	
<b>Total Bank Accounts</b>	<b>\$ 512,499.40</b>	<b>\$ 469,393.61</b>
<b>Total Other Current Assets</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Total Current Assets</b>	<b>\$ 512,499.40</b>	<b>\$ 469,393.61</b>
<b>Fixed Assets</b>		
15000 Furniture and Equipment	0.00	0.00
Accum Depr - Furn & Equip	0.00	0.00
Accumulated Amort-Intangible As	-11,775.00	-11,775.00
Construction in Process	0.00	0.00
Intangible Assets	11,775.00	11,775.00
<b>Total Fixed Assets</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>TOTAL ASSETS</b>	<b>\$ 512,499.40</b>	<b>\$ 469,393.61</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Liabilities</b>		
<b>Accounts Payable</b>		
20000 Accounts Payable	-4,553.02	811.29
<b>Total Accounts Payable</b>	<b>-\$ 4,553.02</b>	<b>\$ 811.29</b>
<b>Total Current Liabilities</b>	<b>-\$ 4,553.02</b>	<b>\$ 811.29</b>
<b>Total Liabilities</b>	<b>-\$ 4,553.02</b>	<b>\$ 811.29</b>
<b>Equity</b>		
30000 Opening Balance Equity	8,122.97	5,620.00
32000 Retained Earnings	483,062.69	450,234.20
Fund Balance	0.00	0.00
Net Income	25,866.76	12,728.12
<b>Total Equity</b>	<b>\$ 517,052.42</b>	<b>\$ 468,582.32</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$ 512,499.40</b>	<b>\$ 469,393.61</b>

**Grove CID**  
**P&L**  
**July - September, 2023**

	Total			
	Sep 30, 2023	Actual YTD	Budget YTD	FY 2024 Budget
<b>Income</b>				
40000 Revenue			0.00	0.00
40100 CID 1% Sales and Use Tax	40,334.31	129,338.29	95,000.01	380,000.04
40150 Special Assessments	240.79	240.79	0.00	80,000.00
40200 Interest Earnings		3,463.62		
<b>Total 40000 Revenue</b>	<b>\$ 40,575.10</b>	<b>\$ 133,042.70</b>	<b>\$ 95,000.01</b>	<b>\$ 460,000.04</b>
<b>Total Income</b>	<b>\$ 40,575.10</b>	<b>\$ 133,042.70</b>	<b>\$ 95,000.01</b>	<b>\$ 460,000.04</b>
<b>Gross Profit</b>	<b>\$ 40,575.10</b>	<b>\$ 133,042.70</b>	<b>\$ 95,000.01</b>	<b>\$ 460,000.04</b>
<b>Expenses</b>				
<b>60100 Administrative Support</b>				
60110 Administration-Park Central		13,920.00	12,670.00	50,680.00
60130 Directors & Officers Insurance			0.00	22,000.00
60140 Audit Services			8,500.00	8,500.00
60150 Legal Services			999.99	3,999.96
60170 Storage Facility	91.00	455.00	297.00	1,188.00
<b>Total 60100 Administrative Support</b>	<b>\$ 91.00</b>	<b>\$ 14,375.00</b>	<b>\$ 22,466.99</b>	<b>\$ 86,367.96</b>
<b>60200 Marketing</b>				
60220 Website & Design Services	400.00	4,294.34	4,050.00	16,200.00
Sponsorship Expense		4,000.00		
<b>Total 60200 Marketing</b>	<b>\$ 400.00</b>	<b>\$ 8,294.34</b>	<b>\$ 4,050.00</b>	<b>\$ 16,200.00</b>
60270 Sponsorships	20,000.00	22,000.00	17,499.99	69,999.96 <small>Grove Fest Sponsorship</small>
<b>60300 Public Improvements</b>				
60310 Grove Signs Electricity		568.37	750.00	3,000.00
60315 Street Lighting Impr-Electricit	167.52	830.81	1,374.99	5,499.96
60320 Grove Signs Repairs & Mnt	2,415.00	3,329.55	1,249.98	4,999.92
60330 Other Public Improvements		760.00		
<b>Total 60300 Public Improvements</b>	<b>\$ 2,582.52</b>	<b>\$ 5,488.73</b>	<b>\$ 3,374.97</b>	<b>\$ 13,499.88</b>
<b>60400 Public Services</b>				
60410 Litter Control	7,054.67	20,804.67	13,249.98	52,999.92 <small>Summer trash pick should be ending soon</small>
60420 Landscaping			1,125.00	4,500.00
<b>Total 60400 Public Services</b>	<b>\$ 7,054.67</b>	<b>\$ 20,804.67</b>	<b>\$ 14,374.98</b>	<b>\$ 57,499.92</b>
<b>60500 Security &amp; Public Safety</b>				
60515 Cameras		1,322.08	1,249.98	4,999.92 <small>Invoice for TCF was paid in October</small>
60530 Thursday Security Patrols		17,622.50	13,162.50	52,650.00
60531 Friday Security Patrols		13,062.50	13,162.50	52,650.00
60532 Saturday Security Patrols		13,252.50	13,162.50	52,650.00
60533 Sunday Security Patrols		12,373.75	13,162.50	52,650.00
60534 Other Security Patrols		213.75		
<b>Total 60500 Security &amp; Public Safety</b>	<b>\$ 0.00</b>	<b>\$ 57,847.08</b>	<b>\$ 53,899.98</b>	<b>\$ 215,599.92</b>

