

Department of Community Development

Maria Muratori
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ECONOMIC DEVELOPMENT INCENTIVE COMMITTEE MEETING AGENDA January 9, 2018

- I. Meeting called to order
- II. Approval of minutes 2 - 6
- III. Program financial update 7
- IV. Review of applications
 - a. BSL Holdings Ltd. 8 - 33
- V. Reminder of next meeting – February 13th, 2018
- VI. Public Participation
- VII. Meeting Adjournment

Economic Development Incentive Committee

November 14, 2017

Meeting Minutes

Call To Order

Mr. Harris called the meeting to order at 1:07 PM. The following members were present: Mr. Justin Harris, Mr. Paul Koch and Mr. Matt Lasko. Commissioner Naomi Twine, City Manager Eric Wobser, Ms. Maria Muratori, Development Specialist and Debi Eversole, Clerk from Community Development were also present along with Sharon Johnson, Sandusky City Resident. There were 3 voting members present.

Approval Of Minutes

Mr. Koch moved to approve the minutes from the September 12, 2017 meeting. Mr. Lasko seconded the motion. The motion carried with a unanimous vote.

Program Financial Update

Ms. Muratori presented the program financial update as of November 14, 2017:

ECONOMIC DEVELOPMENT FUNDS									
	2016 Carryover	Beginning Balance	Date Approved	Committed	Spent	Revenue	Ending Balance	Total Project Cost	New Jobs
	\$ 212,163	\$ 612,163					\$ 29,121		86
Substantial Development		\$ 342,163							
SandCity, LLC			3/14/2017	\$ 325,000	\$ 150	\$ 125		\$ 6,645,872	32.5
Chris Andrews, LLC			9/12/2017	\$ 15,000	\$ 150	\$ 125	\$ 2,113	\$ 1,916,940	7
Façade		\$ 75,000							
Kagland, LLC			4/11/2017	\$ 37,397	\$ 150	\$ 150		\$ 59,778	0
Balt House Brewery, LLC			5/9/2017	\$ 16,853	\$ -	\$ -		\$ 84,089	0
Warehouse Properties, LLC			5/9/2017	\$ 7,500	\$ 150	\$ 125		\$ 47,500	0
Sandusky Salvage Center, LLC dba Patina Creek			7/18/2017	\$ 9,500				\$ 25,500	2
Leisa Oakes Davis (non-comprehensive)			7/18/2017	\$ 2,000				\$ 57,500	0
Cable Block, LLC (non-comprehensive)			7/18/2017	\$ 1,000	\$ 150	\$ 125	\$ 700	\$ 2,959	0
Signage		\$ 15,000							
Sandusky Tours, LLC dba Sandusky Segway			4/11/2017	\$ 5,401	\$ -	\$ -		\$ 6,912	0
Zeller Gaming Enterprises, LLC dba Barra			4/11/2017	\$ 6,994	\$ -	\$ -	\$ 2,925.54	\$ 9,325	0
Small Business Assistance		\$ 170,000							
Balt House Brewery, LLC			3/14/2017	\$ 15,000	\$ 150	\$ 125		\$ 180,000	3
Harbourview Products International, LLC			3/14/2017	\$ 9,500	\$ 150	\$ 125		\$ 58,900	0
Kagland, LLC			4/11/2017	\$ 15,000	\$ -	\$ -		\$ 193,548	12
Warehouse Properties, LLC			4/11/2017	\$ 15,000	\$ -	\$ -		\$ 87,500	1
Sandusky Tours, LLC dba Sandusky Segway			4/11/2017	\$ 4,082	\$ 150	\$ 125		\$ 6,200	2
Zeller Gaming Enterprises, LLC dba Barra			4/11/2017	\$ 15,000	\$ 150	\$ 125		\$ 285,086	8
Gundlach Sheet Metal Works, Inc.			4/11/2017	\$ 5,432	\$ 150	\$ -		\$ 15,720	0
Manny's 100% Car Wash, LLC			5/9/2017	\$ 4,326	\$ 150	\$ 125		\$ 7,538	0
Omega Inc. dba Cameo Pizza			5/9/2017	\$ 9,500	\$ 150	\$ 125		\$ 101,900	2
HavinFun, LLC dba Shore House Tavern			6/13/2017	\$ 9,500				\$ 33,150	4
Martin's Tailoring with Stephanie Mayfield, LLC			6/13/2017	\$ 3,165				\$ 5,275	0.5
American Colors, Inc.			7/18/2017	\$ 9,500	\$ 150	\$ -		\$ 1,116,761	4
Lakes Eleven, LLC dba Sandusky Wine Merchant			7/18/2017	\$ 6,917	\$ 150	\$ 125		\$ 11,582	1
HALO 1848, LLP			8/8/2017	\$ 15,000	\$ 150	\$ 125		\$ 108,547	2
Derrick's Mobile Diner, LLC			8/8/2017	\$ 15,000	\$ 150	\$ -	\$ 17,429	\$ 17,675	5
Economic Development - Other Expenditures		\$ 10,000							
Chamber Taste of Erie County Sponsorship				\$ 500.00					
Renderings - Small City and Market St				\$ 1,502.00					
Renderings - Small City and Market St				\$ 362.50					
Renderings - Small City and Market St				\$ 362.50					
Destination Downtown Presentation				\$ 1,000.00			\$ 6,273		
Total				\$ 582,292				\$ 11,085,756	
Ex SandCity				\$ 257,292				\$ 4,439,884	
Leverage	19.0								
Ex SandCity	17.3								
2017 Expenditure									

Ms. Muratori stated that there was roughly \$29,000 left for the 2017 year. She also pointed out

that there was a partial grant recinded that is included in the total. If projects are approved at this meeting, it may exhaust the budget.

