

### Dear Applicant:

Attached is the application for Cultural Umbrella funds for FY 2014-2015 (Oct.1, 2014 – Sept.30, 2015) for the advertising and promotion of cultural events.

**Definition of a Cultural Event for this application**: A cultural event is defined by a specific quality that encourages audience attendance due to its limited engagement and/or is in addition to regular program activities.

**The Florida Keys Council of the Arts** is pleased to administer the Cultural Umbrella for the Tourist Development Council and will offer two **workshops** for assistance in completing your application. It is *strongly* recommended that at least one person from your organization attend a workshop as several aspects of the application have been modified.

### Application and Marketing/Media Workshops

### Tuesday, April 8, 2014 - 1:00 p.m.

Gato Building, 1100 Simonton St., Key West, 1st floor conference room

### Wednesday, April 9, 2014 - Noon

History of Diving Museum conference room, 82990 Overseas Highway Islamorada, 664-9737

### **APPLICATION PROCEDURES:**

Prior to the application deadline, submit your entire draft application by **email** to BOTH **Ashley** of Tinsley Advertising and **Carol** of NewmanPR & Associates for their **advance** approval **prior** to **April 28**<sup>th</sup> so that they may provide the approval letters.

**Tinsley Advertising,** Ashley Miller 2000 S. Dixie Highway, Suite 201 Miami, FL 33133 phone: 800-273-1242 or 305-856-6060 ashley@tinsley.com

NewmanPR Associates, Carol Shaughnessy P.O. Box 212 Key West, FL 33041 phone: 305-797-0579 carol@newmanpr.com (write CU application in subject line)

### **GUIDELINES:**

- 1. Provide one (1) original, notarized (page 8) and marked "original" on the front cover, and six (6) additional copies.
- 2. Attach letters of approval from Tinsley Advertising and NewmanPR & Associates at the end of the original application only. (Do not include copies of the agency letters with the six copies.)
- 3. Do not include this cover letter, the table of contents, nor the TDC Logos pages.
- **4.** Use paper or binder clips in place of notebooks/binders. No cover page is necessary.
- 5. You may include examples of media exposure, limit is **five** pages. Additional materials will **NOT** be passed on to the committee.

The Application is due on Monday, May 5th before 5:00 pm in the office of the Florida Keys Council of the Arts, 1100 Simonton Street #2-263, Key West, Florida 33040. Late applications will not be accepted nor will they be considered.

The Cultural Umbrella Committee will meet at **10 a.m. on Wednesday, May 21st** at the **Marathon Government Center,** 2798 Overseas Highway in Marathon, to review the applications and make recommendations for funding.

All 5 districts will be reviewed in the morning session.

In addition to the committee member's scores, the method used by the State of Florida's Division of Cultural Affairs will be used to determine funding recommendations. A representative of your organization who is familiar with the application and authorized to answer questions is invited and encouraged to attend.

Recommendations for funding will then go for approval to the Board of Directors meeting of the Tourist Development Council in June and to the Board of County Commissioners in October for final approval.

For more information please contact me at the Arts Council office 305-295-4369. We look forward to assisting you in promoting your cultural events.

Sincerely, Elizabeth Young, Executive Director Florida Keys Council of the Arts

### **Monroe County Tourist Development Council**

**Vision** Statement: The mission of the Monroe County Tourist Development Council is to set an overall direction for the Monroe County tourism marketing effort in a manner that will assure long-term sustained growth in tourism revenues while also guaranteeing the sustainability and improvement of our product, including both our man-made and natural resources, and improvements to the quality of life of our residents.

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<sup>\*</sup>Please include agency approval letters only at end of your application package marked "original". If they are omitted, your application will **not** be considered for funding.

		* *





# MONROE COUNTY TOURIST DEVELOPMENT COUNCIL APPLICATION FOR CULTURAL UMBRELLA EVENT FUNDING

October 1, 2014 through September 30, 2015

Upon evaluation of the application, the total scores will be tabulated and applications scoring 60 or more out of 100 will be considered for funding. Events that meet the minimum scoring requirements will be ranked starting with the highest score. Then committee members will use their best judgment in determining award recommendations.