# Grove CID P&L

July - September, 2023

	Total			
	Sep 30, 2023	Actual YTD	Budget YTD	FY 2024 Budget
Uncategorized Expense		0.00		
<b>Total Expenses</b>	<b>\$ 30,128.19</b>	<b>\$ 128,809.82</b>	<b>\$ 115,666.91</b>	<b>\$ 459,167.64</b>
<b>Net Operating Income</b>	<b>\$ 10,446.91</b>	<b>\$ 4,232.88</b>	<b>-\$ 20,666.90</b>	<b>\$ 832.40</b>
Transfer from Special Events	21,633.88	21,633.88		
<b>Total Other Expenses</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Net Other Income</b>	<b>\$ 21,633.88</b>	<b>\$ 21,633.88</b>	<b>\$ 0.00</b>	<b>\$ 0.00</b>
<b>Net Income</b>	<b>\$ 32,080.79</b>	<b>\$ 25,866.76</b>	<b>-\$ 20,666.90</b>	<b>\$ 832.40</b>

Grant revenues from PCD - will  
move to Simmons savings account  
in October

Wednesday, Oct 04, 2023 08:18:43 AM GMT-7 - Accrual Basis



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August 16, 2023

The Grove Community Improvement District  
4512 Manchester Suite 100  
St. Louis, MO 63110

Management Comment Letter

Ladies and gentlemen of the board:

In planning and performing our audit of the modified cash basis financial statements of the governmental activities, and the major fund information of the Grove community Improvement District (the District) as of and for the year ended June 30, 2023, in accordance with auditing standards generally accepted in the United States of America, we considered the District's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinions on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of District's internal control. Accordingly, we do not express an opinion on the effectiveness of District's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatement on a timely basis. A material weakness is a deficiency, or combination of deficiencies in internal control, such that there is a reasonable possibility that a material misstatement of the District's financial statements will not be prevented or detected and correct on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be material weaknesses. Given these limitations during our audit, we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

We noted the following current year matters:

Prior Control Deficiency #1

The District maintains deposits that are only partially covered by FDIC insurance. As of June 30, 2023, the amount of uninsured funds totaled \$52,503. All public funds are to be covered by FDIC or pledged collateral per Missouri Statute (RSMo) 110.010.

Recommendation

We recommend obtaining pledged collateral for funds not insured under FDIC insurance or moving funds into multiple institutions such that total funds are less than \$250,000 per bank.

If you have any questions on internal control, feel free to call me anytime at 314-845-7999.

Sincerely,

*Fick, Eggemeyer, and Williamson*

Fick, Eggemeyer, and Williamson CPAs

**DRAFT**

**The Grove  
Community Improvement District**

**Annual Financial Statements**

**For The Year Ended June 30, 2023**

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# DRAFT

## INDEPENDENT AUDITORS' REPORT

To the Board of Directors  
The Grove Community Improvement District

### **Opinions**

We have audited the accompanying modified cash basis financial statements of the governmental activities and each major fund of The Grove Community Improvement District, as of and for the year ended June 30, 2023, and the related notes to the financial statements, which collectively comprise The Grove Community Improvement District's basic financial statements as listed in the table of contents.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective modified cash basis financial position of the governmental activities and each major fund of The Grove Community Improvement District, as of June 30, 2023, and the respective changes in modified cash basis financial position and, where applicable, cash flows thereof for the year then ended in accordance with the modified cash basis of accounting as described in Note 1.

### **Basis for Opinions**

We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are required to be independent of The Grove Community Improvement District, and to meet our other ethical responsibilities, in accordance with the relevant ethical requirements relating to our audit. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinions.

### **Emphasis of Matter - Basis of Accounting**

We draw attention to Note 1 of the financial statements, which describes the basis of accounting. The financial statements are prepared on the modified cash basis of accounting, which is a basis of accounting other than accounting principles generally accepted in the United States of America. Our opinions are not modified with respect to this matter.

### **Responsibilities of Management for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with the modified cash basis of accounting described in Note 1, and for determining that the modified cash basis of accounting is an acceptable basis for the preparation of the financial statements in the circumstances. Management is also responsible for 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.

## **Auditors' Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinions. Reasonable assurance is a high level of assurance but is not absolute assurance and therefore is not a guarantee that an audit conducted in accordance with generally accepted auditing standards will always detect a material misstatement when it exists. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control. Misstatements are considered material if there is a substantial likelihood that, individually or in the aggregate, they would influence the judgment made by a reasonable user based on the financial statements.

