

VILLAGE OF LOMBARD  
REQUEST FOR BOARD OF TRUSTEES ACTION  
For Inclusion on Board Agenda


  X   Resolution or Ordinance (Blue) \_\_\_\_\_ *Waiver of First Requested*  
  X   Recommendations of Boards, Commissions & Committees (Green)  
\_\_\_\_\_ Other Business (Pink)

TO: PRESIDENT AND BOARD OF TRUSTEES

FROM: Scott R. Niehaus, Village Manager

DATE: May 12, 2015 (B of T) Date: May 21, 2015

TITLE: Downtown Restaurant Forgivable Loan; 18 W. St. Charles Road  
(Marquette Kitchen & Tap)

SUBMITTED BY: Department of Community Development 

BACKGROUND/POLICY IMPLICATIONS:

Your Economic and Community Development Committee submits for your consideration its recommendation on the above referenced petition. The ECDC recommends that the Village Board adopt the attached resolution approving a Downtown Restaurant Forgivable Loan for the property commonly known as 18 W. St Charels Road. (DISTRICT #1)

The ECDC recommended approval of this grant request by a 5-0 vote.

Fiscal Impact/Funding Source:

Review (as necessary):  
Village Attorney X \_\_\_\_\_ Date \_\_\_\_\_

Finance Director X \_\_\_\_\_ Date \_\_\_\_\_


Village Manager X \_\_\_\_\_ Date \_\_\_\_\_

NOTE: All materials must be submitted to and approved by the Village Manager's Office by 12:00 noon, Wednesday, prior to the Agenda Distribution.



## MEMORANDUM

**TO:** Scott R. Niehaus, Village Manager

**FROM:** William J. Heniff, AICP, Director of Community Development 

**DATE:** May 21, 2015

**SUBJECT: Downtown Restaurant Forgivable Loan; 18 W. St. Charles Road (Marquette Kitchen & Tap)**

Please find the following items for Village Board consideration as part of the May 21, 2015 Board meeting:

1. Economic and Community Development Committee (ECDC) memo; and
2. A Resolution Approving a Downtown Restaurant Forgivable Loan for the Property Commonly Known As 18 W. St. Charles Road

The Community Development Department received an application for the Downtown Restaurant Forgivable Loan for 18 W. St. Charles Road. The applicant is seeking to install interior improvements: framing, electrical, plumbing, gas lines, HVAC, soundproofing, drywall, painting, flooring, and installation of restaurant items and doors. The property is located in the Downtown TIF. The total cost of project is \$154,045.90 and is grant eligible up to \$51,348.63 (up to 1/3 of the eligible project costs; not to exceed \$100,000, unless specifically approved by the Village Board). A lien will be placed on the building in the amount of the forgivable loan. One tenth of the forgivable loan is forgiven for each full year that a restaurant is open. The recommendation is subject to the following conditions:


1. The project must comply with the Illinois Prevailing Wage Act.
2. Permits must be applied for and received for all of the work.
3. Before the grant can be paid out, Marquette Kitchen & Tap will submit a final receipt (showing the project is paid in full) and waivers of lien from the contractors.

The ECDC recommended approval of this grant request by a vote of 5-0, with one abstention. Please place this grant request on the May 21, 2015 Board of Trustees agenda.



## MEMORANDUM

**TO:** Dennis McNicholas, Acting Chairperson  
Economic and Community Development Committee

**FROM:** Jennifer Ganser, Assistant Director of Community Development 

**DATE:** May 11, 2015

**SUBJECT:** **Downtown Restaurant Forgivable Loan; 18 W. St. Charles Road (Marquette Kitchen & Tap)**

The Community Development Department has received an application for the Downtown Restaurant Forgivable Loan Program for Marquette Kitchen & Tap located at 18 W. St. Charles Road. The applicant is seeking to install interior improvements such as framing, electrical, plumbing, gas lines, HVAC, soundproofing, drywall, painting, flooring, and installation of restaurant items and doors. Marquette Kitchen & Tap leased the property at 18 W. St. Charles Road for a period of five (5) years. The first floor is currently vacant.

The property is located in the Downtown TIF. The total cost of project is \$154,045.90 and is grant eligible up to **\$51,348.63**. The Downtown Restaurant Forgivable Loan Program allows for the Village to grant the petitioner back up to 1/3 of the total project cost, not to exceed \$100,000.00. A lien will be placed on the building (similar to the Downtown Retail Business Grant) in the amount of the forgivable loan. One tenth of the forgivable loan is forgiven for each full year that a restaurant is open.

The Lombard Downtown Revitalization Project Guidebook focuses on aesthetic standards in Section 4. The design recommendations can be applied to numerous buildings in downtown Lombard. Though this building is not called in the Guidebook; a restaurant use is consistent with the Guidebook and will help in downtown revitalization efforts.

The applicant met with the College of DuPage Small Business Development Center, as required for the grant, and attached is the business plan.

It should be noted that all grant requests paid for by Village of Lombard TIF dollars shall comply with the Illinois Prevailing Wage Act. Therefore, if the grant is approved by the Village Board of Trustees, the applicant shall sign an acknowledgement form indicating that they are aware that this project is subject to prevailing wages.

**GRANT REQUEST ELEMENTS**

Marquette Kitchen & Tap has submitted architectural plans and three quotes.

<b><u>Contractor</u></b>	<b><u>Price Quote</u></b>
Finney Decorating	\$190,000.00
William Horvath Carpentry, Inc.	\$177,120.00
Progress Construction & Development Inc.	\$154,045.90

Based on the lowest bid the applicant is eligible to receive up to **\$51,348.63**.

Staff is supportive of the request for the following reasons:

1. Consistent with the recommendations of the Lombard Downtown Revitalization Project Guidebook.
2. Consistent with past approval for other façade grant requests.
3. Support from Lombard Town Centre.

*Conditions of Approval*

Staff proposes the following conditions be placed on the grant, if approved by the Village Board of Trustees. The conditions would be incorporated into a Resolution, subject to approval from the Village Board of Trustees.

1. The project must comply with the Illinois Prevailing Wage Act. Since the project will be partially funded by grant (from the Downtown TIF) the project must comply with the Illinois Prevailing Wage Act.
2. Permits must be applied for and received for all of the work. Permits should be applied for with the Building Division and will be ready after the appropriate departments/divisions are able to sign off stating that the project meets code.
3. Before the grant can be paid out, the petitioner will submit a final receipt (showing it is paid in full) and waivers of lien from the contractors. This ensures that the project is paid in full before the Village remits the grant funds.

**COMMITTEE ACTION REQUESTED**

This item is being placed on the May 11, 2015 ECDC agenda for consideration. Staff recommends that the ECDC recommend approval to the Village Board for the requested Downtown Restaurant Forgivable Loan being sought for the property at 18 W. St. Charles Road. The project total is \$154,045.90 and is grant eligible up to **\$51,348.63**. As this request is over \$10,000, it requires final approval from the Village Board of Trustees. Said recommendation is subject to the following conditions, by the Village Board of Trustees:

1. The project must comply with the Illinois Prevailing Wage Act.
2. Permits must be applied for and received for all of the work.

May 11, 2015  
18 W. St. Charles Road  
Page 3

3. Before the grant can be paid out, Marquette Kitchen & Tap will submit a final receipt (showing the project is paid in full) and waivers of lien from the contractors.

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The Village of Lombard requested that the Lombard Town Centre Design Committee review the applications for a Downtown Restaurant Forgivable Loan and a Downtown Improvement and Renovation Grant for the property at 18 W. St. Charles Road.

Typically our Design Committee only provides comment on proposed improvements that are visible from the public right-of-way such as building facades, signage, streetscape features, landscaping, etc. After reviewing the application materials, it appears most of the proposed improvements are interior renovations that would not impact the aesthetics of the public right-of-way. Therefore, we are not comfortable providing support or opposition from a design standpoint.

We are excited about the potential addition of this business to our downtown and would welcome their future grant application for improvements more relevant to our scope of influence.

Should you have any questions, feel free to call me at the number below.

