

NOTICE OF STANDING COMMITTEES

Scheduled for
Tuesday, January 23, 2018,
beginning at 6:30 p.m. in

Council Chambers
Village Hall of Tinley Park
16250 S. Oak Park Avenue
Tinley Park, Illinois

Finance Committee
Administration & Legal Committee
Economic Development & Marketing Committee

A copy of the agendas for these meetings is attached hereto.

Kristin A. Thirion
Clerk
Village of Tinley Park

**NOTICE OF REGULAR MEETING OF THE
ECONOMIC DEVELOPMENT AND MARKETING COMMITTEE**

Notice is hereby given that a regular meeting of the Economic Development and Marketing Committee of the Village of Tinley Park, Cook and Will Counties, Illinois, will begin at 6:30 p.m. on Tuesday, January 23, 2018, in the Council Chambers at the Village Hall of Tinley Park, 16250 S. Oak Park Avenue, Tinley Park, Illinois.

The agenda is as follows:

1. OPEN THE MEETING.
2. CONSIDER THE APPROVAL OF THE MINUTES OF THE SPECIAL ECONOMIC DEVELOPMENT AND MARKETING COMMITTEE MEETING HELD ON JANUARY 9, 2018.
3. RECEIVE UPDATE ON EDGE TAX CREDIT PROGRAM.
4. DISCUSS CLASS 8 RENEWAL FOR 7101 183RD STREET.
5. DISCUSS BANGING GAVEL INCENTIVE AGREEMENT.
6. DISCUSS WAYFINDING REQUEST FOR PROPOSALS.
7. DISCUSS LAUNCH OF NEW VILLAGE WEBSITE.
8. RECEIVE COMMENTS FROM THE PUBLIC.

ADJOURNMENT

KRISTIN A. THIRION
VILLAGE CLERK

MINUTES
Special Meeting of the Economic Development and Marketing Committee
January 9, 2018 - 6:30 p.m.
Village Hall of Tinley Park – Council Chambers
16250 S. Oak Park Avenue
Tinley Park, IL 60477

Members Present: C. Berg, Chair
M. Mangin, Village Trustee
M. Pannitto, Village Trustee

Members Absent: None

Other Board Members Present: W. Brady, Village Trustee
B. Younker, Village Trustee
K. Thirion, Village Clerk

Staff Present: D. Niemeyer, Village Manager
P. Carr, Assistant Village Manager
S. Neubauer, Police Chief
F. Reeder, Fire Chief
D. Riordan, Deputy Fire Chief
P. Wallrich, Interim Community Development Director
D. Framke, Marketing Director
K. Workowski, Public Works Director
J. Urbanski, Assistant Public Works Director
K. Mulqueeny, Streets Superintendent
L. Valley, Executive Assistant to the Manager & Trustees
L. Godette, Deputy Village Clerk
L. Carollo, Commission/Committee Secretary

Item #1 - The meeting of the Special Economic Development and Marketing Committee Meeting was called to order at 6:30 p.m.

Item #2 – CONSIDER APPROVAL OF THE MINUTES OF THE SPECIAL ECONOMIC DEVELOPMENT AND MARKETING COMMITTEE MEETING HELD ON

NOVEMBER 28, 2017 – Motion was made by Trustee Pannitto, seconded by Trustee Mangin, to approve the minutes of the Special Economic Development and Marketing Committee Meeting held on November 28, 2017. Vote by voice call. Chairman Berg declared the motion carried.

Item #3 – DISCUSS COOK COUNTY CLASS 7 INCENTIVE - The Class 7a and 7b incentives of the Cook County Real Property Assessment Classification Ordinance are intended to encourage investment in areas determined to be "in need of commercial development." The Class 7a incentive is for investment projects under \$2 million and the Class 7b for investment projects over \$2 million. Projects which qualify for the Class 7a and 7b incentives will receive

a reduced assessment level of ten percent (10%) of fair market value for the first ten (10) years, fifteen (15) percent for the eleventh year and twenty percent (20%) for the twelfth year. Without this incentive, commercial property would normally be assessed at twenty-five percent (25%) of its market value.

To qualify, a site must meet five (5) eligibility factors:

- Designation of Area by federal, state or local Agency.
- Real Estate Tax Analysis shows a decline, stagnation or not fully realized in the past six (6) years.
- Viability and Timeliness shows project is viable and likely to be completed.
- Assistance and Necessity shows project would not go forward without an incentive.
- Increased Tax Revenue and Employment shows an increase in real property tax revenue and employment.

Below is the proposed tentative timetable to designate commercial renewal areas for Class 7a and 7b special assessments:

- January 9, 2018 - Economic Development and Marketing Committee approval to pursue.
- January 15, 2018 - Economic Commercial Commission recommendations for designated areas.
- February 6, 2018 - Economic Development and Marketing Committee approval of designated areas.
- February 13, 2018 - Village Board approval of designated areas.

The Economic Development and Marketing Committee received a copy of the Cook County's Class 7 special assessment requirement eligibility bulletins. Trustee Mangin stated staff has worked hard regarding these incentives, which will give the opportunity to potentially bring new businesses to Tinley Park.

Staff is requesting permission to discuss which areas to designate with the Economic Commercial Commission. Staff would then make recommendations for approval to the Economic Development and Marketing Commission, followed by a designation resolution for Village Board approval.

Item #4 – RECEIVE COMMENTS FROM THE PUBLIC - No comments from the public.

ADJOURNMENT

Motion was made by Trustee Mangin, seconded by Trustee Pannitto, to adjourn the Special Meeting of the Economic Development and Marketing Committee. Vote by voice call. Chairman Berg declared the motion carried and adjourned the meeting at 6:44 p.m.

lc



Interoffice Memo

To: Economic Development and Marketing Committee

From: Patrick Hoban, Economic Development Manager

Date: January 23, 2018

Subject: DCEO EDGE Program Update

Background:

House Bill 162 was signed into law in September 2017 and extends the EDGE program through June 30, 2022. After a thorough review of the new provisions, DCEO has submitted revised rules to the Joint Committee on Administrative Rules (JCAR). This move allows the Department to begin accepting new applications immediately.

The Illinois Department of Commerce and Economic Opportunity's (DCEO) Economic Development for a Growing Economy Tax Credit Program (EDGE) provides an incentive to businesses to support job creation, capital investment and improve the standard of living for all Illinois residents.

The non-refundable corporate income tax credit is calculated as a percentage (not to exceed 100%) of the expected income tax withholdings of new job created in the state. Tax credits are available to qualifying companies, equal to the amount of state income taxes withheld from the salaries of employees in newly created jobs. Non-refundable credits can be used against corporate income taxes to be paid.

Tax credits amounts are calculated on a case-by-case basis. EDGE credits are processed on an annual basis, for up to 10 years, based upon employment ramp-up plans outlined by the business and agreed to by the Department.

Staff Recommendation:

No action needed, for informative purposes only.



EDGE OVERVIEW

- Signed by Governor Rauner on September 18, 2017.
- The EDGE tax credit legislation expires on 12/31/2022.
- 10 years of tax certificates, with 5 year tax carry-forward.
- Certificates only claimed against income taxes; not transferable or salable.
- 2 years to make investment and job creation commitments without reducing the 10 years of benefits; investment and job creation commitments can be extended to 5 years but will lose one year's worth of benefits for each year extend beyond the second year of the agreement.
- Maintains "but for" and out-of-state option provisions - cannot be compromised prior to approval.

CREDIT AMOUNT

New Job Creation & Project Investment-Base Credits

- 50% of Illinois payroll withholding of newly created full-time jobs at the project.

Job Training

- 10% of eligible training costs of new full-time employees positions at the project.

New Job Creation Credits & Project Investment-Companies in "Underserved Areas"

For projects located in an "underserved area", an additional 25% of Illinois payroll withholding of newly created full-time jobs is available if any *one* of the following criteria are met:

- *Poverty rate of at least 20%; or*
- *75% or more of the children in the area are eligible to participate in the federal free lunch or reduced-price meals program; or*
- *At least 20% of the households in the area receive assistance under the Supplemental Nutrition Assistance Program (SNAP); or*
- *Average unemployment rate that is more than 120% of the national unemployment average, for a period of at least two (2) consecutive calendar years preceding the date of the application.*

MINIMUM JOB CREATION AND INVESTMENT REQUIREMENTS

- All parties named on the agreement (*those companies which create jobs, make the investment, or report the credit on their tax return*) AND THEIR RELATED COMPANIES are counted.
- Job creation and investment commitments will be included in the EDGE agreement and reflect the size of the project which may be in excess of minimum statutory requirements.

100 or Fewer World-Wide Employees	More than 100 World-Wide Employees
<ul style="list-style-type: none">○ <i>Job Creation:</i> The Lesser of<ul style="list-style-type: none">▪ 5% of world-wide employment, or▪ 50 new full time jobs○ <i>Investment-</i> \$0 *	<ul style="list-style-type: none">○ <i>Job Creation:</i> The Lesser of<ul style="list-style-type: none">▪ 10% of world-wide employment, or▪ 50 new full time jobs○ <i>Investment:</i> \$2,500,000

**Applicant cannot receive more in credits than the project investment.*



Interoffice Memo

To: Economic Development and Marketing Committee

From: Patrick Hoban, Economic Development Manager

Date: January 23, 2018

Subject: 7107 183rd Class 8 Renewal

Project:

BCL Tinley Park LLC (applicant) plans to retain multiple Tinley Park retailers at 7107 183rd St. The subject property (including both PINs) consists of an approximately 12,040 square foot strip retail center located on a roughly 66,207 square foot site.

The Applicant purchased the subject property in September, 2017. The prior owner had approximately \$23,000 in outstanding fines and bills on this property owed to the Village of Tinley Park and was negligent on many upgrades the Village required on the same. Since the purchase, the Applicant has paid the prior owner's outstanding fines and bills and will be completing the necessary upgrades to the subject property after the winter.

The subject property contains six units. Three are currently leased and occupied, two are now leased and will be occupied as soon as possible and the last unit will be leased as soon as possible. The subject property provides jobs and generates sales tax. The Village of Tinley Park can also expect that the tenants and their employees will continue to invest commercially back into the community by visiting local establishments such as restaurants, gas stations, grocery stores and more. In addition, the Village of Tinley Park can expect that the tenants will continue to attract business and various customers to the Village in the course of their operations.

The Applicant hopes to continue to successfully operate the subject property. However, the Applicant believes that it will need the renewal of the Class 8 Incentive on PIN: 31-06-100-028 0000 in order to continue to do so.

Request:

BCL Tinley Park LLC is requesting a Class 8 incentive renewal to retain current tenants and attract new ones. Cook County provides an incentive program to allow the reclassification of properties to effectively lower their tax. One of these program incentives is the Class 8 reclassification program. Rich Township has been designated as eligible for Class 8 reclassification based on studies performed in the past and approved by the Village and Cook County. "But for . . ." the reclassification extension to a Class 8, which will provide a 60% savings on property taxes for 10 more years. High property taxes are a primary reason Class 8 incentives are granted and the inherent competition with Will County and Indiana.

Incentive Policy Checklist:

The following statements are in line with the Village or Tinley Park's incentive policy.

1. The project meets the Class 8 recommendation guidelines in Section D. 4. of the approved Incentive Policy.
2. The developer will file the Cook County forms; plans to be a long term owner/investor; and plans to comply with Village and County obligations of the Class 8.
3. The project will not create a burden and will effectively utilize existing Village infrastructure.
4. The Class 8 property tax reclassification in the Rich Township in Cook County makes the industrial property marketable and competitive.
5. The project meets the Enhancement area guideline B. 10. In the approved Incentive Policy.

Benefits:

The project will be an enhancement to the Village by retaining multiple retailers in a high traffic area and encouraging the occupancy of vacant spaces in the retail center.

Staff Recommendation:

Staff is recommending approval to the Village Board at their Feb 6th meeting.

Patrick Hoban

From: Zach Kafitz <zkafitz@sarnoffbaccash.com>
Sent: Thursday, December 7, 2017 2:19 PM
To: Patrick Hoban
Cc: James Sarnoff
Subject: [SENDER UNVERIFIED]Class 8 Incentive Renewal Request
Attachments: 20171207140739.pdf

Follow Up Flag: Follow up
Flag Status: Flagged

Patrick,

Great speaking with you today. As we discussed, BCL – Tinley Park LLC (“Applicant”) is requesting a Village of Tinley Park Resolution supporting and consenting to the renewal of the Class 8 Incentive on the property located at 7101 183rd St. in Tinley Park, Illinois (PINs: 31-06-100-028 and -030). However, please note that the renewal is only for PIN: 31-06-100-028-0000 as there is a Class 8 Incentive on that one PIN only, which is roughly half of the property.

The subject property (including both PINs) consists of an approximately 12,040 square foot strip retail center located on a roughly 66,207 square foot site. The Applicant purchased the subject property in September, 2017. The prior owner had approximately \$23,000 in outstanding fines and bills on this property owed to the Village of Tinley Park and was negligent on many upgrades the Village required on the same. Since the purchase, the Applicant has paid the prior owner’s outstanding fines and bills and will be completing the necessary upgrades to the subject property after the winter.

The subject property contains six units. Three are currently leased and occupied, two are now leased and will be occupied as soon as possible and the last unit will be leased as soon as possible. The subject property provides jobs and generates sales tax. The Village of Tinley Park can also expect that the tenants and their employees will continue to invest commercially back into the community by visiting local establishments such as restaurants, gas stations, grocery stores and more. In addition, the Village of Tinley Park can expect that the tenants will continue to attract business and various customers to the Village in the course of their operations.

The Applicant hopes to continue to successfully operate the subject property. However, the Applicant believes that it will need the renewal of the Class 8 Incentive on PIN: 31-06-100-028-0000 in order to continue to do so.

Therefore, please review the above as well as the attached Economic Disclosure Statement and place the Applicant on the agenda for the next possible Village of Tinley Park Board meeting for its request of a Resolution supporting and consenting to the renewal of the Class 8 Incentive on PIN: 31-06-100-028-0000.

Thank you for all your help and please call Jimmy Sarnoff or me should you have any questions, concerns, or require additional information.

Zach



Zachary Kafitz | Attorney
One North LaSalle Street | Suite 1920
Chicago, IL 60602
Phone: 312.782.8310 | Fax: 312.782.8635

Illinois Representative and Charter Member of



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		25 Assessment	10 Assesment	Multiplier	Total		Village Rate	Full Assessed EAV	Incentive EAV	EAV Difference	Tax Difference		Cumulative	Village Cumulative	
					Rate	Rate					Total Tax	Village Tax			
2026	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697	\$458,964	\$36,969	Projected 10 Years
2025	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2024	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2023	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2022	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2021	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2020	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2019	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2018	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2017	\$596,070	\$149,018	\$59,607	2.8032	18.31%	1.48%		\$417,726	\$167,090	\$250,636	\$45,896	\$3,697			
2016	\$308,330	\$77,083	\$30,833	2.8032	18.31%	1.48%		\$216,078	\$86,431	\$129,647	\$23,741	\$1,912	\$310,542	\$26,521	Past 10 Years
2015	\$457,060	\$114,265	\$45,706	2.6685	18.88%	1.53%		\$304,916	\$121,966	\$182,950	\$34,537	\$2,797			
2014	\$457,060	\$114,265	\$45,706	2.7253	18.25%	1.50%		\$311,406	\$124,563	\$186,844	\$34,092	\$2,806			
2013	\$580,100	\$145,025	\$58,010	2.6621	17.42%	1.44%		\$386,071	\$154,428	\$231,643	\$40,359	\$3,345			
2012	\$580,100	\$145,025	\$58,010	2.8056	15.78%	1.34%		\$406,882	\$162,753	\$244,129	\$38,511	\$3,269			
2011	\$580,100	\$145,025	\$58,010	2.9706	13.97%	1.21%		\$430,811	\$172,325	\$258,487	\$36,098	\$3,120			
2010	\$1,023,730	\$255,933	\$102,373	3.3000	11.38%	1.02%		\$844,577	\$337,831	\$506,746	\$57,683	\$5,189			
2009	\$571,090	\$142,773	\$57,109	3.3701	10.72%	0.97%		\$481,158	\$192,463	\$288,695	\$30,948	\$2,797			
2008	\$215,406	\$81,854	\$34,465	2.9786	10.32%	0.91%		\$243,811	\$102,657	\$141,154	\$14,573	\$1,285			
2007	\$48,894	\$16,135	\$16,135	2.8439	10.57%	0.93%		\$45,886	\$45,886	\$0	\$0	\$0			

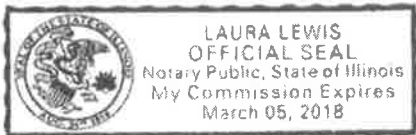
COUNTY OF COOK	0.53%	2.91%
CONSOLIDATED ELECTIONS	0.00%	0.00%
FOREST PRESERVE DISTRICT OF COOK COUNTY	0.06%	0.34%
TOWN RICH	0.28%	1.55%
GENERAL ASSISTANCE RICH	0.05%	0.27%
ROAD AND BRIDGE RICH	0.10%	0.56%
VILLAGE OF TINLEY PARK	1.48%	8.05%
VILLAGE OF TINLEY PARK LIBRARY FUND	0.41%	2.25%
SCHOOL DISTRICT 159	7.74%	42.24%
RICH TOWNSHIP HIGH SCHOOL 227	6.23%	34.03%
PRAIRIE STATE COMM COLLEGE DISTRICT 515	0.48%	2.63%
TINLEY PARK PARK DISTRICT	0.52%	2.85%
METRO WATER RECLAMATION DIST OF GR CHGO	0.41%	2.22%
SOUTH COOK COUNTY MOSQ ABATEMENT DIST	0.02%	0.09%
	18.31%	100.00%

AFFIDAVIT

I, Julie Gately, if called to testify would attest to the following facts:

1. That I am the Agent of BCL-Tinley Park LLC.
2. That BCL-Tinley Park LLC does not own any real estate in Cook County, Illinois.
3. The following is the percentage ownership of BCL-Tinley Park LLC
 - a. BCL-Apartments LLC: 100 %
4. BCL-Tinley Park LLC is in compliance with the following laws:
 - a. The Cook County Workforce Resource Ordinance (COOK COUNTY, ILL., CODE, Ch. 2, Art. XIV) as applicable.
 - b. The Cook County Wage Theft Ordinance (COOK COUNTY, ILL., CODE, Ch. 34, Art. IV, Div. 4 § 34-179).
 - c. The Cook County Human Rights Ordinance (COOK COUNTY, ILL., CODE, Ch. 42, Art. II).
 - d. The Illinois Human Rights Act (775 ILCS 5/2-105).
 - e. Title VII and Title IX of the Civil Rights Act (42 USC § 2000e, et seq.).
 - f. The Age Discrimination in Employment Act (29 USC §§ 621-634).
 - g. The Americans with Disabilities Act (42 USC §§ 12101-12213).

Further Affiant Sayeth Not



Julie Gately

Date: 12/7/17

Subscribed and sworn before me
This 7 day of December, 2017

Laura Lewis
Signature of Notary Public



Interoffice Memo

To: Economic Development and Marketing Committee

From: Patrick Hoban, Economic Development Manager

Date: January 23, 2018

Subject: Banging Gavel Incentive Agreement Amendment

Project:

Banging Gavel is planning a \$4,157,350 purchase and remodel of the Vogt Building into a brew house and restaurant. The historic three-story building will feature a brewery in the basement, a bar and restaurant on the first floor, a kitchen and private party room on the second floor and an apartment and office on the 3rd floor. The rehabilitation and conversion of the property will require significant remodeling of the estimated 8,000 SF plus building.

The basement will require extensive excavation and plumbing for the brew works. Entry to the basement will require a wide ramp and wide door for installation and maintenance of the brew works.

The first floor will feature openings in the restaurant and bar to view the brew works in the basement and the stairs to the second floor.

The second floor will have a small kitchen for hot and cold sandwiches, side dishes and other menu items. It will also feature a private party room (used occasionally), and stairs to a third-floor apartment. Events requiring full service food will be catered from local restaurants.

The third floor will be an apartment and office, with a bathroom and kitchen area. Due to the sloped roof and dormers only two-thirds of the floor area is usable.

Amendment Request:

Banging Gavel is requesting a change in the timing of their payments. The original agreement included a \$450,000 Historic Preservation grant to be paid when the occupancy permit was issued. Banging Gavel is requesting an amendment of the development agreement to pay up to \$300,000 of the Historic Preservation grant before the occupancy permit is used and the additional \$150,000 when the occupancy is issued.

Original Request:

Banging Gavel has requested \$850,000 in assistance; \$600,000 of the request includes a \$450,000 Historic Preservation grant plus an estimated \$150,000 for public land purchase. Both requests will be paid from TIF funds and according to Treasurer Bettenhausen there are sufficient TIF funds in the account to cover the grant portion of the project.

The remaining \$250,000 comes in the form of a sales tax rebate providing an operating incentive over the first ten (10) years. This is based on the 1% State of Illinois Sales Tax collected by the Village, estimated at \$20,000 to \$30,000 per year. The Village's home rule tax is not part of the incentive. The breakdown of the incentive is described as follows:

Historic Preservation: Staff recommends \$450,000 of the Village's incentive be allocated to specific requirements imposed by the Illinois Historic Preservation Agency for structures on the National Register. The historic nature of this building presents a large number of preservation and structural challenges. The intricate detailed woodwork on the exterior of the building is one of the features that make the building special, but also adds significant expense to the renovation and preservation of the detail. Another example is the safety features such as the exterior railings that need to be brought to code without sacrificing the historic nature of their design. The bulk of this investment would need to be made in order maintain the integrity of the structure regardless of this project.

Public Land Acquisition: Staff recommends \$150,000 of the Village's incentive be land acquisition of public lands, parking, loading and public access. Maintenance of the parking areas is included in the pro forma costs of the building operation and will not be the Village's responsibility.

Per the Legacy Plan and Code, redevelopment of the Vogt building requires the dedication of an alley. Due to the location of the structure the alley alignment is shifted to the west. While there are encumbrances to fully improve the alley system at this time, the plan requires the 'block end' parcel to dedicate and improve the alley. There is precedence for the Village providing incentives to create parking and alley systems. This is outlined in Attachment A. which provides similar examples of Village purchase and improvement of property to provide public parking that supports the vision of the Legacy Plan for an alley system and parking at the rear of structures. The Village's purchase includes parking west and south of the building and the purchase of the existing Plaza improvements on the southwest corner of Oak Park Avenue and Hickory Street. The purchase was assigned a value of \$8/SF based on Village appraisals in the Vogt House area Banging Gavel has requested 'first right of refusal' to re-purchase if the Village sells the parcels in the future.

The acquisitions are itemized as follows (subject to surveys to determine specific parcels):

- 'A'- Purchase of the west side parking area of 6,750 sf for \$54,000 (based on \$8/sf)
- 'B'-Purchase of the south side parking area of 5,400 sf for \$43,200
- 'C'- Purchase of the Plaza area of 6,000 sf for \$48,000, for total land purchase of \$145,200.



Since the cost of rehabilitation is an estimate at this time and verification of total land acquisition must still be determined, staff recommends a not to exceed incentive of \$600,000 for rehabilitation and land acquisition.

Operating Incentive: The sales tax assistance will be paid out from new sales tax revenues for the Village, on a pay-as-you-go basis. After the Village receives the sales tax, 50% of the revenue will be rebated back to the operator, over a maximum 10-year period (per Village policy). It is estimated the Village will receive \$26,000 to \$60,000 a year (estimates for years 1 – 5) and the operator will receive a rebate of about \$7,500 to \$17,000 a year. (Note: the Village's total sales tax rate is 1.75%, but the rebate is based upon just the 1% state tax and does not include the home rule .75% tax.) Under conservative assumptions, Banging Gavel may only recover \$175,000 of the not to exceed potential rebate of \$250,000.

Other Sources of Funding:

According to BGB's "Project Funding" tab (Page 1 of attachment B), and "Financing" tab (Page 5 of attachment B), the sources of funding are

- Village of Tinley Park for \$850,000,
- Loan of \$1,300,000,
- Shareholders injection of \$732,200; and
- Business Operations for \$1,285,699.

The Village's total incentive is \$850,000 representing an investment of 20.4 percent of the estimated project costs of \$4,157,350.

Staff asked, and received, an explanation of "Business Operations." The specifics are found under the BGB's "Project Funding" tab on Page 1 of the Pro forma (attachment B), and "Financing" tab on Page 5 of the Pro forma (attachment B). Most of Business Operations consists of the Note Interest Paid from Operating Profits of \$1,247,303, less Pre-Opening add backs (these are items already charged to other projects on the Project Funding tab), plus year one profits, totaling \$1,285,699. The details are listed under the "Financing" tab on Page 5 of Pro forma (attachment B). Staff also requested a balance sheet, however since this is a startup business, none exists. Instead BGB provided a "Founder Capitalization" explanation on Page 23 of the Pro forma (attachment B). "To date the business has been primarily funded through founder loans which will be recapitalized as a requirement of bank financing should the project move forward. A breakdown of the projected future capitalization of the business is on Page 5 of Pro forma (attachment B)."

Incentive Policy Checklist:

1. The project meets the job creation incentive promising to create 30-36 jobs, exceeding the 25 required in the economic development incentive policy guideline. (Page 13 or Pro forma attachment B)
2. Capital investment is approximately \$4,157,350, exceeding the \$1,000,000 required.
3. The economic multiplier is estimated at 2.79 (source: The Craft Beer Industry of Illinois, see BGB Tab "Economic Impact"), which is high and important to the context of the location, meeting the technical requirement of the incentive policy guideline, since this is not considered a high economic multiplier industry, such as manufacturing, research and development or healthcare.
4. The business is an identified target hospitality business for the downtown, meeting the requirements.

5. The project is located in an area targeted for redevelopment, meeting the requirements of the policy.
6. The project is believed to enhance the profitability and marketability of neighboring businesses, meeting the requirements of the policy. BGB will actively promote local restaurants, caterers and use them exclusively for special events on the second floor.
7. As a sales tax incentive, the Village should, at a minimum, retain the first 50% of the 1% based sales taxes each year and rebate the balance, meeting the requirements of the policy. (The Village also collects 100% of its' Home Rule tax revenues – estimated at \$261,843 in ten (10) years, with a total net to the Village of \$436,406.)
8. As a sales tax incentive, the incentives will be paid out in 10 years, meeting the requirements of the policy.
9. As a sales tax incentive, it is believed that the Village will cover incremental costs for Village services, meeting the requirements of the policy.
10. As a sales tax incentive, the type of sales would be new to the Village, meeting the requirements of the policy.
11. Obligations: The developers of Banging Gavel shall adhere to the regulations of the National Register of Historic Places in return for receiving assistance from the Village.