Old Business

Ms. Muratori stated that **Derrick's Diner had been approved previously for Small Business Assistance and Signage.** This project has not yet been presented to the Sandusky City Commission. Since the last Committee meeting, the applicant has provided additional project scope and cost information. As such, she would like to increase the grants recommended to the following amounts – the above mentioned contingencies will continue to apply:

\$13,937.40 Small Business Assistance

\$6,805.31 Signage

The project will now be complete by 6/30/18.

The additional assistance will help fund a hood installation, fabricate and install a welded grease duct, install an exhaust fan, make up air fan and air duct among other items.

Along with the recommended grant amount for signage, the city is in conversation with the building owner to possibly fund a mural on the side of the building. These additional funds will come from the Sandusky Neighborhood Initiative grant funding, as this building is within a model block area for neighborhood funding.

The project is a neighborhood outreach project, small business assistance, small business expansion, provides a neighborhood amenity, fills a vacant space with a revenue generating business and adds additional employees. Ms. Muratori recommends approval of the increase in both Small Business Assistance and Signage. If approved by this board, it will go before City Commission for final approval.

Mr. Koch confirmed that the application was previously approved \$15,000 and with the recommended increase, it will be just over \$20,000.

Mr. Koch moved to approve the increase in grant funds for this application. Mr. Lasko seconded the motion stating that the initial recommendation had not gone to City Commission for approval yet and that the increase meets the threshold of requirements for our grants. His scope of work increased, therefore, the request for funding increased. It is within our means with the remaining funds and the increase is not based on higher percentage of funding, it is based on additional capital costs for the project.

Ms. Muratori stated that it is important to show that there are several entities involved in funding this project. City grants, owner equity, personal loan, and an upfront contribution from the building owner.

With no further discussion, the motion passed with a unanimous vote.

Application Review

Tim Dorsey, Owner of Tim Dorsey Fitness, LLC applied for a Small Business Assistance Grant and Signage Grant for his future location at 301 E. Market Street. He is currently located at 1140 Cleveland Road but intends to open the new location and operate both for a period of time. The recommendation is for a \$15,000 Small Business Assistance Grant and \$2,690.10 Signage Grant. The new location will provide additional services such as spinning, kick boxing, circuit training and American Ninja Warrior type training and equipment. The total cost for all of the equipment is over \$70,000 so this project will be the first phase of the total investment. Total costs for this phase will be approximately \$36,000. He will be hiring additional sub-contractors at this facility. Mr. Dorsey stated that one-third to one-half of his clients are from outside of the Sandusky area so this would bring many people to the business district which will bring business to some of the other businesses downtown.

Mr. Wobser stated that there was a market study earlier this year looking at retail, food and beverage, we had the consultant specifically look at the market demand for gyms. The thought that you need a 20k to 40k square foot, full-service gym is not the demand. The current market is leaning toward more boutique services in the gym market. The consultant stated that the city would probably end up with 3 – 5 personal fitness/yoga studios rather than one large gym. This may also help promote healthy lifestyles.

Each gym has its own distinct following. Tim Dorsey Fitness is a strong brand, he is a leader in the community and has a strong following. The building owner is making improvements to this building and this business will fill a vacant space.

Mr. Koch stated that it would be beneficial for this type of business to come to the downtown area. We have several smaller shops that would more than likely benefit from the business, such as grabbing a smoothie after their workout.

Mr. Lasko moved to approve the application as presented. Mr. Harris seconded the motion. With no further discussion, the motion carried with a unanimous vote.

Bruce Andres, President of Hobbs Lock and Key, Inc. submitted an application for a Signage and **Façade Grant for his location at 318 Tiffin Avenue. The applicant's grandfather started the** business at this location in 1938. The applicant purchased the business in 1992, but had worked at the store since 1970. The recommendation is for \$5,688.19 Signage and Façade Grant. If approved, this will exhaust the funds for 2017. The project completion date will be 9/30/18. The updates include new windows, doors, construction of a new wall, awnings, paint, lighting, signage and repair of steps and handrails. As a historical touch, two neon keys will be refurbished and rehung in the front windows – **these have not been used since the 1960's.** The building is located in one of the main arteries of the city in need of work. He currently employs 4 full-time, 2 part-time and intends to hire 1-2 new people.

Mr. Harris wondered if the applicant waited until January if this wouldn't be a better decision and he could get the full asking amount of \$7,500. He stated that this is a more blighted area and would like to see the full amount going to this applicant. Ms. Muratori stated that the applicant requested a modest amount of money and the applicant was receiving close to the amount requested.

Mr. Lasko suggested that if there were a motion to approve the application as recommended, the board could add to the motion that if there are any 2017 applications that are rescinded or if there are interest payments that are coming back into this account before December 31, 2017, we could give the applicant the full asking amount of \$7,500. Otherwise, the applicant will receive the recommended amount of \$5,688.19.

After a brief discussion on that topic, Mr. Lasko moved to approve the grant in the amount recommended by Staff and in the event that funds become available to pay up to \$7,500. through funds rescinded or through payments coming in, the applicant will receive the full \$7,500 as requested. Mr. Harris seconded the motion. The motion carried with a unanimous vote.

