



CRA Incentive Application:  
M.A.S. Cafe LLC



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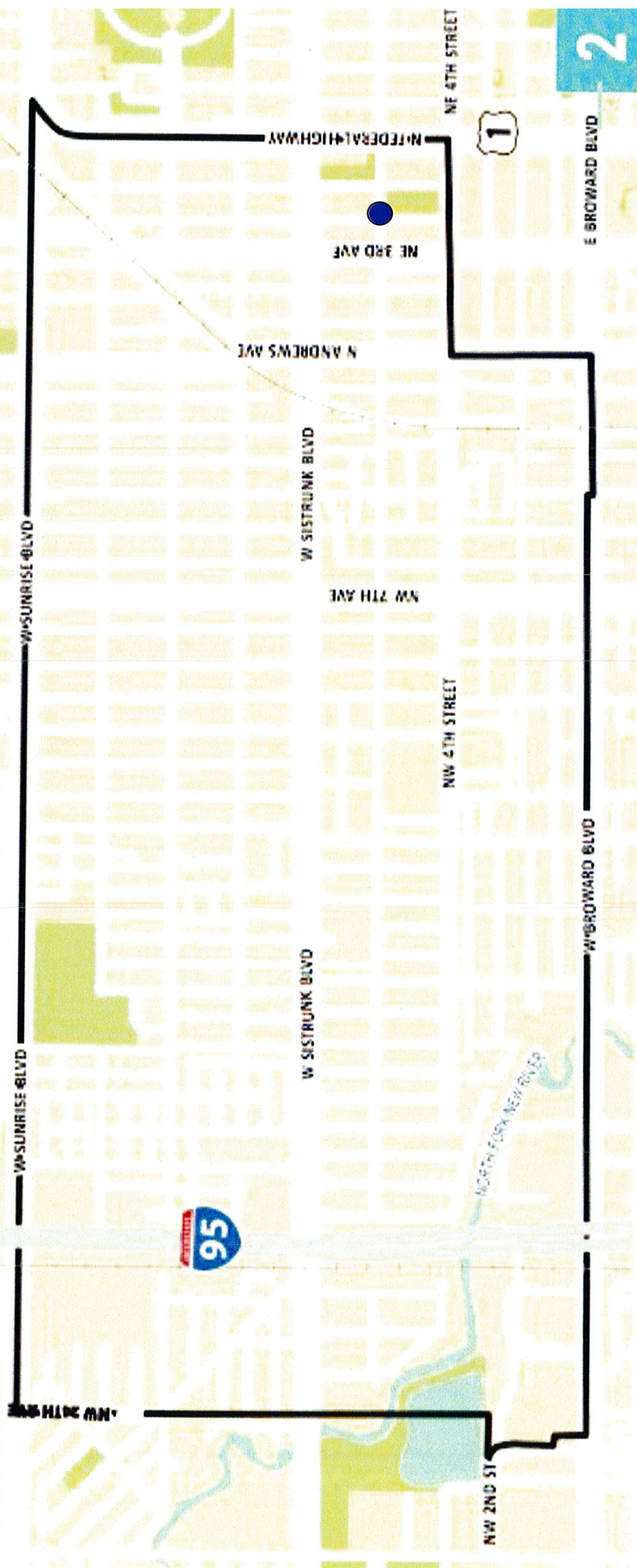
Business Plan

### *Section 3*

Supplement Information

# NORTHWEST-PROGRESSO-FLAGLER HEIGHTS CRA

Northwest-Progresso-Flagler Heights(NPF) Community Redevelopment Area



- **MAS CAFE LLC**  
315 NE 6th Street  
Across from Peter Feldman Park

# MAS Cafe

315 NE 6th STREET FT. LAUDERDALE, FL 33304



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**PROJECT TEAM:**

**OWNER:**  
**MAS Cafe**  
 315 NE 6th STREET FT. LAUDERDALE,  
 FL 33304

**ARCHITECT:**  
**GLAVOVIC STUDIO**  
 724 NE 3rd AVENUE, FORT LAUDERDALE, FL 33304  
 WWW.GLAVOVICSTUDIO.COM  
 P 854.524.5728 F 854.524.5729  
 AA0003643

TERENCE O'CONNOR R.A. License No. AR13183

\* DO NOT SCALE DRAWINGS FOR DIMENSIONS

## Glavovic Studio

Architecture Art & Urban Design  
 www.glavovicstudio.com  
 724 NE 3rd Avenue, Fort Lauderdale, FL 33304  
 P 854.524.5728 F 854.524.5729  
 AA0003643

**MAS Cafe**

315 NE 6th STREET FT. LAUDERDALE, FL 33304

**CLIENT**

**MAS Cafe**  
 315 NE 6th STREET FT. LAUDERDALE, FL 33304

**REGISTRATION**

EXPIRES:

**ARCHITECT**

Terence O'Connor  
 724 NE 3rd Avenue, Fort Lauderdale, FL 33304  
 P 854.524.5728 F 854.524.5729  
 AA0003643

**TERENCE O'CONNOR R.A.**

License No. AR13183

**CONSULTANTS**

**LANDSCAPE ARCHITECT**  
**ARCHITECTURAL ALLIANCE LANDSCAPE**  
 1400 NW 11th Street, Suite 100  
 Ft. Lauderdale, FL 33304

**MECHANICAL, ELECTRICAL, & PLUMBING**

**DELTA G**  
 1717 NE 3rd Avenue, Suite 200  
 Ft. Lauderdale, FL 33304  
 Tel: 954.571.1122

**OWNER**

**HOLLAND ENGINEERING, INC.**  
 1100 NW 11th Street, Suite 100  
 Ft. Lauderdale, FL 33304  
 Tel: 954.571.0071

NO.	DESCRIPTION	DATE
1	ISSUED FOR PERMITS	08/21/2017
2	ISSUED FOR PERMITS	08/21/2017
3	ISSUED FOR PERMITS	08/21/2017
4	ISSUED FOR PERMITS	08/21/2017
5	ISSUED FOR PERMITS	08/21/2017
6	ISSUED FOR PERMITS	08/21/2017
7	ISSUED FOR PERMITS	08/21/2017
8	ISSUED FOR PERMITS	08/21/2017
9	ISSUED FOR PERMITS	08/21/2017
10	ISSUED FOR PERMITS	08/21/2017

<b>PROJECT NUMBER</b>	1608
<b>DATE</b>	08/21/2017
<b>DRAWN BY</b>	EM
<b>CHECKED BY</b>	
<b>SCALE</b>	

ISSUE FOR PERMITS

**COVER SHEET**

**A-0**

DESIGN DEVELOPMENT - PROGRESS SET - NOT FOR CONSTRUCTION

**Glavovic  
Studio**

Architecture Art & Urban Design



**MAS CAFE**

310 NE 9th Street Ft. Lauderdale, FL 33304

C. PAT

MAS CAFE

310 NE 9th Street Ft. Lauderdale, FL 33304

TERENCE DEHN  
OWNER

**ARCHITECT**

**Terence Dehn**  
2211 E Sunrise Blvd, Coral Gables, FL 33134  
P: 305-437-1232 F: 305-437-1233  
www.terencedehn.com

**TERENCE O'DONNOR R.A.**  
License No. AR13193

REV#	DATE	DESCRIPTION

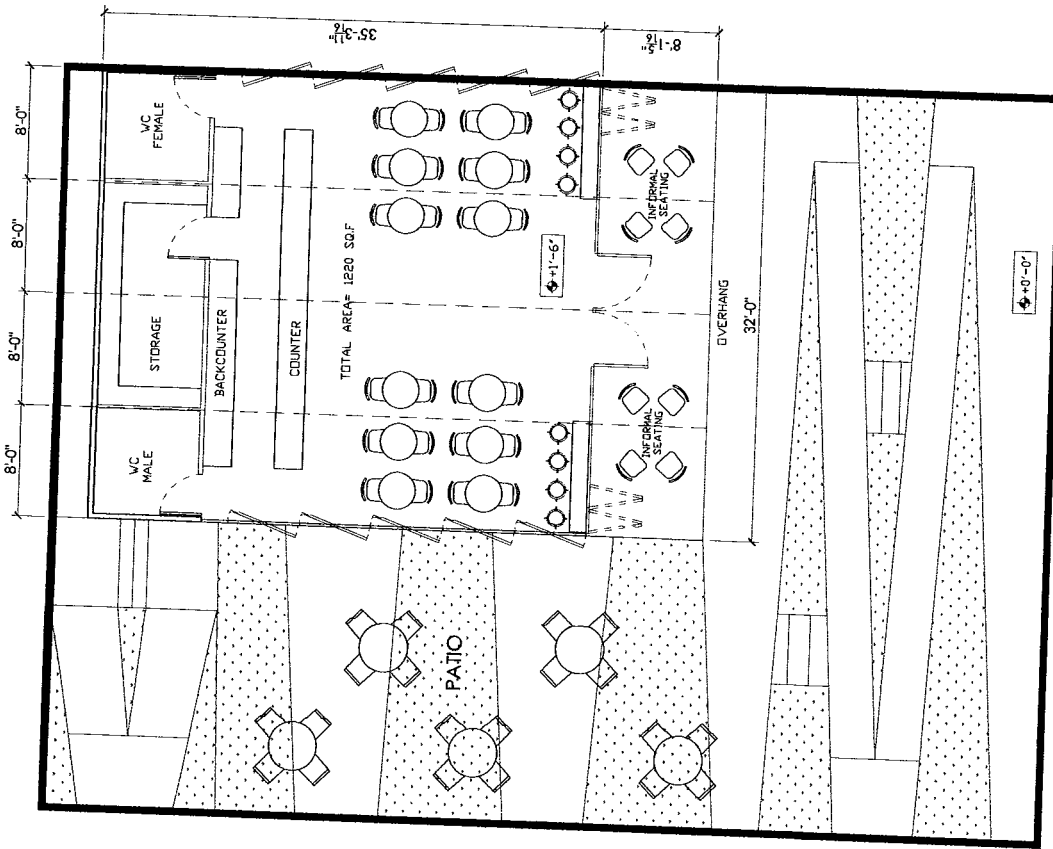
PROJECT NUMBER	TEAM
04.0000017	
DATE	
04/03/2017	
DRAWN BY	
C. PAT	
CHECKED BY	
DATE	

SHEET TITLE / SHEET NUMBER

**GROUND FLOOR PLAN**

**A-2**

**SCHEMATIC-DESIGN SET**



1 | GROUND FLOOR PLAN  
SCALE: 1/4"=1'-0"

**MAS CAFE**

1000 NE 4th Street Ft. Lauderdale, FL 33304

DATE: 10/20/17

PROJECT: MAS CAFE

CLIENT: MAS CAFE

DESIGNER: TERENCE O'CONNOR R.A.

ARCHITECT: TERENCE O'CONNOR R.A.

PROJECT NUMBER: 1608

DATE: 04/04/2017

DRAWN BY: BME

CHECKED BY: BME

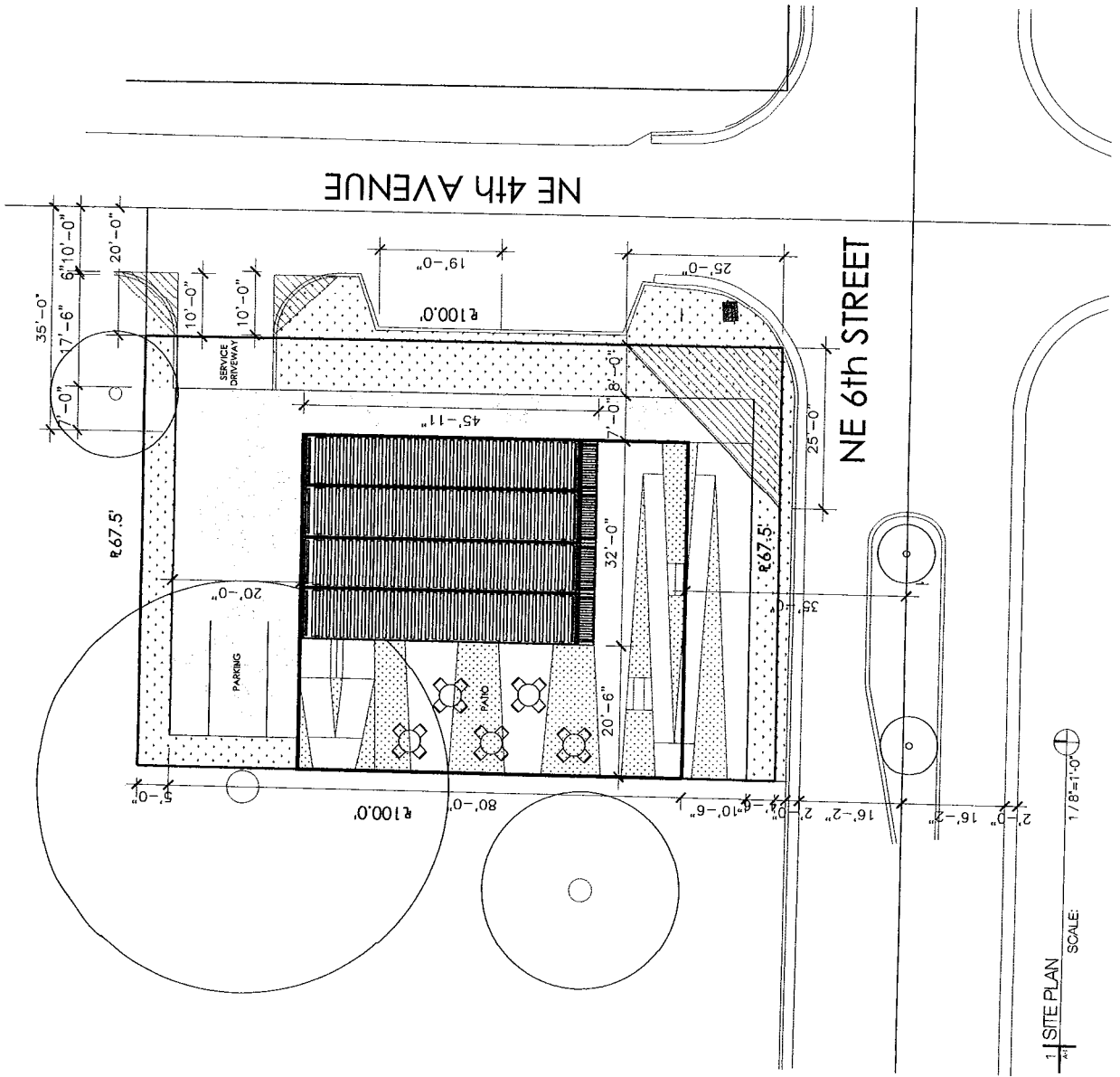
SCALE: 1/8"=1'-0"