Sincerely,

Tom Runkle  
Lombard Town Centre  
Design Committee  
630-334-0560

**DOWNTOWN RESTAURANT FORGIVABLE LOAN PROGRAM  
PRE-APPLICATION**

1. A. Building Address and Description: 18 W. St Charles Road

B. Property Identification Number: 0607204040

2. A. Business Owners Name: John Dagnon

B. Business Owners Address: 419 Winona Ave Oak Park, IL 60304

C. Business Owners Phone (day time): (773) 550-2684 any time

D. Business Owners Email: dags1234@yahoo.com

3. A. Property Owners Name: Irene & Don Tuchscherer

B. Property Owners Address: PO Box 61 Lombard, IL 60148

C. Property Owners Phone (day time): (630) 279-3530 day

3. Current Tenant, Building Address, Lease Terms, and Description of Business: (use additional paper if necessary)

A. None

B. \_\_\_\_\_

C. \_\_\_\_\_

4. Proposed Improvements associated with the project: See attached plans

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5. Plans/Drawings prepared by:

A. Name: Paul Psenka

B. Address: 148 W. Station St. Barrington, IL 60010

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C. Phone (day time): 847-756-4700 day

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D. Estimated Cost of the project: \$ \_\_\_\_\_

6. Statement of Understanding.

- A. The applicant (undersigned) agrees to comply with the guidelines and procedures of the Restaurant Forgivable Loan Program and the specific design recommendation of the Director of Community Development.
- B. The applicant must submit detailed cost documentation, copies of building permits, and all contractors waivers of lien upon completion of work.
- C. The applicant, owners, and all contractors must comply with all federal and local regulations (see the attached list).

Business Owner Signature [Signature] (Date) 4-23-15

Property Owner Signature [Signature] (Date) 4-23-15

Return application to:

Village of Lombard  
Community Development Department  
255 E. Wilson Ave., Lombard, IL 60148  
630-620-5746



**Downtown Lombard Restaurant  
Business Plan  
Financial Forecasts**

**February 2015**

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## 1.0

### Enterprise

#### 1.1

##### Company

The organization will be a 49 seat, 1600 square foot restaurant with bar in downtown Lombard, Illinois and organized as an Limited Liability Company. It will be located at 18 West Saint Charles Road. The property for the proposed business will be leased for five years and will be renovated to accommodate the concept using a mixture of private funding and the tax increment financing (TIF) from the City of Lombard. For illustration purposes, three establishments that we aspire to emulate are Sullivan's Public House in Forest Park, Palmer's Place in La Grange and Jimmy's Grill in Naperville. Each of these is established, economically viable and serves as an anchor to their respective downtowns.

#### 1.2

##### Vision & Mission

Our primary vision is to create a regional destination establishment that will anchor downtown Lombard. It will draw enough customers to spur and support further retail development within the city center's radius. This, in turn, will provide a steady supply of customers to ensure our company's long term viability. In order to execute this vision, we will establish a social gathering place that reflects the period in which downtown Lombard was built. It will be unique in its accommodations as a combination bar & restaurant. Good quality food and beverages will be served at reasonable prices.

Our management fully believes in the concept of higher density suburban downtown districts that revolve around a business community and public transportation. In addition, the long term trends of energy costs and public sentiment towards greener developments will help push society and its expenditures into areas such as downtown Lombard.

#### 1.3

##### Management

The founding management possesses over 25 years of direct restaurant/bar operating experience and 55 years of overall business tenure. The bar/restaurant time has been spent in the exact space we are trying to create.

Managing Partner - Doug Stepenske, 47.

Doug currently serves as partner for Judge's Bar in Joliet. He has held this position for three years. As Partner, Doug's duties encompass responsibility for the marketing operation of the

establishment in addition to acting as backup operational manager. He has spent his time in day to day management of the establishment including personnel, supplier and vendor management, On a full time basis, Doug is an Account Executive for a major medical supply company. Doug holds a bachelor's degree in finance from Marquette University.

Managing Partner – John Dagnon, 47.

John has spent 20 years in the financial services industry and is currently Chief Operating Officer for an indirect lender. Much of this tenure has been spent on the financial, operational and marketing side of retailing. He is also partner with Doug in their current bar/restaurant endeavor and manages the operations and financial management of the enterprise. John holds a Bachelor's of Science degree in Finance from Marquette University and a Master's in Business Administration degree from the University of Chicago.

Manager – Greg Roth, 49.

Greg operates Dock Rotz in Minooka. He will serve as a consultant to the new business and will be essential in the start up and initial management phases. Prior to Dock Rotz's, Greg, has operated establishments running the spectrum from fast food to fine dining. His specialty is menu creation and kitchen work process flow.

Resumes and references can be furnished upon request.

1.4

### Products

Products offered will be divided into three primary categories: food, beverage and ancillary services. Food will be served from 11:30 am until 10:00 pm and beverages and ancillary services will be offered from 11:30 am until close. The menu will reflect upgraded American bar fare at reasonable prices. It will appeal to all demographic groups in order to capture as much revenue as possible while maintaining quality. Seventy-five percent of the menu will remain constant as these items are tried and true. The remaining 25% of the menu will be variable for the purpose of keeping it fresh. Each of the partners involved are heavily traveled and have numerous regional dishes that it will experiment with to determine which will be palatable to the tastes of the clientele. A family friendly menu geared towards kids will be included. Food will represent 65% of revenue.

Initial menu – See attached file.

Beverages offered will be from a full bar selection. They will be fairly standard to those offered in surrounding establishments, but will also reflect the concept outlined in our menu. Various beverage offerings from other regions will be introduced periodically in order to maintain interest from demographic groups. Beer/Wine/Liquor will represent 35% of revenue.

Ancillary services will include a juke box, cigarettes, automated teller machine and bar style games. These services will be for customer service purposes only and will be a very small part of the company's revenue stream. Establishment hours will be 11:00 am to 1:00 am Sunday through Thursday and 11:00 am to 2:00 am Friday and Saturday.

2.0

**Market**

2.1

Competitive Advantage

The business will have four primary competitive advantages: dearth of direct competition, location, menu and price. At the present, Lombard does not have an establishment similar to the proposed one within its downtown. There are three taverns with limited menus, restaurants and cafes, but no one organization that combines all three. Conceptually, our bar & restaurant will have appeal to the demographic that populates Lombard. Its location provides easy walking access and proximity to public transportation and this will become even more of an advantage as transportation prices rise. We will be the only establishment with a food and beverage menu which appeals to a wide ranging demographic. The most formidable competition will come from the restaurants along Butterfield Road. However, we will be able to offer prices 10% to 20% lower than their offerings while maintaining similar quality.

2.2

SWOT

<p><u>Strengths</u>  Menu flexibility  Price  Community support  Dining experience  Management expertise</p>	<p><u>Weaknesses</u>  Capitalization  New business  Start up brand  Capacity constraints</p>
<p><u>Opportunities</u>  Lack of direct competition  Pent up demand  Potential market proximity</p>	<p><u>Threats</u>  Established competition  Macroeconomic conditions  Hardened consumer behavior</p>

2.3

### Market Size, Growth Rate & Trends

Our market size will reflect those expected nationally close to at population growth. It is predicted that Americans will eat out more and more as a percentage of meals consumed. A recent NPR report stated that making food at home for the generation born in the 2000's will be as foreign as killing, skinning and preparing food is to us today. Locally, the casual dining category our enterprise will fall into represents a total market of over one million primarily from DuPage County and Chicago. This wide market is the opportunity due to the broad appeal of this type of bar & grille. More specifically, over 100,000 customers live within a ten minute drive and just as much within a half an hour train ride. According to an annual study commissioned by a major beverage company, in the first six months of 2014, casual dining facilities experienced a 3% increase in foot traffic and a 3% increase in dollars spent versus 2013. Gains are expected to be 3% to 3.5% annually for casual dining restaurants.

2.4

### Target Market

Target consumer markets will be: families, singles and empty nesters in the western suburbs and the west Loop. As a combination restaurant & bar, we will be able to cater to each of these target markets. The facility will easily make the transition from lunch counter to after work gathering place to dinner destination to nightspot.

2.5

### Competition

Direct competition consists of casual food and drink servers in the downtown Lombard and other western suburbs, the Oak Brook - Yorktown corridor and downtown Chicago. Indirect competition would be home cooking, fast food and delivery establishments. Lombard residents, however, seem to have two choices downtown for casual dining: a chain restaurant/fast food or local café/tavern. Our establishment will be strategically placed between the two and we will provide an attractive menu at a lower price than casual dining chains. Chain restaurants have the advantage of deep pockets and broad appeal but tend to be saddled with extensive overhead and minimal ability to shift focus as the environment demands. Local cafes and taverns tend to possess attractive individual character but often specialize and lack sophisticated management and marketing techniques. As stated in a prior section, home cooking is predicted to wane as Americans become busier and more detached from the traditional family dinner. New technologies such as laptops, PDAs and mobile phones are creating a new, less personal means of communication and will contribute to the trend away from home cooking.

2.6

### Pricing

Exact pricing can be found on the menu. Overall pricing strategy will be to fall under prices found on comparable large establishments and above a comparable in-town tavern. This strategy will reflect our ability to undercut the prices of large restaurants due to less overhead. In addition, our food quality and overall atmosphere will enable us to charge a premium over local taverns. By setting prices in this range, we will be able to become recession resistant, but not recession proof and guarantee a proper return for investors. As stated in the Competitive Advantage section, the overall goal of the menu and its pricing is to offer the quality level of a Butterfield Road Grill at notably lower prices in a non-chain atmosphere that reflects the local character. We expect the average dinner ticket per person to be \$16 or an entrée and two beverages.

