City of Fort Lauderdale

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



APPLICATION FOR CRA FUNDING ASSISTANCE

CRA INCENTIVE APPLICATION Last Updated: September 16, 2016

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Puntary Contact for this CRA Request	L.	141 No	2870212	I Mail Nil	ardrunkft	Com		
Brian Parenteal	ⁱ	Lay ID	No	Conginy V	Wen-site			
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901 Progresso Dr				1				
Ft Lauderdale		State	-4	Zep Code	3304			
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Completion Date for Project.	٦ T (30		Fall Loac Jobs to be	Equivalent (1-f.f.) created	35		
Check Appropriate Description	Project Type	Lacility De	Scription	Example	м,			
TExisting Business [7]	TExpansion []	1 visting S	•			25		
INew Business 🕅 🕅	Relocation 1	New Space	ઙ પ્રી	localTE	Juh.	35		
NAICS Code Industry Type	Date of Incorporation	State wher was incorp	e the business		TABLE OF REASING	17		
				Sole Propt	netor			
	10/22/18	FL		Partnershi	р			
Proposed Project Location City	Proposed Ad		-	Joint Vent	urc			
FtLauderdale	901 PI	POGIESS	O Dr	Corporation				
Property Control Number(s)				Cooperation	ability Company	V		
	-	Jay A	dams	Non-Profit		<u>r</u> .		
Owner Tel. No. (include Area Code)	Is there a lien o	on the proper	ty?	Other	101			
954 401 9974	Yes I No							
Bank(s) Where Business Accounts for								
1. Business Accts will	Il be establis	shed in	2. March 26	(19				
Name of Participating Bank/Lender	NA Curi	rent pa	uity provide	16113	Kuy Adams			
Amount	Contact Person		Tel. No. (include Area		Fax No (include Ai	rea ('rde)		
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Name of Other Financial Source								
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s			1					
Project Purpose and Economic I Creation of neu- historic Progre	Cilleans	ice re. with	staurant to Indoor and	be lo 2 Octo	cated in loor seatin	g.		

- 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.

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Name	Complete Address	% Owned	From	То
Name	Complete Address	% Owned	From	То
Douglas Herb	st 347 N. New River East	ST Avderdule	20% -	
Name	Complete Address	% Owned	From	To
Jay Adams	s 919 SE that FILANden	Jale FL 402		
Name	Complete Address	% Owned	From	To
	17 tau 3245 NE 18455	Trentura FL	40% 10/18	-Prese
Name	Complete Address	% Owned	From	То

A REAL PROPERTY OF STREET, STREET, F. STR

PROJECT/ACTIVITY COST SUMMARY 657,800

1. Please state the overall project cost: \$

225,000 2. Please state the overall project costs related to the CRA's assisted activity? \$

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 lincentive PBIP Forqueble Larny	\$ 225,000	
Company's current cash assets (OLOUSER)	\$ 225,000 432,800*	
Owner equity (specify)	· I	
Other (specify)		
Other (specify)		
Other (specify)		
Total Sources	\$ 657,800	
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	1	
Rehabilitation of commercial and industrial buildings	# 507,800	
Purchase and installation of equipment and fixtures	100,000	
Other (specify) Least - starton expenses	20,000	
Other (specify) Lease - start on energy Other (specify) Licensing, Marketing Mise Oper	30,000	
Other (specify)	1	
Total Uses	\$ 657 800	

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

* OWNERS IN BUS HAVE DOCUMENTED \$\$ 815,000 13 AVAILABUE IN CAEN TO COVER EST. PRODECTCOST, WHORSERD BADENSAD AND CASH RESERVE.

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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	Raie of Interest	Maturity Date	Monthly Payment
Name: Space Count Ore Auf Dou	\$ 73		\$ 1,2911	%		\$ 6486
Naine: C/2A	\$ 50K	3/23/17	\$ 47%	% 0	5 yr	\$ ()
Name:	\$		\$	%		\$
Name:	\$		\$	%	4, sussesses	\$.
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).
- 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*).
- 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.).

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- 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).
- Copy of Environmental Report showing there are no Environmental issues (*j applicable*).
 Copy of Appraisal Report (*f 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: Patro Pizzaria	
By: Bulation Signature and Title	12/23/18 Date
Guarantors: JAY Adams 3	12/19
Signature and Title Brian Pol Nonteau	Date si si
Signature and Title	Date

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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:

	COMMERCIAL FAÇADE ÎMPROVEMENT PROGRAM	\$	الم المحافظ
X	PROPERTY AND BUSINESS IMPROVEMENT PROGRAM	\$	225,000.00
[]]	STREETSCAPE ENHANCEMENT PROGRAM	\$_	
	DEVELOPMENT INCENTIVE PROGRAM	\$	
	PROPERTY TAX REIMBURSEMENT PROGRAM	5_	

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

- 1. Please describe your project. Attached business Plan Folio # 494234062280 2. What is the address, folio number and legal description of the property. 901 Progresse Dx. Scites 110-114
- 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. Retail and office building
- 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. Owner is pertner. 5. What is the zoning of the property? NWRAC-MUNE
- 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. Yes attached
- 7. Is your project new construction or is it renovation? Ren O vation
- 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) \$ 560.600,000 total - 40,000-60,000 soft
- 9. What is the current Broward County Assessed Value of the property? See attacled BCPA
- 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

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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 lice of a forgivable mortgage will be considered on a case by case basis. See attached

- 11. Are there any other liens or pending liens on the property? Please provide OR Book and Page. None
- 12. Are there any code violations on the property? Identify. None
- 13. Is the property listed "For Sale," Please note that properties listed for sale may not apply for CRA program funding. No
- 14. How many new permanent jobs will be created by the project? Please describe the jobs to be created and projected salaries. Attached
- 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. As soon as
- approved 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. 5- & mon the from a pproval or permit
- 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. Attached
- 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, attached yes - \$42,000 partial facade
- 19. Have your previously received funding from the CRA? Explain.

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

- 20. Do you have a detailed scope of work? If so, please include for CRA review and approval. See bids
- 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. Architectural pade esimeering 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. Yes - in for permit
- 23. Do you have detailed, written contractor cost estimates? If so, please provide. yes see attached
- 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. X K
- 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

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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.

 $\frac{Brian}{2} \frac{Parenteau}{2}$ 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

Brian Parenteau Print Name

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Line and

List of all Jobs to be Created

Job Title	#	Brief Job Description	Annual Average Salary	Industry Average Salary	Experience/Education/Skills Required
General Manager	1	Manage entire staff & building	65,000	52,000	10 yrs Exp
Assistant Manager	1	Assist GM	40,000	38,000	3 yrs exp
Bartender	4	Serve guests	12,000+35,000 tips each	22,000+19,000	l yr exp
Part Time Bartender	3	Serve guests	5,000+7,000 tips		
Bar Back	3	Assist bartender/servers	13,000+7,000	22,000	N/A
Part Time Bar Back	1	Assist	7,500+3,000		
Hostess/Maître	2	Greet Accommodate guests	30,000 each	29,000	l yr exp
Waiters/servers	6	Serve guests	10,000+30,000 tips	14,000+18,000	l yr exp
Part Time Waiters	2	Serve guests	6,000+15,000 tips		
Bussers/food runners	3	clean	18,000+5,000	21,000	N/A
Chefs	2	Cook	35,000	33,000	2 yr exp
Prep Cooks	2	Assist Cooks	28,000	29,000	l yr exp
Dishwashers	3	Clean	24,000	22,000	N/A
Part Time Bookkeeper	1	Financials	10,000	20,000	5 yr exp
Part Time Marketing/IT	1	Marketing, Social Media	15,000	32,000	5 yr exp
Part Time DJ/Entertainment	1	Entertainment	20,000	20,000	1 yr exp

¹¹

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Maintenance	1	Repair + Clean	18,000	15,000	N/A
Part Time Delivery	1	Delivery	10,000+3,000	10,000	N/A
Totals	27 Full Time and 12 Part Time		\$671,000 salaries Plus \$413,000 Tips		

Patio Bar & Pizza

"Serving a Unique Selection of Delicious Foods Including Artisan Pizzas and Flatbreads along with Popular Alcoholic Beverages and Craft Cocktails in an Attractive Comfortable Environment"

> 901 Progresso Drive Fort Lauderdale, Florida 33304



Phone Numbers: (239) 287-0312; (954) 530-1800 Email Address: <u>bparenteau2000@yahoo.com</u>

Patio Bar & Pizza

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Outline Editor – Master Outline

Strategic & Tactical Business Plan **1** Cover Page 2 Confidentiality Agreement **3** Executive Summary 3.1 Objectives 3.2 Mission 3.3 Keys to Success 4.0 Company Summary 4.1 Company Ownership 4.2 Company History 4.3 Start-up Summary 4.4 Company Locations and Premises 5.0 Products and/or Services 5.1 Product and/or Service Description 5.2 Competitive Comparison 5.3 Sales Literature 5.4 Sourcing and Fulfillment 5.5 Technology 5.6 Future Products and/or Future Services 6.0 Market Analysis Summary 6.1 Market Segmentation 6.2 Target Market and Segment Strategy 6.2.1 Market Needs 6.2.2 Market Trends 6.2.3 Market Growth 6.3 Industry Analysis or Service Business Analysis 6.3.1 Business Participants or Industry Participants 6.3.2 Distributing Products or Distributing Services 6.3.3 Competition and Buying Patterns 6.3.4 Main Competitors 7.0 Strategy and Implementation Summary 7.1 Strategy Pyramids 7.2 Value Proposition 7.3 Competitive Edge 7.4 Marketing Strategy 7.4.1 Positioning Statement 7.4.2 Pricing Strategy 7.4.3 Promotion Strategy 7.4.4 Distribution Strategy 7.4.5 Marketing Programs 7.5 Sales Strategy 7.5.1 Explain Sales Forecast

7.5.2 Sales Programs

7.6 Strategic Alliances

7.7 Explained Milestones

8.0 Management Summary

8.1 Organizational Structure

8.2 Management Team

8.3 Management Team Gaps

8.4 Personnel Plan

9.0 Financial Plan

9.1 Important Assumptions

9.2 Key Financial Indicators

9.3 Explanation of Break-even Analysis

9.4 Explanation of Projected Profit and Loss

9.5 Explanation of Projected Cash Flow

9.6 Explanation of Projected Balance Sheet

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9.7 Explanation of Business Ratios

9.8 Explanation of Long-term Plan

10.0 Web Plan Summary

10.1 Web Marketing Strategy

10.2 Development Requirements

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3. EXECUTIVE SUMMARY

There is an opportunity in Fort Lauderdale, Florida to open and operate an innovative successful neighborhood bar and restaurant with a unique flair. Brian Parenteau and Jay Adams recognize this opportunity and have decided to go forward with their new company named *Patio Bar & Pizza*. The company will penetrate the market in the business of operating a conveniently located bar and restaurant that specializes in serving artisan pizzas, flatbreads and craft cocktails in an attractive and comfortable environment designed to appeal to a diverse clientele. Brian Parenteau and Jay Adams also recognize the opportunities for offering a courteous and knowledgeable staff of well trained personnel dedicated to providing exceptional customer service. *Patio Bar & Pizza* will work to make its operations more productive while at the same time controlling expenses.



The money required getting the company organized and structured has been provided by Brian Parenteau and Jay Adams, who are investing \$600,000.00 to establish this new business. The money will be allocated to take care of all the requirements including \$450,000.00 for plans, permits and construction; \$100,000.00 for furnishings, equipment, and inventory; \$20,000.00 for legal, insurance and startup payroll; and \$30,000 for licensing, marketing and miscellaneous operating expenses. This business plan will show the components that make up and accomplish this exciting business venture.

This business is based on two vital components:

1. Excellent management that has a mastery of choosing the right product and the right service at the right time with a mastery of knowing what its total market is and how to keep gaining a greater share of that market.

2. Providing an excellent product or service that is not only well accepted now but also whose acceptance and use will continue to grow at an accelerated rate into the future.

Patio Bar & Pizza will coordinate worker productivity with increasing market demand to ensure continued company growth and development. Its approach emphasizes the individual participation of every employee and member of this organization and the total process of building the company to acquire an ever-increasing market share.

By guiding and helping employees with knowledge and awareness, it will build a solid foundation for achieving its most ambitious goals. *Patio Bar & Pizza* realizes that this is an ideal time to establish this business in this expanding industry and move forward in a steady progression over the next five years.

Some of the highlights of its strategy are here briefly summarized:

- ✓ Patio Bar & Pizza has superior talent and experience for the marketplace.
- ✓ Profitability is assured by its preparation of knowing what the market requirements are presently and what they are to be in the next several years.
- ✓ With its strategy and budget in place, sales are expected to multiply rapidly, and the company expects to move in on the leaders in the industry.

3.1 OBJECTIVES

Patio Bar & Pizza has definite objectives to fulfill its desire to participate and achieve an ever-growing market share of the exciting industry that it is entering. What follows is a summary of the key objectives of *Patio Bar & Pizza*:

- 1. Penetrate the market in the business of operating a bar and restaurant in a trendy neighborhood with easy access to art, music and cultural events.
- 2. Develop employee capabilities to ensure a strong foundation for participation in a rapidly growing company.
- 3. Increase sales and revenue at a rate no less than 10% per year.

3.2 MISSION STATEMENT

Patio Bar & Pizza is a company that will strive to excel in the business of operating a conveniently located bar and restaurant that specializes in selling and serving craft beer and cocktails along with artisan pizza and flatbread in a clean and comfortable environment designed to appeal to a diverse clientele. What makes *Patio Bar & Pizza* different and special is that *Patio Bar & Pizza* will offer a courteous and knowledgeable staff of well trained personnel dedicated to providing exceptional customer service.

3.3 KEYS TO SUCCESS

Patio Bar & Pizza is confident of the following attributes that it demonstrates as keys to its success:

- 1. Brian Parenteau and Jay Adams's abilities to recognize and define the best course of action
- 2. The consistent raising of productivity
- 3. Diligent effort to regularly lower overall cost
- 4. Recruitment of experienced and talented employees
- 5. Ability to effectively market what Patio Bar & Pizza provides

4. COMPANY SUMMARY

Patio Bar & Pizza will begin its operation in 2018. The inspiration for the company was the realization that there is a need for a company that can provide a conveniently located restaurant with a dedicated management team who possess an extensive amount of industry knowledge and experience. The company will be headquartered in the city of Fort Lauderdale in the state of Florida.

4.1 COMPANY OWNERSHIP

Patio Bar & Pizza is set up as a Limited Liability Company. The ownership is held by Brian Parenteau and Jay Adams, who hold 100%. All questions relative to ownership should be directed to *Patio Bar & Pizza*.

4.2 COMPANY HISTORY

Patio Bar & Pizza is proud of the accomplishments of the people that have made up this company. *Patio Bar & Pizza* is particularly proud of the fact that we possess a dedicated management team that demonstrates honesty, integrity and professionalism in all aspects of operations. The company is also proud of the fact that that all our associates are carefully prescreened to ensure the highest standard of quality and we consistently strive to provide a superior level of service designed to exceed the expectations of our clients.

4.3 START-UP SUMMARY

The money required getting the company organized and structured has been provided by Brian Parenteau and Jay Adams, who are investing \$600,000.00 to establish this new business. The money will be allocated to take care of all the requirements including \$450,000.00 for plans, permits and construction; \$100,000.00 for furnishings, equipment, and inventory; \$20,000.00 for legal, insurance and startup payroll; and \$30,000 for licensing, marketing and miscellaneous operating expenses.