TERENCE O'CONNOR R.A.  
 License No. AR13183

**SITE PLAN**

**A-1**

**SCHEMATIC-DESIGN SET**



1 SITE PLAN SCALE: 1/8"=1'-0"

# SECTION 1

# City of Fort Lauderdale

## Northwest-Progresso-Flagler Heights Community Redevelopment Agency (NWPF CRA)



### APPLICATION FOR CRA FUNDING ASSISTANCE



Name of Principal Owner in Charge <b>Alejandro Bedoya</b>		Tel. No. <b>954-415-5690</b>	E-Mail Address <b>alebedoya87@gmail.com</b>	
Primary Contact for this CRA Request <b>Santiago Bedoya</b>		Tel. No. <b>954-684-7699</b>	E-Mail Address <b>santiago@mascafe.co</b>	
Name of Business <b>MAS Cafe LLC &amp; SolidSoccer LLC</b>		Tax I.D. No. <b>81-2345708 &amp; 20-5948580</b>	Company Website <b>www.mascafe.co</b>	
Business Address <b>1166 Birchwood Road</b>		Tel. No.	Fax No.	
City <b>Weston</b>		State <b>FL</b>	Zip Code <b>33327</b>	
Commencement Date to Begin Project: <u>Fall 2017</u>		<b>JOB INFORMATION</b>		
Completion Date for Project: <u>January 2018</u>				
Check Appropriate Description <input type="checkbox"/> Existing Business <input checked="" type="checkbox"/> New Business		Project Type <input checked="" type="checkbox"/> Expansion <input type="checkbox"/> Relocation	Facility Description Existing Space _____ sq. ft. New Space <u>6,750</u> sq. ft.	
NAICS Code / Industry Type <b>722515</b>		Date of Incorporation <b>09/24/2014</b>	State where the business was incorporated <b>FL</b>	
Proposed Project Location/City <b>Fort Lauderdale</b>		Proposed Address <b>315 NE 6 Street</b>		
Property Control Number(s)		Property Owner <b>SolidSoccer LLC</b>		
Owner Tel. No. (include Area Code) <b>954-415-5690</b>		Is there a lien on the property? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		
Bank(s) Where Business Accounts for Projects Are Held <b>1. Florida Community Bank</b>				
Name of Participating Bank/Lender <b>Florida Community Bank</b>				
Amount <b>\$ 250,000</b>	Contact Person <b>Hanai Sablich</b>	Tel. No. (include Area Code) <b>954-306-7618</b>	Fax No. (include Area Code)	
Name of Other Financial Source				
Amount \$	Contact Person	Tel. No. (include Area Code)	Fax No. (include Area Code)	
Name of Other Financial Source				
Amount \$	Contact Person	Tel. No. (include Area Code)	Fax No. (include Area Code)	
Name of Other Financial Source				
Amount \$	Contact Person	Tel. No. (include Area Code)	Fax No. (include Area Code)	
Project Purpose and Economic Impact <b>Coffee shop to serve and beautify the Sistrunk, Progresso Village, Flagler Village, Victoria Park, and surrounding community.</b>				

**NOTE 1:** If the project receives funds via another City, County, Federal or State program which also requires job creation/retention, the jobs created/retained for those programs must be in addition to the jobs required under this program.

**NOTE 2:** If project includes the purchase of equipment using CRA funds, then there must not be another UCC filing for the equipment.

**Management:** Owners, partners, officers, all holders of outstanding stock — 100% of ownership must be shown (use separate sheet if necessary).

Name	Complete Address	% Owned	From	To
Marcela Bedoya	1166 Birchwood Rd., Weston, FL 33327	51	2014	
Name	Complete Address	% Owned	From	To
Alejandro Bedoya	1166 Birchwood Rd., Weston, FL 33327	25	2014	
Name	Complete Address	% Owned	From	To
Santiago Bedoya	1166 Birchwood Rd., Weston, FL 33327	24	2014	
Name	Complete Address	% Owned	From	To
Name	Complete Address	% Owned	From	To

PROJECT/ACTIVITY COST SUMMARY	
1. Please state the overall project cost:	\$ <u>812,508.28</u>
2. Please state the overall project costs related to the CRA's assisted activity?	\$ <u>225,000.00</u>
3. Please indicate the sources and uses of funds for the project on the following table.	

Project Source(s) of Funding	Amount	Rate	Term
Bank Loan (specify)	\$250,000.00		
City funds			
CRA funds	\$225,000.00	0	60 mo
Company's current cash assets			
Owner equity (specify) <b>Land Acquisition</b>	\$287,508.28	N/A	N/A
Other (specify) <b>Family loan</b>	\$50,000.00	N/A	N/A
Other (specify)			
Other (specify)			
<b>Total Sources</b>	<b>\$812,508.28</b>		
Select the Use(s) of Funds and the Amount Need for Each	Sources of Funds (Yes or No)	Amount	
Land Acquisition	Yes	\$287,508.28	
Real Property Acquisition			
Utility and road infrastructure improvements			
New construction of commercial and industrial buildings	Yes	\$350,000.00	
Rehabilitation of commercial and industrial buildings			
Purchase and installation of equipment and fixtures	Yes	\$100,000	
Other (specify) Architect fees	Yes	\$33,000	
Other (specify) Engineering	Yes	\$24,250	
Other (specify) Application, Permit, & Impact Fees	Yes	\$17,750	
<b>Total Uses</b>		<b>\$812,508.28</b>	

**NOTE 3: Other "uses" include Architectural/Engineering Fees, Application Fees, Permit Fees Impact Fees**

**BUSINESS INDEBTEDNESS:** Furnish the following information on all outstanding installment debts, code and other liens, notes and mortgages payable that relate to this project. The present balances should agree with the latest balance sheet submitted (*use a separate sheet if necessary*).

To Whom Payable	Original Amount	Original Date	Present Balance	Rate of Interest	Maturity Date	Monthly Payment
Name: Alejandro Bedoya	\$ 41,600	June 2016	\$41,600	% 0	TBD	\$N/A
Name: Santiago Bedoya	\$ 10,000	June 2016	\$10,000	% 0	TBD	\$N/A
Name: _____	\$		\$	%		\$
Name: _____	\$		\$	%		\$
Name: _____	\$		\$	%		\$

**THE FOLLOWING ITEMS MUST BE COMPLETED AND SUBMITTED WITH YOUR APPLICATION**

1. A business plan which describes the company mission, market analysis, applicant capacity, economic analysis and project feasibility, a brief history and description of the company (*including the founding of the company*), overview of operations, product information, customer base, method and areas of distribution, primary competitors and suppliers within the County.
2. A list of general and limited partners, officers, directors and shareholders of the company. Please provide a resume for all the principals and key management.
3. Corporate income tax returns for the last three years (*personal returns may also be requested*).
4. Two separate lists that detail the existing jobs on your payroll and the new jobs to be created (*within the list please provide the job title of each position, a brief description of each position, annual salary for existing and new positions and the industry average salary for those positions*).
5. If machinery and equipment are being purchased with CRA funds, provide a list of all the items to be purchased, with quotes on vendor's letterhead. Include a statement from the manufacturer, attesting to the economic life of the equipment.
6. If business is a franchise, include a copy of the franchise agreement;
7. Bank Commitment Letter detailing the conditions of the loan approval.
8. Copy of IRS determination letter as a non-profit organization (*required for all non-profit organizations only*).
9. Signed copy of resolution or minutes from the meeting of the governing body authorizing submission of the application (*required for all non-profit organizations only*).
10. Articles of Incorporation or Division of Corporations information identifying authorized signatories
11. Copy of the Property Deed (*if the applicant is the owner*)
12. Copy of By-Laws (*required for all non-profit organizations only*).
13. Please sign and submit *Statement of Personal History and Credit Check Release* (as attached).
14. If project involves construction, please provide a minimum of two (2) detailed cost estimates prepared by Architect/Engineer and/or General Contractor, preliminary plans and specifications, Architectural Illustration and photos of existing conditions.
15. Attach a street map showing the location of the proposed project, Property Folio number and Legal Description.
16. Preliminary Project Schedule.

**The following items are also needed, if your funding request is \$500,000 or more**  
(*not applicable for Commercial Façade, Streetscape Enhancement and Property and Business Improvement Incentive requests*)

17. CPA audited corporate financial statements for the last three years (*Profit and Loss Statement and a Balance Sheet*).
18. If the most recent business return and/or financial statement is more sixty (60) days old, please submit a current Interim Financial Statement.
19. Three year financial pro formas which include operating statements, balance sheets, funding sources, and use details.
20. Ten year revenue and expense projection for the project
21. Copy of sales/purchase agreement when purchasing land or a building (*or an executed lease if applicable*).
22. Provide details regarding any credit issues, bankruptcies and lawsuits by any principal, owning 20% or more of the business.
23. The names of all affiliates and/or subsidiary companies, and their previous three (3) years financial statements and Interim Financial Statements if the financial statements are more than sixty (60) days old.
24. Letter from the Department of Sustainable Development (DSD) approving the proposed project with zoning and land use designations, and Plan Development Review number and comments.
25. Identification and qualifications of project development team (*i.e., attorney, engineer, architect, general contractor, etc.*).

CRA INCENTIVE APPLICATION

Last updated: September 16, 2016

- 26. Current Broward County Assessed Value, new capital investment dollars and total estimated new assessment when completed and placed into service.
- 27. Existing Leases, Lease commitments and tenant makeup (if applicable).
- 28. Copy of Environmental Report showing there are no Environmental issues (if applicable).
- 29. Copy of Appraisal Report (if applicable).

**THE FOLLOWING ITEMS ARE REQUIRED AFTER CRA BOARD APPROVAL AND PRIOR TO EXECUTION OF AN AGREEMENT AND RELEASE OF FUNDS**

- 30. Evidence that all funds are in-place to fully fund the project.
- 31. A copy of the City approved project plans, contract with General Contractor and permits (Prior to Release of Funds)
- 32. Scope of work and all project costs
- 33. Copies of Insurance Certificates (Builders Risk/All Risk Policy, Commercial General Liability, Workers Compensation with the City of Fort Lauderdale and the Fort Lauderdale CRA listed as Additional Insured.

**APPLICANTS CERTIFICATION**

By my signature, I certify that I have read and understand the application, criteria, loan fees and program requirements. I further certify that all the information I (we) supplied is correct and accurate. All of the owners of the company/organization (regardless of ownership percentage) are aware of this loan and are in full agreement with the business securing financing for this project. My (our) signature(s) represent my (our) agreement to comply with City of Fort Lauderdale Community Redevelopment Agency, as it relates to this CRA funding request.

Each Proprietor, General Partner, Limited Partner and Business Owner, owning 20% or more must sign below. For all Non-Profit Organizations, all guarantors must be approved by City of Fort Lauderdale Community Redevelopment Agency.

Business Name: MAS CAFE LLC

By:  Co-Owner Date: May 2, 2017  
Signature and Title Date

**Guarantors:**

_____ Signature and Title	_____ Date
_____ Signature and Title	_____ Date
_____ Signature and Title	_____ Date
_____ Signature and Title	_____ Date
_____ Signature and Title	_____ Date



**Northwest-Progresso-Flagler Heights  
Community Redevelopment Agency**

**APPLICATION REQUEST  
SUPPLEMENTAL INFORMATION**

**CRA Incentive Programs**

Please select the incentive(s) you are applying for and insert the amount of funding assistance you are seeking:

<input type="checkbox"/>	<b>COMMERCIAL FAÇADE IMPROVEMENT PROGRAM</b>	\$ _____
<input checked="" type="checkbox"/>	<b>PROPERTY AND BUSINESS IMPROVEMENT PROGRAM</b>	\$ <u>225,000.00</u>
<input type="checkbox"/>	<b>STREETScape ENHANCEMENT PROGRAM</b>	\$ _____
<input type="checkbox"/>	<b>DEVELOPMENT INCENTIVE PROGRAM</b>	\$ _____
<input type="checkbox"/>	<b>PROPERTY TAX REIMBURSEMENT PROGRAM</b>	\$ _____

**Please provide a supplement sheet responding to the following numbered questions:**

1. Please describe your project.
2. What is the address, folio number and legal description of the property.
3. What is the existing and proposed use of the property? Please note that certain uses are not eligible for CRA assistance. This includes convenience stores, pawn shops, check cashing stores, tattoo parlors, massage parlors, liquor stores and other uses as may be determined by the CRA that are inconsistent with the CRA Community Redevelopment Plan. Please note that there will be restrictive covenants placed on the property for minimum of 5 years restricting use of the property to only those uses for which CRA funding was provided.
4. Are the proposed improvements to the property being made on behalf of a proposed tenant for the property. If so, please provide a copy of the lease agreement.
5. What is the zoning of the property?
6. Are you the property owner? Please provide a copy of the deed of the property. You must be the owner of the property to apply.
7. Is your project new construction or is it renovation?
8. What is the total capital investment of your project and what is your hard construction and soft cost? (While property acquisition cost is not an eligible CRA expense, it may be included in your total capital investment)
9. What is the current Broward County Assessed Value of the property?
10. Is there a mortgage on the property? Please provide OR Book and Page. Please note that CRA funding is in the form of a 0% interest forgivable loan, forgiven after 5 year of project completion secured by a first

mortgage or subordinate mortgage on the property. Projects receiving over \$225,000 in CRA assistance will be secured by a forgivable loan forgiven after 7 years to 10 years depending on the level of CRA funding. Other forms of security in lieu of a forgivable mortgage will be considered on a case by case basis.

