



Economic Development Incentive Committee

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

Agenda
November 9, 2021
2:00pm
City Commission Chamber
Live Streamed on [www.Youtube.com/CityofSanduskyOH](https://www.youtube.com/CityofSanduskyOH)

1. Meeting called to order – Roll call
2. Approval of July 13, 2021 minutes
3. Program financial update
4. Review of applications received
 - Name one Yellowstone, LLC
 - Thirty Below (dba Dairy Frost)
 - Sweet Potato Catering, LLC
 - TrueGrit Fitness, LLC (dba WellFit Rx)
 - Everwild Spirits, LLC
 - Hampton Enterprises LLC
5. Discussion
 - Sandusky Food Hall Vendor Grants
6. Reminder of next meeting – January 10, 2022

7. Public participation/Comments

8. Meeting adjournment

Economic Development Incentive Committee

July 13, 2021

Meeting Minutes

Call To Order

Chairman Al Nickles called the meeting to order at 2:00pm. The following members were present constituting a quorum: Paul Koch, Brendan Heil, and JaMarcus Hampton. Also present were: City Commission Liaison Naomi Twine, Community Development Director Jonathan Holody, and clerk Kristen Barone.

Approval of May 11, 2021 Meeting Minutes

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

Program Financial Update

Mr. Holody stated that there is a little over \$75,000 remaining in uncommitted funds, but staff would like to keep about \$25,000 of that available for marketing, which would leave \$50,000 left to award. He reminded the committee that these marketing funds are for the whole City, not just the Economic Development grant program. Mr. Koch stated that after looking at the financial update, he sees that there is over \$139,000.00 committed Market Street Collective from an application dated in 2019. He said that at the last meeting it was discussed that this project would not start until fall of 2021 and then end in spring of 2022. He said he would rather see the money allocated to Market Street Collective go towards projects that are ready to go now and then the Market Street Collective project come out of the 2022 budget if possible. Jonathan said he will definitely review that suggestion with the City Manager and get back to the committee on that. Mr. Koch also asked if Jonathan could follow up with Family Health Services to see where they are at with their project as he thought they might be finished with their project and if they no longer need those funds those could be given to other businesses.

Review of Applications Received

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

Mr. Nickles stated that he would not be taking part in discussion on this application due to a conflict. Mr. Holody then reminded the committee that this application was on the agenda at the previous meeting but was not voted on due to not having enough members present for a quorum. He said that they applied to do some exterior upgrades to the center on Follett Street. Those upgrades included sign repair, landscaping, and parking lot resurfacing. Total project cost comes to \$8,966.94 and staff is recommending a grant in the amount of \$3,500.00. Mr. Koch stated that his concern is that 37% of the project goes to landscaping and he does not see that as an economic development project. Mr. Hampton stated that he

agrees, especially due to the fact that you never know if the landscaping that is done is going to be around in future years. Mr. Holody stated that from what he understands, the trees that had been planted are meant to be permanent and provide some privacy from neighboring properties, but if the committee wants to discuss a different grant amount due to the landscaping concern, they can do that. Mr. Koch moved to approve a grant in the amount of \$2,500.00, Mr. Heil seconded. All voting members were in favor of the motion.

- **FSB Properties, LTD**

Mr. Holody stated that the applicant is requesting grant funds to go towards a roof and front façade replacement at 135-142 Columbus Avenue. This location currently houses Crush Wine Bar and Mona Pizza. Crush Wine Bar recently expanded their business by adding on a back patio, but did not ask for any assistance with that project. The roof and facade project is estimated to cost \$50,500.00 and staff is recommending a grant in the amount of \$10,000.00. Mr. Koch made a motion to approve the grant in the amount staff recommended and Mr. Heil seconded. All voting members were in favor of the motion.

- **Cattien, LLC**

Mr. Holody stated that this company owns the building that Small City Taphouse and Clag Brewery are located in at 202 and 216 Columbus Avenue. He said that since 2014 the applicant has invested over \$2M in building renovations and improvements and now seeks to understand a major exterior renovation that will cost over \$600,000. The work to be done includes masonry repairs and replacing windows. Mr. Holody stated that this type of investment does not include a lot of return for the business owner, but staff think this project is very important due to the location being in the center of downtown, therefore staff recommend a grant in the amount of \$300,000, to be disbursed over a three year period in order to save some funds for other businesses in this year's budget. He said that if this grant was approved by this committee that this would need further approval from City Commission. Mr. Heil made a motion to approve the grant as recommended by staff and Mr. Hampton seconded. All voting members were in favor of the motion.

- **Derrick's Diner LLC**

Mr. Holody stated that Derrick Moore has submitted an application to relocate Derrick's Dinner LLC to a new location at 3124 Venice Road. The lease was up at the current location and he believes the new location would allow him to expand his business. He would like to install an LED sign and new drive-thru signs. He would also like to design a new menu. Total project cost is \$6,534.00. The company has received grant assistance in 2017 and they have included quotes from Brady Signs.

Mr. Holody stated that staff would recommend a grant in the amount of \$3267.00 with the condition that they use a different sign company that would not create a conflict for the City. Mr. Heil stated that per the City Charter, City Commissioners are not able to have a direct or indirect benefit from a contract involving the City which is why there is a stipulation on the recommendation by staff. He then clarified that funds are not disbursed until staff are able to verify that the project is complete, they are complying with the City Charter, etc. So just because the applicant has submitted a quote from Brady Signs, they are able to proceed with the project and receive grant funds so long as they show evidence of using another sign company, which would be stated in the grant agreement, if approved by the committee. If the grant funds were to be used for something else and the company wanted to use their own funds to pay for projects done by Brady Signs, that would be fine. However, in this instance, the whole project is for work done by Brady Signs. Ms. Twine stated that in her opinion it is the purpose of this committee to help young people that may not appear to get much of a chance at all. She said that the applicant has been around in Sandusky for many years, makes good food, and has stuck it out in hard times including the COVID-19 Pandemic. She thinks this would be a good applicant for the grant funds. Mr. Heil moved to approve the grant as recommended by staff and Mr. Hampton seconded. Mr. Koch stated that he normally likes the applicant to spend more on the project than what the City would provide in a grant but in this situation he is comfortable with staff's recommendation due to the reasons stated by Ms. Twine. All voting members were in favor.

- **ESP Bikes LLC**

Mr. Holody stated that this application is similar to the previous one as they have submitted an application for assistance with signage and enclosed a quote with Brady Signs. Due to timing they did have to complete their project before their application could come before the committee, so he would ask for the committee to table this application and he will reach out to the applicant to see if there is another way to assist the business. Mr. Heil made a motion to table the application and Mr. Koch seconded. All voting members were in favor of the motion.

Next Meeting

September 14, 2021

Public Participation/Comments

Sharon Johnson stated that she appreciates the Law Director's comments regarding City Commissioners not being able to benefit from a project that is receiving grant funds. She said that New York has people that are receiving a city grant, sign an affidavit stating that they will not hire a councilman that is associated with the grant project. She said that many applications

have come through with Brady Signs quotes and the applicants need to be made more aware that they are not allowed to use a company that a City Commissioner will benefit from. She also stated that she does not believe that the committee is getting all of the information they need to understand what is going on. In the guidelines, it states what needs to be enclosed along with the application and not all of that is being included. She said that the Community Development Director has told her that sometimes he does not get this information until afterwards and in her opinion that is not right. Mr. Twine stated that estimates do need to be obtained prior to applying. However, if there are reasons that the contractor who provided the quote was not able to do the work and another contractor was used that is okay, the committee just needs a general idea of what costs will be. Mr. Heil then added that with every project there are chances that costs will change, but staff does verify that the work is done and what the costs were before disbursing the grant funds. Ms. Johnson said that if the bank is counting on a certain amount of a grant to be disbursed and then the grant amount decreases because the cost of the project decreases, then the loan may fall through. Mr. Koch stated that in his experience working on loans at a bank, that the bank does their own due diligence in order to see if a person will qualify for a loan and the grant a person would get or not get from the City would not cause a loan to fall through.

Tim Schwanger stated that the owner of Derrick's Diner had a nice sign at a previous location and asked what happened to that sign. He also said that someone recently sent him a screenshot from December of last year where Derrick was having tax issues and one of the requirements of the ED application is that there cannot be any delinquent taxes so he is hoping that is being investigated. Mr. Heil responded that the applicants are asked to provide that information up front if that is true. Mr. Schwanger then asked that if an applicant provides a quote for a project and gets a grant award for an amount based on that quote and then ends up getting an invoice for a lower amount, does the applicant get the full grant amount even though they ended up with a lower invoice amount. Mr. Nickles responded that the applicants are reimbursed based on what the applicants actually pay. Mr. Koch added that the grant amounts are usually a percentage of project costs and not the full amount of the project. Mr. Holody then added that in his experience, project costs usually end up being more than what was given in the estimates. Mr. Schwanger then asked if the ED Committee was in jeopardy of losing funds from the admissions tax increase and due to the Cedar Point corporate office moving down south. Mr. Nickles responded that he believes that would be a question for the City Manager. Mr. Schwanger then stated that a good friend of his has received approval from the ED committee for a grant for her restaurant Port of Sandusky, and has not heard back from the City yet on that. Mr. Holody stated that he has been in touch with the company but the grant agreement still needs signed so he will continue to work with them on getting that done.

Thomas Lamarca stated that his concerns are about the amount of the grants being approved. He stated that the committee just approved a \$300,000.00 grant to be approved for Small City Taphouse for a \$617,000.00 project, which is about a 48-49 percent of the project cost. He

wonders why on the larger projects is the committee not holding it to the business owners to have more skin in the game like they do for the smaller projects. When those large grants are given, that is less money that is available for other business owners that could use it. Mr. Holody responded that while the proposed project is estimating to be \$617,000.00, the company has invested over \$2M since 2014 so that is configured into where staff came up with the grant amount. Another concern is having repeat applicants. Derricks Diner was a grant recipient in the past for signage and equipment, and when he left the Warren St facility, the sign was gone, so not sure where the sign went. Mr. Lamarca stated that in his opinion should be for start-up companies and companies that are struggling, not because people are moving from one location to another. He then said that another thing is that if someone that receives a grant goes out of business, there is no way to receive funds back from them, so maybe the guidelines should be tweaked so that way if a recipient goes out of business the City has a way of recapturing those funds. He said that a business that comes to mind for him is the Peddle Brew Bike. He said that the City put funds towards that and it ran a few times and hasn't been seen since. Mr. Koch stated that in his experience there are many start-up businesses that fail and those businesses that fail, there is no way to get that money back, so saving all of the funds for primarily start-up businesses is the easiest way to lose money. So in his opinion the purpose of the large amount of funds going to Small City, is not going to help just Small City, but it is going to attract people to the area and also spend money at the other local businesses.

Meeting Adjournment

Mr. Nickles adjourned the meeting at 3:15pm.

