



Economic Development Incentive Committee

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

Agenda April 13, 2021

2:00pm

**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 March 9, 2021 minutes
3. Program financial update
4. Review of applications received
 - HDT Operating Co LLC (dba HD Tony's Restaurant/Alpha Omega Development)
 - The Maca Root Juice Bar & Eatery, LLC
 - Wake up and Waffle, LLP
5. Reminder of next meeting – May 11, 2021
6. Public participation/Comments
7. Meeting adjournment

Economic Development Incentive Committee

March 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, and Greg Voltz. Also present were: Ex-officio member Abbey Bemis, Community Development Director Jonathan Holody, City Commission Liaison Naomi Twine, and clerk Kristen Barone.

Approval of February 9, 2021 Meeting Minutes

Mr. Koch 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. Nickles stated that there are no updates since the last meeting.

Review of Applications Received

Mr. Holody stated that 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. The renovation estimates of this property come to \$147,261.00 and the company is requesting a grant in the amount of \$15,000.00. Staff recommends approval of this request. The company is also seeking a tax abatement of 75% for 10 years, which is the standard amount that the City has been providing. If the EDIC members vote to approve the grant request, staff will take both this request along with the tax abatement request to City Commission for approval. Mr. Voltz made a motion to approve the grant request and Mr. Heil seconded the motion. All voting members voted for the motion except for Mr. Nickles, who abstained from the vote.

Other Business

Mr. Nickles stated that he would like to propose that the committee meets every other month instead of monthly since the meetings have been rather quick these past couple of months. Mr. Koch stated that he would be fine either way, or even meeting on an as needed basis. Since there were no objections to this suggestion, Mr. Nickles said that the April 13th meeting will be cancelled and the committee will reconvene in May.

Meeting Adjournment

Mr. Nickles made a motion to adjourn the meeting. The meeting ended at 1:52pm.

APPROVED:

Kristen Barone, Clerk

Mr. Nickles, Chairman

City of Sandusky

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			
RDJMD, LLC			\$ 15,000.00	\$ 15,000.00			
Total Outstanding				\$ 249,120.00			
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	\$ 249,120.00						
Balance	\$ 153,092.00	Includes up to \$108,000 for Marketing					

April 13, 2021

Economic Development Incentive Committee Summary

HDT Operating Co.

Applicant: Dr. Anthony J. DeRiso II
115 W. Water Street
Sandusky, OH 44870

Principal Owners: Dr. Anthony J. DeRiso – 100%

Recommendation: \$33,450.00 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 project improvements will be completed by December 31, 2021.

Project Description

HDT Operating Co. (dba Hot Dog Tony's Restaurant) opened in May 2021 at 115 W. Water Street in Sandusky. The East Coast themed restaurant features hot dogs and other food along with a large selection of craft beers.

HDT Operating Co. seeks to capitalize on the new Jackson Street Pier and Shoreline Drive projects through a series of building improvements. Plans call for exterior masonry restoration, window replacement, a new retractable awning, a new sign, a new deck, and a new dugout bar.

Dr. DeRiso has made significant investments in the building at 115 W. Water Street with no City grant support since he purchased the property in 2010.

Project Uses

General Contractor	\$290,000.00
Architectural	\$40,000.00
<u>Signage</u>	<u>\$4,350.00</u>
Total	\$334,350.00

Project Sources

Sandusky Economic Development Fund	\$33,450.00
<u>Owner Equity</u>	<u>\$300,900.00</u>
Total	\$334,350.00

Financial Summary

Annual Sales Revenue (YR1 = \$900,000, YR2 = \$1,200,000, YR3 = \$1,400,000). Payroll (YR1 = \$250,000, YR2 = \$300,000, YR3 = \$360,000).

Applicant / Borrower Company:

Anthony J. DeRiso II

(Applicant Name)

Owner / President / Sole Owner

(Title)

HDT Operating Co dba H-D. Tony's Restaurant / Alpha Omega Development

(Company Name – if different than Applicant Name)

115-117 W. Water St.

(Street Address)

(Suite, Apt, etc.)

