



OFFICE OF THE CITY ADMINISTRATOR

CITY OF MIDDLETON
7426 HUBBARD AVENUE
MIDDLETON, WI 53562-3118

PH 608.821-8358
E-MAIL: mdavis@ci.middleton.wi.us
WEB: www.CityofMiddleton.us

To: Barry Levenson, Curator/Owner of the National Mustard Museum

From: Mike Davis *MJD*

Re: Proposal to Dane County CDBG/Middleton CDA

Date: January 17, 2017

Concerning your proposal to the Dane County CDBG in the attached letter, Mayor Sonnentag and I have conferred and agreed that we would recommend to the Middleton Community Development Authority at their next meeting a willingness to relieve the National Mustard Museum of 75% of its loan balance with the Middleton CDA if the conditions in your proposal are met:

- Our willingness to relieve 75% of your loan with Middleton is contingent on Dane County's action to do the same on NMM's existing loan with the County.
- Furthermore, once payment of 25% of the loan is made to the City and the County takes the same action, we will recommend relief of 75% of the existing balance on the loan.
- We are very interested in seeing the NMM continued under new ownership as you've outlined. NMM is a valuable asset to our retail business sector in Downtown Middleton, and we appreciate your efforts to cut costs and keep your retail profile through these 7 years since the Great Recession.

Xc: Mayor Kurt Sonnentag; Abby Attoun-Tucker, Director of Community Development; Bill Burns, Finance Director; and Eileen Kelley, Director of Planning & Zoning.

January 3, 2017

To Dane County CDBG Commission

From Barry Levenson, National Mustard Museum

Re Mustard Museum Loan

In 2009, the CDBG made a loan in the amount of \$200,000 to the Mustard Museum to bring the attraction from Mount Horeb to Middleton. I appreciate the patience that the Commission has shown over the past several years in considering the difficulties the Mustard Museum has had in repaying that loan. It is no secret that we have struggled financially, but have consistently made whatever payments the Mustard Museum could afford. The premises are divided into the “for profit” (in name only) store/gift shop and the non-profit Museum. Since they share the premises, the non-profit has been paying its pro-rata share of expenses, such as rent and utilities, to the for-profit, which in turn helped the for-profit pay its bills. The non-profit has been able to do this in large part due to donations made by major mustard companies, but changes have occurred at those very companies, and two of them are no longer going to make these vital contributions, which accounted for about 20% of the non-profit’s funding.

Having just turned 68, I have decided that it is time for me to retire. However, the National Mustard Museum is a popular and beloved institution in Dane County, and I believe that all of us would like to see it continue if at all possible. As you know, I have tried to find a buyer but despite a few expressions of interest, no outside buyer has stepped forward, in part because of the burden of the loan.

I have recently discussed the option of having our operations manager take full ownership of the business and she has expressed an interest in doing. She is aware of our historical struggles, and believes that the only way she could turn things around would be to compromise and satisfy the CDBG loan. I believe that with her business knowledge and experience, she can make the Mustard Museum viable, but only if free from the burdens of the CDBG loan. We are therefore asking the CDBG Commission to settle the loan for \$40,000, the absolute maximum amount that she can raise by borrowing from friends and family.

I understand that \$40,000 may not seem like much in relation to the \$160,000 (approximate) balance on the loan. However, if we default on the loan – which we will have to do if the Commission will not grant this request – it is unlikely that the assets of the business and museum will generate that much in a fire sale. While the assets of the museum are also pledged as collateral on the loan, it is doubtful that selling 6,000 jars of mustard (all beyond their “best by” dates) and the tins and pots we have acquired would bring in very much money. They are valuable only as the collection of the National Mustard Museum and it is unlikely anyone would want to buy it.

I believe this compromise is the only alternative if we hope to keep the National Mustard Museum going. Otherwise, we intend to close the business and museum in May, 2017.

Thank you for your careful consideration.

January 11, 2017

To: Peter Ouchakof, for the CDBG

From: Barry Levenson, MustardMuseum.com LLC (for-profit) and Nat'l Mustard Museum (nonprofit)

Re: Answers to Questions about the relationship between the two entities

At the December 2016 meeting, the Commission had questions about subsidies to the non-profit and how much money comes to each entity.