Benefits:

Given that the investors are paying a premium to rehabilitate a historic building requiring \$525,000 of additional/incremental remodeling investment, the additional costs should be aided by the Village to preserve the historic nature of the building and create an anchor or “trigger” investment in the downtown, as indicated for a deviation from the incentive policy.

The project provides several benefits to the Village:

- Preserves and restores one of the few landmark buildings in the Village. This property is listed on the National Register of Historic Places for its architectural significance. This is probably considered the one most important benefit of proceeding with this project.
- Houses a business that has the potential to create the desired synergy to attract Millennials, a vital demographic, to the Downtown.
- Serves as an anchor to attract related visitor and tourism businesses, adding an estimated 30-36 jobs that it will create.
- Will provide additional sales tax to the Village, albeit less than policy.
- The business should generate entertainment consistent with the Village's re-branding efforts.

Staff Recommendation:

Staff recommends amending the payment schedule of the \$450,000 Historical Grant to \$150,000 upon completion of 50% or more for project, \$150,000 up on 75% of project completion and the remaining \$150,000 upon issuance of occupancy permit.



Patrick Hoban
Economic Development Manager
Village of Tinley Park
16250 S. Oak Park Avenue
Tinley Park, IL 60477

Re: Proposed Incentive Agreement Modification

Dear Mr. Hoban:

As previously discussed, Banging Gavel Properties, LLC. is requesting a modification to the current Incentive Agreement in the hope that it will hasten the approval of financing for the brewpub project at the Vogt Building.

We have been advised by our proposed lender that "freeing up" the TIF funds for use during the actual construction phase of the project would greatly enhance loan approval for the project. Therefore, we wish propose the following modification to Section 3.2(d) of the Incentive Agreement.

(d) Payment of the reimbursement funds to BGB by the Village shall be as follows:

(i) Upon completion of 50% or more of the Project, BGB shall be entitled to receive an amount not to exceed \$150,000.00 in eligible TIF funds;

(ii) Upon completion of 75% of more of the Project, BGB shall be entitled to receive an additional amount not to exceed \$150,000.00 in eligible TIF funds; and

(iii) Upon full completion of the Project and issuance of a Certificate of Occupancy, BGB shall be entitled to receive the remaining balance of eligible TIF funds.

We recognize that this is a departure from precedent. However, this project is extremely unique to the Village, and we are extremely hopeful that the proposed modification will bring us closer to completion.

Respectfully

A handwritten signature in black ink, appearing to be "James Richert", with a long, sweeping horizontal line extending to the right.

James Richert



www.cnbil.com

1/18/2018

Jim Richert
16802 S. Sayre Ave
Tinley Park, IL 60477

In re: The Banging Gavel Project

Dear Mr. Richert:

Please accept this missive relative to the TIF funds offered by the Village of Tinley Park for renovation at 17400 Oak Park Avenue. As you know, one of our concerns as a prospective Lender is assuring that you as developer have sufficient funds to complete construction/renovation on the subject property. Given the project is a renovation of a historic property and actual costs could vary substantially from anticipated costs, access to the TIF funds during the construction phase of the project would be critical to our ability to assist with financing.

The comments above should not be construed as a commitment to lend, but rather a discussion as to terms that might otherwise make a credit transaction more favorable to a potential lender.

Regards,

Andrew E. Tinberg
Regional President



NMLS# 637573
5459 W. 159th St.
Oak Forest, IL 60452
P: (708) 342-8951
F: (708) 535-8875
C: (708) 717-8741
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Member
FDIC

EXHIBIT: VILLAGE PARKING AGREEMENTS


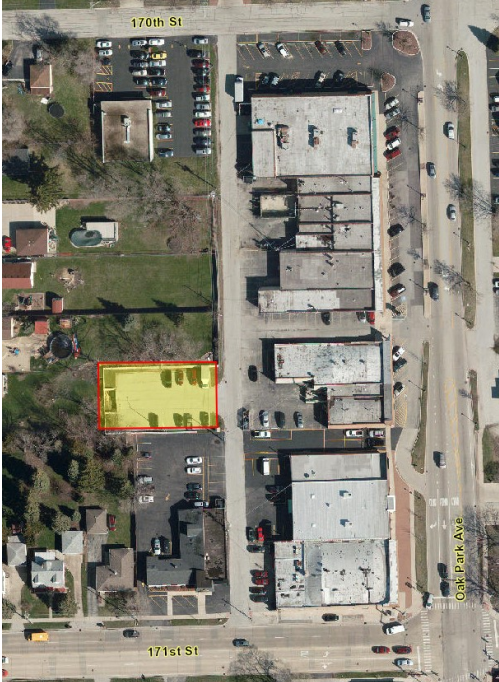


Street View	Aerial of Public Parking	Notes
		<ul style="list-style-type: none"> • Shopping Center Name: Elmore Plaza • 170th to 171st Street on the west side of Oak Park Avenue • Owned privately • Constructed by the Village

EXHIBIT: VILLAGE PARKING AGREEMENTS

Street View	Aerial of Public Parking	Notes
		<ul style="list-style-type: none"> • Building Name: Springfort Hall & PASS/Crockett Building • About 172nd Street (south of the creek) on the west side of Oak Park Avenue • Owned by the Village • Maintained by the Village

EXHIBIT: VILLAGE PARKING AGREEMENTS

Street View	Aerial of Public Parking	Notes
		<ul style="list-style-type: none"> • Building Name: Tinley Park Place • About 173rd Street on the west side of Oak Park Avenue • Owned by the Village • Maintained by the Village • Blue area is owned privately but maintained by the Village



Banging Gavel Proforma

Pro Format Statements

- 1 Project Funding
- 2 Summary of Projections

Please see additional
information added to the end
of this document

Support Schedules

- 3 Qualitative Considerations
- 4 Economic Impact
- 5 Financing
- 6 Detailed Projections
- 7 Sales - Beer
- 8 Sales - Food, Wine & Liquor
- 9 Sales - Judgement Day
- 10 Sales - Private Events
- 11 Sales - Merchandise
- 12 Cost of Goods Sold - Beer
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- 16 Automotive Expenses
- 17 Construction
- 18 Equipment
- 19 Professional Fees
- 20 Additional Qualitative Considerations
- 22 Sources

Project Funding

Sources

Village of Tinley Park	850,000
Loan	1,300,000
Shareholders	732,200
Business Operations	1,285,699
Total Sources	4,167,899

Project Cost

Building Renovation	(728,872)
Building Renovation - Historical Challenges	(524,364)
Property Acquisition Costs	(440,000)
Equipment Furniture Fixtures	(671,611)
Professional Fees	(450,200)
Recapitalization	(95,000)
Note Interest	(1,247,303)
Total Project Cost	(4,157,350)

Retained for Operations

10,549

Summary of Projections

<u>REVENUE</u>	Primary Case						Low Case					
	Pre Open	Year 1	Year 2	Year 3	Year 4	Year 5	Pre Open	Year 1	Year 2	Year 3	Year 4	Year 5
SALES-Beer	-	686,248	941,140	1,129,368	1,355,241	1,626,289	-	686,248	784,283	784,283	784,283	784,283
SALES-Food	-	420,875	577,200	692,640	831,168	997,402	-	420,875	481,000	481,000	481,000	481,000
SALES CORE	-	1,107,123	1,518,340	1,822,008	2,186,409	2,623,691	-	1,107,123	1,265,283	1,265,283	1,265,283	1,265,283
SALES-Patio	-	126,095	138,705	152,575	167,833	184,616	-	126,095	126,095	126,095	126,095	126,095
SALES-Wine & Liquor	-	168,350	230,880	277,056	332,467	398,961	-	168,350	168,350	168,350	168,350	168,350
SALES-Judgement Day	-	43,500	48,300	60,660	67,226	81,401	-	43,500	43,500	43,500	43,500	43,500
SALES-Private Events	-	30,000	50,000	55,000	60,500	66,550	-	30,000	30,000	30,000	30,000	30,000
SALES-Merchandise	-	23,960	26,356	28,991	31,890	35,080	-	23,960	23,960	23,960	23,960	23,960
SALES-OTHER	-	391,905	494,241	574,283	659,917	766,607	-	391,905	391,905	391,905	391,905	391,905
SALES-TOTAL	-	1,499,028	2,012,580	2,396,290	2,846,326	3,390,298	-	1,499,028	1,657,188	1,657,188	1,657,188	1,657,188
COGS CORE	15,874	273,934	364,796	437,755	525,306	630,367	15,874	273,934	310,346	317,331	325,014	333,465
COGS OTHER	-	105,011	132,528	152,707	176,289	203,892	-	105,011	132,528	152,707	176,289	203,892
COGS TOTAL	15,874	378,944	497,323	590,462	701,595	834,259	15,874	378,944	442,874	470,037	501,303	537,357
GROSS MARGIN	(15,874)	1,120,083	1,515,257	1,805,829	2,144,731	2,556,039	(15,874)	1,120,083	1,214,315	1,187,151	1,155,885	1,119,831
<u>EXPENSES</u>												
Salary and Benefits	15,793	568,545	573,902	631,292	694,422	763,864	15,793	568,545	547,816	575,206	603,967	634,165
Furniture & Equipment	468,289	62,074	163,274	64,594	66,046	42,606	468,289	62,074	163,274	64,594	66,046	42,606
Taxes and License	790	149,317	200,021	238,191	282,980	337,110	790	149,317	165,054	165,401	165,784	166,205
Other Expenses	85,964	361,783	398,422	424,014	451,965	476,739	85,964	361,783	380,312	399,327	419,294	440,258
TOTAL EXPENSES	570,836	1,141,719	1,335,618	1,358,091	1,495,412	1,620,319	570,836	1,141,719	1,256,455	1,204,529	1,255,090	1,283,234
NET INCOME	(586,710)	(21,636)	179,639	447,738	649,318	935,720	(586,710)	(21,636)	(42,140)	(17,378)	(99,205)	(163,403)
CUMULATIVE PROFIT (LOSS)	(586,710)	(608,346)	(428,707)	19,031	668,349	1,604,070	(586,710)	(608,346)	(650,486)	(667,864)	(767,069)	(930,472)

Qualitative Considerations

Banging Gavel Ask

\$850,000 with \$150,000 received upon sale of the real estate, \$450,000 received at occupancy and the remaining \$250,000 received in the next 3 years.

Any amount less than \$850,000 would result in Banging Gavel rethinking the current project scope or potentially considering alternate locations.

Banging Gavel's purchase of the property is contingent upon it being economically viable for the purpose of a brewery and restaurant, at BGB's discretion.

Without this support the project is not economically viable.

Financial Benefits to the Village

Sales Tax (yr 1-5)	212,529
Sales Tax (yr 6-10)	398,439
Sales Tax (yr 10-15)	477,760
	<u>1,088,727</u>

Other Benefits to the Village

The rebirth of a historic landmark, from decaying eye soar to a reimaged, focal point of Tinley Park's musical future.

Bringing in the local community on each level

Outdoor Beer Garden

Hedge barrier around the space

Dyed Concrete

Large community Tables

First Floor Public House

Large open concept space with 2 focal points

Centrally located Bar

Overlook into the Brewhouse

Second Floor Event and Live Music Space

Built in stage for regular live local music

Partner with local restaurants to provide catering to special events

There will be a moderate kitchen on the 2nd floor intended to cook for the tap room or very minimal appetizers to the 2nd floor event space.

Special events will be catered from local Tinley park restaurants, deepening our connection to the local business community

We will develop mutual beneficial relationships, where they serve our beer at their restaurants and we use them as preferred caterers.

Risk Free Situation to Tinley park

What if Banging Gavel Fails

Redeveloped, revitalized asset as an anchor at the south end of Tinley Park's downtown corridor

IF not Banging Gavel, another brewery will be able to operate in the facility

Banging Gavel Risk Mitigation

Own the Building - no risk hostile landlords or large unimaginable increases in rent

Multiple lines of business, that will flourish together and are sustainable independently

Economic Impact

Year	BGB Revenue	Indirect Impact	Induced Impact	Total Impact	Direct Tax	Total Tax
Year 1	1,499,028	3,394,543	2,679,291	7,572,862	26,233	132,525.08
Year 2	2,012,580	4,557,481	3,597,190	10,167,251	35,220	177,926.90
Year 3	2,396,290	5,426,391	4,283,015	12,105,696	41,935	211,849.68
Year 4	2,846,326	6,445,494	5,087,387	14,379,207	49,811	251,636.12
Year 5	3,390,298	7,677,319	6,059,658	17,127,275	59,330	299,727.31
Year 6	3,729,328	8,445,051	6,665,624	18,840,002	65,263	329,700.04
Year 7	4,102,261	9,289,556	7,332,186	20,724,003	71,790	362,670.05
Year 8	4,512,487	10,218,511	8,065,405	22,796,403	78,969	398,937.05
Year 9	4,963,736	11,240,362	8,871,945	25,076,043	86,865	438,830.76
Year 10	5,460,109	12,364,399	9,759,140	27,583,647	95,552	482,713.83
Year 11	5,460,109	12,364,399	9,759,140	27,583,647	95,552	482,713.83
Year 12	5,460,109	12,364,399	9,759,140	27,583,647	95,552	482,713.83
Year 13	5,460,109	12,364,399	9,759,140	27,583,647	95,552	482,713.83
Year 14	5,460,109	12,364,399	9,759,140	27,583,647	95,552	482,713.83
Year 15	5,460,109	12,364,399	9,759,140	27,583,647	95,552	482,713.83
Total	62,212,991	140,881,099	111,196,537	314,290,627	1,088,727	5,500,086
YR 1-5	12,144,522	27,501,228	21,706,541	61,352,291	212,529	1,073,665
YR 6-10	22,767,922	51,557,878	40,694,299	115,020,099	398,439	2,012,852
YR 11-15	27,300,547	61,821,993	48,795,698	137,918,237	477,760	2,413,569
-	-	-	-	-	-	-

Economic Impact of the Craft Beer Industry in Illinois

	Direct	Indirect	Induced	Total	Indirect factor	Induced Factor	Factor
Jobs	40,206	15,758	15,648	71,612	0.39	0.39	1.78
Wages	1,440,643,600	1,070,479,700	901,594,600	3,412,717,900	0.74	0.63	2.37
Output	3,740,688,500	3,985,797,000	2,700,131,500	10,426,617,000	1.07	0.72	2.79
Average					0.73	0.58	2.31
BGB Economic Impact Factor					2.26	1.79	2.79

Direct impact includes craft brewers, craft beer wholesalers and retailers that sell Illinois craft beer in Illinois, plus the value to Illinois brewers of beer sold outside the state.

Indirect impact includes suppliers such as malted barley, hops, glass, marketing firms, brewing equipment, etc.

Induced impact includes the effect of industry workers as they use their wages to purchase additional goods and services.

Financing

	Total	BGB	Properties
Loan Amount	1,300,000	900,000	400,000
Number of Payments	300	300	300
Interest Rate	6.0%	6.0%	6.0%
Monthly Payment	8,376	5,799	2,577
Total Payments	2,512,775	1,739,614	773,162
Total Interest	1,212,775	839,614	373,162

See equipment Tab for Equipment financing

Cash flows related to and required by financing

Recapitalization (Share Buy Back)	(35,000)
Repay Current Debt	(60,000)
Total Recapitalization Costs	(95,000)

Equity Contribution Type

Founders Recapitalization	100,000
Additional Investment	250,000
Services Provided (3 yrs)	382,200
Total Equity Contribution	732,200

Business Operations

Note Interest Paid from Operationing Profits	1,247,303
Pre Open Shortfall (after project Add backs)	(71,592)
Year One Profit (after project Add backs)	109,988
Total Contribution from Business Operations	1,285,699

Detailed Projections

	% Inc	Pre Open	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12	Year 1	Year 2	Year 3	Year 4	Year 5
SALES-Beer	20%	-	32,678	32,678	32,678	65,357	65,357	65,357	65,357	65,357	65,357	65,357	65,357	65,357	686,248	941,140	1,129,368	1,355,241	1,626,289
SALES-Food	20%	-	20,042	20,042	20,042	40,083	40,083	40,083	40,083	40,083	40,083	40,083	40,083	40,083	420,875	577,200	692,640	831,168	997,402
SALES-Patio	10%	-	-	-	-	-	25,219	25,219	25,219	25,219	25,219	-	-	-	126,095	138,705	152,575	167,833	184,616
SALES-Wine & Liquor	20%	-	8,017	8,017	8,017	16,033	16,033	16,033	16,033	16,033	16,033	16,033	16,033	16,033	168,350	230,880	277,056	332,467	398,961
SALES-Judgement Day	10%	-	43,500	-	-	-	-	-	-	-	-	-	-	-	43,500	48,300	60,660	67,226	81,401
SALES-Private Events	10%	-	-	-	-	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	3,333	30,000	50,000	55,000	60,500	66,550
SALES-Merchandise	10%	-	1,997	1,997	1,997	1,997	1,997	1,997	1,997	1,997	1,997	1,997	1,997	1,997	23,960	26,356	28,991	31,890	35,080
SALES-TOTAL		-	106,233	62,733	62,733	126,804	152,023	152,023	152,023	152,023	152,023	126,804	126,804	126,804	1,499,028	2,012,580	2,396,290	2,846,326	3,390,298
COGS-Beer		15,874	5,291	5,291	5,291	5,291	5,291	5,291	5,291	5,291	5,291	5,291	5,291	5,291	63,496	76,196	91,435	109,722	131,666
COGS-Food		-	10,021	10,021	10,021	20,042	20,042	20,042	20,042	20,042	20,042	20,042	20,042	20,042	210,438	288,600	346,320	415,584	498,701
COGS-Patio		-	-	-	-	-	3,543	3,543	3,543	3,543	3,543	-	-	-	17,717	20,653	22,718	24,990	27,489
COGS-Wine & Liquor		-	2,405	2,405	2,405	4,810	4,810	4,810	4,810	4,810	4,810	4,810	4,810	4,810	50,505	69,264	83,117	99,740	119,688
COGS-Annual Events		-	18,323	-	-	-	-	-	-	-	-	-	-	-	18,323	20,155	22,171	24,388	26,826
COGS-Special Events		-	-	-	-	232	232	232	232	232	232	232	232	232	2,084	4,436	4,880	5,368	5,905
COGS-Merchandise		-	1,365	1,365	1,365	1,365	1,365	1,365	1,365	1,365	1,365	1,365	1,365	1,365	16,381	18,019	19,821	21,803	23,984
GOGS-TOTAL		15,874	37,405	19,082	19,082	31,740	35,283	35,283	35,283	35,283	35,283	31,740	31,740	31,740	378,944	497,323	590,462	701,595	834,259
Gross Profit		(15,874)	68,828	43,651	43,651	95,064	116,739	116,739	116,739	116,739	116,739	95,064	95,064	95,064	1,120,083	1,515,257	1,805,829	2,144,731	2,556,039
Less:																			
Salaries Exp	10%	15,793	47,379	47,379	47,379	47,379	47,379	47,379	47,379	47,379	47,379	47,379	47,379	47,379	568,545	573,902	631,292	694,422	763,864
Rent Exp	5%	-	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	5,000	60,000	63,000	66,150	69,458	72,930
Facilities Expense		-	2,169	2,169	2,169	2,169	2,169	2,169	2,169	2,169	2,169	2,169	2,169	2,169	26,030	33,331	34,998	36,748	38,585
Auto & Truck Exp		2,457	273	273	273	273	273	273	273	273	273	273	273	273	3,276	3,276	12,488	12,488	9,212
Supplies	10%	4,500	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	13,200	14,520	15,972	17,569
Advertising	10%	3,412	758	758	758	758	758	758	758	758	758	758	758	758	9,100	10,010	11,011	12,112	13,323
Telephone & Utilities	5%	9,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	25,200	26,460	27,783	29,172
Bad Debts		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Taxes and License		790	10,621	6,380	6,380	12,627	15,086	15,086	15,086	15,086	15,086	12,627	12,627	12,627	149,317	200,021	238,191	282,980	337,110
Repairs & Maintenance	10%	-	500	500	500	500	500	500	500	500	500	500	500	500	6,000	6,600	7,260	7,986	8,785
Depreciation		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Accounting & Legal	10%	4,500	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	13,200	14,520	15,972	17,569
Insurance	10%	9,200	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	24,000	26,400	29,040	31,944	35,138
Buildout Principle & Interest		-	5,799	5,799	5,799	5,799	5,799	5,799	5,799	5,799	5,799	5,799	5,799	5,799	69,585	69,585	69,585	69,585	69,585
Office Expense	10%	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	13,200	14,520	15,972	17,569
Equipment		218,289	4,173	4,173	4,173	4,173	4,173	4,173	4,173	4,173	4,173	4,173	4,173	4,173	50,074	50,074	50,074	50,074	25,037
Furniture and Fixtures	10%	250,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	12,000	113,200	14,520	15,972	17,569
Other		-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Miscellaneous		51,894	8,467	8,043	8,043	8,668	8,914	8,914	8,914	8,914	8,914	8,668	8,668	8,668	103,793	121,420	123,463	135,947	147,302
Total Expenses		570,836	93,139	88,474	88,474	95,345	98,050	98,050	98,050	98,050	98,050	95,345	95,345	95,345	1,141,719	1,335,618	1,358,091	1,495,412	1,620,319
Net Profit		(586,710)	(24,311)	(44,823)	(44,823)	(282)	18,689	18,689	18,689	18,689	18,689	(282)	(282)	(282)	(21,636)	179,639	447,738	649,318	935,720

Add Backs (Included in Project Funding)

Equipment	218,289
Note Principle & Interest	-
Furniture and Fixtures	250,000
Misc on Other Add Backs	46,829
Total Add Backs	515,118
Contribution from Operations	(71,592)

50,074
69,585
-
11,966
131,624
109,988

Sales - Beer

		per wk	per yr	Pre open	Yr1 (mn)	Year 1	Year 2	Year 3	Year 4	Year 5
Batches Brewed	20%	1.0	50.0	12.5	4.2	50.0	60.0	72.0	86.4	103.7
Batches										
Sold in Taproom	75%	0.8	37.5	9.4	3.1	37.5	45.0	54.0	64.8	77.8
Sold thr Limited Distribution	25%	0.3	12.5	3.1	1.0	12.5	15.0	18.0	21.6	25.9
Barrels										
Sold in Taproom	75%	6.8	338.8	84.7	28.2	338.8	406.5	487.8	585.4	702.4
Sold thr Limited Distribution	25%	2.3	112.9	28.2	9.4	112.9	135.5	162.6	195.1	234.1
Total Sales \$										
Sold in Taproom	75%	14,706	735,277		61,273	735,277	882,333	1,058,799	1,270,559	1,524,671
Sold thr Limited Distribution	25%	980	49,006		4,084	49,006	58,807	70,568	84,682	101,618
Beer Sales Revenue		\$ 15,686	784,283		65,357	784,283	941,140	1,129,368	1,355,241	1,626,289
COGS		\$ 1,270	63,496	15,874	5,291	63,496	76,196	91,435	109,722	131,666
Summer Patio Increase										
		Batches	Months							
Beer Sales Revenue	10%	5	5		19,607	98,037	107,841	118,625	130,487	143,536
COGS					1,058	6,350	6,985	7,683	8,451	9,296
Low case										
Batches	10%				4.2	4.2	4.6	5.0	5.5	6.1
Barrels					37.6	37.6	41.4	45.5	50.1	55.1
COGS					5,291	5,291	5,820	6,403	7,043	7,747
Maximum Capacity										
		BBL	Gallons							
System Size		10	315							
Fermentation Vessels		12	12							
Days per Turn		20	20							
Turns per Year		18.25	18.25							
Annual Capacity		2,190	68,985							

Sales - Food, Wine & Liquor

		Yr1 (mn)	Year 1	Year 2	Year 3	Year 4	Year 5
# of Checks	20%	1,603	19,240	23,088	27,706	33,247	39,896
Beer							
Food	25	40,083	481,000	577,200	692,640	831,168	997,402
Wine & Liquor	10	16,033	192,400	230,880	277,056	332,467	398,961
Food Revenue		56,117	673,400	808,080	969,696	1,163,635	1,396,362

Summer Patio Increase (5% of above)

Beer increase	10%	19,607	98,037	107,841	118,625	130,487	143,536
Food Increase	10%	4,008	20,042	22,046	24,250	26,675	29,343
Wine & Liquor Increase	10%	1,603	8,017	8,818	9,700	10,670	11,737
Total		25,219	126,095	138,705	152,575	167,833	184,616

Summer Patio COGS		3,543	18,775	20,653	22,718	24,990	27,489
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After 3 months

		SUN	MON	TUES	WED	THURS	FRI	SAT	Week Total
Checks		60	-	30	30	40	90	120	370
Beer	40								
Food	25	1,500	-	750	750	1,000	2,250	3,000	9,250
Wine & Liquor	10	600	-	300	300	400	900	1,200	3,700
Total		2,100	-	1,050	1,050	1,400	3,150	4,200	12,950

Sales - Judgement Day

Comparison Information

Event	Attendees	Date	Notes
350 Fest (at TPCC)	1,500	8/22/2015	First year Event
Brew & Vine (at TPCC)	6,000	4/9/2016	Beer, Wine & Food
Average event (at TPCC)	2,811	8/4/15-7/15/16	

Static Data

Annual Ticket Sales Growth	10%
VIP as % of GA	10%

Revenue / Ticket Sales

Judgement Day Expectation	1,000	TBD	Annual Signature Event
Ticket Price	35		

	Year 1	Year 2	Year 3	Year 4	Year 5
Tickets Sold-Gen	1,000	1,100	1,210	1,331	1,464
Ticket Price-Gen	35.00	35.00	40.00	40.00	45.00
Tickets Sold-VIP	100	110	121	133	146
Ticket Price-VIP	55.00	55.00	60.00	60.00	65.00
Ticket Sales	40,500	44,550	55,660	61,226	75,401
Other Revenue	3,000	3,750	5,000	6,000	6,000
Total Revenue	43,500	48,300	60,660	67,226	81,401
Cost of Event					
Beer	1,893	2,082	2,290	2,519	2,771
Food Cost	2,240	2,464	2,710	2,981	3,280
Staffing	960	1,056.0	1,161.6	1,277.8	1,405.5
Tent Rental	3,000	3,300.0	3,630.0	3,993.0	4,392.3
Entertainment	2,000	2,200.0	2,420.0	2,662.0	2,928.2
Permits	250	275.0	302.5	332.8	366.0
Security	1,200	1,320.0	1,452.0	1,597.2	1,756.9
Consultant	2,025	2,227.5	2,450.3	2,695.3	2,964.8
Volunteer (t-shirts + Meals)	900	990.0	1,089.0	1,197.9	1,317.7
Tasting Glasses	1,650	1,815.0	1,996.5	2,196.2	2,415.8
Other	2,205	2,426	2,668	2,935	3,228
Total Expense	18,323	20,155	22,171	24,388	26,826
Total Net Income	22,177	24,395	33,489	36,838	48,575

