



Economic Development Incentive Committee

240 Columbus Ave
Sandusky, Ohio 44870

419.627.5973

www.cityofsandusky.com

Agenda

March 14, 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. **Approval of minutes from January 10, 2023**
 3. **Program Financial Update**
 4. **Review of Applications Received**
 - a. North Coast Street Customs
 - b. Epic Rentals LLC
 5. **Public Participation/ Comments**
 6. **Adjournment**

NEXT MEETING: May 9, 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

January 10, 2023

Meeting Minutes

Call to Order:

Vice Chair Koch called the meeting to order at 2:02 pm. 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 Quinn Rambo. Chair Al Nickles notified staff that he was unable to attend the meeting in advance.

Election of Officers:

Mr. Holody stated that the Committee traditionally elects a Chair and Vice Chair. Mr. Heil made a motion to keep the existing officers. The motion was seconded by Mr. Harris. All committee members were in favor of Mr. Nickles remaining Chair and Mr. Koch remaining Vice Chair.

Approval of minutes from November 22, 2021 meeting:

Vice Chair Koch asked for a motion on the minutes. Mr. Harris made a motion to approve the minutes as presented and Mr. Heil seconded the motion. All members approved the minutes as presented.

Program Financial Update

Vice Chair Koch asked Mr. Holody to present the program financial update. Mr. Holody stated that (12) projects were approved. Two projects expired but (8) projects were completed. He continued that the funds of those expired projects could be allocated to new projects and added that the City Commission voted not to extend the completion date for Market Street Collective. The total for the funding this year \$420,000.00 after committed funds are removed.

Review of Applications Received

A Foxy Girl Enterprise LTD:

Mr. Holody presented the application and stated the applicant was bringing a new type of entertainment to the City. In his research for mobile business funding, the City had dispersed one other grant for a mobile business. The applicant was asking for \$9,500. Mr. Holody stated Ms. Pace, the applicant, continued with her timeline without the grant approval, launched the business successfully, and hosted a number of tours in Sandusky. She would use grant funds to improve the sound system, add grab bars in the bus, and make exterior upgrades to the bus. The Committee asked Ms. Pace to present her plan to the Committee. Ms. Pace explained that her business was to bring energy and something new/ different to the area for tourism. She would like for her business to eventually expand to tours out of town as well, but the bus needs some upgrades to make those longer trips. Mr. Harris commended Ms. Pace on her website and the social enterprise aspect on her website, where you could donate to the Center for Cultural Awareness. Mr. Koch stated that he would like to pull some of the items being requested to be

removed, such as the insurance payments and only include items that are actual hard cost, such as equipment, upgrades to the bus, or uniforms, which would make the request for funds closer to \$15000 rather than \$23000. Ms. Bemis agreed with Mr. Koch and Mr. Harris and added it made more sense to focus on hard capital or operating expenses that aligned with program guidelines and would be more consistent from applicant to applicant. Mr. Koch asked if the Committee was limited to a percentage. Mr. Holody answered that not by the statute but by practice has always been under 50% and reduced to a target of 10% on the largest projects. Mr. Koch made a motion to go to the max 45% of eligible expenses. Mr. Holody stated that the request was for \$9500 dollars and the recommendation was for \$7500, and he did take some of the concerns voiced by Mr. Koch when he made his recommendations for funding. Mr. Holody recommended that the Committee structure their motion to be for a \$7500 grant, subject to Ms. Pace providing documentation of actual costs. Mr. Harris acknowledged that Ms. Pace invested her own funds, there was no financing involved- an entrepreneur taking on the risk as her own to get her business running. Mr. Koch made a motion to grant \$7500 limited to 45% of the hard costs and working capital and insurance would be excluded from the calculations. Mr. Heil seconded the motion. A vote was called and all Committee member approved of the motion.

EPH Sandusky, LLC

Mr. Koch introduced the next application and stated he would abstain from the vote due to a conflict of interest. Mr. Holody introduced the application for EPH LLC, which was to renovate the former Mecca Motel on Cleveland Road. The applicants, Justin and Lisa Brady, planned to convert the Mecca Motel into a 25 room boutique motel, with a pool, and a food truck court. The property was located off of Cleveland Road, which is a gateway to the City. The estimated cost for the project is \$2 million dollars. Mr. Holody recommended a grant approval of \$200,000, which would be subject to City Commission approval, and the project was a major investment by a small local company in a strategic location that has the potential to enhance the City's tourism and lodging. Mr. Harris asked that with soft costs removed, this recommendation was still around 10% of a larger project allotment and still met the target amount for larger projects. Mr. Holody confirmed Mr. Harris was correct but there were some soft costs included in the packet, such as acquisition costs, which the Committee had supported in past applications. He explained that new tax revenue through Cedar Point was partially being diverted into a destination development fund that has a particular focus on Cleveland Road. Ms. Bemis stated she had a lot of confidence in the applicants, their experience, and she supported Staff's recommendation. Mr. Koch asked for a motion. Mr. Heil made a motion to approved Staff recommendation of \$200,000 with the normal stipulation and conditions in the economic development grant agreement. The motion was seconded by Mr. Harris. All voting members of the Committee, except Mr. Koch- who abstained from the vote, approved the motion.