4.4 COMPANY LOCATIONS AND PREMISES

Patio Bar & Pizza will maintain its headquarters where its management staff will be in the city of Fort Lauderdale in the state of Florida. At no time will management allow a situation to exist where the company is supporting locations or premises that are not essential to the most effective operation of the company.

Fort Lauderdale, Florida Demographics

As of 2010, those of Hispanic or Latino ancestry accounted for 13.7% of Fort Lauderdale's population.

Out of the 13.7%, 2.5% were Cuban, 2.3% Puerto Rican, 1.7% Mexican, 1.1% Colombian, 0.9% Guatemalan, 0.8% Salvadoran, 0.6% Honduran, and 0.6% were Peruvian. As of 2010, those of African ancestry accounted for 31.0% of Fort Lauderdale's population, which includes African Americans. Out of the 31.0%, 10.0% were West Indian or Afro-Caribbean American (6.4% Haitian, 2.5% Jamaican, 0.4% Bahamian, 0.2% Other or Unspecified West Indian, 0.2% British West Indian, 0.1% Trinidadian and Tobagonian, 0.1% Barbadian), 0.6% were Black Hispanics, and 0.5% were Sub-Saharan African. As of 2010, those of (non-Hispanic white) European ancestry accounted for 52.5% of Fort Lauderdale's population. Out of the 52.5%, 10.3% were Irish, 10.1% German, 8.1% Italian, 7.1% English, 3.0% Polish, 2.1% French, 1.9% Russian, 1.7% Scottish, 1.2% Scotch-Irish, 1.0% Dutch, 1.0% Swedish, 0.6% Greek, 0.6% Hungarian, 0.5% Norwegian, and 0.5% were French Canadian. As of 2010, those of Asian ancestry accounted for 1.5% of Fort Lauderdale's population. Out of the 1.5%, 0.4% were Indian, 0.3% Filipino, 0.3% Other Asian, 0.2% Chinese, 0.1% Vietnamese, 0.1% Japanese, and 0.1% were Korean. In 2010, 7.1% of the population considered themselves to be of only American ancestry (regardless of race or ethnicity.) 0.6% were of Arab ancestry, as of 2010.

As of 2010, there were 74,786 occupied households, while 19.7% were vacant. 17.7% had children under the age of 18 living with them, 30.4% were married couples living together, 12.3% have a female head of household with no husband present, and 52.4% were non-families. 39.4% of all households were made up of individuals and 11.1% had someone living alone who was 65 years of age or older (4.8% male and 6.3% female.) The average household size was 2.17 and the average family size was 3.00. In 2010, the city population was spread out with 17.6% under the age of 18, 8.1% from 18 to 24, 28.4% from 25 to 44, 30.6% from 45 to 64, and 15.3% who were 65 years of age or older. The median age was 42.2 years. For every 100 females there were 111.8 males. For every 100 females age 18 and over, there were 113.1 males. As of 2010, the median income for a household in the city was \$49,818, and the median income for a family was \$59,238. Males had a median income of \$46,706 versus \$37,324 for females. The per capita income for the city was \$35,828.

5. PRODUCT DESCRIPTION

Patio Bar & Pizza is proud of its main product line and the features and benefits that make up its attractiveness to this ever-growing market. The main features and benefits of its core products to its customers include that we offer an affordable menu comprised of craft beer and cocktails along with artisan pizza and flatbread served in a clean and comfortable environment designed to appeal to a diverse clientele. Some of the strengthaand capabilities of its core products as it pertains to shelf life, durability and availability include that all of our meals are made to order and prepared fresh daily using superior quality ingredients, and we offer a vast selection of craft beers and prestigious wines featuring unique hand crafted cocktails that are prepared by a master mixologist with an extensive amount of industry knowledge and experience.

5.1 SERVICE DESCRIPTION

Patio Bar & Pizza is proud of its main service line and the features and benefits that make up its attractiveness to this ever-growing market. The main features and benefits of its main service to its customers include that all employees are thoroughly trained by experienced professionals with considerable expertise in the hospitality industry. Some of the strengths and capabilities of its main service as it pertains to potential market, ease of administration and availability include that we maintain high standards of quality control over the preparation of our products and train our staff the importance of responding to customer requests in a prompt and efficient manner.

5.2 COMPETITIVE COMPARISON

Patio Bar & Pizza has done extensive research and investigation of all the aspects of the competitiveness of the existing market in which it will be participating. *Patio Bar & Pizza* management team is fully aware of the major competitors who include:

- Laser Wolf
- 27 Bar & Lounge
- Glitch Bar

Patio Bar & Pizza recognizes these major competitors as a prime focus because they have been evaluated using criteria of price and value. This company knows that the advantages that it has over its competition include that *Patio Bar & Pizza* provides a superior level of service designed to exceed the expectations of our clients. This study of its competition has given the company a mastery of the effects of regulatory agencies, business share, pricing strategies, cut-throat or permissive posturing, as well as strengths and weaknesses of the management teams who head up the companies that make up the competition.

5.3 SALES LITERATURE

Patio Bar & Pizza is prepared to highlight all the most important benefits and features in a packet of sales literature. This information will present a compelling point of view as well as a detailed explanation why the consumer should exchange their hard-earned dollars for the company's essential products and services. The sales literature will be complete in every way and will answer the questions of who, what, why, when and where of what the company is presenting.

5.4 SOURCING AND FULFILLMENT

Patio Bar & Pizza is totally prepared in the preparation for ease and completion of fulfillment requirements. All aspects of fulfillment have been considered, evaluated and highlighted for assuring both customers and pertinent employees that fulfillment will never be a major concern.

5.5 TECHNOLOGY

Patio Bar & Pizza has positioned itself in a way to take full advantage of all the technology available for its industry. Management has determined that when necessary that state of the art software and appropriate hardware will be implemented to assist all employees in gaining maximum productivity. The company will be utilizing accounting procedures both off-line and online to monitor weekly, monthly, quarterly and annual results of all aspects of operations.

5.6 FUTURE PRODUCTS AND FUTURE SERVICES

Patio Bar & Pizza is currently using its experience and talent to position itself in future markets with the appropriate future products and future services. Its current product and service lines, which include operating a neighborhood bar and restaurant, are sufficient in today's demanding market and will fare very well in future years as well. In addition to this, the company is developing enhancements as well as creating new products and services to keep its position in the marketplace ever expanding.

6.0 MARKET ANALYSIS SUMMARY

Patio Bar & Pizza has done an exhaustive study of the state of its industry. This industry is one of the most exciting industries in the United States. It presents an ever-increasing market, a very healthy bottom line, and excellent opportunities for growth. The outside world demands a conveniently located restaurant and lounge with a dedicated management team who possess an extensive amount of industry knowledge and experience. Patio Bar & Pizza has all this to offer and its management team will keep its finger on the pulse of market demands. This industry is filling the needs of the consumer by performing an essential service that contributes directly to the stability of the nation's economy through the creation of jobs and economic stimulus. Therefore, Patio Bar & Pizza fits perfectly for meeting the demands of its industry.

6.1 MARKET SEGMENTATION

Patio Bar & Pizza is very much aware of the importance of market analysis as it pertains to market segmentation. At the current time management feels that the market for *Patio* Bar & Pizza is very large and growing. The reason for this conclusion about market segmentation is after careful study of its current and potential customer base. The company strongly feels that the market requires a conveniently located restaurant with a solid management team who possess a vast knowledge of trends in the industry and offers superior-quality food, exceptional customer service, and a clean and relaxing atmosphere. By offering an affordable menu comprised of craft beer and cocktails along with artisan pizza and flatbread served in a clean and comfortable environment where people can relax and have fun, *Patio Bar & Pizza* should be able to capture its market.

6.2 TARGET MARKET AND SEGMENT STRATEGY

Patio Bar & Pizza aims to understand each reason why a consumer buys a product or service. In its total analysis there is a study of everything that affects a person's behavior, their cultural background, their economic status, their educational background, as well as all factors that relate to their behavior. *Patio Bar & Pizza* strives to target that segment of the market that is in the ideal position to need its service, afford its service, and be able to act on buying its service immediately. This company is always able to determine these results from such sources as existing customers, suppliers, bankers, trade groups, and industry trade journals.

6.2.1 MARKET NEEDS

Patio Bar & Pizza evaluates its market primarily from the standpoint of what the needs are of the individual consumer. This can be a very varied thing. Patio Bar & Pizza knows that the needs of its consumers in relationship to what it offers are primarily because it provides an affordable menu of healthy and delicious food served in a charming atmosphere by a highly trained staff of hospitality professionals. Patio Bar & Pizza understands that to master this area its management team needs to constantly be tapping into those sources of information that reveal the true motivations of the consumer.

6.2.2 MARKET TRENDS

Patio Bar & Pizza is very confident and excited about the timing of the business in its industry. It is the company's position that this is the ideal time to be on the move in this ever-growing market. Evaluating different factors and events that make up a pattern in identifying all aspects of that pattern secure them in an enviable position of providing what is needed in the marketplace at this time. The company is always watching the big picture and continues to monitor any pattern or trend daily.

6.2.3 MARKET GROWTH

Patio Bar & Pizza recognizes that it is participating in a very large industry with a great growth rate. Its projected growth will be set at a rate greater than the industry average. Patio Bar & Pizza implementation of its business strategy will lend itself to fast paced development and dominance of a significant market share. The company has determined the growth of its market based on an ever-increasing customer base, and dollar volume base as well.

6.3 INDUSTRY & BUSINESS ANALYSIS

Patio Bar & Pizza knows that in the final analysis it can only do well if overall sales are there and expenses are capped at a reasonable level. Its position in this industry is that the other companies do some of the things correctly but not as many as it feels that it can do to become a market leader.

For example, it has found that some of the other companies operate inferior quality establishments with limited menu options and substandard personnel who demonstrate a lack of professionalism. *Patio Bar & Pizza* on the other hand, operates in an advantageously different manner as outlined by establishing an upscale yet approachable establishment with an affordable menu comprised of craft beer and cocktails along with artisan pizza and flatbread featuring the added value of an experienced team of hospitality professionals who consistently provide highly personalized customer service designed to ensure complete client satisfaction.

6.3.1 INDUSTRY & BUSINESS PARTICIPANTS

Industry and business participants include such companies as Laser Wolf, 27 Bar & Lounge and Glitch Bar. The primary weaknesses are that some of these other companies operate inferior quality establishments with limited menu options and substandard personnel who demonstrate a lack of professionalism. *Patio Bar & Pizza* on the other hand, operates in an advantageously different manner as outlined by establishing an upscale yet approachable establishment with an affordable menu comprised of craft beer and cocktails along with artisan pizza and flatbread featuring the added value of an experienced team of hospitality professionals who consistently provide highly personalized customer service designed to ensure complete client satisfaction. This is how *Patio Bar & Pizza* distinguishes itself.

6.3.2 DISTRIBUTING A PRODUCT & SERVICE

Because of the nature of this business the company has learned that the best places to locate its establishments are in easily accessible high traffic areas with good visibility. This is because there are many advantages to distributing its products in this way. Those advantages include the fact that the company will generate more revenue.

6.3.3 COMPETITION AND BUYING PATTERNS

Patio Bar & Pizza is excited about its position in relationship to its competition. The management of the company has discovered some innovative and creative ways of acquiring all the components that make up its product line. The need for a low-based cost that transcends to a lower net cost prior to sale and therefore transcends into a greater profit is what keeps Patio Bar & Pizza on the cutting edge of continuously competing on a favorable basis. Such things as inventory control, source of components, fast turnover, production schedules, all contribute to a healthy aspect of competing with other companies.

6.3.4 MAIN COMPETITORS

Patio Bar & Pizza recognizes the following main competitors that affect its industry. *Patio Bar & Pizza* has chosen them because of their level of participation, stability, and marketing. The main competitors include: Laser Wolf, 27 Bar & Lounge, and Glitch Bar.

7. STRATEGY AND IMPLEMENTATION

Patio Bar & Pizza centers its strategy on the premise that the company resonates with the consumer because it offers a contemporary restaurant with a relaxed atmosphere designed to cater to a diverse clientele in a clean and safe environment. Always keeping that in mind, it has its management constantly focus on productivity being high and of course expenses remaining very modest. Patio Bar & Pizza is diligent in dissecting every aspect of this business to make each component productive and contributive to the goal of a highly profitable relationship with its customers.

7.1 STRATEGY PYRAMID

Patio Bar & Pizza knows that it's wise to understand the framework from initial goal back to the essential implementation. The purpose of the pyramid here is to place at the very top an individual emphasis that is the focus of a strategy for the company, such as introduction of a new product line.



Picture if you will, the next level down the individual actions or tactics necessary to implement the emphasis or strategy. Finally, at the bottom of its pyramid are the individual programs necessary to support all actions that contribute to achieving the emphasis or goal.

7.2 VALUE PROPOSITION

Patio Bar & Pizza adheres to value-based marketing in its conceptual outlook. The valuebased benefits of the company that it strives for consumers to acknowledge include that it provides a place geared to the demands of our guests where the wait staff is very knowledgeable and know the regular guests by name and can remember their favorite menu selections. In this way Patio Bar & Pizza is very sensitive to the communication of what it is proposing to its customers as well as living up to the promise behind what it does. The company demonstrates that it backs up what it does with a 100% customer satisfaction attitude.

7.3 COMPETITIVE EDGE

Patio Bar & Pizza is decisive about staying ahead of its competition. The company knows that this is an everyday every hour re-evaluation of what is going on in its marketplace. Its current key advantages in relationship to competitive edge include that we possess a dedicated management team that demonstrates honesty, integrity and professionalism in all aspects of operations.

7.4 MARKETING STRATEGY

Patio Bar & Pizza is aware of all the different choices in relationship to marketing strategy. Because of its research and recommendations from management it has chosen to market what it does through online Internet exposure through search engine optimization, social media, PR campaign, local advertisements, industry contacts, and by word of mouth. It has chosen this strategy because costs are minimal, effectiveness is extremely high and branding recognition is enhanced.

7.4.1 POSITIONING STATEMENT

Patio Bar & Pizza takes the position that its primary focus of what it does in the marketplace is to provide an affordable restaurant with excellent food and a charming atmosphere. This is how *Patio Bar & Pizza* distinguishes itself in the marketplace.

7.4.2 PRICING STRATEGY

Patio Bar & Pizza has after careful consideration decided to align its pricing at a lower level in comparison to its competition. This fits in perfectly with where the company sees itself positioned in the total marketplace and communication with its customer base as far as getting appropriate value and still maintaining sufficient motivation for high volume.

7.4.3 PROMOTION STRATEGY

The management of *Patio Bar & Pizza* believes very strongly in press releases to significantly get the word out of the value of what it does. While this will always be a focus of its efforts, this is only one part of its promotional strategy. On a consistent basis the company will promote what it does through online Internet exposure through SEO, social media, PR campaign, local advertisements, industry contacts, and by word of mouth. This along with all the individual selling efforts of its staff demonstrates a dynamic way for it to build-the-penetration of what it does in the marketplace.

7.4.4 DISTRIBUTION STRATEGY

Patio Bar & Pizza focuses on all three aspects of distribution concerns, that is, coverage, control and costs.

Patio Bar & Pizza

These aspects can all be complex. *Patio Bar & Pizza* is certain that it has made the wisest decision in relationship to its coverage and control and cost for its distribution strategy. The coverage and control that it's striving for is achieved by its various marketing programs. Its cost structure is geared to enhance its distribution based upon its positioning in the marketplace.

