

May Hallmanack -
written May 2, 1987

Dear Family:

Sorry to be so late with this Hallmanack. I probably should wait a week and include (I hope) the letters which will probably arrive that you are all conscientiously writing today (the first Sunday of the month). Goodness. I am a whole month late. Zina wrote a Hallmanack for the Tracy Halls last month, which is included, I think, with one from Charlotte.

I guess you know that we opened the "The Tulip Cottage" where Nancy's used to be. We have five women involved, Nancy, myself, Jan Soldan, PVI's R.S. home-making counselor (Young girl with two small children) Pam Knight, a student's wife, the grand-daughter of the Boardman's, who lived next to Nielson's when they were alive, Jill Taylor, a Payson woman who has eight children, tends six more, and still finds time to be involved in the tulip cottage. She is an excellent seamstress. She likes the "day" to herself. *She's our Saturday gal.*

My contribution is the rent (and right now, lights, phone, etc), their contribution is a day's labor apiece, which means we only have to put in one day at the store. One of our girls's conked out and I am going on Tuesday's now, but we hope to find someone else soon. I am also doing the book keeping and learning a new thing. I have spent the last two weeks learning how to compute our sales etc. on the Macintosh and can now break down the sales for each girl, give a grand total, taxes, and a summary. I plan now to learn how to do a spreadsheet showing expenses and losses etc. The computer will be much more accurate, and much faster. We couldn't get the darn thing to add. I could get it to separate the sales of the girls, but no summation. I told this to Jan Soldan, and she sent her husband who is a computer programmer over last Sunday. The thing now adds, etc. I can use this same program to put on my own inventory, tell when items are sold, the cost, the profit, etc.

The sheet I have organized for the store has columns for the names of the girls, the date sold, the Item *, the price, and the sales tax.

Virginia is going to have her baby about the 24th of July, so I am going to have to teach Nancy how to distribute the sales. We distribute the sales of the proprietors every two weeks and the sales of the consignees every month. It is a credit to our proprietors that we have very little sales in the area of the consignees. We're having fun but we're not getting rich, but the word is getting around. I walked around Payson early last Tuesday and looked at all the stores. We have the cutest one out there and everyone says so. Nancy, Pam, and Jan are all good at making signs. We got good