

# 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>Dale Saunders</b>		Tel. No. <b>(954) 448-5575</b>		E-Mail Address <b>dalesaunders1@yahoo.com</b>	
Primary Contact for this CRA Request <b>Dale Saunders</b>		Tel. No. <b>(954) 448-5575</b>		E-Mail Address <b>dalesaunders1@yahoo.com</b>	
Name of Business <b>Dale's Tires</b>		Tax I.D. No.		Company Website <b>https://www.dalestires.net/</b>	
Business Address <b>200-250 W. Sunrise Blvd.</b>		Tel. No. <b>(954) 765-1582</b>		Fax No.	
City <b>Fort Lauderdale</b>		State <b>FL</b>		Zip Code <b>33311</b>	
Commencement Date to Begin Project: _____				<b>JOB INFORMATION</b> Full Time Equivalent (FTE) _____ Jobs to be created _____	
Completion Date for Project: _____					
Check Appropriate Description		Project Type		Facility Description	
Existing Business <input checked="" type="checkbox"/>		Expansion <input checked="" type="checkbox"/>		Existing Space <b>19,913</b> sq. ft.	
New Business <input type="checkbox"/>		Relocation <input type="checkbox"/>		New Space <b>19,913</b> sq. ft.	
NAICS Code / Industry Type		Date of Incorporation <b>9/29/2009</b>		State where the business was incorporated <b>Florida</b>	
Proposed Project Location/City <b>Fort Lauderdale</b>		Proposed Address <b>200-250 W. Sunrise Blvd.</b>			
Property Control Number(s) <b>494234055770</b> <b>494234055990</b>		Property Owner <b>Dale Saunders</b>			
Owner Tel. No. (include Area Code) <b>(954) 448-5575</b>		Is there a lien on the property? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No		Other: _____	
Bank(s) Where Business Accounts for Projects Are Held		<b>2. Wells Fargo</b>			
Name of Participating Bank/Lender					
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)	
Name of Other Financial Source					
Amount	Contact Person	Tel. No. (include Area Code)		Fax No. (include Area Code)	
Project Purpose and Economic Impact					

**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
Dale Saunders	200-250 W. Sunrise Blvd.	100%		
Name	Complete Address	% Owned	From	To
Name	Complete Address	% Owned	From	To
Name	Complete Address	% Owned	From	To
Name	Complete Address	% Owned	From	To

PROJECT/ACTIVITY COST SUMMARY	
1. Please state the overall project cost:	\$ \$970,000
2. Please state the overall project costs related to the CRA's assisted activity?	\$ \$727,000
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)			
City funds			
CRA funds	\$727,000		
Company's current cash assets			
Owner equity (specify)	243,000		
Other (specify)			
Other (specify)			
Other (specify)			
<b>Total Sources</b>	<b>\$970,000</b>		
Select the Use(s) of Funds and the Amount Need for Each	Sources of Funds ( Yes or No)	Amount	
Land Acquisition			
Real Property Acquisition			
Utility and road infrastructure improvements			
New construction of commercial and industrial buildings	Yes	\$470,000	
Rehabilitation of commercial and industrial buildings	Yes	500,000	
Purchase and installation of equipment and fixtures			
Other (specify)			
Other (specify)			
Other (specify)			
<b>Total Uses</b>		<b>\$970,000</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: _____	\$ _____	_____	\$ _____	% <input type="text"/>	_____	\$ _____
Name: _____	\$ _____	_____	\$ _____	% <input type="text"/>	_____	\$ _____
Name: _____	\$ _____	_____	\$ _____	% <input type="text"/>	_____	\$ _____
Name: _____	\$ _____	_____	\$ _____	% <input type="text"/>	_____	\$ _____
Name: _____	\$ _____	_____	\$ _____	% <input type="text"/>	_____	\$ _____

