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The Business

Business Profile

- Mission Statement

- At Alvah Dance, we are dedicated to nurturing the artistic spirit and fostering a love for dance among the youth in our community. Our mission is to provide a vibrant and inclusive space where aspiring dancers can cultivate their passion, build confidence, and unleash their creative potential through the art of dance.

We strive to create an environment that celebrates diversity, encourages teamwork, and promotes self-expression. Through our expertly crafted dance programs, experienced instructors will inspire and guide students as they embark on a transformative journey of movement, discipline, and artistic exploration.

At the heart of our mission is a commitment to instilling values such as perseverance, dedication, and respect. We believe in empowering young dancers not only with the technical skills needed to excel in various dance forms but also with life skills that will serve them beyond the dance studio.

We aim to be a hub of creativity and innovation, offering a range of classes that cater to different ages, skill levels, and dance styles. By fostering a supportive community, we aspire to create lifelong memories, lasting friendships, and a deep appreciation for the beauty and joy that dance brings to our lives.

Join us at Alvah Dance where every dance step is a celebration of individuality, where passion meets discipline, and where the journey of self-discovery through movement begins. Together, let's dance towards a brighter, more expressive future.

- Vision Statement:

- Nurturing Dreams, Inspiring Confidence: At Alvah Dance, our unwavering commitment is to place the well-being and artistic aspirations of each child at the forefront.

Creating a safe, inclusive, and joyous haven where young dancers not only learn the language of movement but also flourish as individuals, guided by the transformative power of dance and the principle that every step taken is a celebration of their unique journey.

- Core Values

- *Nurturing Dreams* - We wholeheartedly believe in the ability of every child and their desires to want, grow, learn, and achieve. Providing the knowledge, practical experience and guidance to each child and their dreams.

- *Inspiring Artists* - Exposing children to the art of dance, educating them on the history and those who came before them. Showing children that we need young aspiring artists to carry on a legacy, grow, and transform our medium into something we can only dream of.
- *Expressive Futures* - Giving opportunity and exploration for the whole child to discover who they are now and who they are becoming through dance and its practices. We equip the dancer with tools to grow and develop. We create spaces for dancers to explore who they are, both as a dancer and in the world around them.
- Who We Are
 - Business Name: Alvah Dance, LLC
 - Location: 64 Worcester-Providence Tpke, Unit C, Sutton, MA 01537
 - Organization Structure: Limited Liability Corporation
- What We Are
 - New Business
 - Business Type: Service
 - Type of Services: Dance Education
 - Dance classes for various age groups and skill levels at the recreational and competitive levels:
 - Ballet
 - Pointe
 - Progressive Ballet Technique
 - Jazz
 - Contemporary
 - Modern
 - Lyrical
 - Hip Hop
 - Tap
 - Acrobatics
 - Conditioning
 - Creative Movements
 - Workshops with industry professionals in a variety of styles and topics.
 - Summer dance classes and intensives for students to explore new genres and maintain training during summer months.
 - Special events such pop up classes, adult classes, fitness classes, team bonding experience.
 - Performances, recitals, and competitive opportunities.

Market Profile

- Who We Serve
 - Target Market:
 - Demographics:
 - Ages: 2-18
 - Genders: All Genders (Boys, Girls, and Nonbinary Children)
 - Education: K-12
 - Median Household Income: \$99,980
 - Personality Traits:
 - Families seeking a positive and nurturing extracurricular environment.
 - Parents interested in holistic child development.
 - Schools looking for engaging extracurricular activities.
 - Community groups seeking cultural enrichment.
- About Our Industry
 - \$4.2 billion industry - growing industry
- Marketing Strategy
 - Web Presence:
 - Professional website with class schedules, instructor profiles, and registration information.
 - Paid advertising (GoogleAds)
 - Local Partnerships:
 - Collaboration with schools for after-school programs.
 - Participation in local events and festivals.
 - Social Media:
 - Strategies
 - Development of a quarterly content calendar across multiple platforms including: Instagram; TikTok; YouTube; BeReal and Facebook.
 - Content will be both written and visual primarily focused on showcasing our students and faculty, supplemented by collaborations with other local Sutton businesses.
 - Content Ideas:
 - Ask the Faculty? Instagram Q&A's
 - Dancer Takeovers
 - Virtual Studio Tour
 - A Day in the Life of an Alvah Company Dancer
 - Community Impact and Volunteering

- Daily stories posted, contributing to highlights that refer users to the studio, registration, the company, competition, recital, events, and programming.
 - Engage with community Facebook pages to promote our business and connect with families of potential students.
- LinkTree
 - A LinkTree will be added to all social media accounts making pages like our website, registration, and online merchandise store more accessible.
- Youtube
 - Posting content from classes, events, shows, and promotional reels that can be shared on other platforms such as Reels and TikTok.
- Word-of-Mouth/Brand Reputation
 - Tabling at local events/ festivals.
- Print/Email Marketing:
 - Quarterly newsletter
 - Street signage, flyers, business cards

