



Economic Development Incentive Committee

240 Columbus Ave
Sandusky, Ohio 44870

419.627.5973

www.cityofsandusky.com

Agenda

January 10, 2023

2:00 pm

City Commission Chamber

Live Streamed on [www.Youtube.com/CityofSanduskyOH](https://www.youtube.com/CityofSanduskyOH)

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1. Meeting called to order – Roll Call
 2. Election of Officers
 3. Approval of minutes from September 13, 2022
 4. Program Financial Update
 5. Review of Applications Received
 - a. A Foxy Girl Enterprise LTD
 - b. EPH Sandusky, LLC
 6. Public Participation/ Comments
 7. Reminder of next meeting- March 14, 2023

NEXT MEETING: March 14, 2023 at 2:00 pm.

Please notify staff at least 2 days in advance of the meeting if you cannot attend. Thank you.

Economic Development Incentive Committee
September 13, 2022
Meeting Minutes

Call to Order:

Vice Chair Koch called the meeting to order at 1:30.

The following members were present constituting a quorum: Marcus Harris, Paul Koch, Abby Bemis, and Brendan Heil. Also present were Director of Community Development, Jonathan Holody, and Administrative Assistant for the Community Development Department Kristen Barone. Chair Al Nickles was not able to attend and was absent.

Approval of minutes from November 22, 2021 meeting:

Vice Chair Koch asked for a motion on the minutes. Mr. Harris asked about the community portion of the minutes and if anything needed to be addressed concerning that section. Mr. Heil stated the minutes were legal as presented but could be amended if any member felt they were lacking. Ms. Bemis asked Ms. Barone if the structure of these minutes were similar to other commissions. Mr. Holody stated that due to staff time and capacity that minutes would not be verbatim any longer. Mr. Harris made a motion to approve the minutes and Mr. Heil seconded the motion. All members approved minutes as presented.

Program Financial Update

Mr. Holody stated that \$230, 000 were granted this year and \$270,000 of this year's budget was still unallocated. Mr. Holody stated the applications being discussed at this meeting will roll into next year's budget. Vice Chair Koch stated that he did not feel comfortable approving \$400,000 with a balance of \$272,000. Vice Chair made a motion to retract the funds of \$139,000 from Market Street Collective that was issued in 2019 and return those funds to this year's budget. Mr. Heil stated this committee did not have the authority to make that decision but could recommend that to City Commission. Ms. Bemis made a motion to rescind grant offer to Market Street Collective. Vice Chair Koch seconded the motion. A vote was called and all members were in favor to make the recommendation to City Commission to rescind the grant offer to Market Street Collective.

Review of Applications Received

Pipe Creek Wharf LLC:

Mr. Holody presented the application for a new restaurant, which would be approximately 3,300 square foot on $\frac{3}{4}$ of an acre of land and would employ approximately 12 people. The project would include coastal erosion control and 24 boat slips. The applicant asked for \$180,000 in grant funds and Mr. Holody recommended the approval of \$150,000. Mr. Harris stated that area is prone to flooding and asked if that been addressed. Mr. Holody stated as part of the permitting process the applicant had to provide confirmation that the business would not cause additional flooding to the area. Ms. Bemis asked if the committee was allowed to dispense next year's funds if next year's budget had not been discussed. There was extensive

discussion among the Committee members on allocating next year's funds during this calendar year. Mr. Koch and Ms. Bemis were not comfortable with the idea. Mr. Heil stated that City Commission has issued grants in phased stages before and that designated in future funds in a different format. Vice Chair Koch made a motion to grant \$140,000 to the project and Mr. Heil seconded the motion. All members were in favor of recommending \$140,000 be granted to Pipe Creek Wharf LLC.

Jim's Pizza Box Sandusky, LLC

Ms. Bemis made motion to table the application until the next meeting and the motion was seconded by Mr. Harris. Vice Chair Koch abstained from the vote due to conflict of interest. All other members were in favor of tabling the application until the next meeting.

Lockwood Land Company, LLC

Mr. Holody presented the application for the Hubbard House. He added that the Landmark Commission has already granted approval for this project, per their guidelines. The applicant was asking for \$10,000 to repair a damaged/ unstable wall. Mr. Heil made a motion to approve the application, as presented, and the motion was seconded by Mr. Harris. Ms. Bemis abstained from this vote due to conflict of interest. All other committee members were in favor of approving the application as presented.