3.0

### **Marketing Strategy**

3.1

#### Local Market

Targeted local markets will be Lombard and Villa Park. Each village hosts a population of working, middle and upper middle class residents that will be the primary targets of the new establishment. In addition, each suburb lacks an establishment that is close in concept to our proposed business. Both Lombard and Villa Park have income (\$70,539 & \$63,642 respectively), home value (\$231,200 & \$217,209 respectively) and education levels above Illinois' state average. In addition, each village possesses a solid mixture of families and singles from the blue and white collar professions. We feel that these are our customers to lose due to pent up demand for an easily accessible bar & restaurant. Therefore, fairly typical and low cost marketing campaigns such as guerilla, flyer distribution, community involvement and local organization support should generate sufficient revenue from these areas. Word of mouth will assist in maintaining this revenue stream since each partner has extensive networks in the immediate geographic area. Due to the broad appeal of our concept, no citizen of our targeted markets will be off limits.

3.2

#### Regional Market

Regional markets will include Glen Ellyn, Wheaton, Elmhurst, Addison, downtown Chicago and farther reaching suburbs along the Metra line. Most intriguing of these communities is the almost 100,000 residents living within walking distance of the Chicago & Northwestern train station in downtown Chicago. Due to the attached housing boom of 2001 to 2008, this area has

seen an influx of people new to Chicago that do not possess the established buying habits and hardened loyalties of long time residents. In addition, they are familiar with high density consumerism, public transportation and the bar & grille concept where a mixture of people meet. Metra's \$8 weekend fare makes the train cheaper than driving to Lombard. This will be a group targeted through more non traditional methods by partnering with condo associations, building management and public transportation. It is very conceivable to bring these residents out to our establishment (and downtown Lombard) for a day of shopping/dining, sports viewing or community events such as street festivals and car shows.

Marketing to the residents of the other communities listed will center on the menu. Addison's commercial district will be targeted for the lunch crowd as an option to hot dog stands and Schaumburg's offerings. The establishment will be marketed to Glen Ellyn, Wheaton and Elmhurst's residents as an alternative to their local restaurants.

3.3

#### Non-Core Demographic Market

In order to support long term revenue projections, we will further refine and pinpoint our marketing efforts to include professional groups, seniors, women, sports leagues and special interest groups. These groups will be targeted using promotions and communications tailored to the common bonds of the population. For instance, we may reserve a night each month with products and services and promotions geared for the particular segment. Then we will use communication methods such as emails, social media, meeting presentations and advertisements to promote the night. We will also partner with other local establishments that cater to these groups for cross marketing opportunities.

We will collect email addresses of those in all of our markets, divide them into targeted segments and communicate to them through this mode. An email will only be sent periodically and when an event or promotion of that segment's particular interest is included.

#### Revenue Projections

In order to reach our first year's revenue projections, we will need to generate \$1000 per day or 4.4 customers per hour. To achieve our first year's breakeven point, we will need to generate \$666 per day or 2.9 customers per hour. This is realistic. At Judge's, with only beer, wine, liquor and cigarette sales we have been able to achieve revenue of \$523 per day. Four factors contribute to our revenue projections in comparison to what we achieve at Judges:

- 1.) Food will comprise 65% of our sales.
- 2.) Our Lombard restaurant will be open 40% more of the day/night.
- 3.) Market prices are 20% higher in Lombard versus Joliet.
- 4.) Downtown Lombard is a significantly better location in comparison to Joliet.



In addition, no marketing dollars are spent to generate the revenue at Judge's. We expect our marketing efforts in Lombard to have a positive effect on revenue in the range of 20% to 25%.

4.0

### **Organization**

4.1

#### **Partner Compensation**

Each partner will be paid a salary and have health insurance benefits plus realize in any dividends that result from the company's performance.

4.2

#### **Ownership Division**

The common stock of the organization will be divided as follows:

John Dagnon - 50%  
Doug Stepenske - 50%

4.3

#### **Supporting Professionals**

Accounting - Larry Lehman, C.P.A. 4732 West 103<sup>rd</sup> Street Oak Lawn, Illinois 60453  
Legal Counsel - Eric Tanquiliut, Esquire. 1206 Candlenut Drive Naperville, Illinois 60540

4.4

#### **Headcount Forecast**

Headcount will remain lean initially with the managing partners fulfilling front line positions along with overall management of the business. As revenue and expenses become more dependable, more of the front line positions will be filled by non-managing partner employees. It is estimated that all front line positions will be part time employees.

Full Time Position	2015	2016	2017	2018	2019
Managing Partner	3	3	3	3	3
Bartender	1	1	1	2	2
Wait Staff	1	1	2	2	2
Cook	1	1	1	1	1
Total Full Time	6	6	7	8	8

4.5

### Location

Our establishment will be located in the heart of downtown Lombard at 18 West Saint Charles Road and will occupy the ground floor.

4.6

### Facility

The facility will be located in a turn of the century brick storefront. Indoors will include a long bar and bar stools along the east wall, round tall tables in the middle of the space and rectangular tall tables along the west wall and front windows which will open accordion style. Occupying the middle of the space will be a more family oriented room partitioned from the bar area by the bathrooms. In the rear of the indoor space will be the kitchen & storage and men's and women's bathrooms are center east. Nonperishable storage will be built in the basement. The kitchen will have ventilation, cooking, preparation and storage equipment capable of producing the menu items offered. Each bathroom will be handicap accessible and the men's room will have a toilet, a urinal and a sink and the women's room will have a toilet and a sink. Wood floors will be installed and stained a dark brown and tile will be laid in the bathrooms and kitchen. The walls of the primary space will be drywall & wood with large, LCD televisions and historical photograph. Fans will hang from a faux copper antique ceiling.

Overall décor of the inside space will be that of an early 20<sup>th</sup> century establishment.

Property diagram & initial work estimate – included in accompanying file.

4.7

### Systems

Initial systems will manage cash, ordering, inventory, payroll and taxes. Future systems will incorporate CRM, search engine strategy and new customer acquisition.

5.0

### **Key Risks**

5.1

### General

The expertise of the partners is essential to the success of the enterprise. However, with three partners, each capable of running the business solo, the risk of a job ending injury affecting the overall health of the company is limited. The business will be insured against property or casualty loss, food service issues and general liability.

## 5.2

### Industry

The restaurant and bar industry can be a volatile one. Consumer's tastes and behaviors can seemingly change with the wind. However, our menu will be malleable enough to respond quickly to changes in consumer tastes (ie., non-fat, Atkins, etc.). A segment of our menu will change regularly in order to satiate these changing preferences. In addition, staffing can be notoriously difficult. We will leverage the seasoned staff of one of our partner's current establishment to ensure a steady stream of quality employees. The casual dining industry is particularly local. While nationally the industry is flat to slightly increasing, individual operators are able to buck negative trends by tapping local knowledge and adjusting accordingly. Lombard will more closely reflect national trends due to its proximity to Chicago and diverse economic base. There is no one business that, if it fails, will take down the entire regional economy. As stated in the Market section, this particular section of the dining industry is recession resistant, but not recession proof. We will run lean enough to get ahead of these trends and cut/add overhead as necessary.

## 5.3

### Macroeconomic

Macroeconomic risks are completely out of our control, but we will take measures to ensure that the proposed establishment will be recession resistant not recession proof. High levels of unemployment, inflation and consumer uncertainty and confidence will affect revenue. Unlike 2008 negative macroeconomic developments are rarely unforeseen. Overhead expenses will be kept low due to stable long term property leases, hands on management to control payroll and very low, if any, debt service. These factors will allow us to adjust expenses as revenue slides during a downturn. In addition, after establishing ourselves as a destination, we will be able to limit marketing expenses without suffering a significant decline in patronage. The company will be a nimble and responsive organization that can react quickly in the face of recessionary conditions. Our pricing, product offering and atmosphere will maintain our position as a value even in less than desirable economic times.

## 5.4

### Organizational

The primary organizational risk is undercapitalization. It is imperative that we have enough cash on hand to get from October to May. In order to mitigate this risk, a working capital line of credit for six months expenses will be opened with a local bank. In addition, the partners have multiple sources of new equity available if needed. Much of the other organizational risks that face a business of this kind have been limited due to the extensive hard industry experience of the partners.

6.0

**Timeline (all 2015)**

Preliminary plans/estimates	February
Receipt of Certificate of Eligibility	April
Final plans/bids	April
Final Notice to Proceed	May
Acquire building permits	May
Start renovations	May
LLC Organization	Completed
Renovations completed	July
Acquire inventory/furnishings	June
Staff training	June 15-30
Open doors	July 15

7.0

**Financial Projections**

Generally, we expect the company to turn a profit for the first year and increase profitability on an annual basis from year two. However, due to the seasonal nature of the business, monthly positive performance cannot be guaranteed.