7.4.5 MARKETING PROGRAMS

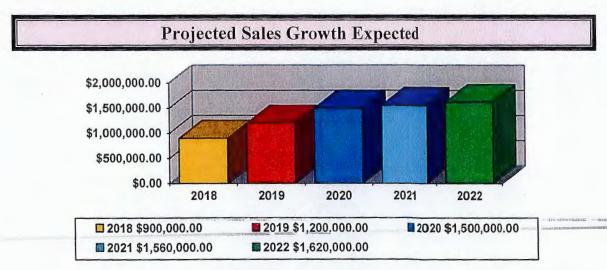
Patio Bar & Pizza knows that its marketing programs need to tell an excellent story that is compelling, detailed and highlights many of its capabilities. The company knows that its consumers hear its voice loud and clear through every aspect of the company, staff, reputation, and quality control. The company strives to be indispensable to the consumer. Its marketing programs work to identify this company, highlight competitive advantages, show appreciation for customer feedback, take advantage of marketing resources, and demonstrate that the company is knowledgeable, energetic, and enthusiastic.

7.5 SALES STRATEGY

As stated earlier, *Patio Bar & Pizza* is focusing its sales strategy on the implementation of marketing programs, which include online Internet exposure through SEO, social media, PR campaign, local advertisements, industry contacts, and by word of mouth.

7.5.1 SALES FORECAST

Patio Bar & Pizza has developed a method for not only developing its sales forecast but also the ability to stand behind the numbers.



The company expects to do the following sales over the year 2018: \$1,200,000.00; the next year 2019: \$1,700,000.00; the next year 2020: \$1,700,000.00; the next year 2021: \$1,700,000.00; and over the following year 2022: \$2,200,000.00. This company knows full well that to make its business plan happen, everything must make sense.

Patio Bar & Pizza

At *Patio Bar & Pizza*, the company is grounded in making reasonable assumptions that it feels very confident it can accomplish. Its strategies are state of the art, clear, and precise.

7.5.2 SALES PROGRAMS

Patio Bar & Pizza has sales programs that assure that its revenue forecasts are realized completely and on schedule. The persons on its dedicated management team directly responsible for sales performance are Brian Parenteau and Jay Adams. To make this real the company has set deadlines with amounts as well as budget restrictions for a highly profitable sales program. With its comprehensive marketing program and competitive positioning, *Patio Bar & Pizza* is confident in concrete terms to see its sales milestones and deadlines become realities.

7.6 STRATEGIC ALLIANCES

Patio Bar & Pizza is constantly working to build a network of key individuals and companies that work as alliances to accomplish its major strategies. The company management is strongly encouraged to develop relationships with all individuals that may have a favorable relationship with any of its working teams. These alliances are to strengthen and broaden the foundation of the company and the assurance that its market share and profitability will continually increase.

7.7 EXPLAINED MILESTONES

Patio Bar & Pizza is very pleased with the accomplishments of the company and the participants of the company. The company is very proud of its loyal wonderful staff and the staff's dedication to reach all forecasts and milestones on which the staff sets its course. The goals for the company include securing the financing required to establish the operation, establishing a solid client base, and reaching the total sales projected.

8. MANAGEMENT SUMMARY

Management is the core and nucleus of any organization. It's not just personnel and individuals' resumes but so much more that encompasses vision, talent, harmony, beliefs, and commitment. *Patio Bar & Pizza* is led by Brian Parenteau and Jay Adams, the key players of the management team who provide all the talent necessary to complete every aspect of this business plan.

8.1 ORGANIZATIONAL STRUCTURE

Patio Bar & Pizza knows how important the organizational structure is to the success of a company. Each position with this company has a detailed job description as well as a defined relationship to the whole. At the very head of the company are Brian Parenteau, Owner/Operator and Jay Adams, Building Maintenance/Equity Partner/Landlord.

From other management positions to department heads, the structure of the organization is detailed and complete. Authority is properly positioned to achieve maximum effectiveness of each organizational structure.

8.2 MANAGEMENT TEAM

What follow are the top positions of *Patio Bar & Pizza*, their names, and a brief description of their qualification as it pertains to the successful management and development of this company's goals.

* Brian Parenteau, Owner/Operator

Brian Parenteau holds a Bachelor of Science degree in Business Management and has 17 years of experience in all aspects of the hospitality industry.



He started his career at the bottom in the industry and has worked his way while learning the responsibilities of all positions along the way. He has served as the Owner of a successful bar called Drynk Bar & Lounge in Wilton Manors, Florida that was featured in Voyage MIA magazine.

http://voyagemia.com/interview/meet-brian-parenteau-drynk-bar-lounge-wilton-manors/

Brian's introduction to the hospitality industry began 17 years ago as a bar-back in a South Beach nightclub. Due to the culmination of hard work and the inevitable networking that occurs in Miami Brian was promoted to bartender, which quickly opened Brian's eyes to a passion he did not know he had.

The hours in the Miami nightlife are grueling and anybody who has worked down there will attest to that, so Brian sought a "real job" in a white-collar setting. For two years Brian worked as a mortgage broker and quickly learned that sitting at a desk all day was just not his calling in life. Brian missed the excitement, the energy, and the relationships he had formed over several years of bartending. So, like any responsible adult- Brian quit. To revert into the industry Brian worked at a Banquet Hall doing freelance bartending for weddings, bar mitzvahs, etc. which reignited Brian's love for the industry, but he still felt a lack of purpose in the freelance environment.

The search continued which landed Brian at his first long-term bartending "gig" at Big City Tavern on Las Olas Blvd. in Fort Lauderdale. Brian stayed at Big City for over 7 years and quickly fell back in love with everything the hospitality industry; people, fun, and money. Working there if he did Brian was given the opportunity to meet some amazing people that turned into both friendships and what would be future business endeavors. Big City allowed Brian to fine tune the skills he had initially acquired in Miami but when Brian moved on to a new place of employment in the same area on Las Olas Blvd, Grille 401 as the bar manager this is where Brian mastered his management skills. Joining this new F&B location with Grille 401 Brian experienced a new and elevated ambiance, clientele, and great support that were pleasantly overwhelming. Brian stayed at Grille 401 until he opened the doors at Drynk, a new speakeasy located in Wilton Manors in 2017.

Brian is forever grateful for working on that "strip" on Las Olas Blvd. if he did because it taught Brian the ins and outs of the industry, what works –what doesn't, what holds a bar together and what can easily rip it apart. Brian maintains all the relationships built within the Las Olas neighborhood and took many great lessons with him, many of which could not be found anywhere else. Being hands on and engaging with his customers daily, building that rapport are all traits Brian insists on implementing at his current project Drynk as well as new projects in the future. This along with skills from Brian's entire team will help his teams transition from the "new bar" to what he knows will become a staple location in this new area.

* Jay Adams, Building Maintenance/Equity Partner/Landlord

Jay Adams has successfully owned and operated a commercial real estate company and has over 23 years of experience in property management and landlord representation. He is an entrepreneurial property owner who has successfully gentrified properties in many low-income areas. He owns buildings with many successful landlord tenant businesses.

8.3 MANAGEMENT TEAM GAPS

Patio Bar & Pizza recognizes that in any growing company often management personnel must wear more than one hat. As a result, often a gap or gaps may exist until the company is developed enough to have a specific person for every task required. *Patio Bar & Pizza* currently has everything covered and feels very confident that each task is assigned to a very competent member of its management team.

The company will always be sensitive to this issue and prevent any weakness by having and planning a contingency program that overlaps job responsibilities.

8.4 PERSONNEL PLAN

Patio Bar & Pizza defines its total work force to protect the success of its business plan. All aspects of the business have been sufficiently analyzed to determine each position required to run a fully functioning operation that can complete all the strategies and programs to be undertaken.

9. FINANCIAL PLAN

Patio Bar & Pizza has developed its financial plan with the awareness that cash and the bottom line are key components of any successful company. Revenues for the company will come from charges and fees generated from operating a neighborhood bar and restaurant. The opportunity to increase revenues is being fully taken advantage of as outlined in its overall marketing strategy. To assure that bottom line adequately follows increases in revenue every cure possible is being taken to control all areas of expenses and overhead. The basis of its financial plan is solid growth, increase in revenues, and controlled expenses.

9.1 IMPORTANT ASSUMPTIONS

Patio Bar & Pizza makes every effort not to assume any aspect of its operation other than having hard factual data to back up any forecast. The entire management team is constantly reminded to base all programs on highly researched statistical information with the slightest possible margin of variation. One of the reasons that the leadership of *Patio Bar & Pizza* chose the industry that it is in was to minimize as many variables in the business community as possible.

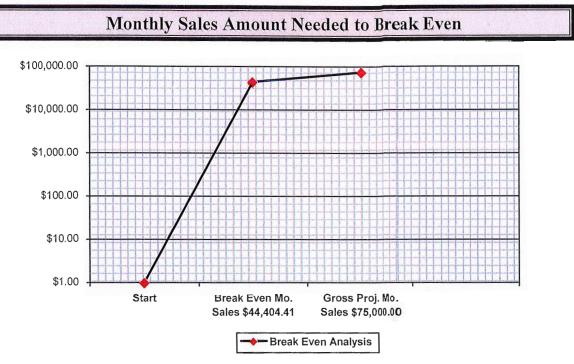
9.2 KEY FINANCIAL INDICATORS

Patio Bar & Pizza recognizes that the most important financial indicators are cash and bottom line. This company will be constantly monitoring the flow of revenue to the company as well as the expense requirements that deplete the company of its cash. *Patio Bar & Pizza* will always try to improve the ratio of revenue and expenses to generate a healthier bottom line in addition to a healthier cash base.

9.3 EXPLANATION OF BREAK-EVEN ANALYSIS

The analysis takes into consideration forecasted revenues as well as regular running fixed costs and average per unit sales price also known as per unit revenue. The purpose of this analysis is to maintain insight on financial realities. This information is vital for all kinds of things, from deciding how to price products or service to figuring whether a marketing program is worth the investment.

The breakeven point for this company occurs when gross sales in any given month = \$44,404.41. Formula: (Gross Profit \$612,000.00 / Gross Sales \$900,000.00) = 68%. Total Expenses \$362,340.00 / 68% as a decimal .68 = \$532,852.94 / 12 = \$44,404.41 (break even amount monthly).



9.4 EXPLAINED PROJECTED PROFIT AND LOSS

Patio Bar & Pizza sales are forecasted to be increasing on a regular basis. Gross margin is also expected to increase on a regular basis. Breaking down the profit and loss projections and monitoring them on a regular basis is essential to the foundation of the company.

9.5 EXPLAINED PROJECTED CASH FLOW

As stated earlier, *Patio Bar & Pizza* will focus its attention on bottom line and cash. Its projected cash flow is very positive. With forecasted increasing revenues and controls on overhead and expenses it will look to see an increasing bottom line as well as increasing cash.

9.6 EXPLAINED PROJECTED BALANCE SHEET

The projected balance sheet for *Patio Bar & Pizza* highlights total assets, total liabilities, as well as capital. With projected cash flow already established the company balance sheet exemplifies a company whose revenues are increasing as well as its bottom line in cash. The leadership of this company offers its financials as proof positive of the workings of this business plan.

9.7 BUSINESS RATIOS

To clarify and spotlight its financials it presents the following ratios and illustrates an accurate picture with all things having been considered. The first ratio is the current ratio = current assets \$600,000.00 divided by current liabilities \$0.00. The CURRENT RATIO is to be determined. The second ratio is the quick ratio = (cash \$600,000.00 + investments \$0.00 + receivables \$0.00) divided by current liabilities \$0.00. The QUICK RATIO is to be determined. The net profit margin = net profit \$249,660.00 divided by gross revenue on sales \$900,000.00. The NET PROFIT MARGIN RATIO is 27.74%. The return on investment = net profit \$249,660.00 divided by total assets \$600,000.00. The RETURN ON INVESTMENT RATIO or ROI is 41.61%.

9.8 EXPLAINED LONG-TERM PLANS

Patio Bar & Pizza believes that its long-term prospects for a very successful company are excellent. The industry chosen, and the strong foundation of the company lend itself to nothing but positive results in the long-term future. With a market sensitive management team and excellent systems in place to monitor competitive shifts or changes *Patio Bar & Pizza* is ideally positioned to continue its successful plan on through the next decade.

10. WEB PLAN SUMMARY

Patio Bar & Pizza observes the increasing importance of the Internet in all that the worldwide web encompasses. This company not only is a participant in the worldwide web but also with its management team will continually strive to have a competitive edge by a significant presence and plans for exposure on the worldwide web. Because of the ever-increasing sophistication of the American Consumer and the ever-increasing participation on the Internet by the American Consumer, *Patio Bar & Pizza* will apply all its resources to be the industry leader in utilization of the Internet and its commerce.

10.1 WEB MARKETING STRATEGY

Patio Bar & Pizza recognizes that there are many parts to a company success and its involvement in the Internet. The first part is a fully functioning presentable web site that resonates with the consumer and the personnel of the company. To that end, the management team has assigned the evolving development and maintenance of the web site for *Patio Bar & Pizza*. The second part is a concerted program of search engine optimization to assure that penetration of the marketplace is vast and consistent. Association of company identity and web site presence shall be an integral part of all company promotional activities and materials. The third part is to utilize the company-web site in all aspects of sales processing and customer service. The fourth part is to utilize all capabilities on the worldwide web for company banking, training, and procedures.

10.2 DEVELOPMENT REQUIREMENTS

Patio Bar & Pizza sees that the expertise of someone involved with the worldwide web is very specific. The management team is committed to providing ongoing training for members of the company. In addition to ongoing training, the company will commit an appropriate amount of company resources sensitive to revenues generated by the web site presence. In addition, as it relates to productivity personnel will have access to computer capabilities that tie in the web presence with all its internal company workings. The development of these programs will be the direct responsibility of an assigned person from its management team.

