Craving Cakes

Entrepreneurship

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Trenton High School
Trenton, MO

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FCCLA Planning Process Summary Page Template



(This template may be modified, but all headings must be used in the correct order. The FCCLA logo, STAR Events logo, and Planning Process graphics are encouraged but not required.)

IDENTIFY CONCERNS



There is not a business that specializes in cupcakes in Trenton, Missouri, besides the Hy-Vee

bakery, which isn't a specific cupcake bakery.
Cupcake businesses in the area charge too much and are not local.
A cupcake business in this area could be very successful and make a favorable amount of

SET A GOAL



- Create a small cupcake business that provides delicious and affordable cupcakes for any event in Trenton and the surrounding areas.
- Make a favorable amount of profit through the business to put in my savings account.

FORM A PLAN (WHO, WHAT, WHEN, WHERE, HOW, COST, RESOURCES, AND EVALUATION)



- I will start a cupcake business in the fall/winter of 2019 in Trenton, Missouri.
- I will learn about cupcake decorating from my aunt that owns her own cupcake bakery. It costs around \$200 to start (ingredients, supplies, containers). It will be funded through parents and savings.

- My resources include parents and my aunt.

ACT



Advertise my cupcake business through business cards, menus, and social media advertising.

Start by making cupcakes for family and friends, and spread to others.

Make cupcakes for bigger events like birthday parties, weddings, graduation parties, and

FOLLOW UP



- The goal of my project was met.
- I could improve my project in the future by pricing all flavors differently because some cost more to make than others.
- People I'd like to thank are my parents, aunt, Ms. Ferry, and all of my customers.



2019-2020 STAR Events Online Project Summary Form

FCCLA <noreply@registermychapter.com> Reply-To: competitiveevents@fcclainc.org To: rferry@trentonr9.k12.mo.us Tue, Jan 14, 2020 at 12:09 PM

EVIDENCE OF PROJECT SUMMARY SUBMISSION

Thank you for completing the project summary form for your STAR Event. To receive the point for submission, print this email and have your adviser verify by signing and dating below for including in a display, file folder, or portfolio. One survey per entry is required.

Chapter Name: Trenton HS FCCLA - 12695

State: Missouri

Members: Miss Eliana C Cowling

Event Name: Entrepreneurship

Level: Level 2 (grades 9 and 10)

Project Title: Craving Cakes

Adviser's Signature

Date Jan. 14 2020

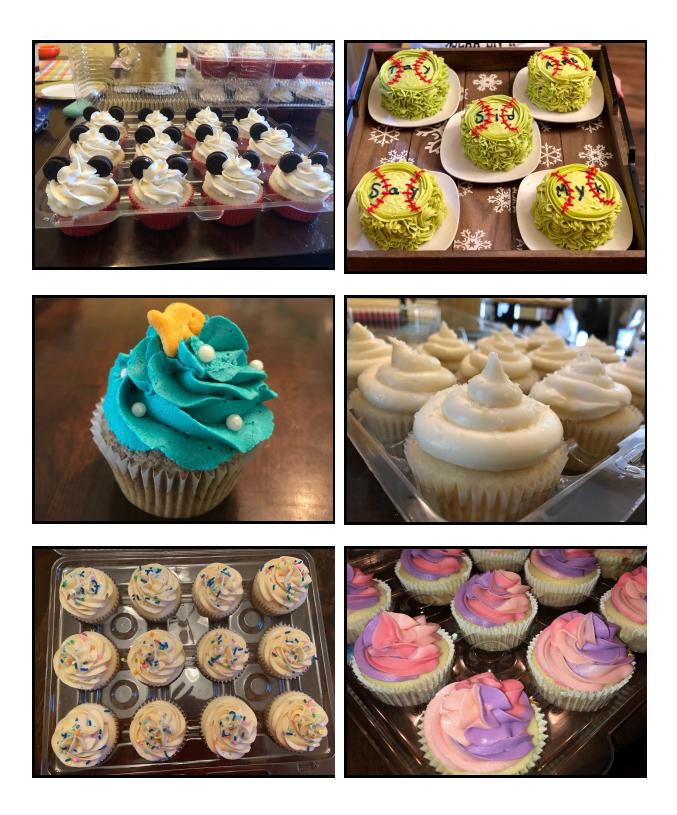
Business Description



Business Description

The business that I have created is called Craving Cakes. The mission of Craving Cakes is to offer a quality, local bakery that provides premium cupcakes to the residents of Trenton, Missouri, and the surrounding areas. Craving Cakes sells homemade cupcakes in a wide variety of flavors. Some of my flavors include white velvet, chocolate, lemon, red velvet, and cake batter. My product benefits customers because it provides them with cupcakes for every kind of event. The customer demographics are not a major factor since people of all genders, ages, education levels, and occupations enjoy cupcakes. However, a low income family may not be able to purchase cupcakes from my business. There are a significant amount of low income families in Trenton. Craving Cakes brings in a steady flow of cash all year round because the demand for cupcakes is constant. My product is different from my competitors because the cupcakes are made from scratch, the price point is very reasonable at just \$15 a dozen, and they are one of the most unique and tasty desserts one can find in the small town of Trenton, Missouri. Customers can get their order by either picking up their goods or I will deliver them to their preferred location. This business does not have traditional service hours nor does it operate every day, only when an order is placed by a customer. Craving Cakes has made cupcakes for multiple events, including birthdays, graduation parties, weddings, and school dances. This cupcake business is feasible because it is one of the only cupcake businesses in the area, so it is local, convenient, and unique to most of my customers. My competitors, like HyVee, position their cupcakes as a basic form of dessert for parties with very little precise decoration and detail. However, Craving Cakes spends extra time completing all custom orders and views cupcakes as a way to enhance a party or event and even make an everyday event special. Also, HyVee might display their product for several days before it is purchased; Craving Cakes' cupcakes are always custom order only, which means they are always made fresh the day before or the day of the special event. Competitors charge both less and more than Craving Cakes. The local HyVee charges \$10.99 per dozen, and SmallCakes in St. Joseph, Missouri charges \$20 per dozen. Craving Cakes falls in the middle of these two companies, which is appropriate because HyVee can charge less because cupcakes are a very small part of all the money that the store brings in, and they

sell most of their cupcakes in bulk. SmallCakes specializes in cupcakes and is nationally known, so they can charge more.



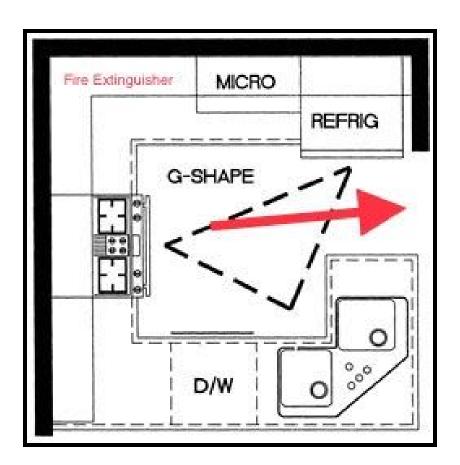
Facility



~BY ELIANA COWLING~

Facility

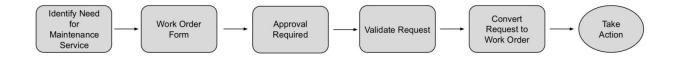
Craving Cakes is located in Trenton, Missouri, on 402 Ridgeway Street. The business is in my home because I am not old enough to pay for a storefront and it is not my only job. There is no steady traffic flow, competition, or cost issues with the location of this business. The client profile varies greatly and ranges from very small children to the elderly; basically anyone who desires cupcakes fits the client profile. There are currently no location barriers and my home is handicapped accessible. There is expansion potential if I desire to go this route in the future. I have free rent for my business because I am underage, but I do have many providers for the utilities in my home. My providers include TMU for electricity and water, Empire for gas, and Mid-States for internet. In case of an emergency, there is a fire extinguisher located in the corner of my kitchen and the fire exit is straight out of the kitchen and through the back door of my home. All general facility maintenance is maintained by either me or my mom. This includes any extra cleaning, repairs, or supplies that need to be replenished.



If Craving Cakes expands, the maintenance chart below will be completed quarterly by either myself or one of my employees.

Task	August 20, 2019	Time	November 20, 2019	Time	February 20, 2020	Time	May 20, 2020	Time
Descale appliances								
Deep clean oven								
Take inventory of ingredients								
Clean refrigerator and cupboard spaces								
Check for expired supplies and replenish as needed								

Below is the work order request process in case one of my employees has a maintenance problem that needs to be assessed.



Supplies & Equipment



Supplies and Equipment

Some suppliers that Craving Cakes obtains products from include Amazon, HyVee, Walmart, William Sonoma, and Wilton. There are multiple pieces of equipment and supplies needed for this business, including ingredients, baking equipment, and office supplies. If any maintenance needs to be done or if upgrades need to be made, I am the one who is responsible for this. Examples include upgrading from a hand mixer to a stand mixer and replenishing ingredients. Other routine maintenance items including changing light bulbs, fixing a leaky faucet, etc.; these tasks are either done by me, my parents, or a local plumber.

