



## Economic Development Incentive Committee

240 Columbus Ave  
Sandusky, Ohio 44870  
419.627.5891  
[www.cityofsandusky.com](http://www.cityofsandusky.com)

### **Agenda**

**May 11, 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 April 13, 2021 minutes
3. Program financial update
4. Review of applications received
  - Your Turn Special Events, LLC
  - Port Sandusky Restaurant, LLC
  - Body by Erica Taylor, LLC
  - Dott Investments, Inc. (dba Kiddie Korral)
  - Venue 643 L.L.C.
5. Review of approved project
  - Market Street Collective, LLC
6. Reminder of next meeting – July 13, 2021
7. Public participation/Comments
8. Meeting adjournment

## **Economic Development Incentive Committee**

**April 13, 2021**

### **Meeting Minutes**

#### **Call To Order**

Chairman Al Nickles called the meeting to order at 2:05pm. Meeting was held virtually via Microsoft Teams. The following members were present constituting a quorum: Paul Koch, Brendan Heil, and JaMarcus Hampton. Also present were: Community Development Director Jonathan Holody, City Commission Liaison Naomi Twine, and clerk Kristen Barone.

#### **Approval of March 9, 2021 Meeting Minutes**

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

#### **Program Financial Update**

Mr. Holody stated that there is about \$250,000.00 in total outstanding commitments. After subtracting that number from the 2020 carryover and 2021 allocation, that leaves \$153,092.00 left in grant funds to disburse. Mr. Koch asked if there are limits in the grant agreements on how long the grant funds can be held for. Mr. Holody said that there are completion dates listed in the grant agreements. Mr. Nickles stated that in the past there has been discussion regarding setting a timeframe since there have been some projects that have been on hold for a long duration of time. He said he would recommend just reaching out to applicants after a period of time has lapsed to see if the project is still going to happen or not and then discuss the situation with the committee.

#### **Review of Applications Received**

- **HDT Operating Co LLC**

Mr. Holody stated that the first application on the agenda is for HDT Operating Co LLC, who does business as HD Tony's Restaurant. HD Tony's was opened in 2010 on West Water Street. The company is looking to capitalize on the Shoreline Drive project and do some additions and renovations, including masonry restoration, a new retractable awning, new sign, new deck, and a new dugout bar. Window replacement is also something they would like to do but at a later date. The owner of this company has made significant investments at this location since opening the restaurant about 10 years ago and has not received any grant funding from the City thus far. The company is requesting \$33,450.00 in grant funds, which would be 10% of the project costs. Mr. Holody stated that while this is slightly smaller than the typical cutoff for substantial redevelopment, this is a major undertaking for the company, and he believes is a reasonable request given the investment this company has made over the many years. Mr. Heil made a motion to recommend the request to City Commission for approval and

Mr. Nickles seconded the motion. All voting members were in favor of the motion except for Mr. Koch who abstained from this vote.

- **The Maca Root Juice Bar & Eatery, LLC**

Mr. Holody stated that Maca Root Juice Bar & Eatery opened in 2018 in the rear of the Paddle and Climb building. At that time the company received a grant in the amount of \$7,000 from the Economic Development fund. Expansive growth in sales has led the company to relocate a new location. The company has secured a five year lease for the new location at 216 E. Water Street. Improvements at this location include extensive interior renovations and exterior upgrades including outdoor furniture, plantings, and lighting. These improvements will cost the business \$42,081.22. Staff recommend a grant in the amount of \$10,000.00, which will need to go to City Commission for further approval. Mr. Heil made a motion to recommend the request to City Commission for approval and Mr. Koch seconded the motion. All voting members were in favor.

- **Wake Up and Waffle, LLP**

Mr. Holody stated that this is a female-owned family business that started last year and is a tenant of the Marketplace at the Cooke. The business started in 2020, but is looking to expand through the purchase and installation of new equipment. The equipment includes hand-held computers, a stand mixer, and a three compartment sink, which is required for a liquor license. Total expansion costs come to \$15,450.06. Funding is typically limited to 60% of total project costs. Staff recommend a grant of \$9,000.00. Mr. Koch stated that he has always thought that funding 60% is a little much. He said he thinks that the owners that are profiting from the business should put in more than what the City provides. He said he would feel more comfortable granting 40% in this case. Mr. Hampton stated that he agrees and made a motion to approve a grant in the amount of \$6,000.00 and Mr. Koch seconded. Mr. Koch then made a motion to amend that motion to approve a grant for 40% of total project costs and up to \$6,000.00 so that way if the business owners decide that they cannot afford to purchase one of the items on their list due to not receiving the grant amount they wanted, they can still purchase some things and still receive some assistance. Mr. Hampton seconded the motion. All voting members were in favor.

### **Other Business**

Mr. Hampton stated that he would like to see other businesses applying for these grants other than those that are located in the downtown area and also more minority owned businesses. He asked if there were ways that the committee and staff could help promote this opportunity to those businesses. Mr. Koch stated that he believes the members of the committee are the biggest advocates of the program as they are familiar with it. He said that he mentions it to people he works with at the bank if he thinks they qualify. Ms. Twine stated that she thinks that

just putting a flyer up at local churches, barber shops, etc. where minority communities gather, would be something that would not cost much and could get the word out there. However, she agrees that the committee members should spread the word the best they can to people they know and already do a good job at that.

### **Next Meeting**

May 11, 2021

### **Public Participation/Comments**

Sharon Johnson sent an email on April 13<sup>th</sup> asking staff to read the following into the record: "The ED grant guidelines state: Economic Development funds cannot pay for projects completed before grant approval and notice of award. Some of the projects listed in today's agenda have already been started and are near completion. How is it a grant can be approved for projects that have been started already or near completion? Should there be a change in the guidelines to offer these grants before the project begins? It seems that these businesses have taken for granted that they are going to get a grant. Many businesses depend on bank loans which require the city grants as gap financing. How do grants happen after the fact? Please explain and should the guidelines be changed to reflect that no grants will be given out if the project is already started?"

Mr. Koch stated that he believes the intent is to not start a project and then come ask for a grant years later. However, there might be businesses that think they are able to finance a project on their own so they get started and then run into problems where they need financing, so he believes that may be why there is no hard line on when projects start. Mr. Nickles stated that he agrees that there should be guidelines but also some flexibility.

### **Meeting Adjournment**

Mr. Nickles made a motion to adjourn the meeting. The meeting ended at 2:49pm.

APPROVED:

---

Kristen Barone, Clerk

---

Mr. Nickles, Chairman



**City of Sandusky  
Economic Development Fund**

<b>Project</b>	<b>Date Approved</b>	<b>Ordinance</b>	<b>Approved Grant Amount</b>	<b>Outstanding Balance</b>	<b>Total Project Cost</b>	<b>Notes</b>
Market Street Collective, LLC	12/9/2019		\$ 139,620.00	\$ 139,620.00	\$ 2,500,000.00	
Family Health Services, LLC	2/11/2020	20-39	\$ 65,000.00	\$ 65,000.00	\$ 1,500,000.00	
Yellowstone			\$ 10,000.00	\$ 10,000.00		
Cameo Pizza			\$ 9,500.00	\$ 9,500.00		
Bait House			\$ 10,000.00			
RDJMD, LLC	3/9/2021		\$ 15,000.00	\$ 15,000.00		
Maca Root Juice Bar	4/13/2021		\$ 10,000.00	\$ 10,000.00		
Wake up and Waffle	4/13/2021		\$ 6,000.00	\$ 6,000.00		
HDT Operating Co.	4/13/2021		\$ 33,450.00	\$ 33,450.00		
Total Outstanding			\$ 298,570.00	\$ 288,570.00		
<b>Fund Balance</b>		<b>Notes</b>				
2020 Carryover	\$ 277,212.00	Includes up to \$25,000 for Marketing				
2021 Allocation	\$ 125,000.00					
Total Funding	\$ 402,212.00					
Total Grants Approved	\$ 298,570.00					
Balance	\$ 103,642.00	Includes up to \$25,000 for Marketing				

**May 11, 2021**

**Economic Development Incentive Committee Summary**

**Your Turn Special Events LLC**

**Applicant:** Kozetta Pool  
2220 Caldwell Street, Suite 2163  
Sandusky, OH 44871

**Principal Owners:** Kozetta Pool – 100%

**Recommendation:** \$2,000.00 Economic Development Fund grant to be approved 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**

Your Turn Special Events LLC seeks to open a new special events venue at 540 Buchanan Street, Suite 3. Ms. Pool executed a lease for the 1,160 square foot commercial space in February 2021. The business will provide space for private parties and community events. It seeks to open in June 2021.

A new occupancy permit must be obtained for the business to operate at this location, which will require the installation of fire exit signs and lights. Other tenant improvements will include new flooring and doors. The company will also purchase new equipment include chairs and tables to furnish the space.

Ms. Poole has been a Sandusky resident and business owner for nearly 30 years. Assistance from the Economic Development Fund will help her launch another successful business in Sandusky.

**Project Uses**

Flooring	\$2,000.00
Paint Supplies	\$300.00
Equipment (tables and chairs)	\$920.00
<u>Fire exit signs, lighting, and doors</u>	<u>\$1,080.00</u>
<b>Total</b>	<b>\$4,300.00</b>

**Project Sources**

Sandusky Economic Development Fund	\$2,000.00
<u>Owner Equity</u>	<u>\$2,300.00</u>
<b>Total</b>	<b>\$4,300.00</b>

**Financial Summary**

Annual Sales Revenue (YR1 = \$36,000, YR2 = \$66,000, YR3 = \$82,500). Payroll (YR1 = \$17,280, YR2 = \$24,000, YR3 = \$24,000).

---

**SANDUSKY ECONOMIC DEVELOPMENT FUND**

**APPLICATION**

**Applicant / Borrower Company:**

Kozetta Pool

(Applicant Name)

Owner

(Title)

Your Turn Special Events LLC

(Company Name – if different than Applicant Name)

2220 Caldwell St

(Street Address)

Suite 2163

(Suite, Apt, etc.)

Sandusky, OH 44871

(City, State, Zip)

(419) 503-5616

kozetta.pool@yahoo.com

(Phone Number)

(Email)

83-1334385

(Federal Tax ID or last 4 of SSN)

**Existing Business Information:**

Type of Business: ☐ Commercial ☐ Retail ☒ Service  
☐ Other \_\_\_\_\_

Legal Structure: LLC

Primary Product or Service: Event Planning

Date Established: 2017 NAICS-SIC Code: 624410

Website (if applicable):  
www.yourturnevents.net

**Principal Officers / Owners:**

Name / Title: Kozetta Pool / Owner

Email: kozetta.pool@yahoo.com Phone: (419) 503-5616

SSN (last 4): 6690 % 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:**

540 Buchanan Street, Suite 3

(Address)

Sandusky, OH 44870

(City, State, Zip)

Erie

(County)

If a relocation, indicate from where 1223 Buchanan Street, Sandusky, OH 44870

**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).

I have lived in Sandusky for 30 years. I have always had a passion for bringing families and community together. This is one of the very reasons I have been a childcare provider for 27 years in Erie County. But, it has always been my dream to become an Event Planner. I love putting people's ideas and visions together to make them a reality. Creating special memories that can be remembered, shared and celebrated years later. It warms my soul to put smiles on people's faces if only for one night, to allow them to temporarily set aside any problems they may be going through. My goal is to create an event space that hosts special events for those wanting an intimate setting without breaking the bank to do so. I would also like to provide it as a place community events can be held or refuge if disaster strikes.

**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).

Landlord and tenant (Pool) are renovating a current commercial space for a lease  
scheduled to begin April 1, 2021. Pool is responsible for having new flooring  
installed and the walls painted, in addition to furnishing space as necessary.

Current flooring is being removed and new vinyl tiles are being put in place. Walls will  
be inspected and painted to fit Pool's aesthetic and business needs.

---



---



---



---



---

**Business/Personal References:**

Name / Title: Fanee Frederick / Owner Indelible Affairs

Email: info@indelibleaffairs.com

Phone: (614) 599-3330

Relationship: Business Mentor

Name / Title: Natisha Bowling / Administrator

Email: \_\_\_\_\_

Phone: (216) 235-5105

Relationship: Personal Friend

Name / Title: Penny Nixon

Email: \_\_\_\_\_

Phone: (419) 627-4416

Relationship: Former Case Manager

**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): \$4300 plus

---

---

---

---

---

(B) Owner Equity (dollars and source): \$2000 flooring supplies, \$300 paint supplies

Funds from business receipts and personal means

---

(C) Private Lending (dollars, source, and terms): \$0

Based on current project, there is no need for this type of funding at this time.

---

(D) Request for City Assistance (dollars and type): \$2,000

Sandusky City Economic Development Grant

---



**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>	3/2021	4/2021	
<u>Financing</u>	3/2021	4/2021	
<u>Construction</u>	3/2021	4/2021	
<u>Other</u>	N/A		

**Project Impact and Employment:**

	Current Year	Year One	Year Two	Year Three
<b>Annual Sales Revenue</b>	\$14,000	\$36,000	\$66,000	\$82,500
<b>Annual Payroll</b>	5,040	17,280	24,000	24,000
<b>Current Employment (FTE)</b>	.5	1.0	1.5	1.5
<b>Average Pay Per Employee</b>	5,040	17,280	12,000	12,000

**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?

Sandusky has changed as more residential properties have become rental properties.

Most landlords and tenants do not put the time and money into keeping up their

properties as homeowners. Many of the commercial properties in the city limits outside

of the downtown areas have been undergoing upgrades or maintaining their current

appearance. The newly obtained business location is a commercial building in a semi-

residential area. The building has been maintained as it houses a dental office,

but one unit is used for storage and the other (mine) has been vacant for a few years.

The renovations and presence of a new business reduces the risk of the property from

becoming another dilapidated structure in the area. The successful rental of this unit may

inspire the landlords to make the other vacant suite available for a tenant and

other local business owners to look for places to operate their businesses within city

limits. There are no duplicate services in the area so this would be a first. This might

possibly bring related businesses (photographers, caterers, etc) to the area. As an

African-American woman who has standing in the community, my success may trigger  
other minority business owners to courageously start and expand their businesses.

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.

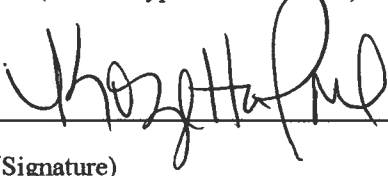
The undersigned understands that if the business or enterprise receiving grant funding moves or relocates to a different location outside of the municipal boundaries of Sandusky within three (3) years from the effective date of the grant agreement, that the grant funding will be rescinded in its entirety 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: Your Turn Special Events LLC

By: Kozetta Pool

(Print or type name and title)



(Signature)

3/23/2021

(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**

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



By This Lease Agreement (the "lease") dated as of the 1<sup>st</sup> of April, 2021, Wellmax Ltd, an Ohio Limited Liability Company, 2925 N Trillium Ln, Port Clinton, Ohio 43452 (hereinafter "Landlord"), hereby leases to Your Turn Special Events LLC, ("Tenant") and Tenant hereby leases from landlord, the demised premises outlined on Exhibit A attached hereto (the "Demised Premises") upon the following terms, covenants and conditions.

1. **Leased Premises:** Landlord hereby leases to Tenant the portion of building located at 540 Buchanan St, ~~Port Clinton, Ohio~~, described as Suite 3 consisting of 1160 square feet.
  - a. Landlord will pay for removal of 2 walls and new bathroom. Tenant pays flooring.
  - b. Landlord pays for water/sewer/trash/mowing/plowing. Tenant pays all other utilities for suite. (gas,electric,phone)
2. **TERM:** The term of this Lease shall be two (2) years commencing On April 1, 2021 (Lease Term)
3. **RENT:** Commencing on the first day of the Initial Lease Term, the Tenant shall pay rent of \$9600 per year, payable in equal monthly installments of \$800 per month on the first day of each month.
4. **SERCURITY DEPOSIT:** \$800
5. **USE OF PREMISES:** The premises shall be used for Your Turn Special Events only and all uses incidental thereto. Tenant shall not use the premises for any other purpose without the written consent of Landlord.
6. **LANDLORD'S RESPONSIBILITIES:** Landlord shall do the following:
  - a. Make all necessary repairs to the exterior of the premises; provided however, if such repairs are necessitated by the negligence of the Tenant, Tenant shall reimburse Landlord for the cost of such repairs.
  - b. Maintain and repair the electrical, water and sewage systems, and all other mechanical systems; provided, however, if such maintenance or repair is necessitated by the negligence of Tenant, Tenant shall reimburse Landlord for the cost of such repairs.
  - c. Pay all real estate taxes and assessments.
  - d. Keep and maintain the Common Areas in good condition, free and clear of snow, ice and other obstructions.

The Landlord may enter the Premises at all reasonable times to examine the condition of and to inspect and repair the premises and all systems therein, and to show the Premises prospective tenants.

May 11, 2021

**Economic Development Incentive Committee Summary**

**Port Sandusky Restaurant, LLC**

**Applicant:** Don Waddington  
325 W. Market Street  
Sandusky, OH 44870

**Principal Owners:** Don Waddington – 50%  
Sherrie Waddington – 50%

**Recommendation:** \$2,500.00 Economic Development Fund grant to be approved upon recommendation by the Economic Development Incentive Committee; 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 building at 325 W. Market Street was constructed in the late 1800's. It has a long history as a restaurant. Today, the building houses Port Sandusky – a local family diner. Port Sandusky received an Economic Development Fund grant of \$7,500.00 in 2016.

Port Sandusky Restaurant seeks to renovate the dining and kitchen areas by repairing an original plaster ceiling and replacing a drop ceiling. Assistance from the Economic Development Fund will upgrade a local restaurant with a long tradition of serving the Sandusky community.

**Project Uses**

Interior Renovations	\$6,000.00
<b>Total</b>	<b>\$6,000.00</b>

**Project Sources**

Sandusky Economic Development Fund	\$2,500.00
Owner Equity	\$3,500.00
<b>Total</b>	<b>\$6,000.00</b>



SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Don Waddington

(Applicant Name)

~~Don Waddington~~ Don Waddington

(Title)

Owner

(Company Name – if different than Applicant Name)

Pent Sandusky

(Street Address)

325 W MARKET ST

(Suite, Apt, etc.)

(City, State, Zip)

SANDUSKY OH, 44870

MAWAD@1E AOL.COM

(Phone Number)

419 627-2028

(Email)

(Federal Tax ID or last 4 of SSN)

20-877-3541



Existing Business Information:

Type of Business: ☒ Commercial ☐ Retail ☐ Service  
☐ Other \_\_\_\_\_

Legal Structure: \_\_\_\_\_

X Primary Product or Service: \_\_\_\_\_

Date Established: 2007 NAICS-SIC Code: \_\_\_\_\_

Website (if applicable):  
\_\_\_\_\_

Principal Officers / Owners:

Name / Title: DOO WADDINGTON

Email: \_\_\_\_\_ Phone: 419-366-2978

SSN (last 4): 5679 % Ownership: 50

Name / Title: SHERIE WADDINGTON

Email: MAWADDI@aol.com Phone: 419-239-3450

SSN (last 4): 3940 % Ownership: 50

Name / Title: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

SSN (last 4): \_\_\_\_\_ % Ownership: \_\_\_\_\_

Name / Title: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

SSN (last 4): \_\_\_\_\_ % Ownership: \_\_\_\_\_

X **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).

Replacing all ceilings & Tiles in Restaurant and in the kitchen. Take Down old Plaster foam in Dining room, That have Become loose, and Damaged from Years of Wear & Tear. We need to upgrade to better Ceiling tiles. Kitchen needs new tile Ceiling, as in the Dining room. Both kitchen and Dining room need new plaster.

**Business/Personal References:**

Name / Title: SAUL

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): 6,000

---

---

---

---

---

(B) Owner Equity (dollars and source): 3,000

---

---

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

---

---

(D) Request for City Assistance (dollars and type): 3,000

---

---

**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>	_____		
<u>Construction</u>	May 21 / June 21		
<u>Other</u>	_____		

**Project Impact and Employment:**

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue		2018 262,325	2019 222,584	2020 150,364
Annual Payroll		70,411	86,325	52,709
Current Employment (FTE)	4			
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?