Constants & Assumptions

12oz Beers per person	4				
Cost per 12oz beer	0.42				
Cost Increase (YoY)	10%				
Consultant as % of Rev	5%				
# of other Vendors	12	15	20	20	20
\$/Vendor	250	250	250	300	300

General Information

Judgement day will be Banging Gavel Brews Annual indoor/outdoor fesitval. We will work with local food vendors to participate. Vendors will be charged a fee to attend the event in order to cover tent rental and other overhead costs. Vendors will be enouraged to sample their offerings and provide incentives for event goers to visit their location in Tinley Park

Sales - Private Events

Comparison Information

Event	Food	Drinks	\$/Person	Capacity
Coopers Hawk	40	20	77	72
Tin Fish				60
Gatto's Italian Restaurant	20	18	49	
Luby's Pub & Steakhouse				
Isabella Café and Catering	18	9	35	60
Minimum	18	9	35	60
Average Event	26	16	54	64
Maximum	40	20	77	72

Static Data

Annual # Special Events	30	50	55	61	67
Number of people	40				
Beer only Package \$/Person	20				
Beer & Wine \$/Person	25				
Full Bar \$/Person	30				
Annual % Increase	10%				

Special Events Revenue

	Yr1 (mn)	Year 1	Year 2	Year 3	Year 4	Year 5
Special Event Revenue	3,333.33	30,000	50,000	55,000	60,500	66,550
Other Revenue	-	-	-	-	-	-
Total Revenue	3,333	30,000	50,000	55,000	60,500	66,550

Cost of Special Events

Beer	169	2,028	3,380	3,718	4,090	4,499
Food	-					
Staffing	24	288	316.8	348.5	383.3	421.7
Other	39	463	739	813	895	984
Total Expense	232	2,779	4,436	4,880	5,368	5,905

Total Net Income	3,102	27,221	45,564	50,120	55,132	60,645
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Constants & Assumptions

12oz Beers per person	4
Cost per 12oz beer	0.42
Cost Increase over previous year	10%

Sales - Merchandise

	2017 QTY	Cost/Piece	Yr1 (mn)	Year 1	Year 2	Year 3	Year 4	Year 5
SALES								
Apparel								
T-shirts (M)	100	20.00	167	2,000	2,200	2,420	2,662	2,928
T-shirts (W)	60	20.00	100	1,200	1,320	1,452	1,597	1,757
LS T-Shirts	80	20.00	133	1,600	1,760	1,936	2,130	2,343
Hoodies (M)	75	35.00	219	2,625	2,888	3,176	3,494	3,843
Hoodies (W)	60	35.00	175	2,100	2,310	2,541	2,795	3,075
Brewer Shirts	50	30.00	125	1,500	1,650	1,815	1,997	2,196
Beanie's	50	15.00	63	750	825	908	998	1,098
Baseball Hats	50	15.00	63	750	825	908	998	1,098
Total Apparel			1,044	12,525	13,778	15,155	16,671	18,338
Other Merchandise								
Growlers	720	5.00	300	3,600	3,960	4,356	4,792	5,271
Glassware	720	4.00	240	2,880	3,168	3,485	3,833	4,217
Coasters	960	0.50	40	480	528	581	639	703
Posters	120	10.00	100	1,200	1,320	1,452	1,597	1,757
Stickers	960	0.50	40	480	528	581	639	703
Bottle Openers	240	4.00	80	960	1,056	1,162	1,278	1,406
Tin Signs	120	15.29	153	1,835	2,018	2,220	2,442	2,686
Total Other Merchandise			953	11,435	12,578	13,836	15,220	16,742
Total Merchandise Sales			1,997	23,960	26,356	28,991	31,890	35,080
COGS								
Apparel								
T-shirts (M)	100	13.99	117	1,399	1,539	1,693	1,862	2,048
T-shirts (W)	60	15.99	80	959	1,055	1,161	1,277	1,405
LS T-Shirts	80	15.99	107	1,279	1,407	1,548	1,703	1,873
Hoodies (M)	75	24.50	153	1,838	2,021	2,223	2,446	2,690
Hoodies (W)	60	27.50	138	1,650	1,815	1,997	2,196	2,416
 Brewer Shirts	 50	 19.00	 79	 950	 1,045	 1,150	 1,264	 1,391
Beanie's	50	7.50	31	375	413	454	499	549
 Baseball Hats	 50	 9.66	 40	 483	 531	 584	 643	 707
Total Apparel			744	8,933	9,826	10,809	11,890	13,079
Other Merchandise								
Growlers	720	3.85	231	2,772	3,049	3,354	3,690	4,058
Glassware	720	2.04	122	1,469	1,616	1,777	1,955	2,150
Coasters	960	0.09	7	86	95	105	115	126
 Posters	 120	 6.00	 60	 720	 792	 871	 958	 1,054
Stickers	960	0.08	6	73	80	88	97	107
 Bottle Openers	 240	 2.20	 44	 528	 581	 639	 703	 773
Tin Signs	120	15.00	150	1,800	1,980	2,178	2,396	2,635
Total Other Merchandise			621	7,448	8,193	9,012	9,914	10,905
Total Merchandise GOGS			1,365	16,381	18,019	19,821	21,803	23,984
Total Merchandise Income			632	7,579	8,336	9,170	10,087	11,096
Annual Growth and Sale			10%					

Cost of Goods Sold - Beer

Based on 30BBL (Church Street)

Based on 30BBL (Church Street)	#1 Red Handed 12/15/2014	#2 Chicanery 12/29/2014	#3 Legit 1/13/2015	#4 Red Handed 2/3/2015	#5 Il Legit 3/2/2015	#6 Chicanery 3/26/2015	#7 Legit 5/8/2015	#8 Witness Protection 6/23/2015	#9 La Ley 8/7/2015	#10 Red Handed 10/6/2015	#11 Doing Time 10/11/2015	#12 Chicanery 12/1/2015	#13 Force Majeure 1/18/2016	#14 Juror 8 8/2/2016	#15 Red Handed 8/23/2016	Average	
Ingredients																	
Grain & Materials	1,955	1,998	2,073	2,117	1,357	1,821	1,770	1,466	1,570	1,822	4,367	2,177	1,839	1,750	1,902	1,999	
Hops (BSG)	-	-	-	-	302	-										50	
Yeast	858	314	600	858	1,201	314	600	600	600	858	1,441	314	813	220	630	681	
Other Ingredient 1	-	450	-	-	74	536		346	290			442		180		232	
Other Ingredient 1	-	250	-	-	-	264										86	
																-	
																-	
																-	
CoGS	2,813	3,012	2,673	2,975	2,934	2,936	2,370	2,412	2,460	2,680	5,808	2,933	2,651	2,150	2,532	2,889	
Yield (in bbl)	30	19.6	14.2	23.1	19.7	16.0	14.4	21.9	23.7	21.7	21.4	20.0	14.3	14.7	28.6	22.5	20
Efficiency		0.65	0.47	0.77	0.66	0.53	0.48	0.73	0.79	0.72	0.71	0.67	0.48	0.49	0.95	0.75	1
Target Efficiency		95%	85%	95%	95%	85%	85%	95%	95%	85%	95%	85%	85%	85%	95%	95%	1
Target Yield (of 10bbl)	10	9.50	8.50	9.50	9.50	8.50	8.50	9.50	9.50	8.50	9.50	8.50	8.50	8.50	9.50	9.50	9
Projected CoGs / Batch	20%	1,125	1,205	1,069	1,190	1,174	1,174	948	965	984	1,072	2,323	1,173	1,060	860	1,013	1,156
Cost per bbl		118	142	113	125	138	138	100	102	116	113	273	138	125	91	107	129
Cost per 1/2bbl		59	71	56	63	69	69	50	51	58	56	137	69	62	45	53	65
Cost per Sixtel		20	24	19	21	23	23	17	17	19	19	46	23	21	15	18	22
Current price (Sixtel-Distrib)		80	87	80	80	87	87	80	80	87	80	87	87	87	80	80	83
Projected Future price (Sixtel)		70	75	70	70	75	75	70	70	75	70	75	75	75	70	70	72
Projected Future price (bbl)		420	450	420	420	450	450	420	420	450	420	450	450	450	420	420	434
Price (12 oz-Taproom)		6	8	6	6	7	8	6	5	8	6	9	8	8	5	6	7
Gross Revenue (bbl-Taproom)		2,016	2,688	2,016	2,016	2,352	2,688	2,016	1,680	2,688	2,016	3,024	2,688	2,688	1,680	2,016	2,285
Waste (shrink)	5%	(101)	(134)	(101)	(101)	(118)	(134)	(101)	(84)	(134)	(101)	(151)	(134)	(134)	(84)	(101)	(114)
Net Revenue (BBL-Taproom)		1,915	2,554	1,915	1,915	2,234	2,554	1,915	1,596	2,554	1,915	2,873	2,554	2,554	1,596	1,915	2,171
CoGS (BBL-Taproom)		118	142	113	125	138	138	100	102	116	113	273	138	125	91	107	129
Gross Profit (BBL-Taproom)		1,797	2,412	1,803	1,790	2,096	2,415	1,815	1,494	2,438	1,802	2,599	2,416	2,429	1,505	1,809	2,041
Total Cost Per Batch		1,226	1,339	1,170	1,291	1,291	1,309	1,049	1,049	1,118	1,173	2,474	1,308	1,195	944	1,114	1,270
Pours per Batch		3,192	2,856	3,192	3,192	2,856	2,856	3,192	3,192	2,856	3,192	2,856	2,856	2,856	3,192	3,192	3,035
Cost per 12oz Pour		0.38	0.47	0.37	0.40	0.45	0.46	0.33	0.33	0.39	0.37	0.87	0.46	0.42	0.30	0.35	0.42

	BGB Sell to Distributors			Distributors Sell (Estimate)			BGB Sell Direct			Efficiency	Price/12oz
	Case	1/6 BBL	½ BBL	Case	1/6 BBL	½ BBL	Case	1/6 BBL	½ BBL		
Beer											
Red Handed	25	60	140	33	80	187	30	70	165	95%	6
Legit	25	60	140	33	80	187	30	70	165	95%	6
II Legit	33	65	145	43	87	193	40	75	170	85%	7
Chicanery	33	65	N/A	43	87	N/A	40	75	N/A	85%	8
Witness Protection	25	60	140	33	80	187	30	70	165	95%	5
La Ley	33	65	145	43	87	193	40	75	170	85%	8
Juror 8	25	60	140	33	80	187	30	70	165	95%	5
Doing Time	55	65	N/A	73	87	N/A	65	75	N/A	85%	9
Force Majeure	33	65	N/A	43	87	N/A	40	75	N/A	85%	8
Chicanery BA	70	N/A	N/A	93	N/A	N/A	80	N/A	N/A	85%	10

Assumptions

Ounces per Barrel	4,032
Ounces per Keg (Half Barr	1,984
Ounces per Sixtel	660
Onces per Bottle	12
Onces per Case	288
12oz pour / bbl	336
Excise (\$7/bbl production)	7

Employee - Summary

WAGES

		Yr1 (mn)	Year 1	Year 2	Year 3	Year 4	Year 5
Public House	10%	30,504	366,048	402,653	442,918	487,210	535,931
Banging Gavel	10%	10,187	122,241	134,465	147,912	162,703	178,973
Banging Gavel Seasonal	10%	6,688	33,440	36,784	40,462	44,509	48,960
Total		47,379	521,729	573,902	631,292	694,422	763,864
Additional							
Average Comp per FTE			23,675	23,875	24,246	24,768	25,430
Average full Comp (including tips)			39,458	39,792	40,409	41,279	42,384

FULL TIME EQUIVALENT

	Year 1	Year 2	Year 3	Year 4	Year 5
Public House	16.9	17.9	18.9	19.9	20.9
Banging Gavel Brews	2.5	3.5	4.5	5.5	6.5
Banging Gavel Seasonal	2.6	2.6	2.6	2.6	2.6
Law		-	-	-	-
Total	22.0	24.0	26.0	28.0	30.0
New Employees (FTE)		2.0	2.0	2.0	2.0
Public House Staff Addition		Wait Staff	Wait Staff	Wait Staff	Wait Staff
Banging Gavel Brews Staff Add		Inv/Distro	Sp Events	Promotion	Inv/Distro

Employee - Detailed

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY	# of FT	# of PT	Total / Week	FTE	\$/hr	\$/wk	\$/yr	\$/mon
Start	11AM	Nil	4PM	4PM	4PM	3PM	11AM				40				
Close	9PM	Nil	9PM	9PM	9PM	1AM	1AM								
Patio Close	9PM	Nil	9PM	9PM	9PM	11PM	11PM								
Wait Staffed (Tipped)															
Hours open	10	-	5	5	5	10	14			49					
Staffing hours	12	-	7	7	7	12	16			61					
Hrly Employees	6	-	3	3	6	9	11								
Man hours	72	-	21	21	42	108	176			440	11	8	3,520	183,040	15,253
Employees to Cover	12	-	3	3	6	18	22		33						
														40% Tip Credit	
														ACA 30 hrs requires t	
Bar Tender	2		1	1	2	3	3								
Server	3		2	2	3	4	5								
Busser/Food Runner	1		-	-	1	2	3								
Total HRLY Employees	6		3	3	6	9	11								
Staffing hours	12	-	7	7	7	12	16								
Hrly Employees	1	-	1	1	1	3	3								
Man hours	12	-	7	7	7	36	48			117	3	12	1,404	73,008	6,084
Employees to Cover	2	-	1	1	1	6	6		9						
Brewing Hours															
Staffing hours		12	2	2	6	2									
Hrly Employees		3	1	1	3	1			2						
Man hours	-	36	2	2	18	2	-			60	2	12	720	37,440	3,120
Salary															
Tap Room MGR	8	-	-	9	9	9	10	1		45	1	21	962	50,000	4,166.67
Tap Room Asst MGR	8	-	8	-	8	8	10	1		42	1	14	577	30,000	2,500.00
Cook	8	-	-	9	9	9	10	1		45	1	13	577	30,000	2,500.00
Brewer		12	8	8	12	8		1		48	1	30	1,442	75,000	6,250.00
Commissions															
20% of Dist Sales													188	9,801	816.76
General Staff Costs								4	44		19		9,390	488,289	40,691
Summer Patio Increase															
Beer Pourer	1		1	1	1	1	1								
Server	3		1	1	2	2	3								
Busser/Food runner	1		0	0	0	0	1								
Staffing hours	12		7	7	7	10	14								
Total additional EE's	5		2	2	3	3	5								
Total Summer Patio Increase	60	-	14	14	21	30	70			209	3	8	1,672	33,440	6,688
Employees to Cover	10	-	7	7	7	6	10		15						
Total Salaries								4	59		22		-	521,729	47,379

Banging Gavel Properties

Building PL and Cash Flow analysis

	Pre open	Yr1 (mn)	Year 1	Year 2	Year 3	Year 4	Year 5
Rental Revenue							
Banging Gavel Brews (LL)	-	1,250	15,000	15,750	16,538	17,364	18,233
Public House (1 & 2)	-	3,750	45,000	47,250	49,613	52,093	54,698
Law office of James G. Richert (3)	-	1,000	12,000	12,600	13,230	13,892	14,586
Total Rental Income	-	6,000	72,000	75,600	79,380	83,349	87,516
Expenses							
Property Taxes	15,076	-	-	-	-	-	-
Mortgage P&I	23,195	2,577	30,926	30,926	30,926	30,926	30,926
Other Expenses	5,000	417	5,000	5,000	5,000	5,000	5,000
Total Expenses	28,195	2,994	35,926	35,926	35,926	35,926	35,926
Net Income	(28,195)	3,006	36,074	39,674	43,454	47,423	51,590

Expected Investor Rate of Return	-28%	3%	36%	40%	43%	47%	52%
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	BGB	PH	Law	Total	Floor	SQFT	\$/SQFT
Monthly Rent	1,250	3,750	1,000	6,000	LL	1500	10
Annual Rent	15,000	45,000	12,000	72,000	1	1500	14
SQFT	1,500	3,500	1,500	6,500	2	2000	12
\$/SQFT	10.00	12.86	8.00	11.08	3	1500	8
Annual increase in Property Taxes				5%			
Annual increase in Expenses				5%			
Annual increase in Rent				5%			

Estimated Banging Gavel Brews Expenses

Property Taxes	-	1,319	15,830	16,621	17,452	18,325	19,241
Repairs and Maintenance		-					
Parking lot	-	500	6,000	6,300	6,615	6,946	7,293
Building Exterior	-	-	-	6,000	6,300	6,615	6,946
Landscaping and Grass Cutting	-	208	2,500	2,625	2,756	2,894	3,039
Other Repairs and Maintenance	-	142	1,700	1,785	1,874	1,968	2,066
Total Repairs and Maintenance	-	850	10,200	16,710	17,546	18,423	19,344
Total Expenses (Yearly)	-		26,030	33,331	34,998	36,748	38,585
Total Expenses (Monthly)	-	2,169	2,169	2,778	2,916	3,062	3,215

Property Acquisition Costs

Real Estate Purchase	(415,000)
Real Estate Closing Costs	(15,000)
Other Costs (survey, appraisal, inspections)	(10,000)
Total Property Acquisition Costs	<u>(440,000)</u>

Automotive Expenses

	Pre open	Yr1 (mn)	Year 1	Year 2	Year 3	Year 4	Year 5
GMC Truck	2,457	273	3,276	3,276	3,276	3,276	-
Delievery Van	-	-	-	-	9,212	9,212	9,212
Total	2,457	273	3,276	3,276	12,488	12,488	9,212

	Monthly		
	Total Cost	Walter	Net Cost to BGB
GMC Truck			
Loan Payment	496	300	196
Insurance	137	60	77
Repairs & Maintenance	-	-	-
Total	633	360	273

Delivery Van	
Loan Payment	631
Insurance	137
Total	768

2016 Ford Transit Refrigerated	39,995
2016 Ford Transit Cargo	26,160
2017 GMC Savana Cargo	34,125

Average 33,427

NPER	60
Interest	5.0%

Construction			
	Total	38% Historical	62% Regular
Base	517,650	-	517,650
Historical	322,428	322,428	-
	840,078	322,428	517,650
Trinity	112,681	43,248	69,433
Overhead	886	340	546
Profit	81,623	31,327	50,296
Insurance	6,266	-	6,266
Contingency	211,703	127,022	84,681
Total	1,253,236	524,364	728,872

**Does not include historical Consultant fee of \$40,000*

***Contingency 60% to historical and structural Challenges*

Equipment

Brew House (Quote)

Total Cost	325,540
Upfront Costs	109,700
Financiable Costs	215,840

Loan Term (yrs)	5
Interest Rate	6%
Monthly Payment	\$4,172.79

Total Payments	\$250,367.51
Total Interest	\$34,527.51

Kitchen Equipment (Estimate)

Range, Oven & Griddle	12,630
Hood	5,000
Fryer	1,610
Refrigerators	5,998
Freezer	4,498
Dishwasher	2,949
Tables, prep area etc	5,000
Subtotal	37,685
Tax, Delivery & Install	18,843
Total	56,528

Bar Equipment

Under Counter Dishwashers 2x	5,918
Under Counter Refridgerator 2x	4,556
Under Counter Sink 2x	888
Other Bar Area Euipment	15,000
Subtotal	26,362
Tax, Delivery & Install	13,181
Total	39,543

Total Kitchen Equipment	96,071
--------------------------------	---------------

Pre-Open

Upfront Costs	109,700.00
Total Kitchen Equipment	96,070.50
Monthly Payments (6x)	25,036.75
Total	230,807.25

Professional Fees

Provide by Owners at standard rates

	Total	Hrs/wk	Hrly Rate
Legal	46,800	3	300
Accounting & Finance	39,000	5	150
Marketing	41,600	8	100
Total per Year	127,400	16	

3 Years	382,200
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Other Professional Fees

Consultant	68,000	8% of Funds received from Village
Historical Consultant	68,000	Removed on 1/4/17

Total Professional Fees to Open	450,200
--	----------------

Additional Qualitative Considerations

History of the Business:

1/24/2014	When was the business started?
0	Number of locations.
NA	How long has the business been in its current location(s)?

Current Business Hours:

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Start	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Close	Nil	Nil	Nil	Nil	Nil	Nil	Nil

Will there be any change in the hours of operation as a result of this loan? indicate below.

	SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
Start	11AM	Nil	4PM	4PM	4PM	3PM	11AM
Close	9PM	Nil	9PM	9PM	9PM	1AM	1AM

Describe expected results from the change in office hours, if applicable.

Currently the brewery is operating as contract brewery, with no physical presence. This loan will finance a building purchase, build out and working capital.

Management/Personnel:

What will the principals (owners) roles be in the day to day operation of the business. Please be specific.

The Principals will oversee all aspects of day to day operations and perform back office and administrative functions.

How many people does the business currently employ?

How many employees are full time/part time? Full Time Part Time

Individually describe what their positions are and their level of experience/education/training. What are their current wage bases?

Provide a description of what new jobs will be created as a result of this loan, if any.

Brewer (FT) - Recipe creation, brewing beer, maintaining, equipment, order and accept material shipment, and limited external distribution.
 Tap Room Manager (FT) - Oversight & scheduling front of the house staff and oversee daily operations of the restaurant.
 Tap Room Asst Manager (FT) - Oversee daily operations of the restaurant, When GM is not available
 Cook (FT) - Oversee all aspects of the kitchen operations and work with Tap Room manager/assistant manager to develop menu.
 Brewing Apprentice/Distribution Assistant (PT) - Assist the brewer as needed. maintaining cleanliness of equipment and facility.
 Kitchen (PT) - Prepare simple menu items, clear tables.
 Bartender (PT) - Serve beer, maintain cleanliness of taproom behind and in front of the bar, record sales and collect payment of patrons.
 Server (PT) - Serve food and beer, maintain cleanliness of taproom, record sales and collect payment of patrons.

How many positions will be: Full Time Part Time

Describe the local competition within a five mile radius. *Please be specific using local competitors names and locations in relation to the business.*

It would be most helpful to have a city map identifying the OC and its nearest competitors.

Hailstorm Brewing Company (apx 3mi Southwest) - They are located in a light industrial park 3 miles outside of city center and are focused on distribution.

Sound Growler (apx 3mi Southwest) - They are located in a light industrial park 3 miles outside of city center and are focused on distribution.

350 Brewing Company (apx 1mi Southwest) - They are located in a small strip mall storefront off a busy intersection. They focus on over the counter sales and limited food.

What are the Borrower's advantages over the local competition?

Banging Gavel will focus on customer experience with over the counter direct to customer sales. Our focus will remain true to our mission "To Create micro-brewed craft beer that serves memorable experiences to those who share Banging Gavel Brews' passion for high quality, great tasting beer". We will have limited food offerings, but food will not be our focus. Our Brewery and taproom will be in the heart of the downtown Tinely Park business and entertainment district across the street from the Metra commuter train station. Our space and minimal food offerings will be designed to provide the customer with an authentic, enjoyable and rich craft brewery experience. Our Outdoor Beer garden will be positioned to take advantage of the increased summer foot traffic generated by town events. Our facility will allow us to host private events while not jeopardizing our taproom sales, allowing for

Provide a description of the site identifying major cross streets, traffic, demographics, city population relation to major cities, and target market.

Cross Streets are Hickory St & Oak Park Ave.

Describe the business & marketing and the expected results. If the proceeds of this loan will be used for marketing purposes provide details.

Please be specific, i.e. Yellow Pages advertising, radio, TV, etc.

The primary Marketing done by the Brewery will be local events and festivals. At these events individuals are able to sample our beers and meet and interact with our Brew Crew.

Secondarily we maintain professionally designed and managed website and social media accounts. We produce and distribute press releases for new beers and events

We also have an active group of principals who actively promote the banging gavel brand. Our principals have already been engaged to speak at local networking and business gatherings about their experience with the Craft Beer Industry. Multiple private groups have already expressed interest in

COST OF GOODS SOLD

How were Cost of Goods Sold estimated (if applicable)? What items make up Cost of Goods Sold?

Cost of goods sold are estimated based on historical costs incurred in brewing each beer over the last 20 months.

Cost of goods sold include, Grain, Yeast, hops, specialty additive ingredients.

As we move to a more controlled environment our cost of goods sold should decrease , due to our ability to reuse certain ingredients.

If projections reflect an increase, no change, or decrease over historical performance provide an explanation.

For example, if sales are projected to increase 10% what steps will be taken, additional advertising in the Yellow Pages, new referral sources,

All CoGS projections are based on historical costs incurred while contract brewing, (adjusted (1) increased efficiency of equipment (2) decrease in economy of scale per batch (3) decrease due to ability to reuse certain ingredients.)

2016 - Build out - Large Capital expenditures totaling apx 85% of total loan proceeds. Operating (ongoing) expenses are expected to be minimal through 2016.

2017 - Largest 2 expenses are Variable (CoGS) or Semi variable (Salaries) we will have 2 fixed Salaries which are FT Employees. Remaining Salaries will be Variable based on how busy the Taproom is.

Sources

<http://allaboutbeer.com/breweries-thriving-communities/>
Breweries are the Mark of a Thriving Community

<http://www.beerservesamerica.org/>
Economic Impact of Craft Beer Industry by State

<http://www.brewbound.com/news/craft-beers-impact-on-local-economy-discussed>
Craft Beer's Impact on Local Economy Discussed

<http://www.beerinstitute.org/economic-impact>
Economic Impact by state

<https://www.brewersassociation.org/statistics/by-state/?state=IL>
2015 Illinois statistics

http://articles.chicagotribune.com/2014-04-27/business/ct-craft-beer-local-impact-biz-0427-20140427_1_buckledown-brewing-craft-beer-businesses-illinois-craft-brewers-guild
Craft beer businesses brew economic buzz

<http://amac.us/making-whats-old-new-impact-brew-pubs-across-america/>
Making What's Old New Again – The Impact of Brew Pubs Across America

<http://money.usnews.com/money/blogs/the-best-life/2013/04/08/affordable-care-act-coverage-5-key-numbers>
ACA file

Business operations (See "Project Funding" Tab for specifics)

- Note interest over the term of the loans (25 and 5 for structural and equipment respectively).
- Shortfall Pre-Open (adjusted for capital expenditure included elsewhere in the Project Funding)
- Profit in year one (adjusted for capital expenditure included elsewhere in the Project Funding)

The Projection Tab has been updated to include a reconciliation to the Pre-Open and Year One information

Founder Capitalization (and balance sheet request)

Currently, the business is run very lean and does not resemble the projected future state. We currently do not have a readily available balance sheet and do not believe creating one would provide meaningful insight into the operations and capitalization of the business.