NAME OF PROP	POSED EVENT;
LOCATION/CITY	': (Venue):
DATE(S) OF EVE	ENT:
Refer to calendar	r on last page
	E DISTRICT(S) FROM WHICH YOU ARE REQUESTING FUNDS and THE DUNT (Maximum request: \$25,000)
\$	District I (encompasses the city limits of Key West)
\$	District II (from city limits of Key West to the west end of the Seven Mile Bridge)
\$	District III (from the west end of the Seven Mile Bridge to the Long Key Bridge)
\$	District IV (between the Long Key Bridge and Mile Marker 90.939)
\$	District V (from Mile Marker 90.940 to the Dade/Monroe County line and any mainland portions of Monroe County)
	× ·
\$	TOTAL AMOUNT REQUESTED (Total Districts I-V)

	Name	Title
D. AUTHORIZED and otherwise act of		e of President and other individual(s) authorized to execute contracts cer: (Name of President as it appears on <a href="https://www.sunbiz.org">www.sunbiz.org</a> )
FAX:	_(_)	E-MAIL:
TELEPHONE:	( ) -	CELL PHONE: ( ) -
C. ALTERNATE C ADDRESS:	CONTACT:	
FAX:		E-IVIAIL .
TELEPHONE:	( ) -	CELL PHONE: ( ) - E-MAIL :
	7 5	OF LI BUONE (
(Should be familiar ADDRESS:	with application and auth	horized to speak for event sponsor)
B. CONTACT PER	RSON:	
INDICATE ORGAN	IZATION STATUS:	FOR PROFIT NOT FOR PROFIT
FL DEPT. OF AGR	ICULTURE & CONSUM	ER SVCS REG. #
FLORIDA DIVISION	OF CORPORATIONS	DOCUMENT #
FEDERAL I.D. # / E	i.l.N.	
YEAR LEGALLY ES	STABLISHED	
WEB SITE:		
E-MAIL ADDRESS:		
CELL NUMBER:	BEI (Bajiiiio)	( ) -
TELEPHONE NUM	RER: (Daytime)	( ) -
ADDRESS:		
FICTITIOUS NAME	IF USED:	
ORGANIZATION: (Registered business	name as it appears on <u>www</u>	w.sunbiz.org )
A. NAME OF CONT	FRACTING	
cases, they are differ is the producer.)	erent, for example: the F	Pigeon Key Arts Festival is the event; the Pigeon Key Foundation, Inc.
event. In some cas	es, the event producer a	ne event producer is the organization or individual responsible for the and the event are the same, for example: The Key Players. In other

### **Acceptable Event Marketing Expenses for Cultural Events**

Within the Cultural Umbrella events funding category, the allocation received by the event contractor is to be spent on the list of items that have been approved. **Only** the TDC expenses listed below may be included in the proposed budget. The following are the **only** acceptable expenses:

### **Media Placement & Production Costs:**

Newspapers and magazines (inserts will also be considered); radio; and TV. The TDC will pay for the following digital advertising on websites, website links, pre roll video, banners, mobile and email blasts. Digital advertising links may go to the event website. The TDC Logo must be placed on all print, TV, websites, pre roll video, banners and email blasts. Radio advertising does not require the logo but all radio announcements must say "Brought to you by the Monroe County Tourist Development Council". No payment will be made for development or operations (hosting) of websites. No more than 30% of the Media Placement and Production Costs line item shall be expended on advertising media costs attributable to in-county placement.

**Promotional Signs:** Posters and banners (hanging and displayed outdoors).

Promotional Items: T-shirts and hats\*.

\*Sales/Resale of TDC funded items: Items funded, including creative and resulting work product, by the BOCC/TDC, in accordance with Florida Public Records Law, are owned by the BOCC/TDC and as such may not be sold.

<u>Direct Mail Promotions</u>: Brochures/postcards and pamphlets including postage/shipping. This is a direct mail promotional brochure/postcard/pamphlet utilized for pre-event advertising.