11. Are there any other liens or pending liens on the property? Please provide OR Book and Page.
12. Are there any code violations on the property? Identify.
13. Is the property listed "For Sale." Please note that properties listed for sale may not apply for CRA program funding.
14. How many new permanent jobs will be created by the project? Please describe the jobs to be created and projected salaries.
15. What is the estimated construction commencement date of the project? Please note that no work is to commence on the project unless a Program Agreement is approved and fully executed between the CRA and the property owner and that work must commence within 90 days of CRA funding approval.
16. What is the estimated completion date of the project? Please note that all approved projects must be completed within a maximum of three (3) years.
17. Please provide proof of your matching funds (i.e. bank statement, line of credit, etc.) and identify other proposed forms of financing for your project.
18. Do you have general liability and fire and casualty insurance on the property? You will be required to demonstrate proof of insurance and may include bonding requirements as required by the City/CRA prior to commencement of work. The cost of insurance may be included as part of your total project cost funded by the program.
19. Have you previously received funding from the CRA? Explain.

**If you are applying for funding from the Commercial Façade Improvement Program, Property & Business Improvement Program and/or Streetscape Enhancement Program, please also complete the following:**

20. Do you have a detailed scope of work? If so, please include for CRA review and approval.
21. Do you have completed architectural drawings for the scope of work to be performed? Please include along with architectural illustration(s) of the proposed work, material specifications, color selections, etc. Please note that architectural cost may be included as part of your total project cost.
22. Have your project plans been submitted for City Development Review and/or permitting and if so what are the status of the plans and the plan review number? All work must be permitted and approved by the Building Official.
23. Do you have detailed, written contractor cost estimates? If so, please provide.
24. Have you selected a contractor from the attached City/CRA Approved Contractor List? Please note if your contractor is not on the City/CRA approved list, it may be possible to have your contractor become an approved CRA Contractor. He/She will need to complete the attached Contractor Application for consideration.
25. If you are applying for the Facade Program or Property and Business investment Program, and if you are not using a City /CRA Approved Contractor, you must secure two detailed licensed and insured contractor cost estimates and CRA funding is limited to 60% of the lowest cost estimate not to exceed \$50,000 which can only be funded on a reimbursement basis, rather than a direct payment to the contractor. In addition, all

# SECTION 2



CONFIDENTIAL

# M.A.S. Café

*do MAS be MAS; Fuel Your Passion*

## Business Plan

Prepared July 2017

### Contact Information

Marcela Bedoya

mascafe.col@gmail.com

9545523436

mascafe.co

315 NE 6th Street

Fort Lauderdale, FL 33304, USA



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# Executive Summary

## Who We Are

PASSION doesn't necessarily mean to do what you're good at but rather to be happy doing what you love to do. That's why the coffee world became my passion 4 years ago, when I visited my cousin's coffee shop in a small town called Salento, located in the slopes of the Colombian Andean Mountains.

This was back in 2011. There, I learned not just about the coffee business, and how to become a barista, but most importantly I learned about and fell in love with the history behind our own family's century long coffee plantation ownership and agricultural roots. Then, somehow the coffee magic struck my heart and my soul.

Later, once I returned home, I committed myself to continue learning about the coffee business, and started to work for the leading coffee serving business in the world. Minimum wages did not stop me. On the contrary, I was happy to earn a chance to advance my interest in coffee and in so doing learn from the many visitors frequenting our premises.

Actually, while working at the café, I once overheard a conversation between a couple about management: "the important thing is to keep the important thing the important thing," She laughed afterwards, looked at me and then said "makes sense, but it's not easy." The important thing for M.A.S. Café is to provide a community with a happy, indulging, and cozy social environment where they can extend and convey a wonderful lifestyle.

While more 3rd wave coffee shops focus on solely the quality of the type of coffee they have to offer, M.A.S. Café intends to focus on the extraordinary and exciting experiences that all the people engaged with M.A.S. Café should sense, patrons and

associates alike. Our aim is to become the most unique, taste rich, and engaging coffee “home” in the world.

To this end, M.A.S. Café seeks to create greater awareness to and a strong follow up about specialty coffee, share the stories behind its origins, and bring a sense of unity to the communities we intend to serve, by providing the highest quality coffee beans, directly imported from Colombia. Thus we are also committed to roasting the coffee we serve on our own.

Our ultimate goal at M.A.S. Café, besides creating an outstanding, profitable, unique, and successful business, is to give back to the community of coffee growers and collectors in Colombia, by instituting the M.A.S. Café Foundation and upon our first year of profitability, where we hope to allocate resources to two (2) bound students from the farms in Colombia to help them pay for higher education in the field of Agronomy.

After 5 years of working in the coffee industry and exploring the diverse world of coffee culture, I have developed the skills, knowledge and most importantly the passion that have driven me to take the initiative in creating and organization devoted to making people happy and serving something truly special.

From the seed to each cup served, M.A.S. Café is committed to delivering great taste, freshness in its food offerings, and unforgettable and happy social engagement experience.

## What We Sell

Our coffee will be directly imported from Colombia. It will be roasted in-house on a regular basis to provide the freshest product to our customers. Each cup of coffee served by M.A.S. Café baristas should deliver the taste and experience sought out by each of our patrons, ready to meet their palate expectations, based on the type of processing, roasting, and brewing method requested.

Then, our M.A.S. Café inviting and engaging surroundings will become one of the community's favorite places to relax and enjoy as an individual, couple or group.

While others focus on espresso based drinks and latte art, M.A.S. Café hopes to capture the true art of an authentic cup of coffee and the tradition and culture behind its content.

Freshly baked, daily food offerings will include fruit, pastries, granola, quiches, waffles, paninis and other delicacies, including our communities' preferred ethnic foods from time to time such as empanadas and arepas.

Other non-coffee beverages such as water, natural juice, Colombian sodas, chocolate milk, teas, and selected craft beer and wines will also served at M.A.S. Café.

Freshly roasted coffee, as well as at home with personal brewing equipment, and M.A.S. Café loyalty merchandising will also be available in the retail section.

Finally, M.A.S. Café intends to actively participate in the communities we serve by issuing a community event magazine titled M.A.S. C.A.F.E. Magazine (Which stands for Culture, Art, Fashion, and Entertainment), aimed at informing and engaging our communities on any relevant activities and events.

## Who We Sell To

M.A.S. Café expects to "share a story" with all types of clientele, from top executives, to staff personnel, from college students to art enthusiasts and for all visitors local or foreign looking for a unique coffee savoring experience.

M.A.S. Café is conveniently located in Fort Lauderdale on the corner of 4th avenue and 6th street right across from Peter Feldman Park and 2 blocks in either direction of newly and beautifully developed apartment buildings where young professionals, business

people, couples, and families interact around the fantastic atmosphere of the up and coming Flagler Village community.

Therefore, we will be catering to lots of customers arriving by foot, by bicycles, or motorized transportation and coming with their families and their best friends including their pets.

## Financial Summary

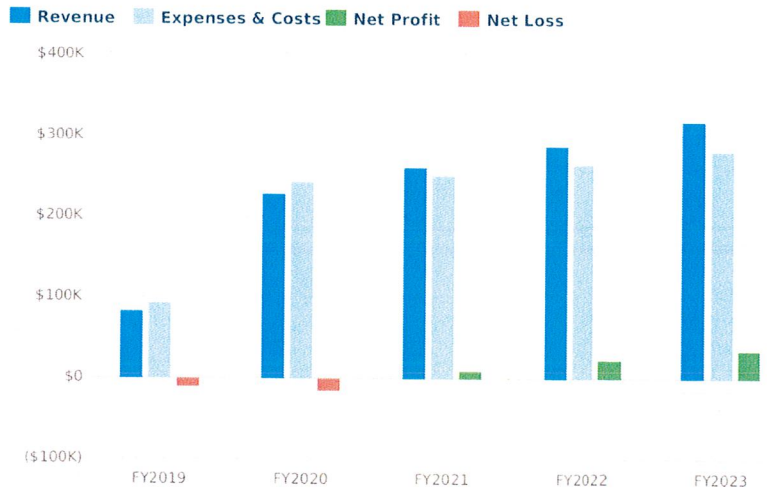
### Financial Highlights

Our revenue forecasts are conservative and the basis comes from the numbers we achieved during our temporary operation at 818 NE 4th Ave. The growth we anticipate is a direct result of being in a much more accessible location. We expect to double our monthly sales revenue by the end of year 1 from this factor alone.

The average price of a coffee is \$3.52; which costs us, on average, \$0.62 to prepare. For the business to be successful, it needs to sell at least 23 coffees/day (3 coffees/hr). We are currently meeting this breakeven point in a location that is hard to find. Being in a higher traffic and visible location; at the heart of the surrounding residential developments; and along local's walking path to Peter Feldman Park will present the foot traffic to exceed our current numbers.

For perspective, our nearest competitor, Brew Urban Cafe, sells roughly 192 coffees/day. At the end of Year 1 we will be able to serve 141 coffees/day. Our ability to ramp quickly is a result of our prime location. Location will enable us to continue growing at a conservative pace; especially considering the continued development in the area.

## Financial Highlights by Year



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# Company

## Company Overview

**M** arcela (sister, daughter, friend, barista, roaster, coffee enthusiast, marketer)  
**A** lejandro (brother, eldest of 3, know-it-all, World Cup athlete, business man, investor)  
**S** antiago (brother, middle child, goofball, intelligent mind, MBA graduate)

We're family and business partners. We're proud to share that behind the scenes of M.A.S. Café, is the union of a family who believes in offering the best service, highest quality products, and utmost experience for each and every person involved. In addition to the family acronym, MAS in Spanish is more and café is coffee. More Coffee. Substitute M.A.S. with "family or love" -Family Café. Love Café. More love, more coffee, more smiles, and a lot more fun.

It's a concept we want to transmit to anybody who gets the chance to experience M.A.S. Café -do more, be more. It'll be part of our campaign, do M.A.S. \_\_\_\_ (fill in the blank). In a community where there is so much good happening and continuous growth, we want to contribute to the encouragement and support for everyone every day in achieving their goals. Of course, we all know coffee helps get things done, too.

M.A.S. Café, a family owned and operated coffee shop in Flagler Village, which aims to become an anchor for the community. M.A.S. Café is a place where more has meaning and café is true; it's a home away from home.

M.A.S. Café is a dream being realized by, Marcela Bedoya and her two brothers, Alejandro and Santiago. Marcela, Alejandro and Santiago are a team working together to bring out the best in each other. Our dream, is to be the community's hub for gathering, indulging in quality goods, and enjoy a unique and satisfying experience.

M.A.S. Café is to become more than just a coffee shop. We want to champion the customer experience in the coffee serving business. M.A.S. Café is a specialty coffee



house that provides direct-trade, high quality, organic coffee as well as fresh and locally baked goods every day. Maintaining a direct relationship with the coffee producers in Colombia allows M.A.S. Café to provide transparency to our patrons.

M.A.S. Café's coffee beans will be roasted in house by Marcela Bedoya and prepared by her, too. Training for baristas will be held by the owner as well. M.A.S. Café truly wants to share our story with everyone and there's no one better to tell it than ourselves. After many years of studying all things coffee, attending industry events, and getting acquainted with the wonderful world of coffee, the services and technologies associated with it, and the overall business potential of it, we're ready to bring it home.

M.A.S. Café provides an ambiance that can't be imitated. It's unique "feel" and special touches allow customers to feel welcome and part of the family.

Fort Lauderdale is home. When M.A.S. Café became an idea, we knew it would remain home. Now, it's happening and we couldn't be more excited to bring a place to the neighborhood for others to call "home sweet home."

## Management Team

Marcela Bedoya: Founder, Owner, Cafe Manager, Head Barista, Roaster

marcela@mascafe.co

+1(954)552-3436

Alejandro Bedoya: Owner, Investor

alejandro@mascafe.co

+1(954)415-5690

Santiago Bedoya: Owner, Operations

santiago@mascafe.co

+1(954)684-7699

# Products and Services

## Products and Services

All the coffee beans used at M.A.S. Café are direct-trade from the Bedoya's family farm in the state of Quindío, Colombia.

These coffees may be organic, regional coffee, Single Origin, pea berry, naturally processed, exotic coffees, and standard clean-cupped coffees. All M.A.S. Café coffees are manually selected multiple times from the very start of the picking process to the final packaging for export allowing for only the highest quality cup.

A variety of brewing methods are used at M.A.S. Café to deliver different tastes and allow customers to experience the diversity of the world of coffee in each cup.

Pour-over and immersion methods are offered to teach, excite, and cultivate the palate of M.A.S. Café customers. These methods include:

- Chemex
- V-60
- French Press
- AeroPress

Espresso based drinks such as Lattes, Cappuccinos, Americanos, and Cortados are also offered as specialty at M.A.S. Café.

Daily-fresh baked homemade goods such as quiche, pies, muffins, and cookies make a perfect combo with a coffee. Breakfast sandwiches, waffles, granola and oatmeal made to order are also offered throughout the day at M.A.S. Café.

All our high-quality products are prepared fresh and delivered with equal high-quality service.

In addition to drinks and pastries, M.A.S. Café will provide service for those looking for a space to do events, host meetings, or celebrate an occasion. M.A.S. Café's flexibility to cater to all types of projects within the community is something we take great pride in. Our home is your home.