In performing an audit in accordance with generally accepted auditing standards, we:

- Exercise professional judgment and maintain professional skepticism throughout the audit.
- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, and design and perform audit procedures responsive to those risks. Such procedures include examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements.
- Obtain an understanding of internal control relevant to the audit 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 Grove Community Improvement District's internal control. Accordingly, no such opinion is expressed.
- Evaluate the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluate the overall presentation of the financial statements.
- Conclude whether, in our judgment, there are conditions or events, considered in the aggregate, that raise substantial doubt about The Grove Community Improvement District's ability to continue as a going concern for a reasonable period of time.

We are required to communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit, significant audit findings, and certain internal control-related matters that we identified during the audit.

## **Other Matters**

### *Other Information*

Management is responsible for the other information included in the annual report. The other information comprises the budgetary comparison schedule and related notes but does not include the basic financial statements and our auditors' report thereon. Our opinions on the basic financial statements do not cover the other information, and we do not express an opinion or any form of assurance thereon.

In connection with our audit of the basic financial statements, our responsibility is to read the other information and consider whether a material inconsistency exists between the other information and the basic financial statements, or the other information otherwise appears to be materially misstated. If, based on the work performed, we conclude that an uncorrected material misstatement of the other information exists, we are required to describe it in our report.

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
STATEMENT OF NET POSITION - MODIFIED CASH BASIS  
JUNE 30, 2023

	Governmental Activities
<b>ASSETS</b>	
Current assets	
Cash and cash equivalents	\$ 289,478
Certificates of deposit	201,708
Total current assets	491,186
Noncurrent assets	
Capital assets, net of accumulated depreciation	167,153
Total noncurrent assets	167,153
<b>TOTAL ASSETS</b>	<b>\$ 658,339</b>
 <b>LIABILITIES</b>	
Current liabilities	
None	\$ -
Total current liabilities	-
Noncurrent liabilities	
None	-
Total noncurrent liabilities	-
<b>TOTAL LIABILITIES</b>	<b>\$ -</b>
 <b>NET POSITION</b>	
Net investment in capital assets	\$ 167,153
Unrestricted	491,186
<b>TOTAL NET POSITION</b>	<b>\$ 658,339</b>

The notes to the financial statements are an integral part of this statement

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
STATEMENT OF ACTIVITIES - MODIFIED CASH BASIS  
FOR THE YEAR ENDED JUNE 30, 2023

FUNCTIONS/PROGRAMS	<u>Expenses</u>	<u>Charges for Services and Sales</u>	<u>Operating Grants and Contributions</u>	<u>Capital Grants and Contributions</u>	<u>Governmental Activities</u>
Governmental activities:					
Community improvements	\$ 501,655	\$ -	\$ -	\$ -	\$ (501,655)
Total governmental activities	<u>\$ 501,655</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>(501,655)</u>

General revenues:	
Sales and use tax	424,143
Special assessments	112,054
Investment income	881
Total general revenues	<u>537,078</u>
Change in net position	35,423
Net position - beginning	<u>622,916</u>
Net position - ending	<u>\$ 658,339</u>

The notes to the financial statements are an integral part of this statement

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
STATEMENT OF ASSETS, LIABILITIES AND  
FUND BALANCE - MODIFIED CASH BASIS  
GOVERNMENTAL FUNDS  
JUNE 30, 2023

	General
ASSETS	
Cash and cash equivalents	\$ 289,478
Certificates of deposit	201,708
TOTAL ASSETS	\$ 491,186
 LIABILITIES AND FUND BALANCE	
Liabilities	
None	\$ -
TOTAL LIABILITIES	\$ -
Fund balance	
Unassigned	\$ 491,186
TOTAL FUND BALANCE	491,186
TOTAL LIABILITIES AND FUND BALANCE	\$ 491,186

The notes to the financial statements are an integral part of this statement



THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
RECONCILIATION OF THE STATEMENT OF ASSETS, LIABILITIES  
AND FUND BALANCE - MODIFIED CASH BASIS - GOVERNMENTAL FUNDS  
TO THE STATEMENT OF NET POSITION - MODIFIED CASH BASIS  
JUNE 30, 2023

Total fund balance - governmental funds	\$ 491,186
Amounts reported for governmental activities in the statement of net position are different because:	
Capital assets used in governmental activities are not financial resources and therefore are not reported in the funds.	<u>167,153</u>
Total net position of governmental activities	<u><u>\$ 658,339</u></u>

The notes to the financial statements are an integral part of this statement

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES  
IN FUND BALANCE - MODIFIED CASH BASIS  
GOVERNMENTAL FUNDS  
FOR THE YEAR ENDED JUNE 30, 2023

