



MARION ASSOCIATES, LLC.

Business Plan Summary
Item C for Delray Beach CRA



Joseph Marion

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Marion Associates

Executive Summary

Marion Associates, LLC provides services to not for profit associations primarily in the technology industry. Joseph Marion, who founded Marion Associates in 1992 has 17 years' experience starting and operating technology companies as well as 28 years managing not for profit associations. Mr. Marion's college career included study on board a ship which traveled the world studying businesses and cultures around the world.

Marion Associates, LLC utilizes Joseph Marion's knowledge of technology, business, non-profit organizations and international business to offer technology focused trade associations the opportunity to outsource their operations to a company which has the expertise to grow the associations as well as execute global service offerings to its' members.

Marion Associates, LLC currently manages the Cloud Communications Alliance, the Association of Service and Computer Dealers and the North American Association of Telecom Dealers. Marion also manages the ASCDI Charity Foundation on a pro-bono basis. The Marion's subsidiary, Network Commerce International, provides an internet-based e-commerce offering to the technology industry.

Marion Associates, LLC. began operations in 1992 in New Jersey. In 1995 it moved to 1045 East Atlantic Avenue, Delray Beach and in 2003 to its' present location at 131 NW First Avenue, Delray Beach, Florida.

Mission

It is the mission of Marion Associates, LLC to be a "one-stop shop" for technology focused associations. Marion Associates, LLC provides an easy, valuable alternative for its clients, and a flexible work environment with equitable compensation for its founder and employees

Vision

In the next 5 years, it is the goal of Marion Associates, LLC to use the knowledge, intellectual property and business relationships it has developed over the last 28 years to transition and grow the organization through hiring and internal training.

Business Climate

Marion Associates, LLC is a knowledge-based business in a high growth area of the economy. Technology resale companies are growing in numbers due to the growth in technology in all aspects of our lives. Start-ups in those industries look for trade associations to turn to for education, networking and other services.

It is paramount for technology resellers to know, understand and help shape new environmental and privacy regulations being implemented locally around the world. Trade organizations are the only place small to medium sized companies can turn to for the knowledge.



Most technology focused trade organizations are not equipped to gather and provide this information in the rapid pace required by their members, so these organizations need to turn to a company like Marion Associates, LLC to properly service their members.

Company Ownership

Marion Associates, LLC is a privately held Florida limited liability corporation based in Delray Beach. Joseph Marion, who currently lives in Boca Raton is the sole owner of the company.

Services

Marion Associates provides the following services to its' clients:

1. **Book-keeping**
2. **Education**
3. **Networking**
4. **Membership marketing**
5. **Sponsorship marketing**
6. **Social Media**
7. **Webinars**
8. **Regulatory information and representation**
9. **Web site maintenance and services**
10. **Peer review management**

Property

131 NW First Avenue is the property for which we are applying for Site Development Assistance. The property is owned by Joseph and Donna Marion and leased to Marion Associates, LLC. Until December 31, 2025.

Build out plan

Marion Associates plans to add 1500 square feet to 131 NW First Avenue to accommodate expansion plans and to upgrade the interior and exterior accordingly.

Employment

Currently Marion Associates employs two full time employees at the location. The build out will allow space for 3 more employees. Marion Associates plans to hire an event planner, a web designer and a sales manager to work out of the location.



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Three Year Financial Projections of property operations/maintenance.				
Marion Projections	<u>2020</u>	<u>2021</u>	<u>2022</u>	<u>2023</u>
Income				
Income from operations	600,000.00	700,000.00	750,000.00	800,000.00
Expenses				
Property Expenses				
Cleaning & Gardening	6,000.00	6,300.00	6,615.00	6,945.75
Insurance	15,828.42	16,619.84	17,450.83	18,323.37
Pest Control	1,430.25	1,501.76	1,576.85	1,655.69
Security	595.86	625.65	656.94	689.78
FL Power and Light	2,000.00	2,100.00	2,205.00	2,315.25
Garbage	296.5	311.33	326.89	343.24
Sewer	776.49	815.31	856.08	898.88
Water	434	455.7	478.49	502.41
Property Taxes	10,151.32	10,658.89	11,191.83	11,751.42
Office Lease	<u>36,000.00</u>	<u>36,000.00</u>	<u>36,000.00</u>	<u>36,000.00</u>
Total Property Expenses	73,512.84	75,388.48	77,357.91	79,425.79
General Expense				
Donations	2,227.88	2,339.27	2,456.24	2,579.05
Dues and Subs.	2,250.07	2,362.57	2,480.70	2,604.74
Office Supplies	2,709.44	2,844.91	2,987.16	3,136.52
Postage	1,000.00	1,050.00	1,102.50	1,157.63
Professional Fees	14,500.00	15,225.00	15,986.25	16,785.56
Other	3,600.00	3,780.00	3,969.00	4,167.45
Network	4,300.00	4,515.00	4,740.75	4,977.79
Telephone	7,903.15	8,298.31	8,713.22	9,148.88
Travel	<u>18,000.00</u>	<u>18,900.00</u>	<u>19,845.00</u>	<u>20,837.25</u>
Total General Expenses	56,490.54	59,315.06	62,280.82	65,394.87
Employee Expenses				
Emp. Benefits	4,889.00	5,133.45	5,390.12	5,659.63
Payroll Expenses	1,963.31	2,061.48	2,164.55	2,272.78
Payroll taxes	6,593.29	6,922.95	7,269.10	7,632.56
Salaries	346,400.00	463,720.00	481,906.00	501,001.30
Out-sourcing	50,000.00	52,500.00	55,125.00	57,881.25
401K	<u>32,133.24</u>	<u>33,739.90</u>	<u>35,426.90</u>	<u>37,198.24</u>
Total Employee Expenses	441,978.84	564,077.78	587,281.67	611,645.76
Total Expenses	571,982.22	698,781.32	726,920.40	756,466.42
Net Income	28,017.78	1,218.68	23,079.60	43,533.58