



Economic Development Incentive Committee

240 Columbus Ave
Sandusky, Ohio 44870
419.627.5891
www.cityofsandusky.com

Agenda

March 9, 2021

1:30pm

**Virtual Meeting via Microsoft Teams and
Live Streamed on [www.Youtube.com/CityofSanduskyOH](https://www.youtube.com/CityofSanduskyOH)**

1. Meeting called to order – Roll call
2. Approval of February 9, 2021 minutes
3. Program financial update
 - No updates since last meeting
4. Review of applications received
 - RDMJD, LLC- 2101 Perkins Avenue
5. Reminder of next meeting – April 13, 2021
6. Public participation/Comments
7. Meeting adjournment

Economic Development Incentive Committee
February 9, 2021
Meeting Minutes

Call To Order

Chairman Al Nickles called the meeting to order at 1:45pm. Meeting was held virtually via Microsoft Teams. The following members were present constituting a quorum: Paul Koch, Brendan Heil, Greg Voltz, and JaMarcus Hampton (joined meeting after approval of July 14, 2020 minutes). Ex-officio member Abbey Bemis, Community Development Director Jonathan Holody, City Manager Eric Wobser, and clerk Kristen Barone were also present. City Commission Liaison Naomi Twine was absent.

Election of Officers

Mr. Nickles volunteered to continue on as Chairman and nominated Mr. Koch for Vice Chairman. Mr. Voltz seconded the nominations. With no other nominations, all voting members were in favor. Mr. Heil then made a motion to elect Abbey Bemis as an ex-officio member for the 2021 calendar year. Mr. Koch seconded the motion. All voting members were in favor.

Approval of July 14, 2020 Meeting Minutes

Mr. Voltz made a motion to approve the minutes as submitted and Mr. Heil seconded the motion. All members were in favor of the motion.

Program Financial Update

Mr. Holody stated that there will be an allocation of \$125,000.00 for the 2021 calendar year, which is considerably less than previous years due to admissions taxes being down a significant amount this past year. On top of that, there is \$277,212.00 being carried over from the 2020 funds, for a total of \$402,212.00. Of that total, there is \$234,120.00 in outstanding commitments, leaving a balance of \$168,092.00, which includes \$108,000.00 for marketing. He stated that staff will be following up with the businesses that have committed funds, for updates on their projects. Mr. Koch asked what the marketing funds go towards. Mr. Wobser stated that historically \$50,000 is allocated for marketing every year, and those funds go towards communication expenses, video production, etc. He said that his guess is that they did not spend any of that money last year and then also had some left over from the year before that, causing the total to reach \$108,000. He stated that it is likely that most or all of those funds will get reallocated towards Economic Development projects for this year.

Next Meeting

March 9, 2021.

Meeting Adjournment

Mr. Koch made a motion to adjourn and Mr. Heil seconded. The meeting ended at 2:10pm

APPROVED:

Kristen Barone, Clerk

Mr. Nickles, Chairman

**City of Sandusky
Economic Development Fund**

Project	Date Approved	Ordinance	Grant Amount	Outstanding Balance	Total Project Cost	New Jobs	Notes
Market Street Collective, LLC	12/9/2019		\$ 139,620.00	\$ 139,620.00	\$ 2,500,000.00	11	
Family Health Services, LLC	2/11/2020	20-39	\$ 65,000.00	\$ 65,000.00	\$ 1,500,000.00	21	
Yellowstone			\$ 10,000.00	\$ 10,000.00			
Cameo Pizza			\$ 9,500.00	\$ 9,500.00			
Bait House			\$ 10,000.00	\$ 10,000.00			
Total Outstanding				\$ 234,120.00			
Fund Balance		Notes					
2020 Carryover	\$ 277,212.00	Includes up to \$108,000 for Marketing					
2021 Allocation	\$ 125,000.00						
Total Funding	\$ 402,212.00						
Total Outstanding	\$ 234,120.00						
Balance	\$ 168,092.00	Includes up to \$108,000 for Marketing					

March 9, 2021

Economic Development Incentive Committee Summary

RDMJD, LLC

Applicant: Rosalyn Ahner
933 E. Lakeshore Drive
Kelly's Island, Ohio 43438

Principal Owners: Rosalyn Ahner – 20%
Daniel Ahner – 20%
Michael Ahner – 20%
Janie Ahner – 20%
David Ahner – 20%

Recommendation: \$15,000.00 Economic Development Fund grant to be approved by City Commission upon recommendation by the Economic Development Incentive Committee; contingent upon obtaining all relevant permits, submitting before and after photographs (if necessary), and displaying a sign evidencing City of Sandusky support for one year after project completion. The immediate project improvements will be complete by December 31, 2021.