	General
Revenues	
Sales and use tax	\$ 424,143
Special assessments	112,054
Investment income	881
Total revenues	537,078
Expenditures	
Current	
Community improvements	501,746
Total expenditures	501,746
Excess (deficiency) of revenues over expenditures	35,332
Fund balance - beginning of year	455,854
Fund balance - end of year	\$ 491,186

The notes to the financial statements are an integral part of this statement

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
RECONCILIATION OF THE STATEMENT OF REVENUES, EXPENDITURES AND  
CHANGES IN FUND BALANCE - MODIFIED CASH BASIS - GOVERNMENTAL FUNDS  
TO THE STATEMENT OF ACTIVITIES - MODIFIED CASH BASIS  
FOR THE YEAR ENDED JUNE 30, 2023

Net change in fund balances - total governmental funds	\$	35,332
<p>Amounts reported for governmental activities in the statement of activities - modified cash basis are different because:</p> <p>Governmental funds report capital outlays as expenditures. However, in the statement of net position - modified cash basis the cost of those assets is allocated over their estimated useful lives and reported as depreciation expense.</p>		
Capital outlay		37,918
Depreciation expense		<u>(37,827)</u>
Change in net position of governmental activities	\$	<u><u>35,423</u></u>

The notes to the financial statements are an integral part of this statement

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2023

**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accounting and financial reporting policies of The Grove Community Improvement District (the “District”) conform to the modified cash basis of accounting (OCBOA) as applied to government entities. The following is a summary of significant policies.

Reporting Entity

The purpose of the District is to improve a specific area of the Forest Park Southeast neighborhood in St. Louis, Missouri primarily through public space improvements, maintenance, security, economic development, and other programs. All revenues and expenditures of the District are recorded in the accounts of the District. The District is established as a political subdivision. The District is not a component unit of any other entity and, as such, is presented in the financial statements as a stand-alone entity. The District is exempt from federal and state taxes.

The District defines its financial reporting entity in accordance with the provisions of the Governmental Accounting Standards Board (GASB). The statement requirement for inclusion of component units is based primarily upon whether the District’s governing body has any significant amount of financial accountability for potential component units. The District is financially accountable if it appoints a voting majority of a potential component unit’s governing body and is able to impose its will on that potential component unit, or the potential component unit may provide specific financial benefits to, or impose specific financial burdens on, the District. Currently, the District does not have any component units.

Government-wide Financial Statements

The government-wide financial statements (i.e., the statement of net position - modified cash basis and the statement of activities - modified cash basis) report information on all of the non-fiduciary activities of the District. As a general rule, the effect of interfund activity has been removed from these statements.

The statement of activities - modified cash basis demonstrates the degree to which the direct expenses of a given function or segment are offset by program revenues. Direct expenses are those that are clearly identifiable with a specific function. Taxes, unrestricted interest earnings, gains, and other miscellaneous revenues not properly included among program revenues are reported instead as general revenues. Separate financial statements are provided for governmental funds.

Fund Accounting - Financial activities of the reporting entity are organized into funds, each of which is considered to be a separate accounting entity. Each fund is accounted for by providing a separate set of self-balancing accounts that constitute its assets, liabilities, fund balance, revenues, and expenditures/expenses. Funds are organized into three major categories: governmental, proprietary, and fiduciary. The District only maintains governmental funds. An emphasis is placed on major funds within the governmental category

The General Fund is the primary operating fund of the District and is always classified as a major fund. It is used to account for all activities except those legally or administratively required to be accounted for in other funds.

Measurement Focus and Basis of Accounting

Measurement focus is a term used to describe “how” transactions are recorded within the various financial statements. Basis of accounting refers to “when” transactions are recorded regardless of the measurement focus applied.

In the government-wide statement of net position - modified cash basis and the statement of activities - modified cash basis, governmental activities are presented using the economic resources measurement focus, within the limitations of the modified cash basis of accounting.

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2023

**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

In the fund financial statements, all governmental funds utilize a “current financial resources” measurement focus as applied to the modified cash basis of accounting. Only current financial assets and liabilities are generally included on their balance sheets. Their operating statements present sources and uses of available spendable financial resources during a given period. These funds use fund balances as their measure of available spendable financial resources at the end of the period.

In the government-wide statement of net position - modified cash basis, the statement of activities - modified cash and the fund financial statements, governmental activities are presented using a modified cash basis of accounting. This basis recognizes assets, liabilities, net position, revenues, and expenditures when they result from cash transactions with a provision for depreciation in the government-wide statements. This basis is a comprehensive basis of accounting other than U.S. generally accepted accounting principles.

Governmental activities in the government-wide financial statements and the governmental funds’ financial statements are presented on the modified cash basis of accounting. Accordingly, revenue is recognized and recorded when cash is received and expenditures are recognized and recorded when checks are written. This differs from the accounting principles generally accepted in the United States of America of recording revenues and expenditures of governmental funds when they become measurable and available and when the related liability is incurred.