Next Meeting

Ms. Muratori stated that although funds are exhausted for the 2017 program year, the next meeting is scheduled for December 12, 2017. There may be discussion on program changes or yearend reviews. Mr. Koch stated that an annual yearend meeting would be informative. Mr. Lasko stated that there will be a meeting to discuss the year in review to present to City Commission.

Mr. Wobser stated that maybe a recognition or open house honoring existing recipients would be in order. This would help market the program, along with celebrating 2017 and kick off the 2018 program year.

Public Participation

Ms. Johnson stated that she is **not thrilled with the mural pilot program. She felt that it doesn't spend the tax payer's dollars appropriately.**

Mr. Lasko stated that the mural program is not a part of the Economic Development funding and the pilot program discussed in the meeting was informational only. Ms. Muratori agreed that if the program goes forward, there will be other funding available such as the Sandusky Neighborhood Initiative funding. Mr. Harris stated that the pilot program is in the infancy stages and what is discussed in the meeting is for information only. The program had not been adopted as of yet.

Ms. Johnson wondered if there were any legal stipulations with using tax payer dollars for murals. Mr. Harris stated that if the program were adopted, it would be done legally. Mr. Lasko stated that the pilot program guidelines were handed out in an effort to be transparent with **what is proposed for the building that was discussed during "Old Business". If the mural is approved, it will not come from the funding that this board has privy to.**

Ms. Johnson stated that she does not feel that a mural is essential for Derrick's Diner to open at this location. She is in favor of his business going there and also likes the sign proposed, but does not like the fact that a mural will be painted on the building.

Ms. Muratori stated that this is a Public Art Initiative that would be a nice element to add to this particular project. It has been proven in other cities that public art is an amenity that people enjoy. Studies show that public art draws people into the city, makes people spend money in the city and makes people want to live in the city which leads to a higher tax base over time.

Mr. Koch added that as a board member of the State Theatre, they have seen an increase of 40% - 60% Facebook participation in the very short period of time that the mural has been painted. They are estimating a 20% - 30% increase in ticket sales.

Commissioner Twine stated that there is money set aside in the Sandusky Neighborhood Initiative for projects including public art. Murals can be a part of beautifying the neighborhoods. Mr. Lasko stated that the Issue 8 money is being used for Down payment Assistance, Exterior Repair and Landscaping. The Neighborhood Initiative money is through certain foundations. Ms. Johnson stated as long as it is not public tax payer money spent on murals.

Adjournment

Mr. Lasko moved to adjourn the meeting. Mr. Koch seconded the motion. Mr. Harris adjourned the meeting at 1:45pm.

APPROVED:

Debi Eversole, Clerk

Justin Harris, Acting Chairman

ECONOMIC DEVELOPMENT FUNDS

[illegible]

January 9, 2018

Economic Development Incentive Committee Summary

Robert Waldock / BSL Holdings Ltd. (“BSL”)

APPLICANT: Robert Waldock
1517 Fifth Street
Sandusky, Ohio 44870

CORPORATE STRUCTURE: Limited Liability Company

PRINCIPAL/% OWNERSHIP: Robert Waldock – Member / 100%

PROGRAM APPLIED FOR: Small Business Assistance

RECOMMENDATION: \$15,000.00 Small Business Assistance grant; contingent upon obtaining title reports, obtaining all relevant permits, submitting before and after photographs, and displaying temporary signs during construction and a sign for at least one year upon completion noting the City of Sandusky’s support. This project will be complete by 4/30/2018.

This project helps retain a business that is already located in the City of Sandusky – maintain jobs and income taxes from these employees. It also increases the utilization of a currently underutilized warehouse space.

BACKGROUND

BSL Holdings owns and operates a 32,000 square foot warehouse and office. This property formerly housed DC Filter and has been remodeled and cleaned up from a brownfield site. The warehouse provides storage for the local boating community and Home Brew Ohio.

PROJECT DESCRIPTION

BSL is applying for the grant to attract an existing business, AVI Foodsystems, that is already located in Sandusky. AVI’s current landlord is not renewing its lease and the risk is that it relocates to outside of Sandusky. AVI has requested build out of its space to meet particular specifications. AVI has requested \$30,000 in improvements to the interior – this portion will be included in its rent and earned back over the lease term (5 years). Additionally, and the portion of the project that relates to this grant request, AVI is asking for almost \$35,000 of building improvements to the existing structure. According to the applicant, given market lease rates, it will be uneconomical to make these improvements. As such, the applicant is requesting grant assistance. The scope of the project includes upgrades to the dock to allow both tenants to utilize the dock, a new entrance, a diving wall and electrical and water meter upgrades.

Also included in the approximately \$35,000 is commission to the commercial real estate broker, which is not an eligible expense for the grant.

PROJECT FINANCING

The project sources and uses are as follows:

<u>Uses</u>	
Dock Improvements	\$ 15,697.56
Entrance	\$ 650.00
Dividing Wall	\$ 8,950.00
Electric	\$ 4,500.00
Water Meter	TBD
Total	\$ 29,797.56
<u>Sources</u>	
Owner Equity	\$ 14,797.56
Grant Request - SBA	\$ 15,000.00
Total	\$ 29,797.56
Leverage	2.0

The recommended total grant amount of \$15,000.00 is equivalent to approximately 50% of the total project costs and will leverage private dollars about 2x.

The completion of this project will retain approximately 29 employees within the City of Sandusky.