Sandusky, OH 44870

(City, State, Zip) (419) 502-9021 (store)

(419) 366-3613 (DeRiso Cell #)

(Phone Number) Alpha Omega 34-1922690

HDT # 27-4200173

(Federal Tax ID or last 4 of SSN)

drderiso@gmail.com

(Email)

(419) 609-8002

(Fax Number)

Existing Business Information:

Type of Business: ☐ Commercial ☐ Retail ☐ Service
☒ Other Restaurant
 Legal Structure: Alpha Omega = Corporation HDT = LLC
 Primary Product or Service: Food Service, Full Service Bar
 Date Established: Nov. 2010, opened 5/20/12 NAICS-SIC Code: 72251
 Website (if applicable): _____

Principal Officers / Owners:

Name / Title: Anthony J. DeRiso II
 Email: drderiso@gmail.com Phone: (419) 366-3613
 SSN (last 4): 6359 % 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:

Front of Building
115-117 W. Water St. Back of Building is on Shoreline Dr.

(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).

See Attachment A

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).

See Attachment B

Business/Personal References:

Name / Title: James Ruthsatz
 Email: Kmarcha@sbcglobal.net Phone: (419) 627-1040
 Relationship: CPA for all Business Entities

Name / Title: Tom Sabatino Fifth Avenue Provisions - Ohio Distr.
 Email: trsabatino@yahoo.com Phone: (614) 554-3238
 Relationship: Business - Food Service Provider (614) 274-4244

Name / Title: Clayton Simon - G.F.S. Regional Sales Rep.
 Email: Clayton.simon@gfs.com Phone: (419) 349 3007
 Relationship: Business - Food Service Provider

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 of B+C+D should = A).

(A) Total Project Cost (itemize below):

See Estimate Sheet, to be determined

(B) Owner Equity (dollars and source):

\$100,000 - Equity in Building based on "As Is" appraisal

(C) Private Lending (dollars, source, and terms):

Civista Bank - Loan Officer Paul Koch
Loan amount dependent upon improvements.

(D) Request for City Assistance (dollars and type):

Grants - Maximum amount and % allowed. Can do in stages over 2 years to facilitate this.

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>	Immediate		
<u>Financing</u>	Pending	May 31, 2020	
<u>Construction</u>	Pending		
<u>Other</u>	Shedline Drive Patio - Pending Completion by City.		

Project Impact and Employment:

If in Stages: 2020

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	600,000	900,000	1,200,000	1,440,000
Annual Payroll	180,000	250,000	300,000	360,000
Current Employment (FTE) Equiv.	10	14	16	17
Average Pay Per Employee	\$10/hr	\$12/hr	\$13/hr	\$14/hr

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?

The Jackson St. Pier development, and the Shoreline Drive project are literally right outside of H.D. Tony's back door. Our building is one of the first things people visiting the waterfront, or getting off the boat, will see. In order for our vision for H.D. Tony's to be a fitting piece of all the improvements, it is crucial we move our existing restrooms, and increase the number of restrooms. Our architectural designs allow for adequate, safe, and comfortable restrooms to accommodate our Shoreline Drive guests and inside guests. Our plans for the improvements to our building will allow us to recoup some of our lost revenue from the Pavillion blocking our view of Lake Erie, and of boat passengers not being able to see us. We feel this will be a win-win for us and the city; visually, economically, and year round opportunities.

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 (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.

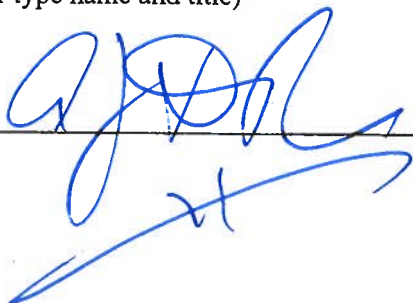
The undersigned understands that if the business or enterprise receiving grant funding moves or relocates to a different location outside of the municipal boundaries of Sandusky within three (3) years from the effective date of the grant agreement, that the grant funding will be rescinded in its entirety 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: HDT Operating Co dba H.D. Tony's Restaurant and Spirits
Alpha Omega Development Co.

By: Anthony J. DeRiso II Owner/President/Sole Member

(Print or type name and title)


(Signature)

2/24/2020
(Date)

Inter-Office Use Only

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

Date of Completed Application Submittal: _____

Staff Reviewer: _____

Date of Committee Review: _____

Approve/Deny: _____

Amount Awarded and terms: _____

CONTACT

Mr. Matt Lasko, Chief Development Officer
Department of Community Development
222 Meigs Street
Sandusky, Ohio 44870

Phone: 419.627.5707

Email: mlasko@ci.sandusky.oh.us

April 13, 2021

Economic Development Incentive Committee Summary

The Maca Root Juice Bar & Eatery, LLC

Applicant: Kelly VanCauwenbergh
216 E. Water Street
Sandusky, OH 44870

Principal Owners: Kelly VanCauwenbergh – 100%

Recommendation: \$10,000.00 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 project improvements will be completed by December 31, 2021.