Competition Profile

- The Competition
 - Auburn:
 - Sally McDermott Dance Center
 - Cathy Taylor School of Dance
 - Douglas:
 - Dance Sensation
 - Grafton:
 - Beatz Dance Studio
 - Dance It Up!, Inc.
 - MCW Performing Arts
 - Leicester:
 - No dance studios
 - Millbury:
 - H&H Dance Academy
 - Northbridge:
 - No dance studios
 - Oxford:
 - Aspire Dance Center
 - Anissa's Dance Academy
 - Shrewsbury:
 - Elite Academy of Dance
 - Dance Artists Ballet Academy
 - Sutton:
 - No dance studios
 - Uxbridge
 - The Dance Step
 - Webster
 - The Dancer's Sole
 - Mass Best Academy of Dance
 - Whitinsville
 - Jo Ann Warren Studio
 - Worcester
 - Jo Ann Warren Studio
 - Giguere's(Dance)

- The Dance Place Studio
 - Central Mass Dance Academy
 - Charlotte Klein Dance Centers
 - Chickee's Dance World
 - Greendale Dance Academy
 - PZ Dance Academy
 - New England Dance Center
- Our Prices Compared to The Closest Competition
 - Jo Ann Warren Studio
 - \$45 registration fee
 - 45 min. Class- \$72
 - 10 classes- \$375
 - Sally McDermont Dance Center
 - *Registration fee not listed*
 - 45 min. Class- \$72
 - 9+ class- \$405
 - H & H Dance
 - \$35 Registration Fee
 - 45 min. Class- \$62
 - \$425 for 7+ hours
- Competition Strengths
 - Our competition runs reputable studios with traditional recreational and competitive programming.
- Competition Weakness
 - Both Sally McDermont Dance Centers and Jo Ann Warren Studio recently closed their second locations.
 - All studios lack in showcasing their students on social media.

Location and Facilities

- Our Space
 - Size: 2,888 sq. feet
 - Lease Details:
 - Monthly Rent: \$3,146
 - Price Per Square Foot: \$10.89
 - Renovations
 - Remodeling Cost (\$25,057)
 - Quote from M. Wackell Interior Renovations (including demolition and new supplies cost)
 - Flooring

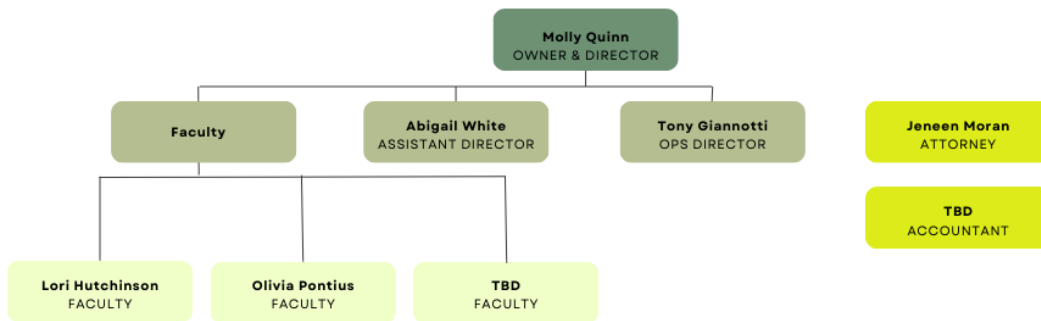
- [Studio A and C Marley \(\\$3935\)](#)
 - [Floor tape \(\\$90- \\$45 each-x2\)](#)
 - Mirrors (\$4000- for mirrors and installation, quote from [The Mirror Company](#))
 - Lighting
 - [Replace tile lights \(\\$92\)](#)
 - [Ceiling lights \(12 lights- \\$705\)](#)
 - [Pendant lights \(10 lights- \\$230\)](#)
 - [LED Lights \(3 packs- \\$36\)](#)
 - Paint
 - 15 Gallons (\$825- \$55 per gallon)
 - Painting Supplies (\$50)
- Software and Technology
 - [Speakers \(\\$900- \\$300 each x3\)](#)
 - [Desktop Computer \(\\$1400\)](#)
 - [Studio Ipad \(\\$250\)](#)
 - [Security Cameras \(\\$740- \\$124 each x6\)](#)
 - [Television \(\\$250\)](#)
 - [Television mount \(\\$70\)](#)
 - [Apple TV \(\\$130\)](#)
 - [Point of Sale \(Square Reader- \\$150\)](#)
 - [JackRabbit \(\\$1237 per year\)](#)
 - [Gusto \(\\$840 per year with 5 employees\)](#)
 - [Internet \(\\$600 per year- \\$50 a month\)](#)
 - [Landline Service \(\\$180 per year- \\$15 a month\)](#)
 - [Landline Phone \(\\$20\)](#)
- Equipment
 - Mats
 - [Wedge \(\\$405\)](#)
 - [Fold out mat \(\\$600- \\$300 each x2\)](#)
 - [Carpet roll out \(\\$1,818- \\$909 each x2\)](#)
 - [Floor Tape \(\\$45\)](#)
 - [Barres \(\\$1500- \\$180 each x8\)](#)
 - Training Equipment
 - [Small balls \(16 balls \(3 packs\)- \\$70\)](#)
 - [Resistance bands \(40 bands \(2 packs\) \\$32\)](#)
 - [TheraBands \(\\$200- \\$100 each x2\)](#)
 - [Yoga blocks \(\\$100\)](#)
 - [Yoga Balls \(\\$300- \\$30 each x10\)](#)
 - [Yoga Ball Storage \(\\$180- \\$60 each x3\)](#)
 - [Roll Out Set \(\\$100- \\$25 Each x4\)](#)