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Patio Bar & Pizza

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Rev	_ Exp

Operating Statement		Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Revenues:													
Food Sales	\$	67,968	68,648 \$	69,334 \$	70,027 \$	70,728 \$	71,435 \$	72,149 \$	72,871 \$	73,599	74,151 \$	74,708 \$	75,268
Beverage Sales	\$	2,016 \$	2,036 \$	2,057 \$	2,077 \$	2,098 \$	2,119 \$	2,140 \$	2,162 \$	2,183	2,200 \$	2,216 \$	2,233
Beer/Wine Sales	\$	26,014		26,537 \$	26,802 \$	27,070 \$	27,341 \$	27,614 \$	27,891 \$	28,170	28,381 \$	28,594 \$	28,808
Liquor Sales	\$	47,021	47,491 \$	47,966 \$	48,446 \$	48,930 \$	49,420 \$	49,914 \$	50,413 \$	50,917 \$	51,299 \$	51,684 \$	52,071
Operating Revenue	\$	143,019 \$	144,449 \$	145,894 \$	147,353 \$	148,826 \$	150,315 \$	151,818 \$	153,336 \$	154,869 \$	5 156,031 \$	157,201 \$	158,380
Cost of Products & Services:				-									
Cost of Food	\$	20,390 \$	20,594 \$	20,800 \$	21,008 \$	21,218 \$	21,430 \$	21,645 \$	21,861 \$	22,080 \$	22,245 \$	22,412 \$	22,580
Cost of NA Beverages	\$	242	244 \$	247 \$	249 \$	252 \$	254 \$	257 \$	259 \$	262 \$	264 \$	266 \$	268
Cost of Beer/Wine	\$	7,284 \$	7,357 \$	7,430 \$	7,505 \$	7,580 \$	7,655 \$	7,732 \$	7,809 \$	7,887 \$	7,947 \$	8,006 \$	8,066
Cost of Liquor	Ś	9.404.20		9.593.22 \$	9,689.16 \$	9,786.05 \$	9,883.91 \$	9,982.75 \$	10,082.58 \$	10,183.40	10.259.78 \$	10,336.72 \$	10,414.25
Bar Loss - Comps (10%)	Ś	7,303.51	7,376.54 \$	7,450.31 \$	7,524.81 \$	7,600.06 \$	7,676.06 \$	7,752.82 \$	7,830.35 \$	7,908.65			8,087.94
Credit Card Fees	Ś	1.341 \$		1,368 \$	1,381 \$	1,395 \$	1,409 \$		1,438 \$				1,485
Cost of Goods Sold	\$	45,965 \$		46,889 \$	47,358 \$	47,831 \$	48,309 \$		49,280 \$			50,523 \$	50,902
Gross Profit	\$	97,054 \$		99,005 \$	99,995 \$	100,995 \$	102,005 \$						107,479
Gross Margin		68%	68%	68%	68%	68%	68%	68%	68%	68%	68%	68%	68%
Operating Expenses:													
Operating Compensation	\$	67,664 \$	67,664 \$	67,664 \$	67,664 \$	67,664 \$	67,664 \$	67,664 \$	67,664 \$	67,664 \$	67,664 \$	67,664 \$	67,664
Travel and Entertainment	\$	250 \$	250 \$	250 \$	250 \$	250 \$	250 \$	250 \$	250 \$	300 \$	300 \$	300 \$	300
Professional Fees	\$	350 \$	350 \$	350 \$	350 \$	350 \$	550 \$	550 \$	550 \$	550 \$	550 \$	550 \$	550
Marketing Expense	\$	1,333 \$	1,333 \$	1,333 \$	1,333 \$	1,333 \$	1,333 \$	1,333 \$	1,333 \$	1,333 \$	1,333 \$	1,333 \$	1,333
Office Expense	\$	100 \$	100 \$	100 \$	100 \$	100 \$	100 \$	100 \$	100 \$	100 \$	100 \$	100 \$	100
Facilities Expense	\$	8,357 \$	8,357 \$	8,357 \$	8,357 \$	8,357 \$	8,357 \$	8,357 \$	8,357 \$	8,357 \$	8,357 \$	8,357 \$	8,357
Insurance Expense	\$	1,200 \$	1,200 \$	1,200 \$	1,200 \$	1,200 \$	1,200 \$	1,200 \$	1,200 \$	1,200 \$	1,200 \$	1,200 \$	1,200
Taxes and Licenses Expense	\$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	1,200 \$	- \$	_
Other G&A	\$	1,083 \$	1,083 \$	1,083 \$	1,083 \$	1,083 \$	1,083 \$	1,083 \$	1,083 \$	1,083 \$	1,083 \$	1,083 \$	1,083
Loan Payment	\$	-00 \$	-00 \$	-00 \$	-00 \$	-00 \$	-00 \$	-00 \$	-00 \$	-00 \$	-00 \$		-00
Depreciation Expense	\$	955 \$	967 \$	979 \$	991 \$	1,003 \$	1,015 \$	1,027 \$	1,039 \$	1,051 \$	1,063 \$	1,074 \$	1,086
Operating Expenses	\$	81,293 \$	81,305 \$	81,317 \$	81,329 \$	81,341 \$	81,553 \$	81,565 \$	81,577 \$	81,639 \$	82,851 \$	81,663 \$	81,674
Income (Loss) from Operations	\$	15,761 \$	16,720 \$	17,688 \$	18,666 \$	19,654 \$	20,452 \$	21,460 \$	22,479 \$	23,457 \$	23,034 \$	25,016 \$	25,804
EBITDA		16.716 5	17,687 5	18,667 \$	19,657 \$	20,657 \$	23,467 \$	22,487 \$	23,617 \$	24,508	24,096 5	26,090 \$	26,898
						_							
Provision for Income Taxes:		(10.0001 4	10 1011 4	10 5001 4	10 0701 4	(7450) 4		15 0 5 01 4	(0.040)	10 0001 4	/ · ·	
Federal (35%)	\$	(5,516) \$		(6,191) \$	(6,533) \$	(6,879) \$	(7,158) \$	(7,511) \$	(7,868) \$	(8,210) \$		(8,756) \$	(9,031)
Current portion of net operating losses	\$	- \$		- \$	- \$	- \$	- \$		- \$	- \$		- \$	-
Carry over of net operating losses	\$	- \$		- \$	- \$	- \$	- \$		- \$	- \$		- \$	
Provision for income taxes	\$	(5,516) \$		(6,191) \$	(6,533) \$	(6,879) \$	(7,158) \$	(7,511) \$	(7,868) \$	(8,210) \$		(8,756) \$	(9,031)
Net income (loss)	\$	10,245 \$	10,868 \$	11,497 \$	12,133 \$	12,775 \$	13,294 \$	13,949 \$	14,611 \$	15,247 \$	14,972 \$	16,260 \$	16,773
Net margin		7%	8%	8%	8%	9%	9%	9%	10%	10%	10%	10%	11%

Rev	_	Exp

Balance Sheet	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Assets:											100 C	
Current assets:												
Cash and cash equivalents	\$ (77,926) \$	(97,021) \$	(46,023) \$	(57,923) \$	(68,709)\$	(78,500) \$	(97,155) \$	(114,662) \$	(141,043) \$	(167,324) \$	(191,941) \$	(215,66
Inventory	\$ 28,376 \$	58,306 \$	18,785 \$	42,809 \$	66,373 \$	89,473 \$	122,103 \$	154,260 \$	195,939 \$	237,255 \$	278,206 \$	318,79
Accounts receivable, net												
Deposits and other current assets	\$ 19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,00
Total current assets	\$ (30,550) \$	(19,715) \$	(8,239) \$	3,886 \$	16,664 \$	29,973 \$	43,949 \$	58,598 \$	73,896 \$	88,931 \$	105,266 \$	122,12
Property and equipment	\$ 101,000 \$	101,000 \$	101,000 \$	101,000 \$	101,000 \$	101,000 \$	101,000 \$	101,000 \$	101,000 \$	101,000 \$	101,000 \$	101,00
Less: Accumulated Depreciations	\$ (3,750) \$	(4,717) \$	(5,696) \$	(6,687) \$	(7,690) \$	(8,705) \$	(9,732) \$	(10,771) \$	(11,821) \$	(12,884) \$	(13,958) \$	(15,04
Other assets												
Total assets	\$ 66,700 \$	76,568 \$	87,065 \$	98,198 \$	109,973 \$	122,267 \$	135,216 \$	148,828 \$	163,075 \$	177,047 \$	192,307 \$	208,08
Liabilities:												
Current liabilities:												
Accounts payable												
Accrued liabilities												
Deferred Revenue												
Deferred Compensation	\$ - \$	- \$	- \$	- \$ - \$	- \$	- \$ - \$	- \$ - \$	- \$	-			
Total current liabilities	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	
Long-term debt												
Total liabilities	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	
Stockholders' equity:												
Series A - Convertible Preferred												
Common stock; par value .0001,												
APIC	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	
Retained earnings	\$ 10,245 \$	10,868 \$	11,497 \$	12,133 \$	12,775 \$	13,294 \$	13,949 \$	14,611 \$	15,247 \$	14,972 \$	16,260 \$	16,77
Total SE	\$ 10,245 \$	10,868 \$	11,497 \$	12,133 \$	12,775 \$	13,294 \$	13,949 \$	14,611 \$	15,247 \$	14,972 \$	16,260 \$	16,77
Total liabilities and SE	\$ 10,245 \$	10,868 \$	11,497 \$	12,133 \$	12,775 \$	13,294 \$	13,949 \$	14,611 \$	15,247 \$	14,972 \$	16,260 \$	16,77
	 	/ +		, +	, ÷			,	20,247 0		20,200 \$	_

Cash Flow Statement	and the second	Vionth 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8	Month 9	Month 10	Month 11	Month 12
Opening Cash Balance	\$	(59,750) \$	(77,926) \$	(97,021) \$	(46,023) \$	(57,923)	\$ (68,709) \$	\$ (78,500)	\$ (97,155)	\$ (114,662)	\$ (141,043)	\$ (167,324)	\$ (191,941)
Cash from Operations:													
Net Income	\$	10,245 \$	10,868 \$	11,497 \$	12,133 \$	12,775	\$ 13,294 \$	\$ 13,949	\$ 14,611	\$ 15,247	\$ 14,972	\$ 16,260	\$ 16,773
Depreciation & Amortization Changes in Working Capital:	\$	955 \$	967 \$	979 \$	991 \$	1,003	\$ 1,015 \$	\$ 1,027	\$ 1,039	\$ 1,051	\$ 1,063	\$ 1,074	\$ 1,086
Accounts Receivable Deposits and other current assets Other Assets	\$	- \$	- \$	- \$; _ \$; -	\$-\$	\$-	\$-	\$-	\$-	\$-	\$ -

									<u>,</u>			
Accounts Payable	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Accrued Liabilities	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Deferred Revenue												
Deffered Compensation	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Total Cash from Operations	\$ 11,200 \$	11,835 \$	12,476 \$	13,124 \$	13,7 7 8 \$	14,309 \$	14,976 \$	15,650 \$	16,298 \$	16,034 \$	17,335 \$	17,859
Cash from Investing:												
Purchase of fixed assets (CapEx)	\$ (1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000)
Proceeds from Sale of Fixed Assets												
Purchase of Business												
Purchase of Inventory	\$ (28,376) \$	(29,930) \$	39,521 \$	(24,024) \$	(23,564) \$	(23,100) \$	(32,631) \$	(32,157) \$	(41,679) \$	(41,316) \$	(40,951) \$	(40,583)
Deposits for Rent												
Purchases/Proceeds from Other LT Assets												
Total Cash from Investing	\$ (29,376) \$	(30,930) \$	38,521 \$	(25,024) \$	(24,564) \$	(24,100) \$	(33,631) \$	(33,157) \$	(42,679) \$	(42,316) \$	(41,951) \$	(41,583)
Cash From Financing:												
Convertible preferred stock												
Common stock and APIC												
Treasury stock repurchases												
Comprehensive accumulated loss												
Other equity account												
Common and preferred dividends												
Dividends to minority interests												
Increases / (decreases) in debt	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Total Cash from Financing	\$ - \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-
Ending Cash Balance	\$ (77,926) \$	(97,021) \$	(46,023) \$	(57,923) \$	(68,709) \$	(78,500) \$	(97,1 55) \$	(114,662) \$	(141,043) \$	(167,324) \$	(191,941) \$	(215,665)
Total Increase/Decrease of Cash	\$ (18,176) \$	(19,095) \$	50,997 \$	(11,900) \$	(10,786) \$	(9,791) \$	(18,655) \$	(17,507) \$	(26,381) \$	(26,282) \$	(24,616) \$	(23,724)

Rev_Exp

P	Nonth 13	M	Ionth 14	N	Aonth 15	N	Nonth 16	Ν	Nonth 17	Month 18	Ν	Month 19	Ν	Nonth 20	Month 21		Year 1	Year 2		Year 3	Year 4		Year 5
	-			22				100	2.94 F														
;	75,832	\$	76,401	\$	76,974	\$	77,552	\$	78,133 \$	78,719	\$	79,310	\$	79,904 \$	80,504	\$	636,759	\$ 927,456	\$	992,378 \$	1,051,921	\$	1,093,998
	2,250	\$	2,266	\$	2,283	\$	2,301	\$	2,318 \$	2,335	\$	2,353	\$	2,370 \$	2,388	\$	18,890	\$ 27,513	\$	29,439 \$	31,206	\$	32,454
	29,024	\$	29,242	\$	29,461	\$	29,682	\$	29,905 \$	30,129	\$	30,355	\$	30,583 \$	30,812	\$	243,714	\$ 354,975	\$	379,824 \$	402,613	\$	418,717
5	52,462	\$	52,855	\$	53,252	\$	53,651	\$	54,053 \$	54,459	\$	54,867	\$	55,279 \$	55,693	\$	440,518	\$ 641,625	\$	686,539 \$	727,731	\$	756,843
	159,568	\$	160,765	\$	161,970	\$	163,185	\$	164,409 \$	165,642	\$	166,885	\$	168,136 \$	169,397	\$	1,339,880	\$ 1,951,570	\$	2,088,180 \$	2,213,471	\$	2,302,010
	_		-																				
	22,750	Ś	22,920	Ś	23,092	Ś	23,265	Ś	23,440 \$	23,616	\$	23,793	\$	23,971 \$	24,151	\$	191,028	5 278,237	\$	297,713 \$	315,576	\$	328,199
	270		272		274	\$	276	\$	278 \$	280	\$	282	\$	284 \$	287	\$	2,267	\$ 3,302	\$	3,533 \$	3,745	\$	3,894
	8,127		8,188		8,249		8,311		8,373 \$	8,436	\$	8,499		8,563 \$	8,627	\$	68,240	\$ 99,393	\$	106,351 \$		\$	117,24:
	10,492.36		-		10,650.33		10,730.21		10,810.69 \$	10,891.77	\$	10,973.46	\$	11,055.76 \$	11,138.67	\$	88,104	\$ 128,325	\$	137,307.79 \$	145,546.26	\$	151,368.11
5	8,148.60		8,209.71		8,271.28		8,333.32		8,395.82 \$			8,522.23		8,586.14 \$	8,650.54	\$	68,423	\$ 99,660	\$	106,636.25 \$	113,034.42	\$	117,555.80
;	1,496		1,507		1,518		1,530		1,541 \$	1,553	\$	1,565	\$	1,576 \$	1,588	\$	12,561	5 18,296	\$	19,577 \$	20,751	\$	21,581
;	51,283		51,668		52,055	· ·	52,446	-	52,839 \$	53,236	-	53,635	-	54,037 \$	54,442	\$	430,622	627,213	\$	671,117 \$	711,385	\$	739,840
_			100.005	-	440 045		440 700	<i>^</i>	444 570 4	112 407	ć.	112 250	č	114.000 ¢	114.055	-	000 358	4 224 257	¢	1 417 062 6	1 503 000	¢.	4 563 476
>	108,285	Ş	109,097	\$	109,915	\$	110,739	\$	111,570 \$	112,407	Ş	113,250	Ş	114,099 \$ 68%	114,955 68%	\$	909,258 68%	5 1,324,357 68%		1,417,063 \$ 68%	1,502,086 68%	5	1,562,170
_	68%		68%		68%		68%		68%	68%		68%		00%	0070		0070	08%		0070	00%		08%
	67,664	\$	67,664	\$	67,664	\$	67,664	\$	67,664 \$	67,664	\$	67,664	\$	67,664 \$	67,664	\$	430,438	549,537	\$	430,328 \$	430,328	\$	430,328
;	300	\$	300	\$	300	\$	300	\$	300 \$	300	\$	300	\$	300 \$	300	\$	3,050	3,600	\$	4,140 \$	4,761	\$	5,475
	900	\$	900	\$	900	\$	900	\$	900 \$	900	\$	900	\$	900 \$	900	\$	285,650	9,750	\$	11,213 \$	12,894	\$	14,829
	1,333	\$	1,333	\$	1,333	\$	1,333	\$	1,333 \$	1,333	\$	1,333	\$	1,333 \$	1,333	\$	28,000	16,000	\$	18,400 \$	21,160	\$	24,334
	100	\$	100	\$	100	\$	100	\$	100 \$	100	\$	100	\$	100 \$	100	\$	1,200	1,200	\$	1,380 \$	1,587	\$	1,825
	8,357	\$	8,357	\$	8,357	\$	8,357	\$	8,357 \$	8,357	\$	8,357	\$	8,357 \$	8,357	\$	101,288	100,288	\$	103,078 \$	106,286	\$	109,976
	1,200	\$	1,200	\$	1,200	\$	1,200	\$	1,200 \$	1,200	\$	1,200	\$	1,200 \$	1,200	\$	14,400	5 14,400	\$	22,000 \$	22,000	\$	22,000
;	-	\$	-	\$	-	\$	-	\$	- \$	-	\$	-	\$	- \$	-	\$	1,200	5 1,200	\$	1,200 \$	1,200	\$	1,200
	1,083	\$	1,083	\$	1,083	\$	1,083	\$	1,083 \$	1,083	\$	1,083	\$	1,083 \$	1,083	\$	10,000		\$	13,000 \$	13,000	\$	13,000
	-00	\$	-00	\$	-00	\$	-00	\$	-00 \$	-00		-00		-00 \$	-00	\$	-00			-00 \$		\$	-00
	1,098	\$	1,110	\$	1,122	\$	1,134		1,146 \$	1,158		1,170		1,182 \$	1,193	\$	11,821			16,036 \$		-	19,464
_	82,036	\$	82,048	\$	82,060	\$	82,072	\$	82,084 \$	82,096	\$	82,108	\$	82,120 \$	82,132	\$	887,047	5 722,510	\$	620,773 \$	630,966	\$	642,430
	26,248	\$	27,049	\$	27,855	\$	28,667	\$	29,486 \$	30,311	\$	31,142	\$	31,979 \$	32,823	\$	22,211	601,848	\$	796,289 \$	871,120	\$	919,739
	27,347	\$	28,159	\$	28,977	\$	29,801	\$	30,632 \$	31,469	\$	32,312	\$	33,161 \$	34,017	5	34,033	615,383	\$	812,325 \$	885,270	\$	939,204
									//	(4.5. 5.5.)		(1.0.000)		(44,400) 4	(44, 400)			(0.10.0.17)			100.000		
	(9,187)		(9,467)		(9,749)		(10,034)		(10,320) \$	(10,609)		(10,900)		(11,193) \$	(11,488)	\$	(7,774)			(278,701) \$			(321,909
	-		-		-		-		- \$	-				- \$	-	\$				- \$		\$	
	-		(0.467)		-		-		- \$	-				- \$	(11 400)	\$			\$	- \$		\$	1224 000
_	(9,187)		(9,467)	-	(9,749)		(10,034)	-	(10,320) \$	(10,609)		(10,900)		(11,193) \$	(11,488)	\$	(7,774) \$			(278,701) \$		-	(321,909
_	17,061	Ş	17,582	Ş	18,106	\$	18,634	Ş	19,166 \$	19,702	Ş	20,242	Ş	20,787 \$	21,335	>	14,437			517,588 \$	566,228	\$	597,831 26%
	11%		11%		11%		11%		12%	12%		12%		12%	13%		1%	20%		25%	26%		2