There are no "subsidies" from the for-profit to the nonprofit. The non-profit pays rent, pays a proportionate share of utilities, pays a maintenance fee (to cover miscellaneous costs such as web site upkeep, cleaning, copying, and credit card processing). Rent is \$1,600 per month, maintenance fee is \$500, and the share of utilities is calculated at 40% of the monthly MG&E bill. In addition, the non-profit regularly pays \$1,735 per month towards the acquisition of the collection that was originally owned by the for-profit. Of course, because the collection was owned by the for-profit when the loan was taken out, the collection remains collateral on the loan. As of this date, there is \$1,614.54 in the non-profit bank account.

Mr. Roth from Roth CPA has submitted the 2016 P&L statements for both the for-profit and the non-profit. These should give a good idea of what each entity receives and pays out.

Money comes to the nonprofit mainly through four channels: donations (personal and corporate); National Mustard Day receipts; tour fees; and World-Wide Mustard Competition entry fees. Money comes into the for-profit through sales in the gift shop and on-line; these amounts are broken out in the P&L statement.

Should the purchase of the business occur, as proposed in my earlier memo, the store manager will renew the lease here in Middleton and commit to staying in Dane County for at least five years. She will own it one hundred per cent; neither I nor my wife will retain any ownership interest. Any work I do for the for-profit will be at the discretion of the new owner. I will remain as Curator of the nonprofit museum (currently unpaid) and focus my attention on fundraising so that the nonprofit can at least pay its own way (rent, maintenance, utilities to the for-profit).



ROBERT C. ROTH, CPA, S.C.
Certified Public Accountant

ACCOUNTANTS' COMPILATION REPORT

To the Members
Mustard Museum.com LLC
Middleton, Wisconsin

I have compiled the accompanying balance sheet of Mustard Museum.com (A limited liability company) as of December 31, 2016, and the related statements of income for the month and twelve months then ended. I have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any other assurances about whether the financial statements are in accordance with accounting principles generally accepted in the United States of America.

The members are responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

My responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurances that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the company's financial position, results of operations and cash flows. Accordingly, these statements are not designed for those who are not informed about such matters.

I am not independent with respect to Mustard Museum.com as of and for the period ended December 31, 2016 because I perform certain accounting services that impaired my independence.

January 6, 2017

Robert C. Roth, CPA, S.C.

958 Liberty Drive, Ste. 201
Verona, Wisconsin 53593
(608) 848-3228
(608) 848-3229 fax

Mustard Museum.Com
Balance Sheet
As of December 31, 2016

	Dec 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1125 · CASH ON HAND	300.00
1150 · CASH - OPERATING (BMO)	20,177.35
Total Checking/Savings	20,477.35
Accounts Receivable	
1200 · ACCOUNTS RECEIVABLE	358.00
1210 · NON-PROFIT REC COLLECTION	41,667.07
Total Accounts Receivable	42,025.07
Other Current Assets	
1310 · INVENTORY	67,487.29
Total Other Current Assets	67,487.29
Total Current Assets	129,989.71
Fixed Assets	
1515 · ACCUM DEPRECIATION - OTHER	-1,344.00
1520 · COMPUTER & TELEPHONE	51,055.92
1525 · ACCUM DEPREC - COMPUTER & TELE	-32,849.10
1550 · EQUIPMENT	21,787.41
1555 · ACCUM DEPRECIATION - EQUIPMENT	-60,281.70
1560 · FURNITURE AND FIXTURES	24,043.24
1565 · ACCUMULATED DEPRECIATION - F&F	-19,887.87
1570 · LEASEHOLD IMPROVEMENTS	18,817.65
1575 · ACCUMULATED DEPRECIATION - LHI	-2,945.43
1580 · SOFTWARE	32,891.43
1585 · ACCUM DEPRECIATION - SOFTWARE	-20,781.90
1590 · POS SYSTEM	1,662.69
Total Fixed Assets	12,168.34
Other Assets	
1670 · GOODWILL	79,365.64
1675 · ACCUM AMORTIZATION - GOODWILL	-70,734.00
1680 · MUSEUM COLLECTION	28.96
Total Other Assets	8,660.60
TOTAL ASSETS	150,818.65
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2100 · ACCOUNTS PAYABLE	39,013.13
Total Accounts Payable	39,013.13
Other Current Liabilities	
2200 · MUSEUM CONTRIBUTIONS	13,746.30
2230 · GIFT CARD LIABILITY	2,490.55
2240 · ACCRUED GUARANTEED PAYMENTS	58,707.24
2290 · SALES TAX PAYABLE	1,931.44
Total Other Current Liabilities	76,875.53
Total Current Liabilities	115,888.66