<u>Programs/Play Bills</u>: TDC will pay up to fifty percent (50%) of the cost of production and printing of an event program/play bills showing scheduled activities and information on the event, as outlined in contract budget.

<u>Public Relations (PR):</u> Print and electronic public relations materials for distribution to media, such as, but not limited to, press releases, public service announcements, photography and videography **as approved** by the public relations agency of record. Only permissible PR material produced by the TDC agency of record and/or a professional public relations agency shall be acceptable.

<u>In-House Production:</u> In-house production of any permissible expenditure will not be considered for reimbursement.

<u>Event Marketing Reimbursement:</u> TDC will only consider reimbursement of permissible marketing expenditures that highlight the special event versus the regular programming of a business, organization or the facility.

<u>Amendments to Contract Budgets</u>: No amendments to the line item budget will be permitted after the contract has been reviewed and approved.

IF FUNDED, EXHIBITS A, B, C and D WILL BECOME PART OF YOUR CONTRACT AND TRANSMITTED TO THE OFFICE OF THE CLERK OF THE COURT.

Read & initial	
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### Logo/Acknowledgement Usage Guidelines For Cultural Events

### Print Advertising:

Color ads four (4) color processing printing
Black & white ads shall include the Florida Keys and Key West logo in high resolution
Use on all printed material as listed under the Acceptable Event Marketing Expenses list (Exhibit A)

Hats and T-shirts: Must carry the "The Florida Keys & Key West" Out-of-County logo

**TV Advertising:** Logo must appear at the conclusion of commercial

Radio Advertising: No logo is required. All radio announcements must say "Brought to you by the Monroe County Tourist Development Council"

### In-County Logo

The logo below indicating the "Monroe County Tourist Development Council" designation is to be utilized on in-county print newspaper and magazine ads, brochures, postcards, pamphlets, programs, posters, banners (hanging and displayed outdoors), and digital advertising on websites, website links, pre roll video, banners, mobile and email blasts. Radio commercials should include "Brought to you by The Monroe County Tourist Development Council". To seek approval, clarification and/or logo in electronic format (eps or jpg file), contact Jessica Taylor-Smith or John Underwood with Tinsley Advertising at 305-856-6060.

### **Out-of-County Logo**

The logo below that does NOT include the "Monroe County Tourist Development Council" designation is to be utilized out-of-county newspapers and magazines, brochures, postcards, pamphlets, programs, posters, and digital advertising on websites, website links, pre roll video, banners, mobile and email blasts. Radio commercials should include "Brought to you by The Monroe County Tourist Development Council". To seek approval, clarification and/or logo in electronic format (eps or jpg file), contact Jessica Taylor-Smith or John Underwood at Tinsley Advertising at 305-856-6060.

MONROE COUNTY TOURIST DEVELOPMENT COUNCIL



# MONROE COUNTY TOURIST DEVELOPMENT COUNCIL CULTURAL UMBRELLA SCHEDULE OF ACTIVITIES

### FISCAL YEAR 2015

EVENT NAME:		
List scheduled event activities in M	lonroe County in date order * (mu	ist match page 9)
Activities	Month Event Occurs	Number of Days
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\*If part of your funding request for *this* fiscal year is to promote event activities taking place in the *next* fiscal year (pre-promotion), then the following rules will apply:

- 1. Pre-promotion is *only* allowed for an event taking place during the months of October and November. If your event takes place after that, you must apply for funding in the next fiscal year.
- 2. All pre-promotion funding MUST be spent prior to September 30<sup>th</sup> of the fiscal year you are funded in. (For example: If pre-promotion is for a November 7<sup>th</sup> event, you must place that ad and spend the money prior to September 30<sup>th</sup>.)

### **CULTURAL UMBRELLA EVENT BUDGET - FISCAL YEAR 2015**

APPLICANT IS ADVISED PRIOR TO COMPLETING THIS BUDGET TO REFER TO THE ALLOWABLE MARKETING EXPENSES THAT WILL BE CONSIDERED FOR REIMBURSEMENT (PLEASE REFER to Page 3 – Exhibit A).