To date the business has been primarily funded through founder loans which will be recapitalized as a requirement of bank financing should the project move forward. A breakdown of the projected future capitalization of the business is on "**PG 5 - Financing**"

It should be noted that in addition to cash the founders are providing a significant value in professional services (legal, accounting and marketing) as well as personally guaranteeing the loans. Unlike larger corporations where other operations collateralize borrowings, and there is no recourse to management, the founders of Banging Gavel will be personally guaranteeing the loans taken out to fund this project. The founders have significant skin in the game well beyond their invested cash.

As always please let us know if there is anything you have questions on or anything we can help explain.

Kyle O'Connor
312-572-9329

BG Sales Projections fro 1/10/17 BG Proforma - Summary of Projections, Page 2

Year	BGB Revenue	1% State Sales Tax	50% Rebate	Home Rule Tax 0.75%	Gross VOTP Tax	Net VOTP Tax
1	\$1,499,028	\$14,990	\$7,495.14	\$11,243	\$26,233	\$18,738
2	\$2,012,580	\$20,126	\$10,062.90	\$15,094	\$35,220	\$25,157
3	\$2,396,290	\$23,963	\$11,981.45	\$17,972	\$41,935	\$29,954
4	\$2,846,326	\$28,463	\$14,231.63	\$21,347	\$49,811	\$35,579
5	\$3,390,298	\$33,903	\$16,951.49	\$25,427	\$59,330	\$42,379
Yr 1 - 5	\$12,144,522	\$121,445	\$60,722.61	\$91,084	\$212,529	\$151,807
6	\$3,729,328	\$37,293	\$18,646.64	\$27,970	\$65,263	\$46,617
7	\$4,102,261	\$41,023	\$20,511.31	\$30,767	\$71,790	\$51,278
8	\$4,512,487	\$45,125	\$22,562.44	\$33,844	\$78,969	\$56,406
9	\$4,963,736	\$49,637	\$24,818.68	\$37,228	\$86,865	\$62,047
10	\$5,460,109	\$54,601	\$27,300.55	\$40,951	\$95,552	\$68,251
Yr 6-10	\$22,767,921	\$227,679	\$113,840	\$170,759	\$398,439	\$284,599
Total	\$34,912,443	\$349,124	\$174,562	\$261,843	\$610,968	\$436,406

\\econstorage\chris manheim\Banging Gavel\BGB Proforma Sales Tax 01122017.xlsx

EXHIBIT: VILLAGE PARKING AGREEMENTS



Street View	Aerial of Public Parking	Notes
		<ul style="list-style-type: none">• Shopping Center Name: Elmore Plaza• 170th to 171st Street on the west side of Oak Park Avenue• Owned privately• Constructed by the Village

EXHIBIT: VILLAGE PARKING AGREEMENTS



Street View	Aerial of Public Parking	Notes
		<ul style="list-style-type: none">• Building Name: Springfort Hall & PASS/Crockett Building• About 172nd Street (south of the creek) on the west side of Oak Park Avenue• Owned by the Village• Maintained by the Village

EXHIBIT: VILLAGE PARKING AGREEMENTS

Street View	Aerial of Public Parking	Notes
		<ul style="list-style-type: none">• Building Name: Tinley Park Place• About 173rd Street on the west side of Oak Park Avenue• Owned by the Village• Maintained by the Village• Blue area is owned privately but maintained by the Village



Interoffice Memo

Date: January 19, 2018

To: Economic Development and Marketing Committee members

From: Donna Framke, Marketing Director

Subject: Recommendation on firm to Design the Village's Roadway and Pedestrian Wayfinding System

Re: RFQ Number 2017-RFQ-011: Issued October 27, 2017; closed November 13, 2017

The Village received six responses to its Request for Qualifications seeking a firm to assist in creating a new Roadway and Pedestrian Wayfinding System and four of the firms were shortlisted: Axia, Corbin Design, The Lakota Group and KMA Design. A staff committee made up of Paula Wallrich, Community Development Director; Stephanie Malmberg, Planner; John Urbanski, Assistant Public Works Director and Donna Framke, Marketing Director interviewed these firms on December 18 and 19, 2017.

Per the parameters of the RFQ, each of the four firms were evaluated for their Design Quality (uniqueness of designs, ability to incorporate technology and understanding of maintenance and durability needs); Complete Capabilities (assessment strategies, ability to incorporate the brand, ability to design a wide range of sign types, understanding of sign standards and experience preparing a statement of probable cost); references and current work load/ability to meet established deadlines. Upon completion of the interviews, the committee shared individual feedback on each of the RFQ parameters in addition to each firm's strength of design capabilities, attention to detail, proposed costs and location.

The consensus of the committee is to recommend that the village contract with KMA Design to design and develop a Roadway and Pedestrian Wayfinding System for the Village of Tinley Park. KMA has a notable list of clients including dozens of municipalities and several entertainment/recreation and sporting complexes and impressed the evaluation committee with their design capabilities, company focus on wayfinding systems, comprehensiveness of their approach, understanding of project nuances and tools used to aid in vendor/client communications and information sharing.

References and past clients were contacted and interviewed with favorable response.



Upon acceptance of this recommendation by the marketing and economic development committee and contract approval by the Village Board, the project will start in mid-February and is expected to take six months to complete at a cost not to exceed \$61,985.00. The FY18 budget has \$100,000.00 earmarked for this initiative.



Tinley Park

ILLINOIS



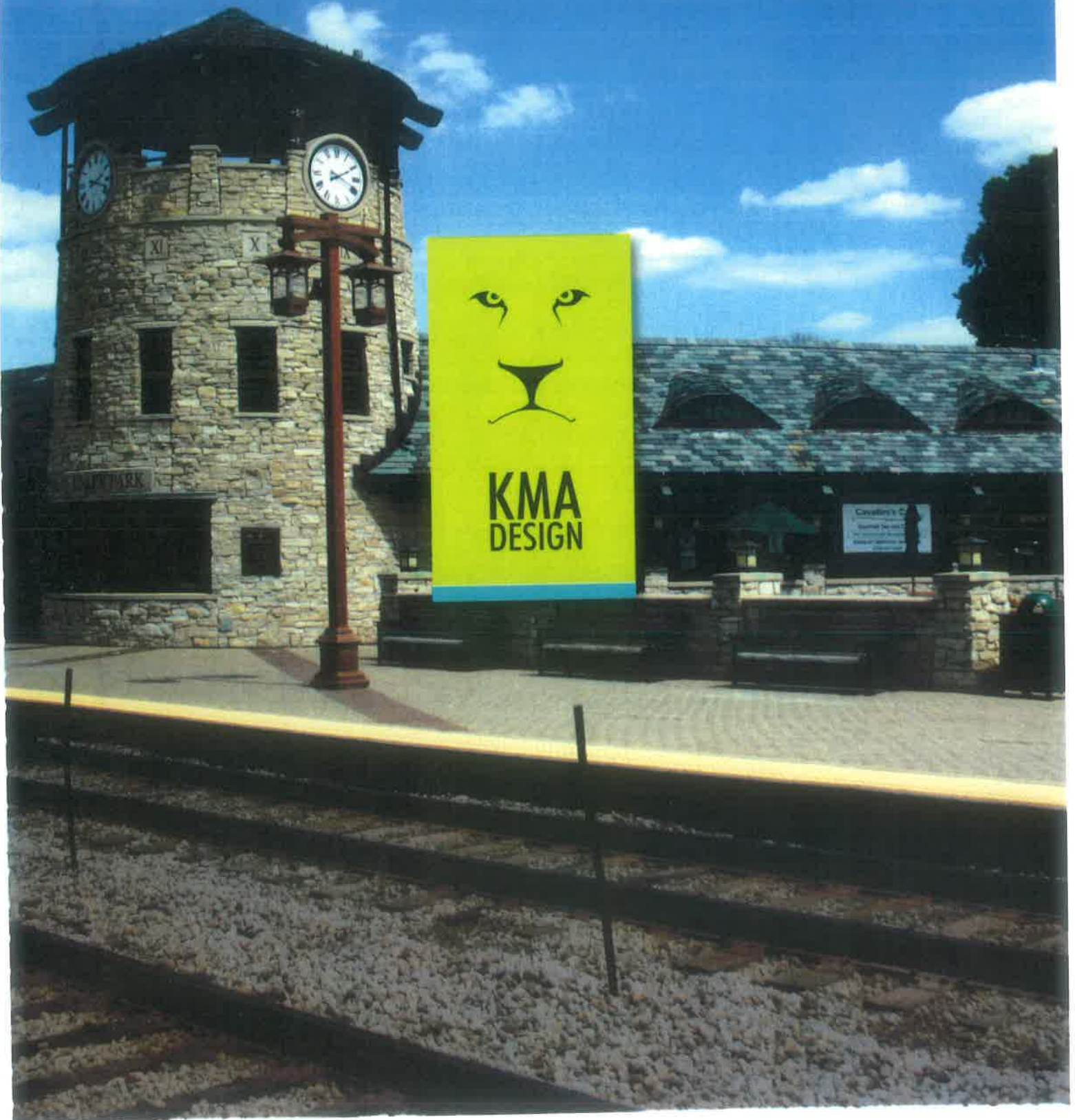
ROADWAY AND PEDESTRIAN WAYFINDING SYSTEM

2017-RFQ-011

Kerestes-Martin Associates, Inc.
(DBA - KMA Design)
Pittsburgh, PA - Tampa, FL
www.thekmagroup.com

Village of Tinley Park
Clerk's Office
16250 South Oak Park Avenue
Tinley Park, IL 60477

LETTER OF TRANSMITTAL





Village of Tinley Park – Clerks Office
16250 South Oak Park Avenue
Tinley Park, IL 60477

Dear Ms. Framke and Selection Committee:

Kerestes-Martin Associates, Inc., (dba KMA) is pleased to submit this proposal for wayfinding design services for the Village of Tinley Park. The requirements of the RFQ match the capabilities of the firm assuring a comprehensive approach to execute this project through fruition. KMA Design has the experience, expertise, personnel and proven methodology to deliver a quality project for the village that will exceed expectations. Specializing in the unique specialty of experiential graphic design (signage design and planning) KMA excels in all aspects required to develop a comprehensive sign program that will expand and grow with the Village for years to come.

KMA Design is proud of its ability to work with multi-faceted client committees synthesizing various focuses and interests. Client groups require consensus from historical societies, business development organizations, downtown implementation committees, council, administrative departments, public works, Department of Transportation and local citizenry. KMA is experienced with listening to all associated parties developing designs that reflect the needs of the community, pleasing all involved.

An attractive and effective sign program has far reaching results, such as promoting civic pride and enhancing the built and natural environment. It is the synthesis of form and function that results in a signage system that will be cost-effective, flexible and provide prudent life cycle cost to the community. Through a well-planned sign program, KMA offers the Village of Tinley Park an opportunity to add value, civic pride and visual appeal. Effective wayfinding solutions, precise planning and accurate knowledge of materials allows KMA to reduce safety concerns, highlight destinations, public transportation, vehicular and pedestrian directional information and a plan for future message modifications.

The professionals assigned to this project have the tenure and experience to work with the Village and its stakeholders in coordinating a cohesive program. As illustrated in the organizational chart in the key personnel qualifications section of this proposal, KMA's philosophy is two-fold in the execution of work and division of staff responsibilities.

The senior staff at KMA, have an average of 20 years experience in the design and implementation of sign programs. There are a total of seventeen employees in the Pittsburgh and Tampa offices who are available to work on this project assisting in individual tasks that suit their specific areas of expertise.

Contact person and authorized agent to negotiate and make financial decisions is Barbara Martin who can be reached at the main phone number or via email at bjm@thekmagroup.com.

KMA Design invites the Village of Tinley Park to also visit their website at www.thekmagroup.com for a more extensive view of the company's profile.

Thank you in advance for your consideration.

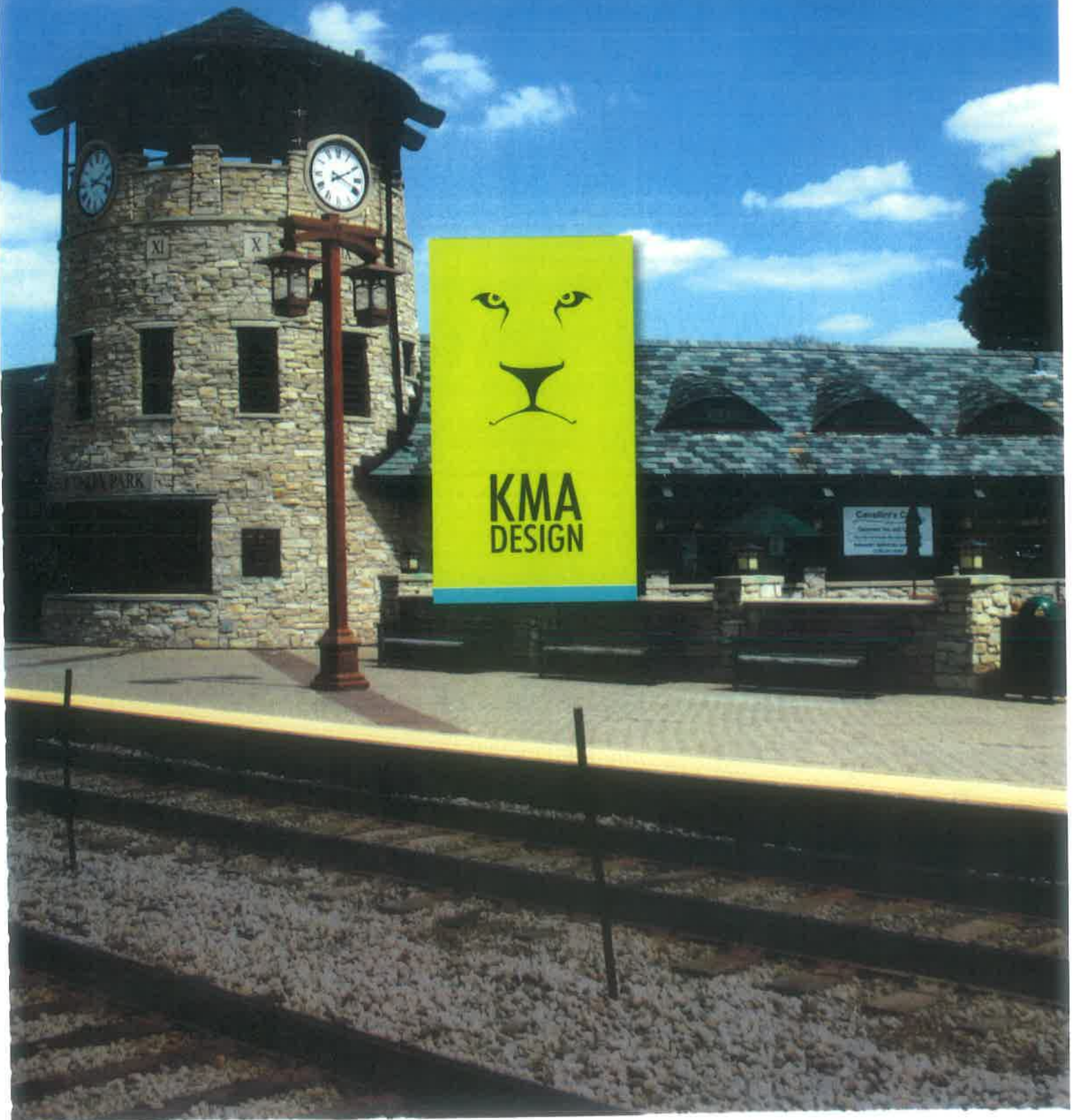
Regards,



Barbara J. Martin
Chief Executive Officer



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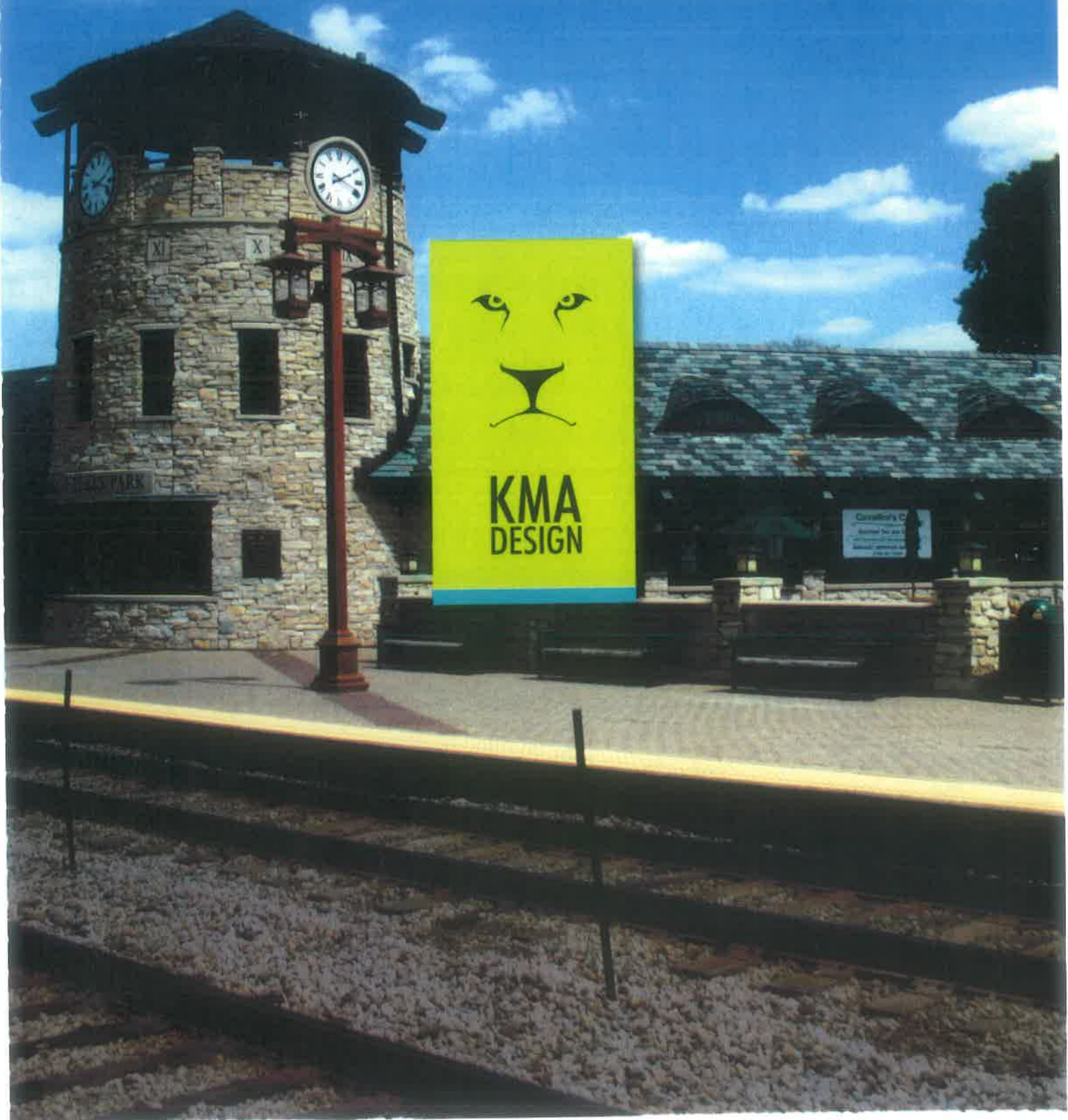


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EXECUTIVE SUMMARY COMPANY PROFILE AND QUALIFICATIONS





KMA Design was founded in 1996 by Barbara J. Martin, the firm's Chief Executive Officer and Board Chair. She is the majority shareholder (51%) for the company. Ms. Martin is the recipient of the "Diamond Award" for being one of the top 25 CEOs in the Pittsburgh Region. The "Women in Business Award" given out to only 20 women per year for company performance in the Pittsburgh region and is a "Distinguished Alum" of her alma mater, Seton Hill University.

In 2000, Martin added a partner, David W. Kosick, President and minority shareholder (49%), to help control the burgeoning growth the firm was experiencing. Mr. Kosick comes from a marketing and advertising background with experience in the health care sector prior to joining KMA Design. Kosick oversees the Human Resources and Accounting departments in addition to the Project Management and Planning staff.

The firm is an experiential graphic design firm and a member of the Society of Experiential Graphic Design (SEGD), specializing in wayfinding and signage design. The firm has work in 29 states, Paris, France and Rome, Italy. KMA has particular expertise in the development of signage programs for towns and cities throughout the country. The home office for KMA Design is located in Pittsburgh. This project will be done out of the Pittsburgh office utilizing the resources of both offices as required.

As the firm is celebrating its twenty-first anniversary this year, it can boast of steady growth through the first sixteen years and the meteoric revenue increase during the last four-year period from 2014-2017. During this timeframe the company more than doubled its annual revenue and opened another office in Tampa due to its increased volume of work in Florida and the southeast. The revenue increase recently afforded KMA Design with the 2016 "Fastest Growing Businesses in the Pittsburgh Region" award in which KMA ranked 22nd out of the top 100 and first in its specialty. KMA owns the buildings in which both offices are located.

In addition to business awards, KMA Design has also received numerous design awards, most recently from the 2015 American Graphic Design Association (AGDA).

"Best in Category"

Gateway Clipper Fleet, Pittsburgh, PA

Branding and signage and wayfinding design for riverboat fleet along the Monongahela, Allegheny and Ohio Rivers. Signage and graphic enhancements, included boats, wharf, dock and entrances.

"Award of Distinction"

St. Johns University, Queens, NY

Signage design and wayfinding for Queens, NY, Rome, Italy and Paris, France campuses. Sign types included gateways, pedestrian and vehicular directionals, parking identification, building identification, map kiosks and street signage.



Gateway Clipper Fleet, Pittsburgh, PA



St. John's University, Queens, NY



Seton Hill University, Greensburg, PA





VILLAGE OF TINLEY PARK EXECUTIVE SUMMARY COMPANY PROFILE AND QUALIFICATIONS

"Best in Category"

Seton Hill University JoAnne Woodyard Boyle Health Sciences Center, Greensburg, PA

The project scope included a freestanding steel abstracted DNA helix that displays major donors names. This sculptural tribute stands 10' high and boldly pays homage to the programs offered in the fields of science and healthcare.

The firm's staff consists of 17 full-time employees comprised of designers, project managers, auditors/planners, construction experts and administrative staff. KMA does not believe in having designers do project manager work, like the approach of many of its competitors, instead its approach is assigning the most qualified employee to do the tasks that relate best to their talents. This provides the client with diverse experts and the "team" approach to their projects assuring that all involved are aware of the specific nuances of the work facilitating communication and accuracy.

With a retention rate of over 85% of existing clients, the firm's philosophy of customer service and performance has proven itself through excellent references and repeat work. For the past 17 years, KMA has been the exclusive design firm for the University of Pittsburgh. West Virginia University's health system has hired KMA Design for the past 12 years to execute all of their signage projects. Their flagship, Ruby Memorial Hospital, is a 600 bed 2,000,000 + square foot facility. Other locations include outpatient services and physician offices totaling some additional 1,000,000 square feet. Florida Hospital in central Florida, has hired KMA to develop signage and wayfinding for seven of their hospital facilities over the past 6 years.

KMA is proud of its resume of cities and towns, which represent all geographic regions and sizes. From $\frac{3}{4}$ of a square mile to 45 square miles, the firm has satisfied the needs of communities throughout the country these include; Aspinwall, PA, Bridgeville, PA, Bloomfield, CT, Bloomington, IL, Bristol, RI, Carnegie, PA, Celebration, FL, Covington, KY, Dunwoody, GA, Durango, CO, Kennesaw, GA, Lake Worth, FL, Manassas, VA, Manchester, CT, New Port Richey, FL, Perry, GA, Quonset, RI, Sewickley, PA, Shawnee, OK, and Viera, FL.

KMA designed the second largest convention center in the United States, The Orange County Convention Center, Orlando, FL phases I, II and III. The project consisted of both interior and exterior signage design including all parking structures. KMA also signed the David L. Lawrence Convention Center, Pittsburgh, PA in conjunction with the G-20 World Summit. This project includes interior and exterior building identification and wayfinding along with the adjacent parking garage. In Morgantown, WV, KMA Design signed the Morgantown Event Center and hotel complex. The project consisted of interior and exterior signage design and implementation.

KMA is also known for its portfolio of professional and NCAA sporting



PNC Park, Pittsburgh, PA



Orange County Convention Center, Orlando, FL



Hard Rock Casino & Hotel, Tulsa, OK



Colorado Springs Airport, Colorado Springs, Co





VILLAGE OF TINLEY PARK EXECUTIVE SUMMARY COMPANY PROFILE AND QUALIFICATIONS

complexes. The Consol Energy Center, home of the NHL Pittsburgh Penguins, The Amalie Arena, home of the NHL Tampa Bay Lightning, PNC Park, MLB's Pittsburgh Pirates' stadium, MiLB's Black Bears' Monongalia County Ballpark, which shares its diamond with West Virginia University's NCAA baseball and softball teams, Indiana University of Pennsylvania's Kovalchick Athletic and Conference Center, home of IUP's NCAA basketball and University of Pittsburgh's Petersen Events Center, which houses Pitt's basketball arena and convocation center and Pitt's Petersen Sporting Complex home to their softball and soccer teams are all representative of the scale and type of notable projects that KMA can boast about as a part of its portfolio. Seating capacity for these sites range from 6,500 to 38,000, necessitating the need for precise wayfinding. The complexity of loading thousands of patrons into a facility simultaneously is a testament to their understanding of wayfinding and signage planning.

Similarly, the firm has created signage programs for the Hard Rock Hotel and Casino in Tulsa, Ok, Mohegan Sun Casino and Racetrack in Wilkes Barre, PA and multiple other Cherokee Nation-owned casinos in Oklahoma. KMA Design has executed signage design, wayfinding and master planning for over 150 hospitals, including Johns Hopkins, Baltimore, MD, Mount Sinai Medical Center, Miami, FL and University Medical Center, El Paso, TX to name only a few.

Major transportation hubs are also a part of the vast experience the firm offers. The Southwest Florida International Airport, Fort Myers, FL and the Colorado Springs Airport are two examples of extensive wayfinding projects requiring the proper team, design ability and management skills.

Some of the firm's more recognizable projects include the entrances into Walt Disney World, EPCOT Center and Hotel Plaza at Disney World Orlando and Universal Studios' Marvel Comics and Suessland a part of the Islands of Adventure venues also in Orlando.

KMA has designed and managed signage projects exceeding 6 million in construction costs and all projects have been brought in on time and on budget.



