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

X Recon	ution or Ordinance (Blue)Wa mmendations of Boards, Commission Business (Pink)	iver of First Requested ns & Committees (Green)
то :	PRESIDENT AND BOARD OF TR	USTEES
FROM:	Scott R. Niehaus, Village Manager	
DATE:	May 24, 2022 (	<b>BOT) Date:</b> May 26, 2022
SUBJECT:	Downtown Retail Business Gran Knots)	t; 100 W. St. Charles Road (Gnarly  ♣ 6 ← W H
SUBMITTED	BY: William J. Heniff, AICP, Direct	ctor of Community Development
The Commu Retail Busine Applicant is s	ess Grant Program for 100 W. S	eived an application for the Downtown St. Charles Road (Gnarly Knots). The The property is located in Downtown TIF.
the requirements being issues	ent for a business plan, three quo	request by a unanimous vote and waived tes as well as work starting and permit olution on the May 26, 2022 Board of
Fiscal Impact	/Funding Source:	
Review (as ne Finance Direct Village Manag	cessary): torer_	Date Date
	All materials must be submitted to a Manager's Office by 12:00 noon, We agenda distribution.	and approved by the Village ednesday, prior to the



#### **MEMORANDUM**

TO:

Scott R. Niehaus, Village Manager

FROM:

William J. Heniff, AICP, Director of Community Development

**MEETING DATE:** May 26, 2022

**SUBJECT:** 

Downtown Retail Business Grant; 100 W. St. Charles Road (Gnarly

To for WH

Knots)

Please find the following items for Village Board consideration as part of the May 26, 2022 Board meeting:

1. Economic and Community Development Committee (ECDC) memo; and

A Resolution Approving a Downtown Retail Business Grant for the Property Commonly 2. Known As 100 W. St. Charles Road.

The Community Development Department received an application for the Downtown Retail Business Grant Program for 100 W. St. Charles Road (Gnarly Knots). The Applicant is seeking to relocate their business. The property is located in the Downtown TIF. The project is grant eligible up to \$20,000.

The ECDC recommended approval of this grant request by a unanimous vote and waived the requirement for a business plan, three quotes, as well as work starting and the permit being issued. Please place the attached Resolution on the May 26, 2022 Board of Trustees agenda for approval.



#### **MEMORANDUM**

TO: Trustee Puccio, Chairperson

**Economic and Community Development Committee** 

FROM: Jennifer Ganser, Assistant Director of Community Development

**DATE:** May 23, 2022

SUBJECT: Downtown Retail Business Grant; 100 W. St. Charles Road (Gnarly Knots)

The Community Development Department has received an application for the Downtown Retail Business Grant for Gnarly Knots located at 100 W. St. Charles Road. They were previously located in Winfield and recently closed that location. This new location offers them the opportunity to continue to grow their business.

The property has received past grants.

Business	Year	Grant	Amount
Just Be Boutique	2009	Retail Business Grant	\$7,300.00
Fringe Salon	2012	Façade Grant – signage	\$350.00
Fringe Salon	2013	Façade Grant – signage	\$628.50
Fringe Salon	2015	Façade Grant – signage	\$900.00

The applicant is seeking to do interior renovations such as demolition, plumbing, electric, HVAC, fire safety, and interior remodeling. All work consists of interior improvements. A permit has been issued. Gnarly Knots has represented increased construction costs, not unlike other tenant buildouts.

The property is located in the Downtown TIF. The project is grant eligible up to \$20,000 (up to 50% of the eligible project costs; not to exceed \$20,000.00, unless specifically approved by the Village Board).

Retail businesses who receive the Retail Business Grant dollars shall be subject to a lien on the property in an amount equal to their proportionate share of capital costs paid upfront by the Village for the following five (5) years. One-fifth (1/5) of the lien shall be forgiven for each full year that the business operates at the project location. If the space is legally occupied with a new tenant (retail or service), each remaining year(s) left on the lien shall be forgiven for each full year that the new business(es) remain open.

Gnarly Knots leased the property at 100 W. St. Charles Road. A copy of the lease was provided to show they meet the three-year lease provision set forth by the guidelines.