THERE WILL BE NO AMENDMENTS TO THIS BUDGET (EXHIBIT D) AFTER BOCC APPROVAL OF AGREEMENT.

**EVENT NAME** 

*MEDIA PLACEMENT & PRODUCTION COST: (Only 30% of this line item may be spent on in-county advertising)	\$
PROMOTIONAL SIGNS:	\$
PROMOTIONAL ITEMS:	\$
DIRECT MAIL PROMOTIONS:	\$
PROGRAMS/PLAY BILLS:	\$
PUBLIC RELATIONS:	\$
**GENERAL NON-ALLOCATED:	\$
TOTAL	\$

Actual expenditures may deviate no more than 10% from the budgeted line items noted above.

Please note: The TDC will only consider reimbursement of permissible marketing expenditures that highlight the special event versus the regular programming of a business, organization or the facility.

<sup>\*</sup>No more than **30%** of the Media Placement and Production Costs line item shall be expended on advertising media costs attributable to in-county placement (see Exhibit A of Application).

<sup>\*\*</sup>The General Non-Allocated line item should not exceed 15% of the total funding allocation, and may only be utilized for acceptable event marketing expenses (see Exhibit A of Application).

### **EXHIBIT E**

TDC RESOURCE MARKETING/SPENDING PLAN: The marketing plan must be approved ONE WEEK in advance by the advertising and public relations agencies of record. Attach your approval letters at end of application. Tinsley Advertising, Ashley Miller. <a href="mailto:ashley@tinsley.com">ashley@tinsley.com</a> 800-273-1242, and NewmanPR Associates, Carol Shaughnessy. <a href="mailto:carol@newmanpr.com">carol@newmanpr.com</a> 305-797-0579.

Include all aspects of the proposed event with estimated number of persons to be reached through the different media. Provide source of information for estimated numbers.

Specifically state how you plan to spend the Cultural Umbrella funds requested and summarized in <u>Exhibit D</u>. Please discuss **separately:** <u>A.</u> your planned activities with TDC funding requested and <u>B.</u> your planned out of county marketing with your own (not TDC) funding. (Limit 750 words.)

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## NON-COLLUSION AFFIDAVIT AND VERIFICATION

1,	, of the city of	
I,according to law on my oath, and under penalty of	of perjury, depose and say that:	
1) I am the project described as follows:	, the bidder n	naking the Proposal for
the project described as follows:		
2) The prices in this bid have been a communication or agreement for the purpose of		
such prices with any other bidder or with any con	npetitor;	
3) Unless otherwise required by law not been knowingly disclosed by the bidder and bid opening, directly or indirectly, to any other bid	v, the prices which have been of will not knowingly be disclose	
4) No attempt has been made or w	ill be made by the bidder to inc	
partnership or corporation to submit, or not to su  5) The statements contained in this		
knowledge that Monroe County relies upon the		
awarding contracts for said project.		
VERIFICATION		
I HEREBY CERTIFY that I have read the forgoi	ng application and that the fact	s stated herein are true
and correct to the best of my knowledge and bel		
D. H. C. N Toward	Dun aid a satta	Oissan at use
President's Name Typed	President's	Signature
Sworn to and subscribed before me this	day of	, 20
personally appeared,	, and	db
known to be the persons named in and who	executed the foregoing docu	ment.
·		
	Notary Public - State of _	
	My commission expires_	
	(Printed, typed, or stampe	ed commissioned
	Name of notary pu	

II. I	PROPOSED EVENT INFORMATION
A.	MONTH(s) OF EVENT: Please check the appropriate month. If an event takes place over a
ser	ries of months the scores will be added to a maximum of 7 points.

February       1       August       6         March       1       September       6         April       1       October       4         May       4       November       4         June       4       December       3	March April May	<u> </u>	September October November	6 4 4 4
--	-----------------------	----------	----------------------------------	------------------

1234567

<b>B.</b> NUMBER OF DAYS of event per year: (Please	e check the appropriate range.)
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1 - 14 days **4** 15 - 120 days **5** 121+ days **6** 

4 5 6

**C.** ATTENDANCE Number of people anticipated to attend the event, the number attending this current year, and actual past attendance:

**Total Attendance for Events** 

	Anticipated 2015	Current 2014	Actual 2013
Monroe County Residents			
Out of County	,	*	
TOTAL			

### **DETERMINATION OF ATTENDANCE FOR EVENTS**

DESCRIBE YOUR AUDIENCE: How do you determine your numbers, please mention walkins, how you count, how you ask county/out of county?