Mr. Harris asked if there was any plans in the future to conduct some PR outreach, to help aspiring entrepreneurs learn what the program is for, how to utilize it, and access it. Mr. Holody answered the program guidelines and application were available on the City's website and he was always happy to meet with interested applicants but he would be open to suggestions for other ways to reach out. Mr. Holody added that ECDEC had been a great partner in referring potential applicants. Ms. Bemis stated she thought an immersive session would be a great idea and an allocation of funds to target small businesses should be reevaluated. Mr. Harris stated after talking to individuals in the community that there is hesitance/ reticence to approach the City and the City should view itself, as the public did, and understand that the City could be intimidating to access. Mr. Harris continued partnering with community groups or individuals who are embedded in the community could help promote and aid in access to the economic development grant program.

Public Participation/ Comments

Vice Chair Koch asked if there was anyone who would like to speak. Ms. Sharon Johnson stated she had several questions regarding the Mecca Motel. Ms. Johnson stated that granting \$200,000 to Mecca Motel meant half the money is already gone for the year. She asked if the applicants were related to Commissioner Brady because of the same last name. The Committee did not know. Ms. Johnson asked if the \$200,000 was dispersed upon completion. Mr. Heil said no funds would be dispersed until requirements of the grant were met upon completion. Mr. Tim Schwanger stated transparency from the City was waning, particularly in regards to minutes. Mr. Schwanger continued that if a resident spoke at a meeting, the minutes did not reflect what was said but only what issue was spoken about by the resident. Mr. Schwanger added the grant program used to be about brick and mortar and now it was getting into landscaping, mobile businesses, and that was not the original intention of the program. He stated that the Committee needed to get back to approval of windows, façade improvements, and interior improvements. The Committee should not be approving funds for acquisition and it was never confirmed which other mobile business had received funds previously. Mr. Bill Hill, Sandusky resident and small business owner, stated that he agreed with Mr. Harris to go out to the community and make it easier to understand the program and application. Mr. Hill explained small business owners, especially in the black community, when they've inquired about the application have been shifted to the grant for signage and no other funding beyond that. He recommended instead of the Committee giving \$200,000 away to one business to give \$50,000 multiple grants to small businesses to open storefronts in the downtown, and then the City would reap the benefit of multiple businesses that pay taxes; also when \$300,000 was being given away, it should guarantee the creation of jobs. Mr. Hill expressed that he believed the City was being too loose with the money being given away and it was not going to the right people. The City should do their due diligence and check what these applicants have done and what they were capable of doing. Mr. Hill remarked downtown Sandusky should be an easy compete with 250 with the available restaurants and waterfront. He added the pier was a great investment and would generate a lot of foot traffic this year after the pandemic, but there was

not a single business to buy a souvenir that says “City of Sandusky.” His final suggestion was because African Americans have a harder time getting funds the traditional way, the City should reach out to the black community and show them how easy it is to apply, and what the City expects versus what a bank expects. Mr. Koch thanked the public for their comments and stated that the Committee and Staff now had some items that could be addressed internally based off of the discussion. Mr. Harris personally thanked Mr. Hill for bringing his daughter with him as he participated in the public/ civic process, and making the next generation more comfortable in engaging with their government.

Meeting Adjournment:

Mr. Koch called for a motion to adjourn. Mr. Harris moved to adjourn the meeting and Mr. Heil seconded. All members were in favor of the motion and the meeting ended at 3:12pm.

APPROVED:

Secretary

Chair/ Vice Chair

**City of Sandusky
Economic Development Fund**

| Project | d.b.a. | Date Approved | Ordinance | Approved Grant Amount | Total Disbursed |
|---------------------------------|-----------------------------|----------------------|------------------|------------------------------|------------------------|
| 2023 | | | | | |
| A Foxy Girl Enterprises LLC | Ramba Mamba Jamba Party Bus | 1/10/2023 | - | \$ 7,500.00 | \$ 7,500.00 |
| 2023 Grants Total | | | | \$ 7,500.00 | \$ 7,500.00 |
| | | | | | |
| Fund Balance | | | | | |
| Unexpended Balance (12/31/2022) | | \$ 366,796.00 | | | |
| Encumbrances | | \$ 310,000.00 | | | |
| Available Balance | | \$ 56,796.00 | | | |
| 2023 Allocation | | \$ 430,000.00 | | | |
| Total Available in 2023 | | \$ 486,796.00 | | | |
| 2023 Grants Total | | \$ 7,500.00 | | | |
| Balance | | \$ 479,296.00 | | | |

March 14, 2023

Economic Development Incentive Committee Summary

North Coast Street Customs, LLC

Applicant: Sinclair DeMarco
1728 Sadler Street
Sandusky, OH 44870

Principal Owners: Sinclair DeMarco 100%

Recommendation: \$5,000.00 Economic Development Fund grant to be approved by the Economic Development Incentive Committee 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 shall be completed by December 31, 2023

Project Description

North Coast Street Customs is known as a leader in the field of classic car repair and restoration. Increasingly, the company also provides repair services on newer vehicles. The company's facility is equipped with multiple overhead drive-in doors, repair stations, storage areas, and a full-service paint room.

Sinclair DeMarco recently acquired North Coast Street Customs, LLC. She also acquired the building at 1728 Sadler Street, Sandusky, which has long housed the company. These purchases were financed, in part, through private lending that now limits the company's further expansion.

Sinclair has undertaken numerous deferred maintenance projects since purchasing the business. She seeks to add a second two-post lift to the repair area to increase the number of vehicles that can be serviced at a given time. She also seeks to add a mid-rise lift to the paint booth to increase the efficiency of painting projects. The total cost of the new equipment, including installation, is \$10,800.00.

Financial assistance through the City's Economic Development Fund program will allow this woman-owned business to continue to grow by servicing more vehicles and hiring more staff without the need to assume additional debt.