APPROVED:

Kristen Barone, Clerk

Mr. Nickles, Chairman

**City of Sandusky
Economic Development Fund**

Project	Date Approved	Ordinance	Approved Grant Amount	Total Disbursed	Notes
Market Street Collective, LLC	12/9/2019	-	\$ 139,620.00	\$ -	
Family Health Services, LLC	2/11/2020	20-39	\$ 65,000.00	\$ -	
Yellowstone	7/14/2020	-	\$ 10,000.00	\$ -	
McGookey Properties	3/17/2020	-	\$ 10,000.00	\$ 10,000.00	
2021					
RDJMD, LLC	3/9/2021	21-036	\$ 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	\$ -	
HDT Operating Co.	4/13/2021	21-076	\$ 33,450.00	\$ 33,450.00	
Your Turn Special Events, LLC	5/11/2021	-	\$ 2,000.00	\$ 2,000.00	
Port Sandusky Restaurant, LLC	5/11/2021	-	\$ 2,500.00	\$ -	
Body By Erica Taylor, LLC	5/11/2021	-	\$ 7,500.00	\$ 7,500.00	
Venue 634 L.L.C.	5/11/2021	-	\$ 15,000.00	\$ -	
Dott Investmetns, Inc.	7/13/2021	-	\$ 2,500.00	\$ 2,500.00	
FSB Properties, LTD	7/13/2021	-	\$ 10,000.00	\$ -	
Derrick's Diner LLC	7/13/2021	-	\$ 3,267.00	\$ -	
Cattien LLC (year one)	7/13/2021	21-120	\$ 50,000.00	\$ -	
Total			\$ 381,837.00	\$ 80,450.00	
Fund Balance		Notes			
2020 Carryover	\$ 277,212.00	Includes up to \$25,000 for Marketing			
2021 Allocation	\$ 375,000.00				
Total Funding	\$ 652,212.00				
Total Grants Approved	\$ 381,837.00				
Balance	\$ 270,375.00	Includes up to \$25,000 for Marketing			

July 14, 2020

Economic Development Incentive Committee Summary

Name One Yellowstone, LLC (or its affiliates and assigns)

APPLICANT: Name One Yellowstone, LLC
1481 Lindazzo Avenue
Cleveland, Ohio 44114

CORPORATE STRUCTURE: Limited Liability Corporation

PRINCIPAL/% OWNERSHIP: Brent Zimmerman – 33.33%
Greg Zimmerman – 33.33%
Joshua Zimmerman – 33.33%

PROGRAM APPLIED FOR: Substantial Redevelopment

RECOMMENDATION: \$50,000 Substantial Redevelopment grant; contingent upon obtaining title/lien reports, obtaining all relevant permits (if necessary), submitting before and after photographs (if necessary), and displaying a sign evidencing City of Sandusky support for one year after project completion. This project will be complete by 6/30/2021.

BACKGROUND

Name One Yellowstone, LLC (the “Company”) is composed of three (3) related individuals of the Zimmerman family, led by its managing member, Brent Zimmerman. Mr. Zimmerman has a diverse background and is an experienced entrepreneur, business owner and developer. Holding an Executive MBA from Case Western Reserve University’s Weatherhead School of Management, Mr. Zimmerman began his career in the wealth and asset management field. He has also owned several Jimmy John’s franchises and moved into the real estate industry in Columbus, Ohio – purchasing, renovating, and leasing several multi-family properties. Most recently, Mr. Zimmerman has moved successfully into the development world beginning with the construction of sixteen (16) townhomes in downtown Cleveland and construction of a 30+ unit complex in Cleveland’s Ohio City neighborhood. Additionally, Mr. Zimmerman is the founder and Chief Executive Officer of Saucy Brew Works – a production craft beer facility and brewpub with locations in Cleveland and Columbus. With roots in the Sandusky Bay area, Mr. Zimmerman is looking to expand his development footprint into Sandusky.

PROJECT DESCRIPTION

The Company is currently under contract to purchase the commercially zoned property located at 333 E. Washington Street. The large historic property sits directly east from Hartung Title Agency, Inc. and has been vacant for over five (5) years. The Company, upon acquisition will adaptively reuse the property and convert it into five (5) AirBNB units to be utilized as short term / transient rental units for visitors.

The property will also come equipped with an onsite coffee station, tap room and additional outdoor amenities. The project will also be managed by a full-service professional property management company and will employ property management, accounting, and cleaning staff. The project aims to be completed in Spring of 2021 in advance of the 2021 vacation season.

PROJECT FINANCING

The project sources and uses are as follows:

Uses

Acquisition	\$	190,000.00
Hard Construction	\$	400,000.00
Soft Costs	\$	50,000.00
Total	\$	640,000.00

Sources

Owner Equity	\$	60,000.00
Mortgage Loan	\$	530,000.00
City - Substantial Redevelopment Grant	\$	50,000.00
Total	\$	640,000.00

The recommended total grant amount of \$50,000 is equivalent to just under 8% of the total project costs (in line with program guidelines) and just over 11% when excluding acquisition expenses.

FINANCIAL SUMMARY – BUSINESS

Rental Receipts: (YR1 = \$210,000, YR2 = \$215,000, YR3 = \$220,000). Payroll (both property management & on-site staff) (YR1 = \$90,000, YR2 = \$90,000, YR3 = \$90,000). Employment: (YR 1 = 3 FTE's, YR 2 = 3 FTE's, YR 3 = 3 FTE's).

RECOMMENDATION

I recommend a \$50,000 Substantial Redevelopment grant to support this project. All funds would be disbursed at the completion of the project and after the Company receives a certificate of occupancy. This project will transform a currently vacant property into a bustling hub of activity on the eastern edge of downtown – an area positioned and poised for future redevelopment and investment. Additionally, the conversion of this building into five (5) vacation and transient rental units will help meet a growing demand for vacation and extended stay lodging in Sandusky and more specifically downtown. The increase in visitor traffic will also aid the downtown business and retail climate while adding to the bed tax and income tax bases.

Applicant / Borrower Company:

"Nam One, Yellowstone, LLC"

(Applicant Name)

Brent Zimmerman, managing member

(Title)

(Company Name – if different than Applicant Name)

1481 Lindero Ave, Cleveland OH 44114

(Street Address)

(Suite, Apt, etc.)

Cleveland, OH 44114

(City, State, Zip)

617-823-0025

(Phone Number)

will get

(Federal Tax ID or last 4 of SSN)

brent@bczimmerman.com

(Email)

(Fax Number)

Existing Business Information:

Type of Business: ☐ Commercial ☐ Retail ☒ Service

☐ Other _____

Legal Structure: LLC

Primary Product or Service: AIRBNB

Date Established: 6/19/20 NAICS-SIC Code: _____

Website (if applicable): _____

Principal Officers / Owners:

Name / Title: Brent Zimmerman

Email: brent@zimmerman.com Phone: 617-823-0025

SSN (last 4): 3720 % Ownership: 33 1/3

Name / Title: Greg Zimmerman

Email: Greg@ZimmermanConstruction.com Phone: 419-656-1753

SSN (last 4): _____ % Ownership: 33 1/3

Name / Title: Joshua Zimmerman

Email: _____ Phone: 614-425-8044

SSN (last 4): _____ % Ownership: 33 1/3

Name / Title: _____

Email: _____ Phone: _____

SSN (last 4): _____ % Ownership: _____

Location of Proposed Project:

333 East Washington
(Address)

Sandusky
(City, State, Zip)

Erie
(County)

If a relocation, indicate from where _____

Project Type:

☒ Renovation

☐ Expansion

☐ Start-Up/New Construction

Applicant / Business Background Information:

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

See Attached Resume and links to
Developments

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).

1890 house we are Remodeling and
turning into five AIRBNB units

Business/Personal References:

Name / Title: Eric C Webber
Email: _____ Phone: _____
Relationship: _____

Name / Title: Kerry McCormack
Email: Kmccormack@cleveandcitycouncil.org Phone: 216-401-0967
Relationship: _____

Name / Title: Tom McNair
Email: tmcnair@ohiocity.org Phone: 216-534-6890

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): \$640,000

See Attached

(B) Owner Equity (dollars and source): \$45,500

(C) Private Lending (dollars, source, and terms): \$525,000

Life Bank

(D) Request for City Assistance (dollars and type): \$50,000

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>	<u>Sept 2020 March 2020</u>		
<u>Financing</u>			
<u>Construction</u>			
<u>Other</u>			

Project Impact and Employment:

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue		\$708,000		
Annual Payroll		\$0		
Current Employment (FTE)		—		
Average Pay Per Employee		—		

www.Arriva.com will be property management company

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

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

- 1) Activates a dormant Building
- 2) Adds to much needed lodging options
- 3) The entire property will be remodeled
Renovated, Brought back to life
- 4) Yes, Sandusky is way under
a typical Airbnb / hotel market in
terms of rooms in the Downtown
Area

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)
- ☐ Interim financial statements, not more than 90 days old (if applicable)
- ☐ Personal financial statements for each equity holder that maintains over 25% equity
- ☐ Tax returns for most recent 2 years (business and personal)
- ☐ Sources of financing including evidence of private funds and matching funds
- ☐ Third party cost estimates, **INCLUDING RENDERINGS** (if applicable)
- ☐ Lease agreement, purchase agreement, or other 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
	/
	/
	/
	/
	/
	/
	/
	/
	/
	/
	/

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: "Name One, Yellowstone, LLC"

By: Brent Zimmerman managing member
(Print or type name and title)

[Signature]
(Signature)

6/19/2020
(Date)

November 9, 2021

Economic Development Incentive Committee Summary

Thirty Below Investment Group Limited Liability Company

Applicant: Piaj Hunter
1027 Cleveland Road
Sandusky, OH 44870

Principal Owners: Piaj Hunter – 100%

Recommendation: \$2,000.00 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 June 30, 2022.

Project Description

Thirty Below Investment Group Limited Liability Company purchased the long-standing Dairy Frost building at 1027 Cleveland Road in March 2021. Mr. Hunter re-opened the business over the summer. He has continued to serve long-time favorites and expanded the menu to include new dessert and food items.

The business seeks financial assistance to install two new windows at the front of the building and update the fire suppression system. Assistance from the Economic Development Fund will upgrade a local restaurant with a long tradition of serving the Sandusky community and position the new owner for continued success.

Project Uses

New Window Installation	\$658.84
Fire Suppression Upgrade	\$3,950.00
Total	\$4,608.84

Project Sources

Sandusky Economic Development Fund	\$2,000.00
Owner Equity	\$2,608.84
Total	\$4,608.84

AMOUNT OF GRANT: Grant requests or funding recommendations at or below \$10,000 are able to be considered, reviewed and approved administratively without consideration by the EDIC.

Applicant / Borrower Company:

Pia Hunter (Thirty Below Dairy Farm)

(Applicant Name)

CEO

(Title)

Thirty Below Dairy Farm

(Company Name – if different than Applicant Name)

1027 Cleveland Rd

(Street Address)

(Suite, Apt, etc.)

Sandusky Oh, 44870

(City, State, Zip)

419) 975-1526

(Phone Number)

Bigkanghunter@gmail.com

(Email)

~~86-607073~~ 86-1607073

(Federal Tax ID or last 4 of SSN)

(Fax Number)

Existing Business Information:

Type of Business: ☐ Commercial ☐ Retail ☐ Service
☒ Other Restaurant
 Legal Structure: _____
 Primary Product or Service: Ice cream
 Date Established: 11/21/21 NAICS-SIC Code: _____
 Website _____ (if _____ applicable):

Principal Officers / Owners:

Name / Title: Pia Hunter / CEO
 Email: Bighung hunter @ gmail.com Phone: 419) 975-1526
 SSN (last 4): 5594 % 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:

1027 Cleveland Rd

(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).