See Accountant's Compilation Report

	<u>Dec 31, 16</u>
Long Term Liabilities	
2506 · LOAN PAYABLE - DANE COUNTY	160,528.98
2508 · LOAN PAY - CITY OF MIDDLETON	<u>12,796.83</u>
Total Long Term Liabilities	<u>173,325.81</u>
Total Liabilities	289,214.47
Equity	
2900 · RETAINED EARNINGS	-223,215.60
3000 · INVESTORS' CAPITAL - ANDREW D	72,140.00
3010 · INVESTORS' CAP - J.W. & MARY T	79,606.00
3020 · INVESTORS' CAP - MICHAEL WILL	22,660.96
3040 · OFFICERS' CAP - BARRY LEVENSON	-74,320.16
30700 · Members Draw	-1,745.11
Net Income	<u>-13,521.91</u>
Total Equity	<u>-138,395.82</u>
TOTAL LIABILITIES & EQUITY	<u><u>150,818.65</u></u>

Mustard Museum.Com
Profit & Loss
December 2016

	Dec 16	Jan - Dec 16
Ordinary Income/Expense		
Income		
MOM SALES		
4100 · SALES - MAIL ORDER CHARGE SALES	40,997.57	174,826.54
4150 · SALES - MAIL ORDER CHK & M ORD	5,257.51	17,625.07
MOM SALES - Other	0.00	-126.91
Total MOM SALES	46,255.08	192,324.70
OTHER INCOME		
7015 · OTHER INCOME - EVENT INCOME		
7016 · EPIC- TAXABLE	0.00	3,924.82
7017 · EPIC - NONTAXABLE	0.00	6,549.72
7015 · OTHER INCOME - EVENT INCOME - Other	0.00	3,023.59
Total 7015 · OTHER INCOME - EVENT INCOME	0.00	13,498.13
7020 · OTHER OPERATING INCOME	0.00	146.57
OTHER INCOME - Other	0.00	30.01
Total OTHER INCOME	0.00	13,674.71
RETAIL SALES		
4200 · SALES - TAXABLE	6,153.41	74,203.94
4250 · SALES - NON-TAXABLE	37,705.25	341,941.12
4255 · SALES - FREIGHT	623.73	5,236.07
Total RETAIL SALES	44,482.39	421,381.13
4300 · SALES - OTHER	0.00	996.78
4900 · SALES DISCOUNT	-903.76	-7,315.01
4920 · REFUNDS	0.00	-304.43
Total Income	89,833.71	620,757.88
Cost of Goods Sold		
5005 · Purchase Discounts	-36.51	-1,614.96
5010 · COST OF SALES	8,545.42	214,867.97
5015 · FINANCE CHARGES	0.00	118.84
5020 · SHIPPING INBOUND	1,393.49	21,364.32
5025 · SHIPPING OUTBOUND	11,019.58	37,897.11
5028 · SHIPPING CHARGES	80.83	3,164.74
5090 · COMMISSION EXPENSE	0.00	344.90
51800 · TRANSACTION FEES	952.55	16,369.29
Total COGS	21,955.36	292,512.21
Gross Profit	67,878.35	328,245.67
Expense		
ADVERTISING EXPENSES		
5250 · MUSTARD DAY EXPENSES	0.00	8,764.04
5255 · MARKETING EXPENSE	150.00	6,713.23
5260 · ADVERTISING - EVENTS	81.00	648.90
5265 · ADVERTISING LOCAL	270.08	1,563.03
5270 · EPIC EVENT	0.00	21.35
5440 · CATALOGUE EXPENSE	0.00	3,956.25
5475 · WEB-SITE EXPENSE	750.00	6,776.77
Total ADVERTISING EXPENSES	1,251.08	28,443.57