Project Uses

| | |
|----------------------|--------------------|
| Launch Two Post Lift | \$5,500.00 |
| Lift Installation | \$1,500.00 |
| Challenger MR6 Lift | \$3,800.00 |
| Total | \$10,800.00 |

Project Sources

| | |
|------------------------------------|--------------------|
| Sandusky Economic Development Fund | \$5,000.00 |
| Owner Equity | \$5,800.00 |
| Total | \$10,800.00 |

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Sinclair Demarco

(Applicant Name)

Owner

(Title)

North Coast Street Customs

(Company Name – if different than Applicant Name)

1728 Saabur St.

(Street Address)

(Suite, Apt, etc.)

Sandusky Ohio 44870

(City, State, Zip)

419.341.4806

(Phone Number)

sinclair@northcoaststreetcustoms.com

(Email)

87-1273199

(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: automotive restoration

Date Established: 2020 NAICS-SIC Code: _____

Website (if applicable):

www.northcoaststreetcustoms.com

Principal Officers / Owners:

Name / Title: Sinclair Demarco

Email: sinclair@northcoaststreetcustoms.com Phone: 419-341-6804

SSN (last 4): 1415 % 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:

1728 Sadler St.

(Address)

Sandusky OH 44870

(City, State, Zip)

Erie

(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).

My back ground has been in automotive in many capacities, from sales & marketing to business aspects & business to business facilitation.

My building in the early 1900's was a bakery. In the 1960's it was a Bolling Rock distribution center and in 1980's sat vacant for over a decade. Upon leasing and recently purchasing several maintenance & upgrades were completed. Maintaining history of the structure and creating a fully functional automotive & fabrication automotive shop.

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).

My business upgrades to meet current demand and service customers currently on my waitlist include a hydraulic scissor lift and two post auto lift. January 1st 2023 two new additional hires have been made to help with the demand.
Awaiting pricing for new forklift.

Business/Personal References:

Name / Title: Holley Goodard
Email: Goodardh@apiauto.com Phone: (330) 656-2980
Relationship: Vendor rep. / business

Name / Title: Erin Linehan / Owner Strick E &
Email: elinehan84@gmail.com Phone: (419) 341-2364
Relationship: business / personal

Name / Title: Louise Toris account services
Email: bice.toris@hotmail.com Phone: (419) 341-3672
Relationship: business / personal

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):

10,800 (see attached pricing)

(B) Owner Equity (dollars and source):

\$3,000. — (from owners savings)

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

\$800 short term loan

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

\$7,000. —

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> | 1/1/23 | 2/20/23 | |
| <u>Financing</u> | ? | | |
| <u>Construction</u> | 2/18/23 | 2/20/23 | |
| <u>Other</u> | | | |

Project Impact and Employment:

| | Current Year | Year One | Year Two | Year Three |
|--------------------------|--------------|----------|----------|------------|
| Annual Sales Revenue | 250,000 | 180,00 | N/A | N/A |
| Annual Payroll | 120,000 | 78,000 | X | X |
| Current Employment (FTE) | 0.75 | 0.50 | | |
| Average Pay Per Employee | \$ 20 | \$ 15 | | |

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 overall goal of North Coast Street Customs is to become an active member of the community in the City of Sandusky. Creating jobs & quality craftsmanship is a big part of revitalization in any community. The days of junkyard automotive are a idea of the past. Changing perception in classic automotive to showcase history in a clean environment.

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 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: North Coast Street Customs

By: Sinclair DeMarco (owner)
(Print or type name and title)


(Signature)

1/24/2023
(Date)

From: Travis Zeigler <ZeiglerT@apiauto.com>

Date: October 17, 2022 at 3:04:05 PM EDT

Subject: lifts

Launch Two post 10,000 lb. lift.

Selling \$5,500 delivery included

Install \$1,500

Challenger mr6 mid rise lift

Selling \$3,800 delivery included

Must have fork truck to unload, items are dropped shipped. If fork lift is not available we can arrange delivery another way.

LAUNCH TECH USA



LT210-XT

2-Post Lift • 10,000 lbs Capacity

Multi Purpose full asymmetric lift that is height and width adjustable and may be installed in a standard rotated column configuration to accommodate the smallest Cars to the largest SUVs' and Trucks. is ALI/ETL Certified lift comes with a one (1) year limited warranty.



MIDRISE & SHORT-RISE LIFTING SOLUTIONS



MR6 | 6,000 LB. CAPACITY

- Portable mid-rise lift

Challenger's midrise lift is a great way to increase the productivity of any shop. We mounted the motor to a heavy-duty tow dolly, making it portable and able to operate on concrete, indoors or out. Save valuable shop space while servicing brakes or tires. 6,000 lb. capacity will lift vehicles from small passenger cars to light trucks.

SRM10 | 10,000 LB. CAPACITY

- Short-rise lift

Challenger's shortrise lift is a great choice for brake and tire servicing needs. Dual hydraulic cylinders provide a 10,000 lb. capacity to lift vehicles ranging from small passenger cars to light trucks. Standard spotting blocks and optional auxiliary adapters reach an even wider range of vehicle lift points. The SRM10's small footprint compared to other lift models make the SRM10 a perfect fit.