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

- 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.
- 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.
- Corporate income tax returns for the last three years (*personal returns may also be requested*).
- 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*).
- 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.
- If business is a franchise, include a copy of the franchise agreement;
- Bank Commitment Letter detailing the conditions of the loan approval.
- Copy of IRS determination letter as a non-profit organization (*required for all non-profit organizations only*).
- 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*).
- Articles of Incorporation or Division of Corporations information identifying authorized signatories
- Copy of the Property Deed (*if the applicant is the owner*)
- Copy of By-Laws (*required for all non-profit organizations only*).
- Please sign and submit *Statement of Personal History and Credit Check Release* (as attached).
- 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.
- Attach a street map showing the location of the proposed project, Property Folio number and Legal Description.
- 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*)

- CPA audited corporate financial statements for the last three years (*Profit and Loss Statement and a Balance Sheet*).
- If the most recent business return and/or financial statement is more sixty (60) days old, please submit a current Interim Financial Statement.
- Three year financial pro formas which include operating statements, balance sheets, funding sources, and use details.
- Ten year revenue and expense projection for the project
- Copy of sales/purchase agreement when purchasing land or a building (*or an executed lease if applicable*).
- Provide details regarding any credit issues, bankruptcies and lawsuits by any principal, owning 20% or more of the business.
- 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.
- 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.
- Identification and qualifications of project development team (*i.e., attorney, engineer, architect, general contractor, etc.*).

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: Dele's Wheels & Tires Direct

By: [Signature] Date: 03/03

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

### PERSONAL HISTORY STATEMENT

**PLEASE READ CAREFULLY - PRINT OR TYPE**

Each Proprietor (if a Sole Proprietorship), General Partner (if Partnership), Limited Partner (if Partnership), Officer, Director and Business Owner (owning 20% or more of the business), must complete a Personal History Statement. For all Non-Profit Organizations, all guarantors must complete this form and be approved as guarantors by the City of Fort Lauderdale Community Redevelopment Agency.

Applicant/Business Name: Dale's Wheels & Tires Direct, Inc.	Participating Bank/Lender:
City: Fort Lauderdale State: FL Zip: 33311	City: State: Zip:

**Personal Statement of (if you do not have a middle name, put NMN):**

First Name: Dale Middle: Gary Last: Saunders  
Social Security No.: Date of Birth: Place of Birth:

Present Address: 910 NE 17 Way City: Fort Lauderdale State: FL Zip: 33311 From: 7/30/2019 To: Present	Previous Address: 5604 NW 108 Terrace (needed if in present address less than 5 years) City: Coral Springs State: FL Zip: 33065 From: 1999 To: 2018
Loan Requested from CRA: \$ 727,000 Loan Request from Bank(s): \$ Percentage of Company Ownership: 100 %	Are you a U.S. Citizen: <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO If NO, are you a Lawful Permanent Resident Alien: <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO Alien Registration Number:

IT IS IMPORTANT THAT THE NEXT THREE (3) QUESTIONS BE ANSWERED COMPLETELY. AN ARREST OR CONVICTION RECORD WILL NOT NECESSARILY DISQUALIFY YOU. HOWEVER, AN UNTRUTHFUL ANSWER WILL CAUSE YOUR APPLICATION TO BE DENIED.

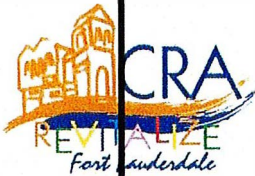
IF YOU ANSWER "YES" TO ANY OF THE QUESTIONS BELOW, PLEASE FURNISH DETAILS ON A SEPARATE SHEET. INCLUDE DATES, LOCATION, FINES, SENTENCES, WHETHER MISDEMEANOR OR FELONY, DATES OF PAROLE/PROBATION, UNPAID FINES OR PENALTIES, NAME(S) UNDER WHICH CHARGED, AND ANY OTHER PERTINENT INFORMATION.

1. Are you presently under indictment, on parole or probation? ☐ YES ☒ NO  
(If YES, indicate the date parole or probation is to expire)
2. Have you ever been charged with and/or arrested for any criminal offense other than a minor motor vehicle violation? Include offenses which have been dismissed, discharged, or not prosecuted. ☒ YES ☐ NO
3. Have you ever been convicted, placed on pretrial diversion, or placed on any form of probation, including adjudication withheld pending probation, for any criminal offense other than a minor vehicle violation? ☒ YES ☐ NO

I hereby authorize the City of Fort Lauderdale to request criminal record information about me from the criminal justice agencies for the purpose of determining my eligibility.