[illegible]

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		✓

**Location of Proposed Project:**

325 W. MARKET ST

(Address)

SANDUSKY OHIO 44870

(City, State, Zip)

CLIE

(County)

If a relocation, indicate from where

**Project Type:**

☒ Renovation    ☐ Expansion    ☐ Start-Up/New Construction

X **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).

---

---

---

---

---

---

---

---

---

---

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: PORT SANDUSKY & S.W.D.W.L.L.C.

By: DON WADSWORTH OWNER

(Print or type name and title)

[Signature] 4-7-21  
(Signature) (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**

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](mailto:jholody@ci.sandusky.oh.us)

**May 11, 2021**

**Economic Development Incentive Committee Summary**

**Body by Erica Taylor, LLC**

**Applicant:** Erica Taylor  
1031 Pierce Street, Suite D  
Sandusky, OH 44870

**Principal Owners:** Erica Taylor – 100%

**Recommendation:** \$7,500.00 Economic Development Fund grant to be approved upon recommendation by the Economic Development Incentive Committee; contingent upon the execution of a lease for Units 300-303 at 1031 Pierce Street, approval of private financing, 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**

Sandusky resident Erica Taylor started Body by Erica Taylor, LLC in January 2021. The company quickly established a sizable client base and impressive gross sales. The company now seeks to expand to an adjacent space in the multi-tenant building at 1031 Pierce Street.

Body by Erica Taylor is committed to helping clients look and feel their best through non-surgical procedures. The spa offers body contouring and detoxification, teeth-whitening, and other holistic health remedies.

The expansion requires the company to purchase new equipment, complete tenant improvements, and undertake marketing, advertising and training. Assistance from the Economic Development Fund will help this company expand and serve more customers.

**Project Uses**

Equipment	\$19,000.00
Tenant Improvements	\$4,000.00
Products	\$5,000.00
Marketing/training	\$2,000.00
<u>Logo/website/signage</u>	<u>\$5,500.00</u>
<b>Total</b>	<b>\$33,000.00</b>

**Project Sources**

Sandusky Economic Development Fund	\$7,500.00
Bank Financing	\$15,000.00
<u>Owner Equity</u>	<u>\$10,500.00</u>
<b>Total</b>	<b>\$33,000.00</b>

**Financial Summary**

Annual Sales Revenue (YR1 = \$120,000, YR2 = \$250,000, YR3 = \$375,000). Payroll (YR1 = \$39,000, YR2 = \$66,300, YR3 = \$104,000).

---

**SANDUSKY ECONOMIC DEVELOPMENT FUND**

**APPLICATION**

**Applicant / Borrower Company:**

Erica Taylor

(Applicant Name)

Certified Body Specialist / Owner

(Title)

BODY by Erica Taylor

(Company Name – if different than Applicant Name)

1031 Pierce St

(Street Address)

Suite D

(Suite, Apt, etc.)

Sandusky, OH 44870

(City, State, Zip)

216-624-2246

(Phone Number)

0573

(Federal Tax ID or last 4 of SSN)

ektaylor30@yahoo.com

(Email)

**Existing Business Information:**

Type of Business: ☐ Commercial ☐ Retail ☒ Service  
☐ Other Minority owned, woman owned business

Legal Structure: LLC

Primary Product or Service: Body Contouring & Detoxification Services

Date Established: January 5, 2021

NAICS-SIC Code: \_\_\_\_\_

Website (if applicable):  
BODYbyEricaTaylor.com

**Principal Officers / Owners:**

Name / Title: Erica Taylor / Certified Body Specialist / Owner

Email: ektaylor30@yahoo.com

Phone: 216-624-2246

SSN (last 4): 0573

% 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:**

1031 Pierce St, Suite D

(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).

Please see attached

## **BODY by Erica Taylor**

### **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).**

I, Erica Taylor, am a minority woman, who was raised in Sandusky, OH. I graduated from Ohio Business College in 2012 with an Associates of Arts degree in Business Administration & Human Resources. In 2019, I decided to continue my education with Indiana Wesleyan University for my Bachelor's in Business Management with a specialization in Human Resources. My current GPA is 3.7 and I am set to graduate this coming October. Currently, I am the Human Resources Manager for Providence Care Center located in Sandusky, Ohio. Before accepting this role I was a HR Representative/Recruiter at Cedar Point for several years. HR has truly been an exciting career choice, meeting new people and helping them find jobs/careers that fit their personality and values in life.

I have always had a passion for helping people no matter the role I was in. I have also, always, been an entrepreneur at heart (I started selling small affirmation notes to people outside of Kroger's when I was 9). Owning my own business has been a dream of mine since childhood and I am grateful that I have been able to make that happen twice now. In 2013, I opened a dance/fitness studio to help women and men of all ages look good and feel confident with their bodies. We had a great run with the studio until 2015, when my 4 year old son at the time was diagnosed with cancer, I am proud to say he is almost 5 years cancer free this year. Going through that experience was life-changing. My family and I changed what we ate, drank and the different man-made items we consumed. Healthy lifestyles have always been important to me and that is why I am so happy with the launch of BODY by Erica Taylor, a minority owned, woman owned business.

Travelling down south to visit my grandmother is how I learned of body contouring and detoxification services. Body Contouring Spas are everywhere in the Southern states, these Spas use non-surgical procedures to help lose inches without risky surgery. I was very intrigued, so, I went on to try all the services they offered to see if it was too good to be true. To my surprise, they all worked beautifully and that hooked me. I came back home to Ohio and wrote the business plan for my, minority owned, woman owned business BODY by Erica Taylor! I believe in this business so much, I used my own personal capital to get the business off the ground. Thereafter, I spent time travelling the US to get certified for all the services we offer. I went on to receive training from the top Spas in the industry. It was important for me to provide the best knowledge and service to my clients.

BODY by Erica Taylor is located in the Pierce Street Professional building located in the heart of Sandusky, OH. Conveniently positioned near Hayes and Perkins Avenue. This well-cared for, commercially-zoned property was built in 1970 and previously owned by Firelands Physicians Group. It is a single-story building that provides a multitude of private office spaces, numerous ADA compliant restrooms, spacious hallways, and ample parking opportunities for visitors and staff.

**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).

Please see attached

---

---

---

---

---

---

---

---

---

---

**Business/Personal References:**

Name / Title: Julie Barnes-Foster

Email: jbfooster@barnesnursery.com

Phone: 419-656-3876

Relationship: Role Model

Name / Title: Quiana Sherrills

Email: qsherrills@ecdi.org

Phone: 216-912-5666

Relationship: Business Relationship Manager

Name / Title: Andrea Boyd

Email: aboyd@ulcleveland.org

Phone: 216-622-0999

Relationship: Business Advisor



# BODY by Erica Taylor

---

1031 Pierce St Suite D, Sandusky, OH 44870 | (216) 624-2246 | [ektaylor30@yahoo.com](mailto:ektaylor30@yahoo.com) |

## Company Mission

Our mission is to provide a superior spa excursion for both men and women; we give our clients a personalized, holistic, hands-on experience filled with beauty and detoxification services, combined with the benefits of cutting edge technology!

## Objective

Offer non-surgical fat reduction and loss of inches, with no pain, no needles and no down time. Our treatments are clinically proven, affordable, safe and painless with immediate results and targeted fat reduction.

Be a successful, minority owned, woman owned business in Sandusky, OH for years to come. Have a reputable business that can be passed down to my daughter, granddaughter and other generations after them. Assist with people's confidence, inner and outer appearance and overall wellness!

## Target

### WOMEN (25-70 YEARS OLD) & MEN (40-70 YEARS OLD)

- Women struggling with baby weight gain, stubborn fat, and cellulite
- Men struggling with stubborn fat, beer belly, lack of motivation, motivated but no time
- \$35k-\$100k
- Mommy & Daddy makeovers
- Looks are very important to them as well as health
- Overworked and less self-care, no time to workout
- No one likes being out of shape but it is hard to stay in shape while maintaining a career and family life

## Brand Voice

Compassionate / Caring / Understanding / Supportive / Encouraging / Look good, feel good / Diverse

## Insight

Most people want to be in good shape, but do not have the time to work out or they get discouraged easily when they don't see quick results. Social Media has also created an image that everyone seems to want to follow, men with abs and muscles and women with slim waist and toned bodies.

BODY by Erica Taylor has researched the area and determined, there are no like businesses operating in the local area, there are a handful of competitors within a 65 mile radius, providing various degrees of service. Sandusky has a population of 25,000 residents, according to statistics more than half wants to alter their look based off weight. BODY by Erica Taylor will assist clients whose primary goal is to exceed client body and weight loss expectations.

## **Expansion**

- We are currently in a 2 office space Spa
- 1 Employee
- \$10k monthly average
- Operating hours are Monday-Friday (5p-10p) & Saturdays (9a-5p)
- Equipment is enough to service 1 client at a time

If we increased the size of the Spa, got more equipment and inventory, we could service more clients in a quicker manner. Adding another employee allows for better hours and room for more clients to book.

## **Growth**

This company was founded by Erica Taylor a, minority woman and long standing member of the community, raised in Sandusky, a graduate of Perkins High School. BODY by Erica Taylor was started with her own capital, no loans or grants, established in January 2021. In February, when the company opened its doors, Erica serviced more than 20 clients alone and to date the company has grossed \$10k in sales.

Erica has created a job opportunity for herself and at least 4 others if they could expand into a bigger facility. BODY by Erica Taylor has the opportunity to be limitless with the services offered including but not limited to body contouring and detoxification services, teeth-whitening, holistic remedies, plus additional services can include but are not limited to esthetician and cosmetology services.

BODY by Erica Taylor is unique and there is a need for these services, because everyone wants to look good and feel good quick, fast and in a hurry. This business will be successful long-term and we are dedicated to servicing clients to the best of our ability. We would like to see multiple BODY by Erica Taylor's all over Sandusky and the US.

**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): \$33,000

Equipment = \$19,000

Tenant Improvements = \$4000

Products = \$5000

Marketing/Advertising = \$3000

Employee Training = \$2000

(B) Owner Equity (dollars and source): \$3000, Business Account

(C) Private Lending (dollars, source, and terms): \$15,000 ECDI - 66 months (\$360 per month)  
non-fixed assets

(D) Request for City Assistance (dollars and type): \$15,000 fixed assets

Equipment & Tenant Improvements

[illegible]






# Equipment + pricing

①


9 in 1 cavitation machine ebay

About 173,000 results (0.61 seconds)


Ads - Shop 9 in 1 cavitation machine ebay

 <p><b>9in1 Led Vacuum...</b> \$518.00 eBay Free shipping</p>	 <p><b>2021 9-1 Ultrasonic...</b> \$518.00 eBay Free shipping</p>	 <p><b>9-1 Led Ultrasonic...</b> \$520.00 eBay Free shipping</p>	 <p><b>9 in 1 Ultrasonic...</b> \$499.00 eBay</p>	 <p><b>6in1 Unioisetion...</b> \$378.00 eBay</p>
--	--	---	--	---

Best sellers



**DELFIN PREMIUMS CUP MACHINE**  
With this Delfin's patented technology, you can offer this service to people with larger gluteal muscles thus offering your services to all which expands your clientele services to make a difference.



**DELFIN MEGA CUPS**  
With the gluteal enhancement Mega Cups you can offer this service to people with larger gluteal muscles thus offering your services to all which expands your clientele services to make a difference.

floor mirrors

About 184,000,000 results (0.76 seconds)



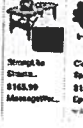


Ads - Shop Floor Mirrors

 <p><b>Neu-Type...</b> \$118.05 Home Depot ★★★★ (58)</p>	 <p><b>Martinsen Fu...</b> \$144.99 Wayfair ★★★★★ (106)</p>	 <p><b>JILI CREATIO...</b> \$209.99 \$288 Home Depot ★★★★★ (7)</p>	 <p><b>Holland...</b> \$638.54 Overstock.co... ★★★★★ (24)</p>
---	--	---	--

MESSAGE TABLE

About 100 results (0.76 seconds)

Ads - Shop Massage Table Massage Furniture

 <p><b>Massage Table PU</b> \$88.99 Cali ★ ★ ★ ★ ★ (12)</p>	 <p><b>Mile Electric Massage Air</b> \$1,999.00 Cali ★ ★ ★ ★ ★ (14)</p>	 <p><b>Massage Table</b> \$146.99 Amazon.com ★ ★ ★ ★ ★ (14)</p>	 <p><b>Strong to Stretch</b> \$163.99 MassagePro... ★ ★ ★ ★ ★ (7)</p>	 <p><b>Cali Electric Spa Table</b> \$1,399.00 Cali ★ ★ ★ ★ ★ (7)</p>
---	--	---	---	--

Message Tables Now™ - The Massage Table Experts  
The Best Selection of Massage Tables, Massage Chairs, Tilt & Reclining Tables, Shop To Go  
Find The Best Home Use Chair & Portable Massage Tables, Call Today Or Buy Online  
Massage Tables: Ideal For Use In Salons, Massage Chairs, Treatment Tables, Call Today

Portable Massage Tables - Massage Tables - High Quality  
Our L.A.M.A. Portable Massage Tables Are A Luxury You Can't Find Anywhere Else









The 5 Best Massage Tables - Verywell Fit  
The 5 Best Massage Tables - Verywell Fit  
The 5 Best Massage Tables - Verywell Fit  
The 5 Best Massage Tables - Verywell Fit

INFRARED SAUNA BLANKET

About 1,000 results (0.43 seconds)

Showing results for INFRARED SAUNA BLANKET  
Search instead for INFRARED SAUNA BLANKET

Ads - Shop INFRARED SAUNA BLANKET

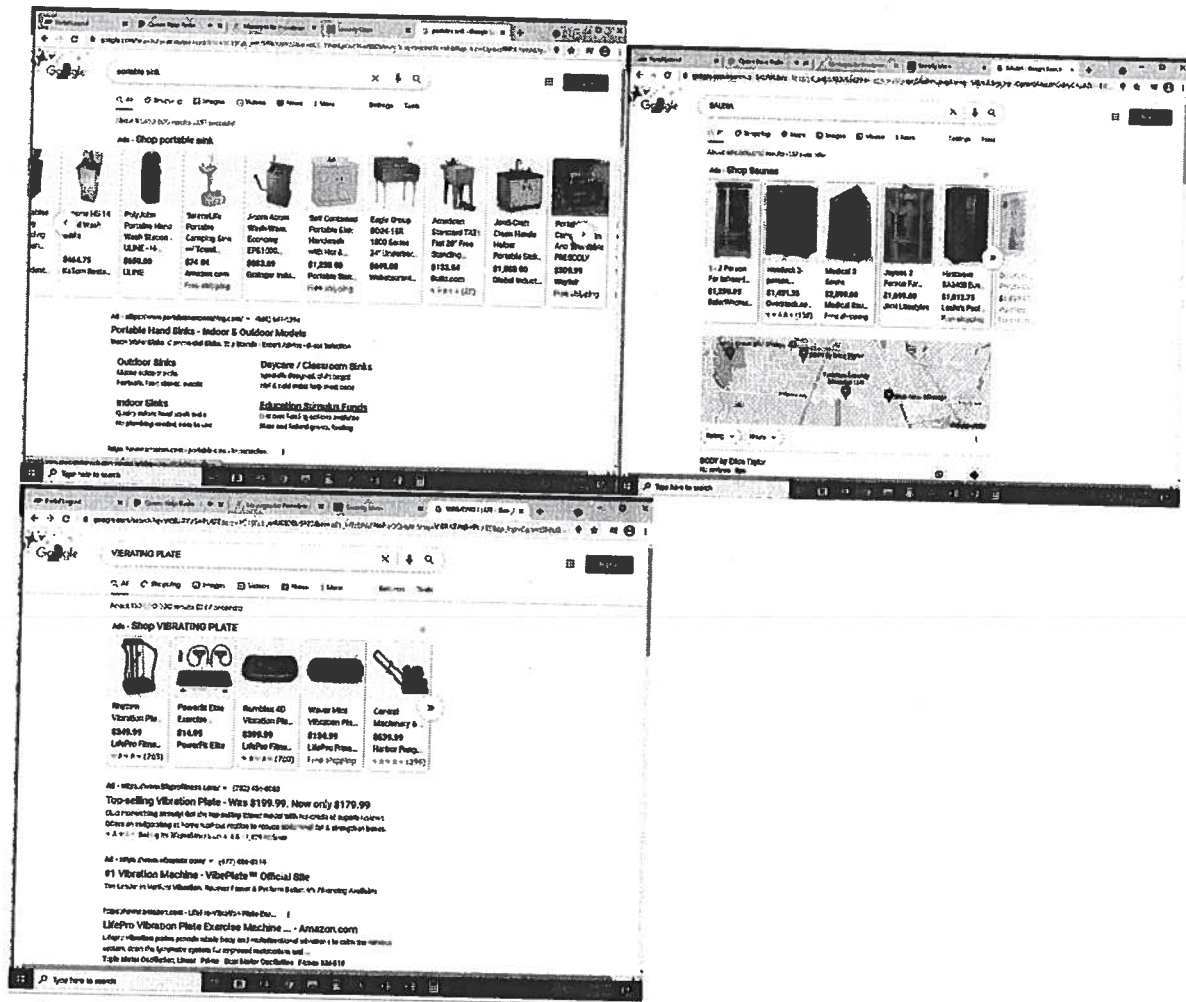
 <p><b>Infrared Sauna Blanket VS Green and Black</b> \$499.00 HigherDOSE Free shipping</p>	 <p><b>Infrared Sauna Blanket VS Purple and Red</b> \$499.00 HigherDOSE Free shipping</p>	 <p><b>Higher Dose Infrared Sauna Blanket in Black   Border</b> \$500.00 BANDLER Free shipping</p>	 <p><b>Portable Personal Sauna Far Infrared for...</b> \$127.88 Wish</p>	 <p><b>Far Infrared Sauna Heating Blanket Body Shape</b> \$87.40 eBay Free shipping</p>	 <p><b>Infrared Sauna Blanket Professional Stress Sauna</b> \$199.99 Wish Free shipping</p>	 <p><b>Infrared Sauna Blanket</b> \$499.00 Soo &amp; Equip... ★ ★ ★ ★ ★ (5)</p>	 <p><b>Sauna Blanket (Infrared)</b> \$399.99 HomeDepo Free shipping</p>
---	--	---	---	--	--	--	---

Ad - https://www.hipmex.com/ -  
**Infrared Sauna Blanket VS - HigherDOSE Sauna Blanket**  
Each Door Opens The Body To Safe Far Infrared Rays. Trigger Your Body's Infrared Chemistry  
Highly Rated: Sauna Blankets, A Massage Without Working Out From The Comfort Of Your Own Home. Call's heating improve circulation, blood pumping, detoxifying.  
Why Infrared? - The Door Life Blog - Services

Ad - https://www.naturalhighsauna.com/ -  
**USA's Best Sauna Blanket - Get Natural High™ Sauna Today**  
Infrared and Far Infrared Sauna Blankets for Relaxation and Detoxification



