



Stay local. Shop locally.

North Andover Merchants Association

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www.NorthAndoverMerchants.org

Stay local. Shop locally.

Merchants Association Meeting Minutes

Wednesday, October 7th, 2015, 7:00pm

North Andover Senior Center

120 Main Street rear, North Andover, MA 01845

Call to Order

- Round Table Introductions and Attendance (Dawn Pease)

Name	Business	Name	Business
Jill Romano	Etcetera Women's Designer Clothing	Dawn Pease	Dawn's Sign Tech
Linda Pedi	Ed Pedi Photography	Phil Jay	Perfecto's Caffe
Sylvie Foulds	Kids Karousel	Chris Palermo	BlueDog
Maria Barcelos	Nova Salon & Spa	EJ Foulds	NAPD
Joe Barcelos	Nova Salon & Spa	Terry Holland	Stachey's
Jim Smith	MTM Insurance	Alyssa Cohen	Dottie's Delights
Amy Feinerman	Acupuncture and Holistic Wellness	Lois McGinness	Salem Five Bank
Ryan Titcomb	NAFD	Bill McCarthy	NAFD

- Accept Minutes from September Meeting. (Dawn Pease)
 - Motion to accept Minutes: Lois McGinness, Second: Chris Palermo, Vote: Unanimous
- Treasurer's Reports (Lois McGinness)
 - (See Attached)
 - Motion to Accept Treasurer's report: Sylvie Foulds, Second: Linda Pedi, Vote: Unanimous

New Members:

- The Soul House – Jason Ostrowski
- Hue House – Julie Potvin
- Sarah Tanaki with Mouse Councilors – Sarah Tanaki
- Etcetera – Jill Romano

Guest Speaker:

Firefighter Ryan Titcomb and Bill McCarthy to talk about Fire Prevention Week 2015/Open House

- Open house will be Saturday November 7th from 9:00am-11:00am at new Central Fire Station 795 Chickering Rd
- Safety Education Program for 1st - 3rd Graders.
- Each child will get a fun educational packet about fire safety and prevention
- Ryan thanked NAMA for inviting the NAPD to the Fall Festival, and requested we have them again next year.

Committee Reports

1. September Mixer At Jamie's Restaurant on High St
 - a. Great turn out, Jaime had us set up out on the patio and with wings and mac & cheese
 - b. Some new faces and members
 - c. The group stuck around until late into the evening!
2. Fall Festival – Saturday September 26th 10:00 am to 4:00 pm
 - a. Great Fall day! Weather was awesome and lots of people turned out got busier as the day went on
 - b. New Sand Art tent was a big hit
 - c. Sold out of pumpkins again
 - d. 79 total booths, less food vendors than last year, but more merchant vendors

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- e. Raised almost \$10,000!
- f. Thank you to the committee and especially the work of Committee Chair Sylvie Foulds for organizing such a great even again!
- 3. Knight of Honor and other Committees looking for new/more members
 - a. First meeting will be in December.
 - b. Come be part of a great event
 - c. An email will go out with details

New and Continued Business

- 1) Santa Parade – EJ Foulds
 - a. Planning is off and running
 - b. Starts at the Middle School, no cost to have a float, and they are always looking for more
 - c. Parade is always popular and draws a lot of people from all over, great place to showcase your business by being in the parade
 - d. Do not have to have a float, can walk holding a banner or in costumes.
 - e. Ribbons awarded to best float and entertainment
 - f. Donations can be made to the North Andover Festival committee
 - g. WROR will be there with their promotional van
 - h. EJ can be reach for any questions or comments at efoulds@napd.us
- 2) Stevens Memorial Library Long Range Planning Committee
 - a. Ann Cavanaugh is asking NAMA members and businesses to participate in an online survey
 - b. Will be sent out to members this month
- 3) Ribbon Cutting and Grand Opening for new NAMA Members the Hue House
 - a. Tuesday October 13th at 5:30
 - b. 200 Sutton St
- 4) BoD Nominations
 - a. Now accepting nominations for the NAMA board of directors for 2016
 - b. Nominations due on/at the November meeting
 - c. Can be done in person at a meeting or by email
 - d. Lois McGuinness and Sylvie Foulds Motioned to nominate the existing board
 - e. Other Nominations were: Ryan Shruender by Chris Palermo, Jim Smith by Sylvie Foulds, Tatiana Vazza by Phil Jay, and Lisa Ross and Sue LaGree by Dawn Pease.
- 5) Knights on the Run October 24th
 - a. NAMA merchant items for the booth can be dropped off at Kids Karousel or Dawn's Sign Tech
 - b. Need 2 members to volunteer to help man the booth from 8:00am – 10:00am
 - c. Will be handing out bags and the Flexible Frisbees with the NAMA logo on them
- 6) Motion to donate to Fire Prevention Week
- 7) Motion to donate \$540 to cover the cost of the educational kits for the Fire Safety Education Program
 - a. Motion: Linda Pedi, Second: Lois McGuinness, vote: Unanimous
- 8) Next meeting will be on Wednesday November 4th, 7:00pm at Senior Center

Merchant Spotlight

- 1. Nova Salon and Spa – Maria Barcelos

Over 40 total years in business. They like to consider themselves “Comfortably upscale”.