Signature:	Title:	Date:
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\*ORIGINAL SIGNATURES REQUIRED



# Northwest-Progresso-Flagler Heights Community Redevelopment Agency

## CREDIT CHECK RELEASE FORM

I authorize the City of Fort Lauderdale Community Redevelopment Agency to obtain such information (from any source necessary), as the City/CRA may require concerning statements made in the application for the CRA funding (including but not limited to, obtaining a copy of my credit report, current loan status reports and financial information from the Participating Bank/Lender).

**PLEASE NOTE:** Each Proprietor (if a Sole Proprietorship), General Partner (if Partnership), Limited Partner (if Partnership), Officer, Director and Business Owner (owning 20% or more of the business), must complete this Credit Check Release Form. For all Non-Profit Organizations, all guarantors must complete this form and be approved as guarantors by the City of Fort Lauderdale Community Redevelopment Agency.

First Name: Dale Middle: Gary Last: Saunders

Social Security No.: \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Driver's License (State and Number): \_\_\_\_\_ Home/Cellular Phone No.: \_\_\_\_\_

(954) 448-5575

Current Home Address (PO Boxes not accepted): 910 NE 17 Way

City: Fort Lauderdale State: FL Zip Code: 33304

Employer: Dale's Wheels & Tires Direct, Inc.

Employer Address: 250 W. Sunrise Blvd.

City: Fort Lauderdale State: FL Zip Code: 33311

Company Phone No.: (954) 765-1582 Other No.: (954) 448-5575

Signature: Dale Saunders c/s

Date: \_\_\_\_\_

\*ORIGINAL SIGNATURES REQUIRED

7 CRA INCENTIVE APPLICATION

Last Updated: September 16, 2016

Office No.: (954) 765-1582

CAM #22-0309

Exhibit 4

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## 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:

<b>COMMERCIAL FAÇADE IMPROVEMENT PROGRAM</b>	_____
<b>PROPERTY AND BUSINESS IMPROVEMENT PROGRAM</b>	\$ _____
<input type="checkbox"/> <b>STREETSCAPE ENHANCEMENT PROGRAM</b>	\$ _____
<input type="checkbox"/> <b>DEVELOPMENT INCENTIVE PROGRAM</b>	\$ <b>727,000</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.

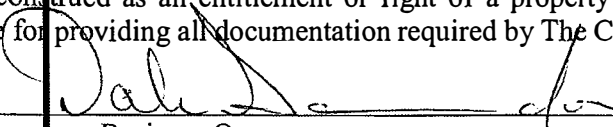
**If you are applying for funding from the Commercial Façade Improvement Program, Property & Business Improvement Program and/or Streetscape Enhancement Program, please also complete the following:**

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

projects over \$50,000 may be assigned a CRA Construction Review Specialist who will determine the scope of work to be funded and will secure contractor pricing for the project, manage funding request and provide general project oversight.

26. For Streetscape Enhancement Program projects, see additional requirements for projects in excess of \$300,000 as required by Florida Statute 255.20.

I \_\_\_\_\_ attest that the information is correct to the best of my knowledge. I further understand that the CRA program benefits are contingent upon funding availability and CRA approval and are not to be construed as an entitlement or right of a property owner/applicant. I further understand that I am responsible for providing all documentation required by The CRA.

 \_\_\_\_\_ Signature of  
Property Owner or Business Owner

DALE SAUNDERS  
\_\_\_\_\_  
Print Name

**List of all Jobs to be Created**

<b>Job Title</b>	<b>#</b>	<b>Brief Job Description</b>	<b>Annual Average Salary</b>	<b>Industry Average Salary</b>	<b>Experience/Education/Skills Required</b>
Property Manager	1	Manage business operations and staff	\$40,000	\$40,000	High School Diploma/GED
Accountant	1	Perform payroll and tax services	\$40,000	\$50,000	Bachelor's Degree
Groundskeeper	2	Maintain plaza and landscaping	\$20,000	\$20,000	High School Diploma/GED
Security	2	Keep property secure day/night	\$30,000	\$40,000	High School Diploma/GED
Marketing	1	Promote the plaza through media	\$25,000	\$40,000	High School Diploma/GED
Warehouse Workers	3	Manage inventory, supply service bays	\$25,000	\$25,000	High School Diploma/GED
Counter Help	2	Greet customers and place orders	\$25,000	\$25,000	High School Diploma/GED

**\*USE ADDITIONAL SHEETS IF NECESSARY**



Phone: (954) 764-1582

Address: 250 West Sunrise Blvd, Fort Lauderdale, FL 33311

Email: dalestires@live.com

*200 West Sunrise Plaza*

"To further uplift the community through positive real estate development."