2



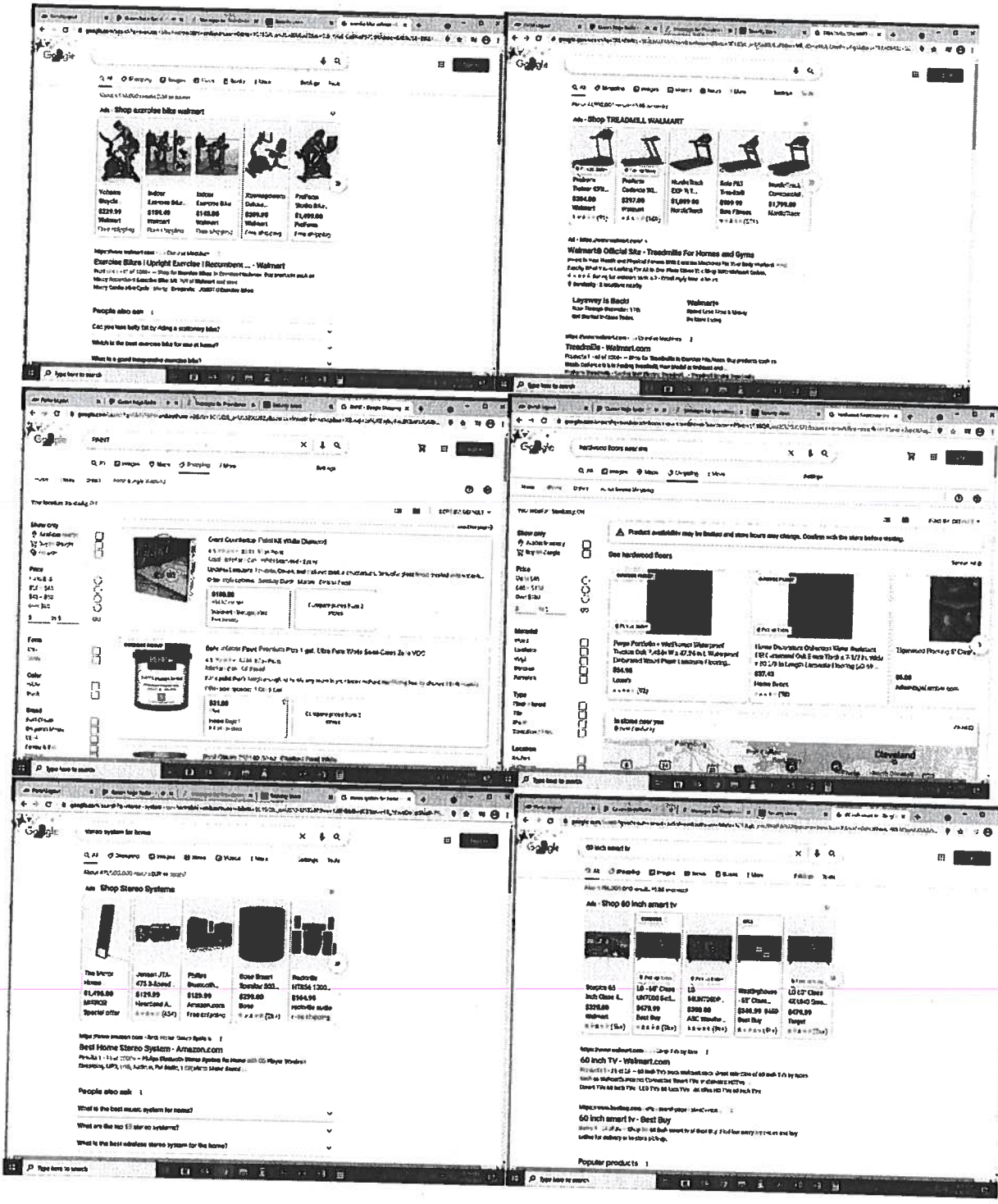
gle infrared light

Q All Shopping Images Videos News More Settings Tools

Q Sense Q Wavelength Q Frequency Q Length Q Nature Q Purpose Q Price Q Scale Q Use

Ads - Shop infrared light

 <p><b>\$150W Infrared Paint Curing Lamp</b> Car Bodywork Toolots <b>\$389.99</b></p>	 <p><b>PlatinumLED Red Light Therapy - BIOMAX...</b> <b>\$899.00</b> PlatinumLED... Free shipping</p>	 <p><b>dpl Flex Light Therapy Pain Relief Pad</b> 1.00 Count (...) <b>\$159.00</b> Optum Store Special offer</p>	 <p><b>MitoMIN   Mito Red Light: Best LED Red Light Therap...</b> <b>\$239.00</b> Mito Red Light ★★★★★ (121)</p>	 <p><b>Infrared Light Wand Heat Pain Relief Unit   PMT...</b> <b>\$28.00</b> Tensunits.com ★★★★★ (83)</p>	 <p><b>dpl Flex Pad - Pain Relief Light Therapy</b> <b>\$159.00</b> reVive Light ... Free shipping</p>	 <p><b>Complete face machine with red light therapy and...</b> <b>\$597.00</b> Skntific Anti ...</p>	 <p><b>Deluxe Infrared Lamp with Light Bulb and Timer ...</b> <b>\$138.99</b> ScriptHessco</p>
--	--	---	---	--	---	--	---



Billboard signs

Price: \$149.95 - \$1,199.95

Category: Outdoor Vinyl Signs, Custom Vinyl Signs

Condition: New, Used

Shipping: Free shipping

Product listing: Customizable Outdoor Vinyl Signs - Design Your Own Custom Billboard To Attract Customers...

Teeth whitening lamps

Shop teeth whitening lamps

High Quality: \$199.99

Dental Teeth: \$219.99

Pro10 Teeth: \$119.99

LED Teeth: \$199.99

Dental Teeth: \$219.99

Shop floor lamps

Modern Floor Lamps: \$89.99

Pro 1000 Floor Lamp: \$99.99

Modern 711: \$79.99

Modern 711: \$79.99

Modern 711: \$79.99

Desk and chair

Shop desk and chair

Modern Desk: \$199.99

Modern Chair: \$199.99

Modern Desk: \$199.99

Modern Chair: \$199.99

Shop lower belt weight loss

Lower belt weight loss

Lower belt weight loss: \$199.99

Lower belt weight loss: \$199.99

Lower belt weight loss: \$199.99

Shop foot drives

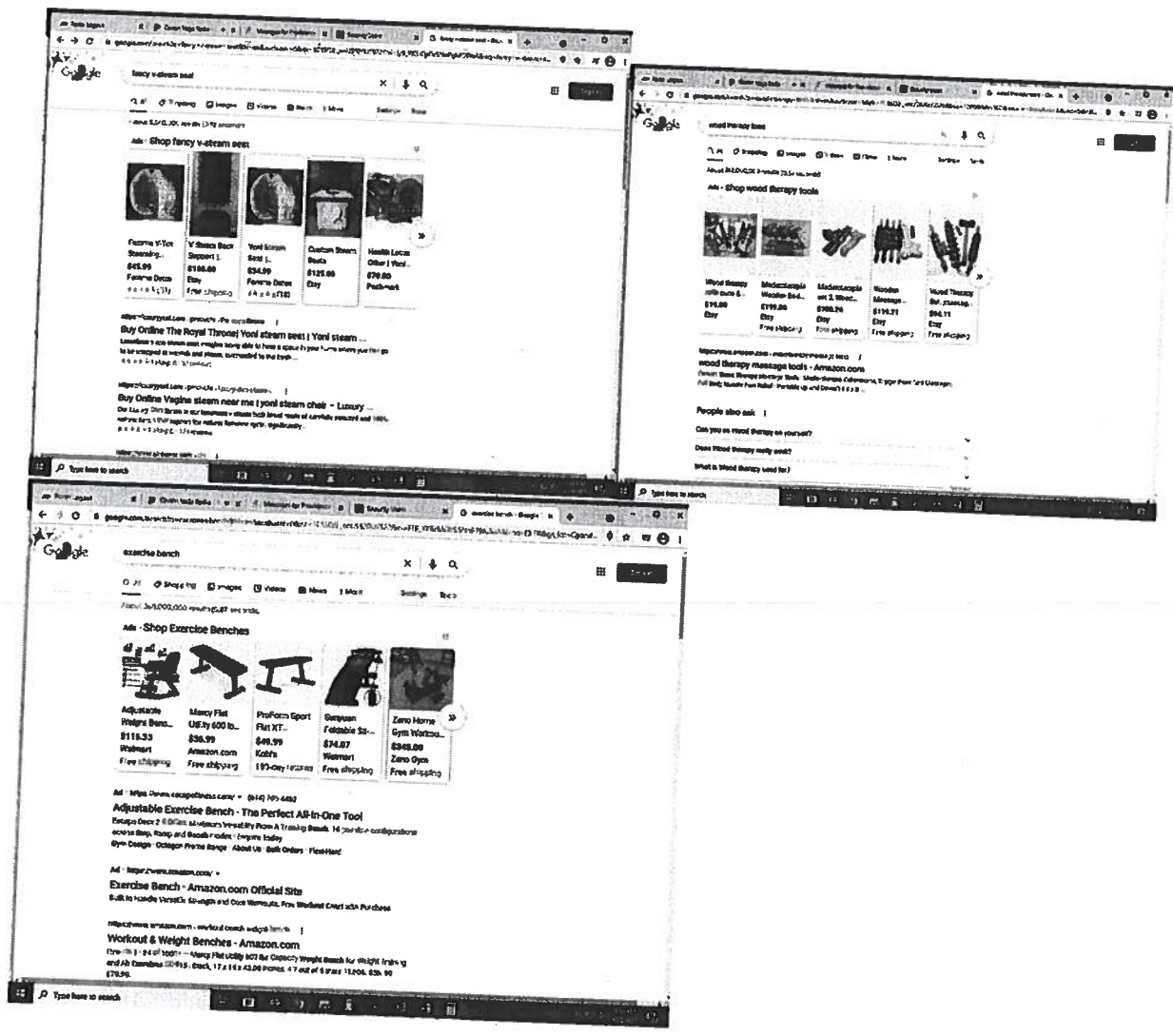
Foot drives

Foot drives: \$199.99

Foot drives: \$199.99

Foot drives: \$199.99





**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>January 25, 2021</u>		
<u>Financing</u>	<u>April 1, 2021</u>		
<u>Construction</u>	<u></u>		
<u>Other</u>	<u>June 1, 2021 - Relocate to a bigger suite, same business location.</u>		

**Project Impact and Employment:**

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	\$10,500/m	\$120,000	\$250,000	\$375,000
Annual Payroll	\$19,500	\$39,000	\$66,300	\$104,000
Current Employment (FTE)	1	2	3	4
Average Pay Per Employee	\$15 per hour	\$15 per hour	\$17 per hour	\$20 per hour

ED Program Guidelines & Application | 1/1/2021

**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?

Please 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)
- ☐ 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:

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

YES	NO
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<input checked="" type="checkbox"/>
	<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.

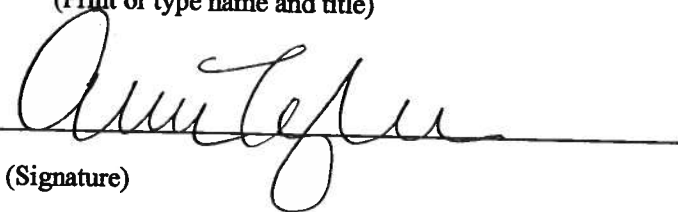
The undersigned understands that if the business or enterprise receiving grant funding moves or relocates to a different location outside of the municipal boundaries of Sandusky within three (3) years from the effective date of the grant agreement, that the grant funding will be rescinded in its entirety 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: BODY by Erica Taylor

By: Erica Taylor

(Print or type name and title)

  
(Signature)

4/20/2021  
(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**

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

**BODY** *by Erica Taylor*

**YOUR QUALITY BODY AWAITS!**

---

**Business Plan**

City of Sandusky Economic Development Fund:  
Prepared for: Jonathan Holody  
ED Fund

---

Erica Taylor  
810 Force Avenue  
Sandusky, OH 44870  
216-624-2246

## **Statement of Purpose**

BODY by Erica Taylor is a minority owned, woman owned business, seeking \$33,000 in funding for startup expenses, working capital, inventory, and equipment for a body contouring and detoxification business. The funding would be from various resources to reach our goal.

## **Description of Business**

BODY by Erica Taylor is a minority owned, woman owned, start-up business providing superior natural body contouring services including but not limited to cavitation, wood therapy, vacuum therapy, laser liposuction, waist training, sauna detoxification, teeth-whitening, v-steams and holistic remedies.

Additional services can include but are not limited to esthetician and cosmetology services.

Our research has shown a need for these services going back in ancient history where women wanted to alter their look by clothes, products, procedures, and plastic surgery. Our focus will be placed on both local and regional clients, mommy & daddy makeovers, stubborn fat areas, healthy lifestyle practices.

Our mission is to provide a superior spa excursion for both men and women; we give our clients a personalized, holistic, hands-on experience filled with beauty and detoxification services, combined with the benefits of cutting edge technology!

We are able to offer fat reduction and loss of inches with no pain, no needles and no down time. Our treatments are clinically proven, affordable, safe and painless with immediate results and targeted fat reduction.

The company will be owned and operated by Erica Taylor as a Limited Liability Company.

---



## **Marketing Plan**

BODY by Erica Taylor, a minority owned, woman owned business, has low operating costs and high profit margins. BODY by Erica Taylor provides all the great benefits of a franchise model without the limitations and high expenses of a franchise. This business is prime for quick growth and expansion. In the first month of being in business, we serviced 20 clients with a profit of \$5000 on body contouring and detoxification services.

As a pre-qualifier to starting this business, we have personally contacted our target customers. Because of the personal contact and the full explanation of the services we will provide, we have secured multiple clients who receive weekly services for up to 12-20 sessions, on the start-up of this business.

Continued marketing methods will include direct mail and sales, strategically planned newspaper advertisements, and our website updates and social media promotions. The appearance of our well maintained equipment and uniformed, professional looking staff will provide positive "word-of-mouth" recommendations.

**Facebook:** BODY by Erica Taylor

**Instagram:** BODYbyEricaTaylor

**Snapchat:** BODY by Erica

**Website:** BODYbyEricaTaylor.com

## **Competition**

BODY by Erica Taylor, a minority owned, woman owned business, has researched the area and determined, there are no like businesses operating in the local area, there are a handful of competitors within a 65 mile radius, providing various degrees of service. Sandusky has a population of 25,000 residents, according to statistics more than half wants to alter their look based off weight. BODY by Erica Taylor will assist clients whose primary goal is to exceed client body and weight loss expectations.

### **Current competitors include:**

Maven Body (Cleveland area)

Angela's Beauty Room (Cleveland Area)

Savage Fit (Toledo area)

## **Location**

BODY by Erica Taylor, a minority owned, woman owned business, will operate out of their Spa 1031 Pierce Street, Suite D. Equipment, inventory, and supplies will be stored on the property. The overhead costs for the additional use of this building are very minimal. The building is already equipped with a spa area with ample electricity and an air compressor. This building used to be owned by the local hospital and is in excellent condition. No immediate renovation or work to the structure is required. The property is properly zoned for this intended business. This business does not need to be located in a high traffic area to be successful. It does not depend on customers visiting our facility to conduct business.

## **Days & Hours of operation**

Sunday:	Closed
Monday:	5:00p -10:00p
Tuesday:	5:00p -10:00p
Wednesday:	5:00p -10:00p
Thursday:	5:00p -10:00p
Friday:	5:00p -10:00p
Saturday:	9:00a – 5:00p
Sunday:	Closed

# **Organization Plan**

## **Management**

Erica Taylor, Certified Body Sculpting Specialist. Erica is a local, minority woman, who graduated from college in 2012 with a dual degree in Business and Human Resources. She is currently enrolled in Indiana Wesleyan University for her third degree in Business Management with a specialization in Human Resources.

In 2013, she opened Red light Studio, a dance and fitness studio. The studio allowed Erica to narrow in on her true passion; healthy bodies created with wellness and natural, holistic remedies! Erica's love and admiration for the human BODY grew stronger each year as she focused on sculpting her own body naturally. She believed in her vision to help others create their quality bodies!

Erica has traveled the US training in different states to perfect her craft becoming certified in the following:

- |                                   |                        |
|-----------------------------------|------------------------|
| *Body Contouring & Detoxification | *Vacuum Therapy        |
| *Wood Therapy                     | *Elemental Reflexology |
| *Practical Reiki                  | *Life Coaching         |

Erica is known for her compassion and care, and is dedicated to helping others look and feel fabulous, while providing natural remedies, weight loss techniques, cutting edge technology and building confidence in her clients.

## **Personnel**

BODY by Erica Taylor, a minority owned, woman owned business will hire employees on an as needed basis. All employees will be well trained in all aspects of the business, the equipment usage and maintenance, and customer relations. Employees will be expected to maintain a neat appearance.

## **Summary**

BODY by Erica Taylor, a minority owned, woman owned business will be a full-service body contouring provider serving the local and regional clients in the immediate area. Our experience, training, and desire to be the best in the business will enable us to service our customers as they expect us, and as we expect ourselves.

We have utilized the services of the Small Business Development Center, Minority Business Assistance Center, a CPA, and an attorney to serve as advisors in this venture.

## Project Costs

<b><u>Total Project Costs</u></b>		<b>\$33, 000</b>
Equipment	\$19,000	
Tenant Improvements	\$4000	
Products	\$5000	
Marketing / Advertising	\$3000	
Employee Training	\$2000	
<b>Total =</b>		<b>\$33,000</b>