My name is Pig Hunter, I'm a resident and small business owner of Sandusky. Previously I've owned and renovated properties around the Sandusky area. Recently I purchased the Dining Hall on Cleveland Rd in Sandusky, and I have no previous experience as a restaurant owner. The Building was built in 1952 and has been used as an Ice Cream Shop ever since.

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).

Hello, my business is seeking assistance in the purchase of some new equipment. We looking to purchase a newer soft serve ice cream machine, a new hand dipped cooler, and a new fryer. We would also like to purchase a new commercial freezer.

Business/Personal References:

Name / Title: Maria Szilagyi Friend
 Email: Maria_Szilagyi20@yahoo.com Phone: (216) 218-2142
 Relationship: Friend

Name / Title: Jerry Richmond
 Email: _____ Phone: (419) 239-5513
 Relationship: Friend

Name / Title: Derrick Moore
 Email: _____ Phone: (567) 219-1488
 Relationship: Cousin

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):

H84-27 Ice Cream machine
\$7,000.00 Ice cream dipping cabinet model F/r-60 \$3,650.00
Delivery \$150.00 Pilot Fryer \$400.00

total \$11,050.00

(B) Owner Equity (dollars and source):

\$3,000, Savings,

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

Private lender 10,800, terms
Fixed rate of interest \$6,000.00

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

Requesting \$16,800 in
assistance in either a grant or loan.

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>	<p><i>The site has already been purchased delivery will depend upon date equipment is purchased.</i></p>		

Project Impact and Employment:

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

Right now I have 4 employees in which I pay minimum wage.

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?

This project will help to bring one of our community back back to full business. It will also contribute to the creation of a few jobs in the community. Right now the east side of town needs this business because we don't have one of this type on this side of town. There have been several improvements on the property that affected the physical appearance of the area as well.

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: Stinky Melon dairy farm

By: Ryan Hunter CEO
(Print or type name and title)

[Signature] (Signature) 06/15/21 (Date)



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
12/01/2020	202033503132	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	99.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

PIAJ E HUNTER
1817 HANCOCK ST
SANDUSKY, OH 44870

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Frank LaRose
4578987

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
THIRTY BELOW INVESTMENT GROUP LIMITED LIABILITY COMPANY

and, that said business records show the filing and recording of:

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG

Effective Date: 11/30/2020


Document No(s):

202033503132



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
1st day of December, A.D. 2020.


Ohio Secretary of State

To who ever this may concern,

My name is Piaj Hunter and I am with the company 30 below investment group. I am requesting financial assistance for my business 30 below Dairy Frost. The project consists of adding two windows to the front of the building to serve the customers better, and to add a little more appeal to the building. The estimated cost for the two windows is \$658.84. I would also like to update the fire suppression system that is outdated, and necessary for me to have in order to continue to run my business. The estimated cost for this project is \$3,950.00. The total cost would be \$4,608.84. My building is located at 1027 Cleveland Rd., Sandusky, OH 44870. Attached you will find estimates for each.

Thank you,

Piaj Hunter (419) 975-1526

1101 LAKECREST PARKWAY
SANDUSKY, OH 44870
(419) 621-1205
(419) 621-1566

MENARDS
Design & Buy™ WINDOWS

Design #: 326559766835

Estimated Price: \$658.84

How to purchase at the store:

1. Take this packet to any Menards store.
2. Have a Menards Team Member enter the Design ID into the Window Designer Program.
3. Have a Menards Team Member print purchasing documents.
4. Take the Special Order Contract to the register and pay.

How to recall and purchase a saved design at home:

1. Go to Menards.com
2. Login to your account.
3. Go to the Window Designer from the Project Center and select Search Saved Designs.
4. Enter the Design ID or select from your open projects to load into the Window Designer.
5. Add your design to the cart and purchase.

Line Item	Quantity	Product Description	Unit Price	Total Price
100-1	2	Builders, Double Hung, 27.5 x 52.5 Assembly = Full Unit, Country Where Unit Will Be Installed = USA, Performance Grade Rating = PG20, DP+20/-20 (Standard), Installation & Frame Type = Without Nailing Flange Exterior Finish = White, Interior Finish = White Measurement Type = Rough Opening, Rough Opening Width = 28", Rough Opening Height = 53", Actual Size = 27 1/2 -in X 52 1/2 -in, Sash Split = Even Divide, Lower Sash Height = 26.5 Lifetime Accidental Glass Breakage Coverage = No, Glass Energy Efficiency = Energy Star, Installation Zip Code = 44870, Energy Star Zone = Energy Star - Northern, High Altitude (above 3500 feet) = No, STC / OITC Rating = Standard, Glass Glazing = Double Pane, Low-E Coating Choice = Low-E 180, Glass Color/Texture = Clear, Glass Type = Standard, Air Space Options = Argon, Select Glass Thickness = Standard Default Thickness Grille Type = No Grilles Screen Options = Yes, Full or Half Screen = Full Screen, Select Screen Mesh Type = Fiberglass Mesh Lock Hardware Type = Cam Lock(s), Hardware Finish - Interior = White Does Unit Meet Egress Requirements? = Does Not Meet Egress Secondary Vent Stop = No, Exterior Frame Accessories = Slope Sill Adaptor, Sloped Sill Adaptor Applied or Loose = Applied, Interior Frame Accessories = Head Expander, Jamb Installation Clip = No Jamb Installation Clips U-Factor = 0.3, Solar Heat Gain Coefficient = 0.5, Visible Light Transmittance = 0.6, Condensation Resistance = 59, CPD# = JEL-A-725-12024-00001 Is this a Reorder? = No None	\$329.42	\$658.84
Rough Opening: 28 x 53				
Actual Size: 27.5 x 52.5				
Room: None Assigned				
Unit is viewed from the outside looking in.				

Total: **\$658.84**



GENE PTACEK & SON
FIRE EQUIPMENT COMPANY, INC.

7310 Associate Ave. • Cleveland, OH 44144 • (216) 651-8300 • Fax (216) 651-3435

August 20, 2021

Dairy Frost
Attn: Pete Hunter
1027 Cleveland Road W
Sandusky, OH 44870
Email: bigkonghunter@gmail.com

GPS Quote # 11491 - Revised

Dear Mr. Hunter:

We are pleased to submit the following quotation for equipment and installation labor needed to install the Kidde Wet Kitchen Hood Fire Suppression System.

The Kidde wet system we are proposing is Underwriters Laboratories approved as a "pre-engineered" system to protect commercial cooking areas. The equipment and accessories shown for this installation conforms to the current National Fire Protection Association Standard 96 "Vapor Removal from Cooking Equipment", as well as Standard 17A "Wet Chemical Extinguishing System" and the new Ohio State Fire Codes. This System will comply with the U.L. 300 Standard.

The System will be actuated automatically by strategically placed fusible links.

Manual actuation will be provided through the use of a manual pull station located near an exit.

Equipment List:

1 - WHDR 400M Cylinder	4 - Fryer Nozzles
1 - Mounting Bracket	1 - Griddle Nozzle
1 - ½" Vent Plug	1 - Pull Station
1 - Discharge Adapter Kit	3 - Fusible Link Kits
1 - XV Control Head	3 - 500° F Fusible Links
1 - High Pressure Hose	10 - Corner Pulleys
1 - Duct Nozzles	1 - Horn/Strobe
1 - Plenum Nozzle	1 - ¾" Gas Valve (Existing)

Price includes all pipe, fittings and miscellaneous materials. (Fittings are Schedule-40 black pipe. If Stainless Steel pipe is required, an additional charge will apply).
All Installation labor (non-union).

Note: Price does include removal of old system

INSTALLED COST	\$ 3,950.00
K-Class Fire Extinguisher	259.95
Acceptance Test.....	150.00
	Plus tax

Please note, work to be done during normal business hours, 8am - 4pm, Monday through Friday.

November 9, 2021

Economic Development Incentive Committee Summary

Sweet Potato Catering LLC

Applicant: Katharine Korabkin
1302 West Monroe Street
Sandusky, OH 44870

Principal Owners: Katharine Korabkin – 100%

Recommendation: \$10,000.00 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, 2022.

Project Description

Sweet Potato Catering, LLC provides custom catering and food preparation services. Owner and operator Katharine Korabkin is a classically trained chef with a degree in Culinary Arts from the Culinary Institute of America.

The company seeks to renovate the former Dema's Italian restaurant building at 1302 West Monroe Street for production and office space. The second story office space will provide an opportunity for the company to hire new employees at the location. Financial assistance from the Economic Development Fund will allow this growing business to continue to expand and increase employment in the community.

Project Uses

Design/Architecture	\$8,500.00
Construction/Renovations	\$61,800.00
<u>Equipment</u>	<u>\$26,800.00</u>
Total	\$97,100.00

Project Sources

Sandusky Economic Development Fund	\$10,000.00
<u>Owner Equity</u>	<u>\$87,100.00</u>
Total	\$97,100.00



Sweet Potato Catering

August 11, 2021

Mr. Jonathan Holody
Community Development Director
City of Sandusky
910 Columbus Avenue
Sandusky, OH 44870

RE: 1302 West Monroe Street – City of Sandusky EDF 2021

Dear Jonathan

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

This is another very exciting project and I would love to offer you a tour of Sweet Potato Catering and the renovations we have planned.

Have a great day,

A handwritten signature in blue ink, appearing to read 'Katie Korobkin'. The signature is fluid and cursive, with the first name 'Katie' being more prominent than the last name 'Korobkin'.

Katie Korobkin
Chef/Owner

Sweet Potato Catering
419-202-4740
Katie@SweetPotatoCatering.com

1302 West Monroe Street, Sandusky, OH 44870
SweetPotatoCatering.com

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Katharine R. Korabkin
(Applicant Name)

Owner
(Title)

Sweet Potato Catering
(Company Name – if different than Applicant Name)

1302 West Monroe Street
(Street Address)

Sandusky, OH 44870
(City, State, Zip)

419-202-4740
(Phone Number)

Katie@sweetpotatocatering.com
(Email)

83-2320608
(Federal Tax ID or last 4 of SSN)

Existing Business Information:

Type of Business: ☒ Commercial ☐ Retail ☐ Service
☐ Other _____

Legal Structure: _____

Primary Product or Service: Catering / Food Preparation

Date Established: 2017 NAICS-SIC Code: _____

Website (if applicable): sweetpotatocatering.com

Principal Officers / Owners:

Name / Title: Katharine Korabkiw

Email: Katie@sweetpotatocatering.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:

1302 West Monroe Street

(Address)

Sandusky, OH 44870

(City, State, Zip)

One

(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 addition 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 Addendum - Page # 2

Business/Personal References:

Name / Title: *Eric Wobser, City of Sandusky manager*
 Email: *ewobser@ci.sandusky.net-us* Phone: *516-400-1434*
 Relationship: *client / collaborator*

Name / Title: *Nickelle Johnson, Director - Environmental Design Group*
 Email: *njohnson@envdesigngroup.com* Phone: *513-461-2121*
 Relationship: *Friend / client*

Name / Title: *Richard Finneran / Vice Pres. Commercial Bank*
 Email: *rcfinneran@civistic.bank* Phone: *419-366-0886*
 Relationship: *client / banker*

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): _____

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

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

_____ *\$110,000* _____

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>	July 2020	—	_____
<u>Other</u>	_____		

Project Impact and Employment:

through 7/31

	Current Year 2021	Year One 2018	Year Two 2019	Year Three 2020
Annual Sales Revenue	151,268	159,213	186,846	148,673
Annual Payroll	10,299	4,921	18,350	11,302
Current Employment (FTE)	.8	.15	.5	.45
Average Pay Per Employee	\$16/hr.	\$12/hr.	\$15/hr.	\$15/hr.