Project Description

The Maca Root Juice Bar & Eatery opened in 2018 in the rear of the Paddle and Climb building. At the time, the company received a grant in the amount of \$7,000 from the Economic Development Fund. Expansive growth in sales led the company to relocate to the new 1,100 square foot location.

The company has secured a five year lease for the space. Tenant improvements include extensive interior renovations and exterior upgrades including outdoor furniture, plantings and lighting.

The Maca Root has proven to be a unique and important element to the local fresh-food experience. Assistance from the Economic Development Fund will help the business continue to grow and succeed in Downtown Sandusky.

Project Uses

Interior demo, drywall, ceiling, flooring, wall coverings	\$7,088.87
Cabinets, countertops	\$4,467.00
Plumbing, electricity	\$18,000.00
Furniture, fixtures	\$3,912.46
Architecture fees	\$5,612.89
General Contractor fee	\$3,000.00
Total	\$42,081.22

Project Sources

Sandusky Economic Development Fund	\$10,000.00
Private Lending (Civista)	\$10,000.00
Owner Equity	\$22,081.22
Total	\$42,081.22

Financial Summary

Annual Sales Revenue (YR1 = \$166,282, YR2 = \$170,781, YR3 = \$196,398). Payroll (YR1 = \$46,430, YR2 = \$52,387, YR3 = \$58,919).

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

The Maca Root Juice Bar

(Applicant Name) Kelly VanCauwenbergh

(Title)

Owner

(Company Name – if different than Applicant Name)

The Maca Root Juice Bar

(Street Address)

216 E. Water St.

(Suite, Apt, etc.)

(City, State, Zip)

Sandusky, OH
44870

(Phone Number)

419-357-2094

themacarootjuicebar
@gmail.com

(Email)

(Federal Tax ID or last 4 of SSN)

83-0947356

Existing Business Information:

Type of Business: ☐ Commercial ☐ Retail ☐ Service
☐ Other fast casual
 Legal Structure: LLC
 Primary Product or Service: Organic smoothies, bowls, toasts
 Date Established: June 2018 NAICS-SIC Code: 722513
 Website (if applicable):
macarootjuicebreatery.com

Principal Officers / Owners:

Name / Title: Kelly VanCauwenbergh
 Email: themacarootjuicebar@gmail.com Phone: 419-357-2094
 SSN (last 4): 3431 % Ownership: 50

Name / Title: Brad VanCauwenbergh
 Email: brancauwenbergh@flexngate.com Phone: 419 656-6851
 SSN (last 4): 4977 % Ownership: 50

Name / Title: _____
 Email: _____ Phone: _____
 SSN (last 4): _____ % Ownership: _____

Name / Title: _____
 Email: _____ Phone: _____
 SSN (last 4): _____ % Ownership: _____

Location of Proposed Project:

216 E Water Street

(Address)

Sandusky, OH 44870

(City, State, Zip)

Erie

(County)

If a relocation, indicate from where 305 E. Water St.

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).

See attached
Business Narrative

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).

See attached
project description

Business/Personal References:

Name / Title: Liz Bollini
 Email: liz.bollini@yahoo.com Phone: 419 357-0202
 Relationship: Rev Local Account Rep. + Customer
We've done business for 2 years

Name / Title: Dave Baumgartner
 Email: dcbaumgartner87@gmail.com Phone: 440-590-2387
 Relationship: Business/Friends

Name / Title: Chad Whaley
 Email: chad@paddleandclimb.com Phone: (419) 503-2410
 Relationship: Manager at Paddle & Climb
-they were our landlords

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 of B+C+D should = A**).

(A) Total Project Cost (itemize below): _____

See attached

(B) Owner Equity (dollars and source): _____

(C) Private Lending (dollars, source, and terms): _____

(D) Request for City Assistance (dollars and type): _____

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>	Nov 2020	mar 2021	
<u>Financing</u>	Dec 2020	Line of Credit	
<u>Construction</u>	Nov 2020	April or May 2021	
<u>Other</u>			

Project Impact and Employment:

	3/6/21 Current Year	Year One	Year Two	projected Year Three
Annual Sales Revenue	26,907	166,282	170,781	196,398
Annual Payroll	8,966 3/6/21	46,430	52,387	58,919
Current Employment (FTE)	1.8	1.5	1.8	2.0
Average Pay Per Employee	9 PT 966.00	8 PT 5803	9 PT 5821.00	10 PT 5891

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?