Walt Disney World Entrances, Orlando, FL



Regional Transportation District, Denver, CO



Regional Transportation District, Denver, CO



LRT Station North Shore, Pittsburgh, PA





VILLAGE OF TINLEY PARK EXECUTIVE SUMMARY COMPANY PROFILE AND QUALIFICATIONS





BARBARA J. MARTIN, SEGD

PRINCIPAL-IN-CHARGE

Chief Executive Officer and founder of KMA Design, Barbara J. Martin is the Principal-in-Charge overseeing all design and master planning on the project.

With over 30 years of experience, she has developed a national reputation as an expert in creating architecturally and aesthetically cohesive signage and wayfinding systems. Her resume of projects includes work in educational institutions, sporting complexes, healthcare facilities, transportation and airport environs, entertainment complexes, governmental entities and large scale general assembly spaces.

Martin is primarily responsible for design and master planning for signage programs averaging in size from 300,000 to over 7,000,000 building square feet, and has managed individual projects with signage budgets exceeding 6 million dollars. She has planned exterior signage programs for complex campuses as large as 48 square miles.

Her particular area of expertise is "wayfinding," the art of synthesizing key elements in functional and aesthetic design aiding in the cognitive mapping of unfamiliar territory.

As a faculty member for the American Hospital Association and the American Society of Hospital Engineers, Martin lectured on both wayfinding and developing signage master plans for health care facilities at several national health care conventions and conferences. She has also served as a guest panelist for educational programs regarding the Americans with Disabilities Act.

EDUCATION

Bachelor of Arts
Seton Hill University
2010 Recipient of "Distinguished Alumni Award"

ACCOMPLISHMENTS

2016 Fastest Growing Companies
2013 Women in Business First Award
2013 Diamond Award (Top 15 CEOs)
2009 US Commerce Association Best of Canonsburg
2010 US Commerce Association Best of Canonsburg
2011 US Commerce Association Best of Canonsburg
2012 US Commerce Association Best of Canonsburg
2013 US Commerce Association Best of Carnegie
2014 US Commerce Association Best of Carnegie

AFFILIATIONS

Board Member of the Consortium for Public Education
Society for Environmental Graphic Design
Member of Seton Hill University:
Advisory Board for Entrepreneurial Studies
Former Director of the Orlando Chapter of the AIA
Former Director of the Southpointe CEO Association

PUBLICATIONS

Newspaper Articles:

Carnegie Wants to be More Visitor Friendly, Pittsburgh Tribune
Review / Business, January 2014
Signage Not Just An After Thought, Pittsburgh Tribune
Review / Business, July 2005
Her Signs are Pointing the Way, Pittsburgh Post Gazette, July 2003
Pointing the Way with Sign Design, Orlando Sentinel, March 1991
Environmental Graphics, The Charrette, January 1990

Magazine Articles:

Arena Wayfinding Signage, Sign & Digital Graphics, May 2015
Rebrand Commencement, Sign Builder Illustrated Magazine,
September 2014
A Designer's View of Health-Care Signage, Signs of the Times,
February 2014
A Full Fleet Makeover, Sign Builder Illustrated Magazine,
November 2013
Minding the Myths, Healthcare Design, July 2013
I Want You to Show Me the Way, Signs of the Times Magazine,
July 2011
Women In Spotlight, Pittsburgh Magazine, September 2009
WBE/MBE Company Spotlight: KMA Design, Breaking Ground,
Sept/Oct 2007
When It Comes to Signage, Strike a Balance Between
Image, Function, Healthcare Building Ideas, Aug/Sept 2007
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Sign Builder Illustrated, February 2006
Case Study: Mount Nittany Medical Center,
Health Facilities Management, August 2005
The Wayfinding Process, Signs of the Times, June 2005
Risk Diary: Her Signs Point the Way, Forward Fall/Winter 2003



PUBLICATIONS

Egleston Hospital, Identity Fall 1993
Signage: Key Wayfinding Element, Health Facilities Management, November 1993
Sign-On: Greenway Expressway Logo, Identity Fall 1991
Donor Recognition: Celebration and Marketing, Identity, Fall 1990
A Lot of Signs, Identity Jan-Feb. 1984

Books Features:

Sign Design Gallery 2 by Design Inc.
City Signs, Innovation Urban Graphics by Gail Deibler Finke
The Third Annual National Conference on Health Facility Planning,
Design and Construction, ASHE/AHA

PROJECT EXPERIENCE

Healthcare

Accessibility Development Associates, Pittsburgh, PA
Alle-Kiski Medical Center, Natrona Heights, PA
Allegheny General Hospital, Pittsburgh, PA
Allegheny Valley Hospital, Natrona Heights, PA
Arnold Palmer Hospital, Orlando, FL
Beeghly Medical Park, Boardman, OH
Canonsburg Hospital, Canonsburg, PA
Castle Rock Adventist Medical Center, Castle Rock, CO
Celebration Health, Celebration, FL
Cookeville Regional Medical Center, Cookeville, TN
Egleston Children's Hospital, Atlanta, GA
Excela Health, Norwin, PA
Flagler Hospital, St. Augustine, FL
Florida Hospital, Orlando, FL
Florida Hospital- Altamonte, Altamonte Springs, FL
Florida Hospital- Fish Memorial, Orange City, FL
Florida Hospital- Palm Harbor, Tarpon Springs, FL
Florida Hospital- Tampa, Tampa, FL
Florida Hospital- Wauchula, Wauchula, FL
Forbes Hospital, Monroeville, PA
Forbes Hospital, Monroeville, PA
Health + Wellness Pavilion Wexford, Wexford, PA
Health + Wellness Pavilion Bethel Park, Bethel Park, PA
Health + Wellness Pavilion Peters Township, Canonsburg, PA
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Heritage Valley Health System, Beaver, PA
Jefferson Hospital, Jefferson, PA
John's Hopkins Bayview Medical Center, Baltimore, MD
Johns Hopkins School of Medicine, Baltimore, MD
J.W. Ruby Memorial Hospital, Morgantown, WV
LaGrange Memorial Hospital, LaGrange, IL
Lakeland Regional Medical Center, Lakeland, FL
Latrobe Area Hospital, Latrobe, PA
Loyalhanna Care Center, Latrobe, PA
Memorial Medical Center, Johnstown, PA

Memorial Mission Medical Center, Asheville, NC
Minneapolis Children's Medical Center, Minneapolis, MN
Mount Nittany Medical Center, State College, PA
Northside Medical Center, Youngstown, OH
Northwestern Medical Center, Chicago, IL
Orlando Health System, Orlando, FL
Pittsburgh Mercy Health System, Pittsburgh, PA
Pocono Medical Center, East Stroudsburg, PA
Preferred Primary Care Physicians, Pittsburgh, PA
Prince William Health System, Manassas, VA
Richland Memorial Hospital, Columbia, SC
Saxon Hospital, Orlando, FL
Sewickley Valley Hospital, Sewickley, PA
St Vincent Hospital, Erie, PA
Stamford Hospital, Stamford, CT
Stony Brook Medical Center, Stony Brook, NY
The Medical Center, Beaver, PA
Trumbull Memorial Hospital, Warren, OH
University of Chicago Hospitals & Clinics, Chicago, IL
University of Florida Shands Clinic, Gainesville, FL
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University of Florida, Gainesville, FL



University of Central Florida, Orlando, FL
University of Memphis, Memphis, TN
University of Pittsburgh, Pittsburgh, PA
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Borough of Bridgeville, PA
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Borough of Sewickley, PA
Butler Township, Butler, PA
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City of Colorado Springs, CO
City of Covington, KY
City of Dunwoody, GA
City of Durango, CO
City of Lake Worth, FL
City of Manassas, VA
City of New Port Richey, FL
City of Pittsburgh, PA
City of Shawnee, OK
City of Troy, MI
City of Viera, FL
Dane County Courthouse, Madison, WI
David L. Lawrence Convention Center, Pittsburgh, PA
Federal Prison System, Marianna, FL
Glynn County Courthouse, Brunswick, GA
National Park Service, Harpers Ferry, WV
-Everglade National Park, FL
-Kennesaw Mountain National Battlefield Park, GA
Orange County Convention Center, Orlando, FL
Orange County Courthouse, Orlando, FL
Osceola County, Osceola, FL
Palm Beach County Courthouse, West Palm Beach, FL
Pennsylvania Department of Corrections, Phoenix Prison, Skippack, PA
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Town of Bristol, RI
Town of Colchester, Colchester, VT

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Mary, Queen of the Universe Shrine, Orlando, FL
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St. Anne Home, Greensburg, PA
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Entertainment/Recreation

Audubon Society Trails, Orlando, FL
Brevard Zoo, Melbourne, FL
Cherokee Nation Entertainment
-Fort Gibson Casino, Fort Gibson, OK
-Hard Rock Hotel & Casino, Tulsa, OK
-Ramona Casino, Ramona, OK
David L. Lawrence Convention Center, Pittsburgh, PA
Devou Park, Covington, KY
Gateway Clipper Fleet, Pittsburgh, PA
Heart of Oklahoma Exposition Center, Shawnee, OK
Leech Tishman, Pittsburgh, PA
Mohegan Sun Casino, Wilkes-Barre, PA
Morgantown Events Center, Morgantown, WV
Neighbors in the Strip, Pittsburgh, PA
Orange County Convention Center, Orlando, FL
PNC, Pittsburgh, PA
Rat Pack Lounge, Morgantown, WV
Universal Studios, Orlando, FL
Walt Disney World Gateways, Orlando, FL

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Bassi, Vreeland & Associates, P.C. Charleroi, PA
Dick Corporation, Homestead, PA
Esmark, Inc., Sewickley, PA
Gateway Center Parking Garage, Pittsburgh, PA
GlaxoSmithKline, Moon Township, PA
Grand Floridian Hotel, Orlando, FL
Guttman Oil Company, Belle Vernon, PA
Oglebay Institute, Wheeling, WV
Quonset Business Park, North Kingstown, RI
Radisson Hotel, Morgantown, WV
Salem 22 Plaza, Delmont, PA
Ventana Hills, Mount Lebanon, PA
Waterfront Place, Morgantown, WV
Yanni & Company, Pittsburgh, PA
YWCA, Pittsburgh, PA

Sporting Complexes

Heart of Oklahoma Exposition Center & Rodeo Arena, Shawnee, OK
The Iceoplex, Canonsburg, PA
Katherine Mabis McKenna Recreational Center, Greensburg, PA
Kovalchick Convention and Athletic Complex, Indiana, PA
MLB's PNC Park, Pittsburgh, PA
Mohegan Sun Casino, Stroudsburg, PA
Monongalia County Ballpark, Morgantown, WV
NHL's Consol Energy Center, Pittsburgh, PA
NHL's St. Pete Times Forum, Tampa, FL
North Hills Amateur Hockey Association, Pittsburgh, PA
Petersen Events Center at the University of Pittsburgh, Pittsburgh, PA
Valley Sports Complex, New Kensington, PA

Petersen Sports Complex at the University of Pittsburgh, Pittsburgh, PA
Quaker Valley Recreation Association, Sewickley, PA
Legacy Fields at Bouchard Family Park

- Sporting Team Graphic Design

Great Lakes Hockey League, MI, PA, TN, OH
Pittsburgh Viper Stars, New Kensington, PA
North Hills Amateur Hockey Association
The Enforcers, Canonsburg, PA
Orlando Youth Hockey League, Orlando, FL

Website Design

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Century Sports, McMurray, PA
David Davis Communications, Finleyville, PA
Great Lakes Hockey League, MI, PA, TN, OH
Headache Wellness Center, Bethel Park, PA
Jay's Sports Bar & Iceoplex, Canonsburg, PA
North Hills Amateur Hockey Association, Pittsburgh, PA
Pool & Spa Outlet, McMurray, PA



DAVID W. KOSICK

PRESIDENT

President and co-owner of KMA Design, Kosick is responsible for overseeing the KMA project management staff; as well as, the day-to-day operations of the firm.

With nearly 30 years experience in the sign master planning, intellectual property, advertising and marketing areas of the industry, he has developed a quality reputation as a communications specialist, providing expert knowledge in complex direction and information through the use of language, all conveyed in a understandable manner. His background in communications, with an emphasis in rhetoric, provides an intimate knowledge of language to signage programs, assuring consistency and clarity through the use of the written word.

With experience in all aspects of wayfinding, Kosick is a master at breaking down complex nuances of space and direction, and conveying them in a simple, yet refined manner. Working in tandem with a team of graphic designers, Kosick brings the use of language into a functional and understandable format for each wayfinding program developed.

Kosick has programmed numerous facilities, stadia, cities, and complexes across the nation, with a focus on wayfinding for the occasional or infrequent visitor. His work precisely plans where and when it is necessary to provide directional cues for appropriate pedestrian and vehicular circulation in and around buildings.

Kosick also offers expertise in the area of branding for a wide variety of clients. These services include corporate identity, brochure development, collateral packages, public relations and crisis management.

EDUCATION

Bachelor of Arts
University of Pittsburgh, 1985

AFFILIATIONS

Public Relations Society of America
North American Prospects Hockey League
North Hills Amateur Hockey Association
USA Hockey
Greater Pittsburgh Convention and Visitor's
Bureau Sports Task Force

FEATURES

Magazine Articles:

Code Blue, Regarding Us, April 1994
Psychiatric Evaluation, Regarding Us, April 1996
Leading the Way Regarding Us, Nov. 1996

Feature Articles:

Dave Kosick: Brandishing the Branding Iron,
Hospital News, April 2000

Newspaper Articles:

Signage Not Just An After thought,
Pittsburgh Tribune-Review/Business, July 2005
Who's the Boss- Working for Your Kids,
Pittsburgh Post-Gazette, March 2007

PROJECT EXPERIENCE

Healthcare

Alle-Kiski Medical Center, Natrona Heights, PA
Allegheny General Hospital, Pittsburgh, PA
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Excelsa Health, Norwin, PA
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Florida Hospital- Tampa, Tampa, FL
Florida Hospital- Wauchula, Wauchula, FL
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Health+ Wellness Pavilion Wexford, Wexford, PA
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City of Pittsburgh, PA
City of Sevierville, TN
City of Shawnee, OK
City of Troy, MI
Dane County Courthouse, Madison, WI
DASNY Pilgrim Psychiatric Center, Brentwood, NY

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University of Pittsburgh, Pittsburgh, PA
University of Memphis, Memphis, TN
Waynesburg University, Waynesburg, PA
Western Connecticut State University, Danbury, CT
West Virginia University, Morgantown, WV

Donor Recognition

Cookeville Regional Medical Center, Cookeville, TN
Forum Health System, Youngstown, OH
Latrobe Area Hospital, Latrobe, PA
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St. Anne Home, Greensburg, PA
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Sporting Team Graphic Design

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Pool & Spa Outlet, McMurray, PA



Martin serves as the Design Director for KMA Design. He has been a member of the design team since 2004. His responsibilities include the graphic development of design concepts and ideas, for both environmental graphic design (signage), and traditional graphic design (websites, logos, print and collateral material) Martin is an expert in managing large-scale brand programs and the roll out of re-branding initiatives and adds great value to the KMA team and projects.

From the development of an original idea to construction documents for approved signage, the translation of a client's desired look for graphic material, Martin serves as a link between KMA and clients/fabricators while bringing an abstract concept to reality.

Understanding that each environment is different, Martin believes that each project has its own strengths, values, and surroundings and that each should be taken into account while designing. This allows the final signage design and brand identity to become part of the environment, accenting what is important while being aesthetically pleasing and cohesive architecturally.

He also understands the importance of typography in graphic design. The use of the right letterforms and spacing increase visibility and legibility, allowing the design to easily communicate the information necessary.

Martin blends a modern graphic design sensibility with the more classic rules of fine art and architecture, creating programs that appeal to both conservative and ultra-modern tastes alike.

EDUCATION

Art Institute of Pittsburgh
Villanova University

AFFILIATIONS

Pittsburgh Technical College Curriculum Advisory Board
Society for Environmental Graphic Design
International Sign Association

PUBLICATIONS

Arena Wayfinding Signage, Sign & Digital Graphics, May 2105
A Full Fleet Makeover, Sign Builder Illustrated Magazine, November 2013

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Petersen Sports Complex at the University of Pittsburgh, Pittsburgh, PA
Quaker Valley Recreation Association, Sewickley, PA
Legacy Fields at Bouchard Family Park

Sporting Team Graphic Design

Great Lakes Hockey League, MI, PA, TN, OH
Pittsburgh Viper Stars, New Kensington, PA
North Hills Amateur Hockey Association
The Enforcers, Canonsburg, PA



As a Senior Graphic Designer, Speney's primary responsibility is to serve as a liaison between KMA and clients/fabricators from project inception to conclusion.

With a background in fabrication, Speney provides an extra level of client comfort and project thoroughness to each step of the process. From cost estimating to executing punch lists, his primary responsibility is to represent the interests of the client in each and every step of a project.

Speney is well-versed in codes affecting signage, including the 2010 ADA, MUTCD, JCAHO requirements, National Fire Code and state/municipal codes particular to various projects.

Other responsibilities include: inventorying existing signage, development of historical documentation, assisting with the development of message schedules and sign placement for appropriate pedestrian and vehicular circulation and maintaining direct communications with other designers, clients and fabricators.

Speney has served as graphic designer on projects of all sizes. Working in tandem with the various specialties of the KMA team, he ensures each project unsurpassed representation. In addition, Frank oversees all construction details created by the KMA staff quality controlling them for viability in the built environment.

EDUCATION

Pittsburgh Technical College

PROJECT EXPERIENCE

Healthcare

Accessibility Development Associates, Pittsburgh, PA
Allegheny Health Network, Pittsburgh, PA
Alle-Kiski Medical Center, Natrona Heights, PA
Allegheny General Hospital, Pittsburgh, PA
Allegheny Valley Hospital, Natrona Heights, PA
Canonsburg Hospital, Canonsburg, PA
Castle Rock Adventist Medical Center, Castle Rock, CO
Cookeville Regional Medical Center, Cookeville, TN
Excelsa Health, Norwin, PA
Florida Hospital- Fish Memorial, Orange City, FL
Florida Hospital- Palm Harbor, Tarpon Springs, FL
Florida Hospital- Tampa, Tampa, FL
Florida Hospital- Wauchula, Wauchula, FL
Florida Hospital- Wesley Chapel, Wesley Chapel, FL
Health+ Wellness Pavilion Wexford, Wexford, PA
Health+ Wellness Pavilion Bethel Park, Bethel Park, PA
Health+ Wellness Pavilion Peters Township, Canonsburg, PA
Heritage Valley Health System, Beaver, PA
Highmark, Pittsburgh, PA
Jefferson Hospital, Jefferson, PA
John's Hopkins Bayview Medical Center, Baltimore, MD
J.W. Ruby Memorial Hospital, Morgantown, WV
Lakeland Regional Medical Center, Lakeland, FL
Latrobe Area Hospital, Latrobe, PA
Loyalhanna Care Center, Latrobe, PA
Mount Nittany Medical Center, State College, PA
Pittsburgh Mercy Health System, Pittsburgh, PA
Sewickley Valley Hospital, Sewickley, PA
St Vincent Hospital, Erie, PA

Stony Brook Medical Center, Stony Brook, NY
Trumbull Memorial Hospital, Warren, OH
University Medical Center of El Paso, El Paso, TX
West Penn Hospital, Pittsburgh, PA
Wheeling Hospital, Wheeling, WV
William Penn Care Center, Jeannette, PA
WVU Medicine, Morgantown, WV

Educational

California University of Pennsylvania, California, PA
Carlow University, Pittsburgh, PA
Carlynton School District, Carnegie, PA
College of DuPage, Glen Ellyn, IL
Community College of Allegheny County, Pittsburgh, PA
Concord's Community College- NHTI, Concord, NH
Fairfield University, Fairfield, CT
Indiana University of Pennsylvania, Indiana, PA
Johns Hopkins University, Baltimore, MD
Mercyhurst University, Erie, PA
Point Park University, Pittsburgh, PA
Radford University, Radford, VA
Robert Morris University, Moon Township, PA
St. John's University, Queens, NY
Seminole Community College, Sanford, FL
Seton Hill University, Greensburg, PA
SUNY's Farmingdale State College, Farmingdale, NY
SUNY's Stony Brook University, Stony Brook, NY
University of Memphis, Memphis, TN
University of Pittsburgh, Pittsburgh, PA
Waynesburg University, Waynesburg, PA
WVU - Affordable Care Act
WVU - Bridgeport Relocation
WVU - Cheat Lake Additional Sign Request
WVU - Children's Donor Recognition
WVU - Corporate Offices Exterior Signage
WVU - Don Nehlen Drive Main Entrance Sign
WVU - ED Expansion



WVU - Elkins Clinic
WVU - Exterior Wayfinding Additions
WVU - Fairmont Exterior Signage
WVU - Fairmont Regional Cancer Center
WVU - Family House
WVU - H&V Exterior Vinyl Additions
WVU - Healthy Minds Center
WVU - Heart & Vascular - Davis Health System
WVU - Heart & Vascular Inst. Lobby Sign
WVU - Heart & Vascular Institute SunCrest Town Centre
WVU - Heart and Vascular Main Entrance Sign
WVU - Highlands Hospital HVI
WVU - JW Ruby Hospital Interior Signage Implementation
WVU - JW Ruby Hospital Department Relocation Maps
WVU - JW Ruby Hospital Life Safety Map Updates
WVU - JW Ruby Hospital Pediatric Emergency Letters
WVU - Keyser Clinic
WVU - Lakewood Interior Signage
WVU - Main Hospital Canopy Letters
WVU - OR Signage
WVU - Pain Management Center
WVU - PIC 4th Floor Additional Requests
WVU - PICC Request
WVU - POC Interior Signage Implementation
WVU - Registration
WVU - Registration Additional Request
WVU - Ruby Office Complex
WVU - Roundabout Additions
WVU - Ruby Map Art Updates
WVU - SE Tower HVI Floors
WVU - SE Tower Planning
WVU - Security Requests
WVU - Spine Center - Freestanding Sign
WVU - Summersville Children's Donor Wall
WVU - Suncrest Town Center - ENT - Cut Out Letters
WVU - Tobacco Free Signage
WVU - United Health System Admin Signage
WVU - University Towne Center - Cut Out Letters
WVU - University Towne Center - Tobacco Free Signage/Directional Upgrades
WVU - Physician Office Building interior signage
WVUH - Chestnut Ridge Site Signage Additions
WVUH - JW Ruby Memorial Hospital High Wall Signage
WVUH - JW Ruby Memorial Hospital Directional Signage Upgrades
WVUH - JW Ruby Memorial Hospital Office Complex
WVUH - JW Ruby Memorial Hospital Upper Campus DOT Rehabilitation
WVUMedicine - JW Ruby Memorial Hospital Morgue/Specialty Pharmacy Signage
WVUMedicine - Morgantown South Clinic
WVUMedicine - Cancer Institute Rebranding
WVUMedicine - Emergency Department Expansion
WVUMedicine - Health Sciences Connector
WVUMedicine - Morgantown ENT Clinic
WVUMedicine - Physician Office Wayfinding

WVUMedicine - POC/Eye Institute Exterior Signage
WVUMedicine - Rebranding
WVUMedicine - Ruby Campus Entrance Signage
WVUMedicine - Spine Center @ Healthworks
WVUMedicine - Beckley
WVUMedicine - United Health Center Cancer Institute
WVUMedicine - Scott Avenue
WVUMedicine - WVU Campus Student Health Building
WVUMedicine - Fairmont Heart & Vascular Institute
WVUMedicine - Wheeling Heart & Vascular Institute
WVUMedicine - Blanchette Rockefeller Neurosciences Institute

Government

Borough of Aspinwall, PA
Borough of Carnegie, PA
Borough of Sewickley, PA
City of Dunwoody, GA
City of Durango, CO
City of Manassas, VA
City of Shawnee, OK
City of Troy, MI
DASNY Pilgrim Psychiatric Center, Brentwood, NY
David L. Lawrence Convention Center, Pittsburgh, PA
National Park Service, Harpers Ferry, WV
Pennsylvania Department of Corrections, Phoenix Prison, Skippack, PA
Port Authority of Allegheny County, Pittsburgh, PA
Town of Bristol, RI
Town of Colchester, Colchester, VT

Donor Recognition

Alle-Kiski Medical Center, Natrona Heights, PA
Cookeville Regional Medical Center, Cookeville, TN
Johns Hopkins University, Baltimore, MD
Latrobe Area Hospital, Latrobe, PA
Mount Nittany Medical Center, State College, PA
Seminole Community College, Sanford, FL
Seton Hill University, Greensburg, PA
Point Park University, Pittsburgh, PA
University of Pittsburgh, Pittsburgh, PA
YWCA, Pittsburgh, PA

Transportation

Colorado Springs Airport, Colorado Springs, CO
Port Authority of Allegheny County, Pittsburgh, PA
- First Avenue Station
- North Shore Station
Connellsville Airport, PA

Entertainment/Recreation

Cherokee Nation Entertainment
- Fort Gibson Casino, Fort Gibson, OK
- Hard Rock Hotel & Casino, Tulsa, OK
- Ramona Casino, Ramona, OK



David L. Lawrence Convention Center, Pittsburgh, PA
Gateway Clipper Fleet, Pittsburgh, PA
General Industries, Charleroi, PA
Ground Force, Pittsburgh, PA
Guess ? Inc., New York City, NY
Heart of Oklahoma Exposition Center, Shawnee, OK Leech Tishman, Pittsburgh, PA
Hollister Co., Paramus, NJ
Mohegan Sun Casino, Wilkes-Barre, PA
Morgantown Events Center , Morgantown, WV
PNC, Pittsburgh, PA

Commercial

Bassi, Vreeland & Associates, P.C. Charleroi, PA
Esmark, Inc., Sewickley, PA
Gateway Center Parking Garage, Pittsburgh, PA
Kohler, Kohler, WI
Ventana Hills, Mount Lebanon, PA
Waterfront Place, Morgantown, WV
Yanni & Company, Pittsburgh, PA
YWCA, Pittsburgh, PA

Sporting Complexes

Heart of Oklahoma Exposition Center & Rodeo Arena, Shawnee, OK
The Iceoplex, Canonsburg, PA
Kovalchick Convention and Athletic Complex, Indiana, PA
MLB's PNC Park, Pittsburgh, PA
Mohegan Sun Casino, Stroudsburg, PA
NHL's Consol Energy Center, Pittsburgh, PA
Petersen Events Center at the University of Pittsburgh, Pittsburgh, PA
Petersen Sports Complex at the University of Pittsburgh, Pittsburgh, PA
Pittsburgh Steelers' Heinz Field, Pittsburgh, PA



Jeremy Detwiler serves as a Senior Project Manager for KMA Design. His primary tasks include daily management of all projects, which encompasses client and fabricator communication, meetings, design reviews and quality control visits.