May 23, 2022 100 W. St. Charles Road Page 2

This grant request deviates from requests in the past in the following aspects. A business plan is not included. Staff recommends waiving this requirement as Gnarly Knots is an established business, being open since 2013. Similar to the Brust Funeral Home grant in 2021, only one quote is provided. Gnarly Knots has represented that it is difficult to find contractors to not only do the work, but also provide a quote. This is something staff has been hearing from many businesses, and residents, regarding construction projects. Staff recommends waiving this requirement due to the nature of today's construction market. Last, staff recommends the allowance of Gnarly Knots having their permit and starting construction. This relates back to the nature of today's construction market and difficulty finding a contractor. Also, Gnarly Knots has left their Winfield location and can't open in Lombard until the permitted work is complete.

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.

#### **GRANT REQUEST ELEMENTS**

The applicant has submitted one bids for the proposed work and based on the bid the applicant is eligible to receive up to \$20,000.

Contractor	Price Quote
Streamline Craftsman	\$273,430.00

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 retail business grant requests.
- 3. The new interior would create a wanted business for the corridor and improve the building's interior.

#### Conditions of Approval

Staff proposes the following conditions be placed on the grant, if approved by the Village Board.

- 1. Permits shall be applied for and received. Any required inspections shall pass.
- 2. Work shall be complete one year from the date of approval by the ECDC.
- 3. Before the grant can be paid out, Gnarly Knots shall submit a final receipt (showing the project is paid in full), waivers of lien from contractors, and an IRS W-9 form.
- 4. After the grant money is paid, Gnarly Knots shall display the Village window sign acknowledging they received a grant.

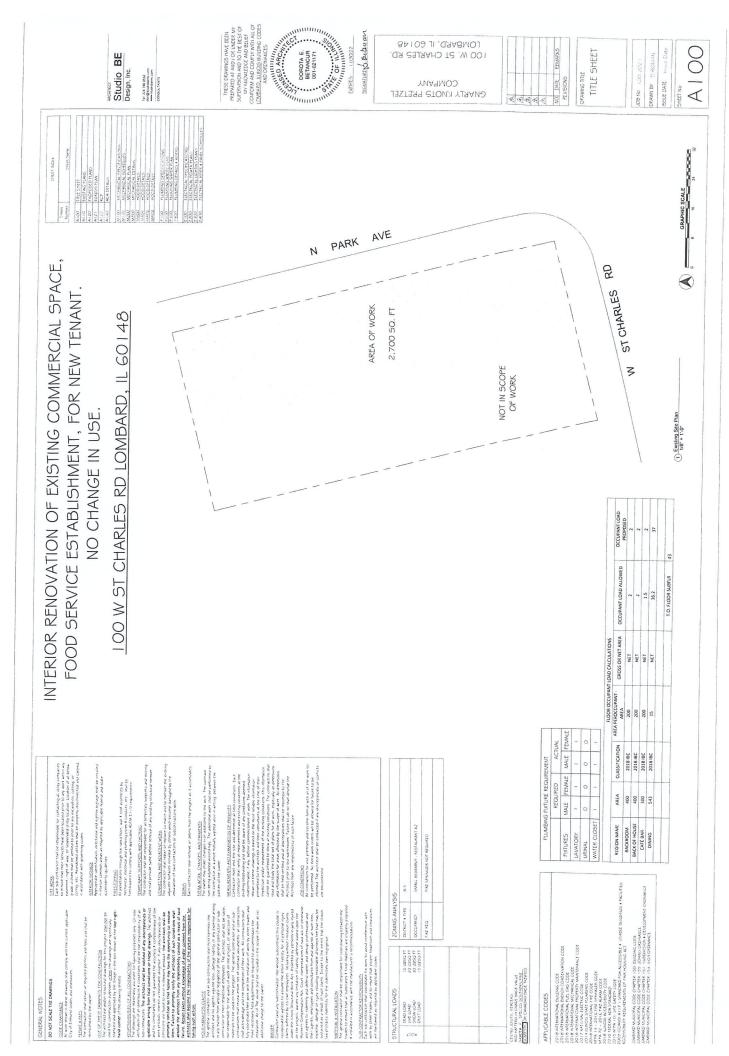
May 23, 2022 100 W. St. Charles Road Page 3