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

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

Please see Addition # 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: Sweet Potato Catering

By: Katherine Korabkin

(Print or type name and title)

Ka Korabkin 08-11-2021

(Signature)

(Date)



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
07/25/2017	201720502874	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	99.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

FLYNN PY & KRUSE CO., LPA
165 E. WASHINGTON ROW
SANDUSKY, OH 44870

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted
4054290

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
SWEET POTATO CATERING, LLC

and, that said business records show the filing and recording of:

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG
Effective Date: 07/24/2017

Document No(s):
201720502874



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
25th day of July, A.D. 2017.

Ohio Secretary of State

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. Over the past four years my business has grown. It is now time for the next phase.

Project Description

The project that I have undertaken is the renovation of 1302 West Monroe Street in Sandusky. This building is known by many Sanduskians as the old Dema's, a popular Italian restaurant of the past, located in a residential area southwest of downtown.

The scope of the project includes, but is not limited to the following:

- Exterior Work
 - Replacement of original windows for energy efficiency.
 - New front entrance to "tasting room" for clients.
 - Repair of cracking concrete at kitchen entrance.
- Interior Work
 - Renovation of 1st floor "tasting room".
 - Renovation of kitchen prep to accommodate additional staff.
 - Renovation / change of use of 2nd floor apartment to multi-office for Sweet Potato Catering, Venue 634 and Denney's Roofing.
 - Leveling of collapsing second floor/ new flooring.
 - Restroom updates on 1st and 2nd floor.
 - Upgraded electrical / lighting throughout.
 - New HVAC system.
 - Restoration of first floor original tin ceiling.
- Installation of commercial grade walk-in cooler, freezer, stove and ovens.

Project Concept

The building at 1302 W. Monroe Street has served us well. Over the past 3 years in this location Sweet Potato Catering has grown to become one of the most popular catering companies in Erie County and beyond. We share our corner of Carr Street with wonderful residential neighbors who have expressed their delight in the aromas escaping our kitchen door.

I was born and raised until the age of 8 in a tiny building in Greenwich Village, New York City located right next door to a popular Italian restaurant. Each and every morning without fail the head chef had one of his staff members clean and disinfect the sidewalk so that it would be safe for my brother and I to learn to walk past it's kitchen door.

As a business owner located in a residential area, I am keenly aware of our presence. I am committed to the cleanliness of my property, the maintenance of the actual structure and the potential upgrades that will add value not only to my building, but to the neighborhood in general.

As Downtown Sandusky continues to develop it is areas like Monroe and Carr Streets, on the fringe of this resurgence, that will continue to transform our City not only for its residents, but for Sandusky's out of town visitors.

The building located at 1302 West Monroe Street was built in 1920 and from all accounts was a popular neighborhood hang out. Most area residents remember it fondly as Dema's, and more recently there was an attempt to bring back original recipes for take-out. The property was purchased in September 2018 by Laurie Korobkin. I currently lease the property and have plans for ownership in the future.

Sweet Potato Catering is thrilled to be part of the energy and enthusiasm that is contributing to Sandusky's success.

Sweet Potato Catering - 1302 W. Monroe Renovation Cost. - Addendum # 4

Category	Item	Identification	Supplier	Total
DESIGN/ARCHITECT				
DEMOLITION				
		Interior Design/Layout	Morgan Wadding	\$ 3,500.00
		Exterior Design	Bodde Design	\$ 5,000.00
	Remove existing walls	First Floor	Browns Demo	\$ 1,800.00
	Remove existing walls	Second Floor	Denney's Roofing	\$ 3,000.00
CONSTRUCTION				
	Framing/Drywall	First & Second Floors	Jack of all Trades	
	Flooring	Second Floor	Jack of all Trades	\$ 16,000.00
	Windows	Replacement	Olde Towne	\$ 8,000.00
	Front Entrance	New design	Rockstar Concrete	\$ 4,000.00
BASEMENT WATERPROOF				
HVAC				
PLUMBING	Install Bathroom	Second Floor	Hohler	\$ 14,000.00
ELECTRICIAN	Upgrade all lighting	First & Second Floors	Gallagher	\$ 5,000.00
PAINTING		First & Second Floors	CT Electric	\$ 4,000.00
EQUIPMENT			Kingsley Painting	\$ 6,000.00
	Walk-in Cooler		Breckenridge	\$ 18,000.00
	Reach-in Freezer			\$ 2,500.00
	Cooktop/Ovens			\$ 3,500.00
	Prep Tables/Shelving		Webstaurant	\$ 2,800.00
TOTAL				\$ 97,100.00

November 9, 2021

Economic Development Incentive Committee Summary

TrueGrit Fitness, LLC (dba WellFit Rx)

Applicant: Dustin Smith
301 E. Market Street
Sandusky, OH 44870

Principal Owners: Dustin Smith – 100%

Recommendation: \$5,000.00 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 June 30, 2022.

Project Description

TrueGrit Fitness LLC (dba WellFit Rx) provides personal training, physical therapy and nutritional services to help clients live healthy, pain free lives. Owner/operator Dustin Smith possesses numerous certifications and years of professional experience in the field of personal wellness. The company currently provides its services to clients at the Tim Dorsey Fitness facility.

TrueGrit Fitness seeks to lease a currently vacant space, adjacent to Tim Dorsey Fitness, in the building at 301 E. Market Street. The private space will allow the company to expand its services and client base and increase employment in the City of Sandusky.

Project Uses

Tenant Improvements (flooring, doors, electrical, ceiling, etc.)	\$8,609.69
Equipment	<u>\$3,601.12</u>
Total	\$12,210.81

Project Sources

Sandusky Economic Development Fund	\$5,000.00
Owner Equity	<u>\$7,210.81</u>
Total	\$12,210.81

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Dustin Smith WellFit Rx
(Applicant Name)

owner
(Title)

WellFit Rx
(Company Name – if different than Applicant Name)

301 E Market St
(Street Address)

Sandusky OH 44870
(Suite, Apt, etc.)
(City, State, Zip)

419-239-6226
(Phone Number)

dustin@wellfitrx.org
(Email)

~~0000~~ 6033
(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: Personal training
 Date Established: 10/2018 NAICS-SIC Code: _____
 Website (if applicable):
www.wellfitrx.org

Principal Officers / Owners:

Name / Title: Dustin Smith
 Email: dustin@wellfitrx.org Phone: 419-239-6226
 SSN (last 4): 6033 % 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:

301 E market st (Additional 1,030 square ft space)
 (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).

I have had a personal training business since October 2018. My background is in strength athletics where I competed for 10 years. From there, I went to school to become a physical therapist asst and further learn about the human body, rehab, etc. Along with that, I have a bachelors degree, am a certified personal trainer, and have traveled around the country taking relevant continuing education courses. I am full time running the business now and would love the opportunity to add more value to the downtown area as well as ~~as~~ support/promote other local business.

The building in which it is located is at 301 E market st

Project Description:

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

I am seeking to move into a new 1,030 sq ft space downtown. I would like to have ~~add~~ the space to add additional value to new and current clients. The business will add the best experience possible to clients and add another ^{unique} business downtown. This space was previously vacant, but now can have the opportunity to offer more services and value. In order to get the space ready for business it would require flooring, new ceiling/electrical work, new garage ^{glass} door to make space known as well as aesthetically pleasing.

Continued...

Business/Personal References:

Name / Title: Lee Jordan

Email: _____

Phone: 419-901-0852

Relationship: _____

Name / Title: Tim Dorsey

Email: _____

Phone: 419-602-1769

Relationship: I have been running my business out of Tim Dorsey Fitness for 3 years now. Expanding to 1,030 sq ft space for additional business growth.

Name / Title: Jeremy Hartman

Email: _____

Phone: 440-829-8541

Relationship: Affiliate / Business owner / Former coach

Project Description continued...

I am also planning to get a treatment table, massage table, Intersegmental traction table, and other equipment such as a freemotion cable machine, Bands, and kettlebells. This would go along with the plan to provide more services to clients and potential clients. With added services and business growth, I would be able to hire more people in the future. This would include a massage therapist, another personal trainer, and possibly offering physical therapy services. Having a quieter, private space also allows the opportunity to make digital content that can help others. The goal is to help others move better, feel better, and do more of what they love in life with less aches and pains.

The reason why I started this business and have such a passion for helping others is that I know how it feels to be down and in pain every day. Several years ago I fractured my spine. This caused daily pain for well over a year and a half. Many doctors said I would need surgery, but being so young, I wanted to try my best to find another way. It became my obsession to avoid surgery and ~~be~~^{get} healthy. I am now pain free and able to help others who want to improve their health + fitness too.

I am a lifelong resident of Sandusky and really love the community aspect and growth. I will do my best to add value to the community. I have dedicated my life to health and fitness and love to help others in that area. Well Fit Rx focuses on personal training, post rehab fitness, low back health, movement assessments, sports performance training, and fitness nutrition. I want the business to be an area to support ^{other} local businesses as well. I feel like there is so much potential in the 1000 square foot space to add value to the downtown area.

Thank you for your time and reading this.

Dustin Smith

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):

- Gym Flooring - \$3196.69
 Estimate done by Health & Fitness
 Equipment Centers
 - Garage door (Glass/Aluminum) \$2913.00
 Estimate done by Sandusky Door & Hearth

- Electrical work and drop ceiling - still waiting on estimate from company
- Intersegmental traction table ~ \$2600. Estimate done by KAMED Medical
- Treatment table \$450
- Massage table \$270
- Possible addition to a window in room - waiting on estimate from the same company doing electrical/drop ceiling estimate.

(B) Owner Equity (dollars and source):

Personal Savings, working many days from 6a-7p to achieve this.

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


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

50% of total costs

A). Total estimated costs without the electrical and drop ceiling estimates are roughly \$10,000. I will get the other estimates to you as soon as possible.
 * I have already painted the room.

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>personal savings</u>		
<u>Construction</u>	<u>Early 2022</u>	<u>Early 2022</u>	
<u>Other</u>	 <u>wait time on materials such as flooring (~3-4 months)</u> <u>Garage door (~3 months)</u> <u>1st table (~2 months)</u>		

Project Impact and Employment:

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	~50K			
Annual Payroll				
Current Employment (FTE)				
Average Pay Per Employee				

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

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

• The business is going into a space that was vacant. The space will be revitalized and look professional. It will give more options for people to improve their health, wellness, and fitness. The business focuses on personal training, post rehab fitness, low back health, sports performance, and fitness nutrition. As the business continues to expand, more services and people can be added.