Rev	_ Exp
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Mo	onth 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	-	Year 1	Year 2	Year 3	Year 4	Year 5
	(238,718) \$	(270,865) \$	(292,101) \$	(312,417) \$	(341,807) \$	(360,265) \$	(387,783) \$	(404,354) \$	(429,971)	Ś	(330,134) \$	(433,736)	\$ (457,279) \$	(451,647) \$	(450,96
	359,002 \$	408,841 \$				574,408 \$	622,337 \$	659,877 \$		\$		707,022		1,824,848 \$	
	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000 \$	19,000	\$	19,000 \$	19,000	\$ 19,000 \$	19,000 \$	19,00
	139,284 \$	156,976 \$				233,143 \$	253,555 \$	274,523 \$	296,051	\$	(115,195) \$	292,286	\$ 817,203 \$	1,392,201 \$	1,999,63
	101.000 \$	101,000 \$				101,000 \$	101,000 \$	101,000 \$		\$	73,750 \$	85,750	\$ 97,750 \$	109,750 \$	121,75
	(16,143) \$	(17,253) \$				(21,813) \$	(22,982) \$	(24,164) \$		\$	(11,821) \$	(25,357)	\$ (41,393) \$	(59,143) \$	(78,60
_	224,141 \$	240,723 \$	257,829 \$	275,462 \$	293,628 \$	312,330 \$	331,573 \$	351,359	371,694	\$	(53,266) \$	352,679	\$ 873,560 \$	1,442,808 \$	2,042,77
										\$	32,297 \$	47,041	\$ 50,334 \$	53,354 \$	55,48
										\$	- \$	- 5	5 - \$	- \$	
	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-	\$	32,297 \$	47,041	50,334 \$	53,354 \$	55,4
	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$		\$	32,297 \$	47,041	50,334 \$	53,354 \$	55,4
	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- ¢	; -		\$	- \$	5 - \$	- \$	
	17,061 \$	17,582 \$	18,106 \$	18,634 \$	19,166 \$	19,702 \$	20,242 \$	20,787 \$	21,335	\$	14,437 \$	405,638	923,226 \$	1,489,454 \$	2,087,28
	17,061 \$	17,582 \$		18,634 \$	19,166 \$	19,702 \$	20,242 \$	20,787 \$	21,335	\$	14,437 \$	405,638	923,226 \$	1,489,454 \$	2,087,2
-	17,061 \$	17,582 \$	18,106 \$	18,634 \$	19,166 \$	19,702 \$	20,242 \$	20,787 \$	21,335	\$	46,734 \$	452,679	973,560 \$	1,542,808 \$	2,142,7

Ν	Vionth 13	Month 14	Month 15	Month 16	Month 17	Month 18	Month 19	Month 20	Month 21	Year 1	Year 2	Year 3	Year 4	Year 5
\$	(215,665) \$	(238,718)	\$ (270,865)	\$ (292,101)	\$ (312,417)	\$ (341,807)	\$ (360,265)	\$ (387,783)	\$ (404,354)	\$	(330,134)	\$ (433,736)	\$ (457,279) \$	(451,647)
\$	17,061 \$	17,582	\$ 18,106	\$ 18,634	\$ 19,166	\$ 19,702	\$ 20,242	\$ 20,787	\$ 21,335	\$ 14,437 \$	391,201	\$ 517,588	\$ 566,228 \$	597,831
\$	1,098 \$	1,110	\$ 1,122	\$ 1,134	\$ 1,146	\$ 1,158	\$ 1,170	\$ 1,182	\$ 1,193	\$ 11,821 \$	13,536	\$ 16,036	\$ 17,750 \$	19,464
\$	- \$	-	\$-	\$-	\$-	\$-	\$-	\$-	\$ -	\$ - \$	-	\$-	\$-\$	-

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\$ \$	- \$ - \$	-	\$ \$	32,297 \$ - \$	14,744 \$ - \$	3,293 \$ - \$	3,020 \$ - \$	2,134							
\$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	- \$	-	\$	- \$	- \$	- \$	- \$	-
\$	18,160 \$	18,692 \$	19,228 \$	19,768 \$	20,312 \$	20,860 \$	21,412 \$	21,968 \$	22,529	\$	58,555 \$	419,481 \$	536,917 \$	586,998 \$	619,429
\$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000) \$	(1,000)	\$	(73,750) \$	(12,000) \$	(12,000) \$	(12,000) \$	(12,000)
\$	(40,213) \$	(49,839) \$	(39,463) \$	(39,084) \$	(48,702) \$	(38,317) \$	(47,930) \$	(37,539) \$	(47,146)	\$ \$ \$	(100,000) (195,939) \$ (19,000)	(511,083) \$	(548,459)\$	(569,367)\$	(606,741)
\$	(41,213) \$	(50,839) \$	(40,463) \$	(40,084) \$	(49,702) \$	(39,317) \$	(48,930) \$	(38,539) \$	(48,146)	\$	(388,689) \$	(523,083) \$	(560,459) \$	(581,367) \$	(618,741)
\$		- \$	- \$	- \$	- \$	- \$	- \$	- \$	<u>-</u>	\$	- \$	- \$	- \$	- \$	-
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\$ \$	(238,718) \$ (23,053) \$	(270,865) \$ (32,148) \$	(292,101) \$ (21,235) \$	(312,417) \$ (20,316) \$	(341,807) \$ (29,390) \$	(360,265) \$ (18,458) \$	(387,783) \$ (27,518) \$	(404,354) \$ (16,571) \$	(429,971) (25,617)	\$ \$	(330,134) \$ (330,134) \$	(433,736) \$ (103,602) \$	(457,279) \$ (23,543) \$	(451,647) \$ 5,631 \$	(450,960) 688

Rev _ Exp

Management Plan for Patio Bar & Pizza

This management plan gives direction to all management teams. Amongst our managers are the general manager, the bar manager and the floor manager. All management teams will be well trained to know exactly their tasks and delegate the correct duties to the right personnel. With the right training smooth, efficient and profitable operations will be easily achievable.

Management Structure

The operating/managing partner sets all policies on operations and training. These policies will be implemented by the general manager. The general manager will have vast food and beverage experience so implementation of these policies will be second nature. The general manager only reports to the operating/managing partner. No other staff will report to the operating/managing partner. The general manager oversees the bar, the restaurant floor and the kitchen. The general manager will be in charge of the front of the house (bar,restaurant,patio) and the back of the house (kitchen). The front of the house will consist of the floor manager, bar manager, servers, cocktail servers, bartenders, hosts/hostess,cashier and bussers. The back of the house will consist of line cooks, dishwashers and food prep staff. The general manager makes all final decisions on the day to day operations according to the policies set forth.

GENERAL MANAGER

The general manager will be in charge of middle management and will oversee entire restaurant and entire staff.

Duties and responsibilities:

- Recruit talent, train staff, coach, motivate and oversee team behaviors.
- Seek out ways to effectively market the business in relevant way to our target demographic.
 - Develop a pipeline of future leaders/supervisors/managers.

• Assess the financial health of the business compared to budgeted expectations. If deficits occur, identify which staff behaviors are causing the undesired financial results and come up with action plans to alleviate quickly. Follow up regularly on said plans to ensure implementation continues and improvements are noticeable.

• Follow health code/safety guidelines/laws.

• Maintain an organized system of record keeping (employee files, i9, w4's, applications, licensing and building documentation).

- Motivate staff with ongoing training and recognition for achievements.
- Handle customer issues.
- Regularly set goals for self and team.
- Seek to improve every aspect of the business (cleanliness, organization, caliber

of team, profitability, image).

Share companies goals/vision/initiatives with staff and management.

FLOOR MANAGER

The floor manager will be in charge of the restaurant dining area and the kitchen. The floor manager will report to the general manager. The floor manager will oversee the servers, bussers, line cooks and dishwashers.

Duties and responsibilities:

- Make schedule for the staff in their specific department.
- Work with the staff to ensure excellent customer service.
- Manage labor, starting with proper scheduling, to achieve optimal guest experience while protecting profitability.

• Manage inventory levels by making sure ordering practices are relevant and profitable (competitive buying).

- Manage products for minimal loss (proper rotation, proper storage, theft control.
- Ensure consistency in food and monitor food spoilage.
- Communicate daily with staff in their department.

BAR MANAGER

The bar manager will be in charge of the bar and lounge area. The bar manager will report to the general manager. The bar manager will be overseeing the bartenders and bar-backs.

Duties and responsibilities:

- Make schedule for staff in their specific department.
- Work with staff to ensure excellent guest service and efficient department operations

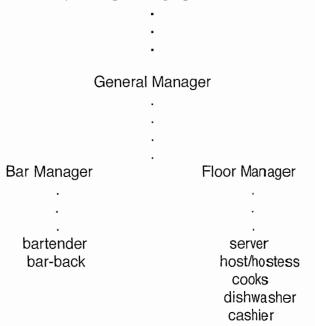
• Develop beverage program such as creating cocktail menu, liquor promos and special product pricing.

- Manage inventory levels to prevent theft and maintain costs.
- Ensure consistentcy in cocktails (no over pours and no under pours).
- Communicate with staff daily through pre shift meetings to ensure all employees understand expectations and are consistently on the same page.

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Management Hierarchy

Operating/Managing Partners



There are 3 main departments of this business. There is the Bar/Lounge, the Kitchen/ Back of House and the Dining area. Each manager will oversee their specific department to allow for a consistent flow. Each manager will have specific instructions for their departments to ensure complete control and consistency of their departments. All departments and staff will work together to create a seamless efficient flow from department to department. Cross training will be implemented for staff and management.

COMMUNICATION

Communication between managers and staff as follows:

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- weekly partner meetings to discuss vision, company goals, and financials.
- weekly manager meetings to discuss staffing and ensure follow through in all departments.
 - monthly staff meetings to communicate goals and update new policies.

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PARTNERSHIP

Patio bar and Pizza is a private company with 3 equity partners. There will be 2 managing/operating partners and 1 silent partner. There will be a attorney drawn partnership agreement between all parties.

Jay Adams has more than 25 years of commercial real estate experience. His responsibilities include new business development, strategic planning, and management of all aspects of real estate services including property and asset management. He owns several historic buildings in Ft Lauderdale and has vast experience managing multiple buildings and is very knowledgable about maintaining the structure and mechanicals to keep operations running smoothly.

Brian Parenteau is an operational/managing partner with over 20 years in the hospitality arena. He clearly defines goals and procedures and communicates effectively to his management team. He has a successful bar and lounge in Wilton Manors and has surpassed all business goals. Brian got his start many years ago in bars and restaurants in Las Olas working with his long time friend and mentor Doug Herbst. Together they were able to see and create a vision that they made come to fruition in 2017 with Drynk Bar & Lounge.

Doug Herbst has over 30 years building, designing and managing bars and restaurants. From the start of his first restaurant in 1992 (John Bull, West Palm Beach) he opened and managed several restaurants that are currently still in business today such as Big City Tavern, City Oyster and Grease Burger Bar. Doug is a design and flow expert. He sees things that no one else sees. His creative intelligent mind allows for unusual features in all of his bars and restaurants creating elements never seen before.

Our team with it diverse array of skills, have a combined 60 years of experience in this field. Brian and Doug alone have been working together for over 10 years and own a very successful bar together. With the coordinated structured partnership, we can work effectively to produce excellent results. With this dream team, we are confident that Patio Bar & Pizza will be a success.

STAFFING

Patio Bar & Pizza will hire local and experienced hospitality staff members. With years of experience working in Ft Lauderda!e-we will recruit local seasoned staff members. All servers and bartenders must have 1+ years experience and pass a company test. We also use a staffing agency, KP Staffing, to scrutinize and screen our management candidates. Upon completion of the screening, the candidates will interview with the operating/managing partners. This allows us to obtain the best possible candidates. Our general managers will be required to have 10+ years food and beverage experience and will train for 4 weeks before allowed to work. Our floor/bar managers will be required to have 3-5 years experience and will also train for 4 weeks before allowed to

work. Our thorough management training system helps ensure seamless and professional operations. All full time staff will have the option of health benefits to decrease employee turnover.