<u>Ingredients</u>

Item	Cost	Used For
Flour	\$3.24	All Cakes
Sugar	\$2.10	All Cakes
Powdered Sugar	\$2.17	All Frostings
Baking Soda	\$2.84	All Cakes
Cocoa Powder	\$2.98	Chocolate Cake and Frosting & Red Velvet Cake
Baking Powder	\$5.28	All Cakes
Cake Flour	\$2.68	White Velvet & Lemon Cakes
Salt	\$0.48	All Cakes
Vanilla Extract	\$8.81	All Cakes & Frostings
Butter	\$2.98	All Frostings
Buttermilk	\$2.12	White Velvet, Chocolate, & Lemon Cakes

Eggs	\$0.98	All Cakes
Sour Cream	\$3.98	White Velvet, Chocolate, & Red Velvet Cakes
Food Coloring	\$3.48	Red Velvet Cake
Cream Cheese	\$1.96	Cream Cheese Frosting
Rainbow Sprinkles	\$7.97	Cake Batter Cake & Frosting

Baking Equipment

Item	Cost	Used For
Cupcake Pans	\$9.54	All Cakes
Cupcake Liners	\$7.99	All Cakes
Cupcake Containers	\$26.92	All Cakes
Cooling Racks	\$3.97	All Cakes
Sifter	\$6.36	All Cakes & Frostings
Measuring Cups	\$7.99	All Cakes & Frostings
Measuring Spoons	\$9.88	All Cakes & Frostings
Spatulas	\$9.99	All Cakes & Frostings
Piping Bags	\$7.99	All Frostings
Piping Tips	\$10.99	All Frostings
Electric Mixer	\$39.99	All Cakes & Frostings

Office Supplies

Item	Cost
Computer	\$155.00
Printer	\$59.89
Notepad	\$6.99
Pens	\$17.80
Receipt Book	\$6.88

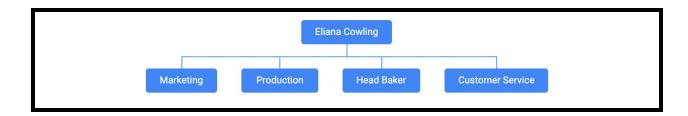
I plan to upgrade my equipment every 5 years. Ingredients are bought as needed, which is about every two to three weeks. How often I buy ingredients also depends on how many orders I need to fill over time. I will incorporate the FIFO method into my business. Meaning, first in, first out. I will have all my ingredients labeled and dated to ensure freshness and quality.

Organizational Chart



~BY ELIANA COWLING~

Organizational Chart



Marketing Director

I provide direction and guidance for Craving Cakes and I develop a marketing plan for selling my cupcakes.

Production Director

I am in charge of how the budget is spent and I make sure everything is running smoothly.

Head Baker

I do all of the preparing, baking, and decorating of the cupcakes and cakes for my business.

Customer Service Associate

I maintain knowledge about my product and company in order to provide proficient service.

If my business expands, I will delegate these positions to other qualified workers. When expanding, I will start by hiring one employee. This employee will be trained how to bake and frost the cupcakes. My next employee will become my marketing director; they will take over my duties and help to develop the marketing plan for selling cupcakes. Based on the size of my business, I think two employees is the appropriate amount for me to hire.

Personnel Management



~BY ELIANA COWLING~

Personnel Management

Craving Cakes' business owner is me, Eliana Cowling. My responsibilities include creating all of the cupcakes, managing orders, and taking responsibility for all financial duties. This business is a sole proprietorship. Having no employees in this business cuts down on my overhead expenses. When I go on vacation, the business is halted for that week because currently there is no one else that can be hired and trained to keep the business running. This is not a problem because this business does not have daily orders, and sometimes it goes a week or more without getting a cupcake order. I am a very motivated, organized, intelligent, and creative individual who has extraordinary baking skills. Therefore, there is no need for other members in this business' team. The only other worker in this business is my mom, who is a business consultant. She serves as an adviser, financial supporter, and assistant. My salary is approximately \$1,040.00 from the time I started my business in May. I set aside some of my profit for more ingredients and supplies that are needed in the future. I deposit the remaining amount into my savings account. In the future if my business expands, I will need to hire two additional employees. These employees will include another baker besides myself and a marketing director. When hiring these employees, I will require them to have either prior experience working in a bakery or a strong willingness to learn the business. Strong people skills are also essential when hiring employees. The training of a second employee will include the following: shopping for supplies, following recipes, baking cupcakes, frosting cupcakes, delivering orders, and any other miscellaneous tasks. All employees will be required to sign an acknowledgement of receipt of the employee handbook. This handbook will include an evaluation form for the employee, how they will be evaluated quarterly, employer and employee confidentiality, employee harassment policy, and the required attendance at work. All handbook and evaluation forms will comply with local, state, and federal laws and policies. This business values safety and a well-maintained environment to ensure that injury-related claims are avoided. All customers are treated fairly and respectfully regardless of age, race, gender, sexual orientation, religion, or disability. Craving Cakes makes the commitment to operate at the highest standard to avoid any customer-related lawsuits. This includes offering exemplary customer service and a high quality product. My

business also strongly values workplace professionalism, company representation, and a smoke and drug-free workplace.

Funding Sources for Business



~BY ELIANA COWLING~

Funding Sources for Business

My parents and aunt, who owns her own cupcake bakery in Pella, Iowa, helped me get Craving Cakes started. They provided guidance and a donation of ingredients to make my cupcakes. My investors then started contributing to my supplies to make products. Craving Cakes does not need to ask for any funding. This business is operated with my own money that comes from my savings account. Craving Cakes is not big enough to ask for a loan, especially because it does not have to pay for employees, a building, and other expenses that come with having an on ground business. In the future if this business expands and becomes a storefront business, Craving Cakes will need a business loan. This loan will help provide the business with money for a building, necessary equipment, more supplies, and ingredients. Additionally, if Craving Cakes becomes a storefront, the price point for cupcakes may change and different products may be sold. The price per one dozen cupcakes may increase because I would have more expenses to pay for and I would be making more of a deluxe cupcake.

Fees For Products

\$15 for 1 Dozen Cupcakes

\$25 for 2 Dozen Cupcakes

\$35 for 3 Dozen Cupcakes

\$45 for 4 Dozen Cupcakes

\$55 for 5 Dozen Cupcakes

\$10 for a Smash Cake

Number of Dozen	Cost to Make	Cost to Sell	Profit
One	\$4	\$15	\$11
Two	\$8	\$25	\$17
Three	\$12	\$35	\$23
Four	\$15	\$45	\$30
Five	\$18	\$55	\$37

Budget



~BY ELIANA COWLING~

Budget

Craving Cakes gets about the same amount of orders for every quarter of every year. However, quarter four is usually the busiest because of the holidays. Some quarters are especially high due to a wedding or other big event that requires a greater unit of cupcakes than usual. Since the cupcake business is not my only job or responsibility, Craving Cakes does not sell an extraordinary amount of units every year. Once the business got off the ground, word spread so even more people started placing orders. A constant and steady customer flow has helped maintain a consistent profit every quarter. This also shows how the customer base grew over time. I can manage this business by planning out orders ahead of time. In the future, if I decide to grow Craving Cakes into a storefront, employees will need to be hired to help make more cupcakes.

Cash Flow (Starting May 2019)

Month	Money Spent	Money Earned	Profit	Number of Dozens Sold
May	\$110.00	\$525.00	\$415.00	35
June	\$35.00	\$100.00	\$65.00	6
July	\$80.00	\$225.00	\$145.00	15
August	\$20.00	\$50.00	\$30.00	3
September	\$50.00	\$140.00	\$110.00	9
October	\$60.00	\$180.00	\$120.00	12
November	\$30.00	\$90.00	\$60.00	6
December	\$30.00	\$125.00	\$95.00	8