CL Challenger Lifts

LOUISVILLE, KENTUCKY

March 14, 2023

Economic Development Incentive Committee Summary

Epic Rentals, LLC

Applicant: Derek Allison
113 E. Jefferson Street
Sandusky, OH 44870

Principal Owners: Derek Allison 100%

Recommendation: \$9,500.00 Economic Development Fund grant to be approved by the Economic Development Incentive Committee 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 shall be completed by December 31, 2023

Project Description

In April 2022, Epic Rentals, LLC purchased the former North Angler's Inn at 4401 Venice Road, Sandusky. The company has rebranded the classic roadside motel as Anchor Bay Inn and Suites.

Since acquiring the property, Epic Rentals has undertaken numerous improvements to Anchor Bay such as the installation of new flooring, doors, and furnishings.

In collaboration with the neighboring Coronado Motel, Epic Rentals seeks to install a new metal roof on the main motel building. The company also seeks to demolish three dilapidated cottages on the property. Demolition of the cottages will improve the property aesthetics, create a new outdoor amenity space, and allow for future development of the site.

Financial assistance through the City's Economic Development Fund program will assist a locally-owned small business to continue to improve a boutique lodging facility and improve the aesthetics along one of the City's main corridors.

Project Uses

| | |
|--|--------------------|
| Metal Roof Replacement – Labor (40%) | \$4,000.00 |
| Metal Roof Replacement – Materials (40%) | \$3,621.00 |
| <u>Cottage Demolition</u> | <u>\$13,540.00</u> |
| Total | \$21,161.00 |

Project Sources

| | |
|------------------------------------|--------------------|
| Sandusky Economic Development Fund | \$9,500.00 |
| <u>Owner Equity/Civista Loan</u> | <u>\$11,661.00</u> |
| Total | \$21,161.00 |

SANDUSKY ECONOMIC DEVELOPMENT FUND

APPLICATION

Applicant / Borrower Company:

Derek Allison

(Applicant Name)

Owner

(Title)

Epic Rentals LLC

(Company Name – if different than Applicant Name)

113 E. Jefferson St.

(Street Address)

(Suite, Apt, etc.)

Sandusky, OH 44870

(City, State, Zip)

419.503.2535

(Phone Number)

35-2555071

(Federal Tax ID or last 4 of SSN)

derek@epicrentalmanagement.com

(Email)

Existing Business Information:

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

Legal Structure: Anchor Bay Inn and Suites West

Primary Product or Service: Lodging

Date Established: 06/2022 NAICS-SIC Code: 721110

Website (if applicable):
anchorbayinnandsuites.com

Principal Officers / Owners:

Name / Title: Derek J. Allison - Owner

Email: derek@epicrentalmanagement.com Phone: 419.503.2535

SSN (last 4): 8659 % 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:

4401 Venice 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 Derek Allison and I was born and raised in the City of Sandusky, and I am a graduate of Sandusky High School. I have always been passionate about my city and the leaps and bounds of things that it has accomplished over the last couple decades. My wife Kristin and I decided to be a part of this movement, so we purchased one of the old rundown motels on the west side of town, North Anglers Inn. This property was known by locals, in a not so pleasant way, and we are determined to revitalize the property and turn it into a fresh and vibrant lodging destination for all guests of Sandusky and the surrounding communities.

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).

We are requesting assistance from the City to help offset some of the cost for projects that align with the goals of both the City and my business. We believe that our project will increase the value of the property, help stimulate a underutilized piece of property, and overall improve the quality of life on the west side of town. While we are personally funding the majority of the many renovations to the property, we would ask the City to help us with the following projects:

1. Removal of dilapidated cabins on property (3 cabins)
2. Replace the roof, not only for necessity but also for curb appeal

Business/Personal References:

Name / Title: Lisa Crescimano - Member of the Republican State Central Committee of Ohio and Former Treasurer

Email: lcrescimano@hotmail.com Phone: 419.366.7027

Relationship: Friend/Former Client

Name / Title: Gina Selvey - Retired CEO of RS Business Machines Inc.

Email: gselvey@osupplies.com Phone: 419.515.1287

Relationship: Friend/Former Employer

Name / Title: Erik Vincent - Graphic Design Team Lead at 505 Design

Email: evincible@gmail.com Phone: 419.515.1289

Relationship: Friend

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): \$ 359,500

Acquiring Property - \$235,000 New flooring - \$16,000

Furnishing Motel Units - \$45,000 Demo of Cabins - \$15,000

Security Doors and Locks - \$7,500 Roofing - \$9,000

Replace Kitchenettes - \$20,000 Gutters - \$2,000

Painting Interior/Exterior - \$10,000

(B) Owner Equity (dollars and source): \$ 64,500

Savings

(C) Private Lending (dollars, source, and terms): \$ 285,000

Civista Bank (Mortgage Loan 20yr) - \$185,000

Civista Bank (Business Loan 5yr) - \$100,000

(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> | 04/2022 | | |
| <u>Financing</u> | 04/2022 and 06/2022 | | |
| <u>Construction</u> | 06/2022 | 04/2023 | |
| <u>Other</u> | 05/2023 (Fully Operating) | | |

Project Impact and Employment:

| | Current Year | Year One | Year Two | Year Three |
|--------------------------|--------------|-------------|--------------|-------------|
| Annual Sales Revenue | \$ 0.00 | \$ 110,000 | \$ 125,000 | \$ 135,000 |
| Annual Payroll | \$ 0.00 | \$ 20,000 | \$ 25,000 | \$ 30,000 |
| Current Employment (FTE) | 0 | 1.0 FTE | 1.1 FTE | 1.2 FTE |
| Average Pay Per Employee | \$ 0.00 | \$18.00 /hr | \$ 18.00 /hr | \$18.00 /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?