Discussion on Mobile Businesses

Mr. Holody expressed that he only found one application that was approved for a mobile business. Mr. Holody stated he reached out to that business and had not heard back from them by the date of this meeting. Vice Chair Koch thanked Mr. Holody for the research and information.

Public Participation/ Comments

Vice Chair Koch asked if there was anyone who would like to speak. Sharon Johnson stated that it was irresponsible to grant money that was not available. Vice Chair Koch asked if there was any other public comments there were none.

Meeting Adjournment:

Mr. Harris moved to adjourn the meeting and Mr. Heil seconded. All members were in favor of the motion and the meeting ended at 3:30pm.

APPROVED:

Secretary

Chairman

**City of Sandusky
Economic Development Fund**

Project	d.b.a.	Date Approved	Ordinance	Approved Grant Amount	Total Disbursed
Market Street Collective, LLC	Sandusky Food Hall	12/9/2019	19-215	\$ 139,620.00	\$ -
Family Health Services, LLC		2/11/2020	20-39	\$ 65,000.00	\$ 65,000.00
2021					
RDJMD, LLC	Ahner Commercial	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	\$ 6,000.00
HDT Operating Co.	Tony's	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	-	Expired	Expired
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	\$ 15,000.00
Dott Investments, Inc.	Kiddie Korral Preschool	7/13/2021	-	\$ 2,500.00	\$ 2,500.00
FSB Properties, LTD	135 - 145 Columbus Ave	7/13/2021	-	\$ 10,000.00	\$ 10,000.00
Derrick's Diner LLC		7/13/2021	-	Expired	Expired
Cattien LLC (year one)	Small City Taphouse	7/13/2021	21-120	\$ 20,000.00	\$ 20,000.00
Name One Yellowstone, LLC		12/13/2021	21-197	\$ 50,000.00	\$ 50,000.00
Thirty Below Investment Group	Dairy Frost	11/9/2021	-	Expired	Expired
Sweet Potato Catering, LLC		11/9/2021	-	\$ 10,000.00	\$ -
Everwild Spirits, LLC		12/13/2021	21-198	\$ 100,000.00	\$ 100,000.00
2022					
TrueGrit Fitness, LLC	TrueGrit Fitness	1/11/2022	-	Expired	Expired
Tambo Entertainment, LLC	Clubhouse No. 3	2/14/2022	22-022	\$ 60,000.00	\$ 60,000.00
Boeckling Historic Properties, LLC	Boeckling Club	3/8/2022	-	\$ 10,000.00	\$ 10,000.00
Lake Erie Fisherman, LLC	Lake Erie Fisherman	3/8/2022	-	Expired	Expired
Bait House Brewery, LLC	Bait House Brewery		-	\$ 50,000.00	\$ -
Paper Street Holdings, LLC	603 Columbus Ave	4/25/2022	22-084	\$ 22,500.00	\$ 22,500.00
Sandusky Massotherapy, LLC	Sandusky Massotherapy	4/26/2022	-	\$ 10,000.00	\$ 10,000.00
Saucy Brew Works Sandusky LLC	Saucy Brew Works	5/9/2022	22-096	\$ 47,500.00	\$ 47,500.00
GSS LLC	Schmid Design	8/25/2022	22-139	\$ 25,000.00	\$ 25,000.00
MALISCRA LLC	Manor Motel	7/12/2022	-	\$ 3,000.00	\$ 3,000.00
Lockwood Land Company	Hubbard House	9/13/2022	-	\$ 10,000.00	\$ 10,000.00
Pipe Creek Holdings	Pipe Creek Wharf	9/26/2022	22-192	\$ 140,000.00	\$ -
2022 Grants Total				\$ 378,000.00	\$ 188,000.00

**City of Sandusky
Economic Development Fund**

2023					
2023 Grants Total				\$ -	\$ -
Fund Balance					
2022 Carryover		\$ 130,375.00			
2023 Allocation		\$ 430,000.00			
Total Funding		\$ 560,375.00			
Small City 2023 Payment		\$ 140,000.00			
2023 Grants Total		\$ -			
Balance		\$ 420,375.00			

Revised – January 10, 2023

Economic Development Incentive Committee Summary

A Foxy Girl Enterprise LTD

Applicant: Racquel Pace
1250 Chalet Drive
Sandusky, OH 44870

Principal Owners: Racquel Pace – 100%

Recommendation: \$7,500.00 Economic Development Fund grant to be approved by the Economic Development Incentive Committee subject to indemnification and permitting conditions in the Grant Agreement to be determined by the Law Director, and on the condition that the applicant display a sign evidencing City of Sandusky support for one year after project completion. The project improvements will be completed by July 1, 2023.