Filing Status Check only one box,	If you	Single Married filing jointly Married filing separately (MFS) Head of household (HOH) Qualifying widow(er) (QW) but checked the MFS box, enter the name of spouse. If you checked the HOH or QW box, enter the child's name if the qualifying person is hild but not your dependent.								
Your first name	and m	ddle initial	Las	t name				Your	social security number	
If joint return, s	pouse's	first name and middle initial	Las	t name				Spous	se's social security number	
		or and street). If you have a P.O. box, s ee, state, and ZIP code. If you have a fo			so complete si	naces below (see instru	Apt. no.	Check h	dential Election Campaign here if you, or your spouse if filing want \$3 to go to this fund. g a box below will not change you	
City, town or p	ost onic	ce, state, and ZIP code. If you have a it	reign	iduress, ai	so complete sp	aces below (500 mone		tax or ref		
Foreign countr	name			Foreign	n province/stat	e/county	Foreign postal co		re than four dependents, estructions and ✓ here ►	
Standard Deduction Age/Blindness	_	eone can claim: You as a dependence itemizes on a separate return o Were born before January 2, 19	r you w	vere a dual			re January 2, 1955		blind	
Dependents ((1) First name	see ins	structions): Last name		(2) Social s	ecurity number	(3) Relationship to yo		✓ if qualifies ax credit	for (see instructions): Credit for other dependents	
	Subse			approx.					 	
			- N							
								tare order		
	1	Wages, salaries, tips, etc. Attach For	m(s) W	-2					1	
	2a	Tax-exempt interest	2a			b Taxable interest.	Attach Sch. B if re	quired 2	2b	
	3a	Qualified dividends	3a			b Ordinary dividends	. Attach Sch. B if re	quired	3b	
tandard eduction for—	4a	IRA distributions	4a	3500		b Taxable amount		4	4b	
Single or Married	c	Pensions and annuities	4c			d Taxable amount		4	4d	
filing separately, \$12,200	5a	Social security benefits	5a	NAME OF		b Taxable amount			5b	
Married filing	6	Capital gain or (loss). Attach Schedu	e D if r	equired. If	not required, c	heck here	1		6	
jointly or Qualifying widow(er),	7a	Other income from Schedule 1, line 9							7a	
\$24,400 Head of	ь	Add lines 1, 2b, 3b, 4b, 4d, 5b, 6, an		his is your	total income			. •	7b	
household,	8a	Adjustments to income from Schedu						🗔	8a	
\$18,350 If you checked	ь	Subtract line 8a from line 7b. This is			oss income			. 🕨 🛚 :	8b	
any box under	9	Standard deduction or itemized de)	\$		
Standard Deduction,	10	Qualified business income deduction				5-A 1	0			
see instructions.	11a	Add lines 9 and 10				· · · · · ·		1	11a	

Form 1040 (2019	9)											Page 2
	12a	Tax (see inst.) Check if any from	Form(s): 1 88	14 2 4972	3 🔲	12a			-416			
	b	Add Schedule 2, line 3, and lin	e 12a and enter th	e total				. >	12b			
	13a	Child tax credit or credit for otl	her dependents .			13a						
	b	Add Schedule 3, line 7, and lin	e 13a and enter the	e total					13b			
	14	Subtract line 13b from line 12b	. If zero or less, en	nter -0					14			
	15	Other taxes, including self-emp	oloyment tax, from	Schedule 2, line	10				15			
	16	Add lines 14 and 15. This is yo	ur total tax					. •	16			
	17	Federal income tax withheld from	om Forms W-2 and	1099					17			
If you have a	18	Other payments and refundabl	e credits:						250			
qualifying child, attach Sch. EIC, I	a	Earned income credit (EIC) .				18a			$d = \mu$			
If you have	b	Additional child tax credit. Atta	ch Schedule 8812			18b			122 5			
nontaxable combat pay, see	c	American opportunity credit fro	om Form 8863, line	8		18c						
instructions.	d	Schedule 3, line 14				18d			7			
	e	Add lines 18a through 18d. The	ese are your total o	other payments	and refundable c	redits .		. >	18e			
	19	Add lines 17 and 18e. These ar	e your total paym	ents				. ▶	19			
Refund	20	If line 19 is more than line 16, s							20			
	21a	Amount of line 20 you want ref	unded to you. If F	orm 8888 is atta	ched, check here			▶ □	21a			
Direct deposit? See instructions.	▶ b	Routing number										
See instructions,	►d	Account number										
	22	Amount of line 20 you want ap	plied to your 2020	estimated tax		22						
Amount	23	Amount you owe. Subtract line	e 19 from line 16. F	or details on ho	w to pay, see instru	uctions .		. •	23			
You Owe	24	Estimated tax penalty (see instr	ructions)			24					at the	
Third Party Designee	Do	you want to allow another perso	n (other than your	pald preparer) to	discuss this return	n with the IRS	S? See instru	uctions.		Yes. C No	omplete	below.
(Other than		signee's		Phone			Personal i		tion			
paid preparer)	Tyllegen Co	ne 🕨		no. ►			number (F		<u> </u>		\perp	
Sign	Und	der penalties of perjury, I declare that rect, and complete. Declaration of prep	I have examined this parer (other than taxo)	return and accomp	canying schedules and	d statements, a	and to the bes	st of my k	nowledg	e and b	elief, they	are true,
Here		ur signature		Date			ary knowledge		IDC			
	, 10	ur signature		Date	Your occupation				RS sent you an Identity ection PIN, enter it here			
Joint return?					(see							
See instructions.	Sp	ouse's signature. If a joint return,	both must sign.	Date	Spouse's occup	ation					spouse a	
Keep a copy for your records.							Identi		ection F	IN, ente	r it here	
	DL		For ill address				(366 11	151.)			Ш	
		one no. eparer's name	Preparer's signa	Email address		Data		TINI		01 .	.,	
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Preparer		m'a nama N				DI	A CONTRACTOR OF THE PARTY OF TH				rd Party D	-
Use Only	-	and the second of the second o	Firm's name ▶ Phone no.							1	elf-empl	oyed
		Firm's address ► Firm's										

SCHEDULE C (Form 1040 or 1040-SR)

Profit or Loss From Business (Sole Proprietorship)

► Go to www.irs.gov/ScheduleC for instructions and the latest information.

OMB No. 1545-0074 Attachment Sequence No. 09

Department of the Treasury Internal Revenue Service (99) Attach to Form 1040, 1040-SR, 1040-NR, or 1041; partnerships generally must file Form 1065.

Name of	proprietor			Social security number (SSN)
A	Principal business or professio	B Enter code from instructions ▶		
С	Business name. If no separate	D Employer ID number (EIN) (see instr.)		
E	Business address (including su	uite or room no.) >		
10	City, town or post office, state	, and ZIP code		
F	Accounting method: (1)] Cash (2) ☐ A	Accrual (3) ☐ Other (specify) ►	er limit on losses Yes No
G	Did you "materially participate	" in the operation of t	this business during 2019? If "No," see instructions for	or limit on losses
Н	If you started or acquired this	business during 2019	o, check here	Yes □No
I	Did you make any payments in	n 2019 that would red	quire you to file Form(s) 1099? (see instructions)	☐ Yes ☐ No
J	If "Yes," did you or will you file Income	required Forms 109	9?	
of nemical		-ttions for line 4.	and check the box if this income was reported to you	on
1	Gross receipts or sales. See in	employee" hox on the	at form was checked	
2				
3				
4				
5	Gross profit. Subtract line 4	from line 3		. 5
6	Other income including feder	al and state gasoline	or fuel tax credit or refund (see instructions)	. 6
7	Gross income. Add lines 5 a	nd 6		> 7
Pari	Expenses, Enter expe	enses for business	s use of your home only on line 30.	
8	Advertising	8	18 Office expense (see instruction	s) 18
9	Car and truck expenses (see		19 Pension and profit-sharing plans	. 19
	instructions)	9	20 Rent or lease (see instructions)	:
10	Commissions and fees .	10	a Vehicles, machinery, and equipm	nent 20a
11	Contract labor (see instructions)	11	b Other business property	. 20b
12	Depletion	12	21 Repairs and maintenance	. 21
13	Depreciation and section 179		22 Supplies (not included in Part II	
	expense deduction (not included in Part III) (see		23 Taxes and licenses	23
	instructions)	13	24 Travel and meals:	
14	Employee benefit programs		a Travel	<u>24a</u>
	(other than on line 19)	14	b Deductible meals (see	
15	Insurance (other than health)	15	instructions)	
16	Interest (see instructions):	100	25 Utilities	
а	Mortgage (paid to banks, etc.)	16a	26 Wages (less employment credi	
b	Other	16b	27a Other expenses (from line 48)	Marie Management of the Company of t
17	Legal and professional services	17	b Reserved for future use .	
28	Total expenses before expen	nses for business use	of home. Add lines 8 through 27a	29
29	Tentative profit or (loss). Sub	tract line 28 from line	7	29
30	Expenses for business use	of your home. Do no	ot report these expenses elsewhere. Attach Form 8	1029
	unless using the simplified m	etnod (see instruction	are footage of: (a) your home:	
			. Use the Simplifie	d he
	and (b) the part of your home	used for business:_	amount to enter on line 30	30
	Method Worksheet in the insi	tructions to ligure the	s amount to enter on the oo	
31	Net profit or (loss). Subtrac	t line 30 horr line 23.	040 or 1040 SP) line 3 (or Form 1040-NR line	
	If a profit, enter on both S	Schedule 1 (Form 10	040 or 1040-SR), line 3 (or Form 1040-NR, line the box on line 1, see instructions). Estates and	31
			the box on the 1, occ mandellons, courses and	
	trusts, enter on Form 1041, I			
	If a loss, you must go to li	hov that describes w	our investment in this activity (see instructions).	
32	if you have a loss, check the	DOX triat describes y	Schodule 1 (Form 1040 or 1040-SR) line 3 (or	
	If you checked 32a, ente	r the loss on both s	Schedule 1 (Form 1040 or 1040-SR), line 3 (or ne 2. (If you checked the box on line 1, see the line	32a All investment is at risk
	31 instructions). Estates and t	rusts enter on Form	1041, line 3.	32b Some investment is no
	 If you checked 32b, you m 	ust attach Form 619	98. Your loss may be limited.) at risk.