---

## Revenue

*Grossed \$10k since opening February 2021*

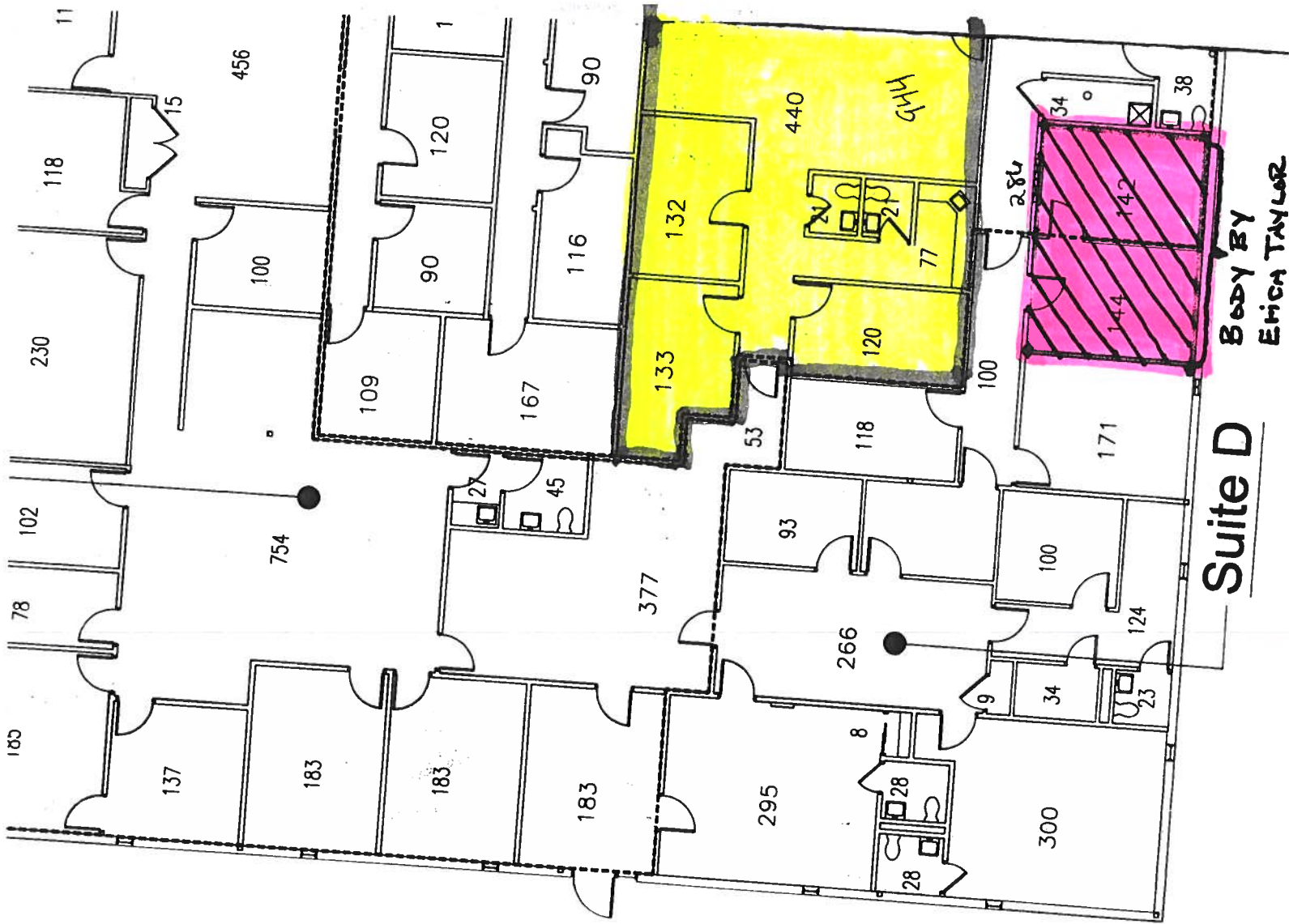
### **2 Room Spa**

\$100-\$300 per room/per hour

### **Potential Gross Sales Daily**

5 hours x 5 days      =      \$500-\$1500

8 hours x 1 day      =      \$800-\$2400



**Suite D**

**BODY BY  
EMICA TAYLOR**

## Account Transaction Detail Report

Account Number: 4153052803



Post Date	Effective Date	Amount	Balance	DCN	Stm	Type	Description
04/19/2021	04/19/2021	\$27.22	\$10,317.88	D		Debit Card	FAMILY DOLLAR #1967 VIS 0416 SANDUSKY OH46365900044045667108
04/19/2021	04/19/2021	\$10.29	\$10,345.10	D		Debit Card	USPS PO 3874130870 VIS 0416 SANDUSKY OH46364900044045667108
04/19/2021	04/19/2021	\$116.38	\$10,355.39	D		Debit Card	Alibaba.com VIS 0416 408-7855580 CA46366900044045667108
04/19/2021	04/19/2021	\$365.00	\$10,471.77	C		Deposit	129 W PERKINS A DEPOSIT SANDUSKY OH89199153 PNC PJ0313
04/19/2021	04/19/2021	\$215.88	\$10,106.77	C		ACH	L207617179652 210419P2 SQUARE INC 00021109908122378
04/19/2021	04/19/2021	\$1,250.00	\$9,890.89	C		ACH	1013194133603 TRANSFER PAYPAL 00021109906803007
04/09/2021	04/09/2021	\$154.20	\$8,640.89	C		ACH	L207614601136 210409P2 SQUARE INC 00021099904604996
04/05/2021	04/05/2021	\$41.82	\$8,486.69	D		Debit Card	HEALTH PLUS NATURAL FO VIS 0402 SANDUSKY OH97552900044045667094
04/02/2021	04/02/2021	\$450.88	\$8,528.51	D		Debit Card	KROGER #858 22 N0402 5667SANDUSKY OHPOS99999999 1462999
04/02/2021	04/02/2021	\$1,200.00	\$8,979.39	C		ACH	1012971416747 TRANSFER PAYPAL 00021091904205335
04/01/2021	04/01/2021	\$38.43	\$7,779.39	D		Debit Card	PAYPAL *SOULMAYCOLT EB VIS 0331 402-9357733 CA36480900044045667091
04/01/2021	04/01/2021	\$195.00	\$7,817.82	C		ACH	L207612499312 210401P2 SQUARE INC 00021091901317296
03/31/2021	03/31/2021	\$585.00	\$7,622.82	C	Y	Deposit	129 W PERKINS A DEPOSIT SANDUSKY OH96437186 PNC PJ0313
03/30/2021	03/30/2021	\$150.00	\$7,037.82	C	Y	ACH	L207611906793 210330P2 SQUARE INC 00021089902734686
03/29/2021	03/29/2021	\$91.25	\$6,887.82	D	Y	Debit Card	PAYPAL *XINTAOKEJIY EB VIS 0328 402-9357733 CA52083900044045667088
03/29/2021	03/29/2021	\$549.76	\$6,979.07	D	Y	Debit Card	PAYPAL *SUREBTY EBAY S VIS 0328 402-9357733 CA52082900044045667088
03/29/2021	03/29/2021	\$54.13	\$7,528.83	D	Y	Debit Card	PAYPAL *YIYANZHONGM EB VIS 0328 402-9357733 CA52081900044045667088
03/29/2021	03/29/2021	\$28.81	\$7,582.96	D	Y	Debit Card	eBay O*01-06815-19964 VIS 0328 San Jose CA52080900044045667088
03/29/2021	03/29/2021	\$45.28	\$7,611.77	D	Y	Debit Card	DOLLAR-GENERAL #4116 VIS 0327 SANDUSKY OH52079900044045667088
03/29/2021	03/29/2021	\$1,965.00	\$7,657.05	C	Y	Deposit	3902 MILAN RD DEPOSIT SANDUSKY OH95537986 PNC PX2042
03/23/2021	03/23/2021	\$3,500.00	\$5,692.05	C	Y	ACH	1012823146529 TRANSFER PAYPAL 00021082903739406
03/22/2021	03/22/2021	\$0.01	\$2,192.05	D	Y	ACH	T200753099160 SDV-VRFY SQUARE INC 00021081910990955
03/22/2021	03/22/2021	\$2,438.38	\$2,192.06	D	Y	Debit Card	Alibaba.com VIS 0322 408-7855580 CA28005900044045667081

## Account Transaction Detail Report

**Account Number: 4153052803**



Post Date	Effective Date	Amount	Balance	DCN	Stm	Type	Description
03/03/2021	03/03/2021	\$0.06	\$2,231.98	C	Y	ACH	1012559535682 VERIFYBANKPAYPAL 00021062908399770
03/03/2021	03/03/2021	\$0.13	\$2,231.92	C	Y	ACH	1012559535684 VERIFYBANKPAYPAL 00021062908399769
03/02/2021	03/02/2021	\$110.00	\$2,231.79	C	Y	Deposit	129 W PERKINS A DEPOSIT SANDUSKY OH95599671 PNC PJ0313
03/02/2021	03/01/2021	\$2,006.79	\$2,121.79	C	Y	Memo	PAYPAL 21060008820554IMT0001014714



## Erica Taylor

---

**From:** Erica Taylor <ektaylor30@yahoo.com>  
**Sent:** Tuesday, March 30, 2021 8:55 AM  
**To:** Erica Taylor  
**Subject:** [EXTERNAL] Fw: ECDI/WBC info & Enhancement loan details

### Sent from Yahoo Mail for iPhone

Begin forwarded message:

On Thursday, March 18, 2021, 5:37 PM, Quiana Sherrills <qsherrills@ecdi.org> wrote:

Good afternoon Erica,

It was indeed a pleasure speaking with you today. I want to provide you with additional information about Economic Community Development Center (ECDI) & The Women's Business Center (WBC), along with offer a bit more info on what we discussed today regarding the lending solution to assist with the pivoting of your business.

The Economic & Community Development Institute is a Columbus, Ohio-based 501(c)(3) non-profit economic development organization founded in 2004. As the third largest US SBA intermediary micro-lender and a U.S. Treasury designated Community Development Financial Institution (CDFI), ECDI's mission is to invest in people to create measurable and enduring social and economic change. Since 2004, ECDI has assisted over 13,000 individuals, disbursed over \$50 million through over 2,000 loans, and created and retained over 7,300 jobs via our comprehensive suite of programs available through our offices in Columbus, Cincinnati, Toledo, Cleveland, and Akron, Ohio. Our programs and services have been supported by over \$69 million in federal, state, local and private funds, and have proven to spur local economic development. How do we do this? We invest, educate, and innovate with the businesses and people who are inspired and who inspire us. ECDI provides startups and existing businesses with access to capital through our different loan products. Some of the services provided include specialized training programs, 1 on 1 coaching, and technical assistance.

The Women's Business Center addresses inequities that exist for women entrepreneurs. The Women's Business Center (WBC) of Ohio is the only SBA-funded Women's Business Center in the state. **While the name screams "a women's only club", gentleman you are more than welcome to join as well.** The WBC's mission is *to empower women entrepreneurs with resources and tools to create strong sustainable businesses*. New and experienced women entrepreneurs access collaborative office space, a professional lounge where they can meet and network, a computer lab with internet access and copying/printing capabilities, and a resource library. Staff and expert advisors provide foundational microenterprise training, in addition to specialized one-on-one counseling within the areas of accounting, personal finance, marketing and legal matters. Women entrepreneurs share ideas and strategies; sample and test one another's products and services; barter for services, reducing start-up costs; and provide feedback to one another. WBC members are a close knit group, providing an atmosphere of support, empowerment and innovation. **Please feel free to reach out to Korin Green, program manager of the WBC Cleveland office to discuss next steps if you are interested in membership/renewal. I have copied her on this email.**



ECDI recently unveiled our Enhancement Loan. This loan will help fulfill capital needs of small businesses while they recover from the impact of the economic disruption of the Coronavirus (COVID 19) pandemic.

Here are the terms:

**Enhancement Loan**

To be eligible to receive the loan, applicants must meet **ALL** of the following criteria:

- Credit score of 590 or greater for businesses that do not have an existing loan with ECDI
- Have a business checking account currently set up with a bank
- Meet all SBA microloan eligibility requirements
- Have an eligible business entity
- Clear Caivrs/SAMS/Background
  - o Clear Background and Bankruptcy check
  - o No Tax Liens

Loan Terms for up to \$20,000:

- Interest rate of 6%
- 66 Month Term
- Closing cost of 3% net funded from the loan proceeds

**There is a 4 digit access code needed for the DocuSign application which is 0318.**

**When you receive the application there will be a place in the application that mentions an application fee. This is a section that you will not need to complete. Do not put any information in that section.**

If you have any questions please don't hesitate to give me a call.

**Quiana A. Sherrills**

*Relationship Manager*



**Investing in the growth  
of small business**

**Educate. Invest. Innovate.**

**[ecdi.org](http://ecdi.org)**

**Front Desk: 216-912-5655 | Direct Line: 216-912-5666 | Email: [gsherrills@ecdi.org](mailto:gsherrills@ecdi.org)**

7000 Euclid Avenue, Cleveland OH, 44103

ECDI is here for our clients and our Ohio small business community. We are doing everything we can to follow current safety guidelines while minimizing the risk of disruptions to the small businesses we support. Most employees are working remotely. We are happy to arrange in-person services, as needed, by appointment.

## LEASE AGREEMENT

---

This Lease is entered in to as of the \_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, between 1031 Pierce Properties, Ltd., an Ohio limited liability company ("Landlord") and Erica Taylor, an individual d/ b/ a Body by Erica Taylor ("Tenant").

### BASIC LEASE INFORMATION

This Basic Lease Information is an integral part of this Lease and all of the terms hereof are incorporated into this Lease in all respects. In addition to the other provisions which are elsewhere defined in this Lease, the following, whenever used in this Lease, shall have the meanings set forth below:

Premises:	Units 300-303 (See <u>Exhibit A</u> )
Development	+/- 14,976 square foot premises located at 1031 Pierce Street, Sandusky, Ohio
Lease Commencement:	June 1, 2021
Rent Commencement Date:	June 1, 2020
Possession Date:	Upon full execution of this Lease Agreement
Lease Term:	Month-to-Month
Lease Year:	A Lease Year consists of twelve (12) consecutive months beginning on the Rent Commencement Date and each anniversary thereof.
Minimum Rent:	\$750.00 per month
Security Deposit	\$450.00

### ARTICLE 1 - GRANTING CLAUSE

---

1.1 LEASE OF THE PREMISES In consideration of the obligation of Tenant to pay rent as herein provided and in consideration of the other terms, covenants, and conditions hereof, Landlord leases to Tenant, and Tenant leases from Landlord, the Premises, to have and to hold for the Lease Term, subject to the terms, covenants and conditions of this Lease.

### ARTICLE 2 - TERM

2.1 INITIAL LEASE TERM. The Lease shall commence on the date noted above and all rights and responsibilities other than Tenant's Rent Commencement shall begin. The Lease shall continue for the term set forth in the Basic Lease Information above, subject to Tenant's right to extend the Term as set forth in Section 2.2 below. Tenant must provide thirty (30) days' notice to terminate the Lease.



2.2 RENEWAL OPTIONS Intentionally omitted.

ARTICLE 3 - RENT

3.1 RENT COMMENCEMENT DATE The "Rent Commencement Date" and Tenant's obligation to pay Minimum Rent and other charges due under this Lease shall occur on the date set forth in the Basic Lease Information above.

3.3 MINIMUM RENT. Tenant shall pay, as "Minimum Rent," the amount set forth in the Basic Lease Information above in equal monthly installments commencing on the Rent Commencement Date and continuing thereafter throughout the Lease Term, payable on or before the first day of each calendar month, in advance. If the Term commences or terminates on a day other than the first or last day of a calendar month, then the Minimum Rent for such partial month shall be prorated based on the actual number of days of the Term during the month.

3.3 SECURITY DEPOSIT. If required by Landlord, concurrently with the execution of this Lease, Tenant shall deposit with Landlord and thereafter, during the continuance of this Lease, shall maintain on deposit with Landlord a "Security Deposit" in the amount set forth in the Basic Lease Information above as security for the full, prompt and faithful performance by Tenant of all of its obligations hereunder. Landlord may, at its option, apply said sum or any part thereof toward the cost and expense of curing any default on the part of Tenant (including Landlord's attorney's fees, if any), in which event Tenant agrees to restore said deposit to its original amount within ten (10) days after receipt of Landlord's written request to do so. Upon termination of this Lease and vacation of the Premises in the condition required herein, said sum, or the portion thereof remaining unapplied after the curing of any default by Tenant, shall be returned to Tenant. No interest shall be payable to Tenant on account of such security deposit.

3.3 LATE CHARGES Notwithstanding anything in this Lease to the contrary, if Tenant fails to pay any rent or other charges on the due date of said rent or other charges, then in addition to and not in lieu of any other right or remedy available to Landlord, Tenant shall pay a late charge from the original due date until paid in the amount equal to Fifteen Dollars (\$15.00) per day.

ARTICLE 4 - DELIVERY OF PREMISES, CHANGES TO DEVELOPMENT.

4.1 OUTSIDE DELIVERY DATE Landlord shall deliver exclusive possession of the Premises to Tenant (the date of such delivery being the "Possession Date") no later than June 1, 2021

ARTICLE 5 - COMMON AREAS

5.5 COMMON AREAS During Lease Term, Landlord grants to Tenant and Tenant's customers and invitees a nonexclusive license to use, in common with all others to whom Landlord has or may hereafter grant a license to use the same, the Common Areas located within the Development. The term "Common Areas" as used in this Lease shall mean the parking areas, roadways, pedestrian sidewalks, delivery areas, hallways, bathrooms, landscaped areas and all other areas or improvements which may be designated by Landlord, from time to time, for the common use of the tenants of the Development. Tenant shall keep the Common Areas free and clear of personal property, litter, trash, and debris resulting from or attributable to its operation and shall cause its employees to park only in

the portion of the Common Areas specifically designated by Landlord for that purpose. Landlord hereby reserves the following rights with respect to the Common Areas and Development:

- (a) To establish reasonable rules and regulations for the use thereof;
- (b) To use or permit the use by others to whom Landlord may have authorized such use for promotional activities and to grant rights and/or easements for ingress, egress, utilities, parking, party walls and/or common walls;
- (c) To temporarily close all or any portion thereof as may be deemed necessary by Landlord to prevent the dedication thereof or the accrual of any rights to any person or to the public therein;
- (d) To increase, diminish or change the layout of the Common Areas and/or to rent portions thereof;
- (e) To discourage non-customer parking;
- (f) To install, place upon, or affix to the roof over the Premises and the exterior walls of the Premises such equipment, signs, displays, antennas and other objects or structures of any kind as Landlord may desire; and
- (g) To increase and/or add to the Development and/or the improvements thereon

5.5 COMMON AREA MAINTENANCE CHARGES Intentionally omitted.

ARTICLE 6 - PROPERTY TAXES AND BUILDING INSURANCE

6.1 TAXES Landlord shall be responsible for paying all real estate taxes relating to the Premises.

6.1.1 Tenant shall pay all business, license, sales, rent and excise Taxes, if any, levied against Tenant or Tenant's occupancy or use of the Premises.

6.2 INSURANCE Landlord shall be responsible for paying all insurance relating to the common areas of the building. Tenant shall be responsible for insuring its personal property, fixtures and equipment.

ARTICLE 7 - USE OF PREMISES



7.1 USE OF PREMISES Tenant shall have the right to use the Premises as a body contouring and consulting business. Tenant shall use the Premises for no other purposes without the prior written consent of Landlord, which consent may be freely withheld. In the use of the premises and conduct of its business, Tenant shall not commit waste and shall not permit any act or condition which is contrary to or in violation of any applicable federal, state, local or other governmental authority, law, ordinance, rule or regulation. Tenant shall not use the Premises in any manner, which increases Landlord's premiums for fire insurance (including permitting smoking inside the Premises) or which violates any other tenant restriction clause. Tenant shall be permitted to park agency vehicles in the parking lot overnight. Landlord may designate the location should that become necessary in Landlord's discretion.

7.2 HOURS OF OPERATION. Tenant does not covenant to continuously operate.

7.3 CONDITIONS ON USE Tenant covenants and agrees to operate its business in the Premises in the following manner:

(a) Tenant will load or unload all merchandise, supplies, fixtures, equipment and furniture and cause the collection of rubbish to be made only through designated doors of the Premises, and subject to such rules and regulations as Landlord may from time to time establish. Tenant shall not permit the passageways, driveways, approachways, walks, roadways, exits or entries in, to, from or through the Commons Areas to be obstructed, nor shall Tenant interfere with or impede the use of the Common Areas by persons entitled to use the same. Tenant shall not store items in the Common Areas.

(b) Tenant will not permit the Premises to be used other than as specifically permitted by this Lease or in any way which will injure the reputation of Landlord or of the Development, or in any way which may be a nuisance, annoyance, or inconvenience or which may result in damage to Landlord or other tenants of the Development. Without limiting the generality of the foregoing, Tenant agrees that it will not make or permit the playing of any musical instrument or radio or television or the use of a microphone, loud speaker, electrical or other equipment which would result in noise or sound being heard outside of the Premises or in other parts of the Development. Tenant shall also not permit any animals or pets in the Premises or Common Areas.

(c) Tenant will permit no lien, notice of intention to file lien or other charge (whether arising out of work of any contractor, mechanic, laborer, or materialmen or any mortgage, conditional sale, security agreement or chattel mortgage or otherwise) which might be or become a lien or encumbrance or charge upon the Premises or any part thereof and to suffer no other matter or thing whereby the estate, right and interest of Landlord in the Premises or any part thereof might be impaired.

(d) Tenant will not solicit business in the Common Areas, nor distribute handbills or other advertising matters to customers, nor place the same in or on automobiles in the Common Areas.

(e) Tenant will comply with all reasonable rules and regulations which Landlord may from time to time, establish for the use and care of the Common Areas and other facilities and buildings in the Development.

## ARTICLE 8 - UTILITIES



8.1 UTILITIES Landlord shall pay for gas, electric, and water/sewer. Tenant shall be solely be responsible for any contracting for any charges relating to telephone, cable, internet or security service and also for trash service.

#### ARTICLE 9 - MAINTENANCE AND REPAIR

9.9 PREMISES CONDITIONS Tenant agrees that Tenant accepts the Premises "as is" and that Landlord has made no representations or warranties with respect to the Premises.

9.2 TENANT'S OBLIGATIONS Tenant shall keep and maintain the Premises in a clean, healthy and safe condition and in good order, condition and repair and shall promptly make all repairs or replacements becoming necessary during the term of this Lease including, but without limitation, repairs, or replacements of windows, doors, glass (which shall be replaced with glass of the same size and quality), cabinets, electrical, and fixtures within the Premises, walls, floor covering and ceilings and all fire extinguishers and Premises equipment or appliances of every kind. Tenant shall be responsible for janitorial services for its Premises.