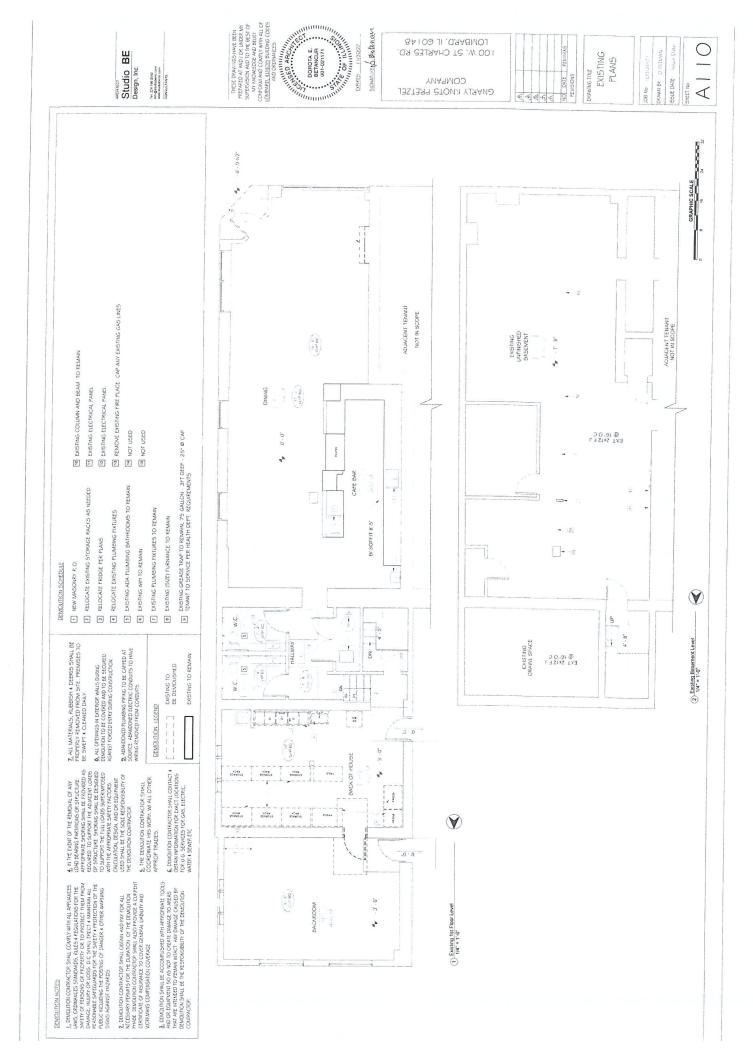
#### COMMITTEE ACTION REQUESTED

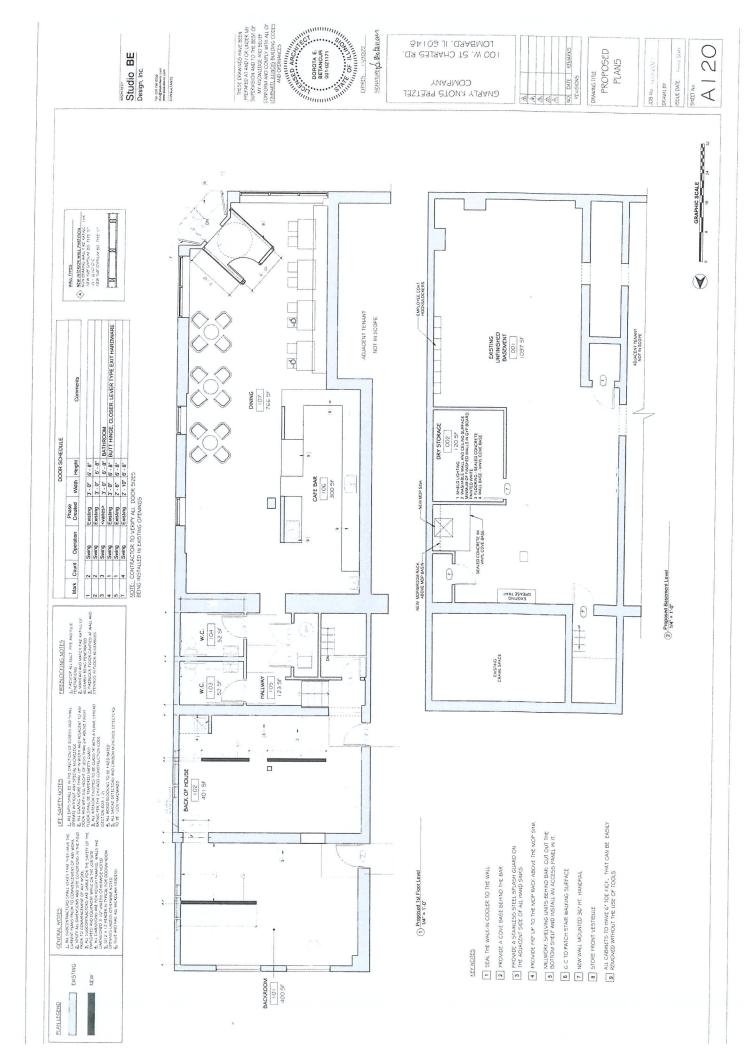
This item is being placed on the May 23, 2022 ECDC agenda for consideration. Staff recommends that the ECDC recommend approval of the requested Downtown Retail Business Grant of \$20,000 being sought for the property at 100 W. St. Charles Rd, with a waiver of the business plan and multiple quotes as well as work starting and the permit being issued. Said recommendation is subject to the following conditions, by the ECDC:

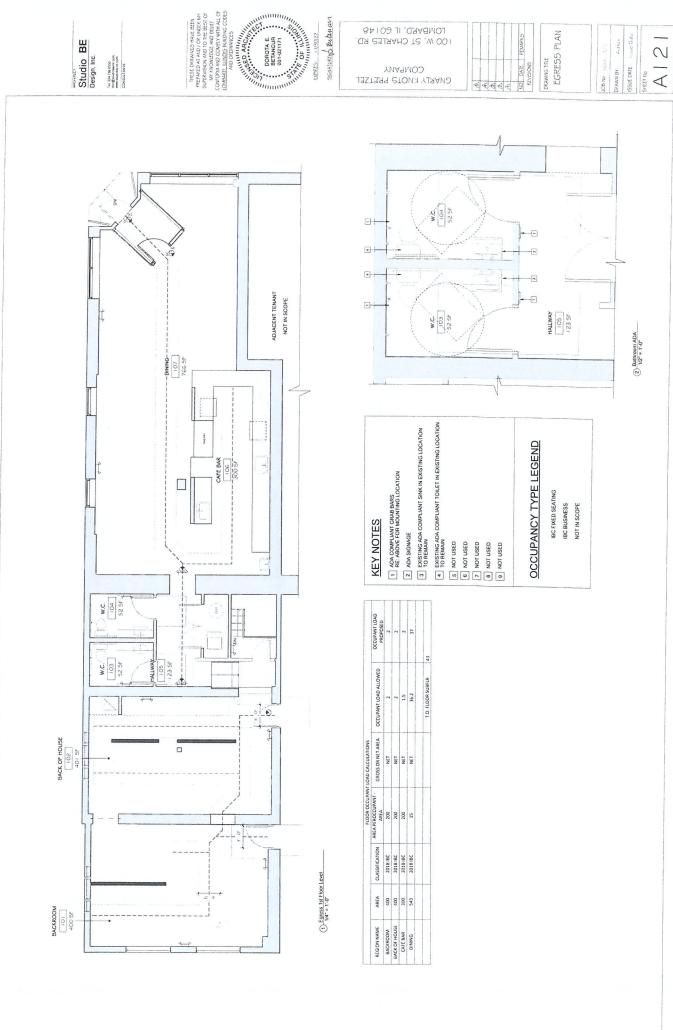
- 1. Permits shall be applied for and received. Any required inspections shall pass.
- 2. Work shall be complete one year from the date of approval by the ECDC.
- 3. Before the grant can be paid out, Gnarly Knots shall submit a final receipt (showing the project is paid in full), waivers of lien from contractors, and an IRS W-9 form.
- 4. After the grant money is paid, Gnarly Knots shall display the Village window sign acknowledging they received a grant.