Add lines 35 through 39 .

Inventory at end of year

48 Total other expenses. Enter here and on line 27a .

40

43	When did you place your vehicle in service for business purposes? (month, day, year)	
44	Of the total number of miles you drove your vehicle during 2019, enter the number of miles you used your vehicle for:	
а	Business b Commuting (see instructions) c Other	
45	Was your vehicle available for personal use during off-duty hours?	□ No
46	Do you (or your spouse) have another vehicle available for personal use?	☐ No
47a	Do you have evidence to support your deduction?	□ No
b Part	If "Yes," is the evidence written?	☐ No
	Caries Experiences East Select Submittees experience from international of filmes of 20 of limite 30.	

SCHEDULE SE (Form 1040 or 1040-SR)

Self-Employment Tax

OMB No. 1545-0074

Department of the Treasury Internal Revenue Service (99 ► Go to www.irs.gov/ScheduleSE for instructions and the latest information.

► Attach to Form 1040, 1040-SR, or 1040-NR.

Attachment Sequence No. 17

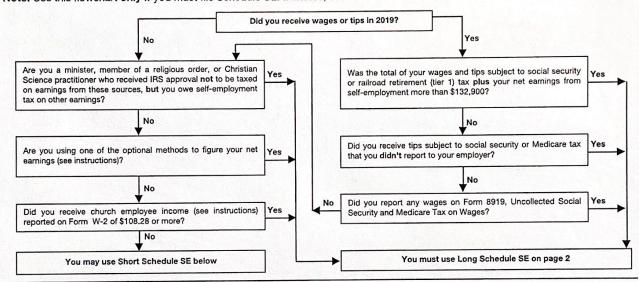
Name of person with self-employment income (as shown on Form 1040, 1040-SR, or 1040-NR)

Social security number of person with self-employment income ▶

Before you begin: To determine if you must file Schedule SE, see the instructions.

May I Use Short Schedule SE or Must I Use Long Schedule SE?

Note: Use this flowchart only if you must file Schedule SE. If unsure, see Who Must File Schedule SE in the instructions.



Section A-Short Schedule SE. Caution: Read above to see if you can use Short Schedule SE.

		of the lates	
	Net farm profit or (loss) from Schedule F, line 34, and farm partnerships, Schedule K-1 (Form 1065), box 14, code A	1a	Switz S
ь	If you received social security retirement or disability benefits, enter the amount of Conservation Reserve Program payments included on Schedule F, line 4b, or listed on Schedule K-1 (Form 1065), box 20, code AH	1b	()
2	Net profit or (loss) from Schedule C, line 31; and Schedule K-1 (Form 1065), box 14, code A (other than farming). Ministers and members of religious orders, see instructions for types of income to report on this line. See instructions for other income to report	2	
3	Combine lines 1a, 1b, and 2	3	
4	Multiply line 3 by 92.35% (0.9235). If less than \$400, you don't owe self-employment tax; don't file this schedule unless you have an amount on line 1b	4	
	Note: If line 4 is less than \$400 due to Conservation Reserve Program payments on line 1b, see instructions.		
5	Self-employment tax. If the amount on line 4 is: • \$132,900 or less, multiply line 4 by 15.3% (0.153). Enter the result here and on Schedule 2 (Form 1040 or 1040-SR), line 4, or Form 1040-NR, line 55. • More than \$132,900, multiply line 4 by 2.9% (0.029). Then, add \$16,479.60 to the result.		
	Enter the total here and on Schedule 2 (Form 1040 or 1040-SR), line 4, or Form 1040-NR, line 55 .	5	
6	Deduction for one-half of self-employment tax.		
	Multiply line 5 by 50% (0.50). Enter the result here and on Schedule 1 (Form 1040 or 1040-SR), line 14, or Form 1040-NR, line 27 6		

For Paperwork Reduction Act Notice, see your tax return instructions.

Cat. No. 11358Z

Schedule SE (Form 1040 or 1040-SR) 2019

Schedule SE (Form 1040 or 1040-SR) 2019 Attachment Sequence No. 17 Page 2 Name of person with self-employment income (as shown on Form 1040, 1040-SR, or 1040-NR) Social security number of person with self-employment income ▶ Section B-Long Schedule SE Part I Self-Employment Tax Note: If your only income subject to self-employment tax is church employee income, see instructions. Also see instructions for the definition of church employee income. If you are a minister, member of a religious order, or Christian Science practitioner and you filed Form 4361, but you had \$400 or more of other net earnings from self-employment, check here and continue with Part I 1a Net farm profit or (loss) from Schedule F, line 34, and farm partnerships, Schedule K-1 (Form 1065), box 14, code A. Note: Skip lines 1a and 1b if you use the farm optional method (see instructions) b If you received social security retirement or disability benefits, enter the amount of Conservation Reserve Program payments included on Schedule F, line 4b, or listed on Schedule K-1 (Form 1065), box 20, code AH 1b Net profit or (loss) from Schedule C, line 31; and Schedule K-1 (Form 1065), box 14, code A (other than farming). Ministers and members of religious orders, see instructions for types of income to report on this line. See instructions for other income to report. Note: Skip this line if you use the 4a If line 3 is more than zero, multiply line 3 by 92.35% (0.9235). Otherwise, enter amount from line 3 Note: If line 4a is less than \$400 due to Conservation Reserve Program payments on line 1b, see instructions. **b** If you elect one or both of the optional methods, enter the total of lines 15 and 17 here c Combine lines 4a and 4b. If less than \$400, stop; you don't owe self-employment tax. Exception: If less than \$400 and you had church employee income, enter -0- and continue . . . 4c 5a Enter your church employee income from Form W-2. See instructions for 5b 6 6 Maximum amount of combined wages and self-employment earnings subject to social security tax or the 6.2% portion of the 7.65% railroad retirement (tier 1) tax for 2019 132,900 8a Total social security wages and tips (total of boxes 3 and 7 on Form(s) W-2) and railroad retirement (tier 1) compensation. If \$132,900 or more, skip lines Unreported tips subject to social security tax (from Form 4137, line 10) . . Wages subject to social security tax (from Form 8919, line 10) 8d Subtract line 8d from line 7. If zero or less, enter -0- here and on line 10 and go to line 11 . . . 9 10 Multiply the smaller of line 6 or line 9 by 12.4% (0.124) 10 11 Self-employment tax. Add lines 10 and 11. Enter here and on Schedule 2 (Form 1040 or 1040-SR), Deduction for one-half of self-employment tax. Multiply line 12 by 50% (0.50). Enter the result here and on Schedule 1 (Form 1040 or 1040-SR), line 14, or Form 1040-NR, line 27 Part II Optional Methods To Figure Net Earnings (see instructions) Farm Optional Method. You may use this method only if (a) your gross farm income¹ wasn't more than \$8,160, or (b) your net farm profits2 were less than \$5,891. 5,440 15 Enter the smaller of: two-thirds (2/3) of gross farm income1 (not less than zero) or \$5,440. Also include this amount on line 4b above . 15 Nonfarm Optional Method. You may use this method only if (a) your net nonfarm profits were less than \$5,891 and also less than 72.189% of your gross nonfarm income,4 and (b) you had net earnings from self-employment of at least \$400 in 2 of the prior 3 years. Caution: You may use this method no more than five times.

Enter the smaller of: two-thirds (2/3) of gross nonfarm income4 (not less than zero) or the amount on

16

¹ From Sch. F, line 9, and Sch. K-1 (Form 1065), box 14, code B.

² From Sch. F, line 34, and Sch. K-1 (Form 1065), box 14, code A—minus the amount you would have entered on line 1b had you not used the optional method.

³ From Sch. C, line 31; and Sch. K-1 (Form 1065), box 14, code A. ⁴ From Sch. C, line 7; and Sch. K-1 (Form 1065), box 14, code C.

Laws, Regulations, & Codes



Laws, Regulations, and Codes

According to the Missouri Cottage Food Law (SB525), individuals can sell their products directly to consumers, which includes sales out of their home. This allows me to legally sell baked goods out of my home without a business license. I can legally sell up to \$50,000 worth of products per year. No permit, inspection, business license, or training from the health department is needed. In fact, a local health department is not allowed to regulate a cottage food operation. Craving Cakes maintains a high standard in regards to a clean environment. Some examples include the following: cleaning work surfaces and sanitizing with bleach water before and after use, washing my hands frequently while working, using equipment that has been effectively sanitized prior to use, and keeping my household pet out of my work area while I am baking. All of this ensures a healthy and clean environment as I bake for my customers. My parents have a basic homeowner's insurance policy which insures my home in case of fire damage or injuries. There is a local fire department that serves Trenton in case of emergency.