## Competitors

- **Brew Urban Cafe-** Locally roasted coffee and locally baked pastries. Located inside a multimedia marketing studio. Different ambiance from M.A.S. Café.
- **Warsaw Coffee Company-** Uses Counter Culture Coffee. homemade baked goods and food prepared in full kitchen. Beer and wine. Meeting room accommodations. Outside seating. Spacious. Industrial feel/look. Many different non-coffee drink options. High quality merchandise.
- **The Grind Coffee-** Known for their cold brew but has also been considered overpriced.
- **Starbucks-** Largest coffee chain

# Target Market

## Market Overview

Population in Flagler Village: 32,594

Undergraduate students- 7,226

Graduate students- 4,440

Business executives, staff, workers- 21,106

Roughly 70% of the population in Flagler Village are working professional between the ages of 21-64.

The median income in the area ranges between \$51,000 - \$76,000

The average household size is 2 persons, which spends about \$3,000 dining out

Family, friends, foreigners, neighbors, athletes, artists, and everyone in between including pets.

## Market Needs

Aligned with the Northwest-Progresso-Flagler Heights CRA's 5-Year Program Implementation Plan, we aim to become the coffee shop in demand for the area. From our coffee providers to our customers, M.A.S. Café has a direct relationship with anyone we do business with. M.A.S. Café is not just a coffee shop; it is a place where people meet on a daily basis, interact, and exchange smiles.

M.A.S. Café will be the first in-house roasting cafe in Fort Lauderdale. With a pet-friendly environment and welcoming ambiance, M.A.S. Café will become a home for students looking for a study spot, executives in search of a nice business meeting

location, or even just the biker/walker that smelt the roasting and came in for a peek. M.A.S. Café serves all types of clientele. Everyone is welcome, even pets!

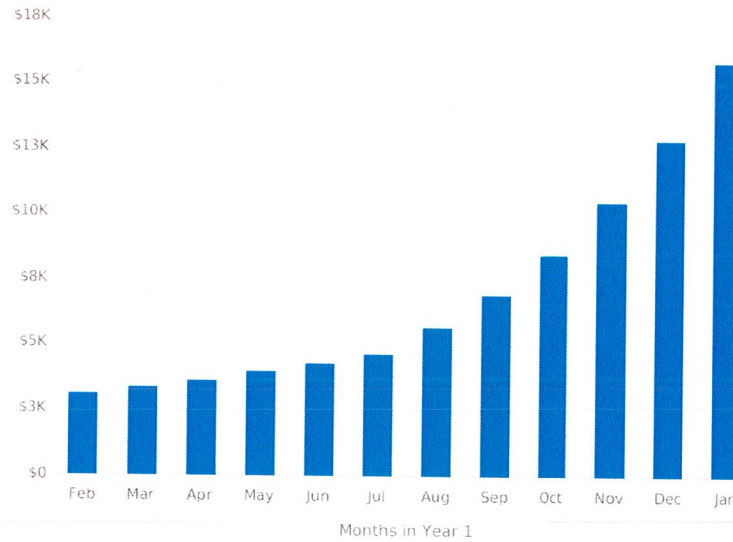
# Financial Plan

## Revenue Forecast

### Revenue Forecast

	FY2019	FY2020	FY2021	FY2022	FY2023
<b>Revenue</b>					
Coffee	\$73,779	\$214,819	\$247,037	\$271,744	\$298,918
Pastry	\$6,963	\$9,583	\$11,021	\$12,123	\$13,335
Retail	\$2,784	\$3,833	\$4,408	\$4,849	\$5,334
<b>Total Revenue</b>	<b>\$83,526</b>	<b>\$228,235</b>	<b>\$262,466</b>	<b>\$288,716</b>	<b>\$317,587</b>
<b>Direct Cost</b>					
Coffee (incl. roasting & milk)	\$11,109	\$32,345	\$37,196	\$40,916	\$45,007
Pastry	\$2,785	\$3,833	\$4,409	\$4,849	\$5,334
Packaging	\$1,114	\$1,533	\$1,763	\$1,940	\$2,133
Direct Labor	\$35,482	\$106,444	\$106,445	\$106,445	\$106,445
<b>Total Direct Cost</b>	<b>\$50,489</b>	<b>\$144,156</b>	<b>\$149,813</b>	<b>\$154,149</b>	<b>\$158,920</b>
Gross Margin	\$33,037	\$84,079	\$112,654	\$134,566	\$158,667
<b>Gross Margin %</b>	<b>40%</b>	<b>37%</b>	<b>43%</b>	<b>47%</b>	<b>50%</b>

## Revenue by Month



## Personnel Plan

	FY2019	FY2020	FY2021	FY2022	FY2023
Barista (0.92)	\$25,872	\$44,352	\$44,352	\$44,352	\$44,352
Barista (0.82)	\$3,696	\$44,352	\$44,352	\$44,352	\$44,352
Cashier (0.8)		\$36,960	\$36,960	\$36,960	\$36,960
<b>Total</b>	<b>\$29,568</b>	<b>\$125,664</b>	<b>\$125,664</b>	<b>\$125,664</b>	<b>\$125,664</b>

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# Budget

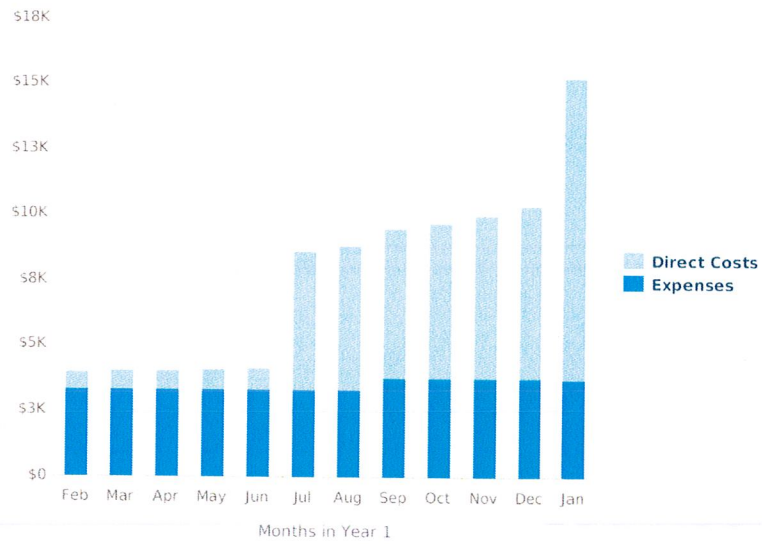
## Budget Table

	FY2019	FY2020	FY2021	FY2022	FY2023
<b>Operating Expenses</b>					
Salary		\$36,960	\$36,960	\$36,960	\$36,960
Employee Related Expenses		\$7,392	\$7,392	\$7,392	\$7,392
Cafe Supplies	\$8,500	\$12,000	\$15,000	\$18,000	\$18,000
Office Supplies	\$2,400	\$3,600	\$4,800	\$6,000	\$6,000
Marketing & Promotions	\$6,000	\$12,000	\$12,000	\$12,000	\$12,000
Rent	\$12	\$12	\$12	\$12	\$12
Accounting & Legal Fees	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Insurance	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
HVAC	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Wifi / Phone / Cable	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
<b>Total Operating Expenses</b>	<b>\$25,912</b>	<b>\$80,964</b>	<b>\$85,164</b>	<b>\$89,364</b>	<b>\$89,364</b>

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## Expenses by Month



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## Profit and Loss Statement

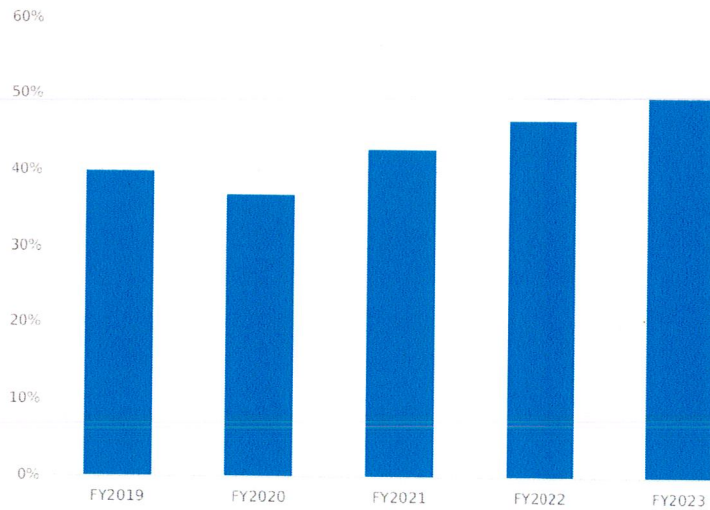
### Profit and Loss Statement

	FY2019	FY2020	FY2021	FY2022	FY2023
<b>Revenue</b>	<b>\$83,526</b>	<b>\$228,235</b>	<b>\$262,466</b>	<b>\$288,716</b>	<b>\$317,587</b>
<b>Direct Costs</b>	<b>\$50,489</b>	<b>\$144,156</b>	<b>\$149,813</b>	<b>\$154,149</b>	<b>\$158,920</b>
Gross Margin	\$33,037	\$84,079	\$112,654	\$134,566	\$158,667
<b>Gross Margin %</b>	<b>40%</b>	<b>37%</b>	<b>43%</b>	<b>47%</b>	<b>50%</b>
<b>Operating Expenses</b>					
Salary		\$36,960	\$36,960	\$36,960	\$36,960
Employee Related Expenses		\$7,392	\$7,392	\$7,392	\$7,392
Cafe Supplies	\$8,500	\$12,000	\$15,000	\$18,000	\$18,000
Office Supplies	\$2,400	\$3,600	\$4,800	\$6,000	\$6,000
Marketing & Promotions	\$6,000	\$12,000	\$12,000	\$12,000	\$12,000
Rent	\$12	\$12	\$12	\$12	\$12
Accounting & Legal Fees	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Insurance	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
HVAC	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Wifi / Phone / Cable	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
<b>Total Operating Expenses</b>	<b>\$25,912</b>	<b>\$80,964</b>	<b>\$85,164</b>	<b>\$89,364</b>	<b>\$89,364</b>
<b>Operating Income</b>	<b>\$7,125</b>	<b>\$3,115</b>	<b>\$27,489</b>	<b>\$45,203</b>	<b>\$69,303</b>
Interest Incurred	\$14,488	\$13,327	\$12,094	\$10,786	\$9,396

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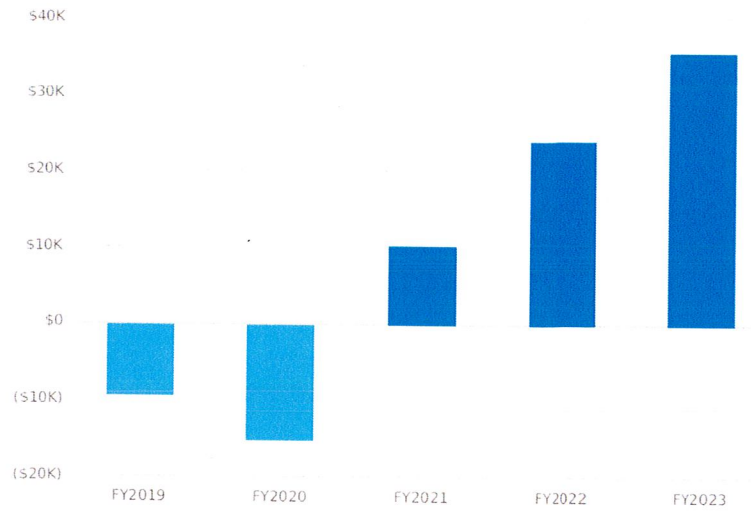
Depreciation and Amortization	\$2,000	\$5,000	\$5,000	\$5,000	\$5,000
Income Taxes	\$0	\$0	\$0	\$5,333	\$19,217
<b>Total Expenses</b>	<b>\$92,889</b>	<b>\$243,447</b>	<b>\$252,071</b>	<b>\$264,632</b>	<b>\$281,897</b>
<b>Net Profit</b>	<b>(\$9,363)</b>	<b>(\$15,212)</b>	<b>\$10,395</b>	<b>\$24,084</b>	<b>\$35,690</b>
<b>Net Profit / Sales</b>	<b>(11%)</b>	<b>(7%)</b>	<b>4%</b>	<b>8%</b>	<b>11%</b>

### Gross Margin by Year



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### Net Profit (or Loss) by Year



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# Appendix

## Revenue Forecast

### Revenue Forecast Table (With Monthly Detail)

FY2019	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
<b>Revenue</b>												
Coffee	\$2,429	\$2,675	\$2,939	\$3,232	\$3,555	\$3,910	\$4,890	\$6,110	\$7,639	\$9,546	\$11,936	\$14,918
Pastry	\$500	\$500	\$500	\$550	\$550	\$550	\$605	\$605	\$605	\$666	\$666	\$666
Retail	\$200	\$200	\$200	\$220	\$220	\$220	\$242	\$242	\$242	\$266	\$266	\$266
<b>Total Revenue</b>	<b>\$3,129</b>	<b>\$3,375</b>	<b>\$3,639</b>	<b>\$4,002</b>	<b>\$4,325</b>	<b>\$4,680</b>	<b>\$5,737</b>	<b>\$6,957</b>	<b>\$8,486</b>	<b>\$10,478</b>	<b>\$12,868</b>	<b>\$15,850</b>
<b>Direct Cost</b>												
Coffee (incl. roasting & milk)	\$366	\$403	\$442	\$487	\$535	\$589	\$736	\$920	\$1,150	\$1,437	\$1,798	\$2,246
Pastry	\$200	\$200	\$200	\$220	\$220	\$220	\$242	\$242	\$242	\$266	\$267	\$266
Packaging	\$80	\$80	\$80	\$88	\$88	\$88	\$97	\$97	\$96	\$107	\$106	\$107
Direct Labor						\$4,435	\$4,435	\$4,436	\$4,435	\$4,435	\$4,435	\$8,871
<b>Total Direct Cost</b>	<b>\$646</b>	<b>\$683</b>	<b>\$722</b>	<b>\$795</b>	<b>\$843</b>	<b>\$5,332</b>	<b>\$5,510</b>	<b>\$5,694</b>	<b>\$5,924</b>	<b>\$6,246</b>	<b>\$6,605</b>	<b>\$11,489</b>
Gross Margin	\$2,483	\$2,692	\$2,917	\$3,207	\$3,482	(\$651)	\$226	\$1,264	\$2,561	\$4,233	\$6,263	\$4,360
<b>Gross Margin %</b>	<b>79%</b>	<b>80%</b>	<b>80%</b>	<b>80%</b>	<b>81%</b>	<b>(14%)</b>	<b>4%</b>	<b>18%</b>	<b>30%</b>	<b>40%</b>	<b>49%</b>	<b>28%</b>