Full financial projections - see accompanying file.

8.0

**Future Strategy**

8.1

Customer Acquisition

Acquiring new customers and expansion present the best ways to maximize future opportunities in downtown Lombard. Our company will establish a loyal, local clientele but will aggressively and innovatively pursue new customers. New customers to downtown Lombard and the establishment will primarily come from the surrounding suburbs and downtown Chicago. Over 100,000 residents, primarily transients without long held loyalties and behaviors live within walking distance of the Metra terminal in downtown Chicago. In addition, the commercial centers of Addison, Carol Stream and Elmhurst represent a wealth of lunch and after work consumers

8.2

### Expansion

Future expansion opportunities fall into two groups: facility and other location. The first chance of expansion will occur within the current facility. The most likely scenario will be establishing an outdoor patio on the front walkway. This would increase capacity 32%. We have also identified opportunities in other retail areas. There are parties that have expressed interest in establishing a clothing store and a high end home furnishing store should we prove that our business model is effective. These endeavors would be started in partnership with other groups and would help solidify downtown Lombard as a shopping destination.

Cost/benefit analyses will be completed before any of these expansion opportunities are undertaken.

8.3

### Future Products

Opportunity in this area is limited. Much of this has been discussed as alternate menu items and could be expanded to revolve around downtown Lombard events that either already occur or can be planned. Festivals centered around a theme (music, arts/crafts, kids, sports, etc.) would provide additional revenue sources. We envision a day long music festival with local and regional artists that would make Lombard a destination for music lovers from all over the Midwest. Gaming would be a logical future product should the village choose to approve it in the future.

## Salads

### House Salad

Mixed seasonal greens, tomato, cucumber, shredded carrots and croutons \$5

### Caesar Salad

Crisp Romaine Lettuce, grated parmesan cheese and garlic croutons \$6

### Spinach & Mushroom Salad

Fresh spinach with marinated mushrooms, roasted red peppers and toasted pine nuts \$7

### Spring Salad

Mixed seasonal greens, cranberries, frosted walnuts, Granny Smith apples and goat cheese \$7

**Add grilled chicken \$3, Salmon \$4 or Shrimp \$5 to any salad.**

### Available Dressings

Light Italian, Ranch, Blue Cheese, Honey Mustard, Balsamic Vinaigrette or French

## Wraps

### Brushetta Chicken Wrap

Grilled chicken with tomato, basil, fresh mozzarella cheese, mixed greens and balsamic vinaigrette wrapped in a spinach tortilla \$9

### Turkey Club Wrap

Sliced turkey with lettuce, tomato, bacon, provolone cheese and red pepper aioli wrapped in a flour tortilla \$9

### Beef Fajita Wrap

Strips of tender beef grilled with fajita seasoning, red & green peppers, onion, shredded lettuce, cheddar cheese and a green chile sauce wrapped in a jalapeno tortilla \$10

### Veggie Wrap

Grilled portabella mushroom, roasted red pepper, cucumber, zucchini and spinach with balsamic mayo wrapped in a tomato basil tortilla \$8

## Sandwiches & Burgers

### Ribeye Steak Sandwich

Six ounce ribeye stean grilled and topped with carmelized onions and Swiss cheese \$11

### Rueben

Corned beef or turkey with sauerkraut and 1000 Island dressing on a marble rye \$9

**Mahi Mahi**

Grilled mahi mahi with tomato, lettuce and red onion with a cucumber mayo on a pretzel roll \$11

**Chipotle Chicken Sandwich**

Chipotle marinated chicken breast with roasted red peppers, spinach & onion \$9

**Western Burger**

Angus beef patty grilled with sautéed mushrooms, grilled onions and topped with Jack Daniels BBQ sauce \$11

**Taco Burger**

Ground angus beef with taco seasoning topped with guacamole, lettuce, tomato, onion and pepper jack cheese \$10

**Veggie Burger**

Marinated portabella mushroom with cucumber, roasted peppers, carrots and lettuce topped with avocado aioli \$9

**Build Your Own Burger** (turkey, beef or portabella mushroom) \$9  
(choose any three additional items \$1 each)

Mushrooms/chili/cheese/bacon/egg/red peppers/jalapenos/pickles/BBQ sauce/grilled onion

All wraps, sandwiches & burgers come with a choice of:  
Kettle chips, potato salad, coleslaw, cottage cheese, pasta salad or fruit  
Gluten free buns available for any sandwich for \$1

**Soups**

Soup of the day cup \$4, bowl \$6

**Desserts**

**Chocolate or Blonde Brownie**

Grilled brownie served warm with vanilla ice cream and chocolate sauce \$5

**Fruit Plate**

Seasonal fresh fruit served with strawberry yogurt dipping sauce \$5

**Kid's Menu**

Under construction

**All of MKT's food is certified organic, anti-biotic free and free range.**

	Build Out	2015	2016	2017	2018	2019
<b>Revenue</b>						
Sales- Food/Drink	\$0	\$360,000	\$378,000	\$396,900	\$416,745	\$437,582
Sales - Other	\$0	\$13,680	\$14,090	\$14,513	\$14,949	\$15,397
COGS	\$0	\$154,800	\$162,540	\$170,667	\$179,200	\$188,160
Other cost of sales	\$0	\$7,020	\$7,354	\$7,704	\$8,071	\$8,456
Gross Margin	\$0	\$211,860	\$222,196	\$233,042	\$244,422	\$256,363
GM %	0	58.85%	58.78%	58.72%	58.65%	58.59%
<b>Expenses</b>						
Payroll	\$0	\$59,400	\$61,182	\$63,017	\$64,908	\$66,855
Payroll Taxes	\$0	\$4,752	\$4,895	\$5,041	\$5,193	\$5,348
Ice Machine Lease	\$0	\$1,320	\$1,320	\$1,320	\$1,320	\$1,320
Marketing	\$0	\$5,000	\$5,000	\$6,000	\$6,000	\$6,000
Depreciation	\$0	\$17,135	\$17,135	\$17,135	\$17,135	\$17,135
Electric	\$0	\$12,000	\$12,360	\$12,731	\$13,113	\$13,506
Water/Sewer	\$0	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351
Gas	\$0	\$3,000	\$3,090	\$3,183	\$3,278	\$3,377
Insurance	\$0	\$3,483	\$3,657	\$3,840	\$4,032	\$4,234
Build Out	\$171,350	\$0	\$0	\$0	\$0	\$0
Sales Taxes	\$0	\$11,025	\$11,576	\$12,155	\$12,763	\$13,401
POS Lease	\$0	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Office Supplies/Postage	\$0	\$360	\$371	\$382	\$393	\$405
Licenses	\$0	\$2,000	\$2,000	\$2,000	\$2,000	\$2,000
Garbage	\$0	\$1,200	\$1,236	\$1,273	\$1,311	\$1,351
Exterminator	\$0	\$420	\$433	\$446	\$459	\$473
Cable/Internet/Phone	\$0	\$4,200	\$4,326	\$4,456	\$4,589	\$4,727
Beer Lines	\$0	\$780	\$803	\$828	\$852	\$878
Bar Supplies	\$0	\$4,500	\$4,635	\$4,774	\$4,917	\$5,065
Bank Card Processing	\$0	\$5,400	\$5,562	\$5,729	\$5,901	\$6,078
Alarm	\$0	\$480	\$494	\$509	\$525	\$540
Rent/Property Taxes	\$0	\$15,000	\$15,500	\$16,000	\$16,500	\$17,000
Other	\$0	\$12,000	\$13,800	\$15,870	\$18,251	\$20,988
<b>Total Operating Expenses</b>	\$171,350	\$167,055	\$173,011	\$180,362	\$187,151	\$194,431
<b>Gross Profit</b>	-\$171,350	\$44,805	\$49,185	\$52,680	\$57,271	\$61,932
<b>EBITDA</b>	-\$171,350	\$61,940	\$66,320	\$69,815	\$74,406	\$79,067
Interest	\$0	\$0	\$0	\$0	\$0	\$0
Taxes	\$0	\$8,871	\$9,739	\$10,431	\$11,340	\$12,263
<b>Net Profit</b>	-\$171,350	\$35,934	\$39,446	\$42,249	\$45,931	\$49,670
<b>Net Profit/Sales</b>	0	9.98%	10.44%	10.64%	11.02%	11.35%