FINANCIAL SUMMARY – BUSINESS

N/A

RECOMMENDATION

I recommend a \$15,000.00 Small Business Assistance grant to support this retention project. This grant will facilitate the requested physical improvements desired by the tenant in a manner which is economic for the landlord. The completion of this project will retain a business within the City of Sandusky, preserving jobs and the associated income taxes.

Applicant / Borrower Company:

Robert L Waldock

(Applicant Name)

side member

(Title)

BSL Holdings Ltd.

(Company Name – if different than Applicant Name)

P.O. Box 1489

(Street Address)

(Suite, Apt, etc.)

Sandusky, OH 44870

(City, State, Zip)

419-626-1979

(Phone Number)

20-4499456

(Federal Tax ID or last 4 of SSN)

r.l.waldock@w-tradex.com

(Email)

(Fax Number)

Existing Business Information:

Type of Business: ☒ Commercial/Retail

☐ Service

☐ Other _____

Legal Structure: LLC

Primary Product or Service: Rental of warehouse space

Date Established: 03-13-2006

NAICS-SIC Code: _____

Website (if applicable): DNA

Principal Officers / Owners:

Name / Title: Robert L. Waldock

Email: rl.waldock@cw-realty.com

Phone: 419-626-1979

SSN (last 4): 7579

% Ownership: 100

Name / Title: _____

Email: _____

Phone: _____

SSN (last 4): _____

% Ownership: _____

Name / Title: _____

Email: _____

Phone: _____

SSN (last 4): _____

% Ownership: _____

Name / Title: _____

Email: _____

Phone: _____

SSN (last 4): _____

% Ownership: _____

Location of Proposed Project:

1517 Fifth St

(Address)

Sandusky, OH 44870

(City, State, Zip)

Erle

(County)

If a relocation, indicate from where 2609 Venice Road, Sandusky, OH 44870

Project Type:

☒ Renovation

☐ Expansion

☐ Start-Up/New

Applicant / Business Background Information:

Please provide a brief summary about your background and experience. Please also provide historical information regarding the building or property at which the business will operate, including but not limited to the most recent building use (attach additional page if necessary).

BSL Holdings owns and operates a 32,000 square foot warehouse and office. This former DC Filter property was remodeled and cleaned up from a brownfield site. We now provide storage for the local boating community as well as Home Brew Ohio.

Project Description:

Please provide a brief description of the project to be undertaken for which City assistance is being sought. For existing businesses, please specifically describe the business expansion associated with the project. For new businesses, describe the scope of the project (attach additional page if necessary).

I Am Applying for the grant to Assist An existing Sandusky business (AUI Food systems Inc.) to stay in town after their landlord terminate their long term lease. They have requested build out dollars tied to their rent as well as almost \$35,000 of building improvements to the existing structure. Without some type of Assistance on the exterior remodel, the project is not economically feasible and the business will probably move out of Sandusky.

Business/Personal References:

Name / Title: Rich Finneran

Email: refinneran@ciwista.bank.com Phone: 419-625-4121

Relationship: Loan officer at Ciwista - handles our portfolio

Name / Title: _____

Email: _____ Phone: _____

Relationship: _____

Name / Title: _____

Email: _____ Phone: _____

Relationship: _____

Need for ED Funding:

Applicants must document a need for ED funding in order to make the project occur. Select reason(s) why ED funds are needed for the project, and attach appropriate documentation.

- ☐ Inadequate equity/private lender financing (attach bank letter/documentation of equity unavailability).
- ☐ Unable to pay market interest rates for entire project (include projections showing market rates produce inadequate return on investment.)
- ☐ Incentive financing is needed in order to improve the economics of locating and expanding in Sandusky relative to other communities (show comparative costs analysis to undertake project in Sandusky versus other cities).
- ☒ Other (please specify): Based on the existing build out estimate of \$30,000 and the exterior modifications required by the tenant of almost \$35,000, coupled with loss of rent of existing tenants moving into new space, I don't cover my costs until year three of the proposed lease.

Project Source & Use Of Funds:

Break out total project costs by use of funds and allocate each use cost by source (attach additional page if necessary).

Total Project Cost (itemize below):

See Attached.

Owner Equity (dollars and source):

Approximately \$ 34,797.56

Private Lending (dollars, source, and terms):

Request for City Assistance (dollars and type):

\$ 15,000

Project Timeline:

Please outline the project timeline. Please include expected completion dates for items including but not limited to obtaining site control, obtaining financing, and construction.

	<u>Start</u>	<u>Complete</u>	<u>N/A</u>
<u>Site Control</u>	_____		
<u>Financing</u>	_____ <i>in place</i> _____		
<u>Construction</u>	_____ <i>1/15/2018</i> _____	_____ <i>2/28/2018</i> _____	
<u>Other</u>	_____		

Project Impact and Employment:

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue				
Annual Payroll				
Current Employment (FTE)				
Average Pay Per Employee				

Project Concept: Use the space below to address the following:

- How does the proposed project relate to a strategic approach to revitalization of the surrounding area?
- Will the project contribute to a change in the market dynamics, economic status, physical appearance or perception of the area?
- Does the project address specific area needs or missing services?

① currently the warehouse space is underutilized. with only 16,000 square feet rented. A long term tenant will allow us to expand the site w/ more storage building

② more activity spurs more growth. If we can keep the company in Sandusky and provide them a site that works, it will retain jobs which helps Sandusky's development story.