CITY OF TRENTON APPLICATION FOR OCCUPATIONAL LICENSE License runs from July 1 to June 30

Business Name:	
Business Address:	
City, State and Zip Code:	
Mailing Address:	
City, State and Zip Code:	
Phone Number:	<u>. </u>
Missouri Sales Tax # (if applicable):	
Contact Person:	
Owner:	
License Fee If in Trenton your License is based on Gross Receipts \$0 - \$250,000	\$50.00
For each additional \$250,000 in gross receipts or part thereof(Maximum of \$300 for any License Fee)	\$50.00
If you're an Itinerant Merchant or out of City Contractor	\$100.00
You are required by Missouri Law to show proof of Workmen's Con	mpensation, if



State of Missouri

John R. Ashcroft, Secretary of State

Corporations Division PO Box 778 / 600 W. Main St., Rm. 322 Jefferson City, MO 65102

Registration of Fictitious Name

(Submit with filing fee of \$7.00) (Must be typed or printed)

This information is for the use of the public and gives no protection to the name being registered. There is no provision in this Chapter

the filing date. (Chap Please check one bo	on or business entity from oter 417, RSMo)	adopting an	d using the same nan	ne. The fictitious na	me registration expi	res 5 years from
☐ New Registration	n Renewal X Charter	number	Amendment	X Charter number	_ Correction	X Charter number
The undersigned is	doing business under th	e following	name and at the fo	llowing address:		
Business name to be	registered:					
Business Address:						
	(PO Box may only be used in a	ddition to a ph	ysical street address)			
City, State and Zip C	ode:					
Owner Information						
age of ownership nee	an owner, indicate busined and not be listed. Please atte centage they own are:	ess name an ach a separa	d percentage owned te page for more tha	. If all parties are jo n three owners. The	intly and severally li e parties having an in	nterest in the
Name of Owners, Individual or Business Entity	Charter # Required If Business Entity Street	et and Num	her City	and State	Zip Code	If Listed, Percentage of Ownership Must Equal 100%
In Affirmation thereo	irm by signing below f, the facts stated above a nds that false statements made i			of a false declaration und	er Section 575 060 RSM	0)
	221925	2 4 977			A STATE OF THE STA	o /
Owner's Signature or Auth	orized Signature of Business En	tity	Printed Name			Date
Owner's Signature or Auth	orized Signature of Business En	tity	Printed Name			Date
Owner's Signature or Author	orized Signature of Business En	tity	Printed Name			Date
Name and address to	return filed document:					
Name:	Act S	Market Kida	<u> </u>			
Address:						
City, State, and Zip	Code:					Corp. 56 (01/2017)

Perm REVENUE (MM/DD/YY) Missouri Tax Registration Application								
Missouri Tax I.D. Number (Optional) Federal Employer I.D. Number Answer all questions completely. Incomplete and unsigned applications will delay processing	ing.							
3. Select all tax types for which you are applying: Sales from a Missouri business location Retail Sales Regular Withholding Retail Sales Regular Withholding Retail Liquor or Alcohol Sales Transient Employer State's or	Registration e of Existing Business ing Old Business ed (must have converted the Missouri Secretary of							
4. Owner Name (Enter Corporation, LLC or Partnership Name, if applicable) Address City If an individual is listed as the owner, you must also provide the following: Social Security Number Date of Birth (MM/DD/YYYY) Telephone Number								
5. Ownership Type	er with Missouri Secretary							
6. Is there a previous owner or operator for the business? Yes* No *If yes, the following section must be completed. Select any of the following that you purchased from the previous owner: Inventory Fixtures Equipment Real Estate Other Purchase Price Name of Previous Owner or Operator Missouri Tax Identification Number								
Select any of the following that you purchased from the previous owner: Inventory Fixtures Equipment Other	ZIP Code							

7. Address (street,	rural route or P.0	D. Box)		С	ity			Sta	le	ZIP Code
Company Name if	different than ow	ner								
Which forms do ye	Which forms do you want mailed to this address?									
All Tax Typ		and Use Tax		`~~~~~!~ !.	T.	-		10001	r =	
	Contract of the Contract of th			Corporate In			mployer	Withhol	ding lax	-
Address where you 8. Physical Addres		ax records (do	not use a			storage).		la.		Tara
of Thysical Addres	•				ity			Stat	е	ZIP Code
Provide the offic Listing individu	ers, partners, or als or entities he	members (L.L. re indicates the	C.) of you by have d	ır business irect super	who are re vision or co	esponsible ontrol over	for the tax mat	collection ters. Att	and remi	ttance of tax.
Name (Last, First, Middle Initial)				- 1		Title				
Social Security Nur	mber		Fede	eral Employ	er ID Num	ber (FEIN))		Date of E	Birth (MM/DD/YYYY)
						1		1	/	
Home Address						City				
State		ZIP Code		County				Tit	le Begin D	Date (MM/DD/YYYY)
Name (Last, First, I	Middle Initial)					Title		_	/_	
Social Security Nur	nber	1 1	Fede	ral Employ	er ID Num	ber (FEIN)			Date of E	Birth (MM/DD/YYYY)
Home Address			1			City	- E			
State		ZIP Code		County	10.14	A CONTRACTOR OF THE PARTY OF TH		T:	e Regio D	late (MM/DDAXAA)
Ciale Sales		Zir Code		County					/_	ate (MM/DD/YYYY)
10. Business Tax Accounts: Identify all persons who are not a partner, member (L.L.C), or officer of the business that have direct supervision control over tax matters whom you authorize the Department to discuss your tax matters. Attach list if needed.										
Title Begin or End Date (MM/DD/YYYY) Name (Last, First, Middle Initial)										
Title Social Security Number Birthdate (MM/DD/YY)								ndate (MM/DD/YYYY		
Home Address									75.5	
City			State			ZIP Code	е			County
							4 - 5			Journey
11. Taxable Sales or Purchases Begin Date (MM/DD/YYYY)/										

	15. Business Name (DBA name: attach list if necessary for additional locations)										
io	Street, Highway (Do not use P.O. Box Number or R	ural Route Number)	City								
Locat	County	State	ZIP Code	Business Telephone Number							
hysical	16. Will sales be made at various temporary No Yes—Attach a list of all know	locations in Missouri? In locations, If no Missouri	ri location is given durin	g initial registration, a general locat	ion will be used.						
Business Name and Physical Location	No Yes—Attach a list of all known locations. If no Missouri location is given during initial registration, a general location will be used. 17. Is this business located inside the city limits of any city or municipality in Missouri? To verify go to https://mytax.mo.gov/rptp/portal/home/business/salesUseTaxRateInformation No Yes—Specify the city: 18. Is this business located inside a district(s)? For example, ambulance, fire, tourism, community or transportation development. No Yes—Specify the district name(s): 19. Describe the business activity, stating the major products sold and services provided.										
	Retail% Wholesale	%	%	rer Contractor Other							
Business Activity	If yes, is the airport located in Missouri ar If yes, provide a list of applicable location 22. Do you use, store, or consume aviation je If yes, is the fuel stored, used, or consum If yes, provide a list of applicable location 23. Do you lease or rent motor vehicles that of you are an out-of-state company, will you outside Missouri and the motor vehicle is	Nicotine Cigarettes and Subject to Reduced Sta Sales Tax Holiday http:// cational Textbooks Consumed in Manufacturing all to Missouri customers coutside Missouri and the ad identified on the Nation at fuel in Missouri where to ded in an airport that is ide as: vere purchased sales tax delivered outside Missou delivered outside Missouri	s or Other Tobacco Pro ate Food Tax Rate //dor.mo.gov/business Telecommunication Se g or Mining, Research a // fuel is transported into nal Plan of Integrated A the seller does not colle entified on the NPIAS? exempt, to Missouri co o a Missouri resident w uri?	Items Qualifying for Show Me Green s/sales/taxholiday/	covered Materials Yes No						
Á	If you are an out-of-state entity doing but 24. Do you have a location or job site in Miss	ouri?	***************************************		. Yes N						
	If yes, attach a list of your locations include the city limits.										
any	25. Are orders taken from your Missouri custo a list where they live and indicate if they a	are inside or outside the	-resident salesmen, et city limits	c.? If resident salesmen, attach	Yes N						
Out-of-State Company	26. Do your representatives who reside in Mi A. Approve customer orders? B. Make on the spot sales? C. Maintain an inventory? D. Deliver merchandise to the customer?										
Out-	27. Do you have non-resident representatives If yes, define the activities performed whi				Yes 1						
	28. Do you have real or tangible personal pro				Yes 1						