9.2.2 At the end of the Lease Term, Tenant shall deliver all keys to Landlord and leave the Premises broom clean and in good condition and repair, except for reasonable wear and tear and damage covered by standard policies of fire and extended coverage insurance covering the Premises. All merchandise, property, material or waste left in the Premises or adjacent interior or exterior areas by Tenant after the end of the term may be summarily removed by Landlord without notice to Tenant, and Tenant agrees to reimburse Landlord for the cost and expense of such removal. All trade fixtures and/or equipment installed in the Premises by Tenant may, and if Landlord so requests shall, be removed by Tenant at the end of the Lease Term; provided however, that Tenant shall repair at its own expense any injury to the Premises resulting from such removal. If removed equipment includes lighting fixtures, Tenant shall restore and leave in operating order and with operating bulbs or tubes the equivalent of the lighting equipment in the Premises at the commencement of the term of this Lease

9.9 LANDLORD'S OBLIGATIONS Landlord shall maintain, repair and replace the roof, exterior walls (excepting any doors or windows therein), canopy, HVAC system and any structural portions of the Development, making any repairs or replacements thereto becoming necessary during the term of this Lease unless occasioned by any act, failure to act or negligence of Tenant, its agents, contractors, customers or employees, in which event such damages shall be repaired by Landlord at Tenant's sole cost and expense.

9.9 CHANGES TO DEVELOPMENT. Landlord reserves the right, at any time and from time to time, to make or permit changes or revisions in the Development including additions to, subtractions from, rearrangements of, alterations of, modifications of or supplements to the buildings and building areas, walkways, parking areas, driveways, and other Common Areas, and/or to construct additional buildings to be treated as part of the Development.

9.4.1 In addition, Landlord reserves the right to separately meter any or all utilities. In such event, this Lease shall be amended to reflect Tenant's responsibility for direct payment of utilities to providers and rent shall be decreased by the price per square foot attributable to utilities.

#### ARTICLE 10 - ASSIGNMENT AND SUBLETTING



10.1 ASSIGNMENT AND SUBLETTING. Except as expressly provided herein, Tenant shall not assign this Lease or sublease all or any portion of the Premises without the prior written consent of Landlord, which consent may not be unreasonably withheld. In the event of an assignment or sublet, Landlord will require a guarantee of assignee's/ sublessee's performance. Landlord may freely withhold consent in the event the assignment or sublet would cause Landlord to breach or violate any exclusive purpose or use provision attached to the Premises.

#### ARTICLE 11 - DEFAULT; LIMITATION OF LIABILITY.

11.1 TENANT'S DEFAULT. The occurrence of any of the following events shall constitute an "Event of Default" by Tenant:

11.1.1 Tenant fails to pay any installment of Minimum Rent or other monies when due and payable under this Lease and such failure continues for fifteen (15) days after receipt of written notice from Landlord; or

11.1.2 Tenant fails to perform any of the other terms, agreements, conditions or covenants of this Lease to be performed by Tenant and such failure continues for fifteen (15) days after Tenant's receipt of written notice from Landlord to Tenant or, if the nature of such failure to perform is such that it cannot be cured in fifteen (15) days, and Tenant shall not have initiated action to cure the default within the fifteen (15) day period or shall have failed to proceed thereafter with due diligence to cure its failure to perform.

11.2 LANDLORD'S REMEDIES. Upon the occurrence of any Event of Default by Tenant, Landlord may:

11.2.1 Terminate this Lease by giving written notice of termination to Tenant, as of a date specified in that notice, which date must be at least ten (10) business days after the date on which that notice is given;

11.2.2 Relet any or all of the Premises for Tenant's account for any or all of the remainder of the Term, or for a period extending beyond the remainder of the Term, in which event Tenant shall pay to Landlord, at the times and in the manner specified in Article 3, the Minimum Rent and any Additional Rent accruing during the remainder of the Term, less any monies received by Landlord, with respect to that period, from such reletting, as well as the cost to Landlord of any attorneys' fees or of any repairs or other action (including those taken in exercising Landlord's rights under any provision of this Lease) taken by Landlord on account of that Event of Default.

11.2.3 Cure the Event of Default in any other manner (after giving Tenant written notice of Landlord's intention to do so except in the case of emergency), in which event Tenant shall reimburse Landlord for all expenses incurred by Landlord in doing so, plus interest at the rate of ten percent (10%) per annum ("Interest") thereon, which expenses and interest shall be Additional Rent and shall be payable by Tenant immediately within fifteen (15) days after demand by Landlord; or

11.2.4 Pursue any other remedy available to Landlord on account of such Event of Default under applicable law.



11.3 REPEATED DEFAULT. Notwithstanding anything to the contrary set forth in this Lease, in the Event of Default, and if any such Event of Default shall be repeated two (2) times in any period of twelve (12) consecutive months, then, notwithstanding that such default shall or may have been cured within the period after notice, any further similar default within said twelve (12) month period shall be deemed to be a "Repeated Default". In the event of a Repeated Default, Tenant shall have no right to cure same and Landlord, without giving Tenant any notice and without affording Tenant any opportunity to cure such default, may exercise all rights and remedies available to Landlord pursuant to this Section.

11.4 LANDLORD'S DEFAULT. If Landlord fails to make any required maintenance, repair or replacement to the Premises reasonably necessary to the efficient operation of Tenant's business at the Premises, then, after fifteen (15) days' written notice (in an emergency, reasonable notice shall suffice), Tenant has the right (but not the obligation) to make the repair or replacement for Landlord, and Landlord shall reimburse Tenant for its actual costs incurred therein, within thirty (30) days after demand therefor.

11.5 LANDLORD'S LIMITATION OF LIABILITY. Tenant agrees that except in cases of fraud, intentional misconduct, or of failure of Landlord to maintain any insurance required to be maintained hereby, it shall look solely to the right, title and interest of Landlord in the property comprising the Development, including any income and sales proceeds therefrom and any insurance and condemnation proceeds received therefor, for the collection of any judgment (or other judicial process) requiring the payment of money by Landlord in the event of any default or breach by Landlord with respect to any of the terms, covenants, and conditions of this Lease; and no other assets of Landlord, its members, shareholders, partners or affiliated companies shall be subject to levy, execution or other procedures for the satisfaction of Tenant's remedies.

## ARTICLE 12 - LEASEHOLD IMPROVEMENTS

12.1 LANDLORD'S WORK. Intentionally omitted.

12.2 WARRANTY. Landlord covenants that the structural portions of the Building, the Building roof, the HVAC and the plumbing, mechanical and electrical systems serving the Premises shall be in good working condition and repair as of the Possession Date.

12.3 TENANT'S IMPROVEMENTS. During the Term of this Lease, Tenant shall not undertake, directly or indirectly, any construction work, improvements or alterations, nor shall Tenant install any equipment other than trade fixtures and personal property without first obtaining Landlord's written approval of the plans and specifications therefore and proper permits.

12.3.1 Within thirty (30) days of performing any work, improvements or alterations, Tenant shall submit to Landlord any plans and specifications showing in detail all work Tenant is required to undertake, directly or indirectly, in the Premises. The plans and specifications shall be prepared at Tenant's expense, if required, by an engineer or architect of recognized competence in the field and licensed to practice in the State of Ohio. Tenant shall revise said plans and specifications in accordance with Landlord's reasonable comments. After Landlord approves said plans and specifications, Tenant shall promptly submit the same to the Township of Perkins to obtain a building permit. Tenant shall cooperate with local officials and Tenant shall promptly and diligently make such changes to the plans and specifications as may be required to conform the same to the laws and ordinances applicable to Tenant's work.

12.3.2 The approval by Landlord of any of Tenant's plans and specifications shall not constitute the assumption of any liability on the part of Landlord for their accuracy or their conformity with building code requirements, and Tenant shall be solely responsible for such plans and specifications.

12.3.3 Tenant shall not commence any work without first delivering to Landlord the policies of insurance, or certificates thereof, required under this Lease. Tenant, at Tenant's sole cost and expense, shall obtain all building, use and occupancy permits, and licenses required by applicable governmental authorities for Tenant's work, for the use of the Premises and for the conduct of Tenant's business.

12.3.4 All work shall be new and of first quality. All work, whether in the nature of erection, construction, alteration or repair, permitted or required to be made by Tenant, shall be performed and completed in a first-class and workmanlike manner, promptly, efficiently and competently by duly qualified and, if necessary, licensed persons or entities in accordance with all applicable laws, ordinances, rules, regulations and requirements of any governmental authority having jurisdiction over the Premises.

12.3.5 All work (other than furniture and removable trade fixtures) shall at once when made or installed be deemed to have attached to the freehold and to have become the property of Landlord and shall remain for the benefit of Landlord at the end of the term or other termination of this Lease in as good order and condition as when installed, reasonable wear and tear and damage by casualty only, excepted.

12.3.6 Tenant will permit no lien, notice of intention to file lien or other charge (whether arising out of work of any contractor, mechanic, laborer, or materialmen or any mortgage, conditional sale, security agreement or chattel mortgage or otherwise) which might be or become a lien or encumbrance or charge upon the Premises or any part thereof and to suffer no other matter or thing whereby the estate, right and interest of Landlord in the Premises or any part thereof might be impaired.

12.3.7 All work of Tenant shall comply with the Americans with Disabilities Act ("ADA"). In the event any improvement made by Tenant during this Lease triggers the necessity for compliance with ADA within the Premises or Development, Tenant shall be responsible for all costs associated with compliance.

12.4 TENANT'S SIGNAGE Subject to compliance with local codes and ordinances and prior approval of Landlord, Landlord hereby consents to Tenant's construction and installation of signage on the exterior façade above Tenant's unit and the Development pylon sign. At no time shall Tenant place signage in the Common Areas of the Development.

#### ARTICLE 13- COMPLIANCE WITH LAWS

13.1 COMPLIANCE WITH LAWS Landlord hereby represents, warrants and covenants that: (a) it owns fee simple title to the Premises; and (b) the Premises is properly zoned for Tenant's intended use.

#### ARTICLE 14- INSURANCE AND INDEMNITY

14.1 TENANT'S INSURANCE Commencing upon the Possession Date and continuing during the Lease Term, Tenant, at its expense, shall maintain the following insurance coverage: (i) all risk property insurance covering fixtures, equipment and personal property located on the Premises; (ii) worker's compensation insurance with no less than the minimum limits required by law; (iii) employer's liability insurance with such limits as required by law; and (iv) commercial liability insurance, with a minimum limit of \$1,000,000 per occurrence and \$2,000,000 aggregate for property damage, personal injuries, or deaths of persons occurring in or about the Premises. The commercial liability policies shall name Landlord as additional insured to the extent of Tenant's indemnification obligations hereunder, insure on an occurrence basis, and not be cancelable unless ten (10) days prior written notice shall have been given to Landlord. Tenant prior to the Possession Date and at least ten (10) days prior to each renewal of said insurance shall deliver certificates evidencing such coverage to Landlord.

14.2 TENANT'S INDEMNITY. To the fullest extent permitted by law, Tenant shall indemnify, defend (with legal counsel reasonably acceptable to Landlord) and hold harmless Landlord and Landlord's members, agents, partners, shareholders, officers, directors, employees, successors and/or assigns harmless from and against any and all claims, actions, damages, injuries, liabilities, settlements and expenses, including reasonable attorneys' fees, but excluding special or consequential damages arising from or out of (a) any occurrence in, upon or about the Premises, and not caused by the negligence or intentional act of Landlord, and/or (b) any occurrence arising from Tenant's use of the Premises and (c) any breach or default in performance of any of Tenant's obligations under this Lease.

#### ARTICLE 15 - CASUALTY

15.1 DAMAGE TO THE PREMISES In the event the Premises are partially or wholly damaged by fire or other casualty, such that the Premises cannot, in Tenant's reasonable business judgment, be used by Tenant for their intended purposes, or can only be partially used and this Lease is not terminated as otherwise provided in this Lease, then within sixty (60) days of the fire or other casualty, Tenant may elect to (a) terminate this Lease upon ten (10) days written notice to Landlord or (b) restore the Premises to full repair.

15.2 APPLICATION OF INSURANCE PROCEEDS Insurance proceeds received on account of any damage to or destruction to the Premises or any part thereof shall be applied to pay for the cost of repair or restoration of the same. In the event either Landlord or Tenant terminates this Lease pursuant to this Article 15, then Tenant shall be entitled to its insurance proceeds, if any, recovered as a result of such casualty for Tenant's trade fixtures, equipment, furniture, personal property, inventory, and the unamortized value of the tenant improvements, if any, to the extent paid for by Tenant. As used in this Lease, the "unamortized value of the tenant improvements" shall mean the unamortized portion of cost incurred by Tenant to construct any improvements, additions or alterations on or in the Premises assuming such costs are amortized over the Lease Term (or the remainder thereof in effect when such improvements were acquired or constructed) on a straight line basis. The balance of the proceeds for the Premises shall be paid to Landlord. Tenant shall be entitled to retain any insurance proceeds received from insurance policies maintained by Tenant for business interruption.

#### ARTICLE 16 - CONDEMNATION

16.1 TOTAL TAKING. If the entire Premises or Development are appropriated or taken under eminent domain or condemnation proceedings by any public or quasi-public authority, or a transfer or

deed in lieu thereof (each being a "Taking" or "Taken"), this Lease shall terminate on the date of the Taking, and Landlord and Tenant shall be released from liability accruing after that date.

16.2 PARTIAL TAKING OF DEVELOPMENT. If more than one-third (1/3) of the square footage of the Development shall be Taken, then notwithstanding the fact that the Premises are not so Taken, either Landlord or Tenant shall have the right, at its option to be exercised by written notice to the other, to terminate this Lease effective as of the date title vests in the condemning authority; provided, however, Landlord may not terminate this Lease unless it concurrently terminates the leases of all other tenants in the Development.

16.3 PARTIAL TAKING OF PREMISES. If (a) all of the Premises, (b) so much of the Premises or the Common Areas are taken that the Premises cannot reasonably be used by Tenant for the same purposes as immediately prior to any taking or (c) a portion of the Premises which renders the Premises no longer one contiguous unit, shall be acquired or condemned by right of eminent domain or transferred by agreement in lieu of condemnation for any public or quasi public use or purpose or sold to a public authority under the threat thereof in lieu of a taking, then Tenant at its election may terminate this Lease by giving notice to Landlord within thirty (30) days following the date of surrendering possession, and in such event rentals shall be apportioned and adjusted as of the date of termination. If this Lease shall not be terminated as aforesaid, then it shall continue in full force and effect, and Landlord shall within a reasonable time after possession is physically taken, repair or rebuild what remains of the Premises for Tenant's occupancy to a complete architectural unit as similar as practical to that existing immediately prior to such taking; and just a proportion of the Minimum Rent shall be abated based upon the proportion of usable square footage of the Premises during such reconstruction bears to the square footage of the Premises immediately prior to such taking and reconstruction until such repairs and rebuilding are complete. Following such reconstruction, the Minimum Rent shall be abated based upon the proportion that the square footage of the Premises following such taking bears to the square footage of the Premises immediately prior to such taking, for the remainder of the Lease term. In addition, in the event a partial taking of the Premises occurs within the last two (2) years of the Term, Tenant shall have the right, at its election, to terminate this Lease. Landlord reserves all rights to damages on account of any taking or condemnation or any act of any public or quasi public authority for which damages are payable; however, Landlord does not reserve any damages payable as compensation for, depreciation to, and cost of removal of Tenant's stock, equipment and trade fixtures installed by Tenant at its own cost which are not part of the realty, loss of Tenant's business, relocation expenses, and the unamortized value of the tenant improvements, and to the extent Landlord receives condemnation proceeds for the foregoing, it shall promptly pay the same to Tenant. Landlord's obligation under this Article 16 shall survive the expiration or sooner termination of this Lease.

## ARTICLE 17 - HAZARDOUS MATERIALS



17.1 TENANT'S OBLIGATIONS Tenant hereby covenants that Tenant and its agents, employees and contractors will not generate, store, use, treat or dispose of any Hazardous Substances (as hereinafter defined) in, on or at the Premises, except for Hazardous Substances commonly used in retail operations, and so long as Tenant strictly complies or causes compliance with all laws, statutes, rules, orders, regulations, ordinances and decrees concerning the use or storage of such Hazardous Substances. Tenant hereby agrees to indemnify Landlord and hold Landlord harmless from and against any and all claims, damages, fines, judgments, penalties, costs, liabilities or losses (including, without limitation, reasonable attorneys' fees, and consultant and expert fees) arising as a result of: (a) the leakage, spillage, discharge, or release of any hazardous material as a result of Tenant's or its agents', employees', or contractors' acts or omissions; or (b) Tenant's violations of any environmental laws, regulations, ordinances or rules with respect to the Premises.

17.2 HAZARDOUS SUBSTANCES As used herein, the term "Hazardous Substances" shall mean and include those elements or compounds which are contained in the lists of hazardous substances or wastes now or hereafter adopted by the United States Environmental Protection Agency (the "EPA") or the lists of toxic pollutants designated now or hereafter by Congress or the EPA or which are defined as hazardous, toxic, pollutant, infectious or radioactive by CERCLA or any Superfund law or any Superfund law or any other federal, state or local statute, law, ordinance, code, rule, regulation, order or decree regulating, relating to, or imposing liability or standards of conduct concerning, any hazardous, toxic or dangerous waste, substance or material, as now or at any time hereafter in effect.

17.3 SURVIVAL The obligations under this Article 17 shall survive the expiration or earlier termination of the Lease Term.

#### ARTICLE 18 - SURRENDER & HOLDOVER

18.1 SURRENDER Upon expiration or termination of this Lease, Tenant shall surrender the Premises (and any permitted or approved additions, alterations or improvements not constituting Tenant's trade fixtures, trade equipment or personal property) to Landlord in the same condition as existed on the date Tenant opened for business in the Premises, except for reasonable wear and tear, condemnation, or damage caused by fire or other casualty excepted.

18.2 HOLDOVER In the event Tenant shall hold the Premises after the expiration of the Term without the consent of Landlord, such holding over shall be deemed to have created a tenancy from month to month which shall be terminable upon thirty (30) days' written notice by either party to the other, and which shall be subject to all terms and provisions of this Lease, except that the monthly minimum rent shall be 125% of monthly minimum rent payable by Tenant to Landlord during the last twelve (12) month period of the Lease Term (excluding any holdover term).

#### ARTICLE 19 - SUBORDINATION/ESTOPPEL/SALE

19.1 Subordination Tenant agrees that this Lease shall be subordinate to any mortgage, deed of trust, or other lien hereinafter placed upon the Development as a whole by Landlord, provided the holder of such subsequent mortgage, deed of trust or other lien delivers to Tenant a non-disturbance agreement, in form and substance reasonably acceptable to Tenant.

19.2 Certificate Tenant covenants and agrees, within ten (10) days after Landlord's written request, to execute and deliver to Landlord at no cost and expense to Landlord:





(a) Any documents necessary to subordinate this Lease to any rights and/or easements for utilities, ingress, egress, parking, party walls and/or common walls, and to the lien(s), of any mortgage Landlord desires to place on the Development; and/or

(b) A certificate to any proposed mortgagee or purchaser of all or any portion of the Development certifying that this Lease is in full force and effect, that there are no defenses or offsets thereto on Tenant's part, if such be the case, or if not, stating those claimed by Tenant, and further certifying to such matters as Landlord may reasonably request.

19.3 Sale by Landlord. In the event of the sale or transfer of the Premises or the Development, Landlord automatically shall be deemed released from further liability and obligations under this Lease as of the effective date of such sale or transfer, which shall be defined to mean the day or recording of the conveyance deed.

19.4 Attornment. If any person shall succeed to all or part of Landlord's interest in the Premises, whether by purchase, foreclosure, deed in lieu of foreclosure, power of sale, termination of lease, or otherwise and if so requested or required by such successor in interest, Tenant shall attorn to such successor in interest shall reasonably request.

## ARTICLE 20 - MISCELLANEOUS

### 20.1 REMEDIES AND WAIVER

20.1.1 The remedies provided to Landlord hereunder are intended to be in addition to and not in lieu of any other remedies, including specific performance and/or injunction, which may be available to Landlord at law, or in equity. In addition, all remedies to which Landlord may be entitled under the terms of this Lease are cumulative.