Attachments:

The following should be submitted with your ED Application:

- ☒ Map showing location of Project or business
- ☐ Business plan (if applicable)
- ☐ Three years of historical financial statements(if applicable)
- ☐ Three years of projected financial statements(if applicable)
- ☐ Sources of financing including evidence of private funds and matching funds
- ☐ Third party cost estimates, **INCLUDING RENDERINGS** (if applicable)
- ☐ Lease agreement,purchase agreement, or proof of ownership (if applicable)

Attestation of Financial Condition

Do you or your business have any of the following:

	YES	NO
Outstanding collections		✓
Judgement liens		✓
Other court judgements		✓
Delinquent taxes		✓
Delinquent loans		✓
Other tax liens		✓
Previous bankruptcy		✓
If yes to bankruptcy, has it been fully discharged?		
Real estate that is tax delinquent		✓
Code violations		✓
Non-registered rental units		✓
Real estate that is in foreclosure		✓

Submission Acknowledgment

The undersigned certifies that he/she is authorized to complete, sign and submit this application on behalf of the applicant/owner. Further, the undersigned certifies that the information contained in this application has been reviewed by him/her and that all information, including exhibits, are, to the best of his/her knowledge, complete and accurate and presents fairly the condition of the applicant and project accurately. Intentionally falsifying information in this document constitutes a criminal offense. The undersigned hereby authorizes the City of Sandusky to investigate the credit worthiness and of the undersigned, and/or applicant. The undersigned understands that information submitted to the City of Sandusky as part of this application is considered a public record. The undersigned also agrees to display signage showing City support on their property for up to one (1) year.

The undersigned understands that additional information may be required to finalize the approval process, and that, if the project is funded, **Economic Development funds cannot pay for projects completed before grant approval and notice of award.** The undersigned also understands that the submission of the application for financial assistance does not automatically constitute approval.

☐ By checking this box, I acknowledge that I have read, understand, and agree to the policies and procedures outlined in this document. I further agree to be interviewed, photographed and/or have my business photographed for Economic Development marketing purposes. If you have questions, please contact the Department of Community Development.

Company Name: BSL Holdings Ltd.

By: Robert L. Waldock, sole member

(Print or type name and title)

Robert L. Waldock

(Signature)

01/04/2018

(Date)

Inter-Office Use Only

State the date, time, and City staff member(s) present at the pre-application meeting:

1/31/18, ~1 pm, Matt Lasko/Maria Muratori

Date of Completed Application Submittal: 1/4/18

Staff Reviewer: M Muratori

Date of Committee Review: 1/9/18

Approve/Deny: _____

Amount Awarded and terms: _____

CONTACT

Ms. Maria Muratori, Development Specialist
Department of Community Development
222 Meigs Street
Sandusky, Ohio 44870

Phone: 419.627.5891

Email: mmuratori@ci.sandusky.oh.us

Data For Parcel 57-05675.000

Base Data

Parcel: 57-05675.000
Owner: BSL HOLDINGS LTD
Address: 1517 FIFTH SANDUSKY OH 44870



[+] Map this property.

Tax Mailing Address If you have a mortgage this may be the mortgage company's address.

Mailing Name: BSL HOLDINGS LTD
Address: P O BOX 1489
City State Zip: SANDUSKY OH 44870

Geographic

City: SANDUSKY CITY
Township:
School District: SANDUSKY SD

Legal Legal Annual Tax is for Tax Year 2017 Payable 2018

Legal Acres:	3.26	Homestead Reduction:	NO
Legal Description:	OL-31N SIDE OF FIFTH ST 3.26A	2.5% Reduction	NO
Land Use: Download descriptions.	480 - COMMERCIAL WAREHOUSES	Foreclosure:	NO
Neighborhood:	45710	Board of Revision:	NO
Number Of Cards:	2	New Construction:	NO
Annual Tax (Does not include delinquencies.):	\$3,318.94	Divided Property:	NO

Notes

Notes: MAP NUMBER: 8
 PERSONAL PROPERTY DISTRICT: 22-0320

Report Discrepancy

GIS parcel shapefile last updated 1/3/2018 10:12:04 PM.

The CAMA data presented on this website is current as of 1/3/2018 9:02:37 PM.

Search Results

12 Results | [Back](#)

20 ▼

Click the parcel number to display parcel-specific data.

Parcel	Owner	Property Address	Land Use	Acres
57-01128.000	BSL HOLDING LTD	FOURTH	500	0
57-00087.000	BSL HOLDINGS LTD	FIFTH	500	0
57-01588.000	BSL HOLDINGS LTD	FOURTH	400	0.21
57-01598.000	BSL HOLDINGS LTD	FIFTH	400	1.33
57-01778.000	BSL HOLDINGS LTD	FOURTH	500	0
57-02058.000	BSL HOLDINGS LTD	FOURTH	500	0
57-02073.000	BSL HOLDINGS LTD	FOURTH	500	0
57-03188.000	BSL HOLDINGS LTD	FIFTH	400	2.1298
57-05477.000	BSL HOLDINGS LTD	FIFTH	400	2.263
57-05674.000	BSL HOLDINGS LTD	FIFTH	400	2.2748
57-05675.000	BSL HOLDINGS LTD	1517 FIFTH	480	3.26
57-06025.000	BSL HOLDINGS LTD	FOURTH	400	0.1837

GIS parcel shapefile last updated 1/3/2018 10:12:04 PM.

The CAMA data presented on this website is current as of 1/3/2018 9:02:37 PM.