His background ensures that each project achieves the level of correspondence, coordination and organization needed to achieve successful project completion. As a managerial staff member, Detwiler will distribute project tasks and responsibilities to the team to assure that budgets, schedules and goals for each project are met. Detwiler reports to the firm's Chief Executive Officer and President to monitor each project's progression. He also works exclusively with the graphic design staff to ensure client satisfaction and adherence to deadlines.

Previously, Detwiler worked for Bunting Graphics, one of the nation's largest signage fabricators, as a project manager. This position afforded him the intimate knowledge of the manufacturing and installation process. His responsibilities included project management, design team interface, scheduling, issuance of change orders and field supervision of installation crews.

As a Veteran, his highly decorated military background serving as a sergeant in the US Army this brings a particular level of detail, discipline and dedication to his work ethic. Detwiler also oversees project profitability and monthly goals for the firm maintaining internal success while monitoring financials for the firm.

EDUCATION

The Art Institute of Pittsburgh, PA
Bachelors of Science, Industrial Design and Technology- Product Design
University of Pittsburgh, Engineering Major

AWARDS & CLEARANCES

Bronze Star Medal
Army Commendation Medal
Army Achievement Medal (2 OLC)
Army Good Conduct Medal
National Defense Service Medal
Iraq Campaign Medal
Global War on Terrorism Medal
Korean Defense Service Medal
Armed Forces Reserve Medal (M Device)
NCO Professional Development Ribbon
Army Service Ribbon
Overseas Service Ribbon
SWAC (Secure Worker Access Consortium)
Federal Top Secret SCI (Awarded June 2007)

PROJECT EXPERIENCE

Abarta Oil & Gas, Pittsburgh, PA
Allegheny Health Network (Account), PA
Chatham University, Pittsburgh, PA
City of Lakeland, Lakeland, FL
Dallas Cowboys Stadium, Dallas, TX
Erie Insurance Arena, Erie, PA
First Niagara Bank (Account), NY, PA
First National Bank (Account), PA
Fifth Third Bank (Account), NY, PA
Heinz Field, Pittsburgh, PA
Holy Cross Hospital, Silver Spring, MD
Indiana University of Pennsylvania, Indiana, PA
Innovation Oakland, Pittsburgh, PA
J.W. Ruby Memorial Hospital, Morgantown, WV
Lincoln Financial Field, Philadelphia, PA
Lucas Oil Stadium, Indianapolis, IN
Mt Lebanon High School, Mount Lebanon, PA
Mt Nittany Medical Center, State College, PA
National Institute of Allergy and Infectious Diseases, Bethesda, MD
Northwest Bank (Account), OH, PA
Oakland Catholic High School, Pittsburgh, PA
PNC Bank (Account), MI, NC, NY, PA
Princeton University, Princeton, NJ
Robert Morris University, Moon Township, PA
Social Security Administration, Frederick, MD
Stamford Hospital, Stamford, CT
University of Pittsburgh, Pittsburgh, PA
US Courthouse, Buffalo, NY
Utah Valley University, Orem, UT
World Trade Center Transportation Hub, New York City, NY
WVU Medicine, Morgantown, WV



Chad Williams serves as a Project Manager for KMA Design. His primary responsibilities include the daily management of projects and their documentation requirements along with developing and maintaining the project scheduled from initiation to completion. As a former school administrator, his attention to detail and experience with institutional organization serve to ensure projects operate in an efficient manner. He will have daily communications with the company CEO, Barbara J. Martin, and interface with the office's President, David W. Kosick, in addition to the Tampa supervisor, to monitor project performance. Williams assists the CEO with fee proposals and cost analysis. He will also coordinate with the graphic staff to assure timely completion of all project requirements are met on time and on budget.

Williams' particular area of expertise is in the planning and messaging of sign systems for complex building types. He places a particular emphasis on building codes and his knowledge of the Americans with Disabilities Act, 2010 version, assures his clients that projects meet all current guidelines. In addition to the planning of static sign programs, he also takes into consideration various forms of media, which may complement a sign program including touch-screen kiosks, LED signage and applications that are particular to smart phone and web-based technology. Williams has also planned, translated and implemented bi-lingual messaging for various clients throughout the country.

EDUCATION

Bachelors of Science, Chemistry
Penn State University

AWARDS & CERTIFICATIONS

FEMA Emergency Management Certification
Early Childhood Development Education Certificate

PROJECT EXPERIENCE

City of New Port Richey, New Port Richey, FL
Florida Hospital, Orlando, FL
Florida Hospital- Bexley ER, Wesley Chapel, FL
Florida Hospital- Central Pasco ER - Wesley Chapel, FL
Florida Hospital- Fish Memorial, Orange City, FL
Florida Hospital- Palm Harbor, Tarpon Springs, FL
Florida Hospital- Tampa, Tampa, FL
Florida Hospital- Waterman, Tavares, FL
Florida Hospital- Wauchula, Wauchula, FL
Florida Hospital- Wesley Chapel, Wesley Chapel, FL
Grasslands Medical Office Building, Lakeland, FL
J.W. Ruby Memorial Hospital, Morgantown, WV
Lakeland Regional Medical Center, Lakeland, FL
Lakeland Regional Medical Center Parking Garages, Lakeland, FL
Mount Sinai Medical Center, Hialeah, FL
Orlando Health - Horizons West, Winter Garden, FL
Orlando Health - Cancer Center, Winter Garden, FL
Town of Manchester, Manchester, CT
WVU Medicine, Morgantown, WV

EXPERIENCE





Below, please find specific project and budget information. More detailed project profiles follow these estimates. Additional project information is available upon request.

1. College of Dupage – Construction Cost \$1.3 Million
2. Borough of Bridgeville – Budget \$200,000
3. Borough of Aspinwall – Construction Cost \$175,000
4. Borough of Carnegie – Construction Cost \$310,000
5. Town of Manchester – Construction Cost \$65,000
6. Town of Bloomfield – Construction Cost \$375,000
7. City of Viera – Budget \$900,000
8. City of Celebration – **Unknown
9. City of Lake Worth – Budget \$450,000
10. City of New Port Richey – Budget \$650,000
11. Quonset Business Park – Construction Cost \$575,000
12. Town of Bristol – Construction Cost \$145,000
13. City of Durango – **Unknown
14. City of Shawnee – **Unknown
15. City of Manassas – **Unknown
16. City of Sevierville – Budget \$825,000
17. Devou Park – Construction Cost \$75,000
18. City of Kennesaw – Construction Cost \$425,000

**Firm responsible for design services only. Bidding and Construction phased over multiple years.





COLLEGE OF DUPAGE

GLEN ELLYN, IL

The College of DuPage, the second largest community college in the country, with 31,000-student, located in Glen Ellyn, Illinois, chose KMA Design to create an extensive interior and exterior signage program for its 273-acre campus as part of a \$300 million renovation.

The College's existing exterior signage was deteriorating, and the interior signage needed reevaluated. KMA Design created a signage and wayfinding system for the College's entire campus, including its athletic complex. The design concept incorporated the school's colors into a modern color scheme, combining greens and grays with metallic-based colors.

Signage was created utilizing materials such as aluminum, acrylic, vinyl, flex face and LED illumination. Interior signage includes room identification, department identification, entrance and exit identification, wall-mounted and overhead directories, banners and a dedication plaque.





OPTION 2

BOROUGH OF BRIDGEVILLE

BRIDGEVILLE, PA

Surrounded by several well-branded and established communities, the Borough of Bridgeville was looking to strengthen their community presence and establish a sense of place with a new master wayfinding plan and exterior signage system. The Borough, rich in historical elements and traditional architecture, desired to incorporate the past with the present providing its citizens with a sense of unity to their town. Working with the mayor, council, residents, business owners, and stakeholders, KMA Design was able to help establish signage design and brand recognition for the Borough of Bridgeville that met the needs of the community.

Thee sign package includes gateway signage, directionals, street and parking identification, destination identification, and a new banner system all sporting a unified design standard to help incorporate different aspects of the community. A sleek, contemporary design was paired with brick bases to help unite historical architecture to its progressive new signage system.

Images represent three independent concepts presented during the initial design development phase. Option one was ultimately selected as the preferred scheme.



OPTION 3



OPTION 1



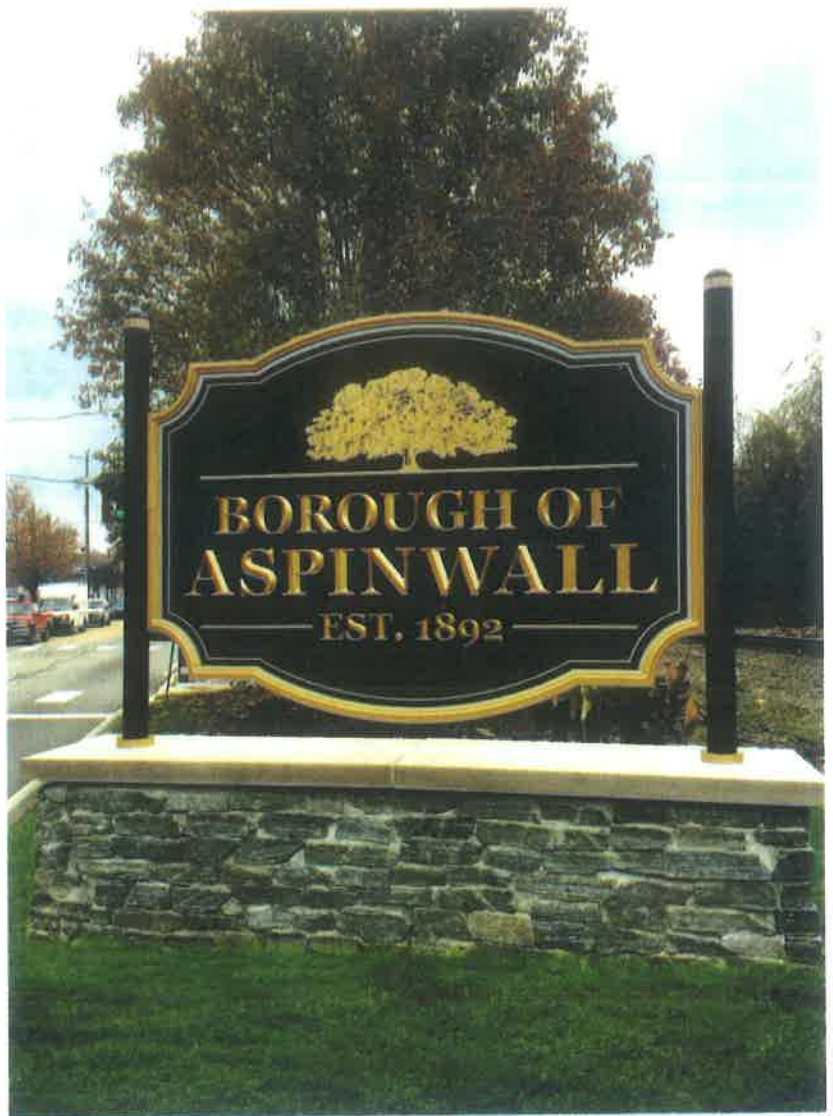


BOROUGH OF ASPINWALL

ASPINWALL, PA

Incorporated in 1892, the historic Borough of Aspinwall desired a new exterior wayfinding system to assist with pedestrian and vehicular navigation. KMA was contracted to design a wayfinding master plan that would best reflect, direct, and serve the residents and visitors of the community.

KMA Design also devised a new logo for the Borough of Aspinwall that is incorporated into the new signage designs. A large sycamore tree is paired with a black and gold motif that anchors a damask-patterned background. The firm used notable attributes of the area, which includes an abundance of sycamores, to best represent the Borough. Sign types included in the design package consist of gateways, directionals, parking and street identification, and point of interest markers.





BOROUGH OF CARNEGIE

CARNEGIE, PA

In an effort to revitalize the business district of Carnegie, the Borough and the Carnegie Community Development Corporation adopted a new wayfinding system to identify entrances, businesses, parking and local attractions. KMA Design created a design theme that honored the Borough's namesake, philanthropist and steel magnate, Andrew Carnegie, using the Carnegie clan, Scottish-tartan plaid in the sign details. Overhead signage was planned to alleviate traffic congestion by differentiating the business route, Main Street and business by-pass.



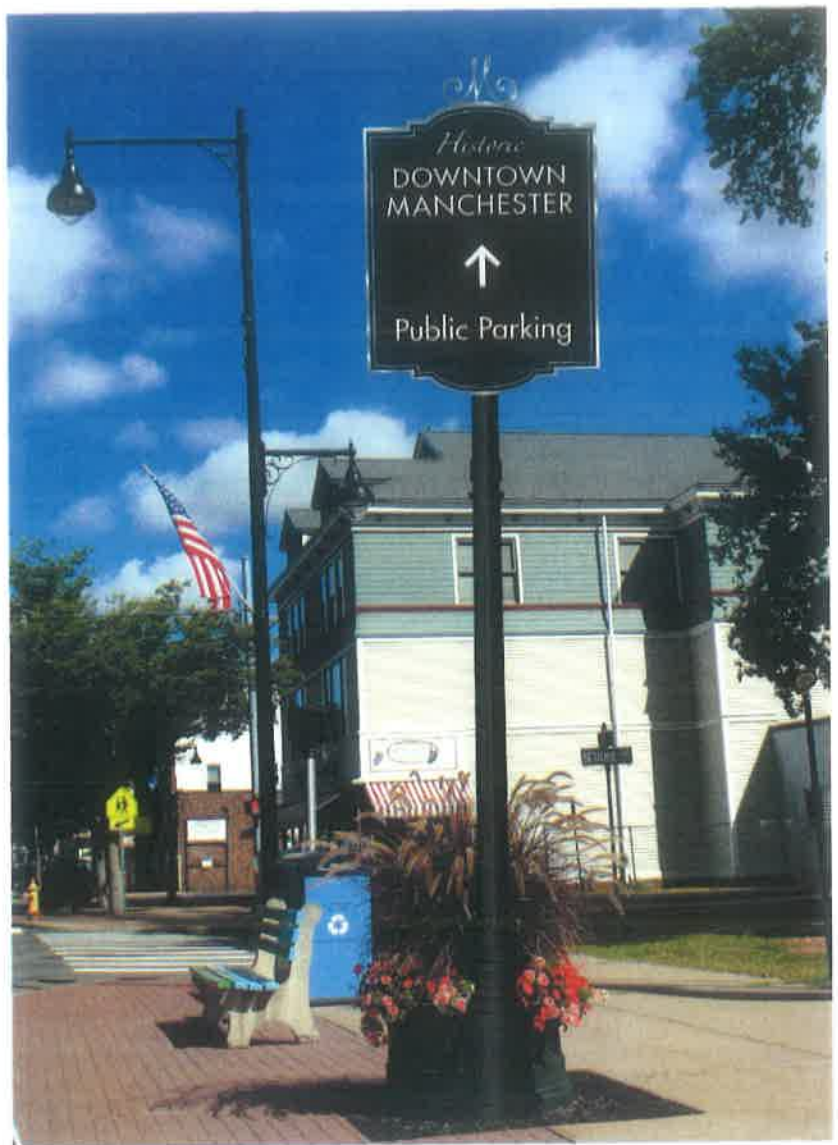


TOWN OF MANCHESTER

MANCHESTER, CT

The Town of Manchester, Georgia, selected KMA Design to develop a wayfinding signage system for its historic Main Street and central business district. The goal of the project was to guide vehicular traffic to appropriate destinations and parking areas and guide pedestrians to shopping and nearby landmarks and points of interest.

The signage designs are traditional and reflect the historic nature of the downtown district. Using wrought iron-like details and traditional fluted sign pole bases, highlight the other hardscape items found in the community. The contextual balance of the sign program to the rural and urban landscape serves the community in the presentation of information in an architectural format.





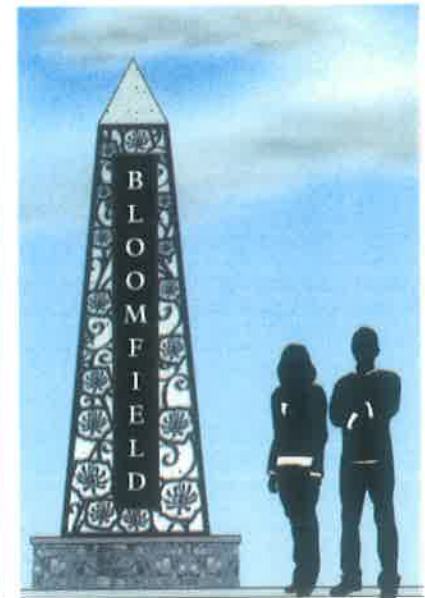
TOWN OF BLOOMFIELD

BLOOMFIELD, CT

The Town of Bloomfield, has a population of 20,000 residents and is located in the central part of the Connecticut in Hartford County. Incorporated in 1835, the town historically is known for the Brown Drum Factory, where both revolutionary and civil war battle drums were made for many years. The town is more densely populated on the south and eastern fringes while the north and west sections have a more rural appeal of meadows, woods and farms.

KMA Design was hired from a national search of signage companies to develop a comprehensive wayfinding program highlighting gateways and destinations into the town as well as providing directions throughout the community. The sign system highlights the area's theme of "bloom" using a tone on tone watermark of flowers used as a decorative border on structures. Certain branding elements were also used to unify the look of the signs to the other graphic standards found in the town's print media and web applications; including fonts and colors.

Suggested materials included resin beams for maintenance and longevity, aluminum panels and vinyl messaging for flexibility if destinations are changed in the future.





CITY OF VIERA

VIERA, FL

Viera is a planned town comprising 38,000 acres along I-95 in Brevard County. This mixed-used development blends the built environment with the natural landscape. The development incorporates a hierarchy of villages, schools, healthcare facilities and parks. The residents share in amenities that include bicycle paths, jogging and exercise trails, and baseball fields.

Recreational signage is thematic with development entrance identification using like colors and materials. Graphic icons announce what venues are found at each sporting location.



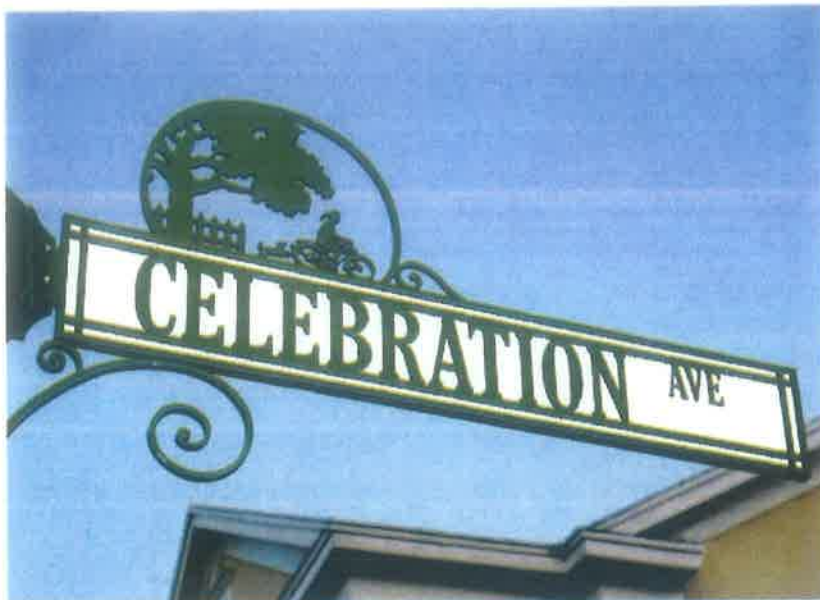


CITY OF CELEBRATION

CELEBRATION, FL

The City of Celebration boasts numerous residential parks and areas of respite for the many adjacent neighborhoods. In an effort to thematically complement the architecture and the environmental settings of these various parks, KMA Design was asked to develop a sign program that would identify each park by name and icon.

The results were a series of nine different graphic images cut out of aluminum, which mount to the top of a fluted sign-post that is reminiscent of a turn-of-the-century smalltown activity hub.



CITY OF LAKE WORTH

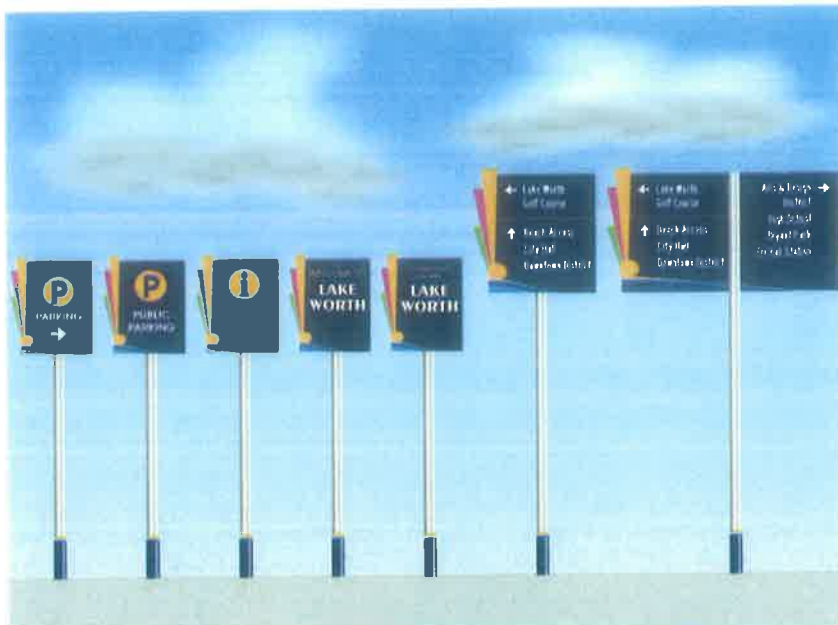
LAKE WORTH, FL

The City of Lake Worth, Florida, conveniently nestled between I-95 and the Atlantic coast adjacent to Palm Beach, required a revitalization of the community's exterior signage. KMA devised a comprehensive wayfinding program to help attract and direct visitors and residents to numerous landmarks, district neighborhoods, historic buildings and major destinations.

The City believes in "The Art of Florida Living," and KMA made sure to incorporate designs that would best compliment the tropical environment into the new signage. The use of bright colors with flowing typography adds a whimsical element that helps accentuate the costal atmosphere and local architecture.

The City is comprised of a historic cottage district, a large art deco architectural region, and an artists-in-resident community.

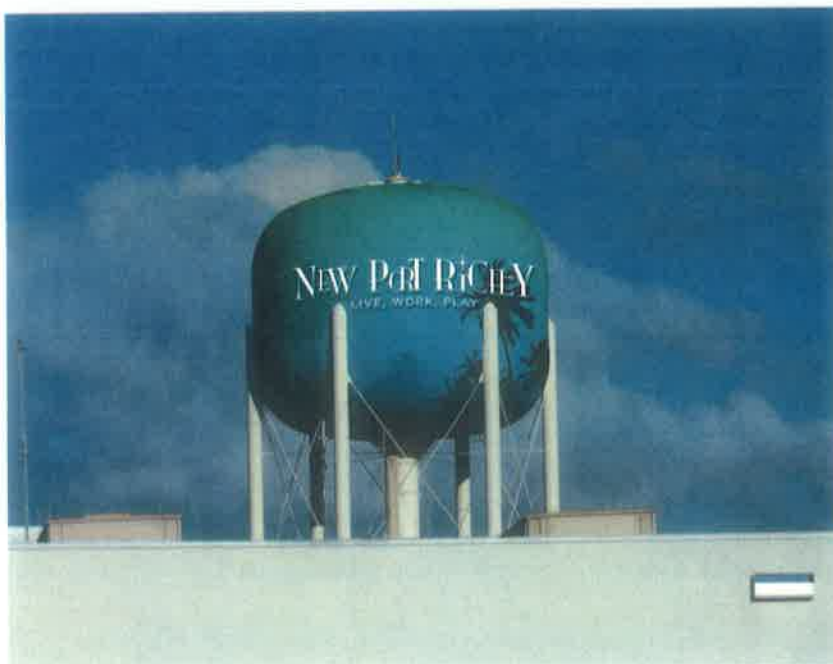
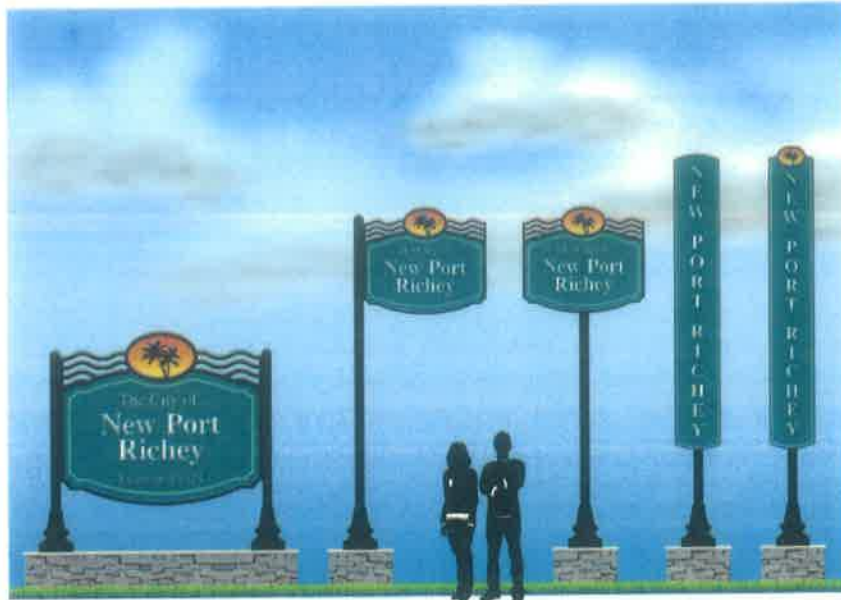
The images reflect three independent design concepts presented during the design development phase of the project. Option 1 was selected.





CITY OF NEW PORT RICHEY

NEW PORT RICHEY, FL





QUONSET BUSINESS PARK

NORTH KINGSTOWN, RI

Formerly the site of the Davisville Construction Battalion Center and Quonset Naval Air Station, Quonset Business Park is a 3,000-acre industrial and commerce park, owned by the Rhode Island Economic Development Corporation (RIEDC). The park includes 850 acres for manufacturing and distribution industries; 514 acres for transportation and utilities, including two port of entry piers; 40 acres for commercial, research and development office space; nine acres for a future 150-room hotel and retail establishments; and 204 acres of recreation amenities, including a golf course and two marinas.

KMA was selected to develop a new wayfinding and signage program for the Quonset Business Park that is functional, aesthetically designed to interface with the business park's surrounds and environment, and capable of expansion over time. The new system enables visitors and users of Quonset to better negotiate the Business Park and locate its many amenities.