20.1.2 No waiver by Landlord of any covenant or condition or of the breach of any covenant or condition of this Lease shall be taken to constitute a waiver of any subsequent breach of such covenant or condition nor to justify or authorize the nonobservance on any other occasion of the same or of any other covenant or condition hereof; nor shall the acceptance of rent by Landlord at any time when Tenant is in default under any covenant or condition hereof be construed as a waiver of such default or of Landlord's right to terminate this Lease on account of such default; nor shall any waiver or indulgence granted by Landlord to Tenant be taken as an estoppel against Landlord. It is expressly understood that if at any time Tenant shall be in default in any of its obligations hereunder, the acceptance by Landlord of rent or other charges during the continuance of such default or the failure on the part of Landlord to promptly avail itself of such rights or remedies as Landlord may at any time thereafter, if such default continues, terminate this Lease or assert any other rights or remedies available to it on account of such default in the manner hereinbefore provided.

20.2 QUIET ENJOYMENT. Provided no event of default by Tenant has occurred and is continuing beyond any applicable notice and cure period, Landlord shall secure to Tenant during the Lease Term, including any extensions or renewals thereof, the quiet, peaceful and uninterrupted exclusive possession of the Premises and all rights and privileges appertaining thereto. Any renewal options shall extend to the benefit of Tenant's assignees and sublessees. All of Tenant's remedies shall be construed to be cumulative and non-exclusive.



20.3 TIMEFORCOMPLIANCE Any time period for Tenant's performance of its obligations under this Lease, which is less than fifteen (15) days, shall be deemed to mean "business days." A "business day" is any day other than a Saturday, Sunday or day on which banking institutions in the city in which the Premises is located are authorized or required by law or executive order to be closed.

20.4 FORCEMAJEURE Whenever a period of time is prescribed in this Lease for action (other than the payment of money) to be taken by Landlord or Tenant, then Landlord or Tenant, as the case may be, shall not be liable or responsible for, and there shall be excluded from the computation of any such period of time, any delays due to strikes, riots, acts of God, civil commotion, fire or casualty, shortages of labor or materials, war, governmental laws, regulations or restrictions, or any other causes of any kind whatsoever that are beyond the reasonable control of Landlord or Tenant, as the case may be.

20.5 BROKERS Landlord agrees to pay to commission due as a result of this Lease, and Landlord shall indemnify, defend and hold Tenant harmless against the same.

20.6 RULESAND REGULATIONS Any and all rules and regulations promulgated by Landlord shall be reasonable, non-discriminatory and uniformly enforced. In the event of any conflict between the terms of this Lease and Landlord's existing or future rules and regulations, the terms of this Lease shall control.

20.7 LANDLORD'S ACCESS Except in the event of an emergency threatening imminent damage to person or property, Landlord shall not enter or access the Premises without providing Tenant prior reasonable notice and the opportunity to have a representative present at the time of Landlord's entry in the Premises.

20.8 NOTICES All notices required or permitted to be given under this Lease shall be in writing and shall be sent by registered or certified mail, return receipt requested, or by a reputable national overnight courier service, postage prepaid, or by hand delivery, and if to Tenant, addressed to Tenant at \_\_\_\_\_; and if to Landlord, addressed to Landlord at 5003 Milan Road, Sandusky, Ohio 44870 c/o Kula Lynch. Either party may change its address for all subsequent notices upon written notice in accordance with this Section. Any such notice, demand, request or other communication shall be considered received on the earliest of the date of personal delivery or actual receipt, or seven (7) days after deposit in the United States mail as provided above, or the next business day after deposit with an overnight courier. Rejection or other refusal to accept or inability to deliver because of changed address of which no notice was given shall be deemed to be receipt of the notice, demand, request or other communication.

20.9 SUCCESSORSAND ASSIGNS Each and every covenant, term, condition and obligation contained in this Lease shall apply to and be binding upon and inure to the benefit or detriment of the respective legal representatives, heirs, successors and permitted assigns of Landlord and Tenant. Whenever reference to the parties hereto is made in this Lease, such reference shall be deemed to include the legal representatives, successors, and heirs and permitted assigns of said party the same as if in each case expressed. The term "persons" when used in this Lease shall mean any individual, corporation, partnership, firm, trust, joint venture, business association, syndicate, government or governmental organization or any other entity.



20.10 HEADINGS INTERPRETATION The headings to the various Articles and Sections of this Lease have been inserted for purposes of reference only and shall not limit or define or otherwise affect the express terms and provisions of this Lease. Whenever the singular or plural number, or masculine, feminine, or neuter gender is used in this Lease, it shall equally apply to, extend to, and include the other. Each party acknowledges that it has had the opportunity to consult counsel with respect to this Lease, and therefore, the normal rule of construction to the effect that any ambiguities are to be resolved against the drafting party shall not be employed in the interpretation of this Lease or any exhibits or amendments hereto.

20.11 ATTORNEYS' FEES If either party should prevail in any litigation, arbitration or other legal proceeding instituted by or against the other related to this Lease, the prevailing party shall receive from the non-prevailing party all costs and reasonable attorneys' fees incurred in such proceeding, including costs on appeal.

20.12 SEVERABILITY If any clause or provision of this Lease is illegal, invalid or unenforceable under present or future laws, then and in that event, it is the intention of the parties hereto that the remainder of this Lease shall not be affected thereby. It is also the intention of the parties to this Lease that in lieu of each clause or provision of this Lease that is illegal, invalid or unenforceable, there be added, as a part of this Lease, a clause or provision as similar in terms to such illegal, invalid or unenforceable clause or provision as may be possible and be legal, valid and enforceable.

20.13 COUNTERPARTS This Lease may be executed in any number of counterparts, each of which shall be an original, but all of which shall constitute one instrument.

20.14 APPLICABLE LAW This Lease shall be construed under and enforced in accordance with the laws of the State of Ohio without regard to choice of law principles.

20.15 ENTIRE AGREEMENT; AMENDMENTS This Lease sets forth the entire understanding and agreement of Landlord and Tenant with respect to the Premises; all courses of dealing, usage of trade and all prior representations, promises, understandings and agreements, whether oral or written, are superseded by and merged into this Lease. No modification or amendment of this Lease shall be binding upon Landlord and Tenant, or either, unless in writing and fully executed.

20.16 PATRIOTACT Tenant, its officers, directors, managers and members, represents and warrants to Landlord that Tenant is not a party with whom Landlord is prohibited from doing business pursuant to the regulations of the Office of Foreign Assets Control ("OFAC") of the U.S. Department of the Treasury, including those parties named on OFAC's Specially Designated Nationals and Blocked Persons List. Tenant is currently in compliance with, and shall at all times during the lease term remain in compliance with, the regulations of OFAC and any other governmental requirement relating thereto. In the event of any violation of this section, Landlord shall be entitled to immediately terminate this Lease and take such other actions as are permitted or required to be taken under law or in equity. Tenant shall defend, indemnify and hold harmless Landlord from and against any and all claims, damages, losses, risks, liabilities and expenses (including attorney's fees and costs) incurred by Landlord arising from or related to any breach of the foregoing certifications. These indemnity obligations shall survive the expiration or earlier termination of this Lease.





THIS LEASE is executed to be effective as of the Lease Commencement Date.

TENANT:

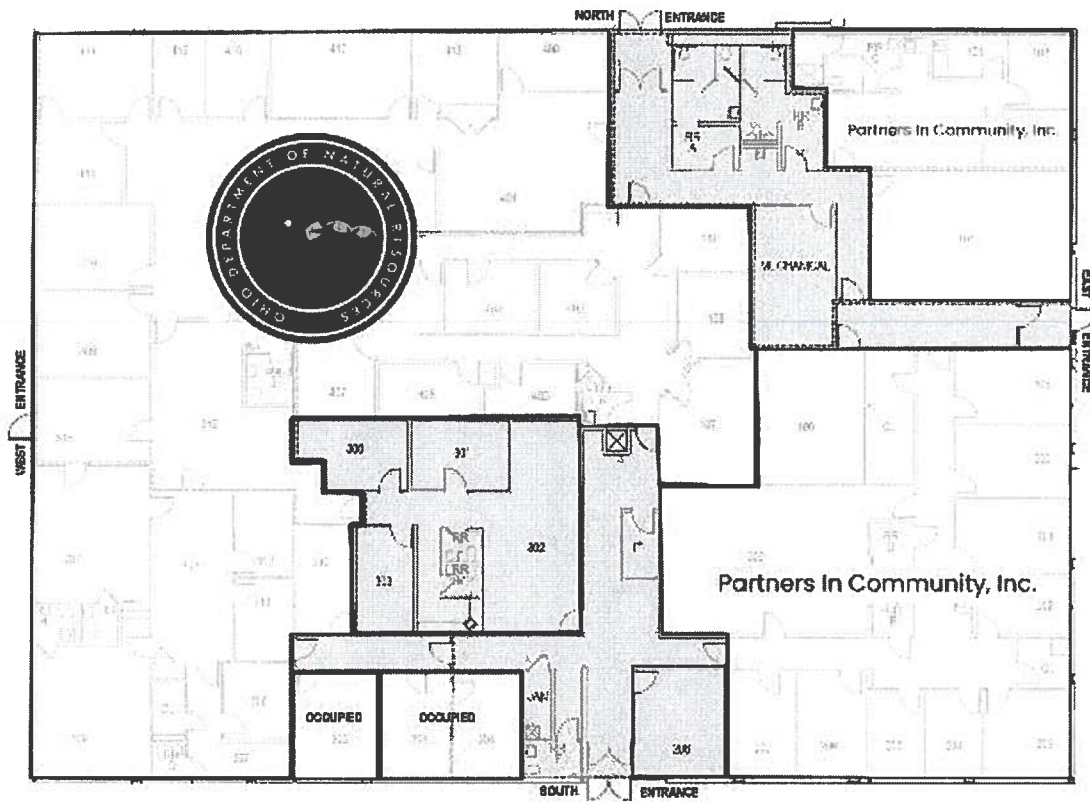
By: \_\_\_\_\_  
Name: Erica Taylor

LANDLORD:

By: \_\_\_\_\_  
Name: John M. Hoty  
Title: Manager

# EXHIBIT A

## Premises



**May 11, 2021**

**Economic Development Incentive Committee Summary**

**Dott Investments, Inc. (dba Kiddie Korral)**

<b>Applicant:</b>	Doris McGookey 315 W. Follett Street Sandusky, OH 44870
<b>Principal Owners:</b>	Doris McGookey – 50% Harry McGookey – 50%
<b>Recommendation:</b>	\$3,500.00 Economic Development Fund grant to be approved upon recommendation by the Economic Development Incentive Committee; 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 <u>December 31, 2021</u> .

**Project Description**

Since 1973, Kiddie Korral has been providing childcare and preschool services to Sandusky families. The company has two locations. The facility at 315 W. Follet Street can accommodate up to 100 children.

Kiddie Korral seeks to improve the appearance and functionality of its Follet Street location through sign repair, landscaping and parking lot resurfacing. An attractive landscape design has been prepared by Corsos Flower and Garden Center. The total project cost is \$8,966.94.

---

Assistance from the Economic Development Fund to Kiddie Korral will improve the experience of customers and the attractiveness of the neighborhood at the business's Follet Street location.

**Project Uses**

Sign repair	\$602.52
Landscaping	\$3,264.42
Asphalt Resurfacing	<u>\$5,100.00</u>
<b>Total</b>	<b>\$8,966.94</b>

**Project Sources**

Sandusky Economic Development Fund	\$3,500.00
Owner Equity	<u>\$3,600.00</u>
<b>Total</b>	<b>\$5,466.94</b>

**Financial Summary**

Payroll (YR1 = \$520,000, YR2 = \$520,000, YR3 = \$520,000).

---



# McGookey

LAW OFFICES

The Real Estate Lawyers  
Real Estate Success for 38 Years!

April 20, 2021

John Storey  
Economic Development Specialist  
City of Sandusky  
Department of Economic Development  
240 Columbus Ave  
Sandusky, Ohio 44870

*Sent via email to [jstorey@ci.sandusky.oh.us](mailto:jstorey@ci.sandusky.oh.us)*

Re: Signage & Facade Grant Application/Kiddie Korral, 315 W. Follett, Sandusky, Ohio 44870

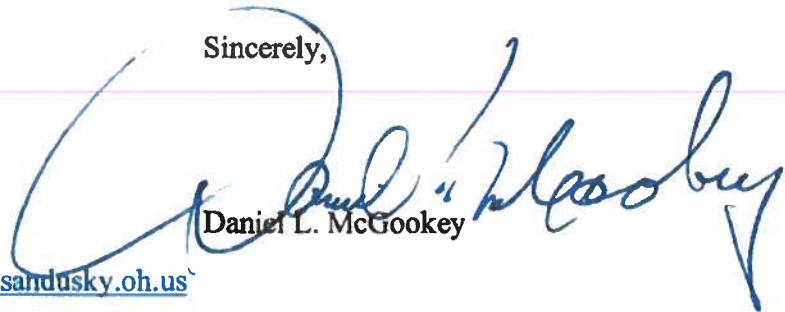
Dear John,

Enclosed is the completed Application for a Signage and Façade grant I am submitting on behalf of my mother, Doris McGookey, for her daycare and child development business, Kiddie Korral. Kiddie Korral has been operating in Sandusky for 50 years and is now caring for and instructing the grandchildren of its original parents.

I am proud to assist her in this process. As you will see from the Application, the funds sought will help defray the costs of beautifying, through landscaping and new signage, the front of the developmental center located at 315 W. Follett Street in Sandusky.

Thanks to you and the Committee for considering this request. If any further information is needed, please do not hesitate to let me know.

Sincerely,



Daniel L. McGookey

cc. Jonathan Holody at [jholody@ci.sandusky.oh.us](mailto:jholody@ci.sandusky.oh.us)  
Doris McGookey



[www.mcgookeylaw.com](http://www.mcgookeylaw.com)

225 Meigs Street – Sandusky, OH 44870  
Telephone: 419-502-7223  
Fax: 419-502-0044

Daniel L. McGookey  
[Dmcgookey@mcgookeylaw.com](mailto:Dmcgookey@mcgookeylaw.com)  
Cell: 419-271-5094

Tracy Lynn  
[tlynn@mcgookeylaw.com](mailto:tlynn@mcgookeylaw.com)  
Tel: 419-502-7223

Applicant / Borrower Company:

Doris A McGookey (owner of building)  
DorH Investments, Inc. dba Kiddie Korral  
(Applicant Name) (operating company)

Doris A. McGookey, Trustee and owner  
(Title)

(Company Name – if different than Applicant Name)

315 W. Foilett Street

(Street Address)

(Suite, Apt, etc.)

Sandusky, OH 44870

(City, State, Zip)

(419) 901-0007

(Phone Number)

34-1285782

(Federal Tax ID or last 4 of SSN)

dmcgookey@mcgookeylaw.com  
hdmcgookey@gmail.com

(Email)

(Fax Number)

Existing Business Information:

Type of Business: ☒ Commercial ☐ Retail ☐ Service  
☐ Other \_\_\_\_\_

Legal Structure: Ohio Corporation

Primary Product or Service: Daycare and Preschool Education

Date Established: 1973 NAICS-SIC Code: \_\_\_\_\_

Website \_\_\_\_\_ (if \_\_\_\_\_ applicable):  
\_\_\_\_\_  
\_\_\_\_\_

Principal Officers / Owners:

Name / Title: Doris A. McGookey (D+H Investments, Inc)  
Email: hdmcgookey@gmail.com Phone: 419-901-0007  
SSN (last 4): 8825 % Ownership: 50%

Name / Title: Harry C. McGookey (D+H Investments, Inc)  
Email: hdmcgookey@gmail.com Phone: 419-901-0066  
SSN (last 4): 8118 % Ownership: 50%

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

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



Location of Proposed Project:

315 W. Follett Street

(Address)

Sandusky OH 44870

(City, State, Zip)

Erie

(County)

If a relocation, indicate from where \_\_\_\_\_

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).

Kiddie Korral began its child daycare and preschool operations in Sandusky in 1973. Five years later, the business moved to its current location at 315 W. Follett. Almost 50 years after opening its doors, Kiddie Korral is more strong and vibrant than ever. Thousands of children have passed through Kiddie Korral's doors, and the business can proudly claim that it has many 3 generation families. Doris McGookey, the founder, remains active in the business with her grand daughter, Beth Ferguson, in day to day control.



**Project Description:**

Please provide a brief description of the project to be undertaken for which City assistance is being sought (attach additional page if necessary).

This project is for the beautification and functionality of the exterior of the building. It has 3 components, which are interrelated. First, the exterior sign is in need of repair. Next, a natural barrier in the form of Arborvitae along the west side of the property will be provided by Corsos Landscaping. Finally, the asphalt parking lot is marked with pot holes which badly need to be filled.

**Business/Personal References:**

Name / Title: Daniel McGrookey, Attorney At Law  
Email: dmcgrookey@mcgrookeylaw.com Phone: 419-271-5097  
Relationship: Son

Name / Title: Rich Finneran  
Email: rfinneran@civistabank.com Phone: 419-627-4659  
Relationship: Banker

Name / Title: Randall Ruthsatz, CPA

Email: marcpa@sbcglobal.net

Phone: 419-625-5000

Relationship: Accountant

**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).

**Total Project Cost (itemize below):**

Sign: A Man and His Brush	\$479.69
loris Printing	\$122.83
landscaping: Gorsos	\$3264.42
Asphalt: TL Construction	\$5100.00
<b>TOTAL:</b>	<b>\$8966.94</b>

**Owner Equity (dollars and source):** 10090

**Private Lending (dollars, source, and terms):** N/A

**Request for City Assistance (dollars and type):** \$8966.94

**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.

Start

Complete

N/A

Site Control

Project is set to begin within two weeks, and will be completed within two weeks thereafter self-financed from existing funds.

Financing

Construction

Other

**Project Impact and Employment (N/A for Signage):**

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

ED Program Guidelines & Application 1/1/2020

**Project Concept (N/A for Signage):** 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?

Kiddie Korral has been at 315 W. Fillett St for approximately 35 years. The area is a mix of homes and commercial enterprises. (eg. The Post Office, Jobs and Family Services, etc.) This project will add to the beautification of the area and make it an even more pleasant area for the surrounding residents.

**Attachments:**

The following should be submitted with your ED Application:

- ☐ 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**
- ☒ 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?		X
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.

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.