- Creative movement props (\$350)e.g. Scarves, slide, tunnel, ribbons, hoops, climbing apparatus etc.
 - Furniture
 - [Student Storage Cubbies \(\\$480- \\$160 each x3\)](#)
 - [Employee Storage Cubbies \(\\$109- x1\)](#)
 - [Storage Shelves \(\\$400\)](#)
 - [Retail display \(\\$140\)](#)
 - [Storage Bins \(\\$27- x1\)](#)
 - [Office chair \(\\$180- \\$90 each x2\)](#)
 - [Office Desk \(\\$280\)](#)
 - [Rolling Carts \(\\$70-\\$35 each x2\)](#)
 - [Waiting room chairs \(\\$250- \\$25 each x10\)](#)
 - [Storage Cabinet \(\\$390- \\$130 each x3\)](#)
 - [Folding Table \(\\$52\)](#)
 - [Couch \(\\$175\)](#)
 - [Trash bins \(\\$20\)](#)
 - [Trash bins \(\\$150- \\$50 each x3\)](#)
 - [Shelves \(\\$160 total- \\$20 each x8\)](#)
 - [Water Bottle Filler](#)- \$300
- Insurance
 - General Liability (\$870 annually- [K&K Insurance](#))
 - Professional Liability (\$780 annually- [State Farm](#))
 - Workers Compensation (\$720 annually- [State Farm](#))
- Business Costs
 - LLC Filing (\$720)
- Office Supplies
 - Cleaning Supplies (\$450)
 - E.g. Dust mop, wet mop, vacuum, disinfectant, etc.
 - [Printer \(\\$550\)](#)
 - [Printer Ink \(\\$270\)](#)
 - [Printer Paper \(\\$61\)](#)
 - Stationary (e.g. pens, paper, paper clips, etc.) (\$250)
 - Bathroom Supplies (\$300)
- Marketing/Branding
 - Decals (\$300)
 - Signage (\$800)
 - [Step and Repeat \(\\$200\)](#)
 - Website Domain (\$50- purchased through Google)
 - [Website Design \(\\$280 annually- WIX\)](#)

- Proximity and Types of Transportation:
 - Accessible by car, ample parking in front and behind the building.
- Services Provided By Building: Plowing and Dumpster
- Areas Economic, Demographic and Political Climate:
 - Area Economy
 - Cities/Towns (Median Income):
 - Auburn (\$94,063)
 - Douglas (\$135,250)
 - Grafton (\$107,237)
 - Leicester (\$101,930)
 - Millbury (\$96,672)
 - Northbridge (\$97,206)
 - Oxford (\$84,957)
 - Shrewsbury (\$117,909)
 - Sutton (\$124,354)
 - Uxbridge (\$123,631)
 - Webster (\$53,176)
 - Whitinsville (\$106,615)
 - Worcester (\$56,746)
 - Demographics of Sutton, MA:
 - Population estimate as of July 1, 2022: 9,379
 - Age and Sex:
 - Person under 5 years of age- 5.5%
 - Persons under 18 years of Age- 19.5%
 - Female Persons- 50.5%
 - Race and Hispanic Origin
 - White Alone: 92%
 - Black or African American: 0.9%
 - Asian Alone: 1.5%
 - Hispanic or Latino: 2.0%
 - Political Climate: Mix of both liberal and conservative voters. The population of Sutton is older than the national average, and about 50% women. Older generations typically vote more conservative, whereas women tend to vote more liberally.

Management Profile

ALVAH DANCE ORGANIZATION CHART



Personnel Profile

- Current Personnel Requirements: 6
- Part Time

Financial Data

Start Up Expenses

- Rent- \$3,146 per month in year one, \$3,432 each year after the third year (asking for 2 months of rent- \$6,292)
- First, Last, Security Deposit (\$9,338)
- Renovations
 - Remodeling Cost (\$25,057)
 - Quote from M. Wackell Interior Renovations (including demolition and new supplies cost)