As a result of the use of this modified cash basis of accounting, certain assets and their related revenues and certain liabilities and their related expenses are not recorded in these financial statements. The modifications to the cash basis are certificate of deposits, when applicable, and capital assets.

Governmental Accounting Standards Board (GASB) Statement No. 33, Accounting and Financial Reporting for Non-exchange Transactions, groups non-exchange transactions into the following four classes, based upon their principal characteristics: derived tax revenues, imposed nonexchange revenues, government-mandated nonexchange transactions, and voluntary non-exchange transactions. The District did not have any government-mandated non-exchange transactions or voluntary nonexchange transactions during the fiscal year ended June 30, 2023.

Cash and Cash Equivalents, and Certificates of Deposit

The District considers all highly liquid debt instruments with a maturity of three months or less to be cash equivalents. Missouri State Statute requires that all deposits with financial institutions be collateralized in an amount at least equal to uninsured deposits.

Certificates of deposit held at local banks with an original maturity of more than three months are valued at cost and labeled as certificates of deposit in the financial statements.

Uses of Estimates

The preparation of basic financial statements in conformity with the other comprehensive basis of accounting used by the District requires management to make estimates and assumptions that affect the reported amounts in the basic financial statements and the accompanying notes. Actual results could differ from those estimates.

Risk Management

The District is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The District maintains commercial insurance coverage covering each of those risks of loss. Management believes such coverage is sufficient to preclude any significant uninsured losses to the District. Settled claims resulting from these risks have not exceeded insurance coverage in any of the past three fiscal years.

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
 NOTES TO FINANCIAL STATEMENTS  
 JUNE 30, 2023

**NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)**

Capital Assets

Capital assets, which include land, building and improvements, equipment, and infrastructure assets, are reported in the expenses column in the government-wide financial statements. Capital assets are defined by the District as assets with an initial, individual cost of more than \$1,000 and estimated useful life in excess of one year. Such assets are recorded at historical cost or estimated historical cost if purchased or constructed. Donated capital assets are recorded at estimated fair market value on the date of donation. The costs of normal maintenance and repairs that do not add to the value of the assets or materially extend asset lives are not capitalized.

Depreciation is being computed on the straight-line method, using asset lives as follows:

Assets	Years
Infrastructure and intangibles	3-20

Governmental Fund Balances

Fund Balance is the difference between assets and liabilities in a Governmental Fund. The following types of fund balances may be presented in the Governmental Funds Statement of Net Position - Modified Cash Basis:

Unassigned - available expendable financial resources in a Governmental Fund that are not designated for a specific purpose. The following account comprises the unassigned fund balance: General Fund.

The District uses restricted amounts first when both restricted and unassigned fund balances are available unless there are legal contracts that prohibit doing this.

Net Position

Net Position represents the difference between assets and liabilities. Net investment in capital assets represents the cost of capital assets, net of accumulated depreciation, reduced by the outstanding balance of any long-term debt used to build or acquire the capital assets. Net position is reported as restricted when there are limitations imposed on their use either through the enabling legislation or through external restrictions imposed by creditors, grantors, or laws or regulations of other governments. All other net position is reported as unrestricted. The District utilizes restricted resources first when an expense is incurred for purposes for which both restricted and unrestricted net position is available.

**NOTE 2 - DEPOSITS**

Missouri Statutes require that all deposits be protected by insurance, surety bond, or collateral. The market value of the collateral pledged must equal 100% of the deposits not covered by insurance or corporate surety bonds.

Deposits - At year-end, the carrying amount of the District's deposits (including certificates of deposit) totaled \$491,186 and bank balances totaled \$491,422.

Custodial Credit Risk - Custodial credit risk is the risk that in the event of a bank failure, the District's deposits may not be returned to it. The District does not have a policy for custodial credit risk that follows Missouri Statutes for deposits. Each depositor is insured by the Federal Deposit Insurance Corporation (FDIC) for up to \$250,000 of demand deposits and another \$250,000 for time and savings deposits. At June 30, 2023, the District held \$52,503 in uninsured deposits and there was no pledged collateral.

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
NOTES TO FINANCIAL STATEMENTS  
JUNE 30, 2023

**NOTE 3 - CAPTIAL ASSETS**

	<b>Beginning Balances</b>	<b>Increases</b>	<b>Decreases</b>	<b>Ending Balances</b>
<b>Governmental activities:</b>				
<i>Capital assets being depreciated:</i>				
Infrastructure	\$ 296,667	\$ 37,918	\$ -	\$ 334,585
Total capital assets being depreciated	296,667	37,918	-	334,585
<i>Less accumulated depreciation for:</i>				
Infrastructure	129,605	37,827	-	167,432
Total accumulated depreciation	129,605	37,827	-	167,432
Total net capital assets being depreciated	167,062	91	-	167,153
Governmental activity capital assets, net	<u>\$ 167,062</u>	<u>\$ 91</u>	<u>\$ -</u>	<u>\$ 167,153</u>

Depreciation expense charged for the year ended June 30, 2023, was \$37,827, which was charged to the program/function community improvements.