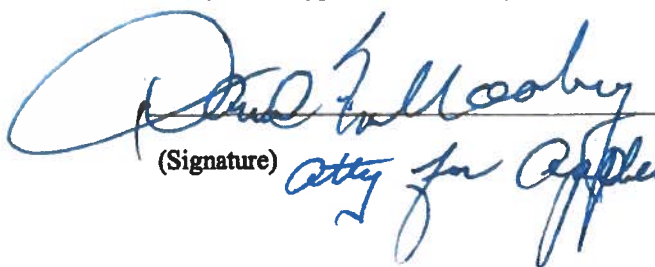
The undersigned understands that if the business or enterprise receiving grant funding moves or relocates to a different location outside of the municipal boundaries of Sandusky within three (3) years from the effective date of the grant agreement, that the grant funding will be rescinded in its entirety 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: D+H Investments, Inc

By: Doris A. McGookey

(Print or type name and title)

  
(Signature) Atty for Applicants

4/20/21  
(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**

John Storey, Economic Development Specialist

Department of Community Development  
240 Columbus Avenue  
Sandusky, Ohio 44870

Phone: 419.627.5783  
Email: [jstorey@ci.sandusky.oh.us](mailto:jstorey@ci.sandusky.oh.us)

# INVOICE

A Man and His Brush

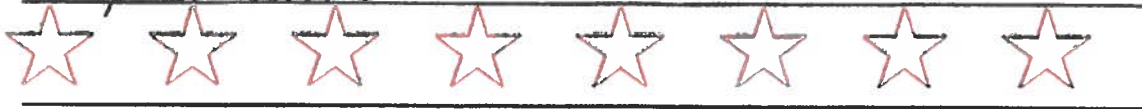


BILL TO: Kiddle KORRAL

INVOICE #: 03272221

INVOICE DATE: 3/27/21

Only Estimate



DESCRIPTION:

AMOUNT:

MATERIALS

199.69 + TAX

HOURS by two WORKERS 8hrs

280.00

\$ 479.69

ANY QUESTIONS OR CONCERNS PLEASE CONTACT ME AT: (419) 271-2943



STORE # 3265 SAND  
1101 LakeCrest Parkway  
Sandusky, OH 44870

FAX: (419) 621-1566  
EMAIL: SANDBuildingMaterials@menards.com



GUEST NAME - ADDRESS - PHONE

**PICKING LIST - GUEST COPY**

**PAGE 1 OF 1**



**AT YARD ENTRANCE**

Ph:  
JOB DESC:

SOLD BY: BRIAN M.  
DATE: 03/13/21

QUANTITY	DESCRIPTION	SKU NUMBER
2 EACH	2X4-4' AC2 GREEN TREATED GROUND CONTACT	111-0795
2 EACH	2X4-10' AC2 GREEN TRTD GROUND CONTACT	111-0821
1 EACH	2X6-8' AC2 GREEN TREATED GROUND CONTACT	111-1024
1 EACH	2X8-10' AC2 GREEN TREATEDGROUND CONTACT	111-1338
1 EACH	4X4-4' AC2 GREEN TREATED GROUND CONTACT	111-2191
2 EACH	4X6-10' AC2 GREEN TREATEDGROUND CONTACT	111-2434
1 EACH	3/4 (23/32CAT) 4X8 ACX PLY RADIATA 5 ORNGE	125-1064

**TO AVOID PRODUCT NOT BEING AVAILABLE ON A LATER DATE  
PLEASE PICK UP ALL MERCHANDISE TODAY. THANK YOU.**

This is a quote valid today. Upon payment this quote becomes a yard picking list subject to the terms and conditions below. Quantities listed above may exceed quantities available for immediate pick-up. Product is not held for a specific guest, but instead is available to the buying public on a first come, first serve basis. Please pickup all purchases made on this picking list immediately. Failure to pick up products on this picking list today will result in additional charge to you if, on the day of pick up, the retail price of the products are higher than on the day purchased. Menards liability to you is limited to refunding your original purchase price for any product not picked up.

**Guest Instructions:**

1. Take this picking list to a cashier to pay for the merchandise.
2. Enter the outside yard to pick up your merchandise. (All vehicles are subject to inspection.)
3. Load your merchandise. (Menards Team Members will gladly help you load your materials but cannot be held liable for damage to your vehicle.)
4. When exiting the yard, present this list to the Gate Attendant. (The Gate Attendant will record the items you are taking with you.)
5. Sign the Gate Attendant's signature pad verifying you've received the merchandise.

**PRE-TAX TOTAL: 199.69**

Our insurance does not allow us to tie down or secure your load, trunk lid, etc. For your convenience, we supply twine, but you will have to decide whether or not your load is secure and if the twine supplied is strong enough. If you do not believe the twine will suffice, stronger material can be purchased inside the store.

**READ THE TERMS AND CONDITIONS CAREFULLY.** All returns are subject to Menards' posted return policy. In consideration for Menards low prices you agree that if any merchandise purchased by you is defective, Menards will agree to exchange the merchandise or refund the purchase price based on the form of original payment. You agree that there shall be no other remedy available to you. If there is a warranty provided by the manufacturer, that warranty shall govern your rights and Menards shall be selling the product "AS IS." Oral statements do not constitute warranties, and are not a part of this contract. The guest agrees to inspect all merchandise prior to installing or using it. **UNDER NO CIRCUMSTANCES SHALL MENARDS BE LIABLE FOR ANY SPECIAL, INCIDENTAL, OR CONSEQUENTIAL DAMAGES.** **MENARDS MAKES NO WARRANTIES, EXPRESS OR IMPLIED, AS TO MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE OF THE MERCHANDISE.** Any controversy or claim arising out of or relating to this contract, or the breach thereof, shall be settled by arbitration administered by the American Arbitration Association under its applicable Consumer or Commercial Arbitration Rules, and judgments on the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. The guest agrees to these terms and conditions through purchase of merchandise contained on this document.

**THIS IS NOT A RECEIPT**

**SELF-SCAN HERE ==>**





2111 Cleveland Road • Sandusky, Ohio 44870  
Fax 419-626-4808

**419-626-6648**

**LORIS**  
PRINTING.NET

## Invoice

**No: 31200**

**Date: 3/29/2021**

**Doris McGookey**  
**Kiddle Korral**  
**Sandusky Ohio**

Acct.No	Ordered by	Phone	P.O. No	Prepared by	Sales Rep	Ship By
1699	Doris McGookey			Debby		Customer Pickup
Quantity	Description					Price
2	Large 2-Sided Sign (2 separate Panels) 1 Original 46 x 84.5 Design Arlon 4500 GLX 46 x 84.5 3mm Aluminum ACM Panel 46 x 84.5 Arlon 3420 Gloss 46 x 84.5					396.09
Thank you for the order. Payment \$300.00 Check 03/29/2021					Subtotal	396.09
					Tax	26.74
					TOTAL	422.83
					Paid	-300.00
					BALANCE	122.83
					Terms	Due Upon Receipt
Received by _____ Date _____						

**Please pay from this invoice.**

Loris Printing, Inc. • 2111 Cleveland Road Sandusky OH 44870 419-626-6648

(pri)



Corso's Landscape  
3404 Milan Road  
Sandusky, OH 44870  
Phone: (419) 626-0765  
Fax: (419) 609-0057

March 23, 2021  
Estimate# E44

KIDDIE KORRAL  
315 WEST FOLLETT ST  
SANDUSKY, OH 44870

### HEDGE PLANTING

#### Plants

Qty	Name	
12	TECHNY ARBORVITAE - 5' B&B	\$2,237.88
		DISCOUNT:
		\$893.00
		<b>TOTAL</b>
		<b>\$1344.88</b>

#### Materials

Qty	Name	Total
5.5 Yd	HARDWOOD MULCH	\$214.50
12	6' TREE STAKE	\$60.00
1 BALE	PEAT MOSS	\$20.00
3 lb	RONSTAR	\$14.61
	FERTILIZER TREE & SHRUB	\$12.00

#### Labor

Name	Total
HR LABOR	\$1,272.00

#### Equipment

Qty	Name	Total
1 Day	DINGO AND AUGER	\$120.00

**HEDGE PLANTING Total: \$3,057.99**

**Subtotal: \$3,057.99**

**ERIE (6.75%): \$206.41**

**Grand Total: \$3,264.40**

Sales Person: *Nicholas J. Corso*

Date: 03/23/2021

Corso, Nicholas

Client Signature: \_\_\_\_\_

Date: \_\_\_\_\_

**Payment Schedule**

Upon Contract Signing	50.00%	\$1,632.21
Upon Completion	50.00%	\$1,632.19

We propose to furnish labor and material - complete in accordance with the above specifications. Homeowner is responsible for any permits required.

Note: This proposal may be withdrawn by us if it is not accepted within 60 days.

Corso's Landscape is not responsible for damage to private underground utilities, sprinklers, dog fence, TV Cable, etc. Property owner is responsible for locating the above before Corso's arrival.

Payment is to be made as follows: 1/2 down, balance is payable in full upon completion of job. A finance charge is computed at a rate of 2% per month on all accounts after 15 days.

Qty	Botanical Name	Common Name	Size/Condition
	Other Plants		
12	THUJA OCC. TECHANT ARBORVITAE	TECHANT ARBORVITAE	5' B&B



<b>KIDDIE KORRAL</b> 315 WEST FOLETT ST. SANDUSKY, OH 44870			
client	date	revision	
scale	1" = 8'	03/23/2021	
drawn by	checked by	drawing #	
NICHOLAS J. CORSO		1	

# 7L Construction, LLC.

553 Southwest St. Bellevue, Ohio 44811  
Phone 419-483-8347 Fax 419-483-7481

March 30, 2021

To: Kiddie Korral  
315 W. Follett Street  
Sandusky, OH 44870

RE: Asphalt Parking Lot Repair

7L Construction, LLC. is pleased to submit a quotation for the above referenced project per the following specifications.

Provide all equipment, labor, and material needed to complete the following:

**Asphalt Parking Lot (Approx. 9,460 SF)**

- Mill approximately 400 SF of failed asphalt to a depth of 2" and haul spoils offsite
- Tack asphalt for proper adhesion of new asphalt
- Provide and Install 2" #448-1 asphalt surface course in milled areas and compact with a vibratory roller in one lift
- Seal new asphalt edge where it meets existing asphalt with hot rubberized tar

We propose hereby to furnish material and labor, complete in accordance with the above specifications for the sum of..... **\$5,100.00**

**Exclusions and Clarifications**

- Any adjustments due to unforeseen hidden utilities or other unknown objects encountered during the job will be made with a field change order
- All work to be coordinated with property owner

Brad Klausing

7L Construction, LLC.

March 30, 2021

Date

*Donna M. Dookey*

Acceptance of proposal

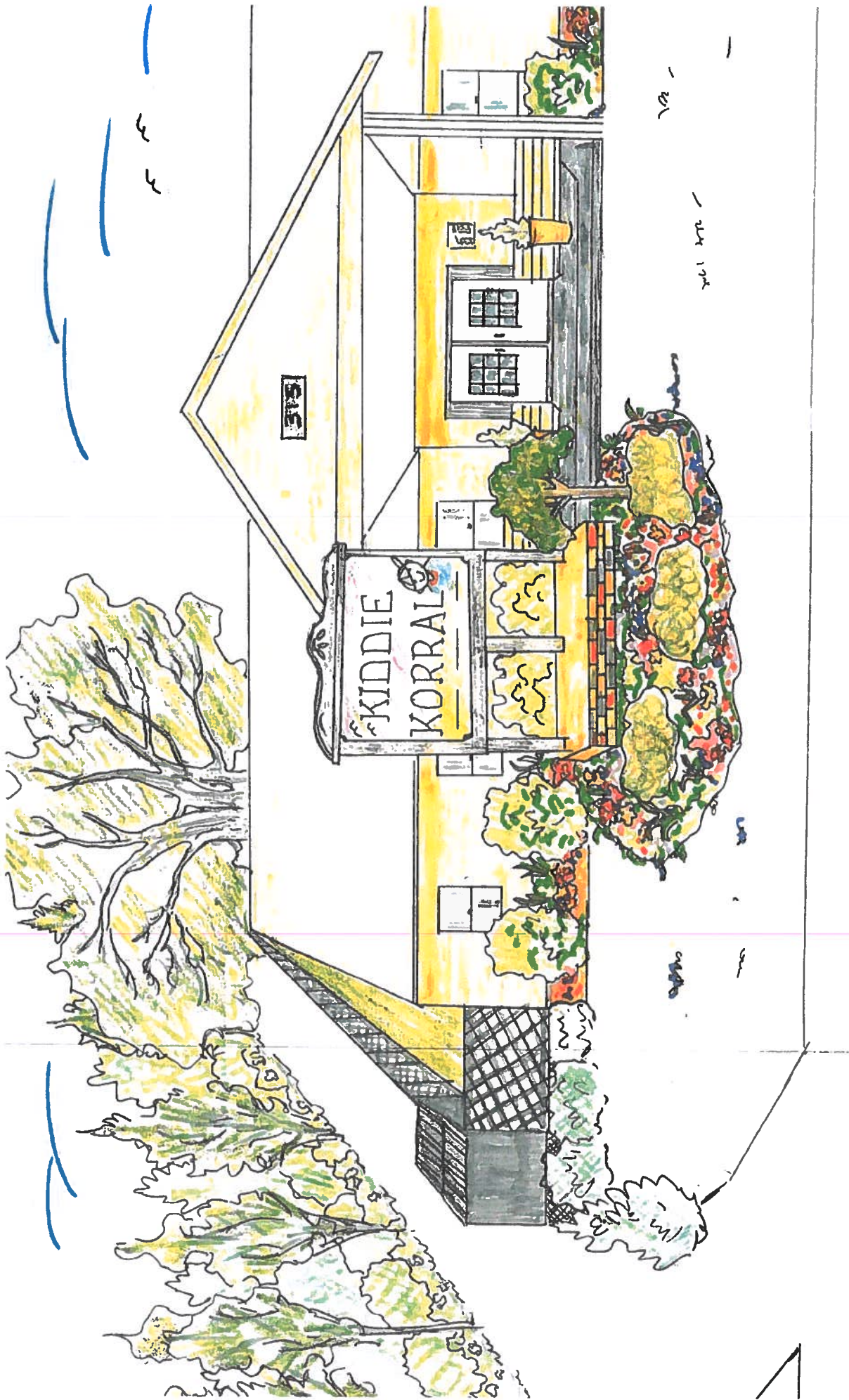
4-4-21

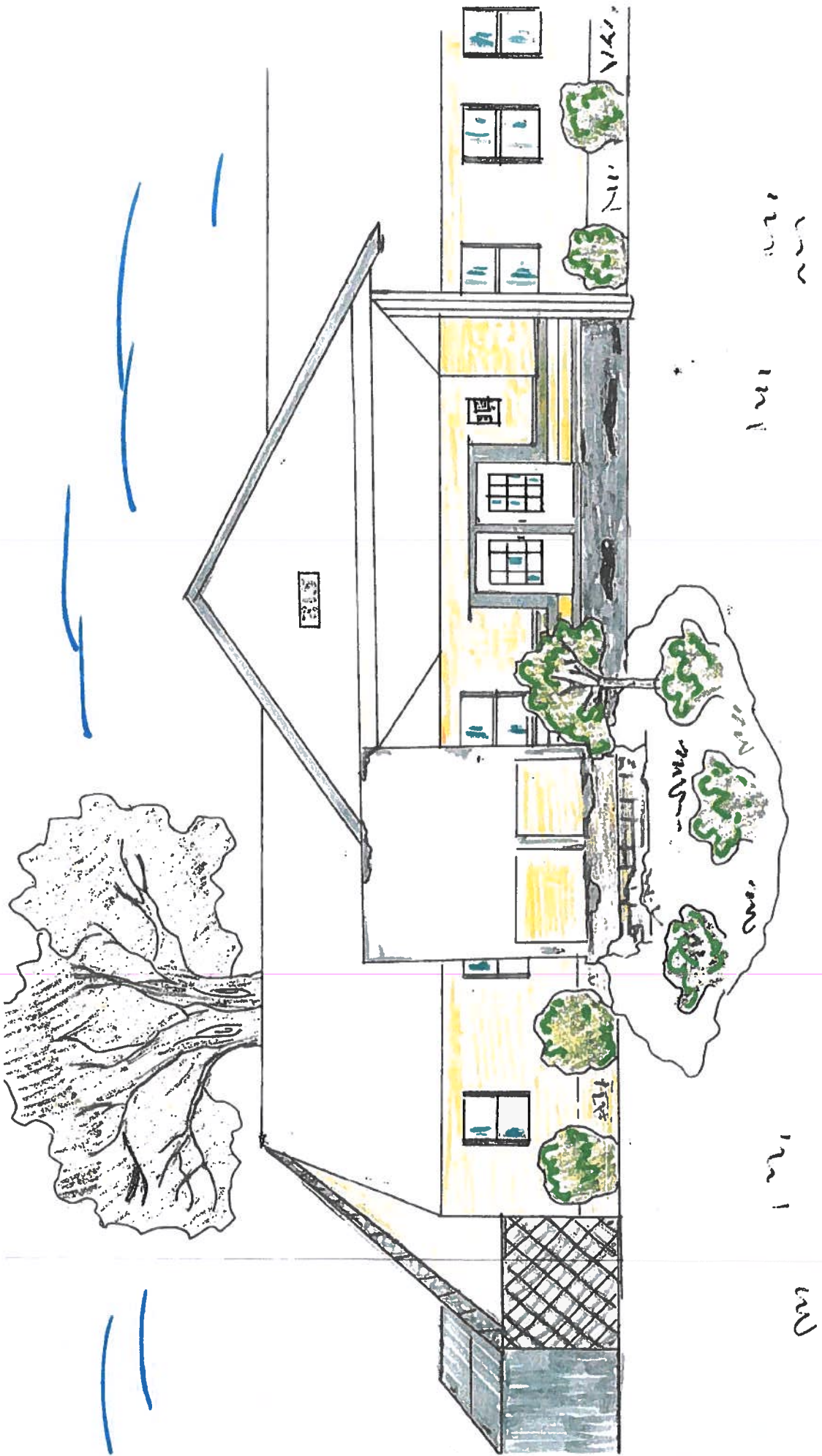
Date

The above specifications are satisfactory and are hereby accepted. You are authorized to do the work as specified; payment will be made in full thirty days from date of invoice

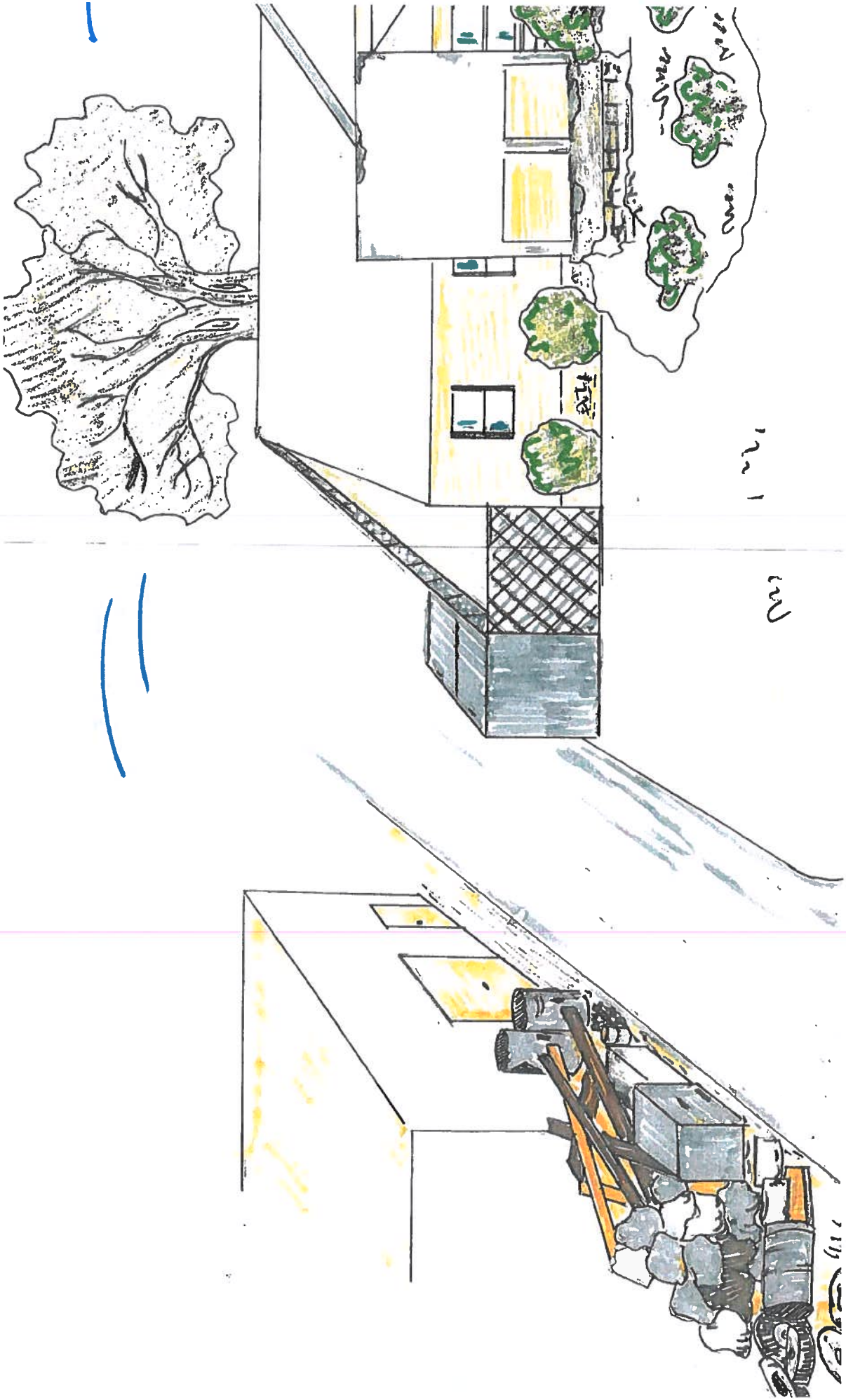
Proposal valid for thirty days only











**May 11, 2021**

**Economic Development Incentive Committee Summary**

**Venue 634 L.L.C.**

**Applicant:** Katharine Korobkin  
634 Columbus Avenue  
Sandusky, OH 44870

**Principal Owners:** Katharine Korobkin – 100%

**Recommendation:** \$15,000.00 Economic Development Fund grant to be approved upon recommendation by the Economic Development Incentive Committee and approval of the Sandusky City Commission; 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**

Venue 634 L.L.C. purchased the historic building at 634 Columbus Avenue in 2017. The company seeks to establish a modern and elegant event space to accommodate up to 85 guests.