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M.A.S. Café

	FY2019	FY2020	FY2021	FY2022	FY2023
<b>Revenue</b>					
Coffee	\$73,779	\$214,819	\$247,037	\$271,744	\$298,918
Pastry	\$6,963	\$9,583	\$11,021	\$12,123	\$13,335
Retail	\$2,784	\$3,833	\$4,408	\$4,849	\$5,334
<b>Total Revenue</b>	<b>\$83,526</b>	<b>\$228,235</b>	<b>\$262,466</b>	<b>\$288,716</b>	<b>\$317,587</b>
<b>Direct Cost</b>					
Coffee (incl. roasting & milk)	\$11,109	\$32,345	\$37,196	\$40,916	\$45,007
Pastry	\$2,785	\$3,833	\$4,409	\$4,849	\$5,334
Packaging	\$1,114	\$1,533	\$1,763	\$1,940	\$2,133
Direct Labor	\$35,482	\$106,444	\$106,445	\$106,445	\$106,445
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Gross Margin	\$33,037	\$84,079	\$112,654	\$134,566	\$158,667
<b>Gross Margin %</b>	<b>40%</b>	<b>37%</b>	<b>43%</b>	<b>47%</b>	<b>50%</b>

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## Personnel Plan

### Personnel Table (With Monthly Detail)

	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Barista (0.92)						\$3,696	\$3,696	\$3,696	\$3,696	\$3,696	\$3,696	\$3,696
Barista (0.82)												
Cashier (0.8)												\$3,696
<b>Total</b>						<b>\$3,696</b>	<b>\$3,696</b>	<b>\$3,696</b>	<b>\$3,696</b>	<b>\$3,696</b>	<b>\$3,696</b>	<b>\$7,392</b>

	FY2019	FY2020	FY2021	FY2022	FY2023
Barista (0.92)	\$29,872	\$44,352	\$44,352	\$44,352	\$44,352
Barista (0.82)	\$3,696	\$44,352	\$44,352	\$44,352	\$44,352
Cashier (0.8)		\$36,960	\$36,960	\$36,960	\$36,960
<b>Total</b>	<b>\$29,568</b>	<b>\$125,664</b>	<b>\$125,664</b>	<b>\$125,664</b>	<b>\$125,664</b>

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# Budget

## Budget Table (With Monthly Detail)

FY2019	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
<b>Operating Expenses</b>												
Salary												
Employee Related Expenses												
Cafe Supplies	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Office Supplies	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Marketing & Promotions	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Rent	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1
Accounting & Legal Fees	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Insurance	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
HVAC	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Wifi / Phone / Cable	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
<b>Total Operating Expenses</b>	<b>\$1,951</b>	<b>\$1,951</b>	<b>\$1,951</b>	<b>\$1,951</b>	<b>\$1,951</b>	<b>\$1,951</b>	<b>\$1,951</b>	<b>\$2,451</b>	<b>\$2,451</b>	<b>\$2,451</b>	<b>\$2,451</b>	<b>\$2,451</b>

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M.A.S. Café

	FY2019	FY2020	FY2021	FY2022	FY2023
<b>Operating Expenses</b>					
Salary		\$36,960	\$36,960	\$36,960	\$36,960
Employee Related Expenses		\$7,392	\$7,392	\$7,392	\$7,392
Cafe Supplies	\$8,500	\$12,000	\$15,000	\$18,000	\$18,000
Office Supplies	\$2,400	\$3,600	\$4,800	\$6,000	\$6,000
Marketing & Promotions	\$6,000	\$12,000	\$12,000	\$12,000	\$12,000
Rent	\$12	\$12	\$12	\$12	\$12
Accounting & Legal Fees	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Insurance	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
HVAC	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Wifi / Phone / Cable	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
<b>Total Operating Expenses</b>	<b>\$25,912</b>	<b>\$80,964</b>	<b>\$85,164</b>	<b>\$89,364</b>	<b>\$89,364</b>

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# Profit and Loss Statement

## Profit and Loss Statement (With Monthly Detail)

FY2019	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Revenue	\$3,129	\$3,375	\$3,639	\$4,002	\$4,325	\$4,680	\$5,737	\$6,957	\$8,486	\$10,478	\$12,868	\$15,850
Direct Costs	\$646	\$683	\$722	\$795	\$843	\$5,332	\$5,510	\$5,694	\$5,924	\$6,246	\$6,605	\$11,489
Gross Margin	\$2,483	\$2,692	\$2,917	\$3,207	\$3,482	(\$651)	\$226	\$1,264	\$2,561	\$4,233	\$6,263	\$4,360
Gross Margin %	79%	80%	80%	80%	81%	(14%)	4%	18%	30%	40%	49%	28%
Operating Expenses												
Salary												
Employee Related Expenses												
Cafe Supplies	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
Office Supplies	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Marketing & Promotions	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
Rent	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1	\$1
Accounting & Legal Fees	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Insurance	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150	\$150
HVAC	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200
Wifi / Phone / Cable	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200	\$200

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M.A.S. Café

Total Operating Expenses	\$1,951	\$1,951	\$1,951	\$1,951	\$1,951	\$1,951	\$1,951	\$1,951	\$2,451	\$2,451	\$2,451	\$2,451
Operating Income	\$532	\$742	\$965	\$1,256	\$1,531	(\$2,602)	(\$1,725)	(\$1,188)	\$111	\$1,781	\$3,813	\$1,909
Interest Incurred	\$1,250	\$1,242	\$1,235	\$1,227	\$1,219	\$1,212	\$1,203	\$1,196	\$1,188	\$1,180	\$1,172	\$1,164
Depreciation and Amortization	\$167	\$166	\$167	\$167	\$166	\$167	\$167	\$166	\$167	\$167	\$166	\$167
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Total Expenses	\$4,013	\$4,043	\$4,075	\$4,139	\$4,181	\$8,661	\$8,831	\$9,508	\$9,729	\$10,043	\$10,395	\$15,271
Net Profit	(\$885)	(\$667)	(\$436)	(\$138)	\$145	(\$3,980)	(\$3,095)	(\$2,550)	(\$1,244)	\$435	\$2,473	\$579
Net Profit / Sales	(28%)	(20%)	(12%)	(3%)	3%	(85%)	(54%)	(37%)	(15%)	4%	19%	4%

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	FY2019	FY2020	FY2021	FY2022	FY2023
<b>Revenue</b>	<b>\$83,526</b>	<b>\$228,235</b>	<b>\$262,466</b>	<b>\$288,716</b>	<b>\$317,587</b>
<b>Direct Costs</b>	<b>\$50,489</b>	<b>\$144,156</b>	<b>\$149,813</b>	<b>\$154,149</b>	<b>\$158,920</b>
Gross Margin	\$33,037	\$84,079	\$112,654	\$134,566	\$158,667
Gross Margin %	40%	37%	43%	47%	50%
<b>Operating Expenses</b>					
Salary		\$36,960	\$36,960	\$36,960	\$36,960
Employee Related Expenses		\$7,392	\$7,392	\$7,392	\$7,392
Cafe Supplies	\$8,500	\$12,000	\$15,000	\$18,000	\$18,000
Office Supplies	\$2,400	\$3,600	\$4,800	\$6,000	\$6,000
Marketing & Promotions	\$6,000	\$12,000	\$12,000	\$12,000	\$12,000
Rent	\$12	\$12	\$12	\$12	\$12
Accounting & Legal Fees	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Insurance	\$1,800	\$1,800	\$1,800	\$1,800	\$1,800
HVAC	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
Wifi / Phone / Cable	\$2,400	\$2,400	\$2,400	\$2,400	\$2,400
<b>Total Operating Expenses</b>	<b>\$25,912</b>	<b>\$80,964</b>	<b>\$85,164</b>	<b>\$89,364</b>	<b>\$89,364</b>
<b>Operating Income</b>	<b>\$7,125</b>	<b>\$3,115</b>	<b>\$27,489</b>	<b>\$45,203</b>	<b>\$69,303</b>
Interest Incurred	\$14,488	\$13,327	\$12,094	\$10,786	\$9,396
Depreciation and Amortization	\$2,000	\$5,000	\$5,000	\$5,000	\$5,000
Income Taxes	\$0	\$0	\$0	\$5,333	\$19,217
<b>Total Expenses</b>	<b>\$92,889</b>	<b>\$243,447</b>	<b>\$252,071</b>	<b>\$264,632</b>	<b>\$281,897</b>
<b>Net Profit</b>	<b>(\$9,363)</b>	<b>(\$15,212)</b>	<b>\$10,395</b>	<b>\$24,084</b>	<b>\$35,690</b>

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M.A.S. Café

Net Profit / Sales	(11%)	(7%)	4%	8%	11%
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# SECTION 3

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### Marty Kiar Broward County Property Appraiser Florida

#### Parcel Information

Folio Number: [494234075480](#)

Owner: SOLIDSOCCER LLC

Situs Address: 315 NE 6 ST FORT LAUDERDALE FL 33304

Legal: PROGRESSO 2-18 D E 67 1/2 OF LOTS 21 TO 24 BLK 316

Millage Code: 0312

Use Code: 00

Land Value: \$ 236,250

Building Value: 0

Other Value: 0

Total Value: \$ 236,250

SOH Capped Value: \$ 236,250

Homestead Exempt. Amt: \$ 0

WVD Exempt. Amt: \$ 0

Other Exempt. Amt: \$ 0

Taxable Value: \$ 236,250

Sale Date 1: 09/10/2014



**MARTY KIAR**  
**BROWARD**  
 COUNTY  
 PROPERTY APPRAISER

<b>Site Address</b>	315 NE 6 STREET, FORT LAUDERDALE FL 33304	<b>ID #</b>	4942 34 07 5480
<b>Property Owner</b>	SOLIDSOCER LLC	<b>Millage</b>	0312
<b>Mailing Address</b>	1166 BIRCHWOOD ROAD WESTON FL 33327	<b>Use</b>	00
<b>Abbreviated Legal Description</b>	PROGRESSO 2-18 D E 67 1/2 OF LOTS 21 TO 24 BLK 316		

The just values displayed below were set in compliance with **Sec. 193.011, Fla. Stat.**, and include a reduction for costs of sale and other adjustments required by **Sec. 193.011(8)**.

Property Assessment Values					
Click here to see 2016 Exemptions and Taxable Values as reflected on the Nov. 1, 2016 tax bill.					
Year	Land	Building / Improvement	Just / Market Value	Assessed / SOH Value	Tax
2017	\$236,250		\$236,250	\$236,250	
2016	\$236,320		\$236,320	\$236,320	\$4,502.53
2015	\$236,320		\$236,320	\$236,320	\$4,634.24

2017 Exemptions and Taxable Values by Taxing Authority				
	County	School Board	Municipal	Independent
Just Value	\$236,250	\$236,250	\$236,250	\$236,250
Portability	0	0	0	0
Assessed/SOH	\$236,250	\$236,250	\$236,250	\$236,250
Homestead	0	0	0	0
Add. Homestead	0	0	0	0
Wid/Vet/Dis	0	0	0	0
Senior	0	0	0	0
Exempt Type	0	0	0	0
Taxable	\$236,250	\$236,250	\$236,250	\$236,250

Sales History			
Date	Type	Price	Book/Page or CIN
9/10/2014	WD-Q	\$285,000	112565356
2/5/2014	WD-D	\$140,000	112097558
2/9/2007	QCD-T	\$100	43603 / 332
3/1/1994	QCD	\$100	21827 / 953
2/1/1989	WD	\$67,000	

Land Calculations		
Price	Factor	Type
\$35.00	6,750	SF
Adj. Bldg. S.F.		

Special Assessments								
Fire	Garb	Light	Drain	Impr	Safe	Storm	Clean	Misc
03								
L								
1								



Prepared by:  
Dee Chopyak

Michael E. Leach, PA  
2400 E. Commercial Blvd, Suite 706  
Fort Lauderdale, FL 33308

File Number: L14-86C  
Will Call No.:

[Space Above This Line For Recording Data]

## Warranty Deed

This Warranty Deed made this 1st day of October, 2014 between 645 Art Lofts Development LLC, a Florida Limited Liability Company whose post office address is 3330 NE 190 Street, #2614, Aventura, FL 33180, grantor, and SolidSoccer, LLC, a Florida Limited Liability Company, whose post office address is 1166 Birchwood Road, Weston, FL 33327, grantee:

(Whenever used herein the terms "grantor" and "grantee" include all the parties to this instrument and the heirs, legal representatives, and assigns of individuals, and the successors and assigns of corporations, trusts and trustees)

Witnesseth, that said grantor, for and in consideration of the sum of TEN AND NO/100 DOLLARS (\$10.00) and other good and valuable considerations to said grantor in hand paid by said grantee, the receipt whereof is hereby acknowledged, has granted, bargained, and sold to the said grantee, and grantee's heirs and assigns forever, the following described land, situate, lying and being in Broward County, Florida to-wit:

The East 67-1/2 feet of Lots 21,22,23 and 24, Block 316, PROGRESSO, according to the map or plat thereof as recorded in Plat Book 2, Page 18, Public Records of Miami-Dade County, Florida. Said lands situate, lying and being in Broward County, Florida.