Project Description

Racquel Pace is a Sandusky resident, former owner of children’s clothing store, and Executive Director of the Center for Cultural Awareness. Ms. Pace also owns A Foxy Girl Enterprise LTD (dba Ramba Mamba Jamba Party Bus).

Ramba Mamba Jamba Party Bus seeks to provide a fun and unique way to experience Sandusky. The company intends to convert a 1990 International 44 passenger school bus into a traveling entertainment venue. The party bus will offer tours and “pit stops” within a 100-mile radius of Sandusky. Operation of the bus will be regulated through the State of Ohio Department of Transportation, which enforces insurance, driver licensure, and inspection requirements.

Ramba Mamba Jamba Party Bus is expected to begin operating in late July 2022. The total project cost to establish the operation is \$23,170.

Financial assistance from the City’s Economic Development Fund will allow Ramba Mamba Jamba Party Bus to complete the remaining improvements and tasks needed to begin operating the party bus.

Update: Ms. Pace launched the new business in November 2022. She has successfully hosted numerous tours in Sandusky with more booked for 2023. Improvements that remain needed include additional speakers, grab bars and exterior upgrades.

Project Uses

Party Bus Expenses	\$23,170.44
Total	\$23,170.44

Project Sources

Owner Equity	\$20,670.44
Sandusky Economic Development Fund	\$2,500.00
Total	\$23,170.44

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

RACHUEL PACE.

(Applicant Name)

CEO / OWNER.

(Title)

A FANNY GIRL ENTERPRISE, LTD.

(Company Name – if different than Applicant Name)

1250 CHALET DR.

(Street Address)

(Suite, Apt, etc.)

SANDUSKY, OH 44870.

(City, State, Zip)

419-370-2880

(Phone Number)

87-1854345-

(Federal Tax ID or last 4 of SSN)

rmjpartybus@gmail.com

(Email)

Existing Business Information:

Type of Business: ☐ Commercial ☐ Retail ☒ Service
☒ Other ENTERTAINMENT
Legal Structure: LIMITED LIABILITY COMPANY
Primary Product or Service: ENTERTAINMENT / TOURS / PARTY BUS
Date Established: 7/26/2021 NAICS-SIC Code: _____
Website (if applicable):
BEING BUILT.

Principal Officers / Owners:

Name / Title: RANGEL PACE / OWNER / CEO
Email: RDLTPARTYBUS@GMAIL.COM Phone: 419-370-2880
SSN (last 4): 3531 % 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:

IT'S A MOBILE BUSINESS.

(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).

PREVIOUS WINNER OF JOHMAN'S CLOSET - CHILDREN'S CLOTHING STORE - 2008-2010.

CURRENTLY EXECUTIVE DIRECTOR AT THE ETHEL J. ROLDAN CENTER FOR CULTURAL AWARENESS.

* BUSINESS PLAN ATTACHED.

Project Description:

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

* PLEASE SEE ATTACHED BUSINESS PLAN

Business/Personal References:

Name / Title: STEPHANIE'S ALTERATIONS

Email: N/A

Phone: 419-621-0953

Relationship: FRIEND

Name / Title: DR. WILLIAM SCHLOTTERER

Email: N/A

Phone: 419-625-7122

Relationship: FRIEND

Name / Title: DR. RICHARD KOONCE

Email: N/A

Phone: 419-366-7564

Relationship: FRIEND / COLLEAGUE

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 ATTACHED
PRO-FORMA IN BUSINESS PLAN.

(B) Owner Equity (dollars and source):

\$11,600 - PERSONAL SAVINGS.

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

NONE.

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

\$9,500 - GRANT ASSISTANCE

ECONOMIC DEVELOPMENT

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>NONE.</u> _____		
<u>Construction</u>	_____ <u>NONE.</u> _____		
<u>Other</u> <u>BUS CUSTOMIZATION.</u>	<u>5/9/2022.</u>	<u>5/13/2022.</u>	_____

Project Impact and Employment:

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

* PLEASE SEE ATTACHED PRO-FORMA IN BUSINESS PLAN.