1517 Fifth Street

Legend

5th St

Google Earth

© 2017 Google

300 ft



Submission Acknowledgment

The undersigned certifies that he/she is authorized to complete, sign and submit this application on behalf of the applicant/owner. Further, the undersigned certifies that the information contained in this application has been reviewed by him/her and that all information, including exhibits, are, to the best of his/her knowledge, complete and accurate and presents fairly the condition of the applicant and project accurately. Intentionally falsifying information in this document constitutes a criminal offense. The undersigned hereby authorizes the City of Sandusky to investigate the credit worthiness and of the undersigned, and/or applicant. The undersigned understands that information submitted to the City of Sandusky as part of this application is considered a public record. The undersigned also agrees to display signage showing City support on their property for up to one (1) year.

The undersigned understands that additional information may be required to finalize the approval process, and that, if the project is funded, Economic Development funds cannot pay for projects completed before grant approval and notice of award. The undersigned also understands that the submission of the application for financial assistance does not automatically constitute approval.

☒ By checking this box, I acknowledge that I have read, understand, and agree to the policies and procedures outlined in this document. I further agree to be interviewed, photographed and/or have my business photographed for Economic Development marketing purposes. If you have questions, please contact the Department of Community Development.

Company Name: BSL Holdings Ltd.

By: Robert L. Waldock, sole member

(Print or type name and title)

Robert L. Waldock

(Signature)

01/09/2010

(Date)

AVI cost:

1. \$30,00 improvement budget for interior expenses (not included in total)	
2. Dock levelers	\$ 4,105.60
3. New dock seal woodwork	\$ 1,000.00 (budget)
4. New dock seals-north door	\$ 1,542.80
5. New dock door	\$ 1,291.00
6. 12' X 14' new entry door	\$ 1,968.16
7. Operator for 12X14 door	\$ 890.00
8. Masonry quote to open two doorways for new doors and repair area for new loading dock door	\$ 4,900.00
9. Stone installed for new entrance door on west side of bldg.	\$ 650.00
10. Install dividing wall between two dock doors	\$ 8,950.00
11. Move main electric panel into AVI space prior to diving wall installation re-wire dock lights to south space	\$ 4500.00
12. Commission to Juniper	\$ 5,000.00
13. Install sub-meter for water between AVI and east building	\$????
Total cost to Waldock to accommodate AVI	\$34,797.56



Harbor Door, LLC

2402 Rye Beach Road • Huron, Ohio 44839

Phone: 419-433-8876 • Cell: 419-656-2144 • Fax: 419-433-3690



SALES • SERVICE • INSTALLATION

- RESIDENTIAL
- COMMERCIAL
- INDUSTRIAL

PROPOSAL

PROPOSAL SUBMITTED TO:

WT-RENTAL

PAGE NO. 1 OF 2 PAGES

DATE: 12-19-17

JOB NAME: WT-WAREHOUSE

ADDRESS: 5TH ST. PROP.

PHONE:

We hereby submit specifications and estimates for:

INSTALL ② EDGE OF DOCK LEVELERS w/ BAR LIFT.

- 25 K CAPACITY w/ BUMPERS
- EXTENSION SPRING DESIGN
- 12" WIDE

4,105.60

INSTALL ① COMPLETE SET OF DOCK SEALS 9'X10' DOOR

- 8" PLEATS
- HD OR VINYL / BLACK

1,542.80

INSTALL ① 9'X10' HAAS, MODEL T12 (WH)

- FOLLOW ROOF PITCH TRACK
- MOUNT TO WOOD
- TOP & SIDE SEALS + LOCK

1,291.00

We hereby propose to furnish labor and materials - complete in accordance with the above specifications, for the sum of _____ dollars (\$ _____) with payment to be made as follows:

Upon Completion

All material is guaranteed to be as specified. All work to be completed in a work-man-like manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents, or delays beyond our control. This proposal subject to acceptance within 30 days and is void thereafter at the option of the undersigned.

Authorized Signature:

-ACCEPTANCE OF PROPOSAL-

The above prices, specifications and conditions are hereby accepted. You are authorized to do the work as specified. Payments will be made as outlined above.

ACCEPTED:

Date:

11/3/2017

Signature:

Signature:



Harbor Door, LLC

2402 Rye Beach Road • Huron, Ohio 44839
Phone: 419-433-8876 • Cell: 419-656-2144 • Fax: 419-433-3690



SALES • SERVICE • INSTALLATION

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- INDUSTRIAL

PROPOSAL

PROPOSAL SUBMITTED TO:

WT REALTY

PAGE NO. 1 OF 1 PAGES

DATE: 1-2-18

JOB NAME: _____

ADDRESS: _____

PHONE: _____ FAX 419-626-2031

We hereby submit specifications and estimates for:

① 12'X14' HAAS MOORE 712(WH) PINSTRIPED Garage Door.

- 1 3/4" THICK, R-JAWZ OF 16.18
- 15" RADIUS TRACK / TENSION
- TOP & SIDE SEALS
- TOP SECTION STRUT BAR.
- BRACKET MOUNT TO WOOD.

\$ 1,968.16

① 14' LIFTMASTER ELECTRIC OPERATOR. MTS011 1/2 HP (medium duty)

- PHOTO-EYES
- 3 button CONTROL STATION

\$ 890.00

We hereby propose to furnish labor and materials - complete in accordance with the above specifications, for the sum of _____ dollars (\$ _____) with payment to be made as follows:

Upon Completion

All material is guaranteed to be as specified. All work to be completed in a work-man-like manner according to standard practices. Any alteration or deviation from above specifications involving extra costs will be executed only upon written orders, and will become an extra charge over and above the estimate. All agreements contingent upon strikes, accidents, or delays beyond our control. This proposal subject to acceptance within _____ days and is void thereafter at the option of the undersigned.