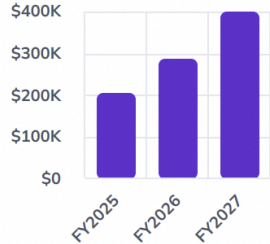
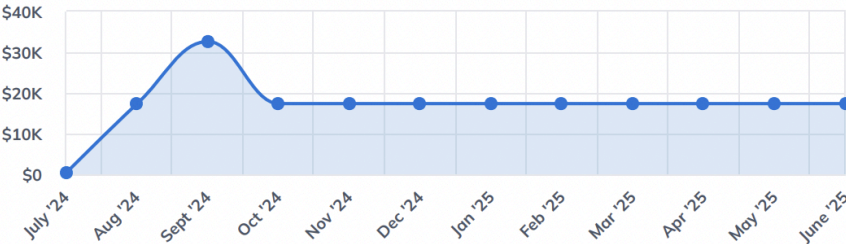
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 - Bathroom Supplies (\$300)
- Marketing/Branding
 - Decals (\$300)
 - Signage (\$800)
 - [Step and Repeat \(\\$200\)](#)
 - Website Domain (\$50- purchased through Google)
 - [Website Design \(\\$280 annually- WIX\)](#)
 - Social Media Ads (\$400)
 - Merchandise (\$500)

Projection of Revenues

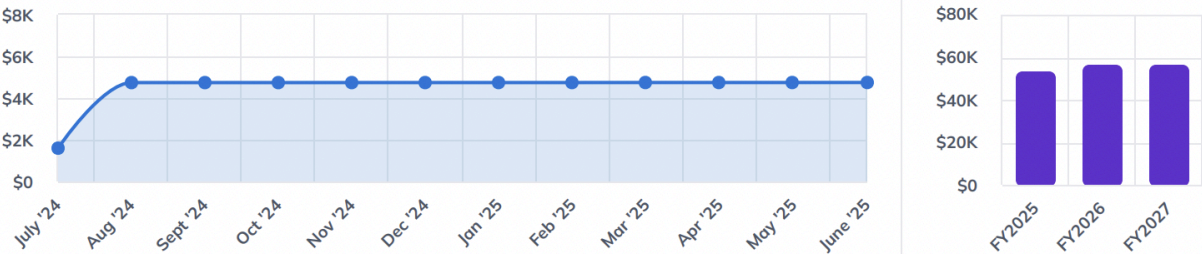
Revenue



Revenue	FY2025	FY2026	FY2027
Recreational Tuition	\$90,750	\$136,125	\$217,800
Company Tuition	\$89,375	\$125,125	\$146,250
Competition Fees	\$15,250	\$12,000	\$15,000
Performances	\$3,600	\$7,200	\$9,600
Merchandise	\$156	\$216	\$300
Additional Programing	\$996	\$1,500	\$2,000
Studio Rentals	\$6,600	\$7,200	\$7,200
Totals	\$206,727	\$289,366	\$398,150

Projection of Expenses

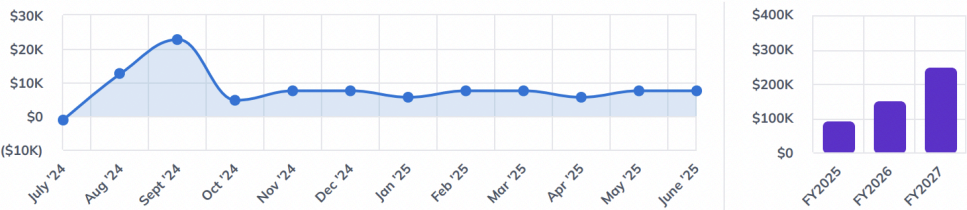
Expenses



Expenses	FY2025	FY2026	FY2027
Insurance	\$2,370	\$2,370	\$2,370
Technology and Software	\$2,257	\$2,257	\$2,257
Payroll Taxes	\$3,060	\$3,060	\$3,060
Rent	\$34,606	\$37,752	\$37,752
Utilities	\$10,000	\$10,000	\$10,000
Advertising	\$1,000	\$1,000	\$1,000
Merchandise	\$500	\$500	\$500
Totals	\$53,793	\$56,939	\$56,939

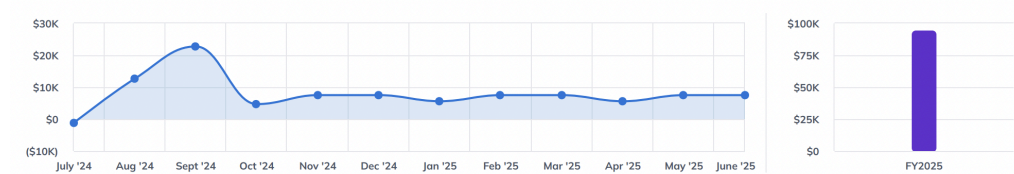
Statement of Sources and Uses of Funds

Projected Cash Flow



Projected Cash Flow	FY2025	FY2026	FY2027
Net Cash from Operations	\$95,138	\$154,621	\$251,641
Net Profit	\$93,227	\$153,113	\$249,514
Change in Accounts Receivable	\$0	\$0	\$0
Change in Accounts Payable	\$0	\$0	\$0
Change in Income Tax Payable	\$1,792	\$1,507	\$2,125
Change in Sales Tax Payable	\$119	\$1	\$2
Cash at Beginning of Period	\$0	\$95,138	\$249,759
Net Change in Cash	\$95,138	\$154,621	\$251,641
Cash at End of Period	\$95,138	\$249,759	\$501,400