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?

- APPROACH TO REVITALIZATION IS A UNIQUE OFFER TO A
SOMEWHAT "SLEEPY" CITY TO BRING A NEW, EXCITING FORM
OF ENTERTAINMENT TO THE CITY! THIS BUSINESS WILL ALLOW
TOURISTS: VISITORS TO THE CITY TO SEE MORE OF THE CITY,
SEE MORE OF WHAT SANDUSKY OFFERS THROUGH OUR TOURS!
- THIS BUSINESS WILL IMMEDIATELY & DIRECTLY CREATE
5 NEW JOBS THROUGH RMT AND POTENTIALLY CREATE MORE
JOBS BECAUSE OF BUSIER BARS! BUSINESSES RMT IS
AFFILIATED WITH + DOES BUSINESS WITH!
- MISSING SERVICE? - THIS BUSINESS ADDRESSES THE
DESERATE NEED OF A NEW, UNIQUE PARTY EXPERIENCE!
INSTEAD OF JUST WALKING AROUND TOWN BAR HOPPING,
THIS BUSINESS FILLS THE GAP OF FUN + EXCITEMENT!
IT PROVIDES A SAFE WAY TO TRY OUT MANY OF THE CITY'S
BEST WATERING HOLES (RESTAURANTS & WINERIES TO
COME!)

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		<input checked="" type="checkbox"/>
Judgement liens		<input checked="" type="checkbox"/>
Other court judgements		<input checked="" type="checkbox"/>
Delinquent taxes		<input checked="" type="checkbox"/>
Delinquent loans		<input checked="" type="checkbox"/>
Other tax liens		<input checked="" type="checkbox"/>
Previous bankruptcy	<input checked="" type="checkbox"/>	
If yes to bankruptcy, has it been fully discharged?	<input checked="" type="checkbox"/>	
Real estate that is tax delinquent		<input checked="" type="checkbox"/>
Code violations		<input checked="" type="checkbox"/>
Non-registered rental units		<input checked="" type="checkbox"/>
Real estate that is in foreclosure	<input checked="" type="checkbox"/>	

Submission Acknowledgment

The undersigned certifies that he/she is authorized to complete, sign and submit this application on behalf of the applicant/owner. Further, the undersigned certifies that the information contained in this application has been reviewed by him/her and that all information, including exhibits, are, to the best of his/her knowledge, complete and accurate and presents fairly the condition of the applicant and project accurately. Intentionally falsifying information in this document constitutes a criminal offense. The undersigned hereby authorizes the City of Sandusky to investigate the credit worthiness and of the undersigned, and/or applicant. The undersigned understands that information submitted to the City of Sandusky as part of this application may be 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: A Forky Fork ENTERPRISE, LTD.

By: REGINALD PACE - CEO/OWNER.

(Print or type name and title)

Reginald Pace 5/3/2022
(Signature) (Date)

RAMBA MAMBA JAMBA
THE ULTIMATE PARTY EXPERIENCE

Business Plan

Submitted to:

The City of Sandusky

Economic Development Fund

Racquel Pace
1250 Chalet Dr.
Sandusky, OH 44870
419-370-2880

Statement of Purpose

Ramba Mamba Jamba, (A Foxy Girl Enterprise, LTD) (referred to from hereon in as the "Company") Is established as a Limited Liability Company at 1250 Chalet Dr, Sandusky, Ohio 44870, with the expectation of rapid expansion in the entertainment industry. The Company solicits \$9,500 in funding for financial backing to be able to introduce its one of a kind, new service (described below) to include miscellaneous startup expenses, working capital, inventory, and equipment.

Business Description

The Company is formed as Limited Liability Company under Ohio state laws and headed by Racquel A. Pace. The Company will employ 5 full time employees.

RAMBA MAMBA JAMBA, is a start-up business that will offer a **desperately** needed change from the typical party bus and entertainment experience. Ramba Mamba Jamba will transform the party bus industry and offer an unapparelled *party on wheels* experience to guests from all backgrounds and from all over the country.