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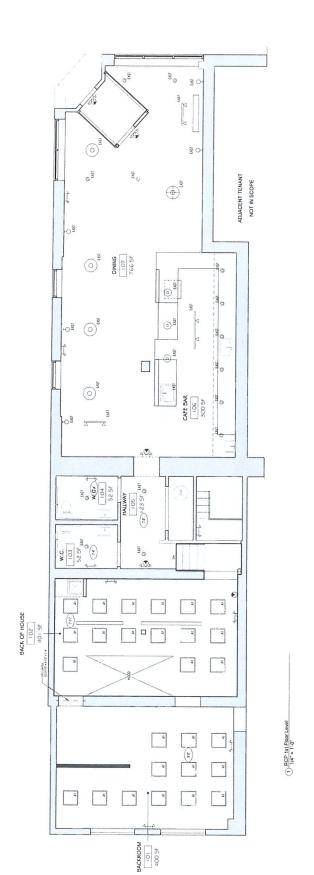






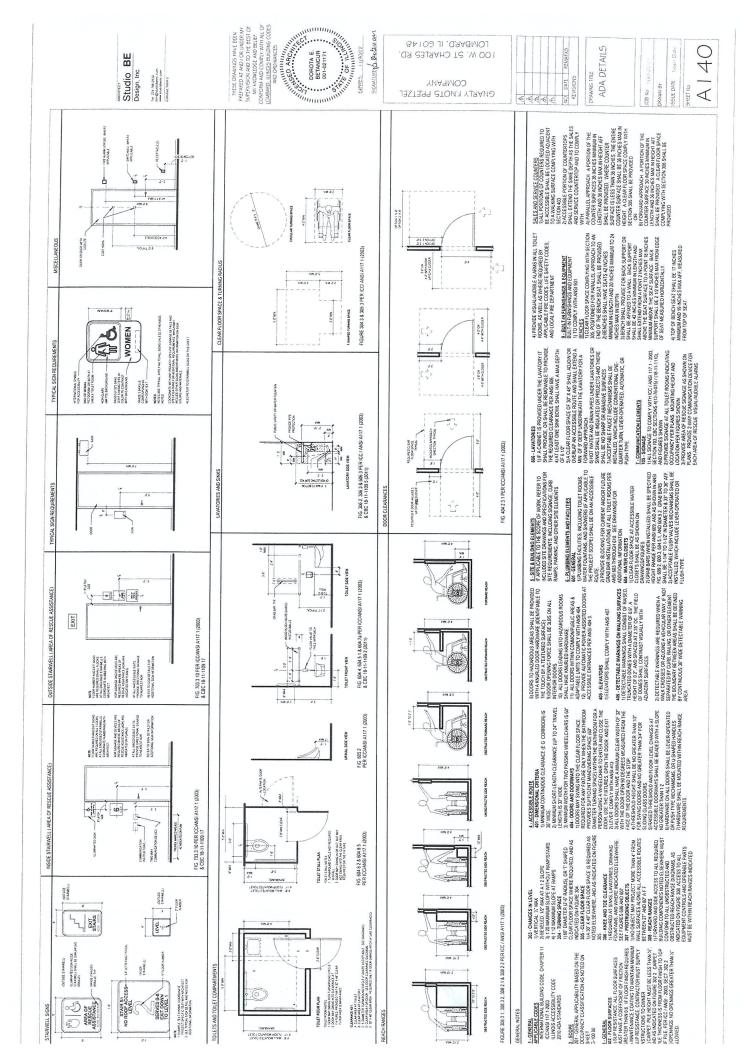






Studio BE Design, Inc.

			LIGH	LIGHTING FIXTURE SCHEDULE	CHEDULE				
YMBOL	SYMBOL MARK	DESCRIPTION	MANUF	MODEL	LAMP	TOTAL	LENS	MOUNTING	NOTES
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0	1503	PDCANTLOH FATAR	BT CMM.R			2			
4	¥	SAFAZ NOMTOLED FIOTERNO UNF	,		gp-egs	ğ			
Q	1503	INLINOATSONCE				WS.			
7 Z Z	1503	TNO-10N YOLYGE BACK				W.			