Projected Cash Flow: FY2025 (1 of 2)



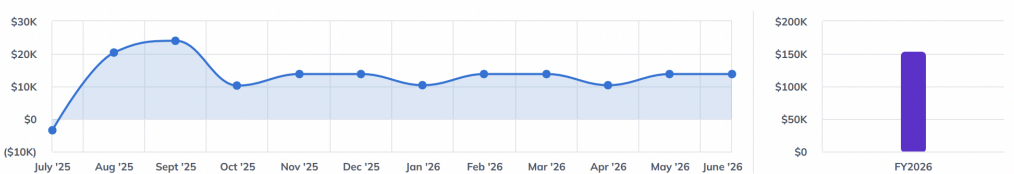
Projected Cash Flow	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	FY2025
Net Cash from Operations	(\$1,200)	\$12,668	\$22,758	\$4,694	\$7,507	\$7,507	\$5,595	\$7,506	\$7,504	\$5,592	\$7,504	\$7,503	\$95,138
Net Profit	(\$1,201)	\$11,714	\$20,900	\$6,871	\$6,870	\$6,869	\$6,869	\$6,869	\$6,867	\$6,866	\$6,867	\$6,866	\$93,227
Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	\$0	\$914	\$1,818	(\$2,135)	\$597	\$598	(\$1,195)	\$597	\$597	(\$1,193)	\$597	\$597	\$1,792
Change in Sales Tax Payable	\$1	\$40	\$40	(\$42)	\$40	\$40	(\$79)	\$40	\$40	(\$81)	\$40	\$40	\$119
Cash at Beginning of Period	\$0	(\$1,200)	\$11,468	\$34,226	\$38,920	\$46,427	\$53,934	\$59,529	\$67,035	\$74,539	\$80,131	\$87,635	\$0
Net Change in Cash	(\$1,200)	\$12,668	\$22,758	\$4,694	\$7,507	\$7,507	\$5,595	\$7,506	\$7,504	\$5,592	\$7,504	\$7,503	\$95,138

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Projected Cash Flow	July '24	Aug '24	Sept '24	Oct '24	Nov '24	Dec '24	Jan '25	Feb '25	Mar '25	Apr '25	May '25	June '25	FY2025
Cash at End of Period	(\$1,200)	\$11,468	\$34,226	\$38,920	\$46,427	\$53,934	\$59,529	\$67,035	\$74,539	\$80,131	\$87,635	\$95,138	\$95,138

Projected Cash Flow: FY2026 (1 of 2)



Projected Cash Flow	July '25	Aug '25	Sept '25	Oct '25	Nov '25	Dec '25	Jan '26	Feb '26	Mar '26	Apr '26	May '26	June '26	FY2026
Net Cash from Operations	(\$3,479)	\$20,390	\$23,999	\$10,253	\$13,789	\$13,789	\$10,368	\$13,789	\$13,786	\$10,366	\$13,786	\$13,785	\$155K
Net Profit	(\$3,128)	\$18,722	\$23,690	\$12,650	\$12,649	\$12,649	\$12,649	\$12,648	\$12,646	\$12,646	\$12,647	\$12,645	\$153K
Change in Accounts Receivable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Accounts Payable	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Change in Income Tax Payable	(\$272)	\$1,628	\$268	(\$2,316)	\$1,100	\$1,100	(\$2,201)	\$1,100	\$1,100	(\$2,199)	\$1,099	\$1,100	\$1,507
Change in Sales Tax Payable	(\$79)	\$40	\$41	(\$81)	\$40	\$40	(\$80)	\$41	\$40	(\$81)	\$40	\$40	\$1
Cash at Beginning of Period	\$95,138	\$91,659	\$112K	\$136K	\$146K	\$160K	\$174K	\$184K	\$198K	\$212K	\$222K	\$236K	\$95,138
Net Change in Cash	(\$3,479)	\$20,390	\$23,999	\$10,253	\$13,789	\$13,789	\$10,368	\$13,789	\$13,786	\$10,366	\$13,786	\$13,785	\$155K

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Projected Cash Flow	July '25	Aug '25	Sept '25	Oct '25	Nov '25	Dec '25	Jan '26	Feb '26	Mar '26	Apr '26	May '26	June '26	FY2026
Cash at End of Period	\$91,659	\$112K	\$136K	\$146K	\$160K	\$174K	\$184K	\$198K	\$212K	\$222K	\$236K	\$250K	\$250K