29. Is this corporation registered with the Inte	rnal Revenue Service as a	Regular or Clo	se Corporation Sub Chapter S Corporation
30. Corporation Tax Begin Date in Missouri (N	MM/DD/YYYY) C	orporation Taxable	Year End (MM/DD)
31. Will the corporation be required to make q tax is expected to be at least \$250, or 6.2			
32. Missouri Withholding Begin Date (MM/DD	D/YYYY) F	ow many of your e	employees will work in Missouri?
33. Estimated employer withholding tax liabilit	tv (select one). Your selection	will determine vo	ur return filing frequency.
Estimated monthly gross wages		,	
Annually (less than \$100 withholding ta	ax per quarter)	onthly (\$500 to \$9,	000 withholding tax per month)
Quarterly (\$100 withholding tax per quaper month)		uarter-Monthly (wee	ekly) (over \$9,000 withholding tax per month; req
34. Does a parent company file withholding tax	reports and receive full compe	nsation for timely fil	led returns? Yes
	April May June Jul	y August S	September October November Dece
Withholding Tax Courtesy Mailing Address (a	copy of all withholding tax de	inquent notices wil	l be mailed to this address)
36. Business Name (DBA name)			
Start But as B.O. But		Tou	
Street, Route or P.O. Box		City	
County	State	ZIP Code	Business Telephone Number
Transient Employer			
A transient employer must submit the following • A completed insurance certification slip indicat • Missouri Employment Security Account number • Your Missouri Certificate of Authority Number • A Transient Employer Bond not less than \$5,0 Calculate your transient employer bond: A. Missouri withholding tax Monthly gross wags B. Missouri unemployment tax Average # of worker (a)	ting Missouri as a covered state for if hiring a Missouri resident: (fir issued by the corporate division of 1000 es	st seven digits require f the Missouri Secreta (5.4% = X 3.38	ed) ary of State's Office X 3 =/4 =
			ect. This application must be signed by the owner, if the busing party is acknowledging that they have direct supervision
Signature	Title		Date (MM/DD/YYYY)
Typed or Printed Name	E-mail Add	ress	
only be given to the owner, partner, member, or office	er who is listed with us as such. If yo	u wish to give an empl	artment of Revenue are confidential. The tax information loyee, attorney, or accountant access to your tax information to them. Visit http://dor.mo.gov/forms to obt

Form 2643 (Revised 04-2019)

Mail to: Taxation Division P.O. Box 357 Jefferson City, MO 65105-0357 Phone: (573) 751-5860

Fax: (573) 522-1722 E-mail: <u>businesstaxregister@dor.mo.gov</u>

Visit http://dor.mo.gov/business/register/ for additional information.





Transient Employer: Missouri Statute 285,230, RSMo, a transient employer must file a bond with the Department unless they meet all the exemption criteria listed in 285,230(2). The amount of bond shall not be less than the average estimated quarterly withholding and unemployment tax liabilities of the employer and in no case less than \$5,000 nor more than \$25,000.

*** Important: If you are a transient employer and fail to file a bond, you are in violation of Missouri law. You may be guilty of a misdeameanor and penalized up to \$5,000 and will not be able to perform work in Missouri.

Cash Bond (Form 332)

- 1. Fully complete the cash bond form. Owners name must include owner, all partners, corporation, or LLC name.
- 2. Sign the cash bond form.
- 3. Forward a cashler's check, money order, or certified check with the cash bond form. Cash, personal, or company checks are not acceptable.

Surety Bond (Form 331)

- 1. Owners name must include owner, all partners, corporation, or LLC name.
- 2. A surety bond must be issued by an insurance company licensed for bonding with the Department of Insurance, State of Missouri.
- 3. It must be on the form provided by the Department.
- 4. The form must bear the effective date.
- 5. It must be signed by an authorized representative of the surety company and the owner, partner, officer, or member.
- The Surety Bond must be accompanied by a valid Power of Attorney letter, issued by the surety company, authorizing the surety official to sign the Surety Bond.
- 7. It must be the original bond. A copy is not acceptable.

Irrevocable Letter of Credit (Form 2879)

- 1. Owners name must include owner, all partners, corporation, or LLC name.
- 2. The letter of credit must be issued by a financial banking institution located in the United States.
- 3. It must be on the form provided by the Department.
- 4. It must be the original letter of credit. A copy is not acceptable.
- 5. It must state the owner's name.
- 6. It must state the date of issuance.
- 7. It must be signed by a bank official and notarized.
- 8. It must be accompanied by an "Authorization for Release of Confidential Information" form which must be signed by the owner, partner, officer, or member and notarized.

Certificate of Deposit (Form 4172)

- 1. The Certificate of Deposit must be issued by a state or federally chartered financial institution.
- 2. The Certificate of Deposit must be issued in the name of the Missouri Department of Revenue and the owner, all partners, corporation name or limited liability company name.
- 3. It must be issued for not less than 24 months.
- It must be accompanied by the "Assignment of Certificate of Deposit" form provided by the Department which must be completed by the financial institution.
- 5. The Certificate of Deposit must be endorsed or accompanied by a signed withdrawal slip.
- The actual Certificate of Deposit, Assignment of Certificate of Deposit, and a copy of the signature card must be forwarded with the registration application.

Form 2643 (Revised 04-2019)

Form REVENU Cash Bond	Department Use Only (MM/DD/YY)						
Missouri Tax I.D. Number (Optional)			ederal Employer D. Number				
Personal or company che Select only one: Sales and Use Tax Other Tobacco Product Cigarette Tax Transient Employer Wi	Motor Fuel Tax Motor Fuel license type (Select One): Supplier or Permissive Supplier Terminal Operator Transporter						
Amount (U.S. Currency - No personal or company checks)			Date (MM/DD/YY)	M			
At the request of Taxpayers or Busine	ess (Owner's name	, all Partners, Corpora	ation, or LLC Name)				
Taxpayer or Business Owner's Addre	SS		City				
County	State	Zip Code	E-mail Address	70			
Missouri Department of Revertance Taxpayer understands that it is or local tax. If Taxpayer becomes delinque and penalties due the state delinquencies.	required to cor	nply with all the property of	rovisions of any s	s check or mo(\$ statutorily or co	oney order in onstitutionally ees, interest,	authorized st	t of). tate
Delivery of any demands, not state of Missouri if personally This cash bond and any legal the state of Missouri. The part shall be the state of Missouri a	served or if maction pertaining	ailed by U.S. ma g thereto shall be and agree that the	il to the taxpaye governed by an ne exclusive juris	er or business ad construed in sdiction for any	address as accordance action conc	set forth abo	ove.
By signing this cash bond, the herein.	undersigned s	tates that he or s	he has authority	to bind the tax	xpayer or bu	siness identi	fied
Owner, Partner, Corporate Off	icer or LLC Membe	er			Date (MM/D	D/YYYY)	
Mail to:					Fo	orm 332 (Revised 02-	2015)
Sales and Use or Transient Employer Wilthholding Taxation Division P.O. Box 357 Jefferson City, MO 65105-0357 Phone: (573) 751-5860 Fax: (573) 522-1722	P.O. Bo Jefferso Phone:	n Division	Cigarette Tax Taxation Divis P.O. Box 811 Jefferson City Phone: (573) Fax: (573) 5.	sion / MO 65105-0811) 751-7163	Taxation P.O. Box Jefferson Phone: (320

Visit http://dor.mo.gov/business/register/ for additional information. TTY (800) 735-2966