**NOTE 4 - COMMITMENTS AND CONTINGENCIES**

Administrator contract commitment: The District contracts with a separate entity for administrative services for the term of July 1, 2023 to June 30, 2026. The District shall pay the Administrator \$55,680 per fiscal year in quarterly installments. As of June 30, 2023, the District had a remaining commitment of \$167,040 under this agreement.

Street maintenance: On April 20, 2022, the District contracted with a separate entity for street cleaning and maintenance services within the District for the term of July 1, 2022 to June 30, 2024. As of June 30, 2023, the District had a remaining commitment of \$47,000 under this agreement.

Security: On November 8, 2021, the District contracted with a third part related entity for security patrol services within the District for an indefinite term, until one party withdraws from participation via written notification to all other parties involved. As of June 30, 2023, the District had a commitment to pay up to \$95 per hour per patrol officer under this agreement.

**NOTE 5 - SUBSEQUENT EVENTS**

Management has evaluated subsequent events through August 16, 2023, the date which the financial statements were available for issue, and noted no reportable events.

## Other Information



THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
 BUDGETARY COMPARISON SCHEDULE  
 GENERAL FUND  
 FOR THE YEAR ENDED JUNE 30, 2023

	Budgeted Amounts			Variance Positive (Negative)
	Original	Final	Actual	
<b>Revenues</b>				
Sales and use tax	\$ 300,000	\$ 300,000	\$ 424,143	\$ 124,143
Special assessments	90,000	90,000	112,054	22,054
Investment income	-	-	881	881
Miscellaneous	38,630	38,630	-	(38,630)
<b>Total revenues</b>	<b>428,630</b>	<b>428,630</b>	<b>537,078</b>	<b>108,448</b>
<b>Expenditures</b>				
Administration	83,380	83,380	89,774	(6,394)
Public services	50,500	50,500	58,020	(7,520)
Sponsorships	54,600	54,600	73,500	(18,900)
Marketing	14,000	14,000	15,268	(1,268)
Public improvements	15,550	15,550	30,138	(14,588)
Security and public safety	210,600	210,600	235,046	(24,446)
<b>Total expenditures</b>	<b>428,630</b>	<b>428,630</b>	<b>501,746</b>	<b>(73,116)</b>
<b>Excess (deficiency) of revenues over expenditures</b>	<b>\$ -</b>	<b>\$ -</b>	<b>35,332</b>	<b>\$ 35,332</b>
Fund balance - beginning of year			455,854	
Fund balance - end of year			<u>\$ 491,186</u>	

THE GROVE COMMUNITY IMPROVEMENT DISTRICT  
NOTES TO BUDGETARY COMPARISON INFORMATION  
JUNE 30, 2023

**NOTE 1 - BUDGETS AND BUDGETARY ACCOUNTING**

The District follows these procedures in establishing the budgetary data reflected in the financial statements:

- a. The budget is prepared on the modified cash basis of accounting
- b. State law requires that no earlier than 180 days and no later than 90 days prior to the first day of each fiscal year, each CID's Board of Directors shall submit to the governing body of the municipality a proposed annual budget, setting forth expected expenditures, revenues, and rates of assessment and taxes, if any, for such fiscal year.

**NOTE 2 - EXPENDITURES IN EXCESS OF BUDGET**

	<u>Budget</u>	<u>Actual</u>
General	\$ 428,630	\$ 501,746

**Grove CID**  
**Revenue Sals and Use Taxes**

	<b>2022</b>	<b>2023</b>	<b>Variance</b>
<b>Aug-23</b>	36,212.34	40,334.31	4,121.97
<b>YTD</b>	273,832.00	311,549.62	37,717.62

\* Aug totals are from July Sales

**FISCAL YEAR**

<b>Year</b>	<b>1st Quarter</b>	<b>2nd Quarter</b>	<b>3rd Quarter</b>	<b>4th Quarter</b>	<b>Yearly Collections</b>
<b>2020</b>	\$ 78,382	\$ 68,760	\$ 89,738	\$ 70,304	\$ <b>307,184</b>
<b>2021</b>	\$ 78,045	\$ 72,475	\$ 56,620	\$ 63,789	\$ <b>270,928</b>
<b>2022</b>	\$ 131,337	\$ 85,612	\$ 85,193	\$ 108,614	\$ 410,756
<b>2023</b>	\$ 106,886	\$ 101,811	\$ 98,507	\$ 144,821	\$ <b>452,025</b>
<b>2024</b>	\$ 129,338				