Streamline Craftsman 32433 N Forest Dr Grayslake, IL 60030 mark@streamlinecraftsman.com www.streamlinecraftsman.com

STREAMLINE

craftsman

CHICAGO IL

ADDRESS
Gnary Knots
100 W St. Charles Rd
Lombard, IL 60148

Estimate 199

DATE 03/28/2022

**EXPIRATION DATE 04/18/2022** 

JOB DESCRIPTION
Restaurant Renovation

SERVICE	ACTIVITY	QTY	RATE	AMOUNT
Demolition	Site Prep, Debris Removal & Haul off			9,500.00

SERVICE	ACTIVITY
Plumbing	- Camera existing plumbing main & provide report - Disconnect & make-safe for relocation: All Fixtures referenced in P200 - Remove existing grease trap & associated piping - Provide & Install Schier GB75 Grease Intercepter - 75 Gallon - Re-work existing grease waste & vent piping to accommodate new and relocated plumbing fixtures
	Connect the following to hot & cold water piping for distribution: - (2) Hand Sinks - (1) Prep Sink - (1) Kettle Faucet - (2) Oven Connections - (1) Dishwasher - (1) Relocated Ice Machine - (1) Relocated 3 Compartment Sink
	<ul> <li>Install (2) wall mounted hand sink and pipe indirect waste connections to grease waste piping</li> <li>Provide &amp; Install mixing valve at (2) hand sinks</li> <li>Provide &amp; Install pressure reducing valve for Dishwasher - Final Connection done by Others</li> <li>Provide &amp; Install new angle stops at existing sinks in cafe area</li> <li>Re-work existing drain &amp; waste piping at existing sinks in cafe area</li> <li>Provide &amp; Install new faucets at existing sinks in cafe area</li> <li>Provide &amp; Install backflow devices to the required equipment</li> <li>Provide &amp; Install 6" PVC piping for soda sleeve</li> </ul>
	Added: - Basement Area Mop Sink  * This price does not include repairs to existing fixtures, rodding of existing mains, repairs or replacement to existing hot water heater, repairs or replacement to existing floor drains or floor sinks, repairs to existing water filtration system, providing & installing new sink in cafe area, pump-out port on exterior building for grease trap
	To certify the existing building main RPZ and additional cost of \$250 will be required

QTY

RATE

AMOUNT 39,488.00

SERVICE	ACTIVITY	QTY	RATE AMOUNT
Electrical	<ul> <li>New 400AMP service panel with CT, meter socket,</li> <li>new grounding &amp; panel boards</li> <li>Replace existing electrical panel</li> </ul>		87,446.00
	Power Hook up of Equipment: - Hood Fan - Walk-in Cooler - Receptacles - Dining Room Power		
	Lighting*: - (18) 1'x4' LED Flat Panel flush mount fixtures - Switching - Astronomic Timer - (2) Signage power to weatherproof switch - Remove & Replace existing soffit cans - Install (15) light fixtures - Owner Provided - (3) Basement Receptacles		
	* Reworking or installing new track lighting in the cafe area and occupancy sensors are not included in the price.		
HVAC	Kitchen Hood/Makeup Air* - Installation of Hood & Makeup Air Unit with necessary duct work to the hood and gas piping from meter to Makeup Air unit - Installation includes roof penetrations and portal	61,29	61,296.00
	Ductwork - New 14x8 oval spiral in kitchen storage area with necessary grilles & registers - Rework Ductwork in the kitchen for new diffuser & Grille locations - Includes test and balance		
	*Cost of Hood is not included in the this price. Owner to provide. A test an balance will be done once installed		
Exterior	Roof Patches & Sealing from Ductwork penetrations		1,700.00
Fire Safety	Budget Allowance		5,000.00

SERVICE	ACTIVITY	QTY	RATE	AMOUNT
Site Construction	<ul> <li>Refinish of existing flooring - 800sq'</li> <li>Purchase &amp; Install bar/counter area facade</li> <li>Tile Entryway - Installation Only</li> <li>Custom Shelving at windows and behind bar/counter area</li> <li>Ceiling wall coverings - Installation Only</li> <li>Wall Graphics - Installation Only</li> <li>Menu Board Installation</li> <li>Painting in cafe area</li> <li>Drywall Work in cafe area</li> <li>Mens &amp; Women's Bathroom refresh</li> <li>Added:</li> <li>Basement Area Dry Room</li> <li>Epoxy Kitchen Area Floors</li> <li>*Menu board, glass vestibule, benches, tables &amp; furnitures not included in the price.</li> </ul>			69,000.00

The above Estimate is based on drawings created by Studio BE Design, Inc dated 1/24/2022 - Job # 100-2021