• As far as I know of there are no business that focus on the particular goals and niches that Wellfit Rx provides.

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 *(In process) with building owner Scott Thom*

I am able to get financial statements from previous years if needed

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: Well Fit Rx

By: Dustin Smith

(Print or type name and title)

Dustin Smith 10/22/21

(Signature)

(Date)

**For garage door*

Sandusky Door & Hearth

Office

340 New Towne Square Dr.
Toledo, OH. 43612
Telephone: (419) 476-7811
Fax: (419) 476-7817

Showroom

1223 W. Perkins Ave.
Sandusky, OH. 44870
Telephone: (419) 624-0200
Fax: (419) 624-0220

The Genuine. The Original.



Proposal #: 1-Unsaved

PROPOSAL SUBMITTED TO: TIM DORSEY FITNESS <i>WellFit Rx</i>				Date 10/7/2021		Attention dpsmith231@gmail.com			
STREET 301 E. MARKET ST.				Job Name TIM DORSEY FITNESS <i>WellFit Rx</i>					
City SANDUSKY		State OH	Zip Code 44870		Job Location SANDUSKY				
Phone Number DUSTIN 419-239-6226		Fax Number			Job Phone 419-239-6226				
ITEM #	QTY	SERIES	DOOR WIDTH	DOOR HEIGHT	COLOR	WINDOWS	OPERATION	HEAD ROOM	PRICE
1	1	3295	8'	8'	ANOD ALUM	1/8" DSB	MANUAL	20" RADIUS	\$2,913
2	1	3295	8'	8'	ANOD ALUM	1/8" TEMP	MANUAL	20" RADIUS	\$3,920

FURNISH AND INSTALL:

Panel Style: Full-View
Section Construction: 2" Thick - Hollow Aluminum Rails
Section Material: Heavy Duty / Aluminum
Insulation Type: No Insulation
Thermal Performance (R-value): 0
Window Style: Full-View
Glass: Insulated & Non-Insulated
Warranty: Limited Lifetime on Sections
Price: \$\$\$\$

Again, I met & contacted these contractors. This will all be for the 1030 sq/ft room for the WellFit Rx business.

PROPOSAL TO INCLUDE THE FOLLOWING:

- Full view glass panels.
- Anodized Aluminum finish.
- Inside lock.
- Door(s) to be operated manually.
- Torsion spring counterbalance system.
- High lift track. **20" radius **
- 1/8" DSB glass in section.
- Vinyl trim-grey.
- Take down and remove existing doors/operators.

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

Signature

AMANDA VOEGLE

Direct Dial: 419-624-0200

* For flooring

ORDER FORM

Health and Fitness Equipment Centers
Commercial / Medical Division
35665 Curtis Blvd.
Eastlake, Ohio 44095
Office 440-946-0839
Cell 440-479-4835
Fax 440-946-8449
www.healthandfitnessohio.com
Rep: Joel Parks



HEALTH & FITNESS
EQUIPMENT CENTERS

DELIVER TO:

Tim Dorsey Fitness
301 E. Market St
Sandusky, OH 44870

* I will be the
one purchasing these.
They are the company
that did
TDF
I also

INSTALL DATE: 9/20/2021

PAYMENT BY:

Check: _____ Amt. Enclosed: _____
Charge: x Card Type: _____
Account: _____ Account No: _____
COD: _____
Credit Card No: _____

Customer Purchase Order	
Customer Phone Number	(419) 602-1769
Direct Inquiries To:	Tim Dorsey
Delivering Date Requested:	

Payment Policy:

STOCK NO.	QTY.	DESCRIPTION	MSRP	UNIT PRICE	LINE TOTAL
EL02	7	Grippen Gray 10% Rolled Flooring 4x30		264.00	1,848.00
EL02	4	Grippen Gray 10% Rolled Flooring 4x18		158.40	633.60

BILL TO:

Address: _____

Signature: _____

Sub total:	2,481.60
Freight:	250.00
Delivery and Install:	249.00
Tax:	216.09
Downpayment	
Total due:	3,196.69

NO REFUNDS AFTER 30 DAYS, 15% RESTOCKING FEE, DELIVERY FEES NON-REFUNDABLE



October 28, 2021

Dr. Dustin Smith
301 E. Market St
Sandusky, OH 44870
DPSmith231@Gmail.com

Dear Dustin Smith,

We thank you for the opportunity to provide you with this quote.

1 Legacy-500 IST - Black		\$ 2,295.00
↓	Shipping	\$ 200.00
Intersegmental traction table	OH Sales Tax	\$ 187.13
		\$ 2,682.13

will be used for clients after training session for relaxation and other benefits

Sincerely,

Alan R Gale
President
ARG; pmr

KAUFFMAN MEDICAL ELECTRONICS, INC.
5774 WESTBOURNE AVE. COLUMBUS, OH 43213
614-882-8488 / Fax 614-882-1014 / 800-792-9926
Email: kamed@ee.net / website: www.kamedusa.com

10% Off Women's Health (<https://www.healthproductsforyou.com/c-womens-health.html>) and Rehab & Therapy (<https://www.healthproductsforyou.com/c-rehabilitation-therapy.html>), Code: ATBF10, Exclusions Apply



My Account ▾

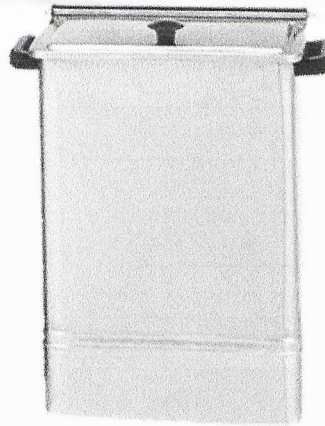
Cart (/Cart)

Wound Care (/c-wound-care.html) Ostomy (/c-ostomy-product-suppliers.html) Incontinence (/c-incontinence.html) Urologicals (/c-urological-disorders.html) Respiratory (/c-respiratory.html) Womer

+ + + + +

Rehab & Therapy (<https://www.healthproductsforyou.com/c-rehabilitation-therapy.html>) > Hot And Cold Therapy (<https://www.healthproductsforyou.com/c-hot-and-cold-therapy.html>) > Heating Units (<https://www.healthproductsforyou.com/c-heating-units.html>)

Chattanooga Hydrocollator E-1 Stationary Heating Unit



* used for storage of moist heat hot packs. Heat has many benefits that can be use with clients after sessions ~~also~~ in conjunction with Intersegmental Traction Table.

(<https://cdns.webareacontrol.com/prodimages/1000-X-1000/1/L/171220084232102-L-L.png>)

FREE SHIPPING

SIZE CHART

☒ Refer & Earn ☐ Add to Wishlist

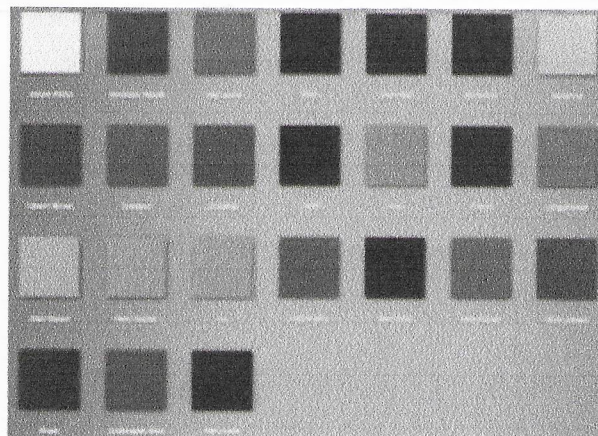
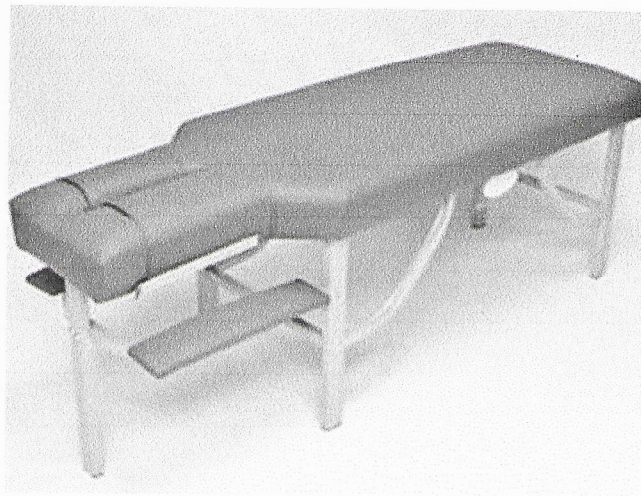
Not Eligible for Standard and Expedited Delivery.

Brand/Manufacturer:
CHATTANOOGA GROUP

☒ Add a review

Item #	Desc	Pkg	Price	
Options				
2102-2	Includes 3 Standard Size HotPacs and 1 Cervical HotPacs -Each	\$10.50	\$454.99 \$349.99	<input type="button" value="Add to Cart"/>
2102-3	Includes 2 Standard Size HotPacs and 2 Cervical HotPacs -Each	\$10.50	\$454.99 \$349.99	<input type="button" value="Add to Cart"/>
2102	Includes 4 Standard Size HotPacs -Each	\$10.50	\$454.99 \$349.99	<input type="button" value="Add to Cart"/>

Chat



The Contour is the most popular table of our Dura-Comfort line. This treatment table measures 72" long, 24" wide, and 25" high, but is also available in 28" width, as well as 30" height. Steel construction legs. Face paper hardware included. 400 lb weight capacity. Table is upholstered in Boltalex® All Star fabric and treated with PreFixx® protective finish, giving it outstanding resistance to staining, abrasion and scuffing as well as chemical resistance to stains from many common disinfecting agents used in healthcare environments. Available in all 24 of our colors .

\$529.00 + ship 24" wide

\$569.00 + ship 28" wide

* Treatment table used for assessments and performing various exercises to help regain function, strength, endurance, stability, mobility, etc

Max Comfort for face hole is \$39.00



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
10/01/2018	201827401844	DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG (LCP)	99.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

LAW OFFICE
1008 WINDAMERE LANE
SANDUSKY, OH 44870

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Jon Husted
4237653

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
TRUGRIT FITNESS LLC

and, that said business records show the filing and recording of:

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG
Effective Date: 10/01/2018

Document No(s):
201827401844



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
1st day of October, A.D. 2018.

Jon Husted
Ohio Secretary of State



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
01/16/2020	202000803998	TRADE NAME REGISTRATION (RNO)	39.00	0.00	0.00	0.00

Receipt

This is not a bill. Please do not remit payment.

LAW OFFICE
1008 WINDAMERE LANE
SANDUSKY, OH 44870

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Frank LaRose
4422432

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
WELLFIT RX

and, that said business records show the filing and recording of:

Document(s)

TRADE NAME REGISTRATION

Effective Date: 01/08/2020

Document No(s):

202000803998

Date of First Use: 01/01/2020

Expiration Date: 01/08/2025

TRUGRIT FITNESS LLC
1114 4TH STREET
SANDUSKY, OH 44870



United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of the
Secretary of State at Columbus, Ohio this
16th day of January, A.D. 2020.