**CALENDAR YEAR**

<b>Year</b>	<b>1st Quarter</b>	<b>2nd Quarter</b>	<b>3rd Quarter</b>	<b>4th Quarter</b>	<b>Yearly Collections</b>
<b>2020</b>	\$ 89,738	\$ 70,304	\$ 78,045	\$ 72,475	\$ <b>312,581</b>
<b>2021</b>	\$ 56,620	\$ 63,789	\$ 131,337	\$ 85,612	\$ <b>339,378</b>
<b>2022</b>	\$ 85,193	\$ 108,614	\$ 106,886	\$ 101,811	\$ <b>402,503</b>
<b>2023</b>	\$ 98,507	\$ 144,821	\$ 129,338		\$ <b>372,667</b>



**Grove CID**  
**Balance Sheet**  
As of September 14, 2023

		<u>Total</u>
<b>ASSETS</b>		
<b>Current Assets</b>		
<b>Bank Accounts</b>		
		Closing bank account once MO Dept of Rev has switched to
<b>Sales and Use Tax (0668)</b>	61,886.07	Simmons account
<b>Simmons - Grove 8418</b>	154,047.14	
<b>Simmons 2861 Grove CID Savings</b>	1,000.00	New savings account
<b>X MO CD 0018 - 2</b>	101,795.89	
<b>X MO CD 0019 - 2</b>	101,720.64	
<b>X Mo CD 0020 - 2</b>	101,768.16	
<b>Total Bank Accounts</b>	<b>\$ 522,217.90</b>	

# Social Media Management

For the Grove Community Improvement District

[www.engagetaste.com](http://www.engagetaste.com) | [sara@engagetaste.com](mailto:sara@engagetaste.com) | 314-363-1899



# Introduction

ENGAGETASTE IS A WEB DESIGN, BRANDING AND CONTENT CREATION AGENCY.

I am thrilled to have this opportunity to continue our collaboration.

My passion lies in creating beauty, compelling stories and tools that drive business growth. As both a designer and a writer, I craft rich experiences that express depth, personality, and professionalism in a wholly unique way. I find immense joy in fostering a sense of connection between the community and my clients.

I approach every project with meticulous attention to detail, taking the time to understand the goals, values and brand identity of my clients. I collaborate closely with my clients, ensuring that their vision is realized while providing my expertise and guidance throughout the process.

— Sara Graham

Founder / Storyteller / Strategist



# Objective

In managing the social media content for the Grove CID, my goal is to:

1. Deliver engaging content aligned with your identity and values
2. Increase your organization's reach
3. Position you as an integral piece of the greater St. Louis region
4. Foster meaningful connections in the community
5. Drive business growth for your member businesses

## Current Managed Accounts

### **THE GROVE, ST LOUIS, MO**

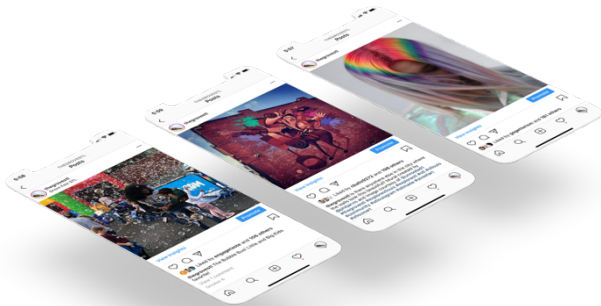
<https://www.instagram.com/thegrovestl/>

<https://www.facebook.com/thegrovestl>

### **TASTE CATERING, SAN FRANCISCO, CA**

<https://www.instagram.com/tastecateringsf/>

<https://www.facebook.com/TasteCateringSF>



## Past Managed Accounts

### **NATHANIEL REID BAKERY, ST LOUIS, MO**

<https://www.instagram.com/nathanielreidbakery/>

<https://www.facebook.com/nathanielreidbakery/>

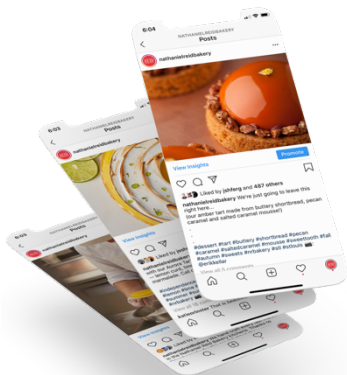
<https://twitter.com/nathanielreid>

### **KAKAO CHOCOLATE, ST LOUIS, MO**

<https://www.instagram.com/kakaochocolatestl/>

<https://www.facebook.com/kakaostl>

<https://twitter.com/kakaostl>





## Team

All written content, aesthetics and brand tone and voice will be handled by Sara Graham with [EngageTaste](#).

Scheduling will be handled by Joanna Emma, EngageTaste's virtual assistant.

Photography and video will be handled by a new social media team member, Justin Jones with 2<sup>nd</sup> Story Visuals ([Facebook](#) and [Instagram](#)). His career highlights include:

- ⇒ Fresh Produce (*a monthly hip hop event at Sophie's Artist Lounge*)
- ⇒ DJ Mahf and DJ VThom at Platypus (*this last Dre Day*)
- ⇒ My Posse In Effect (*a Beastie Boys Tribute band*)
- ⇒ "The Funktion" (*a local funk music festival*)
- ⇒ Mighty Kind Cannabis Seltzer (*freelance music videos and promo reels*)
- ⇒ The Grandel Theater
- ⇒ The Dark Room
- ⇒ Drone and first-person real estate photography
- ⇒ Portraits
- ⇒ Nature and street photography

## Scope of Work

In order to keep your existing followers engaged while also attracting new followers each month, I focus on unique content – timely information, compelling human interest, business or artist spotlights, genuine passion and gorgeous visuals.