TOTAL

\$273,430.00

Accepted By

Accepted Date

# DOWNTOWN RETAIL BUSINESS GRANT PROGRAM APPLICATION

1.	A. Building Address: 100 W. St Charles Rd Lombard
	B. Property Identification Number:
2.	A. Business Owners Name: Stephanie McLoughlin / Matt Finn
	B. Business Owners Address: 100 W Washington Blvd
	Lombard 12 60148
	C. Business Owners Phone (daytime): (200) 601 - 2883
	D. Business Owners Email: gnar ly knots @ Yocket mail. (OM
3.	A. Property Owners Name: Patricia VIGNOS
	B. Property Owners Address: 100 W. St. (Navles Raac)
	Lombard
	C. Property Owners Phone (daytime): (23) 6700548
3.	Lease Terms: 3,5 year option S
4.	Description of Business (use additional paper if necessary):
	Full Service coffee & pretzel Shop
	insigned to see 157
	A SAN DE CONTRACTOR DE LA CONTRACTOR DE CONT
	AND THE RESERVE AND THE PROPERTY OF THE PARTY OF THE PART
	the state of the s
. /	Proposed Improvements associated with the project (use additional paper if necessary):
(	Witchen Buildout (Hoop/Walk IN)
6	Ch ca all
6	3) FOH revamp - Cosmetic Surgery
(4	New HUAC
E	outdoor cosmetic rebrand to the building.
(3	

6.	Plans/Drawings prepared by:
	A. Name: Studio Be design Inc (Dori)
	B. Address:
	C. Phone (day time): 224 - 764 - 0550
	D. Estimated Cost of the project: \$ 273, 430,00
7.	Statement of Understanding.
	A. The applicant (undersigned) agrees to comply with the guidelines and procedures of the Downtown Retail Business Grant Program and the specific design recommendations 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 (Date) 5/5/22
Property	Owner Signature (Date) 5/5/22
	Return application to:

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

### RESOLUTION

# A RESOLUTION APPROVING A DOWNTOWN RETAIL BUSINESS GRANT FOR THE PROPERTY COMMONLY KNOWN AS 100 W. ST. CHARLES ROAD

WHEREAS, the Village disburses funds for the Downtown Retail Business Grant Program (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, Gnarly Knots Pretzel Company, signed by Stephanie McLoughlin and Matthew Finn (the "Applicant"), wish to participate in this Program for renovations to the property (the "Project") located at 100 W. St. Charles Road, Lombard, Illinois (the "Subject Property") and,

WHEREAS, V2 Properties LLC is the owner of 100 W. St. Charles Road, Lombard, Illinois; and,

WHEREAS, the Project shall consist of those renovations to the property 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 a grant of up to twenty thousand dollars (\$20,000), pursuant to the Program (the "Grant"). Such grant funds 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:

- 1. Permits shall be applied for and received. Any required inspections shall pass.
- 2. Work shall be complete one year from the date of approval by the ECDC.
- 3. Before the grant can be paid out, Gnarly Knots shall submit a final receipt (showing the project is paid in full), waivers of lien from contractors, and an IRS W-9 form.

Resolution No 100 W. St. Charles Road
4. After the grant money is paid, Gnarly Knots shall display the Village window sign acknowledging they received a grant.
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 Downtown Retail Business Grant Program Agreement, relative to the Project, attached hereto as Exhibit "B" and made part hereof is hereby approved (the "Agreement")
SECTION 5: The Village may terminate the Agreement if the Applicant, or any subsequent business or property owner, fails to comply with any of the terms of the Agreement. In the event of termination, the Applicant shall be required to repay any amount of the Grant disbursed.
SECTION 6: 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 thisday of, 2022.
Ayes:
Nayes:
Absent:
Approved this day of, 2022.
·
Keith T. Giagnorio Village President
ATTEST:
Elizabeth Brezinski

Res	olut	ion	No		
100	W.	St.	Charles	Road	

#### **EXHIBIT A**

# **Legal Description**

THE EAST 50 FEET OF LOT 7 IN BLOCK 11 IN TOWN OF "LOMBARD", BEING A SUBDIVISION IN SECTIONS 5, 6, 7, 8 AND 18, TOWNSHIP 39 NORTH, RANGE 11, EAST OF THE THIRD PRINCIPAL MERIDIAN, ACCORDING TO A PLAT THEREOF RECORDED APRIL 23, 1868 AS DOCUMENT 9483, IN DUPAGE COUNTY, ILLINOIS