OUTSOURCED/INDEPENDENT CONTRACTORS

CONTRACTOR AND ALCOND

Our payroll will be monitored and handled by ADP. We will also have a full-time bookkeeper to set up and manage our balance sheets so we can closely monitor profitability.

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Electronic Articles of Organization For Florida Limited Liability Company

L18000247316 FILED 8:00 AM October 22, 2018 Sec. Of State wapainter

Article I

The name of the Limited Liability Company is: PATIO BAR AND PIZZA LLC

Article II

The street address of the principal office of the Limited Liability Company is:

901 PROGRESSO DR 110,111,112,113,114 FT LAUDERDALE, FL. US 33304

The mailing address of the Limited Liability Company is:

3245 NE 184TH ST 13101 AVENTURA, FL. US 33160

Article III

The name and Florida street address of the registered agent is:

BRIAN C PARENTEAU 3245 NE 184TH ST APT 13101 AVENTURA, FL. 33160

A THE SHARE STREET, AND AND A SHARES

Having been named as registered agent and to accept service of process for the above stated limited liability company at the place designated in this certificate, I hereby accept the appointment as registered agent and agree to act in this capacity. I further agree to comply with the provisions of all statutes relating to the proper and complete performance of my duties, and I am familiar with and accept the obligations of my position as registered agent.

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Registered Agent Signature: BRIAN PARENTEAU

Article IV

The name and address of person(s) authorized to manage LLC:

Title: MGR BRIAN PARENTEAU 3245 NE 184TH ST APT 13101 AVENTURA, FL. 33160 US

Title: MGR JAY ADAMS 919 SE 6TH COURT FT LAUDERDALE, FL. 33301 US

Title: MGR DOUGLAS HERBST 347 N NEW RIVER EAST 1707 FT LAUDERDALE, FL. 33301 US

Signature of member or an authorized representative

Electronic Signature: BRIAN PARENTEAU

CONTRACTORS CONTRACTOR INCOME

I am the member or authorized representative submitting these Articles of Organization and affirm that the facts stated herein are true. I am aware that false information submitted in a document to the Department of State constitutes a third degree felony as provided for in s.817.155, F.S. I understand the requirement to file an annual report between January 1st and May 1st in the calendar year following formation of the LLC and every year thereafter to maintain "active" status.



MANUAL NUMBER

BRIAN C. PARENTEAU 3245 NE 184th ST #13101 Aventura FL 33160 (239)287-0312 Brian@drynkftl.com

EDUCATION:

Westfield State University, Westfield MA Bachelor of Science, May 2000 Concentration: Business Management

EMPLOYMENT:

Managing Partner/Owner, Drynk Bar & Lounge, Wilton Manors FL

2017-Present

Train all management and staff Ensure efficient operation of entire restaurant Handle payroll, product ordering and scheduling Oversee layout and flow of restaurant and bar Ensure compliance with Depart. of Health and Alcoholic Beverage Commission

Opening Trainer/Consultant, Beach House, Pompano FL

January 18-Present

Organized and completed training manuals Set up bars and handled staff training of 100 + employees Worked with management team to give direction to staff Assisted with opening inventory and set up customer service stations Responsible for ensuring accuracy of 100k in liquor inventory

Beverage Manager, Grille 401, Ft Lauderdale FL

November 2014- August 2017

Sustained and oversaw all liquor inventory Created beverage programs and drink menus Handled staff training

Bar Manager, Bartender/Server, Big City Tavern, Ft Lauderdale FL 2007-2014

Provided Superior guest service while maintaining cleanliness and efficiency Ensured all company standards and expectations were achieved Handled all monetary transactions

A CONTRACTOR AND A CONTRACT

ACHEIVEMENTS:

- Awarded best new business in Broward County, South Florida Gay News, DrYnk, Oct 2018
- "DrYnk Bar & Lounge" was featured in Instinct Magazine as top bars in USA, March 2018
- Featured in Voyage MIA magazine as successful restaurant entrepreneur, March 2018
- Nominated by Broward New Times as best bartender in Broward County, Grille 401, 2016

NEWS ARTICLE FROM VOYAGE MIA

http://voyagemia.com/interview/meet-brian-parenteau-drynk-bar-lounge-wilton-manors/



Today we'd like to introduce you to Brian Parenteau.

Brian, can you briefly walk us through your story – how you started and how you got to where you are today.

My introduction to the hospitality industry began 17 years ago as a bar back in a South Beach nightclub. The culmination of hard work and the inevitable networking that occurs in Miami I was promoted to bartender which quickly opened my eyes to a passion I didn't know I had. The hours in the Miami nightlife are grueling and anybody who has worked down there will attest to that so I sought a "real job" in a white collar setting. For four years, I worked as a mortgage broker and quickly learned that sitting at a desk all day was just not my calling in life. I missed the excitement, the energy, and the relationships I had formed in my years of bartending so like any responsible adult-I quit. In an attempt to revert back into the industry, I opened a Banquet Hall doing freelance bartending and party planning for weddings, bar mitzvahs, etc. which definitely reignited my love for the industry but, I still felt a lack of purpose in the freelance environment.

The search continued which landed me at my first long-term bartending gig at Big City Tavern on Las Olas where I stayed for over 8 years and quickly fell back in love with everything the hospitality industry is : people, fun and money. Working there as long as I allotted opportunity come into contact with did, was the to some amazing people both that turned into friendships and what would be future business endeavors. Big City allowed me to fine tune the skills I had initially acquired in Miami but when I went over down a block to Grille 401 as the beverage manager, that is where I mastered my skills. The location, the ambiance, the crowd, the support was overwhelming and I stayed there until we opened the doors at Drynk. I am forever grateful for working on the Las Olas strip as long as I did because it taught me the ins and outs of the industry, what works - what doesn't, what holds a bar together and what can easily rip it apart. I maintained the relationships I built there and took lessons with me that they can't teach you anywhere. Being hands on and engaging with my customers on a daily basis, building that rapport are all traits we insist on implementing at Drynk. This along with skills from our entire team, will help us transition from the "new bar" to what we know will become a staple location on Wilton drive in Wilton Manors.

Overall, has it been relatively smooth? If not, what were some of the struggles along the way?

Aside from the capital investments and incessant monetary issues there are always a multitude of obstacles you are faced with when opening a new bar especially on such a South Florida. Overcoming well renowned strip in unforeseen expenses and budget increases are all to be expected but nonetheless are a part of the learning process. Luckily my partners and I were able to navigate through these hardships as a united front and we overcame them in a manner I am proud of. Aside from that, I am known by many for my eccentric personality and high-energy demeanor which is great for someone behind the bar but I had to figure out how to transition into a managerial role. To go from being the bartender to the boss it is a difficult transition because you want to remain approachable but you also want to assert a level of ownership over something you've put so much time, money, effort and hard work into. I feel somewhat territorial over these four walls and that is what keeps me going in times of doubt. Even though, I am on the "other side" of the bar, I have seen the

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best examples and worst examples of management in various establishments so. I feel I have the upper hand in knowing how to balance that new role. Wilton Drive is the renowned LGBTQ community of South Florida and is beloved by so many people. It was very intimidating coming in as the new guy when there are so many neighboring bars and restaurants that have carried a following for many, many years. This competition drove me to exceed everyone's expectations and create a concept that Wilton Drive hadn't seen before. Fort Lauderdale is a rapidly growing town where a new building seems to pop up every week and old blocks like FAT Village and the historic downtown area are all being attempted to be resurrected by big name companies. This competition is a driving force and a reminder that this dream I've worked so hard to build can be easily taken away if my team and I aren't on top of our game 24/7.

Please tell about US DrYnk Bar & Lounge. Coming on to Wilton Drive, I knew we had to create something that this community and visitors from all over hadn't seen before. We're not merely a bar, we welcome all walks of life into our doors and although our craft cocktail menu is one I (proudly) deem unmatched, we are not one to alienate the beer drinkers or vodka-soda connoisseurs. Drynk is a place for friends, lovers, partners, families, WHOEVER wants to come, enjoy, relax, dance and feel welcome and appreciated for their presence. The ambiance is like nothing else on the drive from our dark velvet walls, the fireplace, our wall murals, to our giant hanging bull head, we wanted to create something intimate yet familiar for every guest that walks in. Essentially we are a bar, but walking in our doors you'll soon discover the bar sells itself. My partners and I worked relentlessly to finalize every last detail and couldn't be more proud of what Drynk has become and will continue to grow guests' into. Our experience is our #1 priority and that is monitored 24/7 through our staff and overall engagement as much possible. 28 That being said, I speak for everybody here at Drynk when I say: 'we're just getting started, stayed tuned for FAT Village!'

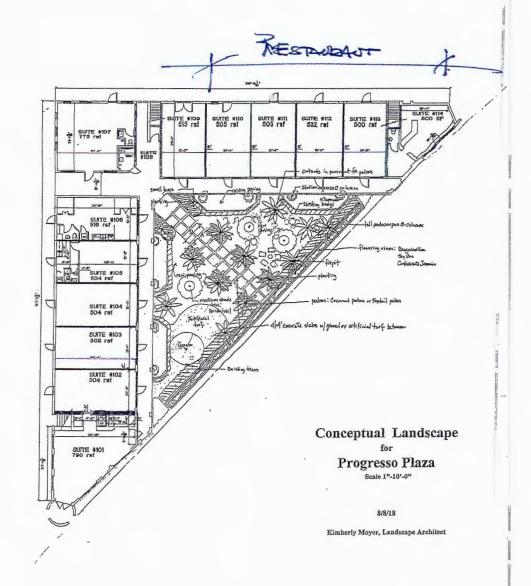
If you had to go back in time and start over, would you have done anything differently?

I would have followed my passion earlier in life and jumped into the game sooner instead of searching for greener pastures only to end up back where I started.

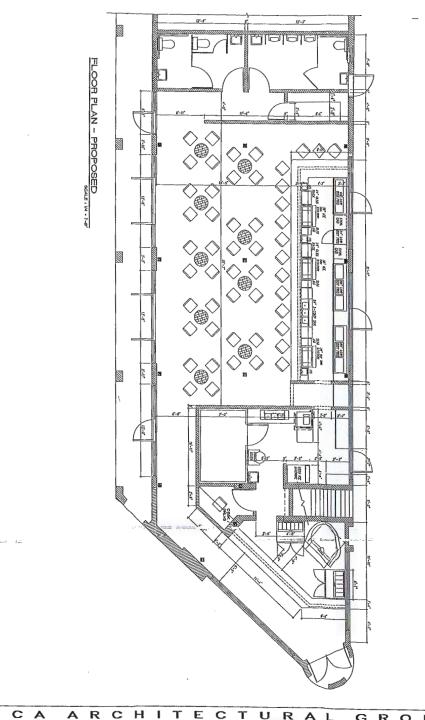
Contact Info:

•	Address: 2255	Wilton	Dr.
	Wilton Manor FL 33305		

- Website: <u>www.drynkftl.com</u>
- Phone: 954 530-1800
- Email: Brian@drynkftl.com
- Instagram: www.facebook.com/brian.parenteau.52
- Facebook: #drynkftl