See Attached

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)
We have already spent our private funds as the project is a month away from completion
- ☐ 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		<input checked="" type="checkbox"/>
Judgement liens		<input checked="" type="checkbox"/>
Other court judgements		<input checked="" type="checkbox"/>
Delinquent taxes		<input checked="" type="checkbox"/>
Delinquent loans		<input checked="" type="checkbox"/>
Other tax liens		<input checked="" type="checkbox"/>
Previous bankruptcy		<input checked="" type="checkbox"/>
If yes to bankruptcy, has it been fully discharged?		
Real estate that is tax delinquent		<input checked="" type="checkbox"/>
Code violations		<input checked="" type="checkbox"/>
Non-registered rental units		<input checked="" type="checkbox"/>
Real estate that is in foreclosure		<input checked="" type="checkbox"/>

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: The Maca Root Juice Bar

By: Kelly Van Cauwenbergh - Owner
Brad Van Cauwenbergh - Owner
 (Print or type name and title)

Kelly Van
 (Signature)

3/9/21
 (Date)

X Brad Van Cauwenbergh

3/9/21

Inter-Office Use Only

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

Date of Completed Application Submittal: _____

Staff Reviewer: _____

Date of Committee Review: _____

Approve/Deny: _____

Amount Awarded and terms: _____

CONTACT

Jonathan Holody, Director of Community Development
Department of Community Development
240 Columbus Avenue
Sandusky, Ohio 44870

Phone: (419) 627-5707
Email: jholody@ci.sandusky.oh.us

April 13, 2021

Economic Development Incentive Committee Summary

Wake up and Waffle, LLP

Applicant: Lauren Krueger and Kristie Ward
133 E. Market Street
Sandusky, OH 44870

Principal Owners: Lauren Krueger – 50%
Kristie Ward – 50%

Recommendation: \$9,000.00 Economic Development Fund grant to be approved 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 project improvements will be completed by December 31, 2021.

Project Description

This female-owned family business was started last year. The restaurant is an anchor tenant of the Marketplace at Cooke development.

The company seeks to expand through the purchase and installation of new equipment including handheld computers, a stand mixer, and a three compartment sink, which is required for the business to secure a liquor license.

Wake up and Waffle has proven to be a popular attraction for Sandusky visitors and residents alike. This expansion will position the company for additional sales, growth and employment.

Project Uses

Quest III handheld computers	\$6,406.06
Globe 30 quart stand mixer	\$5,112.00
Three compartment sink	\$2,095.00
Patriot gas fryer	\$719.00
<u>Waring double waffle maker (2)</u>	<u>\$1,118.00</u>
Total	\$15,450.06

Project Sources

Sandusky Economic Development Fund	\$9,000.00
<u>Owner Equity</u>	<u>\$6,450.06</u>
Total	\$15,450.06

Financial Summary

Annual Sales Revenue (YR1 = \$200,000, YR2 = \$250,000, YR3 = \$300,000). Payroll (YR1 = \$50,000, YR2 = \$80,000, YR3 = \$110,000).

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Lauren Krueger / Kristie Ward

(Applicant Name)

Owners 50/50

(Title)

Wake up and Waffle

(Company Name – if different than Applicant Name)

133 East Market St.

(Street Address)

(Suite, Apt, etc.)

Sandusky, OH 44870

(City, State, Zip)

419 502 1030

(Phone Number)

85-2160815

wakeupandwaffle20@gmail.com

(Email)

(Federal Tax ID or last 4 of SSN)

Existing Business Information:

Type of Business: ☐ Commercial ☐ Retail ☐ Service
☒ Other Restaurant
 Legal Structure: LLP
 Primary Product or Service: Food Service (breakfast/lunch)
 Date Established: 9/14/2020 NAICS-SIC Code: _____
 Website (if applicable):
wakeupandwaffle.com

Principal Officers / Owners:

Name / Title: Lauren Krueger
 Email: laurenkrueger@sbcglobal.net Phone: 216 513 9220
 SSN (last 4): 1231 % Ownership: 50

Name / Title: Kristie Ward
 Email: 1444Kward@gmail.com Phone: 330 201 6182
 SSN (last 4): 8201 % Ownership: 50

Name / Title: _____
 Email: _____ Phone: _____
 SSN (last 4): _____ % Ownership: _____

Name / Title: _____
 Email: _____ Phone: _____
 SSN (last 4): _____ % Ownership: _____

Location of Proposed Project:133 East Market St.

(Address)

Sandusky, OHIO 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).