Ohio Secretary of State

November 9, 2021

Economic Development Incentive Committee Summary

Everwild Spirits, LLC

Applicant: Rick and Gia Lynch
212 Hancock Street
Sandusky, OH 44870

Principal Owners: Rick and Gia Lynch – 100%

Recommendation: \$100,000.00 Economic Development Fund grant to be approved upon recommendation by the Economic Development Incentive Committee and approval by the City Commission; obtaining all relevant permits, and displaying a sign evidencing City of Sandusky support for one year after project completion. The project improvements will be completed by December 31, 2022.

Project Description

Rick and Lynch seek to open and operate Everwild Spirits at 212 Hancock Street. The couple purchase the building in October 2020. Everwild Spirits will feature craft bourbon production, tasting and retail sales. The company has obtained the necessary federal permit to distill spirits and expects to produce 70 barrels of whiskey in its first year of operation.

Everwild Spirits promises to bring “craft distillery tourism” to Sandusky. This year round attraction will create jobs and economic activity in the City.

Project Uses

Property Acquisition	\$280,000.00
Construction/Renovation/Permits/Fees	\$1,556,000.00
Inventory	\$350,000.00
Equipment	\$150,000.00
Total	\$2,336,000.00

Project Sources

Sandusky Economic Development Fund	\$100,000.00
Owner Equity/Bank Financing	\$2,236,000.00
Total	\$2,336,000.00

- Projects that involve the redevelopment of vacant, foreclosed or underutilized sites and buildings, especially projects that focus on creating ready-to-lease commercial space.
- Minority or female owned business enterprises.
- Projects which offer proportionately high employment opportunities to persons of low- and moderate-income households.
- Projects involving the beautification and enhancement of properties listed on the National Register of Historic Places or contributing members within Nationally Registered Historic Districts.
- Businesses and/or projects that promote goals and objectives of the City of Sandusky Comprehensive Masterplan and Strategic Plan.

APPLICATION TO FOLLOW ON THE NEXT PAGE

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

(Applicant Name) Gia Gennari-Lynch & Rick Lynch

(Title) Owner/Owner

(Company Name – if different than Applicant Name) Everwild Spirits, LLC

(Street Address) 212 Hancock Street

(Suite, Apt, etc.)

(City, State, Zip) Sandusky, OH, 44870

(Phone Number) Gia: 419-496-8448, Rick: 216-526-8719

(Email) gia@everwildspirits.com, rick@everwildspirits.com

(Federal Tax ID or last 4 of SSN) EIN: 85-1589189

Existing Business Information:

Type of Business: ☒ Commercial

☐ Retail

☐ Service

☐ Other _____

Legal Structure: LLC

Primary Product or Service: Distilled Spirits Manufacturer

Date Established: 10/23/2020 NAICS-SIC Code: 312140 - Distillery

Website (if applicable): www.EverwildSpirits.com

Principal Officers / Owners:

Name / Title: Gia L.M. Gennari-Lynch, Founder/Owner/Chief Flavor Officer

Email: gia@everwildspirits.com

Phone: 419-496-8448

SSN (last 4): xxx-xx-8753 % Ownership: 100%

Name / Title: Richard "Rick" S. Lynch, Jr., Founder/Owner/President

Email: rick@everwildspirits.com

Phone: 216-526-8719

SSN (last 4): xxx-xx-2931 % Ownership: 100%

Name / Title: Jude Gennari, Vice-President, Operations

Email: jude@everwildspirits.com

Phone: 419-239-3375

SSN (last 4): xxxx-xx-1203 % Ownership: 0%

Name / Title: _____

Email: _____ Phone: _____

SSN (last 4): _____ % Ownership: _____

Location of Proposed Project:

(Address) 212 Hancock Street

(City, State, Zip) Sandusky, OH, 44870

-
(County) ERIE

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).

Gia Gennari-Lynch – Gia is Co-Founder and Chief Flavor Officer of Everwild Spirits. Gia has 25 year's experience as a Critical Care Transport (Helicopter) and Paramedic/Firefighter. Gia is currently a part-time Paramedic Firefighter for the City of Huron. She has worked previously as a Paramedic Firefighter (2018-2021) for Vermilion Twp, and Perkins Twp (1997-2012). She was a Critical Care Transport Flight Medic for University Hospitals/Air Methods (2002-2012) and St Vincent Life Flight (1999-2002). She worked previously as a Paramedic for North Central EMS (1996-2002). Gia has Firefighter A, B & C certification, is a nationally registered Paramedic. She is also a former Realtor and a certified Personal Trainer.

Rick Lynch – Rick is Co-Founder and President of Everwild Spirits. Rick has 22 years experience as a Marketing, Sales and Business Development executive in the Fin-Tech industry. Rick most recently worked as a Senior Vice-President of Business Development for Visa, Inc. (2019-2020). In 2006, Rick was a founding member and minority owner of Verifi, Inc.. He

worked as Senior VP of Business Development throughout his 15 year tenure at Verifi. During that time Verifi grew from a 2 man startup to a team of 220 employees, and greater than \$50M in annual revenue. In 2019, Visa, Inc. acquired Verifi. Rick was retained and began working for Visa. Prior to that, Rick worked as the Director of Marketing, Sales and Business Development for CardinalCommerce (1999-2006 Mentor, OH). Rick was the first employee hired at Cardinal and was instrumental in growing the company to a staff of 60 employees, achieving an annual revenue in excess of \$10M when he departed. CardinalCommerce was acquired by Visa, Inc. in 2016. Rick's professional career began as the Graphics Editor for the Sandusky Register (1997-1999). Rick is a graduate of the University of Dayton with a BFA in Fine Arts/Illustration.

Jude Gennari – Jude is Vice-President of Operations for Everwild Spirits. Jude has worked for the last 23 years in the restaurant/hospitality industry, primarily as a restaurant manager. Most recently Jude was an Associate Manager for Cracker Barrel from 2004-2021, managing their restaurant on Milan Ave in Perkins Twp. Prior to this, Jude worked as a Territory Manager for Ecolab from 1994-1998, supporting Hotels and Restaurants throughout northern Ohio.

212 Hancock Street Building History

Everwild Spirits will be located at 212 Hancock Street in downtown Sandusky, OH. We've done some extensive research the history of this building, with some limited success. While we've been unable to locate historical photos, we have pieced together a timeline of past business owners

- 1929 – Lord & Schmidtkons opened a Studebaker & Pierce-Arrow Automobile Sales and Service business.
- 1932 – Breckenridge Co. opens as a new Ford Dealership
- 1936 – Erie Auto Supply Co. begins operating. They also issued Drivers Licenses.
- 1956 – Work Motors, owned by Paul Work, opened for business. He purchased the building from Mrs. Lois Howe.
- 1957 – Lee and Candy Warehousing
- 1960's – Pittsburgh Paint shop (exact dates unknown)
- 1968 – Triangle Furniture & Appliance
- 1972 – Charles David purchases the building and operates "All Car Service Center" in the rear portion of the building. Great Lakes Hobbies operates as a tenant in the front retail shop
- 1981 – Richard Limback purchases the building and operated "Lakeshore Pattern & Casting" business in the rear portion. "The Alterations Shoppe" operates as a tenant in the front retail shop. Limback owned the building until 2008.
- 2008 – Charles and Janet Obergefell (JCO Holdings LLC) purchased the building.
- 1989-2020 – Forte Music operates as a tenant in the front retail shop. The rear portion was partially used for storage but no business operated in that portion throughout this period.
- 2020 – SMSVC LLC (Rick & Gia Lynch) purchase the building.
- 2021 – SMSVC LLC purchases the adjoining vacant lot immediately south of 212 Hancock. These parcels will be merged into one single lot.

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).

Everwild Spirits, LLC, plans to open for business in the Spring of 2022, as Sandusky's first and only distillery. Everwild will distill craft spirits, utilizing over 70,000 lbs. of locally sourced corn, rye, wheat and malted barley on an annual basis. We have obtained our Federal Distilled Spirits Permit (DSP-OH-20108) and we are in process of obtaining our Ohio A3a and A1A permits, to operate as a Manufacturer of distilled spirits within the state of Ohio.

Everwild will have three primary channels of revenue. 1) Direct to consumer sales at our Distillery and Tasting Room at 212 Hancock Street, 2) Retail sales through Ohio's Division of Liquor Control, and 3) Online sales/eCommerce.

The distillery will feature a 130 gallon Kothe copper hybrid still, and we will produce 70 barrels (55 gallon) of new-make whiskey in our first year of operation. Production will ramp up to over 800 barrels per year by 2030. The initial products offered will be comprised of six Bourbon Whiskey's, and will later expand to additional Whiskey products, as well as other distilled spirits (vodka, gin, rum). We will offer tastings, tours and educational classes at our distillery throughout the year.

Everwild has also acquired a 13,000 sq ft warehouse in Huron Twp (1225 Mudbrook Road) for barrel storage, aging & bottling.

Business/Personal References:

Name / Title: Matthew Katz, CEO, Verifi, Inc. a Visa Company

Email: matthew.katz@verifi.com Phone: 323-655-5789

Relationship: Former employer of Rick Lynch

Name / Title: Tim Sherwin, CEO, Cardinal Commerce, a Visa Company

Email: tims@cardinalcommerce.com Phone: 877-909-6119

Relationship: Former employer of Rick Lynch

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):

Item	Cost	Source of Funds
212 Hancock St, Sandusky - Purchase	\$ 225,000	Rick & Gia Lynch - Truist Line of Credit
214 Hancock St., Sandusky (vacant lot) - Purchase	\$ 55,000	Rick & Gia Lynch - Truist Line of Credit
212 Hancock - buildout	\$ 750,000	Rick & Gia Lynch - Truist Line of Credit
212 Hancock – furnishings/equipment	\$ 315,000	Rick & Gia Lynch - Truist Line of Credit
1225 Mudbrook – buildout – Purchase	\$ 425,000	Rick & Gia Lynch - Truist Line of Credit
1225 Mudbrook - buildout	\$ 51,000	Rick & Gia Lynch - Truist Line of Credit
Inventory (Spirits, bottles, labels, tops, etc...)	\$ 350,000	Rick & Gia Lynch - Truist Line of Credit
Distillery Equipment	\$ 150,000	Rick & Gia Lynch - Truist Line of Credit
Permits/Fees	\$ 15,000	Rick & Gia Lynch - Truist Line of Credit
TOTAL	\$ 2,336,000	

(B) Owner Equity (dollars and source): 100% owned by Rick & Gia Lynch

(C) Private Lending (dollars, source, terms): Truist Bank, Line of Credit, \$3,000,000 (1.370% APR, variable)

(D) Request for City Assistance (dollars and type): \$100,000

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>	May 2020	June 2021	
<u>Financing</u>	Sep 2019	Nov 2019	
<u>Construction</u>	Jul 2021	Apr 2022	
<u>Other</u> – Ohio DSP Licenses	May 2021	Apr 2022	

Project Impact and Employment:

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	\$0.00	\$957,020	\$1,415,170	\$1,681,490
Annual Payroll	0	\$225,000 (24%)	\$325,000 (23%)	\$370,000 (22%)
Current Employment (FTE)	0	12.5	13.5	16
Average Pay Per Employee	0	\$18,500 + tips	\$24,075 + tips	\$23,125 + tips

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?
 - **CATALYST** - The Everwild Spirits Distillery & Tasting Room, is located at 212 Hancock Street, in downtown Sandusky. The building sits on the southeast block of the Market Street and Hancock Street intersection. This city block sits at the eastern 'edge' of downtown Sandusky's most active area. It is a block with a number of underutilized/vacant properties, and our distillery should serve as a major catalyst to revitalize this area and spur additional interest in development.