One cook @ \$10/hour, two servers @ \$5/hour

ATM/Lukebox/Games/Cigarettes



	Build Out	2015	2016	2017	2018	2019
<b>Cash from Operations</b>						
Cash Sales - Food/Drink	\$0	\$360,000	\$378,000	\$396,900	\$416,745	\$437,582
Cash from Other Sales	\$0	\$13,680	\$14,090	\$14,513	\$14,949	\$15,397
<b>Total Cash from Operations</b>	\$0	\$373,680	\$392,090	\$411,413	\$431,694	\$452,979
<b>Additional Cash Received</b>						
Cash from Owners	\$122,200	\$0	\$0	\$0	\$0	\$0
Cash from Village - Forgivable Loan	\$42,900	\$0	\$0	\$0	\$0	\$0
Cash from Village - Façade Grant	\$6,250	\$0	\$0	\$0	\$0	\$0
Cash from Village - Sprinklers	\$0	\$0	\$0	\$0	\$0	\$0
Refunded Taxes	\$0	\$0	\$0	\$0	\$0	\$0
New Current Borrowing	\$0	\$0	\$0	\$0	\$0	\$0
New Long-Term Borrowing	\$0	\$0	\$0	\$0	\$0	\$0
Sale of Current Assets	\$0	\$0	\$0	\$0	\$0	\$0
Sales of Long-Term Assets	\$0	\$0	\$0	\$0	\$0	\$0
New Investment Received	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Additional Cash Received</b>	\$171,350	\$0	\$0	\$0	\$0	\$0
<b>Total Cash Received</b>	\$171,350	\$373,680	\$392,090	\$411,413	\$431,694	\$452,979
<b>Expenditures</b>						
COGS	\$0	\$154,800	\$162,540	\$170,667	\$179,200	\$188,160
Other	\$0	\$7,020	\$7,354	\$7,704	\$8,071	\$8,456
<b>Expenses</b>	\$0	\$149,920	\$155,876	\$163,227	\$170,016	\$177,296
<b>Total Cash Spent on Operations</b>	\$0	\$311,740	\$325,770	\$341,598	\$357,288	\$373,912
<b>Additional Expenditures</b>						
Additional Taxes Paid	\$0	\$8,871	\$9,739	\$10,431	\$11,340	\$12,263
Repayment of Current Borrowing	\$0	\$0	\$0	\$0	\$0	\$0
Repayment of Long-Term Borrowing	\$0	\$0	\$0	\$0	\$0	\$0
Purchase Current Assets	\$0	\$0	\$0	\$0	\$0	\$0
Purchase Long-Term Assets	\$171,350	\$0	\$0	\$0	\$0	\$0
Dividends	\$0	\$0	\$0	\$0	\$0	\$0
<b>Total Additional Expenditures</b>	\$171,350	\$8,871	\$9,739	\$10,431	\$11,340	\$12,263
<b>Total Cash Spent</b>	\$171,350	\$320,611	\$335,509	\$352,029	\$368,627	\$386,175
<b>Net Cash Flow</b>	\$0	\$53,069	\$56,581	\$59,384	\$63,066	\$66,805
<b>Cash Balance</b>	\$0	\$53,069	\$109,650	\$169,034	\$232,101	\$298,905

2015 2016 2017 2018 2019

Assets

<u>Current Assets</u>					
Cash	\$53,069	\$109,650	\$169,034	\$232,101	\$298,905
Accounts Receivable	\$0	\$0	\$0	\$0	\$0
Inventory	\$12,900	\$13,545	\$14,222	\$14,933	\$15,680
Other Current Assets	\$0	\$0	\$0	\$0	\$0
<u>Total Current Assets</u>	<u>\$65,969</u>	<u>\$123,195</u>	<u>\$183,257</u>	<u>\$247,034</u>	<u>\$314,585</u>

<u>Long-Term Assets</u>					
Long-Term Assets	\$171,350	\$171,350	\$171,350	\$171,350	\$171,350
Accumulated Depreciation	\$17,135	\$34,270	\$51,405	\$68,540	\$85,675
<u>Total Long-Term Assets</u>	<u>\$154,215</u>	<u>\$137,080</u>	<u>\$119,945</u>	<u>\$102,810</u>	<u>\$85,675</u>
<u>Total Assets</u>	<u>\$220,184</u>	<u>\$260,275</u>	<u>\$303,202</u>	<u>\$349,844</u>	<u>\$400,260</u>

Liabilities & SEQ

Liabilities

<u>Current Liabilities</u>					
Accounts Payable	\$12,900	\$13,545	\$14,222	\$14,933	\$15,680
Current Borrowing	\$0	\$0	\$0	\$0	\$0
Other Current Liabilities	\$0	\$0	\$0	\$0	\$0
<u>Total Current Liabilities</u>	<u>\$12,900</u>	<u>\$13,545</u>	<u>\$14,222</u>	<u>\$14,933</u>	<u>\$15,680</u>

Long-Term Liabilities

Long-Term Borrowing	\$0	\$0	\$0	\$0	\$0
Other Long-Term Liabilities	\$0	\$0	\$0	\$0	\$0
<u>Total Long-Term Liabilities</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>	<u>\$0</u>

<u>Total Liabilities</u>	<u>\$12,900</u>	<u>\$13,545</u>	<u>\$14,222</u>	<u>\$14,933</u>	<u>\$15,680</u>
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SEQ

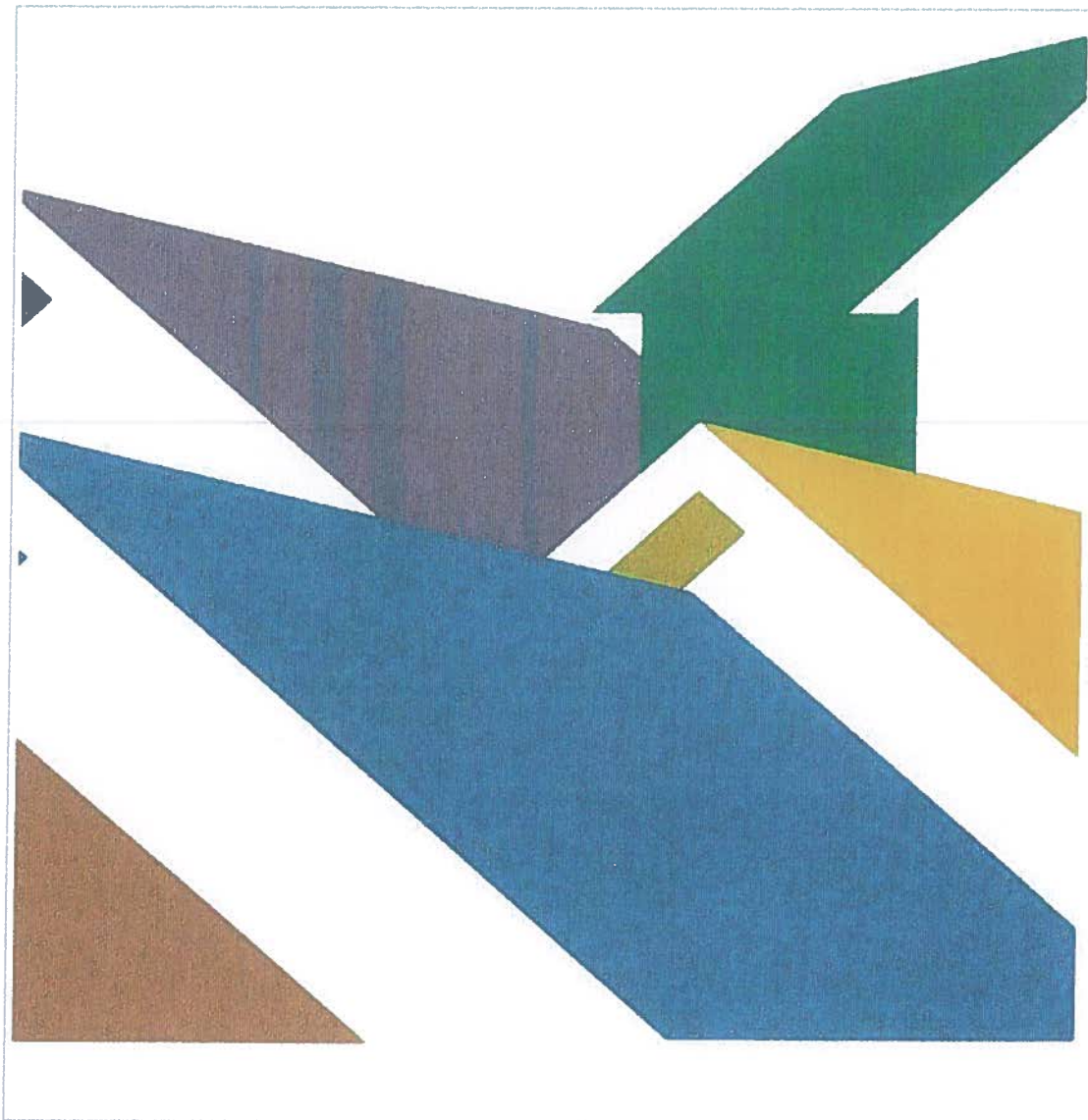
Paid-in-Capital	\$171,350	\$171,350	\$171,350	\$171,350	\$171,350
Retained Earnings	\$0	\$35,934	\$75,380	\$117,629	\$163,561
Earnings	\$35,934	\$39,446	\$42,249	\$45,931	\$49,670
<u>Total SEQ</u>	<u>\$207,284</u>	<u>\$246,730</u>	<u>\$288,979</u>	<u>\$334,911</u>	<u>\$384,580</u>