Project Description

RDMJD, LLC is a real estate holding company formed in January 2021 for the purpose of acquiring and owning the former Sandusky YMCA building at 2101 Perkins Avenue, Sandusky, Ohio. The company will lease the property to Ahner Commercial, which shares common ownership with RDMJD, LLC.

Ahner Commercial is a leading distributor and installer of commercial doors, windows and aluminum and glass storefront materials. The company will use the property for its administrative, assembly, storage and distribution activities. Ahner will relocate seven full time employees to the site and plans to add seven additional full time staff at the site within three years.

Project Uses

Paint, Masonry, Overhead Doors (Immediate Improvements)	\$28,261.00
Truck Docks (2)	\$44,000.00
Concrete	\$20,000.00
Parking Lot Resurfacing	\$40,000.00
Landscaping	\$15,000.00
Total	\$147,261.00

Project Sources

Sandusky Economic Development Fund	\$15,000.00
Owner Equity	\$132,261.00
Total	\$147,261.00

Financial Summary

Annual Sales Revenue (YR1 = \$1.25M, YR2 = \$1.5M, YR3 = \$2M). Payroll (YR1 = \$260,000, YR2 = \$286,000, YR3 = \$312,000).

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

RDMJD, LLC

(Applicant Name)

Rosalyn Ahner

(Title)

Managing Partner

(Company Name – if different than Applicant Name)

(Street Address)

933 E. Lakeshore Dr.

(Suite, Apt, etc.)

(City, State, Zip)

Kelleys Island OH 43438 RAhner@ahnercommercial.com

(Phone Number)

(Email)

419-366-6206

(Federal Tax ID or last 4 of SSN)

FOIS

Existing Business Information:

Type of Business: ☐ Commercial ☐ Retail ☐ Service
☒ Other Real Estate Holding
 Legal Structure: LLC
 Primary Product or Service: Real Estate
 Date Established: January 2021 NAICS-SIC Code: _____
 Website (if applicable): _____

Principal Officers / Owners:

Name / Title: Rosalyn Ahner
 Email: RAhner@ahnercommercial.com Phone: 419 366 6206
 SSN (last 4): 0179 % Ownership: 20%

Name / Title: Daniel R Ahner
 Email: DAhner@ahnercommercial.com Phone: 419 341 6841
 SSN (last 4): _____ % Ownership: 20%

Name / Title: Michael Ahner
 Email: michaelahner@ahnercommercial.com Phone: 419-366 5878
 SSN (last 4): _____ % Ownership: 20%

Name / Title: Janie Ahner
 Email: Janieahner@ahnercommercial.com Phone: 419-357-9734
 SSN (last 4): _____ % Ownership: 20%

Location of Proposed Project: David Ahner
DavidAhner@ahnercommercial.com 419-366-1476
20%

2101 W. Perkins Ave

(Address)

Sandusky, OH 44870

(City, State, Zip)

Erie

(County)

If a relocation, indicate from where _____

Project Type:



Renovation



Expansion



Start-Up/New Construction

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).

We are a company of Sandusky natives hoping to help improve our city by breathing new life into the old YMCA, a building that ~~was~~ brought joy and opportunity to Sandusky residents for years.

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).

Remodeling of the former Ymca building to be used for manufacturing and commercial use.

Taking up floors and refinishing
Refinishing walls.

Remove mold and old tiles where there was water damage

Improve landscaping and parking lot.
Fix broken glass

Business/Personal References:

Name / Title: Michael Richardson

Email: _____

Phone: _____

Relationship: friend

Name / Title: Chris Chapman Ernie Tint

Email: facebook Ernie Tint

Phone: 419 3660094

Relationship: Business Relationship

Name / Title: Walt Snyder

Email: facebook: Snyder Collision

Phone: 419-627-2892

Relationship: Business Relationship

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>	10/1/20	2/16/21	
<u>Financing</u>			✓
<u>Construction</u>	2/16/21	5/16/21	
<u>Other</u>			

Project Impact and Employment:

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	1.15m	1.25m	1.5m	2m
Annual Payroll	23400.00	26000.00	28600.00	31200.00
Current Employment (FTE)	7	9	11	14
Average Pay Per Employee	15.00	16.00	17.00	18.00

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?