Balance Sheet

Projected Balance Sheet

Projected Balance Sheet	FY2025	FY2026	FY2027
Assets	\$95,138	\$249,759	\$501,400
Current Assets	\$95,138	\$249,759	\$501,400
Cash	\$95,138	\$249,759	\$501,400
Accounts Receivable	\$0	\$0	\$0
Liabilities & Equity	\$95,138	\$249,759	\$501,400
Liabilities	\$1,911	\$3,419	\$5,546
Current Liabilities	\$1,911	\$3,419	\$5,546
Accounts Payable	\$0	\$0	\$0
Income Taxes Payable	\$1,792	\$3,299	\$5,424
Sales Taxes Payable	\$119	\$120	\$122
Equity	\$93,227	\$246,340	\$495,854
Retained Earnings		\$93,227	\$246,340
Earnings	\$93,227	\$153,113	\$249,514

Request Summary

Alvah Dance, LLC seeks \$76,000 to launch our dance education studio in Sutton, MA. Our mission is to provide a nurturing environment where children aged 2-18 can explore various dance styles, build confidence, and develop valuable life skills through the transformative power of dance.

Business Profile

Alvah Dance offers a comprehensive range of dance classes for various age groups and skill levels, including ballet, jazz, contemporary, hip hop, tap, and more. Our vision is to create a safe, inclusive, and joyous haven where young dancers can flourish as individuals, guided by the transformative power of dance.

Market Profile

Our target market includes families seeking positive extracurricular activities, parents interested in holistic child development, schools, and community groups. Sutton, MA, boasts a median household income of \$124,354 and a population that values cultural enrichment.

Competition Profile

While there are several dance studios in neighboring towns, Alvah Dance stands out with its comprehensive curriculum, inclusive approach, and commitment to showcasing student achievements and growth.

Location and Facilities

Our spacious studio spans 2,888 square feet and is equipped with state-of-the-art facilities to provide a conducive learning environment. Renovations have been completed to ensure safety and functionality.

Financial Data

Start-up expenses include lease costs, renovations, equipment purchases, insurance, and marketing/branding expenses. We project steady revenue growth based on competitive pricing compared to neighboring studios and a targeted marketing strategy.

Statement of Sources and Uses of Funds

Funds will be allocated towards operational expenses, marketing initiatives, personnel hiring and training, and ongoing facility maintenance to ensure a seamless launch and sustainable growth of Alvah Dance.

Balance Sheet

We anticipate a healthy financial position with assets including our studio space and equipment, balanced against liabilities such as lease obligations and ongoing operational expenses.

Supporting Documents

Personal resumes, financial statements, letters of intent, lease agreements, contracts, floor plans, and other relevant documents have been included to provide a comprehensive overview of our business plan.

Thank you for considering our request to support Alvah Dance, LLC. We are excited about the opportunity to make a positive impact on the lives of young dancers in our community and look forward to discussing potential partnership opportunities.

Supporting Documents

Personal Resume

Molly Quinn

Mobile: (508) 280 5954 | Email: mollyquinn746@gmail.com

Education

Salem State University, Salem, MA
Degree: Bachelor of Arts in Dance
Minor: Education

May 2021

Certifications and Training

Registered Behavioral Technician
Progressive Ballet Technique
Crisis Prevention Institute Nonviolent Crisis Intervention
ACE ABA Software Training
Dance Education Certificate

May 2023
April 2023
December 2022
February 2022
September 2021

Dance Education Experience

Giguere Dance, Worcester, MA.
Lead Teacher, Choreographer

August 2021 - Present

- Teaching and choreographing competitive and recreational classes for students ages 2-18
- Ballet, PBT, contemporary, modern, tap and jazz classes.
- Choreograph group and solo works for competitive dance numbers.
- Organize and direct the competitive dance team, summer camp, and recreational programs.

Artistry Dance Center, Putnam, CT.
Teacher, Choreographer

August 2023 - Present

- Teaching recreational classes for students ages 4-18.
- Ballet, modern, contemporary, tap, acrobatics, jazz, and creative movement classes.

Work It Dance Challenge
Judge

August 2023 - Present

- Adjudicating and providing feedback for all styles of dance to dancers of all ages.

Aspire Dance Center, Oxford, MA.
Teacher, Choreographer

August 2016- 2023

- Teaching and choreographing competitive and recreational classes for students ages 2.5-18.
- Ballet, contemporary, modern, improvisation, jazz, tap, acrobatic, and creative movement classes.

Inclusive | Creative | Mindful | Proactive | Collaborative

Mini Movers Studio
Teacher

2019-2021

- Teaching ballet, jazz, and creative movement classes for recreational students ages 2.5-10.

Dance Performance Experience

DanceWorks Boston

Dancer. 2024. Boston, MA.

Boston Dance Studios Pride Showcase

Dancer, Choreographer. 2023. Boston, MA.

Onstage 360

Dancer, Choreographer. 2019, 2022. Brighton, MA.

Salem Arts Festival.

Dancer, Choreographer. 2021, 2022. Salem, MA.

Repertory Dance Theatre

President, Dancer, Choreographer, 2017-2021. Salem, MA.

Salem Dance Ensemble.

Dance Program Associate, Dancer, Choreographer, 2017- 2021. Salem, MA

American College Dance Association Festival.