<u>Total Liabilities &amp; SEQ</u>	<u>\$220,184</u>	<u>\$260,275</u>	<u>\$303,202</u>	<u>\$349,844</u>	<u>\$400,260</u>
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<u>Indoor Space</u>		<u>Outdoor Space</u>		<u>Bar/Kitchen Equipment List</u>	
Tearout/debris removal	\$5,000	Concrete piers	\$0	Grill/Griddle	\$1,250 Used
Plumbing	\$12,500	Facade	\$5,000	Refrigerator	\$750 Used
Electrical	\$15,000	Signage	\$7,500	Freezer	\$750 Used
Carpentry/drywall/insulation	\$20,000	Total Outdoor Space	<u>\$12,500</u>	Prep Table	\$500 Used
Bar	\$25,000	<u>Total Buildout</u>	\$157,100	Sink	\$250 Used
Ceiling - metal/frame	\$9,500	Furnishing		Hand Sink	\$150 Used
Flooring - repair/refinishing	\$15,500	Tables/Chairs	\$4,750	Oven	\$500 Used
Doors	\$6,500	Kitchen Utensils	\$500	Hood	\$1,500 New
Tiling	\$1,500	Dinnerware	\$500	Total Kitchen	\$5,650
HVAC	\$2,500	Television/Sound	\$4,000	Barrel Cooler	\$2,900 New
Hood Installation	\$2,000	Glassware	\$500	Bottle Cooler (2)	\$4,800 New
Sprinklers	\$0	Total Furnishing	<u>\$10,250</u>	Sink	\$1,150 New
Paint/stain	\$5,000	<u>Inventory</u>	\$4,000	Freezer	\$100 Used
GC fee	\$10,000	<u>Total</u>	\$171,350	Total Bar	\$8,950
Total Indoor	<u>\$130,000</u>				
<u>Bar/Kitchen Equipment</u>					
New	\$10,350				
Used	\$4,250				
Total Equipment	<u>\$14,600</u>				

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**FINNEY DECORATING - 9634 W. 194TH PLACE - MOKENA, IL (708)**



# Project Proposal

Prepared for: Marquette Tap

Subject: [REDACTED]      [REDACTED]      [REDACTED]

- Framing including all labor & materials. Interior and exterior.
  - Bar to be framed, and wrapped in a wood finish stained to customers color.
  - Electrical including all labor & materials. \* Owner to purchase complete lighting package T.V.'s & mounts. \*
  - Plumbing including all labor & materials. \* We will purchase hot water tanks and in:
  - Bathrooms to stay existing,
  - Mechanical area to stay existing.
  - Install new gas lines to kitchen area.
  - Install new plumbing to bar & kitchen area.
  - Install all new glycol beer lines.
  - HVAC including, insulation all labor & materials for supply lines & diffusers into drop ceiling included. \*
- 
- Install all new soundproofing material in front half.
  - Drywall & finish taping all labor & materials included.
  - Painting all labor & materials included.
  - Install new drop ceiling as needed thru out entire store.
  - Install all flooring. \* Owner to provide flooring of own choice \*
  - Install new cooler, grease trap & oven hood exhaust fan.
  - Not included in proposal bid : sprinkler system, fire alarm.

View your file in the cloud. [View your file in the cloud.](#)

View

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## **FINNEY DECORATING**

### **Additional Information Pertaining To This Proposal**

- We are fully licensed, insured & bonded.
- All work will be completed in a timely manner.
- Proposal is valid for 30 days.
- Approval of changes are needed.
- Job cost quoted does not include permit fees.

### **Conditions Of Proposal**

- 1/3 Payment to start work.
- 1/3 Payment after drywall install.
- 1/3 Payment after final walk thru.

**Total Job Cost : \$ 190,000.00**



## Project Proposal

Prepared for: Marquette Tap - Front Facade

Prepared by: Mark Finney

April 21, 2015

## Project Location

18 W. St. Charles Street

Lombard, IL

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## FINNEY DECORATING

### **Project Outline**

- Demo entire front of store, awning, glass, etc.
- Repair concrete as needed.
- Install all new aluminum frame.
- Install all new glass & doors according to print. \* Architect fees not included \*

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### **Additional Information Pertaining To This Proposal**

- We are fully licensed, insured & bonded.
  - All work will be completed in a timely manner.
  - Proposal is valid for 30 days.
  - Approval of changes are needed.
  - Job cost quoted is for non-union.
  - Job cost quoted does not include permit fees.
  - Dumpster fees included.
-



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**FINNEY DECORATING**

**Conditions Of Proposal**

- 1/2 Payment to start work.
- 1/2 Payment after final walk thru.

**Total Job Cost : \$ 47,800.00**

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Authorized Signature  Date 4-21-15

Authorized Signature \_\_\_\_\_ Date \_\_\_\_\_

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**William Horvath Carpentry, Inc.**

General Contractor  
406 Oak St.  
Mount Prospect, IL 60056

**Estimate**

Date	Estimate #
4/22/2015	305

Name / Address

Marquette Kitchen & Tap  
18 W St. Charles Street  
Lombard, IL 60148

Terms	Project
50% due upon accep...	

Item	Description	Cost	Total
contract	FRONT FACADE REMODEL for 18W St. Charles St Lombard	0.00	0.00
GC Fee	Provide safety barricades and proper signing where required to block off sidewalk in work zones	500.00	500.00
Demolition	Remove and haul away from site all existing wall material on the interior and exterior of the front wall	14,500.00	14,500.00
Concrete	Excavate and install new concrete trench where required as per plan	11,500.00	11,500.00
Carpentry	Construct new opening to accept new aluminum frame with specified glass and limestone as per plan	8,900.00	8,900.00
glass	Furnish and install all new glass and doors as per plan	8,700.00	8,700.00
contract	INTERIOR DEMOLITION for 18W St Charles		0.00
Demolition	Remove and haul away from site all interior finishes as per plan	6,900.00	6,900.00
Carpentry	Carpentry labor and material to build walls as per plan	7,500.00	7,500.00
plumbing	Furnish all labor and material for the plumbing as specified on plan including new gas lines where required No work with existing or remaining plumbing systems included. Any necessary rodding either by customer choice or as a result of construction debris on all existing waste and vent lines, will be done at an additional cost on a time and material basis. New hot water tank will be provided Existing restrooms to remain Existing mechanical room to remain Fire sprinkling not included	28,000.00	28,000.00
ANY ALTERATIONS FROM THE ABOVE SPECIFICATIONS WILL BE AN EXTRA CHARGE OVER AND ABOVE THE ESTIMATE		<b>Total</b>	

Signature \_\_\_\_\_

**William Horvath Carpentry, Inc.**

General Contractor  
406 Oak St.  
Mount Prospect, IL 60056

**Estimate**

Date	Estimate #
4/22/2015	305

Name / Address
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Marquette Kitchen & Tap 18 W St. Charles Street Lombard, IL 60148
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Terms	Project
50% due upon accep...	

Item	Description	Cost	Total
electrical	Demo electrical as needed to accommodate new layout as per plan Provide correct piping for lighting and power per plan Provide exit and emergency lights as noted Provide exhaust fans for bathrooms, ducting by others Hang all customer supplied lighting All circuits to branch from existing panel No electrical engineering included No data stubs included No fire alarms included	18,860.00	18,860.00
HVAC	Furnish and supply branch takeoffs from existing trunk line to new ceiling mounted diffusers Kitchen exhaust hood ducting included with fire rated insulation	28,000.00	28,000.00
Insulation	Furnish and install insulation where required per plan	2,100.00	2,100.00
Drywall	Furnish and install new drywall per plan; taped and sanded to accept paint	6,900.00	6,900.00
Painting	Apply (2) coats of premium finish to all walls where required per plan Stain and seal new case work for bar area	5,560.00	5,560.00
Millwork	Furnish and install new doors and casing where required, with commercial door hardware Allowance of \$4900 to construct new bar included	15,000.00	15,000.00
Flooring	Furnish and install 2-1/4 x 3/4" Western Red Oak strip flooring per plan, to be finished on site with (2) coats of an anti slip finish. Labor only to install all new VCT & ceramic tile.	9,000.00	9,000.00
finish carpentry contract	Furnish and install new suspended ceiling as per plan Allowance for exhaust hoods with fire suppression	10,800.00 6,000.00	10,800.00 6,000.00
ANY ALTERATIONS FROM THE ABOVE SPECIFICATIONS WILL BE AN EXTRA CHARGE OVER AND ABOVE THE ESTIMATE		<b>Total</b>	

Signature \_\_\_\_\_

**William Horvath Carpentry, Inc.**

General Contractor  
 406 Oak St.  
 Mount Prospect, IL 60056

**Estimate**

Date	Estimate #
4/22/2015	305

Name / Address

Marquette Kitchen & Tap  
 18 W St. Charles Street  
 Lombard, IL 60148

Terms	Project
50% due upon accep...	