Parcel Identification Number: 494234-07-5480

Together with all the tenements, hereditaments and appurtenances thereto belonging or in anywise appertaining.

To Have and to Hold, the same in fee simple forever.

And the grantor hereby covenants with said grantee that the grantor is lawfully seized of said land in fee simple; that the grantor has good right and lawful authority to sell and convey said land; that the grantor hereby fully warrants the title to said land and will defend the same against the lawful claims of all persons whomsoever; and that said land is free of all encumbrances, except taxes accruing subsequent to December 31, 2013.

DoubleTimes

In Witness Whereof, grantor has hereunto set grantor's hand and seal the day and year first above written.

Signed, sealed and delivered in our presence:

645 Art Lofts Development LLC, a Florida Limited Liability Company

[Signature]  
Witness Name: Dee Chopyak

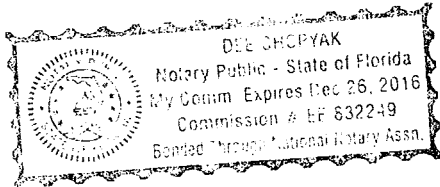
By: [Signature]  
Doron Broman, Manager

[Signature]  
Witness Name: MICHAEL K. BEACH

State of Florida  
County of Broward

The foregoing instrument was acknowledged before me this 10 day of Sept, 2014 by Doron Broman, Manager of 645 Art Lofts Development LLC, a Florida Limited Liability Company, on behalf of the corporation. He  is personally known to me or  has produced a driver's license as identification.

[Notary Seal]



[Signature]  
Notary Public

Printed Name: \_\_\_\_\_

My Commission Expires: \_\_\_\_\_

1. The project is a specialty coffee shop. It will engage the local community and surrounding neighborhood. The prime location will make it a destination for social gatherings. It will also beautify one of the main traffic roadways (Sistrunk).
2. The address is 315 NE 6 Street, Fort Lauderdale, FL 33304. The folio number is 494234075480. The legal description is PROGRESSO 2-18 D E 67 1/2 OF LOTS 21 to 24 BLK 316.
3. The existing use of the property is a vacant lot. The proposed use is for a specialty coffee shop.
4. The proposed improvements are being made on behalf of the owner.
5. The zoning code is RAC-UV
6. SolidSoccer LLC is the owner; a company owned by Alejandro Bedoya, owner of MAS CAFÉ LLC
7. The project is new construction
8. Total capital investment is \$812,508.28. Construction costs are not expected to exceed \$350,000; equipment and fixtures are budgeted for \$100,000; architect, structural, MEPEE, permit fees, impact fees not to exceed \$75,000.
9. Current Broward County assessed value is \$236,250
10. There is no mortgage on the property
11. There are no liens or pending liens on the property
12. There is no code violation on the property
13. The property is not listed for sale
14. There will be four permanent jobs created by this project. Two cashiers projected salary of \$10/hr each. Two baristas projected salary of \$12/hr each.
15. The estimated construction commencement date will be in the fall of 2017.
16. The estimated completion date of the project will be the summer of 2018.
17. Additional funding will be drawn through a business loan from Florida Community Bank.
18. General liability and fire and casualty insurance does not currently exist, but will be taken on the property once the project begins.
19. No previous funding from CRA has been received
20. Detailed scope of work has not been finalized yet. Please refer to the architect contract for the existing scope of work.
21. Architectural drawings attached
22. Project plans are being submitted to DRC July 2017
23. An initial estimate from a general contractor is attached. We do not intend to use tile. In addition, we are targeting further savings as not to exceed \$350,000 in total cost. Many of our projections, such as equipment, are conservative and as such we do not expect to exceed the \$350,000 shown on the CRA application.
24. We will continue to seek other GCs once we obtain construction docs, after the DRC phase.
25. N/A
26. N/A

# AIA<sup>®</sup> Document B105<sup>™</sup> - 2007

## Standard Form of Agreement Between Owner and Architect for a Residential or Small Commercial Project

AGREEMENT made as of the «Twelfth » day of « December » in the year « Two Thousand and Sixteen »  
(In words, indicate day, month and year.)

BETWEEN the Owner:  
(Name, legal status, address and other information)

« Mas Café LLC »  
« 315 NE 6<sup>th</sup> Street »  
« Fort Lauderdale, FL 33304 »  
« »

and the Architect:  
(Name, legal status, address and other information)

« Glavovic Studio Inc »  
« 724 NE 3<sup>rd</sup> Ave »  
« Fort Lauderdale, FL 33304 »  
« »

for the following Project:  
(Name, location and detailed description)

« MAS Café »  
« 315 NE 6<sup>th</sup>  
Street, Fort Lauderdale, FL 33304 »

«

### Per Client: MAS café Experience :

Modern  
Vintage  
Warm, Inviting  
Sustainable, Green  
Friendly Atmosphere, a happy place to be  
Easy and open access  
Pet friendly  
Outdoor feeling

### Client Exterior Program:

Nature, Plants, flowers, herbs  
Polished Concrete floors with tile accents  
Outdoor Covered Patio Seating  
Recycled Shipping Containers:  
    o 2 or 3 linked together (L-Shape or U shape)  
Extensive Use of Overhangs  
Expression of structure and modern style of architecture

**ADDITIONS AND DELETIONS:**  
The author of this document has added information needed for its completion. The author may also have revised the text of the original AIA standard form. An *Additions and Deletions Report* that notes added information as well as revisions to the standard form text is available from the author and should be reviewed.

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

State or local law may impose requirements on contracts for home improvements. If this document will be used for Work on the Owner's residence, the Owner should consult local authorities or an attorney to verify requirements applicable to this Agreement.

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Introduction of natural light into center of space  
Expressive Features to include large windows  
Unique entrance elements  
Minimal yet artful and contemporary  
Sliding glass doors  
Bike Parking

**Client Interior Space Program:**

Open Spaces, minimalistic  
Floor concrete with abstract tile accents  
Single seating, low top seats outline the inside  
Community seating (dinner tables with mix and match chairs)  
Comfortable  
Accessible electrical outlets for customers (computers/phones/tablets)  
Include the feel of nature and South Florida in the interior  
Simple open space surrounded by green

**Espresso Bar:**

- Waist height bar top
- Simple, clean, steel and concrete
- Appliances:
  - Dishwasher
  - Fridge/freezer
  - Sink and Pitcher-rinser
  - Espresso Machine
  - Coffee Grinder
  - Bunn Coffee Machine
  - Bunn Water Machine (240 Volt)
  - Pastry Case

**Roastery:**

- Semi-enclosed
- Visible to customers
- Probat small roaster (natural gas) (Cut Sheet provided)

**Sustainability/Environmental Approach**

**Bathroom:**

- Male/Female (And/or per Florida Building Code Requirements)
- White tile with accents
- Well lit
- Toilet, wash basin and automatic Hand dryer
- Available essentials: soap, toilet paper

**Parking not required on site.**

- Architect to verify with Client final Parking required and also discuss further with City Planning and Zoning at commencement of Project. »

**Inclusion of Shipping Containers in Project for Brand Experience.**

**SCOPE OF WORK:**

**A. PREDESIGN PHASE\_Site Plan Application Process DRC:**

1. Site Plan Level 01 Development Permit.
2. Owner is responsible for the Development Permit Process and for obtaining Final DRC Approval.
3. Finalization of Conceptual Materials
4. Glavovic Studio will include the following Meetings with the City of Fort Lauderdale Dept of Sustainable Development:
  - a. Mtgs DRC City Staff
  - b. Mtg Presentation of Project to Neighborhood
5. Site Plan Application Submittal Preparation
6. Coordination with Project Consultants for DRC Submittals
7. 2 Renderings only per DRC requirements

**B. ARCHITECTURE AND ENGINEERING PROJECT PHASE:**

**1. SCHEMATIC DESIGN:**

1. Project will require Geotechnical Report and Survey
2. Mechanical, Electrical, Plumbing and Fire Protection Engineering and Structural Engineer to review Soils report.
3. Complete Floor Plan – Spaces generally defined
4. Complete SD Overall Building Elevations
5. Primary Landscape Plan completed.
6. Civil Engineering Site Plan completed
7. Preliminary Lighting/Photometric Plan coordinated with Architecture
8. Commence and Complete Final Schematic Design MEPF Design
9. Commence and Complete Final Schematic Structural Design

**1. DESIGN DEVELOPMENT:**

1. Site Plan
2. Floor Plan
3. Reflected Ceiling Plan
4. Partial Elevations
5. Typical Wall Sections
6. Representative Details as appropriate
7. Major Finishes Identified
8. Structural Plans Generally complete
9. MEP/FP generally complete

**2. CONSTRUCTION DOCUMENTS:**

1. Documents are revised and coordinated as required in this phase.
2. Specifications will be noted on drawings.
3. If an additional Specifications Writer is required, a separate contract will be required for this service.
4. Includes Permit set to meet the Florida Building Code.

**3. BIDDING AND PERMITTING:**

1. Included in Scope.
2. Schedule: 2 weeks

#### 4. CONSTRUCTION ADMINISTRATION:

1. Up to 5 Visits included in Fee.
2. Additional Services Hourly Rates apply beyond Basic Services visits.
3. Builder Means and Methods of Construction to be reviewed with owner.
4. Client, Architect and Builder Team to bring design to reality.
5. Limited to review of Shop Drawing Submittals.

#### Client Approvals:

Written Notice to Proceed will be provided by Client after each phase.

The Owner and Architect agree as follows.

#### ARTICLE 1 ARCHITECT'S RESPONSIBILITIES

The Architect shall provide architectural services for the Project as described in this Agreement in a manner consistent with locally accepted standards for professional skill and care. The Architect shall assist the Owner in determining consulting services required for the Project. The Architect's services include the following consulting services, if any:

«

#### Included:

Consultants included per Contracts Attached:

1. Mechanical, Electrical, Plumbing and Fire Protection Engineering
2. Structural Engineering
3. Civil Engineering

#### Excluded:

Consultants excluded:

Surveyor, Geotechnical Engineer, Landscape Architect, Interior Design, Specifications Writer, Lighting Designer/Specialist, LEED Commissioning, Environmental Specialist, FFE, Interior Design and all other Specialists and Consultants not included here.

Client's General Contractor will provide Cost Estimate at each phase of project based on drawings provided by the Project Team.

During the Design Phase, the Architect shall review the Owner's scope of work, budget and schedule and reach an understanding with the Owner of the Project requirements. Based on the approved Project requirements, the Architect shall develop a design. Upon the Owner's approval of the design, the Architect shall prepare Construction Documents indicating requirements for construction of the Project and shall coordinate its services with any consulting services the Owner provides. The Architect shall assist the Owner in filing documents required for the approval of governmental authorities, in obtaining proposals and in awarding contracts for construction.

During the Construction Phase, the Architect shall act as the Owner's representative and provide limited administration of the Contract between the Owner and Contractor. The extent of the Architect's authority and responsibility during construction is described in AIA Document A105™-2007, Standard Form of Agreement Between Owner and Contractor for a Residential or Small Commercial Project. Generally, the Architect's services during construction include interpreting the Contract Documents, reviewing the Contractor's submittals, visiting the site, reviewing and certifying payments, and rejecting nonconforming Work. See below for extent of CA Services.

#### ARTICLE 2 OWNER'S RESPONSIBILITIES

The Owner shall provide full information about the objectives, schedule, constraints and existing conditions of the Project, and shall establish a budget that includes reasonable contingencies and meets the Project requirements. The Owner shall provide decisions and furnish required information as expeditiously as necessary for the orderly progress of the Project. The Architect shall be entitled to rely on the accuracy and completeness of the Owner's information. The Owner shall furnish consulting services not provided by the Architect, but required for the Project, such as surveying,

which shall include property boundaries, topography, utilities, and wetlands information; geotechnical engineering; and environmental testing services. The Owner shall employ a Contractor, experienced in the type of Project to be constructed, to perform the construction Work and to provide price information.

**ARTICLE 3 USE OF DOCUMENTS**

Drawings, specifications and other documents prepared by the Architect are instruments of the Architect’s service and are for the Owner’s use solely with respect to this Project. The Architect shall retain all common law, statutory and other reserved rights, including the copyright. Upon completion of the Project or termination of this Agreement, the Owner’s right to use the instruments of service shall cease. When transmitting copyright-protected information for use on the Project, the transmitting party represents that it is either the copyright owner of the information, or has permission from the copyright owner to transmit the information for its use on the Project.

**ARTICLE 4 TERMINATION, SUSPENSION OR ABANDONMENT**

In the event of termination, suspension or abandonment of the Project by the Owner, the Architect shall be compensated for services performed. The Owner’s failure to make payments in accordance with this Agreement shall be considered substantial nonperformance and sufficient cause for the Architect to suspend or terminate services. Either the Architect or the Owner may terminate this Agreement after giving no less than seven days’ written notice if the Project is suspended for more than 90 days, or if the other party substantially fails to perform in accordance with the terms of this Agreement.

**ARTICLE 5 MISCELLANEOUS PROVISIONS**

This Agreement shall be governed by the law of the place where the Project is located. Terms in this Agreement shall have the same meaning as those in AIA Document A105–2007, Standard Form of Agreement Between Owner and Contractor for a Residential or Small Commercial Project. Neither party to this Agreement shall assign the contract as a whole without written consent of the other.

Nothing contained in this Agreement shall create a contractual relationship with, or a cause of action in favor of, a third party against either the Owner or the Architect.

The Architect and Architect’s consultants shall have no responsibility for the identification, discovery, presence, handling, removal or disposal of, or exposure of persons to, hazardous materials in any form at the Project site.