- **YEAR ROUND BUSINESS** – While many businesses in the Sandusky area are focused on generating the majority of their business volume during ‘vacation season’ (May-Sep), the Everwild Distillery & Tasting Room is a ‘destination experience’ that will be open and generating consistent business throughout the year.
- **TOURISM** – Distilleries throughout the US serve as a major point of tourism interest. Since 2012, the number of distilleries in the US has increased from 200 to over 2,300 over the last nine years. This dramatic growth in distilleries, particularly smaller local craft distilleries, illustrates the clear market demand for this type of experience by the tourist market. A recent study, (2020 Economic Impact Study of New York State Distilled Spirits Industry) estimated that a single distillery, on average, generated over 10,390 ‘out of county’ visitors per year.
- **SECONDARY IMPACT** – In addition to generating new jobs for direct employment, Everwild Spirits products will help drive business in revenue for other area businesses that support our manufacturing process and/or resell
 - **Grain** – Everwild will purchase over 70,000 lbs of locally sourced corn, wheat, rye and barley from area farmers.
 - **Stillage** – the waste product from our distillation process (spent grains) will be provided to local area livestock farms for feed
 - **Retail Restaurants** – Local area retail restaurants that choose to offer our distilled spirits will benefit from the marketing dollars we will invest to drive brand awareness and create demand for our products resold by these partners
 - **State Liquor Stores** – Local area state liquor stores will benefit from the marketing dollars we will invest to drive brand awareness and create demand for our products resold by these partners
- Will the project contribute to a change in the market dynamics, economic status, physical appearance or perception of the area?
 - Everwild will be investing significant capital (\$750,000 estimated buildout costs) to expand and improve our property at 212 Hancock, as well as adding a new parking lot to the formerly vacant lot directly to the South. The remodeled distillery building will showcase a dramatic and unique architectural profile. It will serve as a major attraction and will contribute to re-defining the perception of the downtown Sandusky area in a positive way.
- Does the project address specific area needs or missing services?
 - To the best of our knowledge, while there is a rich history of both wineries and breweries in the Sandusky area throughout the last 140 years, there has never been a distillery in Erie County, OH.
With the recent opening of the Bait House Brewery and CLAG Brewing Company, Sandusky once again has operated alcohol ‘manufacturing’ businesses within the city – the first since the closing of Cleveland-Sandusky Brewing Co. (formerly Kuebeler-Stang Brewing & Malting co.) in 1935. With the addition of Everwild Spirits Distillery, we envision a ‘brewing and distilling’ district taking shape in downtown Sandusky.
 - Cedar Point is the 13th most visited Amusement Park in the United States, with nearly 4 million visitors annually. Sandusky is the *only* city hosting an Amusement Park on the top 20 in the US that does NOT have at least one local distillery, if not more.
(source: https://en.wikipedia.org/wiki/List_of_amusement_park_rankings) Attachments:

The following should be submitted with your ED Application:

- X Business plan (if applicable)
- N/A Three years of historical financial statements (if applicable)
- X Three years of projected financial statements (if applicable)
- X Sources of financing including evidence of private funds and matching funds (if possible)
- X Third party cost estimates, INCLUDING RENDERINGS (if applicable)
- X 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		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		n/a
Non-registered rental units		X
Real estate that is in foreclosure		X
		X
		X
		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.

Program Guidelines & Application | 1/2021

Company Name:

RICK LYNCH

(Print or type name and title)

Richard J. Lynch

(Signature)

9/30/21

(Date)

By:

6% Agreement		Task	Vendor	Estimate	SIC OR Scope	Quote	Actual Paid	Notes
Yes		Steel/Roof System	AV Lake	\$103,429.00	\$103,429.00	\$103,429.00	\$0.00	Bid signed. Deposit TBD
Yes		AV Lake - Steel, Tasting Room	AV Lake	\$20,000.00	\$20,000.00		\$0.00	Brian owes us the remaining estimate
Yes		Canopy	Everbright/Rusco/BI	\$10,000.00	\$10,000.00			Josh will provide intros to Everbright and Rusco. We can talk to Brady Signs locally as well.
Yes		Block	Wasiniak	\$25,000.00	\$25,000.00		\$0.00	Do we have a formal quote? Only have a quote for T&M work
Yes		Overhead Door	Harbor Door	\$10,000.00	\$10,000.00		\$0.00	Joe Segulski/Harbor Door will do this install
No		Footings, Demo, Silework	SIC	\$72,878.00	n/a		\$30,000.00	
No		Interior Floor Demo - Tasting Room	SIC	\$3,000.00	n/a		\$3,000.00	
No		Misc interior prep work, equip, labor	SIC	\$3,608.72	n/a		\$3,608.72	
Yes		Exterior Finish-metal siding		\$60,000.00	n/a		\$0.00	
		Bridger Steel						
		Dimensional Metal					\$9,030.00	14 week lead time for delivery. Metal siding at Lounge Area: 840 s.f. 'Bridgersteel' Custom
		Thermory Ignite/Ash Wood siding	Thermory				\$16,511.00	Upper Siding at the South Wall (Still Triangular wall) = 490 s.f.
								Wood Siding at Lounge Area: 840 s.f. Rebel 'Ignite Series'
								Wood Siding at Still Front wall: 200 s.f. 'Benchmark ASH'
		Labor and equipment to install	SIC/Jude				\$18,000.00	Will deduct Jude's time from contract amount per hourly rate you pay him. Owner supplies all material
Yes		HVAC	Heartland Wilkins	\$50,000.00	\$50,000.00 ?		\$0.00	
Yes		Electric	Balduff?	\$40,000.00	\$40,000.00 ?		\$0.00	
Yes		Plumbing	Heartland Wilkins	\$60,000.00	\$60,000.00 ?		\$0.00	
Yes		Concrete flatwork/ curb	SIC	\$50,000.00	\$50,000.00 ?		\$0.00	
No		Steam	?	\$10,000.00	\$10,000.00 ?		\$0.00	
Yes		Glass/Windows	?	\$27,000.00	\$27,000.00 ?		\$0.00	
?		Insulation	?	\$15,000.00	\$15,000.00		\$0.00	
No		Framing/drywall/ceilings	SIC	\$25,000.00	n/a ?		\$0.00	
Yes		Flooring	?	\$10,000.00	\$10,000.00 ?		\$0.00	
No		Hollow metal frames/doors	SIC	\$2,400.00	n/a ?		\$0.00	
Yes		Roof-parapets	?	\$10,000.00	\$10,000.00 ?		\$0.00	4 hollow metal doors, assumes \$600 each
Yes		Fire Alarm Monitoring/Service	BECK	\$5,000.00	n/a ?		\$0.00	
No		Sprinkler System Installation	SA Commune	\$48,900.00	\$53,700.00		\$21,000.00	
Yes		Painter	?	\$8,000.00	\$8,000.00 ?		\$0.00	
Yes		Paving lot striping	?	\$1,000.00	\$1,000.00 ?		\$0.00	
Yes		Fence, dumpster enclosure	?	\$10,000.00	\$10,000.00 ?		\$0.00	
No		Toilet Accessories	Jude	\$8,000.00	\$8,000.00 ?		\$0.00	
No		Fire Extinguishers	Jude		n/a ?		\$0.00	Gia's contact
		Interior wood cladding	Jude/Luke	?				Skim coat/paint - no cladding
		Demo existing garage	Jude/Luke	\$6,000.00				100% complete. Save bar joist.
		Tuck Pointing	Jude/Luke	\$2,000.00				
		Paint exterior masonry walls	Jude	\$3,000.00				
Total				\$699,215.72	\$467,429.00	\$296,298.00	\$57,608.72	
SIC Fee (6%)								
Project Mgmt/Owners Rep						\$30,000.00	\$0.00	
(assume 6% of \$500,000 overall project cost)								
Architectural Fees (Poulos & Schmid)				\$43,995.00				
Interior Design Fees (Richardson)				\$32,750.00				
TOTAL DESIGN FEES				\$76,745.00				

November 9, 2021

Economic Development Incentive Committee Summary

Hampton Enterprises, LLC

Applicant: JaMarcus Hampton
P.O. Box 2171
Sandusky, OH 44871

Principal Owners: JaMarcus Hampton – 100%

Recommendation: \$20,000.00 Economic Development Fund grant to be approved upon recommendation by the Economic Development Incentive Committee and approval by the City Commission; obtaining all relevant permits, and displaying a sign evidencing City of Sandusky support for one year after project completion. The project improvements will be completed by December 31, 2022.

Project Description

Hampton Enterprises, LLC owns the commercial property at 420 Warren Street, which is the long-time home of Neighborhood Hair Care beauty salon. The company seeks to undertake much-needed comprehensive updates to the property and to create “salon suites” for use by new independent stylists.

The renovation project includes extensive interior renovations, electrical, plumbing, and roofing upgrades. Assistance from the Economic Development Fund will modernize a long-time neighborhood retail facility and create opportunities for new employment in the community.

Project Uses

Construction (roofing, framing, doors, etc.)	\$19,925.00
Windows	\$6,700.00
Plumbing/HVAC	\$15,125.00
Finishes	\$8,250.00
Total	\$50,000.00

Project Sources

Sandusky Economic Development Fund	\$20,000.00
Owner Equity/Bank Financing	\$30,000.00
Total	\$50,000.00

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Jo Marcus Hampton

(Applicant Name)

President/CEO

(Title)

Hampton Enterprises LLC

(Company Name – if different than Applicant Name)

P.O. Box 2171

(Street Address)

—

(Suite, Apt, etc.)

Sandusky, OH 44871

(City, State, Zip)

313-348-9114

(Phone Number)

46-3348497

(Federal Tax ID or last 4 of SSN)

hamptonenterprisesllc@yahoo.com

(Email)

Existing Business Information:

Type of Business: ☒ Commercial ☐ Retail ☐ Service
☐ Other _____
 Legal Structure: LLC
 Primary Product or Service: Commercial / Residential Leasing
 Date Established: June 2013 NAICS-SIC Code: 53
 Website (if applicable):
N/A

Principal Officers / Owners:

Name / Title: LaMarcus Hampton
 Email: hamptonenterprisesllc@yahoo.com Phone: 313-348-9114
 SSN (last 4): 1529 % 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:

420 Warren Street

(Address)

Sandusky, OH 44870

(City, State, Zip)

Eric

(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 enclosed...

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 enclosed...

Business/Personal References: - ?