The proposed project includes extensive renovations and equipment installation at a total cost of \$226,052. The company is working closely with the City's Building Department to ensure compliance with all applicable regulations. The project is expected to be completed in July 2021.

Ms. Korobkin is a classically trained chef with a degree in Culinary Arts. She is also the owner of Sweet Potato Catering. Assistance from the Economic Development Fund will help her launch another successful business in Sandusky and revitalize a historic structure at the gateway to Downtown Sandusky.

**Project Uses**

Design/Architects/permits)	\$26,500.00
Building Renovations	\$194,052.89
<u>Logo/website/signage</u>	<u>\$5,500.00</u>
<b>Total</b>	<b>\$226,052.89</b>

**Project Sources**

Sandusky Economic Development Fund	\$15,000.00
Owner Equity	\$90,000.00
<u>Owner Equity/Bank Financing</u>	<u>\$121,052.89</u>
<b>Total</b>	<b>\$226,052.89</b>

**Financial Summary**

Annual Sales Revenue (YR1 = \$140,300, YR2 = \$173,800, YR3 = \$218,200). Payroll (YR1 = \$70,000, YR2 = \$80,000, YR3 = \$80,000).

# VENUE 634

April 30, 2021

Mr. Jonathan Holody  
Community Development Director  
City of Sandusky  
240 Columbus Ave.  
Sandusky, OH 44870

RE: Venue 634 – City of Sandusky EDF 2021

Dear Mr. Holody,

Enclosed please find my application for the City of Sandusky Economic Development Fund for 2021.

This is a very exciting project and I would be pleased to offer you a tour of Venue 634 at your convenience.

Have a great day,



Katie Korobkin  
Chef/Owner

Venue 634  
419-202-4740  
Office@Venue634.com

634 Columbus Ave. Sandusky, OH 44870  
Office@Venue634.com



SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Katharine R. Korobkin

(Applicant Name)

Owner

(Title)

Venue634

(Company Name – if different than Applicant Name)

634 Columbus Avenue

(Street Address)

(Suite, Apt, etc.)

Sandusky, OH 44870

(City, State, Zip)

419-202-4740

(Phone Number)

82-2320608

(Federal Tax ID or last 4 of SSN)

office@venue634.com

(Email)

**Existing Business Information:**

Type of Business: ☒ Commercial ☐ Retail ☐ Service  
☐ Other \_\_\_\_\_

Legal Structure: \_\_\_\_\_

Primary Product or Service: catering

Date Established: \_\_\_\_\_ NAICS-SIC Code: \_\_\_\_\_

Website (if applicable):  
Venue634.com (pending)

**Principal Officers / Owners:**

Name / Title: Katharine Korabkin

Email: office@venue634.com Phone: 419-202-4740

SSN (last 4): 1479 % 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:**

634 Columbus Avenue

(Address)

Sandusky, OH 44870

(City, State, Zip)

Erle

(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).

Please see Appendix - Page 1



**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).

Please see Appendix - Page 2

**Business/Personal References:**

Name / Title: Beth Maunden / Executive Director ECCF

Email: BethM@ErieFoundation.org Phone: 419-621-9690

Relationship: Client

Name / Title: McKenzie Spriggs / Commission Clerk / City Commission

Email: mspriggs@ci.sandusky.oh.us Phone: 419-681-2481

Relationship: Friend

Name / Title: Tondra Frisby

Email: tfrisby@ci.sandusky.oh.us Phone: 419-202-0020

Relationship: Project Partner / MIDTOWN SUPPER CLUB

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):

please see addendum # 4

(B) Owner Equity (dollars and source):

Building acquisition - 2017 - \$ 194,000  
Renovation + Venue set-up -

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

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

\$ 15,000

Current Year- July 1<sup>st</sup> to December 31<sup>st</sup> 2021

Weekday Rental Total:

Potential out of ~104

-Projected # Booked: 26

-Projected Revenue: \$13,400

Friday/Sunday Rental Total:

Potential out of ~55

-Projected # Booked: 30

-Projected Revenue: \$19,500

Saturday Rental Total:

Potential out of ~25

-Projected # Booked: 18

-Projected Revenue: \$14,400

Upgrade Total:

Projection of 30 people per event

-Projected # Booked: 50

-Projected Revenue: \$16,100

TOTAL PROJECTED REVENUE: \$63,400

Year One- January 1<sup>st</sup> to December 31<sup>st</sup> 2022

Weekday Rental Total:

Potential out of ~208

-Projected # Booked: 80

-Projected Revenue: \$41,300

Friday/Sunday Rental Total:

Potential out of ~104

-Projected # Booked: 48

-Projected Revenue: \$31,200

Saturday Rental Total:

Potential out of ~52

-Projected # Booked: 38

-Projected Revenue: \$30,400

Upgrade Total:

Projection of 30 people per event

-Projected # Booked: 116

-Projected Revenue: \$37,400

**TOTAL PROJECTED REVENUE: \$140,300**

Year Two- January 1<sup>st</sup> to December 31<sup>st</sup> 2023

Weekday Rental Total:

Potential out of ~208

-Projected # Booked: 94

-Projected Revenue: \$50,700

Friday/Sunday Rental Total:

Potential out of ~104

-Projected # Booked: 62

-Projected Revenue: \$41,800

Saturday Rental Total:

Potential out of ~52

-Projected # Booked: 40

-Projected Revenue: \$33,000

Upgrade Total:

Projection of 30 people per event

-Projected # Booked: 137

-Projected Revenue: \$48,300

TOTAL PROJECTED REVENUE: \$173,800

Year Three- January 1<sup>st</sup> to December 31<sup>st</sup> 2024

Weekday Rental Total:

Potential out of ~208

-Projected # Booked: 108

-Projected Revenue: \$64,800

Friday/Sunday Rental Total:

Potential out of ~104

-Projected # Booked: 74

-Projected Revenue: \$53,600

Saturday Rental Total:

Potential out of ~52

-Projected # Booked: 45

-Projected Revenue: \$39,400

Upgrade Total:

Projection of 30 people per event

-Projected # Booked: 158

-Projected Revenue: \$60,400

TOTAL PROJECTED REVENUE: \$218,200



**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>	<hr/>		
<u>Financing</u>	<hr/>		
<u>Construction</u>	<hr/>		
<u>Other</u>	<hr/>		

**Project Impact and Employment:**

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	\$ 63,400	\$ 140,300	\$ 173,800	\$ 218,200
Annual Payroll	\$ 35,000 / 6 mo.	\$ 70,000	\$ 80,000	\$ 80,000
Current Employment (FTE)	2	3	3	3
Average Pay Per Employee	\$ 20 / hr.	same	same	same



**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?

Please see Appendix - Page 3

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?		X
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: Venue 634

By: Katharine Korobkin

(Print or type name and title)

Ka Kor  
(Signature)

04-26-2021  
(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

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



### Applicant / Business Background Information

I am the chef/owner of Sweet Potato Catering and am proud to call Sandusky my home. My early childhood was spent growing up in Greenwich Village, a section of New York City where I was surrounded by fresh produce markets, cheese shops, bakeries, butchers and fish stores. Food was displayed on every corner and there were a limitless number of restaurants to choose from. This exposure laid the groundwork for my love of food preparation and presentation.

In 2005, my family relocated to Sandusky. At the age of 17 I had the opportunity to work for Creative Cuisine, here in Sandusky. My time working there introduced me to the world of catering and I began nurturing my passion for culinary arts. I can attribute my desire to pursue a culinary degree and career as a chef to the time I spent there.

I attended the famous Culinary Institute of America where I spent two years training in both classical and cutting edge techniques from amazing chef instructors. In 2013, after graduating with a degree in Culinary Arts, I moved out West and began my career at the award winning Devil's Thumb Ranch Resort and Spa. I then moved on to Montage Deer Valley, a 5 star, 5 diamond property in Park City, Utah. It was here that I honed my skills and learned the importance of attention to detail, presentation and providing an elevated guest experience; "The Montage Way".

Understanding the importance of experiencing different environments and aspects of the industry with the dream to eventually venture into the world of business ownership, I took a position at Reef's. Reef's is a small boutique Mediterranean restaurant located in Park City. This provided me with the experience of being a sous chef, lead server and food truck manager.

After a 10 year journey full of training and many diverse experiences, I found my way back to Sandusky and in 2017, I achieved my dream of creating Sweet Potato Catering. Now, just 4 years later, I have another dream underway- opening Venue 634.

### Project Description

The project that I have undertaken is the renovation/change of use of 634 Columbus Avenue in Sandusky. The scope of the project includes, but is not limited to the following:

- Change of use from Mercantile to Assembly to accommodate groups up to 85 people. (approved by the City Planning Commission on May 27, 2020).
- Exterior Work
  - ADA access from sidewalk to new entryway.
  - New ADA entryway.
  - Exterior repair to original brickwork.
  - Outside courtyard area with ADA ramp/railing.
- Interior Work
  - new HVAC system installed.
  - 2 ADA restrooms.
  - Upgraded electrical throughout
  - new drywall throughout first floor
  - original wood floor refinishing
  - new flooring in all additional areas
  - restoration of original 1930 flower cooler facade
- Installation of commercial grade dishwasher, warming ovens, freezer and ice machine.



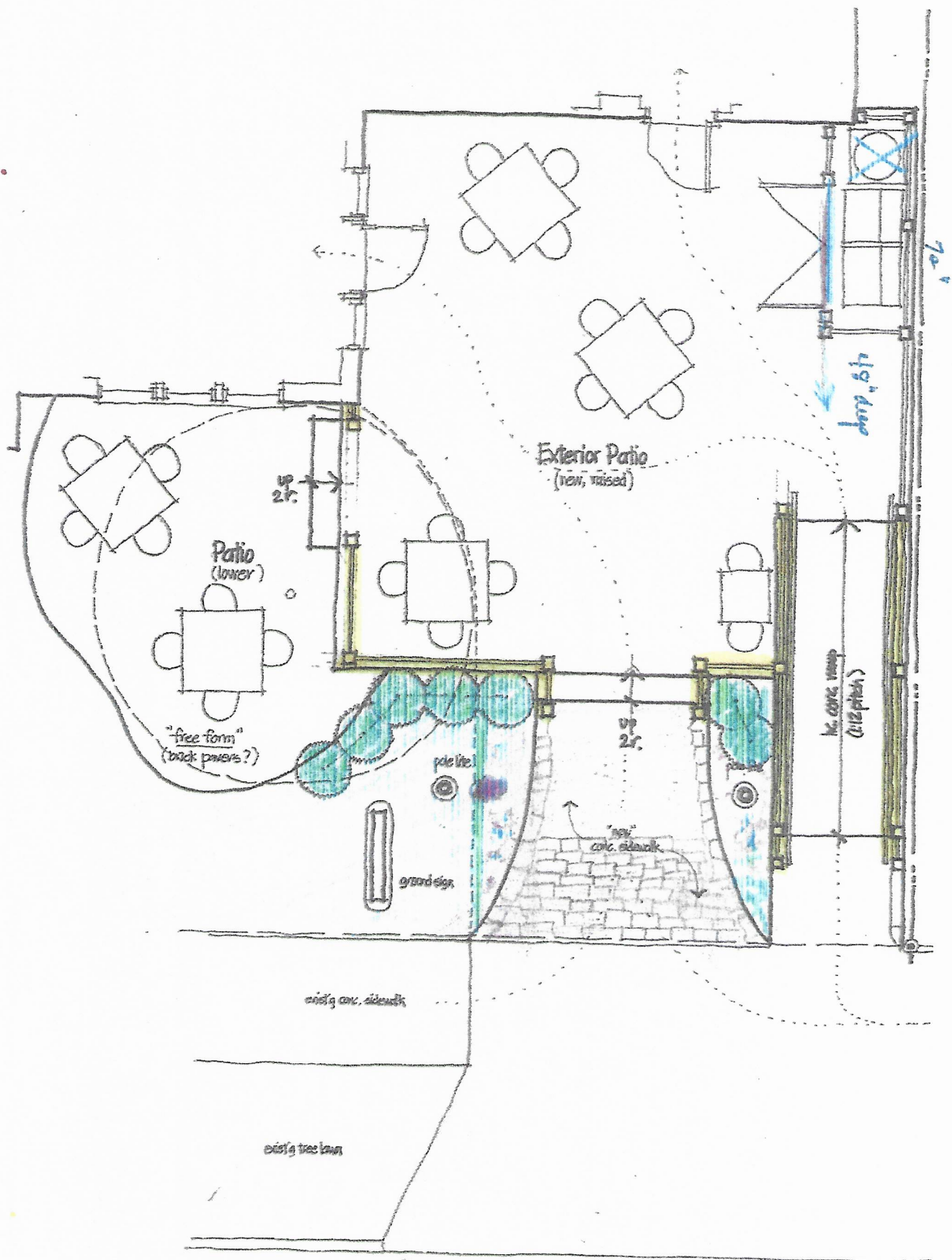
## Project Concept

As the owner of Sweet Potato Catering and growing up in the area, I am committed to the resurgence of our downtown area and the incredible transformation we are all experiencing through both private and city investment. The establishment of Venue 634 is a timely addition to this development.

Downtown Sandusky begins at the corner of Columbus Avenue and Monroe Street. Venue 634 will welcome visitors with its beautiful location and historic structure as they head North to downtown proper and the shores of Lake Erie. The establishment of Venue 634 addresses the growing need of Erie County residents and guests for a place to gather, not only for personal life events such as weddings, baby showers and retirement parties, but a place for small business and larger companies to hold corporate events. Venue 634 will also provide a unique opportunity, appealing to visitors who are considering a destination event or meeting.

The building located at 634 Columbus Avenue was built in 1918 by Leo Wagner and served as the area's flower shop for the next 3 decades. Most area residents remember it fondly as Russell's Flower Shop where their corsages and wedding bouquets were purchased. It was a flower/coffee shop for several years until it became Tre Sorelle, a chocolate shop in 2007. I purchased the building in 2017 and have worked since that time to bring our concept to fruition. While it has been necessary to adhere to ADA compliance, we have taken special care to maintain the historic nature of the original, structure celebrating the rich history of 634 Columbus.

Venue 634 will be available for rent with a variety of packages to fit everyone's budget and event concept. Whether you are interested in hosting your organization's potluck dinner and would like to simply rent our space, or you prefer to bring in a caterer to have a formal sit-down dinner complete with full service and decor, Venue634 will be able to exceed your expectations for a successful event.



# Venue 634 Interior Specifications & Pricing

Addendum Page 4

Category	Item	Identification	Supplier	Quantity	Price	Total
DESIGN/ARCHITECT						
PERMITS/FEES		Drawings/Specs	Poulos/Schm			\$ 3,500.00
			RAL Design			\$ 500.00
		Drawings/Specs	Bodde Design			\$ 21,000.00
EVENT ROOM		Planning Commission				\$ 100.00
		Building Department				\$ 1,400.00
Drywall + Labor Painting		1/4"	tbd			\$ 6,000.00
						\$ 6,000.00
		Fawn Brindle - SW7640	Sherwin Wil			
Flooring	Wall Color					
	Trim Color					
	Florist Woodwork	tbd				
Lighting	Unfinished Wood	Patch Work	Hurst Hardw			\$ 404.35
	Patching	Labor	Greg Baxter		\$1,870	\$ 1,870.00
	Sand/Stain	Labor	Greg Baxter		\$4,000	\$ 4,000.00
Lighting	Bar Pendants	Jayden	Pottery Barn	3	\$279	\$ 893.50
	Sconces	Jayden	Pottery Barn	8	118.99	\$ 1,016.17
	Chandeliers	tbd				



Furniture					
Tables - High Top	24" round w/cart		Event Stable	set of 10	\$ 1,080.00
Tables - Guest	60" round		Event Stable	10 w/cart	\$ 1,200.00
Tables - Service	6' rectangle		Sam's Club	4	\$ 320.00
Chairs / Dolly	Cross-Back		Event Stable	100	\$ 6,000.00
Trailer / Furniture Storage			tbd		\$ 6,000.00
Bar		Construction	tbd		\$ 2,500.00
Window Treatment					
	Fabric		tbd		\$ 700.00
	Rods/Rings	28 yards	Highland Forge		\$612.87
	Labor				\$ 680.00

## LOBBY /COAT AREA

Tile - 12x12	Cornell Ivory	Lowe's			
Mural	Historic image of 634	ML Graphics	1		\$ 1,600.00
Mirror	Habitat	TJ Max	1	39.99	\$ 39.99
Shelf	Veneer Floating Shelf	UltraShelf	1	270.72	\$ 270.72
Coat Rod			2		
Hangars			50	49.99	\$ 49.99
Round Table	Lobby area	TJ Max	1	49.99	\$ 53.00
Chairs	Lobby area	tbd	2	150	\$ 300.00

## RESTROOMS

Painting	Wall Color	Thunder Gray - SW7645
	Pattern	Chamois - SW6131



# WINDOWS

Entrance Sidelites	Andersen 400 Series	2	1,066.24	\$	2,132.48
Transom	Andersen 400 Series	1	408.54	\$	408.54

## EXTERIOR DOORS

Lobby Entry	Andersen 400 Series	1	\$	2,224.28
Door Handle	Schlage	1	\$	231.67
Kitchen Entry	Therma Tru Classic Craft	1	\$	1,580.66
Door Handle	Schlage Century Touch	1	\$	164.77

## DEMOLITION

Flower Cooler	Removal	Phillips Const.	\$
			2,500.00

# DUMPSTER

# CONSTRUCTION

Bathrooms	Framing	Gilbert Constr.	\$2,500
Walls	see LABOR below	Denney's	
		Denney's	
		Brown's	

## KITCHEN

Hand Sink	Breckenridge	175	\$	175.00
Dish Wash Station	Breckenridge	16,000	\$	16,000.00
Reach-In Cooler		2,244	\$	2,244.00
Reach-In Freezer		2,500	\$	2,500.00
Hot Boxes				
Prep Tables	Stainless - 16x20x12	3		
Shelving	Breckenridge	815	\$	2,445.00
Rack Dolly	Breckenridge	2		
		72	\$	144.00



## EXTERIOR

Entry Door & Sides	Andersen	Sliman Lumb	\$	5,063.30
Entry Door Handle	Schlage	Sliman Lumb	\$	231.67
Service Door		Sliman	\$	1,580.66
Service Door Handle	Schlage	Build.com	\$	164.77
Lighting	Hinkley	Wayfair	\$	135.56
Brick Repair			\$	677.80
Concrete Entrance		Rockstar	\$	500.00
ADA Railing		Atlantis Rail	\$	7,415.00
Railing Installation		Brown/Crowe	\$	11,650.00
Fencing			\$	5,000.00
Landscaping			\$	1,500.00
Tree Removal		Brown/Crowe	\$	1,500.00
			\$	1,600.00
LOGO + WEBSITE	Venue 634	Exclusively BA Marketing	\$	2,500.00
SIGNAGE	Monroe Entrance	Brady Signs	\$	3,000.00
REPAIR	Chimney	Olendick	\$	1,200.00
LABOR	Interior/Exterior	Denney's Roofing & Constr.	\$	20,000.00
TOTAL (ESTIMATE)				\$226,052.89