The Company is prepared to introduce the following service to the market:

Party Bus: Enjoy the shores of Lake Erie in Sandusky, OH; known for its many attractions including water, wildlife and amusement parks while touring on the Ramba Mamba Jamba and get ready to paint the town red! Ramba Mamba Jamba is all about a different, exceptional party bus experience, making friends and having the best time of your life! Sandusky is an expanding tourist area, our guests will come from all over the country for this experience! When you hop aboard the Ramba Mamba Jamba whether you are hanging out with friends, celebrating a birthday, anniversary, honeymoons or any life event, the party is all about you! Party goers will go to the Ramba Mamba Jamba website to select their specific party time and provide payment online. Since many of the party goers will be tourist, pickup will conveniently be at local hotels. During a 2 hour "party tour" we will "pit stop" for 30 minutes at 3 of our favorite bars and watering holes in Sandusky. Included is a complimentary Jamba shot glass and complimentary shot at each bar, drink, and food specials will be offered at Happy Hour prices. The 30-minute time at each bar will be filled with great music, dancing, enjoying your favorite beverage and FUN!! After all stops have been made and the tour is over, party goers will safely be delivered back to the hotel of which they were picked up.

Special events will be handled according to the plan of the guest securing Ramba Mamba Jamba for their event.

Don't miss the bus!

Business Mission

To offer a desperately needed change from the typical party bus and experience that is safe, fun and offers cities a different kind of entertainment that will exceed customer expectations.

Marketing Plan

RAMBA MAMBA JAMBA has researched the area and determined there is no entertainment like Ramba Mamba Jamba being offered within a 100-mile radius of the home operating area.

As a pre-qualifier to starting this business, we have personally contacted our target customers to assess the need and desire. Because of the personal contact and the full explanation of the services we will provide, we have secured verbal commitments from bar owners that are eager for their bar to be one of the "pit stops" contingent on the start-up of this business.

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

Target Markets

The Company's major target markets are as follows:

Guests from all over the country, both young and old, celebrating **all** life occasions.

Below is a list of the people and organizations that we have specifically designed our products and services for:

- * Couples / Young Adults
- * Corporate Organizations
- * Political Parties/Politicians
- * Households/Families
- * Schools (High Schools, Colleges and Universities)
- * Sport Organizations
- * Entrepreneurs and Startups
- * Sororities and Fraternities
- * Children's Parties

The estimated number of potential clients within the Company's geographic scope is 50,000.

Promotional Strategy

The Company will eagerly promote sales using a guerilla marketing strategy using the following methods:

- Leveraging the use of social media advertising and presence
- Maintain partnerships with local hotels, bars, restaurants, and businesses to advertise to their customers
- Use billboards and automated texting software to announce specials and discounts
- Send introductory letters alongside our brochure to corporate organizations, religious organizations, schools, households, and key stake holders in Sandusky, OH.
- Advertise Ramba Mamba Jamba in relevant event related magazines, newspapers, TV, and radio stations
- Engage direct marketing approach
- Encourage word of mouth marketing from loyal and satisfied clients
- Join local chambers of commerce and industry with the aim of marketing our business
- Create a reward program targeted at locals
- A grand opening campaign will be planned and fully executed within 45 days of the business open date.

All bookings will be made through the Ramba Mamba Jamba website, which provides a secure method of payment and loss prevention.

Competition

Currently, RAMBA MAMBA JAMBA has NO competitors operating in the area. RMJ is a new and UNIQUE business whose only competition at this time are party buses that must be rented ahead of time and only takes a party of people to and from one destination; and brick and mortar bars, which requires party goers to get in their vehicles and drive to another destination - which we know is very unsafe and not recommended. RAMBA MAMBA JAMBA will be the FIRST of mobile entertainment in the area!

In the entertainment industry, customers make choices based upon:

- *Safety
- *Affordability
- *Guided tour of the city
- *Family activity
- *Adult only activity
- *Ramba Mamba Jamba will be the first in Sandusky, OH .

We believe that the Company has the following competitive advantages:

The opportunities in the party bus industry are massive considering the number of special events, weddings, parties, birthdays etc. that take place daily in the United States. Parents and families are seeking adventures that are safe, clean, in a controlled, secure environment and we are ready to take advantage of any opportunity that comes our way! Hopping around a new town as a tourist could not be made any easier and locals will see their city in a way that they never have before.