Item	Description	Cost	Total
contract	Allowance for walk in cooler	5,800.00	5,800.00
plumbing	Allowance for Glycol Drat beer system	6,300.00	6,300.00
GC Fee	General Contracting fee 12%	20,400.00	20,400.00
ANY ALTERATIONS FROM THE ABOVE SPECIFICATIONS WILL BE AN EXTRA CHARGE OVER AND ABOVE THE ESTIMATE		<b>Total</b>	<b>\$221,220.00</b>

Signature \_\_\_\_\_



**PROGRESS CONSTRUCTION & DEVELOPMENT, INC.**

CONTRACT PROPOSAL 4.22.2015

PROGRESS CONSTRUCTION & DEVELOPMENT, INC. is hereby a Contract Proposal for the following owner: John Dagnon 18 W. St Charles St

Item	Description	Amount	Comments
A	Demolition	\$ 3,000.00	Includes removal of all existing structures and services ready to start construction
B	Framing	\$ 7,000.00	Kitchen, ceilings, partition walls, bars, exterior walls, also includes batt sound insulation in front half of restaurant and some insulation for restroom walls
C	Plumbing	\$ 18,000.00	All drainage for HVAC, kitchen sinks, floor drains, and bar sinks. All water supplies for kitchen equipment, bar equipment, and new restroom fixtures. This also includes an allowance of \$1,000 for decorative fixtures. Does not include purchase of kitchen equipment.
D	HVAC	\$ 6,000.00	5 ton unit to remain as existing. All new ductwork with supplies and all new duct work with returns included.
E	Electrical General lighting and outlets	\$ 18,000.00	This includes lighting control, all electrical for decorative lighting, installation of decorative lighting, includes track, cans, and general fluorescents as well as emergency lighting. Also includes all electrical for MEP's and kitchen requirements.
F	Electrical low voltage	\$ 1,000.00	This includes running cable for POS, sound system, video cameras, wifi, and telephone. Also includes terminating all ends ready to be plugged in or on.
G	Drywall	\$ 5,000.00	All drywall and FRP

H	Painting	\$ 3,000.00	This includes paint up to 3 colors on wall surfaces. Does not include any wood work refinishing.
I	Flooring	\$ 8,450.00	\$9.00 per square foot allowance for all flooring.
J	Black iron and hoods	\$ 15,000.00	All black iron from hood to above roof line per city code. This would also include hood and make up air unit.
K	Millwork General	\$ 15,000.00	This includes all baseboard, crown molding, door casing, weinscoating, die wall on bar, bar top, back bar, general shelving and server stations.
L	Millwork Doors	\$ 5,000.00	Allowance for doors. Swing doors for kitchen, fire rated doors, New entrance door on side of building
M	Storefront Windows	\$ 15,000.00	windows along East walls
N	Storefront Masonry	\$ 9,000.00	openings for black iron and ductwork and new front entrance and windows.
O	Tin ceiling	\$ 4,000.00	Copper or faux tin ceiling on 600 sq ft
P	Walk in cooler	\$ 8,000.00	6' X 6'5" walk in cooler. Condensor remoted to outside location to be determined.

Q	Glycol system	\$ 3,000.00	
R	decorative walls and finishes	\$ 4,000.00	Wallpaper, decorative tile, wood paneling, and curtains.
S	Water service	\$ -	Existing to be used
T	Electrical service	\$ -	Existing to be used
U	General conditions & Labor but not limited to; lifts, cranes, scaffolding, patching, caulking, temp barricades, alley and sidewalk obstruction permits, portable toilets, parking, loading, general labor, heating, etc.	\$ 7,372.50	
V	Decorative Lighting	By owner	
W	All permits and plans	by owner	
X	Outdoor Signage	by owner	
Y	GC profit, Overhead, & Supervision	\$ 23,223.38	
	<b>TOTAL</b>	\$ 178,045.88	<b>TOTAL</b>

**RESOLUTION**  
**R \_\_\_\_\_**

**A RESOLUTION APPROVING A DOWNTOWN RESTAURANT FORGIVABLE  
LOAN FOR THE PROPERTY COMMONLY KNOWN AS  
18 W. ST. CHARLES ROAD**

WHEREAS, the Village disburses funds for the Downtown Restaurant Forgivable Loan (the “Program”) under the authority of the Village Board of Trustees, and will provide monetary grants to qualified property owners in the Lombard Tax Increment Financing (TIF) Downtown District to enhance and improve buildings and parking areas; and,

WHEREAS, John Dagnon (the “Applicant”), wish to participate in this Program for interior renovations to the building (the “Project”) located at 18 W. St. Charles Road, Lombard, Illinois (the “Subject Property”) and,

WHEREAS, the Owner of 18 W. St. Charles Road, Lombard, Illinois is Sndry Prpties 39-11 represented by Don & Irene Tuchscherer (the “Owner”); and,

WHEREAS, the Applicant is a tenant of 18 W. St. Charles Road, Lombard, Illinois; and,

WHEREAS, the Project shall consist of those renovations to the interior of the building on the Subject Property as set forth on Exhibit “A” attached hereto and made part hereof; and,

WHEREAS, the Project will complement and support the Village’s plans to maintain a quality Central Business District;

NOW, THEREFORE, BE IT RESOLVED BY THE PRESIDENT AND BOARD OF TRUSTEES OF THE VILLAGE OF LOMBARD, DUPAGE COUNTY, ILLINOIS, as follows:

**SECTION 1:** That the Village shall provide the Applicant grant of up to fifty-one thousand, three hundred and forty-eight and 63/100 dollars (\$51,348.63), pursuant to the Program (the “Grant”). Such monies shall be available to the Applicant upon the authorization of the Village’s Director of Community Development, after receipt of satisfactory evidence that the project components have been completed, and that the Applicant have paid all invoices for labor and materials in connection therewith.

**SECTION 2:** The Applicant, as well as any subsequent business or property owner, will perform the following obligations in connection with the Project:

- a. The project must comply with the Illinois Prevailing Wage Act.
- b. Permits must be applied for and received for all of the work.



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- c. Before the grant can be paid out, Marquette Kitchen & Tap will submit a final receipt (showing the project is paid in full) and waivers of lien from the contractors.

**SECTION 3:** The Applicant, and any subsequent business or property owner, shall be required to maintain the Property in accordance with all Village codes and ordinances, and obtain any and all necessary licenses and permits required relative thereto.

**SECTION 4:** That the Program Agreement, relative to the Project, attached hereto as Exhibit "B" and made part hereof is hereby approved (the "Agreement")

**SECTION 5:** The Owner agrees that this Agreement may be duly recorded against the property located at 18 W. St. Charles Road to serve notice upon future purchasers, assigns, estate representatives, mortgages, and all other interested persons of the conditions outlined in this Agreement.

**SECTION 6:** The Village may terminate the Agreement if the Applicant or Owner, or any subsequent business or property owner, fails to comply with any of the terms of the Agreement. In the event of termination, the Owner shall be required to repay any amount of the Grant disbursed.

**SECTION 7:** That the Village President and Village Clerk are hereby authorized and directed to sign, on behalf of the Village of Lombard, the Agreement attached hereto as Exhibit "B".

Adopted this \_\_\_\_\_ day of \_\_\_\_\_, 2015.

Ayes: \_\_\_\_\_

Nayes: \_\_\_\_\_

Absent: \_\_\_\_\_

Approved this \_\_\_\_\_ day of \_\_\_\_\_, 2015.