Name / Title: _____

Email: _____ Phone: _____

Relationship: _____

Name / Title: _____

Email: _____ Phone: _____

Relationship: _____

Name / Title: _____

Email: _____ Phone: _____

Relationship: _____

Project Source & Use Of Funds:

Break out total project costs by use of funds and allocate each use cost by source (attach additional page if necessary) (total of B+C+D should = A).

(A) Total Project Cost (itemize below): \$ 50,000 - please see breakdown enclosed...

(B) Owner Equity (dollars and source): 40

(C) Private Lending (dollars, source, and terms): \$ 30,000

(D) Request for City Assistance (dollars and type): \$ 10,000

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>	1/1/2021	3/31/2021	
<u>Financing</u>	10/1/2021	12/31/2021	
<u>Construction</u>	1/1/2021	3/31/2021	
<u>Other</u>	-	-	

Project Impact and Employment:

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	\$6,000	\$31,500	\$33,000	\$35,000
Annual Payroll	-	-	-	-
Current Employment (FTE)	-	-	-	-
Average Pay Per Employee	-	-	-	-

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

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

Please see enclosed...

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)
~~including architectural 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:

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
	✓
	✓
	✓
	✓
	✓
	✓
	✓
	✓
✓	
	✓
	✓
	✓

- There is a plan
a place to pay
all 2020 Taxes
for all of my
properties. 400
Warrant taxes
are paid in full.

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.

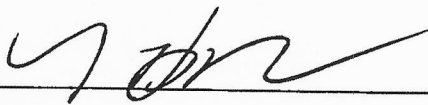
The undersigned understands that if the business or enterprise receiving grant funding moves or relocates to a different location outside of the municipal boundaries of Sandusky within three (3) years from the effective date of the grant agreement, that the grant funding will be rescinded in its entirety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

By: Lanarcus Hampton

(Print or type name and title)

 10/18/2021
(Signature) (Date)



DATE:	DOCUMENT ID	DESCRIPTION	FILING	EXPED	PENALTY	CERT	COPY
06/14/2013	201316500245	ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO. (LCP)	125.00	.00		.00	.00

Receipt

This is not a bill. Please do not remit payment.

CORPORATION SERVICE COMPANY
ATTN: LISA VAIDO
887 SOUTH HIGH STREET
COLUMBUS, OH 43206

STATE OF OHIO CERTIFICATE

Ohio Secretary of State, Jon Husted**2207298**

It is hereby certified that the Secretary of State of Ohio has custody of the business records for

HAMPTON ENTERPRISES, LLC

and, that said business records show the filing and recording of:

Document(s)

ARTICLES OF ORGNZTN/DOM. PROFIT LIM.LIAB. CO.

Document No(s):

201316500245**Effective Date: 06/13/2013**

United States of America
State of Ohio
Office of the Secretary of State

Witness my hand and the seal of
the Secretary of State at Columbus,
Ohio this 14th day of June, A.D.
2013.

Ohio Secretary of State



Heating · Air Conditioning
Commercial Refrigeration
Industrial Ventilation
Established 1889



SHEET METAL WORKS INC.

910 Columbus Avenue · Sandusky, Ohio 44870 · Phone: 419-626-4525 · Fax: 419-626-9365

Ottawa County Branch

4125 E. Kirk Rd. STE 10 · Port Clinton, OH 43452 · Phone: 419-734-7351 · Fax: 419-734-9230

October 28, 2021

Hampton Enterprises
Warren St. Salon
Sandusky, Ohio

**Project: HVAC Renovations
Proposal #110175**

Per our site visit and your directive, for the **budgetary sum of \$3,325.00**, we will provide materials and labor to furnish and install HVAC modifications for the renovation. It is our understanding the renovation will entail five (5) individual salon rooms approximately ten feet by 12 feet. We have made an allowance for duct changes as detailed below.

This proposal includes:

- Five (5) round ceiling registers (one per salon room)
- Five (5) new insulated branch ducts connected to existing duct main above ceiling
- Removal of existing registers and duct as required
- Air balance by Gundlach
- One (1) year labor warranty
- Sales tax

This Proposal Does Not Include:

- Holiday or overtime labor
- Permits
- Floor, ceiling, and wall patching or repairs of any kind
- Repairs or service to existing HVAC equipment
- Duct cleaning
- Plumbing of any kind
- Painting of any kind
- Temporary construction heating, cooling, or ventilation

Notes:

- Mold is a natural byproduct of the fungi family that thrives when primarily organic substances and water are found in the right conditions. The heating and air conditioning systems described in this proposal are designed to control temperature and humidity with the guidelines established by the Ohio Mechanical Code and ASHRAE standards. Nothing in this proposal should be construed as a system capable of preventing or suppressing the occurrence of mold. In addition, without proper maintenance and cleaning, HVAC systems have the potential to support these growths. Gundlach Sheet Metal Works does not offer mold remediation or mitigation services. Should the Owner become concerned with these issues, we can recommend a specialist trained and certified in this type of work.

- This proposal represents our understanding of the scope of work we are expected to perform should we be awarded this project. Please review this proposal for completeness and accuracy. Any errors or omissions should be brought to our attention for clarification.
- We assumed this project would be considered "real-property" as defined by the State of Ohio for Sales Tax purposes, and therefore this proposal includes Ohio Sales taxes applicable to "real-property" projects
- This proposal is contingent upon our acceptance of terms and conditions of any purchase order, contract, or subcontract agreement required by the contracting party.
- This proposal is valid for thirty (30) days

Terms:

- 20% down payment, progress billings, balance due net 30 days upon completion

Respectfully,

Charley Wheeler

Charley Wheeler

Accepted: _____

Date: _____



October 28, 2021

Hampton Enterprises
Warren St. Salon
Sandusky, Ohio

Project: Plumbing Renovations
Proposal #110175

Per our site visit and your directive, for the **budgetary sum of \$11,800.00**, we will provide materials and labor to furnish and install the plumbing for the renovation. It is our understanding the renovation will entail five (5) individual salon rooms approximately 10 feet by 12 feet. This includes plumbing for five (5) workstations, each with a salon sink. No excavation, concrete saw cutting, concrete removal, spoils removal, gravel in-fill or backfill is included in this pricing. All plumbing work beyond building foundation is by others (site contractor).

This Proposal Includes:

- Demolition of existing plumbing in the wall as required
- The following fixtures will be provided by others, installed by GSM:
 - Five (5) salon sinks
 - Five (5) salon sink faucets
- Five (5) mixing valves below the sinks
- Ten (10) flexible supply lines
- Five (5) ADA compliant covers per code
- Five (5) sink drains to piping in wall
- Hot and cold water supply lines from existing piping with copper pipe and fittings
- Schedule 40 PVC DWV piping to existing lines
- One (1) vent line thru the roof
- Pressure testing and commissioning
- Stamped engineered drawings for plans approval
- Permit and fees
- Ohio Sales tax

This Proposal Does Not Include:

- Holiday or overtime labor
- Any labor or materials to expose the existing piping in the walls
- Floor and wall patching or repairs of any kind
- Any structural improvements necessary for sink installation
- Furnishing sinks or faucets
- Roof counter-flashing
- Plumbing beyond that specified
- Service, repair, or connections to existing lines below ground

- Hole cutting for any fixtures mounted in countertops
- Concrete slab sawing, concrete removal, excavation, removal of spoils, backfill and new concrete slab/patching
- Temporary construction gas heating, cooling, or ventilation

Notes:

- This proposal is valid for 30 days
- We assumed this project will be considered "real property" as defined by the State of Ohio and includes taxes applicable to a construction contract
- Supply chain and global market volatility is impacting pricing and lead times for all of our businesses. Gundlach is committed to working diligently to mitigate the impact of this volatility and be transparent with our customers. The prices included in this proposal include all the known costs and with anticipated delivery dates as of this date. We offer this proposal with the understanding that when your order is placed, any net differential material, freight or subcontractor cost, with no mark-up or added overhead, will be added to the final contract price. When you have decided to proceed, we ask you to give us the opportunity to reaffirm the final costs prior to acceptance of your order.
- This proposal is contingent upon our acceptance of terms and conditions of any purchase order, contract, or subcontract agreement required by the contracting party.

Terms:

20% down payment, progress billings, net 30 days

Respectfully,

Charley Wheeler

Charley Wheeler

Accepted: _____

Date: _____

INVOICE

Amount Due (USD)
\$6,700.00

BILL TO
JaMarcus Hampton
Hamptonenterprisesllc@yahoo.com

Invoice Number: 22
Invoice Date: October 27, 2021
Payment Due: October 27, 2021

ITEMS	QUANTITY	PRICE	AMOUNT
Cutting windows in Cost per hour	35	\$40.00	\$1,400.00
Window install	10	\$125.00	\$1,250.00
Window wrap	10	\$30.00	\$300.00
Window material	10	\$300.00	\$3,000.00
Steel support material	10	\$45.00	\$450.00
Wood for framing	10	\$30.00	\$300.00

Total: \$6,700.00

Amount Due (USD): \$6,700.00

Klein home improvements
United States

Erie Coast Custom Construction

Corey Gilbert
16 Newton St.
Norwalk, OH 44857
419-271-4264

Estimate

Date	Estimate #
10/25/2021	53

Name / Address
Jamarcus Hampton 420 Warren St. Sandusky, OH 44870

			Project
Description	Qty	Rate	Total
Roofing, Flashing tear off and re install of new asphalt shingles. This would include new drip edge, ice guard, synthetic felt paper, starter strip, shingles, and ridge vent/cap shingles.	20	300.00	6,000.00
Floor Coverings this is estimate for vinyl plank flooring throughout. This figure is ball park for labor and materials together.	1,500	5.00	7,500.00
Materials needed for framing walls this includes studs on 16' center, top and bottom plates, blocking, and fastners.	125	9.00	1,125.00
Interior Walls hanging and finishing drywall. This includes taping all joints and 3 coats of mud with sanding in between each coat.	45	60.00	2,700.00
Doors & Trim hanging and installing doors on each individual unit. This would be a total of 5 doors plus trim around each one inside and out.	5	300.00	1,500.00
Wall Framing cost of framing labor. Approx. 110 linear ft of wall needed to be framed.	110	10.00	1,100.00
Total			\$19,925.00

November 9, 2021

Economic Development Incentive Committee Summary

Sandusky Food Hall Vendor Grants

Applicant: Sandusky Food Hall Vendors

Principal Owners: TBD

Recommendation: Six (6) grants of up to \$10,000.00 per Food Hall vendor to be approved by staff upon execution of food hall lease; 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, 2022.

Project Description

Market Street Collective, LLC is currently developing the Sandusky Food Hall at 317 E. Washington Street. The company is accepting applications to identify six (6) food hall vendors for this unique facility. Vendors will be offered an initial lease term of 18 months initial term. The company's goal is for 50% of vendor stalls to be majority owned by underrepresented groups (Women and Minority Enterprise & LGBTQ).

General startup costs for food hall vendors generally cost between \$50,000 and 60,000. Costs include stall deposits, inventory, labor, marketing and signage.

A commitment of available Economic Development Fund grants for food hall vendors will help in the attraction of businesses to the Sandusky Food Hall and downtown Sandusky. Standard grant terms and conditions will apply. All projects must be completed by December 31, 2022.