RAMBA MAMBA JAMBA will operate out of the owner's residence at 1250 Chalet Dr. Sandusky, OH. Equipment, inventory will be stored in a secured building to be rented. The overhead costs for the additional use of this building will be affordable. This business does not need to be located in a high traffic area to be successful. It does not depend on customers visiting a facility to conduct business.

Organization Plan

Management

Racquel Pace has been a resident of Sandusky, OH for 45 years, was a previous business owner of a children's clothing store - Johmani's Closet and is currently the Executive Director of a non-profit organization in Sandusky, OH, which makes her uniquely qualified to operate a for profit business.

Personnel

RAMBA MAMBA JAMBA will hire 5 part time employees. All employees will be well trained in all aspects of the business, the equipment usage and maintenance, and customer relations. Employees will be provided uniforms and be expected to maintain a clean and neat appearance.

Summary

RAMBA MAMBA JAMBA will be a unique party bus experience that will surprise the industry and immediately become an entertainment leader in the Sandusky area with rapid expansion statewide and eventually nationwide.

Industry Overview

In the United States, the entertainment industry presently makes \$1,100,000 dollars in sales.

With drinking and driving laws becoming increasingly stricter, people are looking for entertainment experiences that take the risk out of their night out. Ramba Mamba Jamba is not your typical party bus experience. Our experience provides guests with a safe, unforgettable, ultimate party experience on wheels without the worries of logistics of getting from place to place! Guests can sit back, relax, and enjoy scenery and the ride!

According to news outlets, mobile businesses are a growing trend, and here's why:

* The "Pit Stop" party bus is entertainment that's convenient, safe and a lot of fun!

* These days people love to party, and Ramba Mamba Jamba is the ultimate joy ride with 40-45 friends which makes it more exciting!

* Steep rise in demand for "out of the box" entertainment for adults and children

* Americans devote approximately 5.4% of the average U.S. household paycheck to entertainment.

* Cost effective - What's better than sharing the cost of your party with 40 people?

Ramba Mamba Jamba Party Bus

Current Expenses

1990 International 44 passenger school bus	\$3,000
Insurance downpayment (April)	\$2,785
Title	\$250
Sound system	\$779.40
Motorcoach Inspection	\$105.00
Vinyl lettering & application (business name)	\$279.12
PUCO registration	\$315
Insurance (May)	\$1,121.44
Insurance (June)	\$1,121.44
Insurance (July)	\$1,121.44
Supplies (shot glasses, beads etc)	\$559.28
Mktg Hotcards (Vistaprint)	\$86.77
Customization labor	\$1,650
Equipment rental	\$68.27
Customization Supplies (paint, brushes, tape, drill etc)	\$1,378.28
Fuel	\$100.00

TOTAL: \$14,720.44

Expected Upcoming Expenses

Additional lighting	\$400.00
Marketing (Radio, billboards, hotcards etc)	\$1,000
Uniforms	\$350
Karaoke Screen	\$700
Fuel & Maintenance	\$1,000
Working Capital	\$5,000
Total:	\$8,450

GRAND TOTAL:

\$23,170.44



DATE	DOCUMENT ID	DESCRIPTION	FILING	EXPED	CERT	COPY
07/27/2021	202120703476	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.

RACQUEL A PACE
1250 CHALET DR.
SANDUSKY, OH 44870

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Frank LaRose
4719512

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
A FOXXY GIRL ENTERPRISE LTD

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

Document(s)

DOMESTIC FOR PROFIT LLC - ARTICLES OF ORG

Effective Date: 08/01/2021

Document No(s):

202120703476



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
27th day of July, A.D. 2021.

Ohio Secretary of State

Roll with Ramba Mamba Jamba

[Andy Ouriel](#)

Dec 04, 2022 6:00 AM

SANDUSKY — Just saying “Ramba Mamba Jamba” sounds fun — but it’s even more enjoyable boarding the vehicle’s namesake, rolling with friends and partaking in a night out, its owner contends.

“It’s a party on wheels,” Ramba’s owner-operator Racquel Pace said.

Pace developed the idea of a Sandusky-based traveling party bus when she vacationed in Aruba about three years ago.

During the past year, Pace bought a 40-seat passenger school bus. She transformed the bus, giving it a facelift, which most notably features a bright red paint job.

Then, within the past month, Pace unveiled Ramba for its maiden voyage: a Sandusky-based bar crawl featuring comedian Janay Ms. Everythang Darden, who provided entertainment between stops, such as jokes and karaoke.