Proposed project will take a blighted building and rework it so that it is not a haven for vandals

A change in the market dynamics will become apparent as it is being changed from recreational use to manufacturing use. The outside of the building will be kept in a good appearance.

We are moving an existing business that handles commercial glazing, storefronts, doors, windows service and automatics

Attachments:

The following should be submitted with your ED Application:

- ☐ 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 (if possible)
- ☐ Third party cost estimates, **INCLUDING RENDERINGS** (if applicable)
- ☐ Lease agreement, purchase agreement, or proof of ownership/site control

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 after project completion.

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.

The undersigned understands that if the business or enterprise receiving grant funding moves or relocates to a different location outside of the municipal boundaries of Sandusky within three (3) years from the effective date of the grant agreement, that the grant funding will be rescinded in its entirety and the undersigned waives any right or claim to the awarded funding. This provision does not include businesses or enterprises that cease operations and close or that open up additional locations outside of the municipal boundaries of Sandusky while maintaining their funded location within the Sandusky city limits.

☒ 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: RDMJD LLC

By: Rosalyn Ahner Managing Partner
(Print or type name and title)

Rosalyn Ahner 3/8/2021
(Signature) (Date)

Sandusky Paint Co.

1401 Sycamore Line

Sandusky, Ohio 44870

419-626-2461 fax 419-626-1594

Quote

To:
Ahner Commercial
Daniel Ahner
Micheal Ahner

From:
Paul Wilke

Date:
3/1/2021

Qty.	Size	Description	Unit Cost	Total
		Gym Area		
		Walls		
30	gal	Seal Grip/Gripper White	25.00	750.00
		stain blocking and adhesion		
30	gal	Speedhide Eggshell White	25.00	750.00
		all purpose WB wall		
		Floor (2coats)		
32	gal	PPG 7Line Industrial Alkyd Urethane Eanmel	48.00	1536.00
		oilbase urethane enamel moisture proof		
		Total		3036.00

Sandusky Paint Co.

Janotta & Herner

PROPOSAL

Ahner Commercial
2435 E. Gill Road
Port Clinton, OH 43452

Date: March 4, 2021

Ref: YMCA – Wall Openings

Dear Dan:

On behalf of everyone at our company, I am pleased to provide this Proposal for Design and Construction Services.

PROJECT DESCRIPTION

This project consists of cutting in two (2) wall openings as based on an onsite meeting on February 26, 2021. Poured concrete wall up 10'-8" x 12" thick and the remaining wall is 12" CMU to the roof. This Proposal includes the cost for design, labor, material, equipment and subcontractors required for the work described hereafter.

SCOPE OF WORK



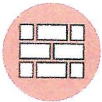
GENERAL REQUIREMENTS (01000)

- Design and Engineering.
- Management and full time Supervision.
- Layout with the help of Ahner Commercial.
- Refuse material to stay on site.
- Final cleanup.



SITE WORK & DEMOLITION (02000)

- Anchor structural C-channels to the wall on both sides around the openings to support the remaining structure before we cut the openings.
- Layout and wet cut out two (2) opening 12' wide x 16' tall.
- All material will be placed outside of the building in a location as determined by Ahner Commercial.
- We will need power and water to complete our work.
- We will vacuum up excess water.



MASONRY (04000)

- Standard 8" concrete block to be toothed in for the jambs of each opening.
- Precast concrete lintels will be 12" wide x 16" deep and bear on each end 8".



PRICE

Our price to complete the above-described scope of work is as follows:

Price...\$21,900.00



CLARIFICATIONS

The following items have not been included in the above costs.

- Premium time labor.
- Prevailing Wage labor.
- Builders Risk Insurance.
- Permits
- Structural repairs other than noted above.
- Overhead doors.

Our company is uniquely qualified to provide you with quality and value in the most expeditious manner available. This project includes many challenges that our team of professionals is ready to tackle so that you can achieve your objectives. We look forward to meeting with you to further discuss the project and options for our design-build services.