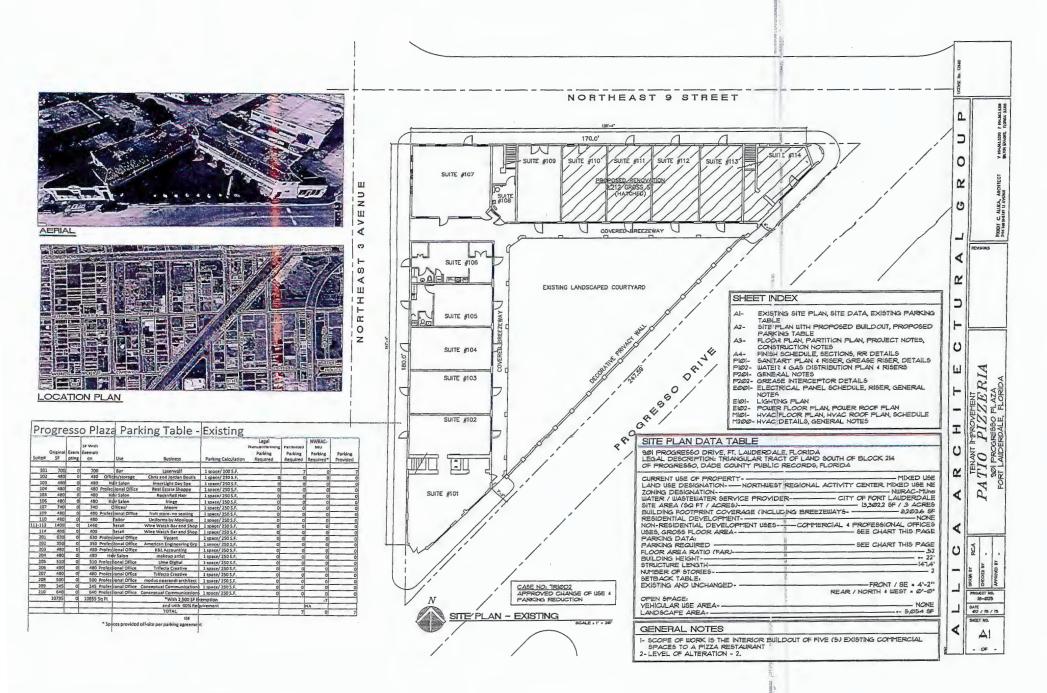
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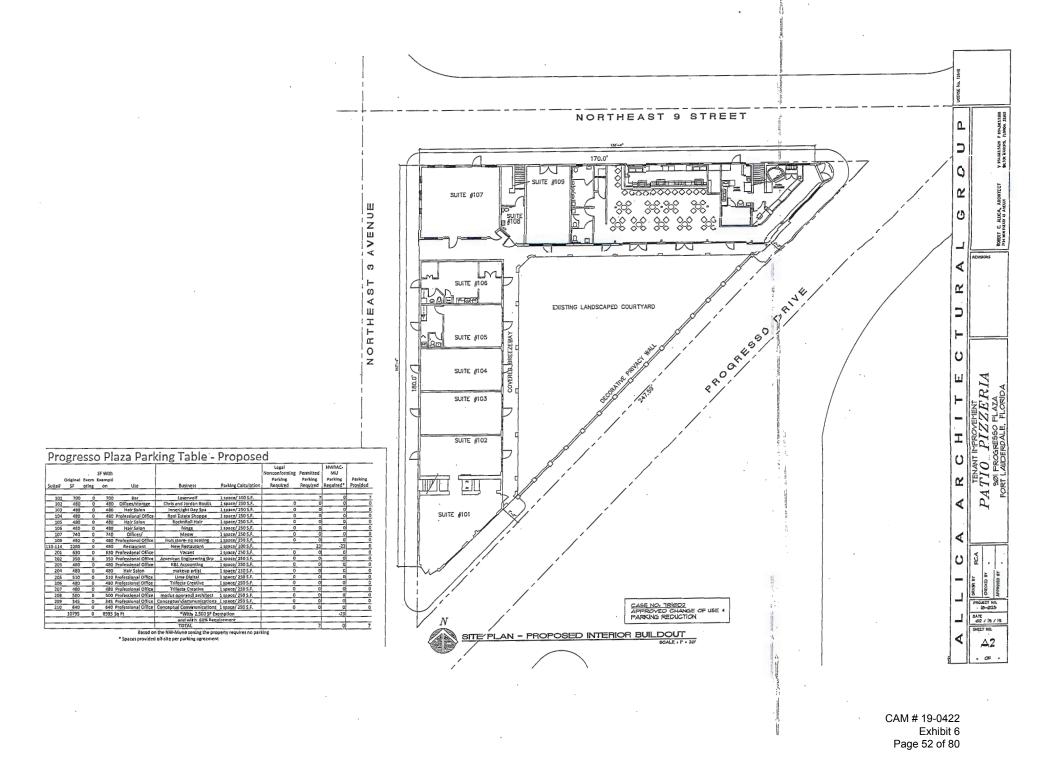
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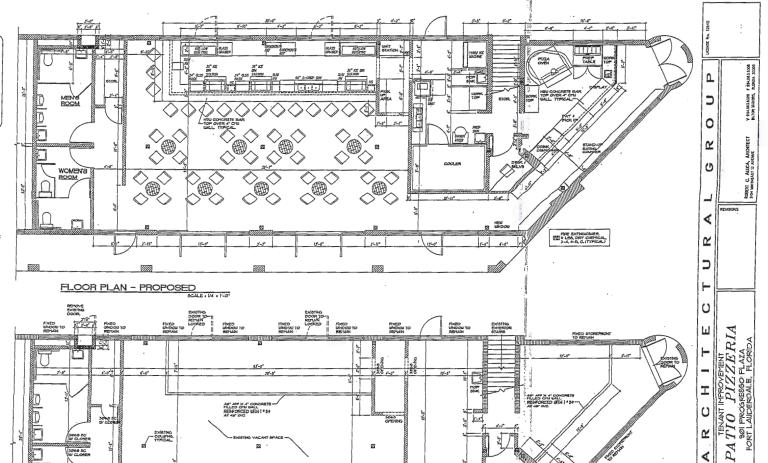
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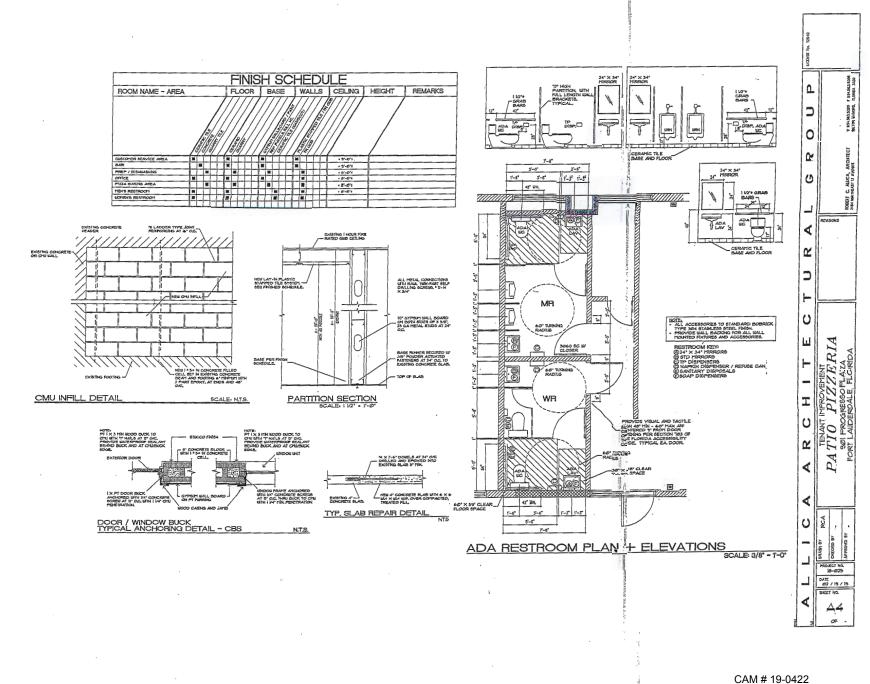
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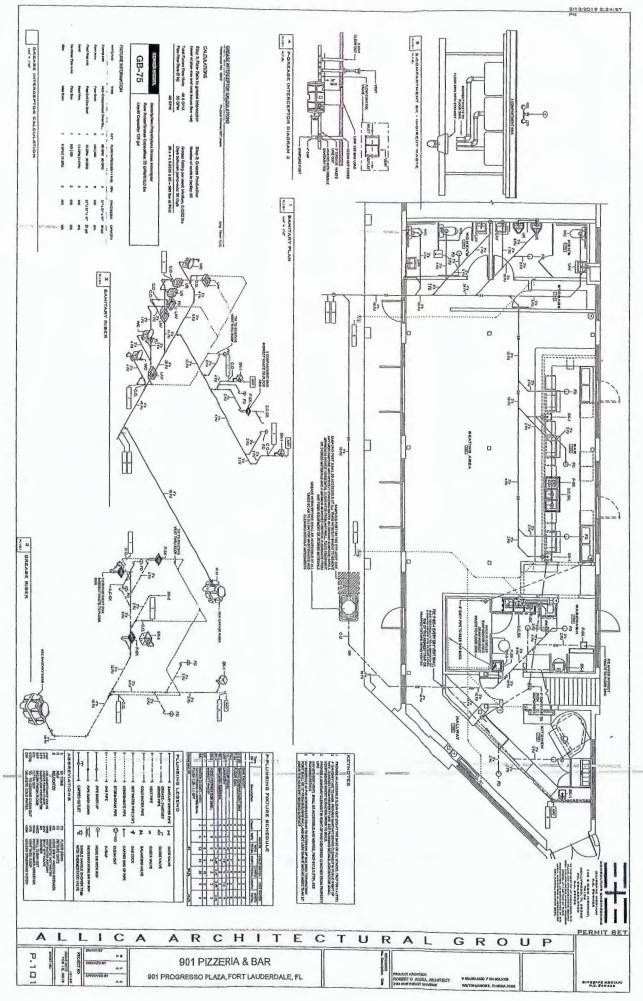
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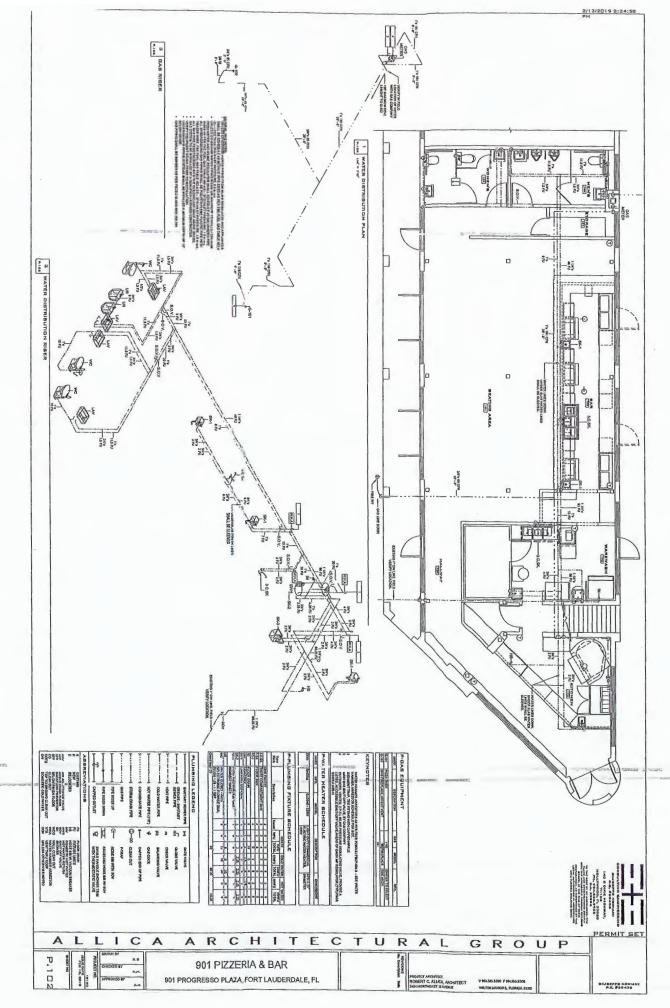
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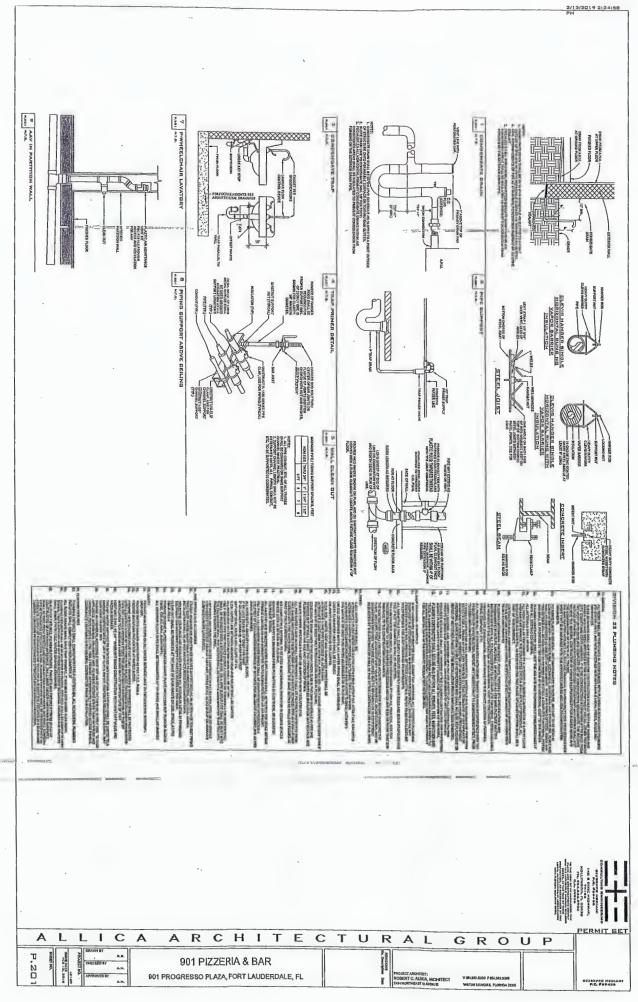
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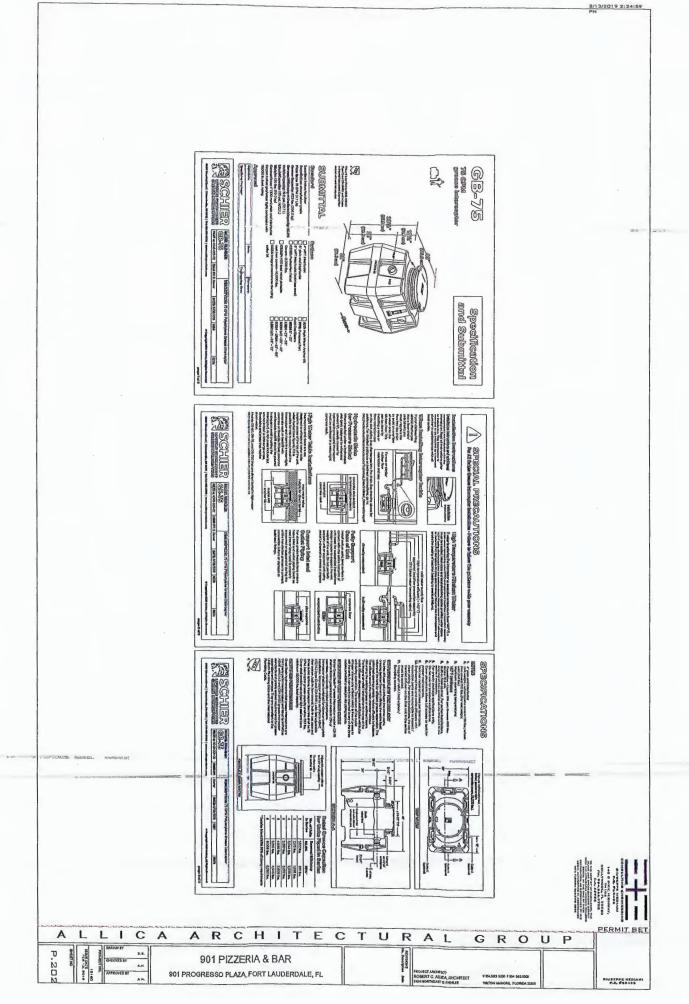
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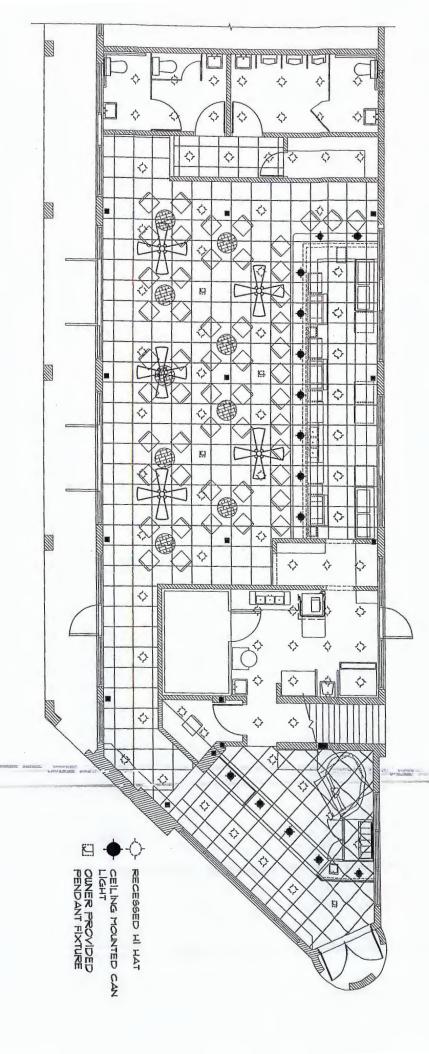
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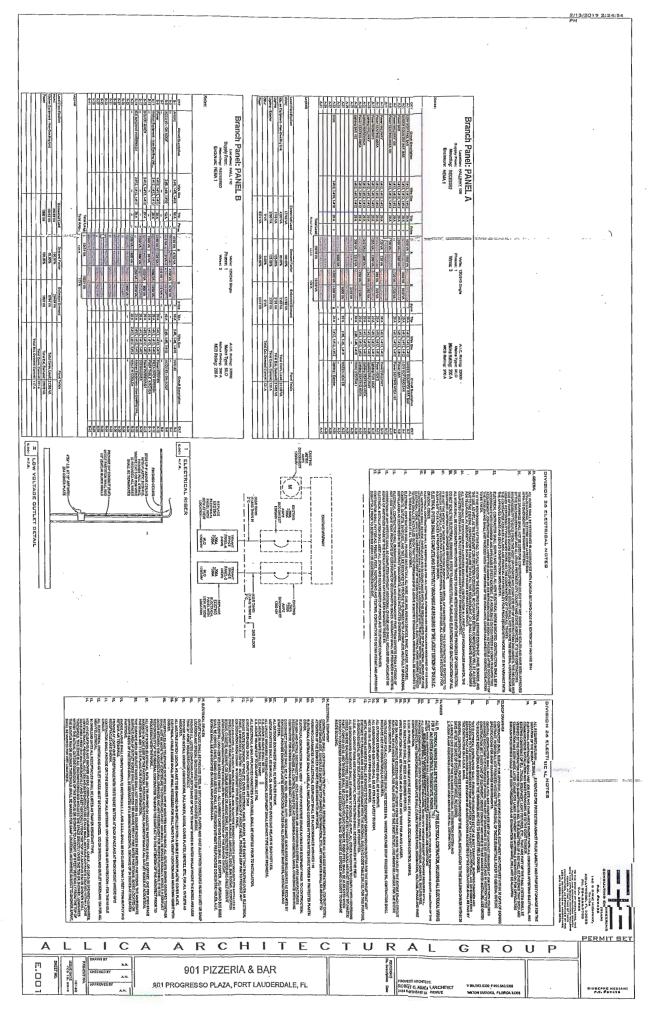
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~	DEPARTMENT / DISCIPLINE	REPRESENTATIVE SIGNATURE	APPROVED	SUBJECT TO CONDITIONS	ADDITIONAL COMMENTS	NOT APPLICABLE		
	COMMUNITY REDEVELOPMENT AREA		The second					
V	ENGINEERING	EM	22	e		1		
V	LANDSCAPE	Kall				·V		
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A	PPROVAL DATE: 10/14	COMMENTS OR C	CONDITIONS OF APPR	OVAL MAY BE FOUND IN	THE NOTICE OF DETERM	NINATION		
	Original Plan Info Case Number:	*Please note that administrative approval does not extend site plan expiration dates pursuant to ULDR Section, 47- 24.1 M. Expiration or site plan and-conditiona; use approvals. Final approval date is the date on which the project was approved by the applicable approving body; Site Plan Levéi II- Final DRC approval date, Site Plan Level III – PZB approval date, Site Plan Level IV – City Commission approval date.						