1. Our project will revitalize an old rundown roadside motel and create a nautical themed boutique motel on the west side of town, directly on the Sandusky Bay Pathway.

2. Yes, our project will drastically change the the physical appearance of the property and will also increase the economic status. This project will also bring a much more appealing perception to the neighborhood.

3. Our project will provide desired lodging, not only in Sandusky, but the west side of town where accommodations are frankly not available. We also offer a unique service, in which we have ample parking for boat trailers and electrical hookups.

Attachments:

The following should be submitted with your ED Application:

- ☐ Business plan (if applicable)
- ☐ Three years of historical financial statements (if applicable)
- ☐ Three years of projected financial statements (if applicable)
- ☐ Sources of financing including evidence of private funds and matching funds (if possible)
- ☐ Third party cost estimates, **INCLUDING RENDERINGS** (if applicable)
- ☐ Lease agreement, purchase agreement, or proof of ownership/site control

Attestation of Financial Condition

Do you or your business have any of the following:

| | YES | NO |
|---|-----|----|
| Outstanding collections | | X |
| Judgement liens | | X |
| Other court judgements | | X |
| Delinquent taxes | | X |
| Delinquent loans | | X |
| Other tax liens | | X |
| Previous bankruptcy | | X |
| If yes to bankruptcy, has it been fully discharged? | | |
| Real estate that is tax delinquent | | X |
| Code violations | | X |
| Non-registered rental units | | X |
| Real estate that is in foreclosure | | X |

Submission Acknowledgment

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

By: Derek Allison - Owner

(Print or type name and title)

Derek Allison

(Signature)

02.21.23

(Date)

Inter-Office Use Only

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

Date of Completed Application Submittal: _____

Staff Reviewer: _____

Date of Committee Review: _____

Approve/Deny: _____

Amount Awarded and terms: _____

CONTACT

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

Phone: (419) 627-5707

Email: jholody@ci.sandusky.oh.us



| DATE | DOCUMENT ID | DESCRIPTION | FILING | EXPED | CERT | COPY |
|------------|--------------|------------------------------------|--------|-------|------|------|
| 04/20/2022 | 202210903658 | SUBSEQUENT AGENT APPOINTMENT (LSA) | 25.00 | 0.00 | 0.00 | 0.00 |

Receipt

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

EPIC RENTALS, LLC
ATTN: DEREK ALLISON
113 E JEFFERSON ST.
SANDUSKY, OH 44870

**STATE OF OHIO
CERTIFICATE**

Ohio Secretary of State, Frank LaRose
3856133

It is hereby certified that the Secretary of State of Ohio has custody of the business records for
EPIC RENTALS, LLC

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

Document(s)

SUBSEQUENT AGENT APPOINTMENT

Effective Date: 04/18/2022


Document No(s):

202210903658



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
20th day of April, A.D. 2022.


Ohio Secretary of State

Form 521 Prescribed by:



Toll Free: 877.767.3453

Central Ohio: 614.466.3910

OhioSoS.gov

business@OhioSoS.gov

File online or for more information: OhioBusinessCentral.gov

Mail this form to one of the following:

Regular Filing (non expedite)
P.O. Box 788
Columbus, OH 43216

Expedite Filing (Two business day processing time.
Requires an additional \$100.00)

P.O. Box 1390
Columbus, OH 43216

For screen readers, follow instructions located at this path.

Statutory Agent Update
Filing Fee: \$25
Form Must Be Typed

RECEIVED

APR 18 2022

(CHECK ONLY ONE(1) BOX)**SECRETARY OF STATE****(1) Subsequent Appointment of Agent**

- ☐ Corp (165-AGS)
☐ LP (165-AGS)
☒ LLC (171-LSA)
☐ Business Trust (171-LSA)
☐ Real Estate Investment Trust (171-LSA)

(2) Change of Address of an Agent

- ☐ Corp (145-AGA)
☐ LP (145-AGA)
☐ LLC (144-LAD)
☐ Business Trust (144-LAD)
☐ Real Estate Investment Trust (144-LAD)

(3) Resignation of Agent

- ☐ Corp (155-AGR)
☐ LP (155-AGR)
☐ LLC (153-LAG)
☐ Partnership (153-LAG)
☐ Business Trust (153-LAG)
☐ Real Estate Investment Trust (153-LAG)

Name of Entity Epic Rentals, LLCCharter, License or Registration No. 3856133Name of Current Agent United States Corporation Agents, Inc**Complete the information in this section if box (1) is checked**

Name and Address of New Agent

Derek Allison

Name of Agent

113 E. Jefferson St.

Mailing Address

Sandusky

City

OH

State

44870

ZIP Code

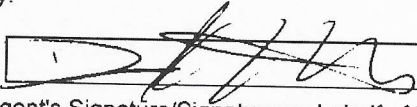
Complete the information in this section if box (1) is checked and business is an Ohio entity

ACCEPTANCE OF APPOINTMENT FOR DOMESTIC ENTITY'S AGENT

The Undersigned, Derek Allison, named herein as the
Name of Agent
statutory agent for Epic Rentals, LLC, hereby acknowledges
Name of Business Entity

and accepts the appointment of statutory agent for said entity.

Signature:


Individual Agent's Signature/Signature on behalf of Business Serving as Agent

Complete the information in this section if box (2) is checked

New Address of Agent

Mailing Address

City

OH
State

ZIP Code

Complete the information in this section if box (3) is checked

The agent of record for the entity identified on page 1 resigns as statutory agent.