Thank you for the opportunity to be of service thus far. Please feel free to contact me at any time.

Respectfully submitted,

JANOTTA & HERNER

A handwritten signature in black ink, appearing to read 'Derek Guerra', with a long horizontal flourish extending to the right.

Derek Guerra
Project Manager, North Central Ohio Region



AGREEMENT

I hereby acknowledge, accept and agree to the provisions described above:

Acceptance by Owner's Authorized Representative:

Signature: _____

Name: _____

Title: _____

Date: _____

Acceptance by Janotta & Herner Authorized Representative:

Signature: _____

Name: _____

Title: _____

Date: _____

Overhead Door Company Of Toledo

340 New Towne Square Dr

Toledo, OH 43612

Office Telephone: (419) 476-7811

Showroom Telephone: (419) 476-0300

Fax: (419) 476-7817

The Genuine. The Original.



Proposal #: 1-394

PROPOSAL SUBMITTED TO: Ahner Commercial Windows and Doors				Date 2/18/2021		Attention Michael			
STREET 2435 E Gill Rd				Job Name Ahner Commercial Windows and Doors					
City Port Clinton		State OH	Zip Code 43452	Job Location Port Clinton					
Phone Number 419-960-7307		Fax Number		Job Phone 419-960-7307					
ITEM #	QTY	SERIES	DOOR WIDTH	DOOR HEIGHT	COLOR	GLASS	OPERATION	HEAD ROOM	JAMB TYPE
1	1	593	12'	16'	WHITE	NONE	CHAIN HOIST	168"	MASONRY

FURNISH AND INSTALL:

The above sized 593 series "Thermacore" sectional door(s), as manufactured by the Overhead Door Corporation. Door standard features to include the following:
.016" thick roll-formed hot-dipped galvanized steel exterior sections, with metal/foam/metal sandwich, foamed-in-place homogeneous CFC/HCFC free polyurethane insulation. Insulating values: R = 12.76, U = .078. Section thickness 1 3/8", all sections to be fitted with tube seals to weatherstrip each joint. End stiles will be 20 ga. steel; hinges and fixtures will be galvanized steel. EPDM thermal break to be provided between interior and exterior skins to prevent thermal transmission. Patented water channel is provided for a drip free opening. The polyurethane foam insulation is fully encapsulated in non-permeable materials for no loss of thermal efficiency. Limited 10-year warranty against panel delamination of foam and steel skins.

PROPOSAL IS FOR THE SUPPLY AND INSTALLATION OF AN OVERHEAD DOOR DOOR GARAGE DOOR BASED ON A 30' CEILING HEIGHT. PROPOSAL INCLUDES A CHAIN HOIST AND SOLID SHAFT.

NOTE : CEILING HEIGHT DIMENSION TO BE CONFIRMED.

OPTION ADD FOR THREE 25" X 12" ACRYLIC WINDOWS IN ONE SECTION - \$250.00

OPTION ADD FOR A SIDE MOUNT GARAGE DOOR OPENER INSTALL - \$1,200.00

NOTE : ALL 120v WIRING BY OTHERS - PROPOSAL INCLUDES LOW VOLT WIRING

50% DEPOSIT REQUIRED TO PLACE THE ORDER WITH INSTALLATION OCCURING APPROX 4-5 WEEKS FROM THE DATE OF ORDER.

We hereby propose to complete in accordance with above specification, for the sum of:

Three Thousand Three Hundred Twenty Five Dollars and No Cents

\$3,325.00

Signature _____ Direct Dial: _____

TERMS AND CONDITIONS

Payment to be made as follows: 50% DEPOSIT/C.O.D.

Prices subject to change if not accepted in 30 days.

BY OTHERS: Jambs, spring pads, all wiring to motors and control stations, unless otherwise stated above, are not included. Purchaser agrees that doors shall remain in Seller's possession until paid in full. In the event Purchaser breaches or defaults under the terms and provisions of this Agreement, the Purchaser shall be responsible for the costs of collection, including reasonable attorneys' fees. There shall be a 1 1/2% service charge per month for all payments due and owing after 30 days. (Agreements are contingent upon strikes, accidents, or delays beyond our control.)

ACCEPTANCE: Terms, Price, and specifications on all pages of this proposal are hereby accepted and the work authorized.

Purchaser: _____

Signature

Title

Date of Acceptance