**ARTICLE 6 PAYMENTS AND COMPENSATION TO THE ARCHITECT**

The Architect’s Compensation shall be:

«			
<b>Total Architect and Engineering Fee:</b>			<b>\$57,250</b>
<b>(Includes DRC Phase)</b>			
-			
<b>Fee Breakdown:</b>			
Architecture			<b>\$33,000</b>
Engineering			
Civil	\$8,500		
Structural	\$5,800		
MEPF	\$4,950		
Landscape	\$5,000		<b>\$24,250</b>
<b>AE Services Phase Breakdown:</b>			
Schematic Design(SD):		\$ 11,450 (20% Fee)	
Design Development(DD):		\$ 11,450 (20% Fee)	
Construction Documents(CD):		\$ 20,035 (35% Fee)	
Bidding and Negotiations/Permit Comments(BD/P):		\$ 2,865 (5% Fee)	
Construction Administration(CA):		\$ 11,450 (20% Fee)	
Includes 5 Construction Administration Site Visits included in this Fee.			
Includes Basic Shop drawing review and Submittals.			

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Additional Services will be authorized by the Client in writing prior to Architect commencing work. See hourly rates below.

**Hourly Rates**

Principal/Design Director:	\$200/HR
Architect:	\$195/HR
Project Manager:	\$135/HR
Project Coordinator:	\$105/HR
CAD/Technician:	\$85/HR
Clerical:	\$60/HR

The Owner shall pay the Architect an initial payment of «eleven thousand , four hundred and fifty » (\$ « 11,450 ») as a minimum payment under this Agreement. The initial payment shall be credited to the final invoice.

The Owner shall reimburse the Architect for expenses incurred in the interest of the Project, plus « ten » percent ( «10 » %).

Payments are due and payable upon receipt of the Architect's monthly invoice. Amounts unpaid « thirty » ( «30 » ) days after the invoice date shall bear interest from the date payment is due at the rate of « one point five» percent ( «1.5 » %) «monthly » , or in the absence thereof, at the legal rate prevailing at the principal place of business of the Architect.

At the request of the Owner, the Architect shall provide services not included in Article 1 for additional compensation. Such services may include providing or coordinating services of consultants not identified in Article 1; revisions due to changes in the scope, quality or budget; evaluating changes in the Work and Contractors' requests for substitutions of materials or systems; and services not completed within « six » ( « 6» ) months of the date of this Agreement through no fault of the Architect.

**ARTICLE 7 OTHER PROVISIONS**

*(Insert descriptions of other services and modifications to the terms of this Agreement.)*

«Optional Services to be provided upon request at Hourly Rates or under separate contract, to be determined.

**1. Interior Design**

Glavovic Studio Interiors Architecture Studio provides Interior Design Services. These are available upon request.

**2. FFE Services (Furniture, Fixture and Equipment)**

Specification, Selection and Coordination of these services for Items not required for Permit or beyond the scope of typical FFE Items will be provided upon request. These include but are not limited to Furniture Design, Millwork detailing, Equipment detailing, Fixture detailing outside of Basic Scope of services, Art Lighting, Art Integration etc.)

**3. USGBC LEED Certification and Commissioning**

Certification can be provided for the Design process. This should commence at the beginning of the Design and can be provided by Glavovic Studio Green or by separate Consultants. These services are available upon request.

**4. Additional Consultants and are billed to Client at 1.1 times Consultant Fee.»**

This Agreement entered into as of the day and year first written above.

OWNER

ARCHITECT: Glavovic Studio Inc.



\_\_\_\_\_  
*(Signature)*

«Ms. Marcela Bedoya » « Client »

\_\_\_\_\_  
*(Printed name and title)*

\_\_\_\_\_  
*(Signature) Representative of Glavovic Studio*

« President » « Design Director/Margi Nothard »

\_\_\_\_\_  
*(Printed name and title)*

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User Notes:

(1330132793)



---

*(Signature) Representative of Architect*

« Terence O'Connor, VP/RA »

---

*(Printed name and title)*

<b>Project Name:</b>	<b>Mas Café</b>
<b>Client/Owner:</b>	Mr. Santiago Bedoya
<b>GLC Project #:</b>	1686
<b>Date:</b>	July 3, 2017
<b>Architect:</b>	Glavovic Studio

SCHEDULE OF VALUES						
#	DIVISION NAME	UNIT	RATE	AMOUNT	COST	COMMENTS
1	General Requirements				\$48,350.00	
2	Site Work/Demolition				\$109,600.00	
3	Concrete				\$33,900.00	
4	Masonry				\$0.00	
5	Metals				\$0.00	
6	Woods and Plastics				\$0.00	
7	Thermal and Moisture Protection				\$13,020.00	Roofing
8	Doors and Windows				\$34,110.00	Glazing and doors
9	Finishes				\$48,384.00	Drywall, paint, finishes, tile flooring
10	Specialties				\$1,450.00	Fire extinguishers
11	Equipment				\$18,000.00	Kitchen equipment and coolers
12	Furnishings				\$14,400.00	Chairs and common area furniture budget
13	Special Construction				\$0.00	
14	Conveying Systems				\$0.00	
15	Mechanical & Plumbing				\$15,700.00	
16	Electrical				\$23,500.00	
	Total Construction Cost				\$360,414.00	
	General Conditions				\$48,350.00	
	Contingency 5% (If Applicable)					
	General Liability Insurance			\$	5,406.21	
	Over Head & Profit			\$	36,041.40	
	<b>Total Cost of Work</b>				<b>\$401,861.61</b>	
	<b>Cost/SQFT</b>					
	Payment & Performance Bond (If Required) 2%				n/a	

# Mas Café

# CONSTRUCTION PROPOSAL

General Conditions	\$ 48,000.00
Testing	
Demolition	\$ -
Sitework	\$ 79,700.00
Fencing	\$ 16,700.00
Landscaping and Irrigation	\$ 8,100.00
Hardscaping	
Concrete	\$ 33,900.00
Precast Concrete	
Masonry	\$ -
Stone	
Steel	\$ -
Rough Carpentry	\$ -
Millwork	\$ 15,000.00
Waterproofing, Caulk, Insulation	\$ -
Fire Proofing	
Roofing	\$ 13,020.00
ACM Panels / Exterior feature/decorative / Metals	\$ -
Doors, Frames & Hardware	\$ -
Special Doors	\$ 1,950.00
Glass & Glazing	\$ 32,160.00
Lathe, Plaster & Stucco	\$ 6,720.00
Drywall	\$ 8,424.00
Hard Tile	\$ 13,440.00
Acoustical	
Resilient Flooring	
Special Flooring	

Painting	\$ 4,800.00
Visual Display Board	
Louvers and Vents	
Flag Poles	
Signage	
Lockers	
Fire Extinguishers	\$ 450.00
Operable Partitions	
Walkway Covers	
Truck Dock Canopies	
Specialties	\$ 6,000.00
Toilet Partitions & Accessories	
Counter Equipment	\$ 18,000.00
Furnishings	\$ 14,400.00
Cashwork	
Special Construction	
Conveying Systems	
Fire Protection	\$ 450.00
Plumbing	\$ 9,700.00
HVAC	\$ 6,000.00
Electrical	\$ 23,500.00
Preconstruction	
Builders Risk Insurance	
General Liability Insurance	\$ 5,334.00
Fee	\$ 35,561.00
TOTAL	\$ 401,309.00
Allowance shall Shoring be required (excluded from GMP)	\$0



# Quote

05/02/2017

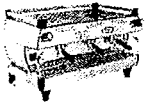
**To:**  
 M.A.S. CAFE'  
 818 N.E. 4th Avenue  
 Ft. Lauderdale, FL 33304  
 954-684-7699 (Contact)

**Project:**  
 M.A.S. CAFE  
 818 N.E. 4th Avenue  
 Ft. Lauderdale, FL 33304

**From:**  
 DEI  
 3908 North 29th Avenue  
 Hollywood, FL 33020-1010  
 (954) 920-9499  
 (954) 920-9802 (Fax)

Job Reference Number: 29460

Item	Qty	Description	Sell	Sell Total
1	1 ea	<b>DISHWASHER, UNDERCOUNTER</b> CMA Dishmachines Model No. L-1X Dishwasher, undercounter, 24"W x 23-1/2"D x 31"H, low temperature chemical sanitizing, (30) racks/hour, 12-1/8"H dish clearance, built-in chemical pumps & deliming system, built-in primer switches & instant start, upper & lower stainless steel wash arms with reinforced end caps, pumped drain, pump purging system, built-in strainer for water inlet, door safety switch, electrical components housed in stainless steel drawer, stainless steel construction, 4" adjustable legs, includes (1) open & (1) peg rack, 1 HP wash pump, NSF, UL, cUL 1 ea 115v/60/1-ph, 16.0 amps, standard	\$3,181.00	\$3,181.00
			<b>ITEM TOTAL:</b>	<b>\$3,181.00</b>
2	1 ea	<b>REACH-IN UNDERCOUNTER REFRIGERATOR</b> Beverage Air Model No. UCR60A Undercounter Refrigerator, two-section, 60" W, 17.1 cu. ft., (2) doors, (4) shelves, stainless steel exterior & top, aluminum interior, rear-mounted self-contained refrigeration, 6" casters, 1/4 hp, UL, cUL, UL EPH, MADE IN USA 1 ea 3 years parts & labor warranty (excludes maintenance items) 1 ea Self-contained refrigeration standard 1 ea Additional 2 yr compressor warranty, standard 1 ea 115v/60/1-ph, 8.2 amps, standard 1 ea Left door hinged left, right door hinged on right, standard 1 ea 6" Heavy duty casters, standard	\$2,396.00	\$2,396.00
			<b>ITEM TOTAL:</b>	<b>\$2,396.00</b>
3	1 ea	<b>CHILLED WATER DISPENSER</b> Bunn-O-Matic Model No. 45800.0001 45800.0001 DWSLV, BUNN Refresh Portion Control Still and Sparkling Cold Water Dispenser, counter top, portion control dispense, 120v/60/1-ph, 4.5 amps, NEMA 5-15P, ETLus, NSF 1 ea Note: Servers & airpots sold seperately.	\$2,652.00	\$2,652.00
			<b>ITEM TOTAL:</b>	<b>\$2,652.00</b>
4	1 ea	<b>ESPRESSO CAPPUCCINO MACHINE</b>	\$18,690.00	\$18,690.00

Item	Qty	Description	Sell	Sell Total
		F&O Imports Model No. GB/5-3-AV La Marzocco GB/5 AV Espresso Machine, 3 group, automatic, programmable coffee dosage, (2) boilers, 5L espresso boiler, 11L steam boiler, PID coffee brew temperature control, (2) steam wands, (1) hot water tap with economizer, polished stainless steel body, 220v/60/1, 6100 watts, NSF, UL/ETL listed		
	1 ea	1 year parts & labor warranty for defects, standard		
	1 ea	Pricing includes off-site prep & pre-installation test, local area delivery, final hookup, calibration, and basic operational training at time of installation. Freight charges to area servicing distributor not included. Additional local area travel charges may apply if outside of a major metropolitan area		
	1 ea	Accessories & Installation Kit: (1) each External pump and motor, Drain hose, Hose clamp for drain hose, Purocaff powder (and MSDS), Blind basket, Array of sizes of baskets (including a single basket), Tamper, 20" hose, (1) 3/8 compression 36" hose, Portafilters (1 per spout), Manual		
	1 ea	EV4339-13 Claris XL Filter Cartridge, extra large, carbon, 5-stage filtration, removes particles to 5 micron, 1 gpm service flow rate, rated for 1585 gallons for espresso applications & 1900 gallons for ocs/coffee applications based on water hardness of 180 ppm with standard bypass settings, 29-116 psi (2-8 bar) pressure requirement, temp 39°-86°F	\$321.00	\$321.00
	1 ea	EV4339-21 Claris Head 3/8" BSP	\$113.00	\$113.00
	1 ea	8000T-G Digiflow 8000T-G Water Flow Meter, for espresso machine, programmable for water use in gallons, 3/8" NPT in/out	\$40.00	\$40.00
	1 ea	FITTINGS & WATER TEST KIT Pre-assembly of water filter head & flow meter with fittings for immediate installation, includes KH water testing kit	\$47.00	\$47.00
	1 ea	3 HEAD ACCESSORIES KIT Espresso Machine Accessory Kit - 3 Head Machine: includes, (6) 3 oz. stainless steel shot pitchers, (1) heavy duty knock box, counter top, (3) 20 oz. milk steam pitchers, (3) 32 oz. milk steam pitchers, (6) easy steam thermometers, (3) foam spoons, (1) group brush, (1) 20 oz. Cafiza Espresso Machine Powder	\$225.00	\$225.00
			<b>ITEM TOTAL:</b>	<b>\$19,436.00</b>
5	1 ea	<b>COFFEE GRINDER</b> F&O Imports Model No. MAHLKONIG EK43 EK43 Grinder, removable hopper with bean stopper, combined bag clamp/knock-off device, and grounds tray, 98mm steel flat burrs, stepless grind with 11 reference points, 21-25 grams per second, 2.8 - 3.4 pounds per minute, hooper capacity: 2.2 pounds, 100-115 V, 60 Hz, 12 amp, 1.75 hp, UL	\$2,583.00	\$2,583.00
			<b>ITEM TOTAL:</b>	<b>\$2,583.00</b>
			Merchandise	\$30,248.00
			Freight	\$888.31
			Tax	\$1,864.88
			Total	\$33,001.19

## SITE REQUIREMENTS:

### 1. EQUIPMENT DELIVERY

- \* Prior to delivery of equipment to jobsite, exterior access to all delivery entrances must be complete including, driveways leading to entrance into the building, to allow for trucks to enter for unloading equipment, forklifts, jacks and/or hand trucks.
- \* All doors and hallways leading to the foodservice kitchen areas, bars and service stations must be finished prior to delivery of equipment.
- \* DEI Project Manager, along with Owner/Owner's Rep, will do a site inspection to assure that the site is ready to accept delivery and setting of equipment in place, as per above requirements. If after site survey is done, it is determined that the site is not ready to accept delivery of equipment, a notification will be sent to all parties involved.