Fun, not stuffy. Offer many services in their spa and have experienced estheticians. Some examples are: body detox, organic lice removal, massages and facials. Many don't realize that they are also a barber shop and have many great services for men too. Do complementary consultations

- 2. Perfecto's Caffè – Phil Jay

Until recently Phil and his family were North Andover residents for 17 years. Been in business for 25 years and North Andover was their second location. They make everything fresh in each location everyday. Not just breakfast and coffee, they do soups, sandwiches, and have great Mac & Cheese.

- 3. Etcetera – Jill Romano

Started her business in January of 2015. Sells direct out of her home showroom. The cloths are designed in New York and made in Hong Kong. Cloths rang from casual to event clothing. Does

everything by individual one on one appointments. Holiday line will be available October 30th to November 10th. Contact her directly for appointments. The clothing lines she carries are exclusive and only available through them.

Closing Thoughts and Adjournment

Motion to Adjourn – Sylvie Foulds, Second: Lois McGinness, vote: Unanimous

Attachments:

Report: Profit and Loss

North Andover Merchant Association

PROFIT AND LOSS

September 2015

	TOTAL
Income	
Non-Profit Income	522.00
Total Income	<u>\$522.00</u>
Gross Profit	<u>\$522.00</u>
Expenses	
Advertising	319.58
Charitable Contributions	1,700.00
Donation	400.00
Dues & Subscriptions	181.63
Entertainment	200.00
Other General and Admin Expenses	455.00
Supplies	1,584.48
Total Expenses	<u>\$4,840.69</u>
Net Operating Income	<u>\$ -4,318.69</u>
Other Expenses	
Miscellaneous	682.00
Total Other Expenses	<u>\$682.00</u>
Net Other Income	<u>\$ -682.00</u>
Net Income	<u><u>\$ -5,000.69</u></u>

Report: Balance Sheet

North Andover Merchant Association

BALANCE SHEET

As of September 30, 2015

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking	13,537.62
Checking II-Charitable Account	12,498.60
Total Checking	<u>26,036.22</u>
Total Bank Accounts	<u>\$26,036.22</u>
Other current assets	
Uncategorized Asset	48.25
Total Other current assets	<u>\$48.25</u>
Total Current Assets	<u>\$26,084.47</u>
TOTAL ASSETS	<u><u>\$26,084.47</u></u>
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Opening Balance Equity	6,610.48
Retained Earnings	11,321.38
Net Income	8,152.61
Total Equity	<u>\$26,084.47</u>
TOTAL LIABILITIES AND EQUITY	<u><u>\$26,084.47</u></u>

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Report: Balance Sheet

North Andover Merchant Association

BALANCE SHEET

As of August 31, 2015

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
Checking	15,716.83
Checking II-Charitable Account	15,320.08
Total Checking	<u>31,036.91</u>
Total Bank Accounts	<u>\$31,036.91</u>
Other current assets	
Uncategorized Asset	48.25
Total Other current assets	<u>\$48.25</u>
Total Current Assets	<u>\$31,085.16</u>
TOTAL ASSETS	<u><u>\$31,085.16</u></u>
LIABILITIES AND EQUITY	
Liabilities	
Total Liabilities	
Equity	
Opening Balance Equity	6,610.48
Retained Earnings	11,321.38
Net Income	13,153.30
Total Equity	<u>\$31,085.16</u>
TOTAL LIABILITIES AND EQUITY	<u><u>\$31,085.16</u></u>

Wednesday, Oct 07, 2015 04:56:28 PM PDT GMT-4 - Cash Basis

North Andover Merchant Association

PROFIT AND LOSS

August 2015

	TOTAL
Income	
Total Income	
Gross Profit	<u>\$0.00</u>
Expenses	
Advertising	21.25
Dues & Subscriptions	28.63
Total Expenses	<u>\$49.88</u>
Net Operating Income	<u>\$ -49.88</u>
Other Expenses	
Miscellaneous	532.49
Total Other Expenses	<u>\$532.49</u>
Net Other Income	<u>\$ -532.49</u>
Net Income	<u><u>\$ -582.37</u></u>

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