Current or last known address of the entity's principal office where a copy of this Resignation of Agent was sent as of the date of filing or prior to the date filed.

Mailing Address

City

State

Zip Code

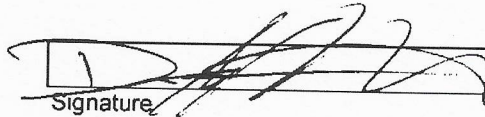
By signing and submitting this form to the Ohio Secretary of State, the undersigned hereby certifies that he or she has the requisite authority to execute this document.

Required

Agent update must be signed by an authorized representative (see instructions for specific information).

If authorized representative is an individual, then they must sign in the "signature" box and print their name in the "Print Name" box.

If authorized representative is a business entity, not an individual, then please print the business name in the "signature" box, an authorized representative of the business entity must sign in the "By" box and print their name in the "Print Name" box.


Signature

By (if applicable)

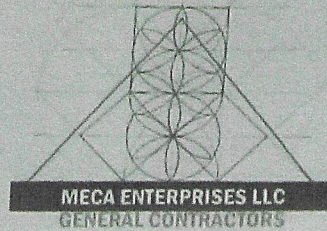
Derek Allison

Print Name

Signature

By (if applicable)

Print Name



1212 STILWELL AVENUE, FREMONT, OH 43420 – Phone: 419-462-5298

Date: 01/25/2023

To: Derek Genzman

Anchor Bay Inn & Suites

440 Venice Road

Sandusky, OH

44870.

Mr. Genzman will pay an initial deposit of \$5000.00 to start the metal roof project that will commence on January 30, 2023. Once the roofing project is completed, the remainder of \$5000.00 balance will be do. The cost of the roofing project is \$10,000.00.

Additional Terms and Conditions.

1. Any alteration, modification, addition or other charge to the labor, material or services called for hereunder at the request of the owner shall be in writing and shall be subject to additional charges. All additional charges shall be addressed to the contract prior and shall be paid in full upon completion of the project.
2. The bid proposal does not include any structural bids. If the structure, rafters need to be replaced, this will incur further charges.
3. If there is a T.V dish installed on the house or building, it's the customer responsibility to remove and reinstall the T.V dish before and after roof installation.
4. Mr. Genzman is requesting the metal roof to be installed without furring strips and drip edge. We advised Mr. Genzman, It is not recommended to install metal roofing over shingles without furring strips. The thermal expansion and contraction of the metal will rub against the shingle granules and the metal will corrode from the underside. The gaps introduced by furring strips also allow air venting which can reduce moisture. Mr. Genzman wants to proceed with the instal without the furring strips.

5. Owner acknowledges and agrees that there are no verbal agreements with MeCa Enterprises L.L.C or any of its sales representatives or employees. Owner further acknowledges that MeCa Enterprises L.L.C shall not be required to provide any labor, materials or services not expressly provided for in this contract, bid proposal or a written amendment hereto. This proposal when signed by the Owner or Owner authorized representative shall become a contract under the laws of Ohio and will thereby be a binding contract.

5. Owner acknowledges and agrees that there are no verbal agreements with MeCa Enterprises L.L.C or any of its sales representatives or employees. Owner further acknowledges and agrees that MeCa Enterprises L.L.C shall not be required to provide any labor, materials or services not expressly provided for in this contract, bid proposal or a written amendment hereto. This proposal when signed by the Owner or Owner authorized representative shall become a contract under the laws of Ohio and will thereby be a binding contract.
6. The undersigned hereby acknowledges that he/she has read and understood the terms and conditions of this contract which are hereby approved and accepted. This proposal and installation contract is not binding until fully executed by the owner and the sales representative or an authorized officer of MeCa Enterprises L.L.C.