THIS PROPERTY
HAS BEEN PLACED ON THE
NATIONAL REGISTER
OF HISTORIC PLACES
BY THE UNITED STATES
DEPARTMENT OF THE INTERIOR





CITY OF DURANGO

DURANGO, CO

The city of Durango's historic downtown district was in need of an overall comprehensive signage and wayfinding master plan to brand and help direct numerous visitors throughout the city. The Durango and Silverton Narrow Gauge Railroad stops in the heart of the historic district and floods the community with tourists several times a day. The problem was that the city lacked an identity and signs that would pull visitors down Main Avenue and up and down cross streets, which were overlooked as potential areas for shopping, dining and the arts.

KMA Design was awarded the project after a national search, due to their experience in city wayfinding and design for other historic landmark buildings and communities. The city, though established in the late 1800's, did not want to have an image that reflected the "wild west" but instead, one that honored the rich architectural palette that abounds. The Victorian influences seemed the obvious direction for the signage program's look. Colors, fonts and shapes were all established to work with history of the city and the style and color of the streetlights, trash receptacles and benches. A complete sign family was designed and a detailed manual was provided to the city for phased implementation.



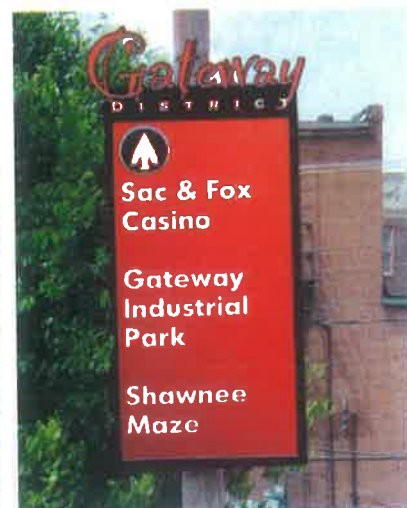


CITY OF SHAWNEE

SHAWNEE, OK

In 2006, the city of Shawnee, 48 square miles with a population of 30,000, hired KMA Design to transform all forms of traveler information into a cohesive wayfinding system. Trying to shed the image of a "Rodeo Town", Shawnee wanted a fun, progressive and well-planned program to reflect their master plan goals for the city. Names were assigned to each district and incorporated into the trailblazing signage, serving as a wayfinding tool by reinforcing to the visitor their location within the city.

KMA Design segregated its regional travel into five districts: Gateway District, Enterprise District, Pioneer District, Downtown District, and Heritage District. The font used upon the top of each trailblazing sign is artfully dignified and announces each district upon entry. Signs limit the amount of messages to maximize visibility and highlight forty-three major destinations.





CITY OF MANASSAS

MANASSAS, VA

The historic civil war city of Manassas, Virginia, with a population of over 35,000, was in need of a comprehensive wayfinding system to attract and better serve both visitor and residential needs. KMA Design was hired to create a signage program that would alleviate confusion while highlighting the many attractions and amenities the City has to offer.

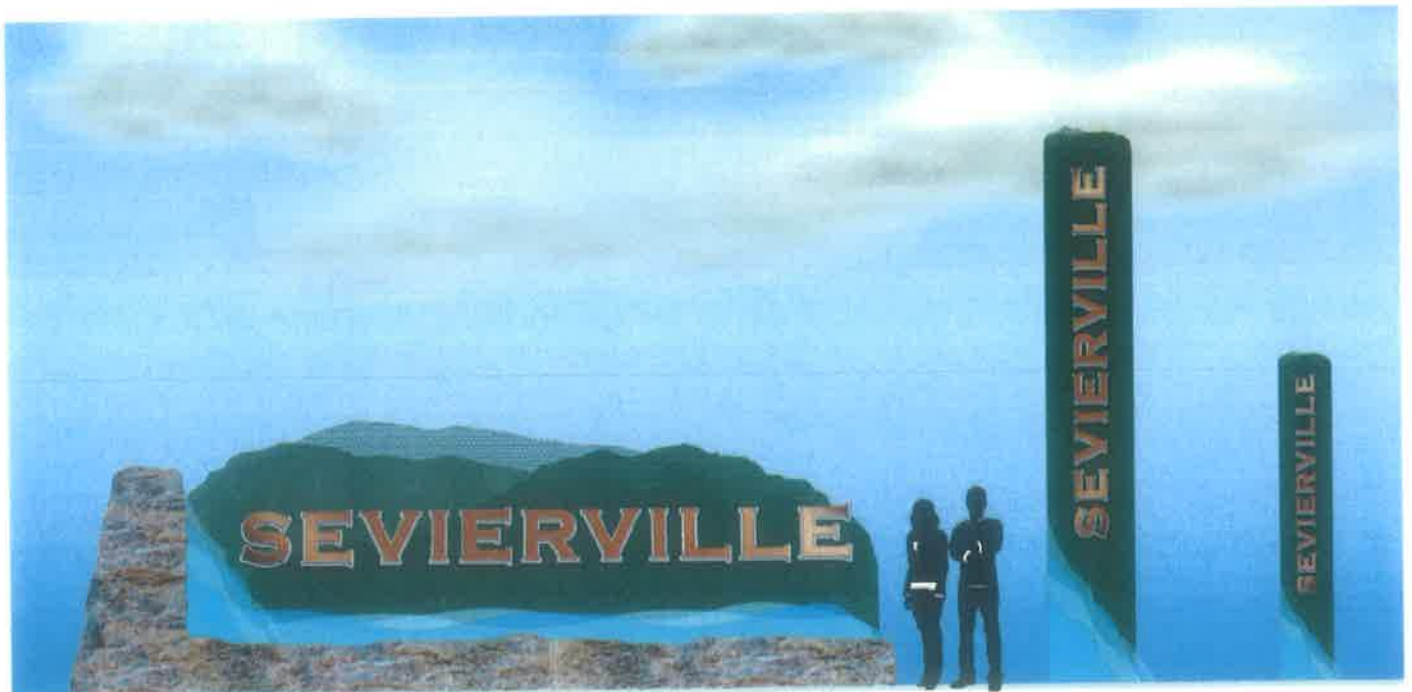
KMA's design team worked to develop an effective wayfinding program by creating a signage family that maintains consistent characteristics and recognition factors from sign type to sign type. Colors, fonts and shapes were all established to work with the City's history while complementing its existing cityscape, landscaping and diverse architecture styles. Types of signage that were designed included gateway, vehicular and pedestrian directionals, parking identification, destination identification and kiosks.





CITY OF SEVIERVILLE

SEVIERVILLE, TN





DEVOU PARK

COVINGTON, KY

Located in beautiful Covington, Kentucky, Devou Park is known as the recreational jewel of premier public parks in the state whose focal point is a 18-hole golf course, Prisoner's Lake, a fishing lake, and the Bandshell, which hosts a summer concert series presented by the Kentucky Symphony Orchestra.

Over a century ago, Devou Park was created dating back to 1910 when Charles Devou donated 500 acres of property to the City of Covington for recreational purposes seeing upgrades in every decade.

KMA was responsible for the signage standards, which were established to limit sign use and restrict sign placement in order to protect and enhance the desirability of the community. Additionally, KMA developed the look of the entrance directional signage, destination and pedestrian path signage for all of Devou Park.





CITY OF KENNESAW

KENNESAW, GA

Just outside of Atlanta sits the City of Kennesaw, GA, home of the “General”, an infamous Civil War steam engine stolen by the Yankees in an attempt to cut off all communication to the South. Telegraph lines were cut along the way during the heist only to be foiled by the owner of the train, John Fulton, who hunted down the robbers and single-handedly halted what could have been a military disaster for the Confederate States.

Kennesaw sought to celebrate the history of the city, once known as Big Shanty, by engaging in a city-wide wayfinding and signage program. The signage is intended to pull visitors off the highways and from other Civil War historic sites, such as the Kennesaw Mountain Battle Field and the heart of downtown where the Southern Museum of Civil War & Locomotive History and historic train depot are located.

The signage has a Southern appeal with the use of color and details found on the historic locomotive. Gold pin-striping, red and black hues highlight the sign construction, while the type is in white to contrast with the background. In addition to the destination signs and directional signs, large gateway signs with full-color LED video message boards were also developed.





LRT STATION

PITTSBURGH, PA

The station is located near a historic site within downtown Pittsburgh's financial and government district. The First Avenue Light Rail Station is located south of the Steel Plaza station and is bordered by the Monongahela River and Second Avenue. The new above-grade light rail transit stop is located on the north end of the existing LRT Bridge (formerly the Panhandle Bridge) with access where the bridge crosses First Avenue.

Signage systems were implemented to direct patrons, be accessible and enhance the architectural design. The signage had to identify and direct passengers from street access and within the adjacent city parking garage to the appropriate rail platforms. The sign program was based on the existing signage standards for light rail facilities for the Port Authority, which were enhanced with updated colors, materials, and types to be compatible with the station's architecture. Signage was strategically placed to welcome patrons into a safe, comfortable facility, which is user-friendly and accessible.





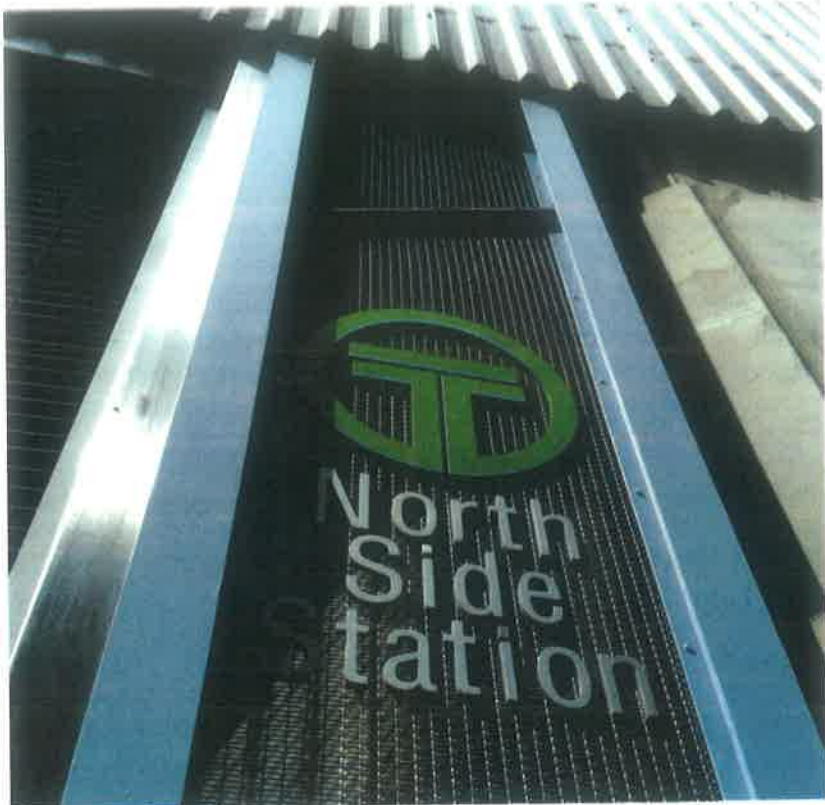
LRT STATION NORTH SIDE

PITTSBURGH, PA

In 2006, KMA Design was contracted to design and implement a signage plan for the PNC Park Station North Shore Connector, part of the Port Authority of Allegheny County's Light Rail Transit system. The system travels from downtown under the Allegheny River to the professional sports complex located on the North Shore.

The PNC Park Station is a deep underground station with a mezzanine level and single entrance above the center of the station. KMA Design was responsible for planning and designing all signage and information boards.

To coincide with the upscale, progressive architecture of the station, a new signage program was created to highlight the interior finishes of the space.





REGIONAL TRANSPORTATION DISTRICT

DENVER, CO

Deemed one of the largest federally funded transportation projects in the United States, the Regional Transportation District's (RTD) Metro Denver's Transportation Project (T-Rex) provides linkage to the south suburban communities of Denver, CO, and connects the two leading employment centers in the region: the Denver Central Business District and the Denver Tech Center.

KMA was selected to develop and design cohesive, consistent, and user-friendly signage that will move passengers easily and safely to their destinations at the thirteen stations along the RTD's new Southeast Corridor. This called for KMA to design a wayfinding system where directional, informational, identity, advertising and regulatory signage synchronize, thereby enhancing the travel experience for users of Denver's light rail system.





REGIONAL TRANSPORTATION DISTRICT- LINCOLN STATION

DENVER, CO





REGIONAL TRANSPORTATION DISTRICT- LOUISIANA PEARL STATION

DENVER, CO





REGIONAL
TRANSPORTATION
DISTRICT-
SOUTHMOOR STATION

DENVER, CO





REGIONAL TRANSPORTATION DISTRICT- NINE MILE STATION

DENVER, CO





REGIONAL TRANSPORTATION DISTRICT- COLORADO STATION

DENVER, CO





REGIONAL TRANSPORTATION DISTRICT-ARAPAHOE AT VILLAGE CENTER STATION

DENVER, CO



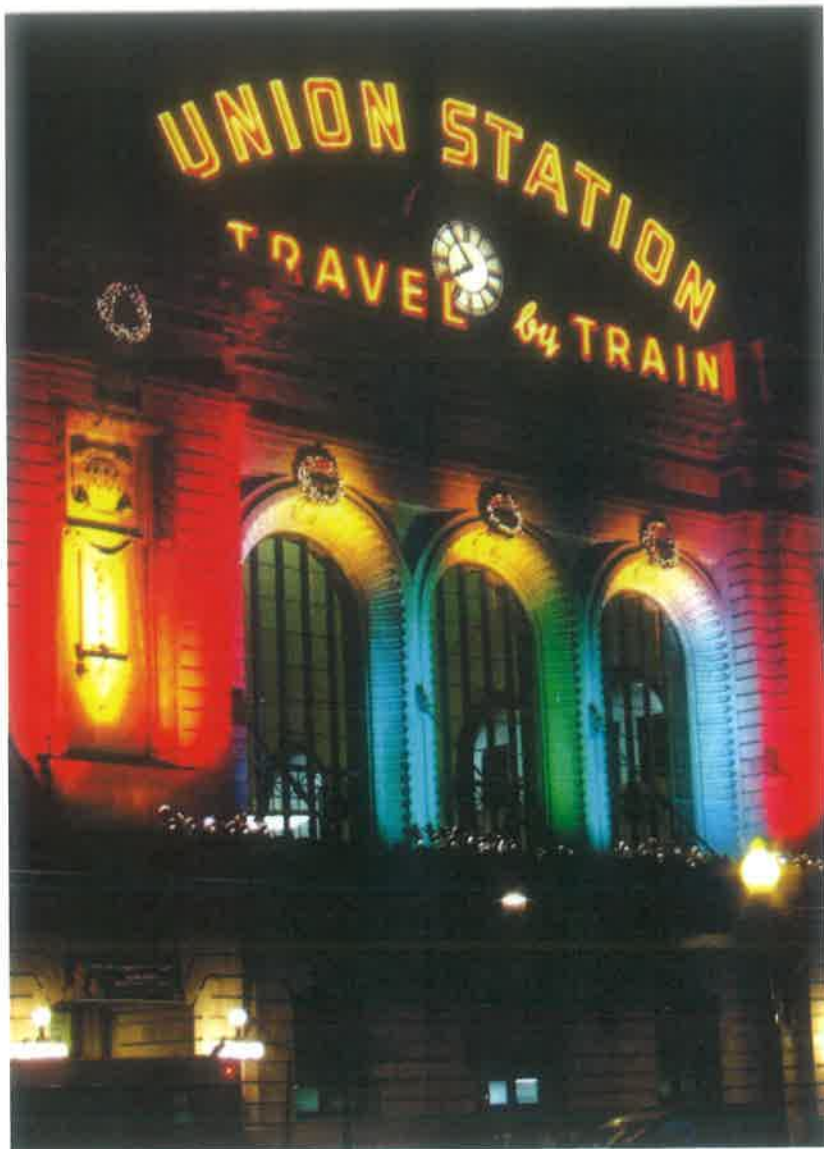


REGIONAL TRANSPORTATION DISTRICT- UNION STATION

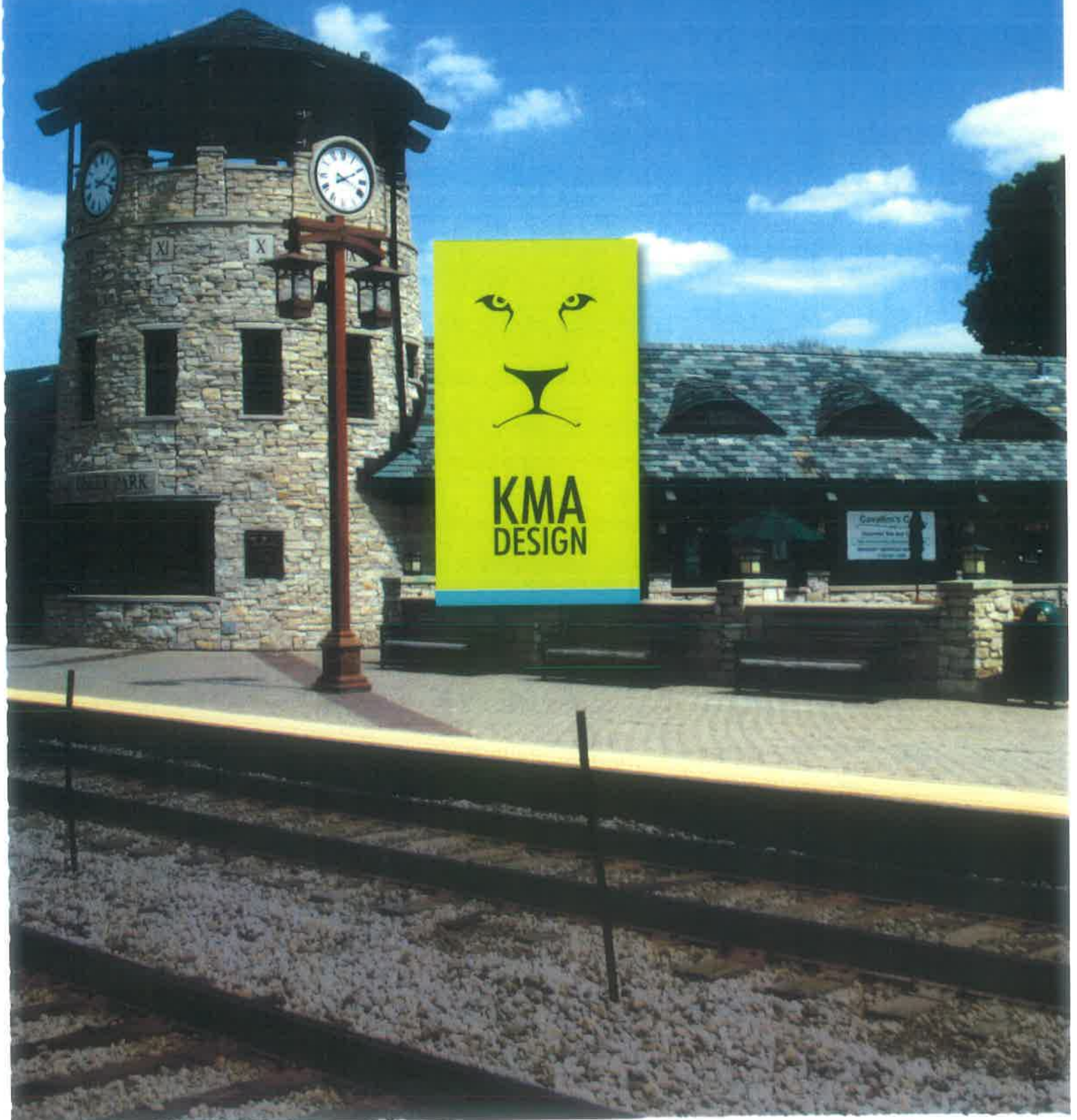
DENVER, CO

Union Station, centrally located in the city of Denver, CO, is a historic landmark. Opened in 1881 as part of Denver's Lower Downtown district, Union Station serves as a primary cog in the mass transit system operated by the Regional Transportation District (RTD). It includes a bus transfer station, Light Rail Transit, AM-TRAK, and a "Ski Train" component to the resorts. Union Station is a major transportation hub to tourists and residents alike.

KMA Design was selected to develop a signage system that would emulate the current historical signage and Beaux-arts style. The KMA team used dimensional cast bronze letters to match the historic letters found throughout the station. The color palette was also devised from the existing color scheme architecturally found within the station. The signs complement historic architectural elements and are designed to replicate the ornate theme.



METHODOLOGY





This section will explore KMA Design's philosophy and process in developing wayfinding systems for communities. Having worked with municipal clients across the United States, KMA Design has developed a number of best practices and systems for tailoring a strategic and methodical approach, ensuring each client is assessed for their particular nuances.

KMA Design's methodology is to serve the client as part of their team. The firm takes into consideration all parties and does not limit, restrict, or discount the input of any stakeholder. Therefore, the firm's first priority is to establish communication with those stakeholders. A kick-off meeting marks the beginning of a project where relevant parties, scope of service, budget, and schedule are defined. From project inception through completion, clear and open communication is maintained. This is why a project coordinator is designated to represent KMA and act as a liaison between the community, KMA, and third parties alike.

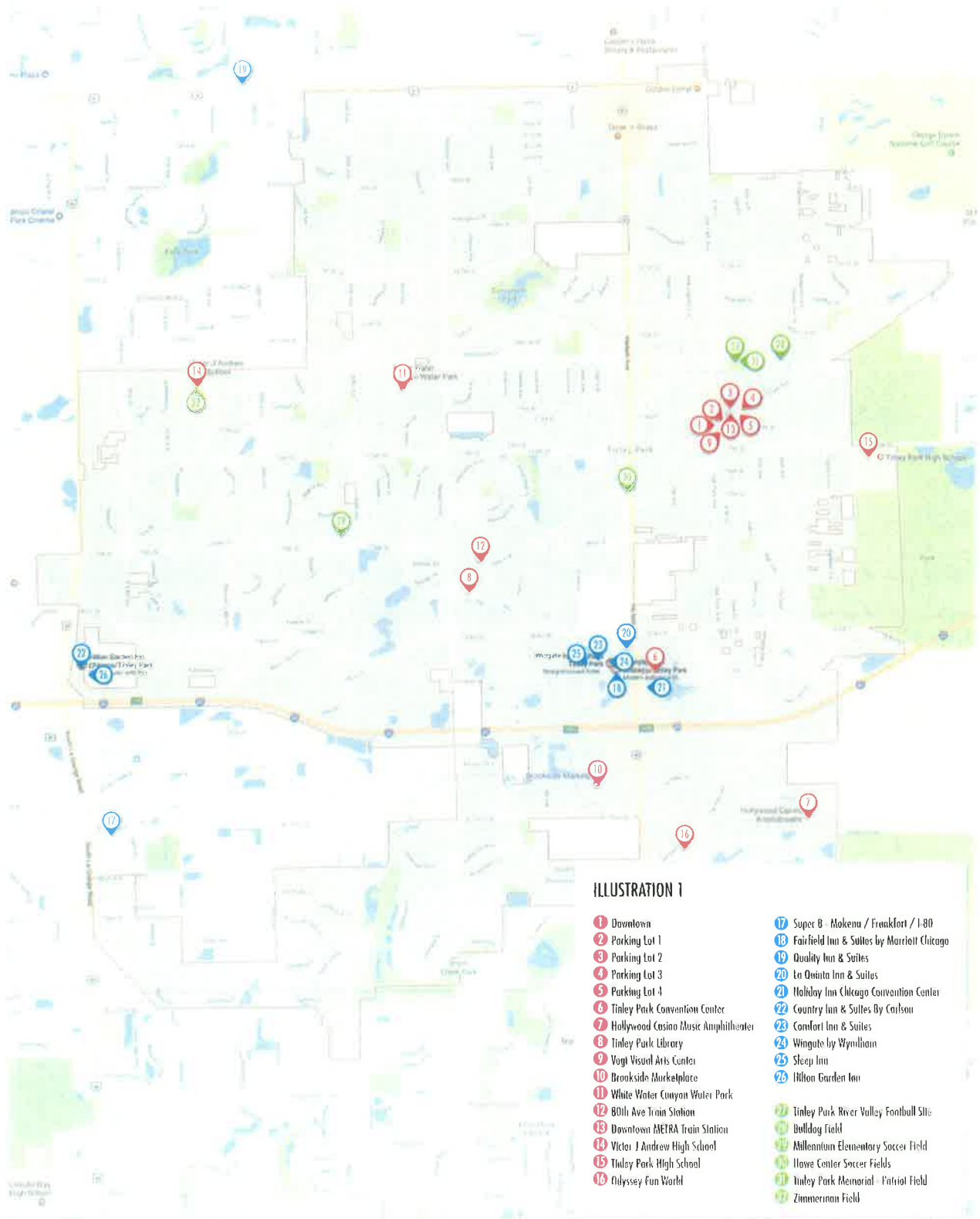
In developing the framework for community signage planning and design, KMA Design strives to create a sense of place. The firm's mission statement emphasizes, "... improving visual settings while satisfying the functional requirements through effective graphic communications, quality design, and code compliance all in harmony with the built environment." The combination of KMA's resources and talents "breathes life into cold structures."

It is KMA Design philosophy that the audience for community wayfinding systems is diversified. In addition to considering stakeholders, all end-users that will interact with the signage system are given consideration. This is best achieved by combining both function and form. For example, the signage system must be code compliant. Coordination with local regulatory agencies and reference to governing standards, such as IDOT and the MUTCD, WDOT and CDOT, are scheduled at regular intervals throughout the project. Also, the system must be efficient and effective. Key decision nodes are established, circulation patterns are assessed, and relevant documents/studies such as utility plans are reviewed in determining recommendations for sign locations and messaging.

