Just For Kix of White Bear Lake Background and General Information

<u>Just For Kix - background and info</u>

Just For Kix started in Cindy Clough's basement in Brainerd, MN in 1981 and has now grown to over 210 dance programs in 13 different states. There are over 30,000 dancers participating in a Just For Kix dance program across the country!

What is Just For Kix?

Just For Kix is a youth dance program at its core. What changes city to city is how the Program Director modifies the program to fit his or her community. Some communities teach certain classes, some teach more or less to older or younger students. Overall, we teach the art and sport of dance by offering weekly dance classes in a low-stress, positive environment where everyone is welcome. Some Just For Kix programs have built studios, but most utilize unused space and time in existing buildings - by using existing space during off hours helps us keep our prices down so we can share those savings with our customers (there is a little more detail on this below).

Mission Statement and Philosophies

Just For Kix Mission is to:

- enrich children's lives and the lives of those who teach them and support them.
- offer quality classes, events, products, services and opportunities to our clients and fulfilling careers to our Directors and Home Office Team.
- reach out to the hearts and spirits of women and men enabling personal growth and fulfillment to those whose lives we touch.
- carry out our mission in a spirit of caring, living the positive values on which our company
 was built.

Why are we in a church, a school or a city-owned building?

This is a question we get a lot. Just For Kix is a "mobile" dance program. This means that we can teach anywhere as long as we have the music and space we need (Just For Kix provides us with a portable sound system). We are trained to be able to teach with or without mirrors and with or without any other materials.

By renting space in existing facilities, Just For Kix doesn't incur the normal expenses like other studios do - cleaning (especially bathrooms), utilities (like heat, air conditioning, phone lines, network/wifi), maintaining things like parking lots, doors, windows, exteriors, paint, signage, etc. There are about two dozen Just For Kix programs in the U.S. that do operate out of their own studios, and they have all said that yes, it's great having your own space to hang items and show off awards and be able to paint the walls any color you like, but it's also much harder because there are so many more expenses that they didn't realize they would be responsible for AND that they would need to have the studio staffed for certain hours of the day. These directors were also financially responsible for any flooring, barres or mirrors they installed - Just

For Kix relies on existing buildings, so the corporate office does not fund any capital improvements for youth programs.

We feel very lucky that we've been able to grow our Just For Kix program in White Bear Lake as big as it has gotten in a church, two schools and a city-owned building. WE ARE OPEN, however, to new ideas! If you know of a space that would be perfect for dance classes AND has a reasonable rental rate, we would consider it!

If you have any questions, please contact our Program Director at 651-653-8539 or whitebearlake_mn@justforkix.com, or our Home Office at 218-829-7107 or dance@justforkix.com.