Authorized Signature: _____

[Signature]

-ACCEPTANCE OF PROPOSAL-

The above prices, specifications and conditions are hereby accepted. You are authorized to do the work as specified. Payments will be made as outlined above.

ACCEPTED:

1/3/2018

Date: _____

Signature: _____

[Signature]

Signature: _____

Attn: Bob

PROPOSAL

FRESCH ELECTRIC INC.
1414 Milan Rd.
SANDUSKY OHIO 44870
PHONE (419) 626-2535
FAX (419) 626-2537

DATE: January 3, 2018

PROPOSAL SUBMITTED TO: BSL Holdings Attn: Bob

ADDRESS:

JOB NAME AND LOCATION: 5th St. Warehouse

We hereby submit specifications and estimates, subject to all terms and conditions as set forth as follows:

1. Relocate wire for two high bays to south end, disconnect from north end.
2. Relocate 200A 3 phase 4 wire panel approx. 30' to north.
3. Box and relocate 200A feed to relocated panel via outside above dock door.
4. Box and relocate existing feeds to relocated panel.
5. Relocate ground rod and wire to new location.

Budget Price

\$4500.00

NOTE: This proposal may be withdrawn by us if not accepted within days.

Authorized Signature

Dan Fresch

Accepted: The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Date:

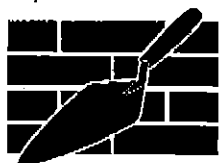
1/3/18

Signature

Bob L. Wheeler



R.W.W.



Masonry

Masonry, Construction
Brick, Block, and Concrete

3-Jan-18

Bob Waldock

Fax # 419-626-2031

Job Site Location: 5th Street Warehouse - Sandusky

Description of work to complete:

Open Two 12' X 12' Doorways

Haul away debris.

Set steel lintels

Form & pour ledge in doorway.

TOTAL LABOR & MATERIAL FOR ABOVE

\$4,900.00

OK

Robert L. Waldock

1/3/18

Estimate

P.O. Box 107
New London, OH 44851

(419) 929-8530
Fax (419) 929-2916



December 26, 2017

Robert Waldock
W-T Realty
1414 First Street
Sandusky, OH 44870
RE: 1517 Fifth Street Building, Sandusky OH
Non-Binding Letter of Intent

Bob:

The following terms and conditions reflect AVI Foodsystems, Inc. interest in leasing the facility at 1517 Fifth Street, Sandusky, Ohio.

Tenant: AVI Foodsystems, Inc.

Premises: Approximately 11,500 square feet of warehouse as outlined in Exhibit A.

Lease Term: The initial lease term shall be 5 years.

Base Rental Rate: \$3,250/month.

Operating Expenses: Tenant shall pay ONLY its utility cost. The above rent is inclusive of real estate taxes and insurance. Landlord will either separately meter or charge Tenant it's pro-rata share for all utilities. In addition, Tenant will be charged only for it's proportionate share of snow removal, landscaping or any other common area expenses.

Lease/Rent Commencement: TBD, but as soon as reasonably possible and subject to lease execution, completion of tenant improvements and issuance of a certificate of occupancy. The Tenant's objective is to have access to the premises NLT than ~~1-12-18~~ ^{1/15/18} and rent to commence ~~3-1-18~~. Rent shall commence no later than 3/1/18. C

Landlord's Improvements

- Landlord will make certain that there are separate or sub meters for water, sewer and electricity.
- landlord will install a dock with ~~12' wide OHB, 16' wide ramp~~ and dock leveler on west side of the building

8' WIDE X 8' HIGH OHB

12/27/17

- Tenant also requires space for two outside dumpsters to be placed at west side of the building
- Landlord will install new OHD (12' in height and ~~at least~~ 14' in width) at west side of building in a location as indicated on attached exhibit. The OHD will have an automatic door opener
- ~~• Landlord will add an automatic door opener to existing OHD on east side of building~~
- Landlord will ~~reimburse up to~~ \$30,000 to the cost of 800 square feet of new office space to be constructed by Tenant in a location of the Tenant's choosing. Tenant agrees that any improvements will meet City of Sandusky and Ohio Basic Building Code requirements.

No
P

Landlord's Maintenance:

Landlord shall, at its sole expense, maintain in good order roof, exterior walls and foundations and building structure and will deliver in good order all buildings systems.

Outside/Overnight Parking

Tenant reserves the right to use fenced in parking area at east Side of the building so long as parking does not interfere with access by any other tenants.

Signage:

Tenant will be allowed to place signage on or about the building per City code. Signage will be removed at end of lease term. *at Tenant's expense restores property to original condition less normal wear & tear*

Renewal Options:

Tenant will have the Two (2) Three (3) year options to extend the lease at a rate the then current market rate but not to exceed a 4% increase for the first renewal period or 8% for the second renewal period.

**Commission:
lease**

Landlord agrees to pay Juniper Solutions a ~~3%~~ ^{\$5,000 flat} fee of total

lease consideration. Commission to be paid in total within 60 ~~months~~ ^{days} of AVI's occupancy.

All terms and conditions subject to final lease approvals by AVI Foodsystems, Inc.

Agreed and accepted on the 27th day of DEC 2017

AVI Foodsystems Inc.