Pace envisions the bus — which picks up and drops off passengers at Sandusky Plaza, where there’s plenty of safe parking — offering roundtrip excursions for activities like Cleveland Cavaliers games, area winery tours, major holiday events and casino trips. It’s also available for private parties for adults and children.

“This keeps you safe without worrying about driving, especially during the winter months. You can stay warm during the coldest time. We’ll drop you off right in front of where you are going,” said Pace, a Sandusky resident who serves as the executive director of the Center for Cultural Awareness. “You also don’t have to worry about parking far away or paying prices for it.”

Customers can see a full schedule at rambamambajamba.com. It’s there where people can also purchase tickets. People can also search for the business name on social media for updates.

The next tour, a karaoke-based event, is scheduled for Dec. 17.

January 10, 2023

Economic Development Incentive Committee Summary

EPH Sandusky, LLC

Applicant: Lisa Brady
387 Main Street
Huron, OH 44839

Principal Owners: Justin and Lisa Brady – 54%
Paul Lessay – 23%
J. J. Olszowy – 23%

Recommendation: \$200,000.00 Economic Development Fund grant to be recommended by the Economic Development Incentive Committee and approved by the City Commission on the condition that the applicant obtain all relevant permits and display a sign evidencing City of Sandusky support for one year after project completion. The project improvements will be completed by December 31, 2023.

Project Description

In December 2022, EPH Sandusky, LLC purchased the former Mecca Motel at 2227 Cleveland Road, Sandusky, Ohio. The company seeks to redevelop the roadside property into The Explorer Motel, a boutique 25-room motel catering to active travelers seeking to enjoy the many area attractions.

The Mecca Motel featured 28 rooms. The property had suffered from deterioration and poor reviews in recent years. A major renovation is needed to position the property for future success.

The property is strategically located between Cedar Point Amusement Park and the Cedar Point Sports Center, and adjacent to the planned Sandusky Bay Pathway.

The redevelopment plans call for a full renovation of the guest rooms, redesign of the outdoor pool, new outdoor amenities, and a new food truck park. The total renovation costs are estimated at \$1.3M.

This project represents a major undertaking for a small business with a strong record of success in the Sandusky area. The site is located along the strategic Route 6 gateway corridor. Financial assistance from the City's Economic Development Fund will help the applicant bring this project to reality.

Project Uses

Property Acquisition	\$690,000.00
Renovation Costs	\$932,307.00
Pool Renovation	\$150,000.00
Outdoor Space	\$300,000.00
Total	\$2,072,307.00

Project Sources

Civista Bank Loan	\$1,350,000.00
Sandusky Economic Development Fund	\$200,000.00
Owner Equity/Private Lender	\$522,307.00
Total	\$2,072,307.00

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Lisa Brady

(Applicant Name)

Owner

(Title)

EPH Sandusky, LLC

(Company Name – if different than Applicant Name)

378 Main Street

(Street Address)

P.O. Box 495

(Suite, Apt, etc.)

Huron, OH 44839

(City, State, Zip)

216.402.3685

Lisa@Beststayconcepts.com

(Phone Number)

TBD

(Email)

(Federal Tax ID or last 4 of SSN)

Existing Business Information:

Type of Business: ☐ Commercial ☐ Retail ☒ Service
☐ Other _____
Legal Structure: Multiple member LLC
Primary Product or Service: Lodging
Date Established: 10/1/2022 NAICS-SIC Code: 120,166
Website (if applicable):
TBD

Principal Officers / Owners:

Name / Title: Justin and Lisa Brady, Managing Partners
Email: Brady@beststayconcepts.com Phone: 419.602.3221
SSN (last 4): 1866 and 5397 % Ownership: 54%

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:

2227 Cleveland Road West

(Address)
Sandusky, OH 44870

(City, State, Zip)
Erie County

(County)

If a relocation, indicate from where N/A_____

Project Type:

☒ Renovation ☐ Expansion ☐ Start-Up/New Construction

Applicant / Business Background Information:

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

See Attachment A

Project Description:

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

See attachment B

Business/Personal References:

Name / Title: Duff Milkie
Email: duffmilkie@gmail.com Phone: 419.680.4283
Relationship: Prior colleague

Name / Title: Matt Lasko
Email: matt.lasko@huronohio.us Phone: 440.225.1452
Relationship: Colleague