Date: Signature of Client: _____

MeCa Enterprises L.L.C representative: _____

Regards,

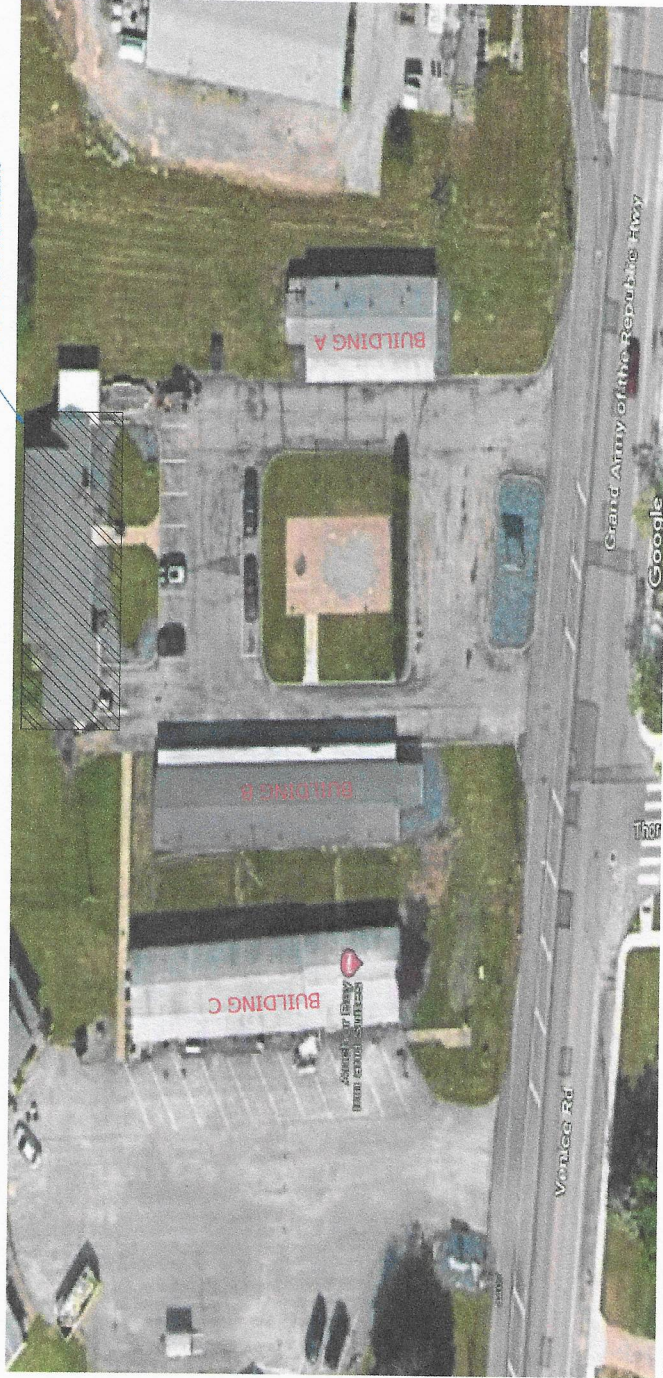
Joseph Caballero

**METAL ROOF REPLACEMENT PROJECT
ANCHOR BAY INN & SUITES**



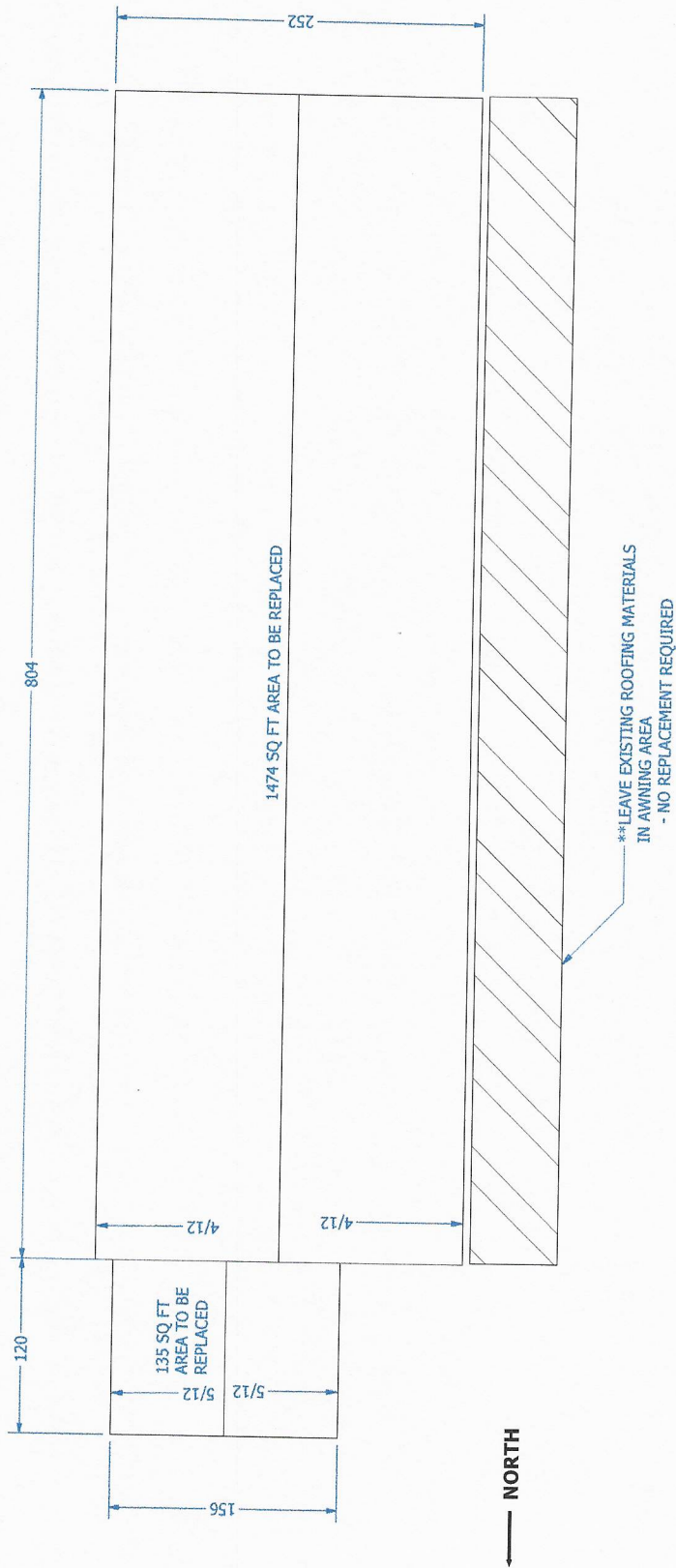
**4401 VENICE ROAD
SANDUSKY, OHIO 44870**

****NO MODIFICATIONS
BEING DONE TO THIS BUILDING**



**PROJECT DESCRIPTION:
REMEDIATE THE ROOFS OF (3) EXISTING BUILDINGS LOCATED ON
THE PROPERTY USING METAL SALES CLASSIC RIB METAL ROOFING
SYSTEM.**

**SANDUSKY, OHIO
SITE LOCATION MAP**



Existing Roof to be covered using *Metal Sales Classic Rib* Metal Roofing System per the following:

- 1) The roofing system shall be installed per *Metal Sales Classic Rib Install Guide*
- 2) General roofing safety precautions shall be taken during the installation of the roof
- 3) Considerations shall be made for safe handling and storing of building materials throughout the construction process.