Dancer, Choreographer, 2021. Middlebury, VT

Queer Arts Festival,

Dancer, Choreographer. 2018, 2019, 2021. Salem, MA.

Dancing Queerly.

Dancer. 2020. Boston, MA

Aspire Dance Center competition team

Dancer. 2011-2017. Oxford, MA.

Inclusive | Creative | Mindful | Proactive | Collaborative

Education Experience

Auburn Public Schools, Auburn, MA

Paraprofessional

Integrated PreSchool, 1:1 home services

November 2022 - Present

- Assists students with special needs in all aspects of classroom instruction to maximize inclusion, learning, and achievement.
- Works with students individually, in small groups, or whole groups to reinforce and re-teach basic learning and implement assigned programs.
- Work with students 1:1 in their home creating and instructing curriculum based on IEP goals.
- Facilitate discrete trials programming for specific students.

Oxford Public Schools, Oxford, MA

Paraprofessional

Integrated PreSchool

May 2022 - November 2023

- Assists students with special needs in all aspects of classroom instruction to maximize inclusion, learning, and achievement.
- Works with students individually, in small groups, or whole groups to reinforce and re-teach basic learning and implement assigned programs.
- Assist in classroom preparations and strategies for reinforcing instructional materials and skills according to individual student, and whole class needs.
- Facilitate discrete trials programming for specific students.

Long Term Substitute

Subseptate Classroom Teacher for Grades K-2

January 2022- May 2022

- Created and facilitated specialized instruction to address the instructional goals and objectives contained within each student's IEP.
- Developed and implemented annual Individualized Educational Program (IEP) plans for students.
- Worked cooperatively with paraprofessionals and service providers in developing instructional goals and strategies.

Substitute Teacher

Grades PreSchool-7

August 2021-January 2022

- Provided instruction, managed the classroom environment, and promoted student learning in the absence of the regular classroom teacher.

Inclusive | Creative | Mindful | Proactive | Collaborative

Personal Financial Statement

In crafting this personal financial statement, I am compelled to share not just numbers but the journey behind them. My financial landscape is marked by challenges, resilience, and a steadfast commitment to overcoming obstacles, particularly during the tumultuous times brought about by the global pandemic and the burden of student loans.

My journey into entrepreneurship has been one of determination and passion, fueled by a desire to create something meaningful despite facing financial setbacks. As I navigate through this endeavor, it's crucial to provide a transparent view of my current financial standing.

Amidst the uncertainties of the pandemic, its economic repercussions have impacted me profoundly. Like many, I faced unexpected hurdles, including loss of employment and dwindling financial resources. This period tested not only my financial stability but also my resilience and ability to adapt.

One of the significant challenges I confront is my credit history, marred by the weight of student loans and the economic downturn. The burden of student debt looms large, serving as a constant reminder of the financial strain it imposes. Despite diligent efforts, the pandemic-induced disruptions have made it challenging to meet financial obligations promptly, resulting in a less-than-ideal credit score.

However, amidst these challenges, there is a story of perseverance and determination. Despite the setbacks, I remain steadfast in my commitment to financial stability and responsible management. I have taken proactive steps to address my financial situation, including seeking guidance from financial advisors and implementing stringent budgeting measures.

While my credit history may not reflect my true financial character, I am confident in my ability to rebuild and emerge stronger. I am committed to transparently addressing any concerns regarding my credit and demonstrating my unwavering dedication to financial responsibility.

In terms of assets, while they may not be extensive, they are valuable and reflective of my commitment to long-term financial planning. These include personal savings diligently accrued over time, investments in diversified portfolios, and tangible assets such as property and valuable possessions.

On the liabilities front, the predominant component remains student loans. While they represent a significant financial obligation, they also symbolize an investment in knowledge and personal growth. Despite the challenges they pose, I am committed to managing and eventually alleviating this burden through strategic financial planning and disciplined repayment.

In conclusion, while my personal financial statement may not boast impeccable figures, it encapsulates a narrative of resilience, determination, and unwavering commitment to financial stability. My journey is marked by challenges, but it is also defined by perseverance and a relentless pursuit of my entrepreneurial aspirations. As I embark on this new chapter, I do so with transparency, humility, and a steadfast resolve to overcome obstacles and achieve financial success.

Letter of Intent

DocuSign Envelope ID: 77B2678D-B2F1-4D5C-8C94-CDF5A5ED7CD9



11/16/2023

Tariq Fayyad
Fayyad Realty Advisors

Via email to: tariqhayyad@gmail.com

RE: Molly Quinn Dance Studio – Lease Proposal for retail space located at 64 Worcester-Providence Turnpike Sutton, MA 01590

Dear Tariq,

Coldwell Banker Realty has been engaged by Molly Quinn to represent their leasing interests at 64 Worcester-Providence Turnpike Sutton, MA 01590 (the "Property"). On behalf of Molly Quinn's Dance Studio ("Tenant"), Coldwell Banker Realty ("Broker") is pleased to provide 64 Worcester Prov Tpke Llc ("Landlord") with the following proposal to lease \pm 2,288 square feet of space at the Property. The following terms and conditions are acceptable to the Tenant:

Property Address:	64 Worcester-Providence Turnpike Sutton, MA 01590
Premises:	\pm 2,288 square feet
Tenant:	Molly Quinn Dance Studio
Landlord:	64 Worcester Prov Tpke Llc
Lease Term:	Five (5) Years and three (3) months
Use:	Dance studio and anything incidental thereto.
Lease Commencement Date ("LCD"):	Upon lease execution, estimated to be no later than December 1, 2023.
Delivery Date	April 1, 2024, or earlier
Rent Commencement Date ("RCD"):	Rent shall commence on the 3 month anniversary of the Delivery Date.
Rental Rate:	Rent shall commence at \$3,146 month, on a gross basis, fixed for the remainder of the first year (1) and \$3,432 on years two (2) through year five (5) and three (3) months

Utilities:	Tenant shall be responsible for the electric and heat (propane) utilities throughout the term of the lease, which shall be separately metered and billed directly to the Tenant.
Delivery of Premises:	Landlord shall deliver the Premises in its existing "as-is, where-is" condition.
Tenant Improvements:	Throughout the term of the lease, with Landlord's prior written approval, Tenant shall have the right to make non-structural improvements within the Premises. Such Landlord approval shall not be unreasonably withheld or delayed.
Option to Renew:	Provided Tenant is not in default; Tenant shall have Two (2) options to renew the Term, each for an additional five (5) year period at 2% a year or 10% per exercised option. Tenant shall provide Landlord with six (6) months prior written notice of its intent to renew the lease.
Other	Personal Guaranty of the lease
Capital Repair Items:	Throughout the term of the lease, Landlord shall be responsible for the repair & replacement of the electrical, water heaters, HVAC unit, and sprinklers. Landlord shall be responsible for the roof & structure.
Deposit:	Tenant shall provide Landlord with first, last and security deposit for a total of \$9,438
Access:	Tenant shall have access to the Premises and parking areas 24 hours a day, 7 days a week, 365 days a year.
Sublease & Assignment:	The Tenant shall have the right to sublease or assign all or part of the lease agreement to a sub-tenant or assignee with the same financial worthiness and credit of Tenant, subject to Landlord's prior written approval which shall not be unreasonably withheld or delayed.
Signage:	Tenant shall have the right to install its signage at its own cost and expense on the front and post of the building. All signage shall be approved by the Landlord and in accordance with the Town of Millbury bylaws.
Telecommunications:	Tenant shall be responsible for all costs related to the installation of telecommunications and data within the Premises.
Brokerage:	Both Landlord and Tenant acknowledge that Coldwell Banker Realty represents the Tenant ("Tenant Broker"), and Fayyad Realty Advisors represents the Landlord ("Listing Broker"). In the event a lease is consummated, Coldwell Banker Realty shall be compensated a fee of ½ of one months rent.

Contingencies:

This proposal is non-binding and contains some, but not all the terms of a possible transaction between parties. It is intended to form the basis for further negotiations. Neither party shall be bound unless and until all necessary approvals are obtained and a mutually satisfactory Lease Agreement has been executed and delivered by all parties.

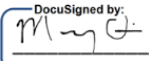
If the terms and conditions outlined above are acceptable, please so indicate by having the duly authorized sign in the space provided below and return the original copy to me. Please do not hesitate to contact me with any questions or comments that you may have regarding this proposal.

Sincerely,


Brandon O'Neal

Brandon O'Neal
Broker Associate
Coldwell Banker Realty

Non-binding letter of intent accepted by Tenant:

By: 
F8765D96670643B...
Name: Molly Quinn
Title: President
Date: 11/16/2023

Non-binding letter of intent accepted by Landlord:

By: 
7DA0BCC1FCF7864...
Name: PATRAMANIS, PERRY
Title: President
Date: 11/16/2023

Lease

- Attached separately

Contracts

- Build out



178 North Main Street
Millbury, MA 01527

Estimate

Date	Estimate #
1/6/2024	2023-144

Name / Address
Molly Quinn 64 Worcester Providence TRPKE Sutton MA 01590 508-280-5954

Terms	
Description	Total
MOLLY QUINN DANCE STUDIO	
dumpster on site (base charge \$600.00 plus a weekly storage fee \$10-\$20)	600.00
demolition and disposal of the effected walls and ceiling tiles	2,500.00
demolition and disposal of the existing carpet and padding	1,160.00
machine removal of the carpet backing and adhesives	1,374.00
supply install Dri-Core sub floor on the main room and the back room	5,415.00
supply install Life-proof strip vinyl flooring (allowance for flooring \$4500.00) hallway, small room, stage in the main room and the front entrance	10,000.00
electrical allowance to relocate affected wiring and install new wiring as required..	2,650.00
supply install insulation/ fire-blocking as required in the framing changes	580.00
We look forward to hearing from you.	Total

Signature

E-mail
mwackell@charter.net

E-mail
mwackell@charter.net

Floor Plan