	Dec 16	Jan - Dec 16
MANGAGER CONTROLLABLES		
5225 · DUES AND SUBSCRIPTIONS	0.00	464.05
5305 · CASH OVER AND SHORT	0.06	35.19
5336 · SUPPLIES - STORE	32.27	3,809.83
5337 · SUPPLIES - OFFICE	420.57	15,697.69
5339 · SUPPLIES - PACKAGING	995.44	6,707.13
5360 · LICENSE AND PERMITS	10.00	712.00
Total MANGAGER CONTROLLABLES	1,458.34	27,425.89
OCCUPANCY EXPENSES		
5370 · BUILDING RENT EXPENSE	9,272.68	52,961.06
5385 · INSURANCE EXPENSE	235.10	1,874.80
5390 · PERSONAL PROPERTY TAX EXPENSE	304.85	304.85
Total OCCUPANCY EXPENSES	9,812.63	55,140.71
OTHER OPERATING EXPENSES		
5075 · AUTO EXPENSE	308.64	3,819.25
5080 · MEALS & ENTERTAINMENT	0.00	381.53
5240 · PROFESSIONAL FEES	750.00	9,000.00
5243 · GIFT CARD EXPENSE	0.00	337.03
5245 · BANK CHARGES	0.00	26.36
5335 · STORAGE FEES	540.00	3,370.00
5350 · SMALL TOOLS AND EQUIPMENT	0.00	110.77
5355 · DONATIONS	0.00	19.00
Total OTHER OPERATING EXPENSES	1,598.64	17,063.94
Payroll Expenses		
5030 · SALARIES/WAGES STAFF	19,510.13	163,371.17
5045 · WORKER'S COMP EXPENSE	362.10	3,191.80
5052 · TRAINING EXPENSE	197.74	197.74
5056 · HEALTH INSURANCE	0.00	9,870.00
5155 · PAYROLL TAXES	1,690.13	14,123.54
Total Payroll Expenses	21,760.10	190,754.25
REPAIRS & MAINTENANCE		
5410 · EQUIPMENT MAINTENANCE	194.12	297.51
5430 · BUILDING MAINTENANCE	-161.34	-171.24
REPAIRS & MAINTENANCE - Other	68.30	-2,356.31
Total REPAIRS & MAINTENANCE	101.08	-2,230.04
Utilities		
5450 · UTILITY - TELEPHONE	423.00	7,164.75
5455 · UTILITY - ELECTRICITY	1,088.24	8,195.98
5470 · UTILITY - GAS	34.06	436.93
Total Utilities	1,545.30	15,797.66
5345 · OUTSIDE SERVICES	0.00	375.00
60200 · Automobile Expense	24.65	364.77
61700 · Computer and Internet Expenses	0.00	1,344.38
64300 · Meals and Entertainment	0.00	461.33
64900 · Office Supplies	299.15	1,691.25
66900 · Reconciliation Discrepancies	0.00	-0.50
Total Expense	37,850.97	336,632.21
Net Ordinary Income	30,027.38	-8,386.54
Other Income/Expense		
Other Income		
7100 · INTEREST INCOME	0.00	3,869.10
Total Other Income	0.00	3,869.10

See Accountant's Compilation Report

	<u>Dec 16</u>	<u>Jan - Dec 16</u>
Other Expense		
INTEREST, DEPRECIATION & AMORT		
8060 · INTEREST EXPENSE	<u>1,118.88</u>	<u>9,004.47</u>
Total INTEREST, DEPRECIATION & AMORT	<u>1,118.88</u>	<u>9,004.47</u>
Total Other Expense	<u>1,118.88</u>	<u>9,004.47</u>
Net Other Income	<u>-1,118.88</u>	<u>-5,135.37</u>
Net Income	<u><u>28,908.50</u></u>	<u><u>-13,521.91</u></u>