PIN(s) 06-07-204-032 and -033

ADDRESS: 100 W. ST. CHARLES ROAD

#### **EXHIBIT B**

## DOWNTOWN RETAIL BUSINESS GRANT PROGRAM AGREEMENT

This Agreement is entered into this twenty-sixth day of May, 2022, by and between the Village of Lombard, Illinois, (hereinafter referred to as the "Village"), and Gnarly Knots Pretzel Company, signed by Stephanie McLoughlin and Matthew Finn (hereinafter referred to as "Applicant") doing business at 100 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 100 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 36.30 through 36.36 of the Lombard Village Code, has established a Downtown Retail Business Grant 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 36.31 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, 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 100 W. St. Charles Road, Lombard, Illinois; Program Application No.: 22-02; 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 twenty thousand dollars (\$20,000), (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 36.30 through 36.36 of the 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 forty thousand dollars (\$40,000) in relation to

Res	olut	ion	No.	
100	W.	St.	Charles Road	

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 fifty percent (50%) 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:

- 1. Permits shall be applied for and received. Any required inspections shall pass.
- 2. Work shall be complete one year from the date of approval by the ECDC.
- 3. Before the grant can be paid out, Gnarly Knots shall submit a final receipt (showing the project is paid in full), waivers of lien from contractors, and an IRS W-9 form.
- 4. After the grant money is paid, Gnarly Knots shall display the Village window sign acknowledging they received a grant.

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 Applicant 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: In the event the Village terminates this Agreement as a result of the Applicant failing to comply with any of the terms of this Agreement, the Applicant shall be required to repay any amount of the Grant that has been disbursed by the Village.

**SECTION 6:** This Agreement shall be binding upon the successors and assigns of the Parties hereto.

By: Keith T. Giagnorio, Village President

VILLAGE OF LOMBARD

Res	olut	ion	No	
100	W.	St.	Charles Road	

Attest: Elizabeth Brezinski, Village Clerk

APPLICANT

Stephanie McLoughlin

Matthew Finn

Resolution No	
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 Keith T. Giagnorio, personally known to me to be the President of the Village of Lombard, and Elizabeth Brezinski, personally known to me to be the Village Clerk of said municipal corporation, and personally known to me to be the same persons whose names are subscribed to the foregoing instrument, appeared before me this day in person and severally acknowledged that as such President and Village Clerk, they signed and delivered the said instrument and caused the corporate seal of said municipal corporation to be affixed thereto, pursuant to authority given by the Board of Trustees of said municipal corporation, as their free and voluntary act, and as the free and voluntary act and deed of said municipal corporation, for the uses and purposes therein set forth.

GIVEN under my hand	and official seal, this	day of	, 2022
Commission expires	, 20		
	Notary Publi	c	

Resolution No.	
100 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 Stephanie McLoughlin and Matthew Finn, 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 23 day of 4, 2022.

Commission expires 1 - 1 + 2025.

Votary Public

JENNIFER M GANSER
OFFICIAL SEAL
Notary Public, State of Illinois
My Commission Expires
July 07, 2025

Res	olut	ion	No.		
100	W	St	Charles	Road	

#### **EXHIBIT 1**

# **Legal Description**

THE EAST 50 FEET OF LOT 7 IN BLOCK 11 IN TOWN OF "LOMBARD", BEING A SUBDIVISION IN SECTIONS 5, 6, 7, 8 AND 18, TOWNSHIP 39 NORTH, RANGE 11, EAST OF THE THIRD PRINCIPAL MERIDIAN, ACCORDING TO A PLAT THEREOF RECORDED APRIL 23, 1868 AS DOCUMENT 9483, IN DUPAGE COUNTY, ILLINOIS

PIN(S) 06-07-204-032 AND -033

ADDRESS: 100 W. ST. CHARLES ROAD

Resolu	tion	No.	
100 W	St	Charles Road	

#### **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 propose to install interior improvements for a relocation. The total cost of project is \$273,430 and it is grant eligible up to \$20,000.