By [Signature]
(KEVIN J. HAYES)

W-T Realty

By [Signature]

Maria Muratori

From: Robert Waldock <rl.waldock@w-trealty.com>
Sent: Thursday, January 4, 2018 4:18 PM
To: Maria Muratori; Matt Lasko
Subject: RE: 5th Street
Attachments: 20180104155709217.pdf; 20180104155718864.pdf; 20180104155948311.pdf

Maria-

See attached and below in **red**.

Bob



Robert Waldock
W-T Realty
1414 First Street
Sandusky, Ohio 44870
(419) 626-1979 Ext 141

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From: Maria Muratori [<mailto:mmuratori@ci.sandusky.oh.us>]
Sent: Thursday, January 04, 2018 3:06 PM
To: Robert Waldock; Matt Lasko
Subject: RE: 5th Street

Hi Bob,

I have received the application – thank you.

I will still need a few items for the packet that I send to the committee, as detailed below:

- Matt explained that you do not yet have an executed lease agreement. Please send whatever you have at this point (an unexecuted agreement will suffice). **Signed LOI is attached.**
- Please send me the actual cost estimates that back up the spreadsheet with the total costs that you provided. **I have included three. I do not yet have the proposal in writing from Chuck Hake-contractor for the division wall and build out for AVI.**

- In the attached document, please fill in the chart at the bottom of page 11 to the best of your ability for BSL. I understand that it is not a traditional business with payroll and employment but please fill in what you can. **I don't think any of it would make sense to anyone as 1- Annual sales is only the rent we currently receive. 2- BSL has no payroll as it has no employees. Therefore 3&4 don't apply.**
- Also in the attached document, see page 14. Please check the checkbox that acknowledges that you understand the program and return this page with the box checked. **Attached. Although I'm not real thrilled about me being photographed...**

Lastly, we are having difficulties obtaining information from AVI. I called John yesterday to get information about employees and operations in Sandusky. He requested that I contact him via email and that he would respond – he has yet to do so. I have also reached out to his current landlord (K&K) to obtain information and have yet to hear back. Is there anything you can do to help in getting more information from them? I just do not want to provide misinformation to the committee regarding number of jobs. Any help is appreciated. **I will see what I can do. Is it best to just have John/Kevin call you directly so you get the exact information?**

Please let us know if you have questions.

Sincerely,
Maria

From: Robert Waldock [<mailto:rl.waldock@w-trealty.com>]
Sent: Wednesday, January 3, 2018 1:29 PM
To: Matt Lasko
Cc: Maria Muratori
Subject: RE: 5th Street

AVI contacts:

John Neeley-I think he's the regional mgr. 678-910-3000
 Kevin Hake-Director of real estate 330-372-0458



Robert Waldock
 W-T Realty
 1414 First Street
 Sandusky, Ohio 44870
 (419) 626-1979 Ext 141

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From: Matt Lasko [<mailto:mlasko@ci.sandusky.oh.us>]
Sent: Wednesday, January 03, 2018 12:32 PM

Maria Muratori

From: Finneran, Richard C. <rcfinneran@civistabank.com>
Sent: Friday, January 5, 2018 11:57 AM
To: Maria Muratori
Subject: RE: Robert Waldock - Reference

Hi Maria – Please see the response to your questions below.

RICHARD C. FINNERAN
Vice President / Commercial Lender

CIVISTA BANK | civistabank.com | 100 E Water St, Sandusky, OH 44870
Office: 419.627.4659 | x10159

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From: Maria Muratori [<mailto:mmuratori@ci.sandusky.oh.us>]
Sent: Thursday, January 4, 2018 12:35 PM
To: Finneran, Richard C. <rcfinneran@civistabank.com>
Subject: Robert Waldock - Reference

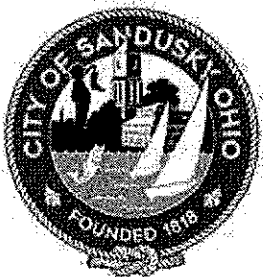
This message originated from outside your organization

Hello Mr. Finneran,

Robert Waldock indicated you as a reference on his economic development grant application with the City of Sandusky. Please speak to the following regarding his project at 1517 Fifth Street – the renovation of his warehouse:

- What is your relationship with Robert Waldock? I'm Mr. Waldock's commercial banker and work with him on his business banking.
- What is your confidence in Mr. Waldock's ability to successfully renovate the warehouse at 1517 Fifth Street? I have strong confidence in Mr. Waldock. He has already invested considerable time and money into the Fifth Street property and I'm certain he will complete the proposed renovation.
- Is there any other information you would like to share regarding Mr. Waldock or the project? Mr. Waldock maintains a favorable relationship with Civista Bank. We have found him to be a trustworthy and cautious business partner and we are happy to have him as a customer.

Thank you for your help.



Maria Muratori | *Development Specialist*
COMMUNITY DEVELOPMENT
222 Meigs Street | Sandusky, OH 44870
T: 419.627.5891 | F: 419.627.5713
www.ci.sandusky.oh.us



H&S Unlimited
1336 Deforest Rd
Warren, Ohio 44484

Jan 4, 2018

Robert Waldock
W-T Reality
1414 First st.
Sandusky, Ohio 44870

RE: AVI Warehouse

PROPOSAL

Construct approximately 65' L.F. demising wall: 3 5/8" 20 ga. metal studs 16 oc. 5/8 drywall each side to deck above (abuse board one side to 8') tape, finish paint.

Total: \$8950.00