BUILDING A

ROOF PLAN

CLASSIC RIB®
Condensed
Technical
Reference

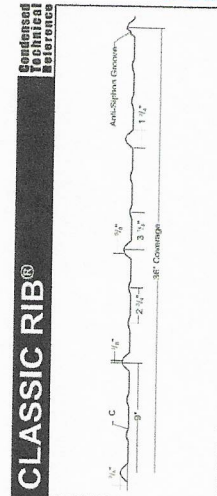


REPLACEMENT ROOFING MATERIAL
PROFILE TO BE INSTALLED PER
MANUFACTURERS SPECIFICATIONS



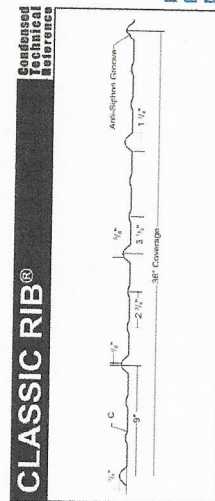
3) Considerations shall be made for safe handling and storing of building materials throughout the construction process.

REPLACEMENT ROOFING MATERIAL
PROFILE TO BE INSTALLED PER
MANUFACTURERS SPECIFICATIONS





3) Considerations shall be made for safe handling and storing of building materials throughout the construction process.

REPLACEMENT ROOFING MATERIAL
PROFILE TO BE INSTALLED PER
MANUFACTURERS SPECIFICATIONS

SSZR135A

PAGE: 1

LOWE'S HOME CENTERS, LLC

DATE: 02/15/23

FMO 0019

PHONE: (419)-355-0221

ORDERED FOR: DG CUSTOM INSTALL LL
 ADDRESS: 2247 Napoleon Rd
 Fremont

OH 43420

PHONE: (419)552-0054

VENDOR NAME: METAL SALES MANUFACT

CONTACT:

ADDRESS: 7800 INDIANA 60

PHONE: (800)406-7387

SELLERSBURG IN 47172

FAX: () -

PROJECT: 762368149

LOWES PO: 206224587 LOWES INVOICE: 80255

ASSOCIATE: JADON YAMBERT

EST DELIVERY: 01/27/23

AR NUMBER:

| QTY | ITEM | ITEM DESC | BIN | VEND_PART# | COST | EXT_COST |
|-----|--------|---------------------------------|------|------------|-------|----------|
| 34 | 403293 | 10' 6'' rIdged ocean blue | | 4202335 | | |
| 27 | 403293 | 2 1/2 ocean blue screws qt yard | | 8211435 | 19.62 | 667.08 |
| | | y 27 bags | | | 27.00 | 729.00 |
| 134 | 403293 | 12' ocean blue tin | yard | 2282535 | 32.28 | 4325.52 |
| 10 | 403293 | 6.25' ocean blue tin | yard | 2282535 | 16.81 | 168.10 |
| 8 | 403293 | 7.667' ocean blue tin | yard | 2282535 | 20.62 | 164.96 |
| 32 | 403293 | 11.25' ocean blue tin | yard | 2282535 | 30.26 | 968.32 |
| 32 | 403293 | 10.25' ocean blue tin | yard | 2282535 | 27.57 | 882.24 |
| 18 | 403293 | 5.75' ocean blue tin | yard | 2282535 | 15.46 | 278.28 |
| 18 | 403293 | 10' ocean blue tin | yard | 2282535 | 26.90 | 484.20 |
| 7 | 403293 | 10' 6'' ocean blue rake | yard | 4209035 | 17.55 | 122.85 |
| 8 | 403293 | 12' 6'' ocean blue rake | yard | 4237135 | 20.90 | 167.20 |
| 4 | 403293 | 14' 6'' ocean blue rake | yard | 4237235 | 24.24 | 96.96 |

FREIGHT \$ 0.00
 TOTAL \$ 9054.71

*****END OF DATA*****

Dwelle Excavating & Trucking L.L.C.

Bert Dwelle
4515 Miller Road
Sandusky, Ohio 44870

Phone: 419-621-1923 / 419-656-0644 Fax: 419-627-0423

Proposal

Date

08/05/22

Proposal Submitted To:

Anchor Bay Inn and Suites
C/O Derek Genzman and Derek Allison
4401 Venice Rd.
Sandusky, OH 44870

Work To Be Performed At:

Deemo

| Quantity | Item | Description | Cost | Total |
|----------|------|---|-----------|-----------|
| | Fee | Demo 3 existing buildings. Load all material into dumpsters. Load and haul out all concrete and block foundations, sidewalk, and porches. Haul in dirt to fill in foundations back to existing grade. Water and sewer lines to be abandoned. Electric and gas to be disconnected by others. Lump Sum Price | 13,540.00 | 13,540.00 |

This is only a rough estimate. A firm price is unable to be given until the house is staked.

NOTE: ANY ROCK EXCAVATION WILL BE EXTRA...NO PERMITS OR TAP FEES.

All material is guaranteed to be as specified, and the above work to be performed in accordance with the drawings and specifications submitted for above work and completed in a substantial workmanlike manner for the TOTAL amount. NOTE: ANY ROCK EXCAVATION WILL BE EXTRA. NOTE: This proposal may be withdrawn by us if not accepted within 30 days.

Total \$13,540.00

ACCEPANCE OF PROPOSAL

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified.

Signature _____ Date: _____