		100
1		
,	 	

# III. STATEMENT OF INCOME & EXPENSE for the EVENT(S); FOR PROPOSED EVENT, CURRENT YEAR, AND LAST COMPLETED YEAR

The treasurer of the producer must sign this statement. The figures for the last completed year should be actual.

EVENT NAME:			

### **INCOME**

EVENT INCOME (DO NOT INCLUDE IN-KIND)	PROPOSED FY 2015	CURRENT AS CONTRACTED FY 2014	ACTUAL AS REIMBURSED FY 2013
A. CULTURAL UMBRELLA FUNDS	\$	\$ *	\$ **
ENTRY/ADMISSION/BOXOFFICE	\$	\$	\$
PROMOTIONAL ITEMS	\$	\$	\$
FOOD & BEVERAGE	\$	\$	\$
SPONSORS/CONTRIBUTIONS	\$	\$	\$
MEMBERSHIPS	\$	\$	\$
GRANTS – State & Local	\$	\$	\$
	\$	\$	\$
OTHER	\$	\$	\$

B. TOTAL EVENT INCOME	\$ \$	\$

Cultural Limbrolla	funds for the proposed	EV are of	% Total	Income (A	divided by B)
Cultural Umbrella	Tunas for the brobosea	r f are or	-/o Tota	i income. C	i aiviaea by bi

EVENT NAME:	·		
EXPENSES	PROPOSED	CURRENT	ACTUAL
EVENT OPERATING EXPENSES	FY 2015	FY 2014	FY 2013
C. CULTURAL UMBRELLA FUNDS *	\$	\$	\$
D. MARKETING/ADVERTISING ADDITIONAL TDC ALLOWABLE	\$	\$	\$
MARKETING/ADVERTISING ADDITIONAL TDC <b>NON</b> -ALLOWABLE	\$	\$	\$
EVENT OPERATING EXPENSES	\$	\$	\$
OFFICE EXPENSES	\$	\$	\$
RENT	\$	\$	\$
SALARIES	\$	\$	\$
MISCELLANEOUS	\$	\$	\$
E. TOTAL EVENT EXPENSES	\$	\$	\$
NET PROFIT/LOSS (B minus E)	\$	\$	\$
CULTURAL UMBRELLA FUNDS PERCEN	T OF TOTAL ALLOWAB	LE ADVERTISING :	%
(Compute percent by dividing LineThis will reflect the percent of the			
*Cultural Umbrella funds may be spe	ent only for allowable	advertising and pr	omotion listed on Exhibit A.
TREASURER NARRATIVE (option	onal)		
			11 11 11 11 11 11 11 11 11 11 11 11 11
Treasurer, Sign and Print			0 - 20

### IV. QUALITY AND DESCRIPTION OF PROPOSED EVENT

NARRATIVE:	Discuss the	he overall ex	ccellence of	the event.	Discuss the	artistic e	xcellence,	, the to	ourist
appeal, and the									
promote and sh	nowcase th	ne destinatio	n's cultural,	historic, ar	nd/or environr	nental res	sources? V	Vhy do	o you
think your even	it will help	draw people	from outsic	de Monroe	County?				

W	Please /alk LIMIT	us	thro	ugh	yo	the ur	read ever	er/sco nt(s).	orer i Ple	s far ase	niliar note	with e:	you this	r eve secti	nt. I on	nclud is	de sp worl	pecifi th	c de 30	etails poi	s - nts
									*)												
										15											

	s. (LIMIT 750 W	ORDS)	

V. MEDIA/MARKETING PLAN

0 - 25

### VI. ACTION PLAN

Submit a detailed action plan including appropriate permit(s) if applicable, as to how parking/security and road closures will be handled during your event. The plan should include the following information:

1.	Describe how your event plan will handle road closures. If applicable, enclose a copy of the approval by the appropriate county/municipal entity.
2.	Describe how your event plan will accommodate parking and transportation.
L	
3.	Describe how your event plan will handle security.