Wake up and Waffle is a female owned, sister operated business. We both have over 50 years combined experience in the restaurant industry from ownership to management and every job in between. Our restaurant (WUAW) is located in the Marketplace at Cooke, a fairly new renovation project that houses multiple startups and new businesses. As we get busier we hope to help drive traffic into this existing historical indoor shopping experience and hire new employees to help with our growing business.

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).

As a new restaurant in Downtown Sandusky our business is growing.
We would like to expand the readiness and productivity of our kitchen
and front of house equipment to better serve our guests. Being prepared
is key for us to successfully hire new employees and set them up for a
profitable career and healthy lifestyle.

After self-funding our opening expenses, we are looking for help
to acquire a few items that can propel us forward for success. We have
been working w/ Accurate Business Solutions (local company) to
purchase new handheld computers for order processing. (see attached)

We are also in need of additional Kitchen equipment to streamline
productivity and keep up w/order demands. We would like to acquire
a 30 quart stand mixer for dough production. (see attached) →

Business/Personal References:

Name / Title: Ryan Whaley / Sandusky Business Owner
 Email: Ryan@paddleandclimb.com Phone: 970 485 0670
 Relationship: Business

Name / Title: Clayton Simon
 Email: Clayton.Simon@GFS.com Phone: 419 349 3007
 Relationship: Business

Name / Title: Dennis McCloud
 Email: Mashari@yahoo.com Phone: 419 625 7981
 Relationship: Business

Project Description:Cont.

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).

Cont. → This will allow us to participate in the Sandusky Farmers Market, do business w/ Cedar Point and keep up with waffle demand at the Downtown Sandusky restaurant.

We also have a three compartment sink being added to our location for our upcoming liquor license and that will require a purchase, a local permit and installation.

Of course we have a large "WISH LIST" and understand that more "self-funding" will be necessary as we move forward, but our productivity and readiness needs a helping hand to get us to this point.

Business/Personal References:

Name / Title: _____
 Email: _____ Phone: _____
 Relationship: _____

Name / Title: _____
 Email: _____ Phone: _____
 Relationship: _____

Name / Title: _____
 Email: _____ Phone: _____
 Relationship: _____

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 of B+C+D should = A).

(A) Total Project Cost (itemize below):

Quest III 7" handheld computers w/install	\$6406 ⁰⁶
Globe 30 quart stand mixer	\$5112 ⁰⁰
Three compartments sink w/install	\$2095 ⁰⁰
Patriot 45-50# gas fryer	\$719 ⁰⁰
Waring double Waffle makers x2	\$1118 ⁰⁰

(B) Owner Equity (dollars and source):

avail \$5450.06 self-funding dollars

(C) Private Lending (dollars, source, and terms):

Ø

(D) Request for City Assistance (dollars and type):

We are requesting \$10,000 to assist us with our growth needs.

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>			
<u>Construction</u>			
<u>Other</u>			

Project Impact and Employment:

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	33,900 ⁰⁰ 1/15/21 - curr.	70,159 ⁷⁰ 9/14/20 - 12/31	N/A	N/A
Annual Payroll	Ø to date have not paid ourselves...	Ø	N/A	N/A
Current Employment (FTE)	HIRING SOON	Ø	N/A	N/A
Average Pay Per Employee	FOH \$435 BOH \$1300	Ø	—	—

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?

- With our plans to remodel our outside patio and add a comprehensive and stylish sign to our restaurant, along with taking an "otherwise" vacant space in the Marketplace at Cooke building (historical). We not only add a good aesthetic look for vacationers and locals but also offer a quality product (breakfast) that is unique and has people spreading the word and coming back for more.
- With a "more than ever" online presence of reviews and a new wave of culinary tourism we have seen a surge in our guests coming in from other areas and then discovering how great "Downtown" Sandusky truly is. Our target audience is younger affluent professionals who desire unique and experiential days off and travel. Sandusky and our restaurant blend nicely for that experience and we see that in our guests. Each one leaving and commenting on how great the food and AREA are.
- With a growing interest in of locals and vacationers visiting Downtown Sandusky, our restaurant fills a need for breakfast + lunch dining.

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		X
Judgement liens		X
Other court judgements		X
Delinquent taxes		X
Delinquent loans		X
Other tax liens		X
Previous bankruptcy		X
If yes to bankruptcy, has it been fully discharged?		
Real estate that is tax delinquent		X
Code violations		X
Non-registered rental units		X
Real estate that is in foreclosure		X

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: _____

By: Kristie A. Ward Owner / Lauren Krueger owner

(Print or type name and title)

Kristie A. Ward
(Signature) Lauren Krueger

3/4/21
(Date)