Name / Title: Lee Alexakos
Email: lalexakos@cedarfair.com Phone: 567.283.0808
Relationship: Colleague

Project Source & Use Of Funds: See Attachment C for additional detail

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): \$2.1M

See attachment C

(B) Owner Equity (dollars and source): \$325,000 total

(C) Private Lending (dollars, source, and terms): \$1,500,000, Civista, 10-year @ 5.5%

(D) Request for City Assistance (dollars and type): \$250,000 cash contribution

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>	8/1/2022	11/1/2022	
<u>Financing</u>	9/1/2022	11/1/2022	
<u>Construction</u>	11/1/2022	5/15/2022	
<u>Other</u>			

Project Impact and Employment:

	Current Year	Year One	Year Two	Year Three
Annual Sales Revenue	N/A	~\$450K	~\$725K	~\$775
Annual Payroll Note: payroll impact to occur at management company level	N/A	\$200K	\$250K	\$350K
Current Employment (FTE)	N/A	3	4	6
Average Pay Per Employee Note: pay per employee declining as additional entry level full time positions added offsets current exec team		\$66K	\$62.5K	\$58.3K

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

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

See attachment D

Attachments: See attachment E

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?	N/A	
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 may be considered a public record. The undersigned also agrees to display signage showing City support on their property for up to one (1) year after project completion.

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

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

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

Company Name: _____

By: Lisa Brady, Managing Partner

(Print or type name and title)

Lisa Brady 9/28/2022

(Signature)

(Date)

Renovation Budget		
Phase 1	Total	Cost Per Key
OS&E	\$104,329	\$4,173
FF&E	\$183,678	\$7,347
Construction Estimates	\$450,800	\$18,032
Landscaping and Signage	\$50,000	\$2,000
Soft Costs	\$58,500	\$2,340
Interest Carry	\$35,000	\$7,500
Contingency	\$50,000	\$2,000
TOTAL	\$932,307	\$37,292
Phase 2+		
Pool	\$150,000	\$6,000
Enhanced Outdoor space	\$300,000	\$12,000
TOTAL	\$450,000	\$98,685
Total Combined Renovation Cost	\$1,382,307	\$55,292.29
Purchase Price	\$690,000	\$27,600
Total	\$2,072,307	\$82,892

CONSTRUCTION ESTIMATES

Total \$450,800.00
Freight/Tax \$45,080.00

Total Construction \$450,800.00
Cost per key \$18,032.00

PO	Contact	Description	Order	Unit Price	Extended Price
	Lews	Carpentry	29	\$2,300.00	\$66,700.00
		Windows & Doors	16	\$2,200.00	\$35,200.00
		Windows and Doors	9	\$1,200.00	\$10,800.00
	CT	Electric	29	\$3,500.00	\$101,500.00
		Plumbing	29	\$1,200.00	\$34,800.00
		HVAC	28	\$1,500.00	\$42,000.00
		HVAC	1	\$10,000.00	\$10,000.00
		Siding	1	\$45,000.00	\$45,000.00
		Flooring	29	\$1,200.00	\$34,800.00
		Food Truck Setup	1	\$50,000.00	\$50,000.00
		Airstream 1970's	2	\$10,000.00	\$20,000.00

Soft Costs	
Preopening Marketing	\$10,000
Preopening technology setup	\$7,500
Utilities	\$6,000
Design	\$15,000
Engineering	\$15,000
Permitting	\$5,000
Total Working Capital	\$58,500

EXPLORER PUBLIC HOUSE

BRAND EXPERIENCE

OCTOBER 2022

RICHARDSON
DESIGN



OBJECTIVE:

TO REIMAGINE A ROADSIDE MOTEL AS A ONE OF
A KIND DESTINATION FOR THE SAVVY EXPLORER.

VISION:

A GATHERING PLACE THAT OFFERS THE BEST OF REST AND RECREATION WITH
ALL THE COMFORTS OF HOME IN A FUN, THOUGHTFUL AND COZY SETTING.

RICHARDSON
DESIGN

EXPLORER PUBLIC HOUSE
BRAND EXPERIENCE
OCTOBER 2022

PROPOSED SITE PLAN



RENDERING



RICHARDSON
DESIGN
EXPLORER PUBLIC HOUSE
BRAND EXPERIENCE
DECEMBER 2022