4. Event Sustainability.

Our visitors come to enjoy events, but in the process, a tremendous amount of waste is generated, much of it recyclable. The single most effective tool in reducing waste at special events is planning ahead. On the next page (page 15), complete a narrative on how you plan to reduce waste during your event by doing the following:

- a. Encourage recycling message within programs and brochures to recycle during the event and also at home.
- b. Encourage "Green" advertising (broadcast and digital).
- c. Encourage vendors to use biodegradable/compostable products (utensils; plates and cups; paper or canvas bags).
- d. Encourage the use of clearly identified recycling containers.
- e. Discourage use of single use plastic bags and other products.

### **Useful contact numbers:**

Monroe County: (305) 289-6037 City of Key West: (305) 809-3902 City of Marathon: (305) 289-6037

Islamorada Village of Islands: (305) 853-3433

# **VII. EVENT SUSTAINABILITY ACTION PLAN** A B.C.D.E.

VIII. OVERALL ASSESSMENT OF APPLICATION \_\_\_\_\_ 0 - 12



MONROE COUNTY TOURIST DEVELOPMENT COUNCIL

Out-of-County Logo



	Oc	tob	er	20	14	B	ľ	VO	en	bei	20	014	4		Dec	em	bei	- 20	14	l.
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12	13	14	15	16	17	18	9	10	11	12	13	14	15	14	15	16	17	18	19	20
19	20	21	22	23	24	25	16	17	18	19	20	21	22	21	22	23	24	25	26	27
26	27	28	29	30	31		23	24	25	26	27	28	29	28	29	30	31			
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Su	Мо	Tu	We	Th	Fr	Sa	Su	Мо	Tu	We	Th	Fr	Sa	Su	Мо	Tu	We	Th	Fr	Sa
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4	5	6	7	8	9	10	8	9	10	11	12	13	14	8	9	10	11	12	13	14
11	12	13	14	15	16	17	15	16	17	18	19	20	21	15	16	17	18	19	20	21
18	19	20	21	22	23	24	22	23	24	25	26	27	28	22	23	24	25	26	27	28
25	26	27	28	29	30	31								29	30	31				
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12	13	14	15	16	17	18	10	11	12	13	14	15	16	14	15	16	17	18	19	20
19	20	21	22	23	24	25	17	18	19	20	21	22	23	21	22	23	24	25	26	27
26	27	28	29	30			24	25	26	27	28	29	30	28	29	30				
							31													
	J	luly	/ 20	15				Αι	ıgu	st 2	201	.5		S	ept	ten	nbe	r 2	01	5
Su	Мо	Tu	We		Process	11000	Su	Мо	Tu	We	Th	Fr	Sa	Su	Мо	Townson's		Th		Sa
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5	6	7	8	9		11	2		4		6			6	7			-	11	12
12	13	14	15	16	17	18	9	10	11	12		14	6 cm cd	13	14			17	Part of	19
19	20	21	22	23	24	25	16	17	18	19		21		20	21	22	23	24	25	26
26	27	28	29	30	31		23	24	25	26	27	28	29	27	28	29	30			
							30	31												

Holidays and Observances (United States)	
Oct 13, 2014: Columbus Day	Oct 31, 2014: Halloween
Nov 11, 2014: Veterans Day	Nov 27, 2014: Thanksgiving Day
Dec 25, 2014: Christmas	Jan 01, 2015: New Year's Day
Jan 19, 2015: M L King Day	Feb 14, 2015: Valentine's Day
Feb 16, 2015: Presidents' Day	Apr 03, 2015: Good Friday
Apr 05, 2015: Easter Sunday	May 10, 2015: Mother's Day
May 25, 2015: Memorial Day	Jun 21, 2015: Father's Day
Jul 04, 2015: Independence Day	Sep 07, 2015: Labor Day