## **Business Plan**

The 200 West Sunrise Plaza is strategically situated in the heart of the northernmost portion of the Northwest Progress – Flagler Heights (NPFH) CRA. The aim of starting this particular business was to serve as a community based commercial plaza, serving residents and assisting entrepreneurs to achieve their dreams of being business owners. While we are extremely proud of our ability to accommodate the retail needs of the immediate community, we have a desire to attract improved retail uses that will make this plaza a destination for individuals that travel along the very busy West Sunrise corridor. Since the Sunrise Corridor is the only city corridor that has a direct connection from I-95 to Ft. Lauderdale; the enhancement of this plaza will complement the continued growth of the downtown and NPFH-CRA areas.

The 200 West Sunrise Plaza is located directly in the middle of the large redevelopment that is occurring on the Sunrise corridor adjacent to Andrews Ave (Wawa, Aldi, & Dunkin Donuts). The improvements to the plaza will have a similar color scheme/façade as the completed Aldi developments. A new name and brand will positively serve to promote the area along with the incoming business.

The 200 West Sunrise Plaza is owned by Dale Saunders and family which will be the first stage of improvements to be done by Mr. Saunders. He also owns the adjoining property which houses Dale's Wheels & Tires Direct which is a very vibrant and respected business in the area. These properties and businesses have no debtor liens. The property is self-administered and self-managed by the family, with a plaza manager and contractual technicians as needed. The most desirable features of the plaza include: friendly people (both shop owners and community residents), its convenience to the community, its location in the center of the neighborhood, a decent mix of businesses and a community focus. The most undesirable is its old, tired, dowdy and dated appearance and ambience, not enough landscaping, perhaps a cafe or take away restaurant, including places for lunch is needed. It is not necessarily an inviting plaza for customers and finally, the plaza is lacking in identity and directional signage. In short, the plaza simply needs upgrading to a modernized look. I am quite aware that improving the property requires a huge capital base, and with the help of the City of Fort Lauderdale and the NWCRA I can confidently say that we are ready to take on the redevelopment project.

As part of our plans to make our customers our number one priority and to become one of many leading property redevelopment projects in Fort Lauderdale and for the Saunders family, we intend to comply with the stipulated CRA requirements such as job creations and long-term leases.

## **Market Analysis**

We have done extensive market research on developing the office suites at 200 West Sunrise. US News & World Report ranked Florida #2 in Fiscal Stability and #9 with Economy compared to the rest of the country. Fiscal stability is highest when there are assets and policies in place that mitigate potential economic crisis / smooth the inevitable swings in the economy. The most important factor contributing to this is Florida's liquidity score, which is 5.8 (total current assets / total current liabilities). That is more than 2x the national average of 2.5. Florida is home to over 270,000 retail stores, and the retail market employs well over 2 million people. This foundation is supported by people consistently spending their hard-earned dollars at store fronts around the state. This is further exemplified because retail growth in Miami and South Florida has been explosive in recent years. We believe that there is a need for affordable office suites and retail spaces that will bring more excitement and dollars into the city.

### **Applicant Capacity**

The 200 West Sunrise Plaza has a total square footage of 2,200 that can currently hold one store front.

### **Company History**

Backed by entrepreneur Dale Saunders, 200 West Sunrise Plaza is a retail plaza that has allowed entrepreneurs of all kinds to start, and scale their own businesses servicing the Sunrise Corridor. The 200 West Sunrise Plaza is a partner of Dale's Wheels & Tires Direct that started over 25 years ago and is dedicated to serving the Sunrise Corridor.