\_\_\_\_\_  
Keith T. Giagnorio  
Village President

ATTEST:

\_\_\_\_\_  
Sharon Kuderna  
Village Clerk

**EXHIBIT A**  
**Legal Description**

**PARCEL 1:**

THE WESTERLY 48.12 FEET (AS MEASURED ALONG ST. CHARLES ROAD) OF LOT 5 IN BLOCK 11 IN THE TOWN OF "LOMBARD", BEING A SUBDIVISION IN SECTION 5, 6, 7, 8 AND 18, TOWNSHIP 39 NORTH, RANGE 11, EAST OF THE THIRD PRINCIPAL MERIDIAN, MORE FULLY DESCRIBED BY COMMENCING AT THE NORTHWESTERLY CORNER OF SAID LOT 5; THENCE SOUTHERLY ON THE WESTERLY LINE OF LOT 5, 165.01 FEET TO THE SOUTHWESTERLY CORNER OF SAID LOT; THENCE EASTERLY ALONG THE SOUTHERLY LINE OF SAID LOT 5, WHICH IS THE NORTHERLY LINE OF ST. CHARLES ROAD, 48.12 TO A POINT IN THE NORTHERLY AND PARALLEL WITH THE WESTERLY LINE OF SAID LOT 5, 160.40 FEET TO A POINT IN THE NORTHERLY LINE OF LOT 5; THENCE WESTERLY ALONG THE NORTHERLY LINE OF SAID LOT 5, 47.88 FEET TO THE PLACE OF THE BEGINNING, ACCORDING TO THE PLAT THEREOF RECORDED APRIL 23, 1868, AS DOCUMENT 9483 IN DUPAGE COUNTY, ILLINOIS.

PIN 06-07-206-040

**PARCEL 2:**

A STRIP OF LAND 33.0 FEET IN WIDTH LYING NORTHERLY OF AND ADJOINING BETWEEN THE EASTERLY AND WESTERLY LINES EXTENDED NORTHERLY OF THAT PART OF LOT 5 IN BLOCK 11, AFORESAID, IN DUPAGE COUNTY, ILLINOIS.

PIN 06-07-206-039

**EXHIBIT B**

**DOWNTOWN RESTAURANT FORGIVABLE LOAN PROGRAM AGREEMENT**

This Agreement is entered into this twenty-first day of May, 2015, by and between the Village of Lombard, Illinois, (hereinafter referred to as the "Village"), John Dagnon (hereinafter referred to as "Applicant"), and Don and Irene Tuchscherer (hereinafter referred to as "Owner"), doing business at 18 W. St. Charles Road, Lombard, Illinois (said location being legally described on Exhibit "1" attached hereto and made part hereof – hereinafter referred to as the "Subject Property"), with personal property being secured at 18 W. St. Charles Road, Lombard, Illinois. The Village and the Applicant are sometimes referred to herein collectively as the "Parties."

**WITNESSETH**

**WHEREAS**, the Village, pursuant to Sections 36.50 through 36.55 of the Lombard Village Code, has established a Downtown Restaurant Forgivable Loan Program (hereinafter referred to as the "Program") and, as such, will provide grants to qualified business owners and property owners in the Eligible TIF Districts (as said term is defined in Section 36.51 of the Lombard Village Code) for interior renovations; and

**WHEREAS**, the Program compliments and supports the Village's plans to maintain a quality Central Business District; and

**WHEREAS**, interior renovations are desirable within the Central Business District and contribute to an economically strong Central Business District; a commercial area where the image, appearance, and environment encourage the attraction of shoppers; and

**WHEREAS**, the Applicant wish to participate in this Program for proposed interior renovations to be located at 18 W. St. Charles Road, Lombard, Illinois; Program Application No.: **15-01**; with said interior renovations being more specifically described in Exhibit "2" attached hereto and made part hereof (hereinafter referred to as the "Project");

**NOW, THEREFORE**, in consideration of the foregoing, and other good and valuable consideration, the receipt of which is hereby acknowledged by the Parties hereto, the Parties agree as follows:

**SECTION 1:** The Village shall provide the Applicant with a grant under the Program in an amount not to exceed fifty-one thousand, three hundred and forty-eight and 63/100 dollars \$51,348.63) (hereinafter referred to as the "Grant"). Such Grant shall be available to the Applicant upon the authorization of the Village's Director of Community Development, and after the Applicant has constructed the Project, and complied with the provisions of this Agreement and Sections 36.50 through 36.55 of the

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Lombard Village Code, as well as paid for the Project. The maximum amount of the Grant, as set forth above, is based upon the Applicant expending no less than one hundred and fifty-four thousand, and forty-five and 90/100 dollars (\$154,045.90) in relation to the Project. In the event that the Applicant's expenditures for the Project are less, the Grant shall be reduced such that the maximum amount of the Grant shall not exceed one third of the amount expended by the Applicant in relation to the Project.

**SECTION 2:** The Applicant shall undertake the following in connection with the Project:

- a. The project must comply with the Illinois Prevailing Wage Act.
- b. Permits must be applied for and received for all of the work.
- c. Before the grant can be paid out, Marquette Kitchen & Tap will submit a final receipt (showing the project is paid in full) and waivers of lien from the contractors.

**SECTION 3:** Upon completion of the Project, the Applicant shall maintain the Subject Property and the business located thereon in accordance with all applicable federal, state and local laws, rules and regulations.

**SECTION 4:** The Property Owners hereby consent to the recording of this Agreement to serve as notice to future purchasers, assigns, estate representatives, mortgagees, and all other interested persons of the conditions outlined in this Agreement.

**SECTION 5:** The Property Owners hereby agrees to be bound by the lien conditions set forth in Section 36.55 of the Lombard Village code, including, but not limited to, the condition that, upon disbursement of the forgivable loan funds by the Village, no business, other than a restaurant may operate at 18 W. St. Charles Road, Lombard, Illinois for a period of ten (10) years from the recording of the lien referenced in said Section 36.55 of the Lombard Village Code, without the consent of the Village.

**SECTION 6:** In the event the Village terminates this Agreement as a result of the Applicant or Owner failing to comply with any of the terms of this Agreement, the Applicant or Owner shall be required to repay any amount of the forgivable loan that has been disbursed by the Village. In the event said amount is not repaid, the Village shall have the right to record a lien against the Subject Property for said amount.

**SECTION 7:** The Applicant and Owner agree not to substantially change the use of the business or interior space for which this grant was received for a period of not less than five (5) years from the date the Agreement was executed.

**SECTION 8:** This Agreement shall be binding upon the successors and assigns of the Parties hereto.

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VILLAGE OF LOMBARD

\_\_\_\_\_  
By: Keith T. Giagnorio, Village President

\_\_\_\_\_  
Attest: Sharon Kuderna, Village Clerk

APPLICANT

\_\_\_\_\_  
John Dagnon

OWNERS

\_\_\_\_\_  
Irene Tuchscherer

\_\_\_\_\_  
Don Tuchscherer



Resolution No. \_\_\_\_\_

18 W. St. Charles Road

STATE OF ILLINOIS        )

)SS

COUNTY OF DUPAGE        )

I, the undersigned, a Notary Public, in and for the County and State aforesaid, DO  
HEREBY CERTIFY that John Dagnon, personally known to me to be the same person  
whose names are subscribed to the foregoing instrument, appeared before me this day in  
person and severally acknowledged that they signed and delivered the said instrument, as  
their free and voluntary act, for the uses and purposes therein set forth.

GIVEN under my hand and official seal, this \_\_\_\_\_ day of \_\_\_\_\_, 2015.

Commission expires \_\_\_\_\_, 20\_\_\_\_.

\_\_\_\_\_  
Notary Public





**EXHIBIT 1**  
**Legal Description**

PARCEL 1:

THE WESTERLY 48.12 FEET (AS MEASURED ALONG ST. CHARLES ROAD) OF LOT 5 IN BLOCK 11 IN THE TOWN OF "LOMBARD", BEING A SUBDIVISION IN SECTION 5, 6, 7, 8 AND 18, TOWNSHIP 39 NORTH, RANGE 11, EAST OF THE THIRD PRINCIPAL MERIDIAN, MORE FULLY DESCRIBED BY COMMENCING AT THE NORTHWESTERLY CORNER OF SAID LOT 5; THENCE SOUTHERLY ON THE WESTERLY LINE OF LOT 5, 165.01 FEET TO THE SOUTHWESTERLY CORNER OF SAID LOT; THENCE EASTERLY ALONG THE SOUTHERLY LINE OF SAID LOT 5, WHICH IS THE NORTHERLY LINE OF ST. CHARLES ROAD, 48.12 TO A POINT IN THE NORTHERLY AND PARALLEL WITH THE WESTERLY LINE OF SAID LOT 5, 160.40 FEET TO A POINT IN THE NORTHERLY LINE OF LOT 5; THENCE WESTERLY ALONG THE NORTHERLY LINE OF SAID LOT 5, 47.88 FEET TO THE PLACE OF THE BEGINNING, ACCORDING TO THE PLAT THEREOF RECORDED APRIL 23, 1868, AS DOCUMENT 9483 IN DUPAGE COUNTY, ILLINOIS.

PIN 06-07-206-040

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**EXHIBIT 2**

The Community Development Department retains a copy of the submittal to the Economic and Community Development Committee. This submittal includes contractor's quotes and a description of the work to be completed. The Applicant proposes to install interior improvements: framing, electrical, plumbing, gas lines, HVAC, soundproofing, drywall, painting, flooring, and installation of restaurant items and doors.