To fully capture the spirit of your diverse community, a blended approach to content creation is utilized: new photography from our team photographer and curated images from your businesses with captions and hashtags from me and image credit to them.

### **CID CHECK-INS**

Upon acceptance of this proposal, I recommend an initial, **1-hour check-in meeting** to review your current goals, values, desired aesthetic and content categories. I would also like to work with you to develop a strategy to regularly connect with your community businesses to ensure they are being represented.

In addition, in order to ensure that content is on point, upcoming events are brought to my attention and all businesses are being adequately represented, I propose **3 quarterly, 30-minute meetings** to meet with the Marketing Committee and review progress.

## DELIVERABLES

We will continue using our shared Google Drive document where posts are drafted on the 15<sup>th</sup> of each month for the next calendar month:

	A	B	C	D	E	F	G	H	I
		POST TEXT	THUMBNAIL	HASHTAGS (IG + Twitter only)	CATEGORY	TIME	SCHEDULED?	LINKS (Facebook only)	TAGS (research for each platform)
1	7/2	Attention foodies and neighborhood explorers!   FEAST just published a dining guide for the Grove! 🍴📖📍 Get ready to embark on a delicious adventure! @feastmag		#NeighborhoodEats #RestaurantGuide #DeliciousDiscoveries #TheGroveSTL #GroveSTL	Restaurants	9:00 AM	Yes	<a href="https://www.feastmagazine.com/restaurants/explore-all-the-grove-has-to-offer-with-our-neighborhood-guide/article_180ef2a-s855-11e5-b853-7be208b71482.html">https://www.feastmagazine.com/restaurants/explore-all-the-grove-has-to-offer-with-our-neighborhood-guide/article_180ef2a-s855-11e5-b853-7be208b71482.html</a>	@feastmag
2	7/6	No plain old sandwiches at the Gramophone! This mouthwatering masterpiece features creamy mac and cheese, crispy bacon and a spicy kick of jalapenos. 🌶️🍷 @thegramophone		#MacAndCheeseSandwich #FoodieAdventure #FlavorExplosion #ComfortFoodCravings #TheGroveSTL #GroveSTL	Restaurants	12:00 PM	Yes		@thegramophone
3	7/8	Did you know the Grove is home to an award-winning master colorist? Be bold, playful and express your unique style with a kaleidoscope of colors that will transform your hair into a mesmerizing work of art! 🌈 @kristincheeseman		#RainbowHair #ColorfulExpressions #UnleashYourTrueColors #HairArtistry #BeBoldBeYou #TheGroveSTL #GroveSTL	Retail / Services	4:00 PM	Yes		@kristincheeseman
4	7/10	Kick up your heels and dance the night away at @handlebarst! No partner needed—just bring your enthusiasm, a smile, and a willingness to let loose and have a great time! 🍷🎶 @Matt Middeke		#DanceFloorMagic #BarLife #TheGroveSTL #GroveSTL	Bars	11:00 AM	Yes		@handlebarst
5	7/12	This is a direction we like to see! 🌱🍃 @neongreensstl		#NeonGreens #NeonGreensSTL #STLEats #TheGroveSTL #GroveSTL	Restaurants	6:00 PM	Yes		@neongreensstl

## REPORTING

On the first of every month (or the first business day), I deliver a detailed report to my Grove CID contact that covers follower and engagement numbers, demographic insight, the top 5 most popular posts and identification of areas for improvement for the next month.

# Investment

## **CONTENT CREATION**

\$1,295/mo

⇒ 4 posts/week

## **COMMITTEE LIASON**

\$475

⇒ 1 initial check-in call @ 1 hour

⇒ 3 quarterly calls @ 30 minutes each

## **PHOTOGRAPHY** (including drone, if desired)

\$200/mo

⇒ 5-10 images/mo

⇒ Invoiced by 2<sup>nd</sup> Story Visuals

## **VIDEO REELS** (for Tiktok and/or Instagram)

\$200/ea

⇒ Up to 30 seconds each

⇒ Invoiced by 2<sup>nd</sup> Story Visuals

Thank you for considering EngageTaste.  
I look forward to continuing our work together.

Sara Graham



# Trick or Treat

October 31 | 4-6pm

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**Entertainment, candy and fun for  
everyone!**

**Kids & Pups welcome!  
Lil Monsters Dance party  
6pm on HandleBar's Patio**

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**Visit [TheGroveSTL.com](http://TheGroveSTL.com) for a list  
of participating businesses**