### 2. FOODSERVICE AREAS

- \* All walls, floors and ceilings must be finished prior to setting equipment in place. As plumbing and electrical stub-outs must also be completed.
- \* All protective covering on equipment will remain on, until equipment has been connected by plumbers/electricians.
- \* Owner and/or G.C. must provide dumpsters on site for all crates and packaging materials to be discarded on site, at owner's expense.

### 3. INSTALLATION LABOR HOUR:

- \* Monday-Friday, 7:00am-4:30pm
- \* Any site delays caused by other trades in the field, which affects the kitchen equipment being set in place, requiring overtime and/or weekend work, must be approved in writing and will be billed to the Client as a Change Order to our Contract.

### 4. START-UPS & PERFORMANCE CHECKS FOR EQUIPMENT

- \* Once all gas and electrical has been turned on, DEI will require 48 hours notification to set up these start-ups/performance checks. This is done through the local factory authorized service agents.

## RECEIVING FREIGHT/DIRECT SHIPMENTS:

To ensure the safe arrival we ask that you follow a simple three-step process while the product is being delivered.

1. Before you (or your GC) sign the carrier's copy of the bill of lading, please thoroughly inspect the shipment for any signs of damage. Ideally, each carton should be opened while the driver is waiting, as there sometimes concealed damage even when the carton looks fine on the outside. Once the shipment is off the truck and signed for, it is your responsibility to handle claims (DEI can assist in the matter). If the driver refuses to wait for the process, note that on the freight bill when signing. You will be allowed (5) day from receiving freight to inspect and report concealed damage. After that, there will be no settlement from the factory or the shipper/
2. Specifically notate any signs of visible or concealed damage on the bill of lading before you sign it. Even if there is no clear place to write these notes down, just make sure it is somewhere on the bill of lading.
3. Refuse the product if it looks like the product is beyond repair, notating all damages on the delivery receipt. Also, please advise DEI if this situation should arise so that we can notify the respective factory.



UNLESS, these steps are followed, you put at risk any and all freight claims on your behalf.

Understand that the factories have no liability once they place the equipment on a truck bed. Our only recourse is from the shipper at that point, and they will enforce the five (5) day rule. All "benefits of the doubt" favor the shipper, so the above steps are critical to filing a successful claim.

**2017 FLORIDA LIMITED LIABILITY COMPANY ANNUAL REPORT**

DOCUMENT# L06000109689

**Entity Name:** SOLIDSOCGER, LLC

**Current Principal Place of Business:**

1166 BIRCHWOOD ROAD  
WESTON, FL 33327

**Current Mailing Address:**

1166 BIRCHWOOD ROAD  
WESTON, FL 33327 US

**FEI Number: NOT APPLICABLE**

**Certificate of Status Desired: No**

**Name and Address of Current Registered Agent:**

BEDOYA, ADRIANO JMGRM  
1166 BIRCHWOOD RD  
WESTON, FL 33327 US

*The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.*

**SIGNATURE:** \_\_\_\_\_

Electronic Signature of Registered Agent

Date

**Authorized Person(s) Detail :**

Title            PRESIDENT, AND AUTHORIZED  
                     REPRESENTATIVE  
Name            BEDOYA, ADRIANO  
Address        1166 BIRCHWOOD ROAD  
City-State-Zip: WESTON FL 33327

Title            OWNER, CEO, AND AUTHORIZED  
                     REPRESENTATIVE  
Name            BEDOYA, ALEJANDRO  
Address        1166 BIRCHWOOD RD  
City-State-Zip: WESTON FL 33327

Title            DIRECTOR AND AUTHORIZED  
                     REPRESENTATIVE  
Name            BEDOYA, JULIETA  
Address        1166 BIRCHWOOD ROAD  
City-State-Zip: WESTON FL 33327

*I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 605, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.*

**SIGNATURE: ALEJANDRO BEDOYA**

**OWNER**

**04/13/2017**

Electronic Signature of Signing Authorized Person(s) Detail

Date

**2017 FLORIDA LIMITED LIABILITY COMPANY ANNUAL REPORT**

DOCUMENT# L14000149031

**Entity Name:** MAS CAFE LLC

**Current Principal Place of Business:**

1166 BIRCHWOOD RD  
WESTON, FL 33327

**FILED**  
**Apr 13, 2017**  
**Secretary of State**  
**CC8928081377**

**Current Mailing Address:**

1166 BIRCHWOOD RD  
WESTON, FL 33327 US

**FEI Number:** 81-2345708

**Certificate of Status Desired:** No

**Name and Address of Current Registered Agent:**

SPIEGEL & UTRERA, P.A.  
1840 SOUTHWEST 22 STREET  
4TH FLOOR  
MIAMI, FL 33145 US

*The above named entity submits this statement for the purpose of changing its registered office or registered agent, or both, in the State of Florida.*

**SIGNATURE:** MARCELA BEDOYA 04/13/2017  
\_\_\_\_\_  
Electronic Signature of Registered Agent Date

**Authorized Person(s) Detail :**

Title	MGRM	Title	MGRM
Name	BEDOYA, MARCELA	Name	BEDOYA, SANTIAGO
Address	1166 BIRCHWOOD RD	Address	1166 BIRCHWOOD RD
City-State-Zip:	WESTON FL 33327	City-State-Zip:	WESTON FL 33327

Title MGRM  
Name ALEJANDRO, BEDOYA  
Address 1166 BIRCHWOOD RD  
City-State-Zip: WESTON FL 33327

*I hereby certify that the information indicated on this report or supplemental report is true and accurate and that my electronic signature shall have the same legal effect as if made under oath; that I am a managing member or manager of the limited liability company or the receiver or trustee empowered to execute this report as required by Chapter 605, Florida Statutes; and that my name appears above, or on an attachment with all other like empowered.*

**SIGNATURE:** SANTIAGO BEDOYA CO-OWNER 04/13/2017  
\_\_\_\_\_  
Electronic Signature of Signing Authorized Person(s) Detail Date

# Marcela Bedoya

🏠 1166 Birchwood Rd, Weston, FL 33327

🌐 www.mascafe.co

☎ 954-552-3436

✉ marcela@mascafe.co



Goal: To Continue growing, learning and creating skills necessary to enhance human connection through a cup of great coffee.

## Marcela Bedoya Flow Chart



Leader: "Teams need leaders, not just players or athletes. Those willing to sacrifice their talent and their effort in search of greatness, need to take upon themselves the responsibility of becoming the compass of the team and guide it in the right direction." –My dad to my brothers and me, 2008.

## Education

**Nova Southeastern University**  
Graduated. Bachelor of Science  
Major – Marketing

**Florence University of the Art's**  
Studied Abroad  
Event Planning Management

**Northeastern University 09-11**  
Studied Human Services

## Skills

**Bilingual:** Spanish & English

**Barista:** Espresso pulling, latte art, multi-tasking, prepping, cleaning, smiling, and engaging

**Cupping:** Not a Q-grader, but am practicing to become one

**Marketing:** I have a degree to prove it

**Small Business Management:** Patience, organization, saying "no", time management, efficiency.

## Interest

**COFFEE | Café |** Visited 14 countries, 17 states and counting! | **Futbol;** Played at the Collegiate Division 1 level in the CAAconference, occasionally school people today | **Event planning;** Being a perfectionist for a special memory to last forever. | **Writing:** blogs, poems, Instagram captions | **Dogs & cats,** monkey's, bears, horses, pigs, etc. | **Tattoos;** I don't have any, but they interest me.

# Santiago Bedoya

913 NE 17<sup>th</sup> Ave., Fort Lauderdale, FL 33304 | (954)684-7699 | [santibedoya89@gmail.com](mailto:santibedoya89@gmail.com)

## Objective

I intend to continue using my skills and knowledge, together with my ability to communicate fluently in both English and Spanish, to generate successful business plans and mutually beneficial agreements with clients and colleagues. For the past three years, I have devoted time and effort to secure the education, experience, and know how necessary to contribute to my family's startup specialty coffee business. My travels throughout several countries while conducting both of these activities, have enabled me to develop great insights into the business world and the entrepreneurial spirit. I have been exposed to great challenges and opportunities as well.

## Work Experience

### MAS Café

*Partner/Entrepreneur*

**Fort Lauderdale, FL**

*May 2014-Present*

- Lead all sales efforts in establishing retail and mass distribution channels
- Foster the implementation of excellent customer service business practices.
- Visit and select potential international coffee suppliers and vendors
- Negotiate business agreements with local coffee roasters
- Management of corporate financials, including revenue forecasts
- Ensure compliance with local, state, and federal rules and regulations
- Establish a viable, successful, and sustainable business model.

### Weston Soccer Club

*Director of Operations*

**Weston, FL**

*January 2016-May 2017*

- Main liaison between executive board and technical directors
- Attract and persuade families and players to become members of the club
- Align tournament participation with club's resource generation
- Establish opportunities to enhance coaches' development and education
- Encourage player's participation in highly competitive events
- Further academy's development through great talent scouting
- Increase local business engagement and sponsorships
- Foment greater cooperation with local government authorities
- Negotiate better arrangements for park and recreational facilities
- Arrange all aspects of Weston Cup, largest soccer tournament in South Florida, hosting more than 650 teams from all over the world.

**Continued on next page...**

## **Santiago Bedoya (Continued)**

### **Forrester Research, Inc.**

*Payroll Accountant & AP Associate*

**Boston, MA**

*January 2009-July 2014*

- Responsible for semi-monthly payroll via ADP Pay Expert for 1,200 employees
- Consulted on defining total compensation for new hires and terminations, including salary, vacation payouts, and benefits such as health premiums, FSA, and 401(K) program participation.
- Monitored and maintained employee records in ADP, Sentinel Benefits, Fidelity, and MetLife.
- Worked closely with HR to ensure all payroll & HR records matched consistently
- Timely resolved employee inquiries regarding pay, commissions, deductions or any general concerns.
- Prepared FSA and 401(K) contribution files in Excel to be uploaded to Sentinel Benefits and Fidelity.
- Compiled and submitted bonus and commission files in Excel to be uploaded to ADP
- Conducted New Hire orientations alongside HR
- Assisted sales employees with expense reimbursements using PeopleSoft and order management via Siebel Sales and Salesforce

### **Education**

#### **University of Liverpool**

*MBA*

**Liverpool, England**

*August 2014-December 2015*

#### **Northeastern University**

*BA, Finance & Marketing*

**Boston, MA**

*August 2007- May 2012*

Member and Captain of the Men's Varsity Soccer Team

Drafted by the Vancouver Whitecaps (MLS)

### **Skills & Interests**

- Proficient in both Microsoft (Word, Excel, PowerPoint) and Google (Docs, Slides, Sheets, Drawings, Forms)
- Bilingual. Communicate fluently in both, English and Spanish
- Soccer is my game. Proud brother of Alejandro Bedoya, current member of US Men's National Soccer Team
- I love traveling and getting familiar with new cultures and business practices worldwide

# Alejandro Bedoya

1166 Birchwood Road Weston, FL 33327  
(954)-415-5690 • alebedoya87@gmail.com

## About Me

---

After attending and graduating from Boston College, I chose to become a professional soccer player. I have been blessed with the opportunity to play for teams in Sweden, Scotland, France and currently here stateside in Philadelphia. While doing so through these years, I have also represented our country on the USA men's soccer team playing in international FIFA matches and participating at the 2014 World Cup in Brazil. Throughout my career, I have always been involved in pursuing my business interests which include acquiring and investing in real estate, investing in the art scene to startup an art agency, and helping start a family coffee shop business among others. Traveling the world has allowed me the opportunity to gain so many valuable experiences and perspectives. My hope is to continue to acquire knowledge while also giving back to local communities through my personal and business interests.

## Work Experience

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- Midfielder, Örebro SK** January 2009-July 2011
- First American ever to play for the club and helped team to reach Europa League qualification.
- Midfielder, Glasgow Rangers FC** July 2011-August 2012
- Played for the most prestigious team and club in Scotland.
- Midfielder, Helsingborg IF** August 2012-August 2013
- Played with club in Champions League and scored in Europa League group stages.
  - Voted best player in Sweden by fan, media, and players in league.
- Midfielder, FC Nantes** August 2013-August 2016
- Played for one of France's and Ligue 1 most historic team and clubs.
  - Became the American with most goals scored in history of team and league.
- Midfielder, Philadelphia Union** August 2016-Present
- Became the clubs record signing when I signed to play for the Union in Major League Soccer.
  - Scored only goal in the clubs first playoff appearance in last 5 years.
  - Named as current captain of team.
- Co-Owner, M.A.S. Cafe LLC** September 2014-Present
- Helped with the initial funding for our family startup coffee business.
  - Distributing high quality premium and specialty coffee from Colombia.
  - Work on marketing to help with leveraging my network to promote the coffee business.
- Investor, Iconoclast Artist Management** January 2016-Present
- Art talent agency which manages artists whose goal is to help move culture forward through the pursuit of design excellence.
  - Artists include: Futura 2000, 13th Witness, Eric Haze, Craig Costello, Rostarr, Lupe Fiasco, Baron von Fancy, Kevin Lyons, Eric Elms, Pixote, JK5, and Aerosyn-Lex Mestrovic among others.
- Owner, BrightHill Partners LLC** January 2017-Present
- Business whose focus is on acquiring real estate assets in the form of rental properties serving as both short and long term investments.

## **Education**

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**Boston College**  
Bachelor of Business Administration

January 2006-May 2009

- Graduated with a 3.45 GPA.
- Concentration in Business Management and Marketing.

## **References**

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Available upon request.