See Accountant's Compilation Report

Supplemental Information

Mustard Museum.Com
Profit & Loss
January through December 2016

	Jan - Dec 16	Jan - Dec 15
Ordinary Income/Expense		
Income		
MOM SALES		
4100 · SALES - MAIL ORDER CHARGE SALES	174,826.54	183,881.42
4150 · SALES - MAIL ORDER CHK & M ORD	17,625.07	19,052.00
MOM SALES - Other	-126.91	55.97
Total MOM SALES	192,324.70	202,989.39
OTHER INCOME		
7010 · DONATION PASSTHROUGH TO 501(c)3	0.00	0.00
7015 · OTHER INCOME - EVENT INCOME		
7016 · EPIC- TAXABLE	3,924.82	0.00
7017 · EPIC - NONTAXABLE	6,549.72	0.00
7015 · OTHER INCOME - EVENT INCOME - Other	3,023.59	20,882.68
Total 7015 · OTHER INCOME - EVENT INCOME	13,498.13	20,882.68
7020 · OTHER OPERATING INCOME	146.57	2,752.09
OTHER INCOME - Other	30.01	0.00
Total OTHER INCOME	13,674.71	23,634.77
RETAIL SALES		
4200 · SALES - TAXABLE	74,203.94	80,961.29
4250 · SALES - NON-TAXABLE	341,941.12	343,696.57
4255 · SALES - FREIGHT	5,236.07	642.48
Total RETAIL SALES	421,381.13	425,300.34
4300 · SALES - OTHER	996.78	17,169.49
46000 · Merchandise Sales	0.00	229.50
4900 · SALES DISCOUNT		
4950 · SALES TAX DISCOUNT	0.00	0.00
4900 · SALES DISCOUNT - Other	-7,315.01	-3,837.90
Total 4900 · SALES DISCOUNT	-7,315.01	-3,837.90
4920 · REFUNDS	-304.43	-26.45
Total Income	620,757.88	665,459.14
Cost of Goods Sold		
5005 · Purchase Discounts	-1,614.96	-1,266.96
5010 · COST OF SALES	214,867.97	261,577.12
5015 · FINANCE CHARGES	118.84	32.47
5020 · SHIPPING INBOUND	21,364.32	15,289.33
5025 · SHIPPING OUTBOUND	37,897.11	23,354.06
5028 · SHIPPING CHARGES	3,164.74	24,806.72
5090 · COMMISSION EXPENSE	344.90	0.00
51800 · TRANSACTION FEES	16,369.29	10,980.43
Total COGS	292,512.21	334,773.17
Gross Profit	328,245.67	330,685.97
Expense		
ADVERTISING EXPENSES		
5250 · MUSTARD DAY EXPENSES	8,764.04	11,516.43
5251 · COMPETITION EXPENSE	0.00	282.41
5255 · MARKETING EXPENSE	6,713.23	8,826.22
5260 · ADVERTISING - EVENTS	648.90	200.00
5265 · ADVERTISING LOCAL	1,563.03	307.00
5270 · EPIC EVENT	21.35	0.00
5440 · CATALOGUE EXPENSE	3,956.25	15,610.95
5475 · WEB-SITE EXPENSE	6,776.77	10,670.86
ADVERTISING EXPENSES - Other	0.00	554.40
Total ADVERTISING EXPENSES	28,443.57	47,968.27