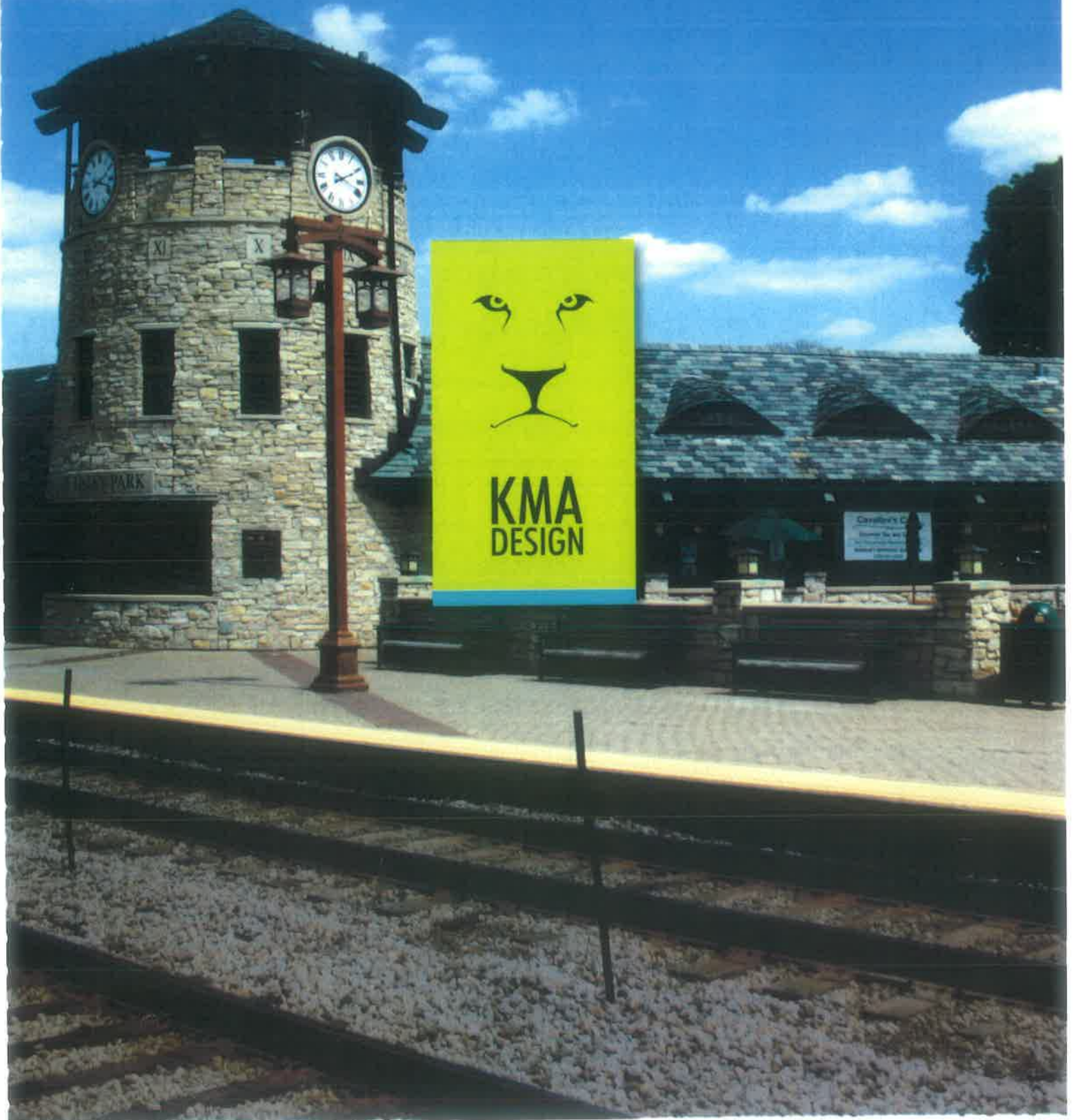
Site-lines and typography are highly relevant factors in ensuring the effectiveness of community sign systems. Cap height, font, color, and verbiage capacity are criteria for ensuring safety and ease of use for motorists, pedestrians, and bicyclists. KMA Design believes in combining these planning elements into the design aesthetics to create an effective system that is also attractive.

A well-implemented wayfinding program has the ability to evoke civic pride. Community brand standards are researched and community meetings/workshops are held to gain consensus on design criteria and icons. Knowledge gleaned from community participation and feedback from stakeholders allows for proper representation of brand, reinforces brand identity, and strengthens brand awareness.





SUBCONTRACTORS





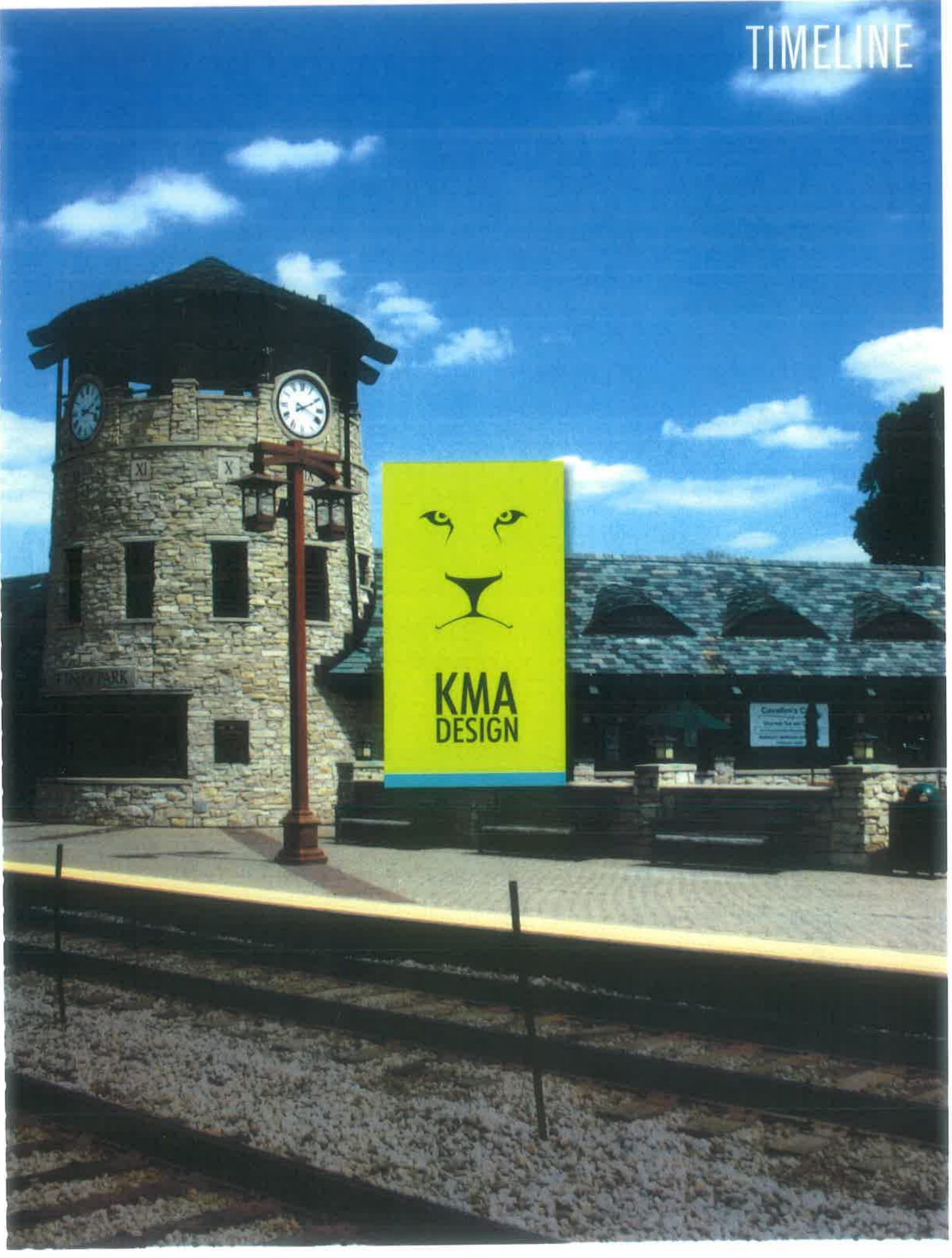
The team assigned to this project is expert in all facets of performing wayfinding, design and planning. All work that is related to signage design, cost estimating, planning and construction details will be completed in-house out of our Pittsburgh office.

KMA has partnered with Pennoni as the landscape sub-consultant. Pennoni has been in business for over 50 years and has one of the most extensive national resumes in the United States. With an office located in Chicago they will serve as the local representative as needed for non-scheduled project meetings and coordination efforts with the Village.

Beyond Landscape Architecture and Design, Pennoni also has the ability to assist with Structural Engineering should that eventually be required as part of the scope of service.



TIMELINE



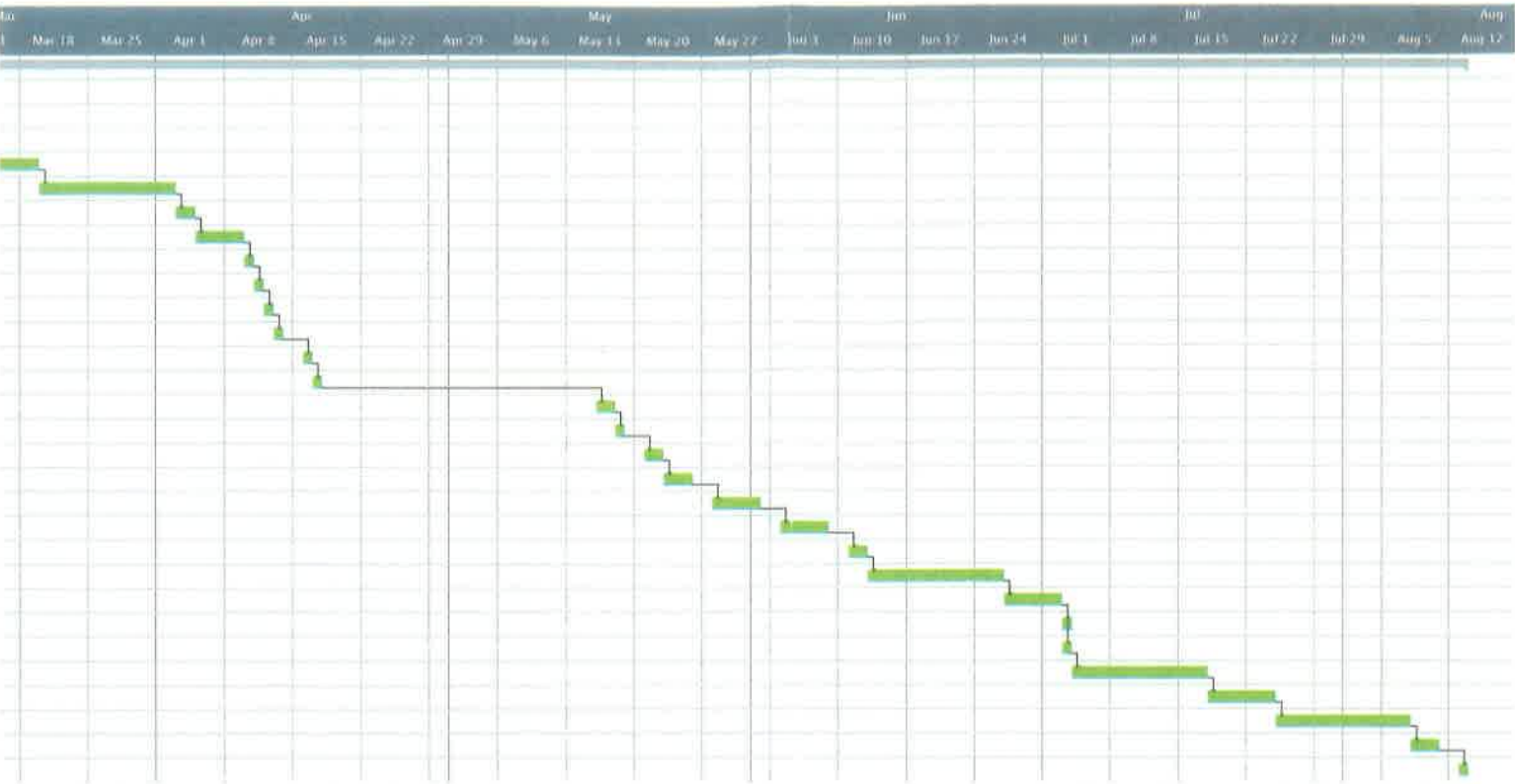


PITTSBURGH TAMP

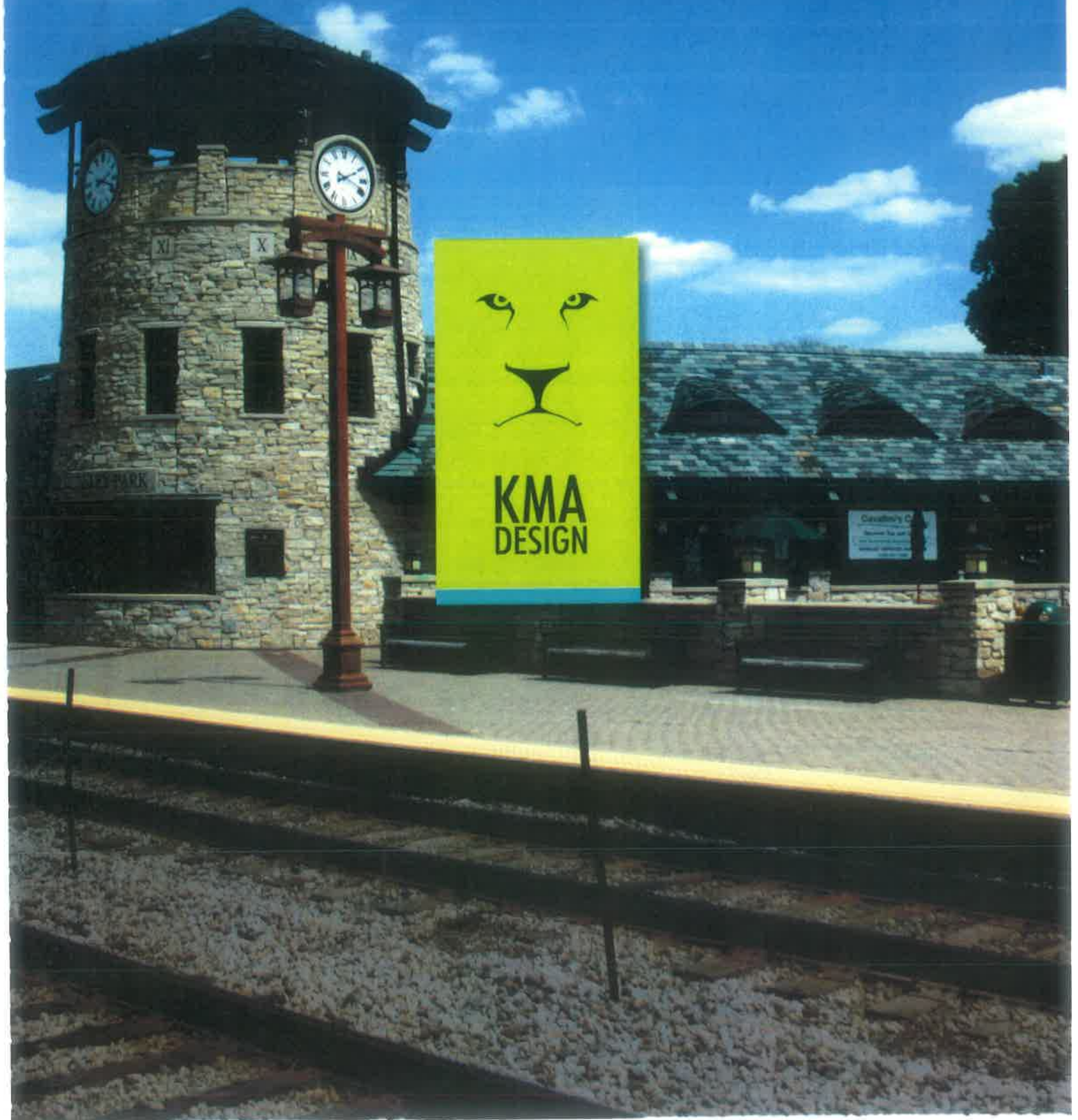
Task Name	Duration	Start	Finish	Predecessors	Feb Feb 11	Feb 18	Feb 25	Mar 4
1 Develop a Wayfinding Plan/Conceptual Design	131d	02/12/18	08/13/18					
2 Review History of the community	14d	02/12/18	03/01/18					
3 Kick off meeting to determine wayfinding system goals, budget and schedule	2d	03/02/18	03/05/18	2				
4 Complete photographic inventory of existing signage	5d	03/06/18	03/12/18	3				
5 Document existing conditions of signage	5d	03/13/18	03/19/18	4				
6 Distribute surveys to all stakeholders	2w	03/20/18	04/02/18	5				
7 Assess feedback from surveys	2d	04/03/18	04/04/18	6				
8 Recommend existing signage that should be removed, replaced, relocated and or consolidated	3d	04/05/18	04/09/18	7				
9 Review existing infrastructure studies and other relevant documents	1d	04/10/18	04/10/18	8				
10 Review and organize guidelines from local ordinances	1d	04/11/18	04/11/18	9				
11 Identify routes that will be effected by changes to future construction and circulation plans	1d	04/12/18	04/12/18	10				
12 Define nomenclature, terminology and hierarchy to describe districts, destinations and directional wording	1d	04/13/18	04/13/18	11				
13 Create preliminary location plan and message schedule as part of recommendations	1d	04/16/18	04/16/18	12				
14 Project area analysis document	1d	04/17/18	04/17/18	13				
15 Present Project area analysis to Village of Tinley Park	2d	05/16/18	05/17/18	14FS +4w				
16 Village of Tinley Park approval to proceed	1d	05/18/18	05/18/18	15				
17 Assess architectural elements, materials and themes to develop design aesthetics for the signage	2d	05/21/18	05/22/18	16				
18 Review Village of Tinley Park seal/branding standards	3d	05/23/18	05/25/18	17				
19 Preliminary location plans with GPS	5d	05/28/18	06/01/18	18				
20 Preliminary Message schedule	5d	06/04/18	06/08/18	19				
21 Create list of sign types	2d	06/11/18	06/12/18	20				
22 Create up to 3 design concepts	10d	06/13/18	06/26/18	21				
23 Prepare design package	4d	06/27/18	07/02/18	22				
24 Present design package to the Village of Tinley Park	1d	07/03/18	07/03/18	23				
25 Village of Tinley Park approval of a single design concept	1d	07/03/18	07/03/18	23				
26 Modify and develop the chosen design scheme for all sign types	10d	07/04/18	07/17/18	25				
27 Begin coordinate with local regulatory agencies and IDOT	5d	07/18/18	07/24/18	26				
28 Prepare full-scale mock-ups, samples and prototypes for scale, visibility and materials	10d	07/25/18	08/07/18	27				
29 Update location plans and message schedules accordingly	3d	08/08/18	08/10/18	28				
30 Village of Tinley Park approval	1d	08/13/18	08/13/18	29				

discuss
phased in
approach
(2-3 yrs?)





COST OF SERVICES



Village of Tinley Park

Develop a Wayfinding Plan/Conceptual Design for the Village of Tinley Park

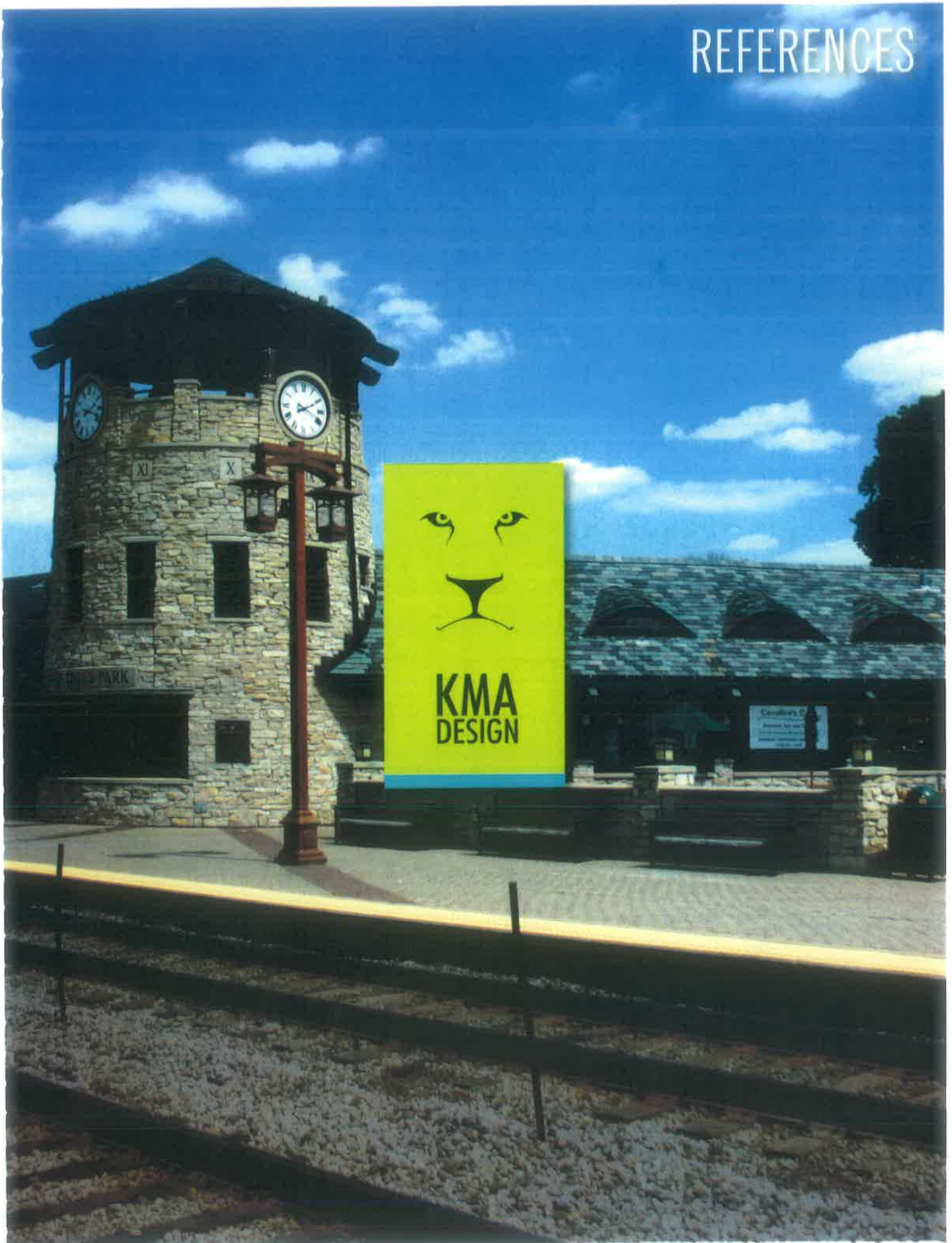
Item	Description	\$150.00 PIC	\$120.00 PD	\$110.00 SPM	\$85.00 PC	\$85.00 SGD	\$75.00 GD	Subtotal Hours	Subtotal Costs
1	Review History of the community	3		2	4	2	3	14	\$ 1,405.00
2	Kick off meeting to define wayfinding system goals, budget and schedule	4		4	4	4	4	20	\$ 2,020.00
3	Complete photographic inventory of existing signage		4	5	5		5	19	\$ 1,830.00
4	Document existing conditions of signage		4	4	4		4	16	\$ 1,560.00
5	Distribute surveys to all stakeholders	0.5	0.5	0.5	1			2.5	\$ 275.00
6	Assess feedback from surveys	1	1	1	18	2		23	\$ 2,080.00
7	Recommend existing signage that should be removed, replaced, relocated and/or consolidated	1		3	5	6		15	\$ 1,415.00
8	Review existing infrastructure studies and other relevant documents		4		5		5	14	\$ 1,280.00
9	Review and organize guidelines from local ordinances, zoning codes, etc.	1	1	4	8	4		18	\$ 1,730.00
10	Identify routes that will be affected by changes to future construction and circulation plans				4			4	\$ 340.00
11	Define nomenclature, terminology and hierarchy to describe districts, destinations, and directional wording	1		4	6	4	8	23	\$ 2,040.00
12	Create preliminary location plan and message schedule as part of recommendations		1	1	6	3	8	19	\$ 1,595.00
13	Prepare project area analysis document		1	4	4		10	19	\$ 1,650.00
14	Present project area analysis to Village of Tinley Park	3	3	3	3	3		15	\$ 1,650.00
15	Village of Tinley Park approval to proceed				4			4	\$ 340.00
16	Assess architectural elements, materials and themes to develop design aesthetics for the signage	1		2	6	4	5	18	\$ 1,595.00
17	Review Village of Tinley Park seal/branding standards	1		4	4	4	6	19	\$ 1,720.00
18	Further prepare preliminary location plans with proper GPS coordinates for proposed signage locations. Site checks will occur to note any problems with conditions of sign locations.		1	2	8	1	8	20	\$ 1,705.00
19	Further prepare preliminary message schedule			2	8	2	2	14	\$ 1,220.00
20	Create list of sign types	1	1	2	1	4	6	15	\$ 1,365.00
21	Create up to three (3) design concepts	2	2	2	5	8	26	45	\$ 3,815.00
22	Prepare design package	1	1	4	4	4	10	24	\$ 2,140.00
23	Present design package to the Village of Tinley Park	2	2	2	2	2		10	\$ 1,100.00
24	Village of Tinley Park approval of a single design concept	3	3	3	3			12	\$ 1,395.00
25	Modify and develop the chosen design scheme for all sign types	1		2	4	3	12	22	\$ 1,865.00
26	Begin coordination with local regulatory agencies and IDOT	1	1	3	6	1	4	16	\$ 1,495.00
27	Prepare full-scale mock-ups, samples and prototypes for scale, visibility and materials	1		3	4	5	12		\$ 2,145.00
28	Update location plans and message schedules accordingly	1			6	2	10	19	\$ 1,580.00
29	Village of Tinley Park approval	3		3	3			9	\$ 1,035.00
Totals:		32.5	30.5	69.5	145	68	148	468.5	\$ 45,385.00
Totals:		32.5	30.5	69.5	145	68	148	468.5	\$ 45,385.00
									Estimated Expenses: \$ 16,600.00
									Not To Exceed Total: \$ 61,985.00



Estimated Expenses	
Site Visit #1	
	Subtotal
Travel	\$ 2,600.00
Prints and Miscellaneous	\$ 500.00
	\$ 3,100.00
Site Visit #2	
Travel	\$ 2,100.00
Prints and Miscellaneous	\$ 500.00
	\$ 2,600.00
Site Visit #3	
Travel	\$ 2,100.00
Prints and Miscellaneous	\$ 500.00
	\$ 2,600.00
Site Visit #4	
Travel	\$ 2,600.00
Prints and Miscellaneous	\$ 500.00
	\$ 3,100.00
Site Visit #5	
Travel	\$ 2,100.00
Prints and Miscellaneous	\$ 500.00
	\$ 2,600.00
Site Visit #6	
Travel	\$ 2,100.00
Prints and Miscellaneous	\$ 500.00
	\$ 2,600.00
Estimated Expenses	
	\$ 16,600.00



REFERENCES





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Interoffice Memo

Date: January 19, 2018

To: Economic Development and Marketing Committee members

From: Donna Framke, Marketing Director

Subject: New website launch

The marketing department staff has been working diligently on the redesign of the new Village website and we are very close to having a finished product. We anticipate a soft launch of the site on or around February 5, 2018. We will discuss process and timeline at Tuesday's committee meeting.



COMMENTS FROM THE PUBLIC

ADJOURNMENT