E-mail: excise@dor.mo.gov

E-mail: businesstaxregister@dor.mo.gov

E-mail: excise@dor.mo.gov





Surety Bond	_	Departr (MM/DI	nent Use Only D/YY)		
Alssouri Tax I.D. Jumber Optional)		Federal Employer			
Select One: Sales and Use Tax Cigarette Tax Mo Other Tobacco Products	or Fuel Tax or Fuel license lype (Sele Supplier or Permissive St Terminal Operator		Signed b Signed b Include a Include a	Requiren y licensed surety com y surety company's a y taxpayer's authoriz- n effective date valid Power of Attorn urety company.	pany uthorized representative ed representative
Amount (U.S. Currency)	Bond Number			Issue Date (MM/DD)/YYY) ————
At the Request of Taxpayer or Business (Owner's Name, A	Il Partners, Corporation, or L	LC Name)		County	
Taxpayer or Business Owner Address	City		State		Zip Code
	(Issuer) her	eby issues this Surety	Bond (bond) in fa	vor of the Missouri D	Department of Revenue). This
hake a demand for payment upon the issuer. The Department shall have a period of 3 years after the expression of the payment upon the issuer. This agreement and any legal action pertaining thereto st	all be governed by and cor				
nd agree that the exclusive jurisdiction for any action con fissouri. The Issuer understands and agrees that the sur the person signing this bond states that he or she has the	ncerning this bond shall be ety shall be liable for prejud- legal authority to enter Into	me state of Missouria gment interest and att this bond and to legal	orney fees if it brea ly bind the taxpaye	ches its obligations or or business below.	The parties understanuit Court of Cole Count under this bond.
nd agree that the exclusive jurisdiction for any action cor dissouri. The Issuer understands and agrees that the sur he person signing this bond states that he or she has the Surety Name	ncerning this bond shall be to ety shall be liable for prejud	me state of Missouria gment interest and att this bond and to legal er	orney fees if it brea ly bind the taxpaye Surety Compan	ches its obligations	The parties understanuit Court of Cole Count under this bond.
nd agree that the exclusive jurisdiction for any action cor dissouri. The Issuer understands and agrees that the sur he person signing this bond states that he or she has the Surety Name	ncerning this bond shall be ety shall be liable for prejud- legal authority to enter Into	me state of Missouria gment interest and att this bond and to legal	orney fees if it brea ly bind the taxpaye Surety Compan	ches its obligations or or business below.	The parties understan ilt Court of Cole County under this bond. ority Number
nd agree that the exclusive jurisdiction for any action cor dissouri. The Issuer understands and agrees that the sur the person signing this bond states that he or she has the Surety Name Surety Officials Name Typed or Printed	ncerning this bond shall be ety shall be liable for prejud- legal authority to enter Into	me state of Missouria gment interest and att this bond and to legal er	orney fees if it brea ly bind the taxpaye Surety Compan	ches its obligations or or business below.	The parties understan uit Court of Cole County under this bond.
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Chapter 605. Licenses and Business Regulations

Cross References — As to prohibition of issuance of licenses to person delinquent in payment of license taxes, personal taxes, etc., §605.070; as to licenses for sale, etc., of alcoholic beverages, §\$600.020 et seq.; as to dog licenses, §210.150; as to finance and taxation generally, ch. 140; as to motor vehicles licensing and registration, Ch. 380; as to allowing disorderly, etc., persons to assemble or congregate in or about place of business, §215.227; as to peddlers, solicitors, etc., generally, ch. 610; as to zoning generally, ch. 400, art. VIII.

Article I. In General

Section 605.010. Definitions — Generally.

[R.O. 2011 §605.010; Code 1967 §6-5; CC 1975 §17-1]
For the purposes of this Article, the following words and phrases shall have the meanings respectively ascribed to them by this Section:

LICENSEE

Any person engaged in any occupation, trade, business or vocation, to whom a license has been issued.

PLACE OF BUSINESS

Any lot, enclosure, stand, stall, barn, hut, store, hall, building, warehouse, gallery, tent or structure.

PROSPECTIVE LICENSEE

Any person engaged in any occupation, trade, business or vocation to whom a license has not yet been issued.

Section 605.020. Definitions — Certain Machines, Devices, Etc., Defined As Referring To Owners, Operators, Etc., Thereof For Licensing Purposes.

[R.O. 2011 §605.020; Code 1967 §6-5; CC 1975 §17-3]

The terms "automatic musical instrument, coin-operated", "billiard, pool or snooker table", "marble or pinball machine", "mechanical baseball apparatus", "music machine, coin-operated", "muscle developer", pinball machine, coin-operated", "cane, ball, knife or doll rack", "gasoline pump", "hay press or cutter", "hay scales", "magnifying glasses", "public scales" and "telescopic views" shall be deemed and construed to refer to any person engaged in the business, trade or occupation of renting, leasing, loaning or operating for profit any machine, instrument, device or thing so enumerated, or any person engaged in the business, trade or occupation of causing such machines, instruments, devices or things so enumerated to be held out for public use or convenience, and the amount of the license tax set out in this Chapter shall be deemed and construed to be a tax upon such person so engaged in such occupation, trade or business and shall in no event be deemed a tax upon such machine, instrument, device or thing so enumerated.

[1] Cross Reference — For case holding invalid authority of city to levy license tax on coin-operated music machines, Moots v. City of Trenton, 358 Mo. 273, 214 S.W.2d 31.

Section 605.030. License Required.

Except as excluded by Section 71.620, RSMo., no person or persons, firm, association, organization, partnership, or corporation shall engage in any trade, occupation, avocation, vocation, or business without having procured or obtained a license therefore from the City Collector.

Section 605.040. Application For License — Generally — Payment of Tax — Issuance and Signing of License.

[R.O. 2011 §605.040; CC 1967 §6-11; CC 1975 §17-5; Ord. No. 2877 §12, 5-29-1979]

- A. All applicants for license under the provisions of this Article shall apply in person or by agent at the office of the City Collector and shall pay to such Collector the amount of license tax levied on such trade, business or occupation as herein provided for and required. If, upon examination, the Collector determines that all of the provisions and requirements of this Article have been complied with and that the applicant is entitled to a license, such Collector shall issue a license to such person, which license shall also be signed by the Mayor and City Clerk, with the Seal of the City affixed thereto.
- B. Persons, firms, and businesses affected by this Article shall make application for license no later than June thirtieth (30th) of each year. All license applications, other than new businesses, shall be considered delinquent after this date and subject to a five dollar (\$5.00) penalty.
- C. Each applicant for a business license under this Chapter shall submit a statement from the Missouri Department of Revenue pursuant to Section 144.083.4, RSMo., stating no tax is due, which statement is a prerequisite to the issuance or renewal of a City business license. The statement required by this Section shall be dated within ninety (90) days of submission of the business license application or renewal application.

Section 605.050. "Gross Receipts" Defined.

[R.O. 2011 §605.060; Ord. No. 2877 §6, 5-29-1979]

For the purposes of this Article, "gross receipts" are defined as all receipts including cash, credit, fees, commissions, brokerage charges, interest earned, rentals, and property of any kind either from sales made or services rendered, without deduction for the cost of property sold, cost of materials, labor, taxes, interest, and discounts.

Section 605.060. Inspection — Audit of Licensee's Records — To Determine Correctness of Application.

[R.O. 2011 §605.070; Ord. No. 2877 §13, 5-29-1979]

The City shall be permitted to make an inspection and audit of the records of any licensee for the purpose of determining the correctness of the licensees application for licenses. Such information is privileged, however, and such personnel are not permitted to divulge such information except in a court proceeding brought to collect the tax as provided in this Article.

Section 605.070. Issuance of License or Permit To Persons Delinquent in Payment of License Taxes, Personal Taxes, Etc., Prohibited.

[R.O. 2011 §605.080; Code 1967 §6-42; CC 1975 §1-11]

No license or permit issued under the term of this Code or any other ordinance of the City shall be issued to any applicant therefor who, at the time, owes a delinquent license, personal or merchant's and manufacturer's tax to the City, until all such delinquent taxes have been paid.

[R.O. 2011 §605.090; Ord. No. 2877 §8, 5-29-1979]

All licenses shall take effect from the date of issue, July first (1st) of each year, and shall be based upon the gross receipts volume for the previous calendar year of January first (1st) through December thirty-first (31st). In the case of new business, except for those mentioned in Section 605.110 below, a license fee of twenty dollars (\$20.00) shall be charged for the first (1st) year or any portion of the year.

Section 605.090. Persons Not To Be Charged For Business License.

- A. No person following for a livelihood the profession or calling of minister of the gospel, duly accredited Christian Science practitioner, teacher, professor in a college, priest, lawyer, certified public accountant, dentist, chiropractor, optometrist, chiropodist, or physician or surgeon in this City shall be taxed or made liable to pay any municipal or other corporation tax or license fee of any description whatever for the privilege of following or carrying on such profession or calling, and after December 31, 2003, no investment funds service corporation as defined in Section 143.451, RSMo., may be required to pay any such license fee in excess of twenty-five thousand dollars (\$25,000.00) annually, any law, ordinance or Charter to the contrary notwithstanding.
- B. No person following for a livelihood the profession of insurance agent or broker, veterinarian, architect, professional engineer, land surveyor, auctioneer, or real estate broker or salesman in this City shall be taxed or made liable to pay any municipal or other corporation tax or license fee for the privilege of following or carrying on his/her profession unless that person maintains a business office within the City of Trenton.

Section 605.100. Gross Receipts Basis For License Tax Fee.

[R.O. 2011 §605.100; Ord. No. 2877 §5, 5-29-1979; Ord. No. 2884 §1, 8-8-1979; Ord. No. 2014-14 §1, 4-28-2014; Ord. No. 2017-44 § 1, 7-10-2017]

A. All license taxes shall be based upon gross receipts in accordance with the following schedule:

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Fee
\$50.00
\$50.00

B. The provisions of this schedule notwithstanding, the maximum license tax fee shall be three hundred dollars (\$300.00).

Section 605.110. Exemptions — Gross Receipts.