See Accountant's Compilation Report

	Jan - Dec 16	Jan - Dec 15
MANGAGER CONTROLLABLES		
5225 · DUES AND SUBSCRIPTIONS	464.05	995.04
5305 · CASH OVER AND SHORT	35.19	540.61
5336 · SUPPLIES - STORE	3,809.83	5,119.25
5337 · SUPPLIES - OFFICE	15,697.69	4,172.57
5338 · SUPPLIES - MUSEUM	0.00	494.39
5339 · SUPPLIES - PACKAGING	6,707.13	7,893.52
5360 · LICENSE AND PERMITS	712.00	888.51
MANGAGER CONTROLLABLES - Other	0.00	10.38
Total MANGAGER CONTROLLABLES	27,425.89	20,114.27
OCCUPANCY EXPENSES		
MOVE EXPENSE	0.00	107.25
5370 · BUILDING RENT EXPENSE	52,961.06	41,018.00
5385 · INSURANCE EXPENSE	1,874.80	2,522.40
5390 · PERSONAL PROPERTY TAX EXPENSE	304.85	241.68
Total OCCUPANCY EXPENSES	55,140.71	43,889.33
OTHER OPERATING EXPENSES		
5070 · TRAVEL AND LODGING	0.00	1,454.38
5075 · AUTO EXPENSE	3,819.25	5,306.87
5080 · MEALS & ENTERTAINMENT	381.53	2,262.07
5240 · PROFESSIONAL FEES	9,000.00	14,014.64
5243 · GIFT CARD EXPENSE	337.03	219.86
5245 · BANK CHARGES	26.36	5,736.74
5335 · STORAGE FEES	3,370.00	2,842.00
5350 · SMALL TOOLS AND EQUIPMENT	110.77	205.18
5355 · DONATIONS	19.00	550.00
7030 · SALES TAX DISCOUNT	0.00	-40.06
Total OTHER OPERATING EXPENSES	17,063.94	32,551.68
Payroll Expenses		
5030 · SALARIES/WAGES STAFF	163,371.17	146,434.06
5031 · OTHER WAGES - ADMIN	0.00	7,951.34
5032 · SALARIES/WAGES CREW - OVERTIME	0.00	94.00
5035 · VACATIONS/HOLIDAYS CREW	0.00	914.57
5036 · SALARIES/WAGES - STORE MGMT	0.00	10,879.20
5037 · VACATIONS/HOLIDAYS - STORE MGMT	0.00	-28.57
5038 · SALARIES - STORE MGMT - BONUS	0.00	699.99
5045 · WORKER'S COMP EXPENSE	3,191.80	3,935.32
5052 · TRAINING EXPENSE	197.74	35.00
5056 · HEALTH INSURANCE	9,870.00	9,764.24
5057 · OFFICER'S HEALTH/LIFE INSURANCE	0.00	-263.30
5155 · PAYROLL TAXES	14,123.54	14,582.74
Payroll Expenses - Other	0.00	150.75
Total Payroll Expenses	190,754.25	195,149.34
REPAIRS & MAINTENANCE		
5410 · EQUIPMENT MAINTENANCE	297.51	84.54
5430 · BUILDING MAINTENANCE	-171.24	-1,339.26
REPAIRS & MAINTENANCE - Other	-2,356.31	0.00
Total REPAIRS & MAINTENANCE	-2,230.04	-1,254.72
Utilities		
5450 · UTILITY - TELEPHONE	7,164.75	4,060.16
5455 · UTILITY - ELECTRICITY	8,195.98	8,533.81
5470 · UTILITY - GAS	436.93	679.43
Total Utilities	15,797.66	13,273.40

See Accountant's Compilation Report

	Jan - Dec 16	Jan - Dec 15
5345 · OUTSIDE SERVICES	375.00	0.00
60200 · Automobile Expense	364.77	0.00
61700 · Computer and Internet Expenses	1,344.38	0.00
64300 · Meals and Entertainment	461.33	0.00
64900 · Office Supplies	1,691.25	0.00
66900 · Reconciliation Discrepancies	-0.50	0.00
68100 · Telephone Expense	0.00	5,290.61
Total Expense	336,632.21	356,982.18
Net Ordinary Income	-8,386.54	-26,296.21
Other Income/Expense		
Other Income		
7100 · INTEREST INCOME	3,869.10	5,728.82
Total Other Income	3,869.10	5,728.82
Other Expense		
INTEREST, DEPRECIATION & AMORT		
8000 · DEPRECIATION EXPENSE	0.00	1,800.00
8010 · AMORTIZATION EXPENSE	0.00	1,760.00
8060 · INTEREST EXPENSE	9,004.47	8,834.73
Total INTEREST, DEPRECIATION & AMORT	9,004.47	12,394.73
Total Other Expense	9,004.47	12,394.73
Net Other Income	-5,135.37	-6,665.91
Net Income	-13,521.91	-32,962.12



ROBERT C. ROTH, CPA, S.C.

Certified Public Accountant

ACCOUNTANTS' COMPILATION REPORT

To the Board of Directors,

The National Mustard Museum
Middleton, WI

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My responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurances that there are no material modifications that should be made to the financial statements.

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January 6, 2017

Robert C. Roth, CPA, S.C.

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Verona, Wisconsin 53593
(608) 848-3228
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The National Mustard Museum
Balance Sheet
As of December 31, 2016

	Dec 31, 16
ASSETS	
Current Assets	
Checking/Savings	
Checking	1,614.54
Total Checking/Savings	1,614.54
Total Current Assets	1,614.54
Fixed Assets	
Furniture and Equipment	232.10
Museum Collection	123,520.11
Total Fixed Assets	123,752.21
Other Assets	
Contributions Receivable	13,764.30
Total Other Assets	13,764.30
TOTAL ASSETS	139,131.05
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Due To Mustard Museum	3,631.89
Note Payable-Museum Collection	33,903.56
Total Other Current Liabilities	37,535.45
Total Current Liabilities	37,535.45
Total Liabilities	37,535.45
Equity	
Unrestricted Net Assets	101,766.08
Net Income	-170.48
Total Equity	101,595.60
TOTAL LIABILITIES & EQUITY	139,131.05

See Accountant's Compilation Report

The National Mustard Museum
Profit & Loss
January through December 2016

	<u>Jan - Dec 16</u>
Ordinary Income/Expense	
Income	
Direct Public Support	
Individ, Business Contributions	26,931.22
Total Direct Public Support	26,931.22
Mustard Day Donations	10,253.00
Mustard Day Sponsorship	10,865.00
Total Income	48,049.22
Expense	
Advertising Expense	2,442.00
Facilities and Equipment	
Rent, Parking, Utilities	27,988.05
Total Facilities and Equipment	27,988.05
Interest Expense	4,605.02
National Mustard Day Expense	13,155.43
Operations	
Printing and Copying	29.20
Total Operations	29.20
Total Expense	48,219.70
Net Ordinary Income	-170.48
Net Income	<u>-170.48</u>

Supplemental Information

The National Mustard Museum
Profit & Loss
January through December 2016

	Jan - Dec 16	Jan - Dec 15
Ordinary Income/Expense		
Income		
Business Sponsorship	0.00	1,000.00
Cash from Box	0.00	8,709.50
Direct Public Support		
Corporate Contributions	0.00	30,500.00
Individ, Business Contributions	26,931.22	673.95
Total Direct Public Support	26,931.22	31,173.95
Individual Sponsorship	0.00	230.30
Mustard Day Donations	10,253.00	4,144.25
Mustard Day Sponsorship	10,865.00	2,410.00
Other Types of Income		
Competition Income	0.00	8,090.00
Fundraising	0.00	2,765.00
T-shirt Sales	0.00	100.00
Tour Fees	0.00	2,840.00
Total Other Types of Income	0.00	13,795.00
Sponsorship	0.00	925.00
Total Income	48,049.22	62,388.00
Expense		
Advertising Expense	2,442.00	1,366.17
Contract Services		
Accounting Fees	0.00	250.00
Total Contract Services	0.00	250.00
Facilities and Equipment		
Rent, Parking, Utilities	27,988.05	35,306.23
Total Facilities and Equipment	27,988.05	35,306.23
Interest Expense	4,605.02	5,728.82
National Mustard Day Expense	13,155.43	0.00
Operations		
Postage, Mailing Service	0.00	53.81
Printing and Copying	29.20	0.00
Supplies	0.00	381.25
Total Operations	29.20	435.06
Total Expense	48,219.70	43,086.28
Net Ordinary Income	-170.48	19,301.72
Net Income	-170.48	19,301.72