[R.O. 2011 §605.110; Ord. No. 2877 §9, 5-29-1979; Ord. No. 2014-22 §1, 6-9-2014; Ord. No. 2017-45 § 1, 7-10-2017; Ord. No. 2019-35, 6-10-2019]

- A. The following named occupations and businesses are exempt from the gross receipts provisions of this Article. The license fee schedule is as noted:
 - 1. Fortunetellers, clairvoyants, spiritualistics, palmists, phrenologists, whether or not admissions are charged and not for the benefit of charity: one hundred dollars (\$100.00) per day.
 - Itinerant merchants (persons not maintaining a permanent place of business in the City of Trenton and who travel from place to place selling goods, wares and merchandise, or performing services): one hundred dollars (\$100.00) per year.
 - 3. Carnivals and circuses: fifty dollars (\$50.00) per day.
 - Mecromancers: one hundred dollars (\$100.00) per day.

- 5. Taxicabs, with proof of insurance: fifteen dollars (\$15.00) per year.
- 6. All persons and/or business entities providing non-retail services in the City of Trenton that have an address registered with the Secretary of State's office inside the City limits of Trenton; and if any such entity is not required to register with the Secretary of State's office, those such entities that have their principal place of business inside of City Limits: fifty dollars (\$50.00) per year.
- 7. Food trucks providing service to the City's downtown area on Wednesdays during the hours of 11:00 A.M. through 2:00 P.M.: fifteen dollars (\$15.00) per day.
- 8. All other persons and/or entities providing non-retail services: one hundred dollars (\$100.00) per year.

Section 605.120. License Tax For Person Engaged in More Than One Business At Same Location, Etc. — Generally.

[R.O. 2011 §605.120; Code 1967 §6-3; CC 1975 §17-9]

Where any person engages in more than one form of occupation, trade or business for which licenses are required at a single location, under the same ownership, same management, same building and roof, such person shall pay for a license only for the occupation, trade or business requiring the highest tax.

Section 605.130. One License To Apply To All Offices of Business Operating As One Business — Under Separate Roof.

[R.O. 2011 §605.130; Ord. No. 2877 §7, 5-29-1979]

For the purposes of this Article, one (1) license shall apply to both main and all branch offices of any business operating as one (1) business, but under separate roofs. One (1) license shall also apply where one (1) or more of the listed businesses or occupations is conducted under the same roof or under separate roofs, if the conduct of the business is such to convey the intent of a single business with branch offices.

Section 605.140. License Tax For Person Engaged in More Than One Business At Same Location, Etc. — Exceptions.

[R.O. 2011 §605.140; Code 1967 §6-7, CC 1975 §17-10]

The provisions of Section 605.120 shall not apply to licenses for billiard, pool and snooker tables, coinoperated automatic musical instruments, music machines, marble or pinball machines and other pinball machines.

Section 605.150. Building Contractor's Evidence of Workers' Compensation Insurance Prior To Business License Issuance.

Building contractors shall provide evidence of Workers' Compensation insurance prior to business license purchase. No license required under the provisions of this Section shall be issued by the City Clerk to any building contractor until such building contractor produces a copy of a certificate of insurance for Workers' Compensation coverage if the applicant for the license is required to cover his/her liability under Chapter 287, RSMo. It is further made a violation of this Section to provide false information to the City.

Section 605.160. Licenses Not Issued For Games, Machines, Etc., Involving Chance, Risk or Gamble.

No license shall be issued upon any game, mechanical machine or mechanical device which involves any chance, risk or gamble.

Section 605.170. Posting or Display of License.

[R.O. 2011 §605.170; Ord. No. 2877 §14, 5-29-1979] The license shall be prominently displayed in the place of business.

Section 605.180. City Clerk To Keep Records.

[R.O. 2011 §605.180; Code 1967 §6-15; CC 1975 §17-16]

The City Clerk shall keep a book in which shall be registered all licenses granted, showing the date, commencement and termination of each license, to whom granted, for what trade, business or occupation and the location thereof, and the amount of the license tax paid.

Section 605.190. Revocation of License.

[R.O. 2011 §605.190; Ord. No. 2877 §11, 5-29-1979]

The City Council shall have the right to revoke any license granted by the city for cause and the City Administrator may suspend any license for cause until the next regular meeting of the City Council, at which time a final decision shall be rendered.

Section 605.200. Hucksters', Peddlers' or Itinerant Merchants' Vehicles Standing On or Obstructing Streets or Alleys.

[R.O. 2011 §605.200; Code 1967 §6-17; CC 1975 §17-18]

No licensed huckster's, peddler's or itinerant merchant's vehicle shall be allowed to make a stand on any street or alley, or to obstruct the passage of any street or alley.

Section 605.210. Junk Dealers, Pawnbrokers, Etc., To Keep Registers.

[R.O. 2011 §605.210; Code 1967 §6-18; CC 1975 §17-19]

Every person who shall be licensed as a pawnbroker, secondhand store, junk dealer, auto yard or auto wrecking shop shall keep a register, in which he/she shall, at the time of purchase or receipt of any articles, enter the names and residences of the persons from whom he/she shall or may have purchased or received the same, and he/she shall keep the register and the property purchased, if still in the licensee's possession, open and available at all times for examination and inspection of any person asking or demanding the same.

Section 605.220. Doing Business Without License — Penalty.

[R.O. 2011 §605.220; Ord. No. 2877 §15, 5-29-1979]

Any person who violates any provision of this Article shall be deemed guilty of an ordinance violation and upon conviction thereof, shall be punished by a fine of not more than five hundred dollars (\$500.00) or by imprisonment in the City Jail for not more than three (3) months, or by both such fine and imprisonment. Each day on which a violation of this Article occurs may be considered a separate offense.

Section 605.230. Food Establishments and Restaurants — Licensing Requirements.

[Ord. No. 2013-26 §1, 7-8-2013]

- A. Every food service establishment or restaurant which has the potential to discharge wastewater containing animal or vegetable fats, oils, grease or solids shall have installed the appropriate grease trap or interceptor device to prevent the discharge or concentration of such substances into the sewers. All such grease traps or interceptor devices shall be installed as set out in the Plumbing Code as adopted in Section 525.010 of the Trenton City Code.
- B. Every food service establishment or restaurant required to have a grease trap or interceptor device shall develop a cleaning schedule and shall have such devices serviced, maintained, inspected and cleaned, at the establishment's expense, as frequently as required to prevent discharge of grease into the sanitary sewers. The establishment shall maintain detailed records of such inspection and maintenance in a manner acceptable to the Building Inspector and the Water/Sewer Supervisor of Trenton Municipal Utilities. Records will remain on file for at least one (1) year.
- C. Compliance with this Section, as corroborated by the Building Inspector and the Water/Sewer Supervisor of Trenton Municipal Utilities, shall be an additional condition upon the issuance of an occupation license as set forth in this Chapter.
- D. It shall be unlawful to fail to install, maintain, service or inspect the grease traps or interceptor devices required by this Section, to fail to keep records required by this Section, to fail to allow the inspection of these records by City officials or to operate a food service establishment without first obtaining an occupation license as required by this Chapter of the Trenton City Code.
- E. After February 1, 2014, any person who violates any provision of this Section shall be deemed guilty of an ordinance violation and, upon conviction thereof, shall be punished by a fine of not more than five hundred dollars (\$500.00) or by imprisonment in the City Jail for not more than three (3) months, or by both such fine and imprisonment. Each day on which a violation of this Section occurs may be considered a separate offense.

Marketing Plan

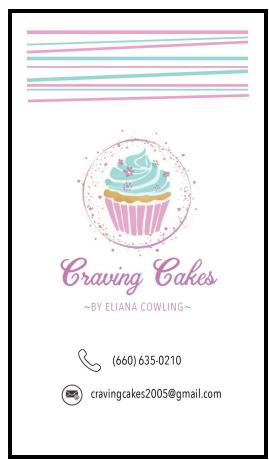


Marketing Plan

To gain additional customers, Craving Cakes will start by advertising its cupcakes on social media. To educate those people about what the business creates, this business has created both menus and business cards to distribute to businesses and past customers. To get customers to notice them, this business emphasizes that all cupcakes are made from scratch and are made with all natural ingredients, including real butter. A sales technique this business will employ is whenever a customer buys a certain amount of one flavor of cupcakes, the price decreases to \$10 for all of the dozens after one. This will encourage bigger orders and will result in more profit. The Craving Cakes business efforts are focused locally, mainly in Trenton and the surrounding areas. This is mainly because it is not a huge business and it has a smaller number of customers. If this business is successful and starts growing, efforts will be expanded regionally, spreading across a larger part of Missouri. Craving Cakes' public relations program is using social media to advertise cupcakes, prices, and why customers should order from this business. For example, I post about my cupcakes and have pop up sales to encourage people to purchase my cupcakes. The community promotion program that Craving Cakes uses is donating cupcakes to community events, such as school fundraisers, bringing in cupcakes for the staff at the local high school, and making cupcakes at a discounted rate for prom. I consider my business cards and menus as advertisements for my business as I distribute these frequently and some local businesses display them as well.

Craving Cakes Menu & Business Card





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~BY ELIANA COWLING~

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