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FORT LAUDERDALE

TRATIVE REVIEW – NOTICE OF DETERMINATION Level I

ne / Patio Pizzeria 7R10D2

> Applicant: Jay Adams Authorized Agent: Stephan Tilbrook of Gray Robinson's

901 Progresso Drive (901 Progresso Plaza)

NWRAC-MUne

n:

Change of Use of Suites 111-114, containing 2,280 s.f. of (Retail Wine Watch Bar and Shop) to 2,280 s.f. of Restaurant (Patio Pizzeria), using 2,280 s.f. of 2,500 s.f. of parking exemption.

tion: Approved per plans and narratives submitted with this application and the following:

1. The Change of Use approval is contingent on continuation of the offsite parking agreement originated under PZ Case Number 07R10(A), recorded within the Broward County Clerk's Office, CFN # 109760574, OR 47590, PG 1797, Recorded on 12/16/2010, for the dedication of seven (7) parking spaces to serve the restaurant/bar use at 901 Progresso Drive, Florida 33304 ("Parcel 1"), described as follows: Progresso 2-18 D Triangular TR Lying S of Blk 214 &E of Blk 256; said lands situated, lying and being in the City of Fort Lauderdale, County of Broward, State of Florida; served by 851 NE 3rd Avenue, Fort Lauderdale, Florida 33304 ("Parcel 2") which is within 700 feet of Parcel 1; described as follows: Progresso 2-18 D Lot 1 Blk 256; Preogresson 2-18 D Lot 2 Blk 256; Progresso 2-18 Lot 3 Blk 256; said lands situated, lying and being in the City of Fort Lauderdale, County of Fort Lauderdale, County of Broward, State of Parcel 3, described as follows: Progresso 2-18 D Lot 1 Blk 256; Preogresson 2-18 D Lot 2 Blk 256; Progresso 2-18 Lot 3 Blk 256; said lands situated, lying and being in the City of Fort Lauderdale, County of Fort Lauderdale, County of Broward; State of Florida.

If the above-mentioned parking agreement between Parcel 1 and Parcel 2 is amended, modified, revoked, or terminated, Parcel 1 would be in violation of the Uniform Land Development Regulations (ULDR), unless additional parking spaces are provided and changes to the parking agreement are approved in accordance with the regulations of the ULDR.

2. Per Section 47-20.2.-Parking and Loading Requirements (Table 3. - Parking and Loading Zone Requirements- RAC and Central Beach Districts) the first 2,500 gross floor area of nonresidential uses are exempt from parking requirements. The remaining gross floor area shall be calculated at 60% of the parking space requirements for uses, as provided in Table 1. - Parking and Loading Requirements, of Section 47.20.2. Parking and Loading Zone Requirements, of the ULDR.

3. The Change of Use, herein, from Retail (Wine Watch Bar and Shop) to Restaurant (Patio Pizzeria) totals 2,280 square feet of gross floor area shall be deduced from the exemptible 2,500 square feet of gross floor area under Section 27-20.2., leaving 220 square feet of gross floor area eligible for future exemption.

Moreover, the subject property, 901 Progresso Drive, does not contain on-site parking. Any additional parking space requirements exceeding the remaining 220 square feet of exempt gross floor area shall require additional parking spaces in accordance with the ULDR.

DEPARTMENT OF SUSTAINABLE DEVELOPMENT 700 N.W. 19TH AVENUE, FORT LAUDERDALE, FLORIDA 33311 | (954) 828-652.0 Www.fortlauderdale.gov

		······································	901 Progresso Drive -Parkin	ng Table		
Suite	SF	Use	Business	Parking	Parking Provided	Parking Required
. 101	700	Bar	Laserwolf	1/Space 100 s.f.	7-Offsite	7
102	480	Office/Storage	Chris and Jordan Boulis	1/Space 250 s.f.	0*	0
103	480	Hair Salon	Innerlight Day Spa	1/Space 250 s.f.	.0*	0
104	480	Professional Office	Real Estate Shoppe	1/Space 250 s.f.	0*	0.
105	480	Hair Salon	RocknRoll Hair	1/Space 250 s.f.	0*	0
106	480	Hair Salon	Fringe	1/Space 250 s.f.	- 0*	0
107	740	Offices	Meow	1/Space 250 s.f.	• 0*	0
108	-	Bathroom	Bathroom	-	0*	0
109	480	Professional Office	Fruit Store	1/Space 250 s.f.	0*	0
					Exemption	
110-114	2,280	Resturant	Patio Pizzeria	1/Space 100 s.f.	Used**	0.
201	630	Professional Office	Vacant	1/Space 250 s.f.	0*	0
202	350	Professional Office	American Engineering Group	1/Space 250 s.f.	0*	0
203	480	Professional Office	K&L Accounting	1/Space 250 s.f.	0*	0
204	480	Hair Salon	Makeup Artist	1/Space 250 s.f.	0*	0.
205	510	Professional Office	Lime Digital	1/Space 250 s.f.	0*	0
206	480	Professional Office	Trifecta Creative	1/Space 250 s.f.	.0*	0
207	480	Professional Office	Tifective Creative	1/Space 250 s.f.	0*	0
208	500	Professional Office	Modus Operandi Architect	1/Space 250 s.f.	0*	0
209	345	Professional Office	Conceptual Communications	1/Space 250 s.f.	0*	0
210	640	Professional Office	Conceptual Communications	1/Space 250 s.f.	0;* 1	0
Total	11,495					
	*Legally N	onconforming/ Parki	ng Shall be Provided if Use or A	ctivity Intensifies	in Accordance wit	h ULDR
		** 2,280 S.F 2,5	00 S.F.= 220 S.F. of Gross Floor	Area Exemption	Remaining	

Engineering:

1. Prior to issuance of building permit, capital expansion fees for the proposed change of use will apply.

Conditions:

All applicable ULDR requirements must be complied with. All proper building permits must be applied for.

Determination Approved By:

[Zoning Administrator or Designee]

Approval Date: 01/10/2019

Staff Present: Yvonne Redding

Staff Contact Adam R. Schnell Person:

954-828-4798

NOTE: Please be advised that Administrative Approval is the first step of the development review process. A building permit must be obtained subsequent to this approval. V

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Prepared by: RICHARD K. INGLIS, ESQUIRE 2455 E. Sunrise Blvd., STE 320 Ft. Lauderdale, Florida 33304

Return to: W/C Tri-County for----MARK ALLSWORTH 1177 Southeast 3rd Ave Ft. Lauderdale, FL 33316 Property Appraiser ID #s: 19234-06-23100 19234-06-23000 19234-06-22800

WARRANTY DEED (STATUTORY FORM - SECTION 689.02, F.S.) (From Entity)

THIS WARRANTY DEED made this <u>30th</u> day of March, 2005, by LBJ INVESTMENTS, INC., a Florida corporation existing under the laws of Florida, and having its principal business at c/o Richard K. Inglis, Attorney, 2455 E. Sunrise Blvd., Suite 320, Fort Lauderdale, Broward County, Florida, hereinafter called the Grantor, to URBAN NORTH LLC, a Florida Limited Liability Company, whose post office address is 901 Progresso Drive, Fort Lauderdale, Florida 33304, hereinafter called the Grantee:

(Wherever 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 corporation)

WITNESSETH that the Grantor, for and in consideration of the sum of \$10.00 and other valuable considerations, receipt whereof is hereby acknowledged, by these presents does grant, bargain, sell, alien, remise, release, convey and confirm unto the Grantee, all that certain land situate in Broward County, Florida, to wit:

Lots 1, 2 and 3, Block 256, of PROGRESSO, according to the Plat thereof recorded in Plat Book 2, Page 18, of the Public Records of Dade County, Florida; together with:

An unnumbered triangular tract of land lying South of Block 214, of PROGRESSO, according to the Plat thereof recorded in Plat Book 2, Page 18, of the Public Records of Dade County, Florida, more particularly described as follows:

Beginning at the Southeast Corner of the intersection of 21 " Street (Now N.E. 9" Street); thence South 180 feet; thence Northeasterly parallel to the Right-of-Way Line of the Florida East Coast Railway to the South Line of Avenue "D" (Now N.E. 9th Street); thence West 170 feet along the South Line of Avenue "D" (Now N.E. 9th Street) to the Point of Beginning.

Said lands situate, lying and being in Broward County, Florida

TOGETHER with all the tenements, hereditament, 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 it is lawfully seized of said land in fee simple; that it has good right and lawful authority to sell and convey said land; that it hereby 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.

(corporate seal)

1,

IN WITNESS WHEREOF the Grantor has caused these presents to be executed in its name, and its corporation seal to be hereunto affixed, by its proper officers thereunto duly authorized, the day and year first above written.

LBJ INVESTMENTS, INC.

scaled and delivered

0 By; Sherry S Clemens. Vice-President

0

STATE OF FLORIDA COUNTY OF BROWARD

and ware.

The foregoing instrument was acknowledged before me this <u>30^h</u> day of March, 2005, by Sherry S. Clemens, Vice President of LBJ Investments, Inc., a Florida corporation, on behalf of the corporation.

2 Name: Notary Public My Commission Number: My Commission Expires:

KIMBERY LONGO Notary Public - State of Flatida My Commission # DD253292 Boncied By National Notary Astr. à



Jay Adams 901 Progresso Plaza Ft. Lauderdale, FL

RE: "BUDGET" pricing Pizzeria - Bar Buidout according to the one sheet plan prepared by Allica Architectural Group dated 7/25/18.

Expedite Permit and Fee	\$ 4,800.00
Demolition	\$ 10,000.00
Concrete work	\$ 33,000.00
Plumbing	\$ 36,000.00
Electric	\$ 48,000.00
HVAC	\$ 30,000.00
Framing	\$ 5,000.00
Insulation - Drywall	\$ 12,000.00
Ceilings	\$ 8,000.00
Windows - Door impact	\$ 50,000.00
Construct bar - Kitchen	\$ 29,000.00
Audio - Video	\$ 50,000.00
Kitchen - Bar Equipment	\$ 100,000.00
Woodwork Trim - Interior doors	\$ 40,000.00
Cabinet - Counter work	\$ 22,000.00
Patio, Landscape, irrigation	\$ 50,000.00
Interior - Exterior paint	\$ 5,000.00
General Conditions	\$ 25,000.00
Sub-Total	\$ 557,800.00
Overhead & Profit	\$ 50,000.00
Total	\$ 607,800.00

Thank you for the opportunity to Budget this project for you. Please call me with any questions.

Sincerely,

ROBERT H.E LE

President Platts Bluff Services, Inc.

ProgressoPlazaBUDGET

Contract

Job NO. 091915

Page 1 of 2

DATE 08-01-18

ANDRESS CUSTOM INTERIORS, INC.. 2454 SW 19th Street Fort Lauderdale FL 33312 CGC 061979 Phone (954) 658-1163 Fax (954) 791-6946

SUMITTED TO: JAY ADAMS 901 Progresse plaza Fort Lauderdale, Fi

ATT BANDRES. BANDRESS

We hereby propose to provide the necessary labor and materials needed to complete improvements to 901 Progresso Plaza, Fort Lauderdale.

ALL WORK SHALL BE DONE IN ACCORDANCE TO PLAN PROVIDED

Soil excavation of soil to adjust height of new slab	\$4,700.00
Demo work	\$15,000.00
Concrete work	\$34,000.00
Shore up building	\$8,000.00
10 New piles and footers for new columns	\$10,000.00
10 new columns 4"x4" x 8' steel installed	\$6,000.00
5 New concrete and steel headers to open up load bearing areas	\$26,000.00
All new plumbing	\$30,000.00
All new electrical	\$53,000.00
5 new A/C units	\$22,000.00
Replaces damage wood to structure	\$11,000.00
Insulation ceiling and walls	\$4,400.00
New drywall	\$8,600.00
Window and doors repair and or replace	\$76,000.00
Stucco work	\$14,000
Paint	\$7,000.00
Bar and kitchen	\$37,000.00
Woodwork all interior stain grade trim and custom woodwork	\$36,000.00

Courtyard	\$67,000.00
Kitchen equipment	\$117,000.00
Plate and dishwear	\$12,000.00
patio furniture	\$35,000.00
Landscaping	\$45,000.00

Administrative

Permit cost	\$4,500.00
Inspection time for contractor	\$1,800.00
Contractor Profit and overhead	\$14,000
Engineering and architecture plans	\$13,500.00

Total: \$712,500.00

Any alterations or deviation from above specifications involving extra costs will be executed only upon Written order, and will become an extra charge over and above the estimate. All agreements contingent Upon strikes, accidents, or delays beyond our control.

Respectfully submitted____Travis Andress_____.

Acceptance of Proposal: The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work as specified.

			•	Date :	Signature :		
		(Print)				1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	5.5
sci	DOMESNEL			A CONTRACTOR AND ADDRESS	AND DESCRIPTION OF A DE	(d), 730(1-2000)	
			·	Date :	Signature :		

(Print)

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Quote 08/27/2018

To: Brian Parenteau	Project: 'DRYNK' Ft. Lauderdale	From: General Hotel Michael 'J' Jus 13900 NW 82r Miami Lakes, I (305)885-8651 (305)362-0082 miamimyke@y	zkiewicz nd Ave. FL 33016 1 x-172 2 (Fax)	oly Corp
Item Qty	Description		Sell	Sell Total
1 3 ea	HAND SINK Advance Tabco Model No. PRHS-24-12 Prestige Hand Sink, underbar, 12"W x 25"D x 36"H, 7" splash steel construction, includes: deck mount faucet with 6" spou 14" x 10" bowl, NSF		\$502.94	\$1,508.82
	Weight: 84 lbs total			
2 2 ea	GLASS RACK Advance Tabco Model No. PRCR-19-24 Prestige Underbar Glass Rack Storage Unit, enclosed top wit removable perforated drain pan with 1" drain, 24"W x 25"D s backsplash, (3) adjustable racks, 1" drain in bottom of cabin stainless steel construction, adjustable stainless steel bulle Weight: 160 lbs total	x 36"H, 7" et,	\$631.62	\$1,263.24
3 3 ea	ICE BIN Advance Tabco Model No. PRI-19-36-10 Prestige Ice Chest, 36" wide, with 10-circuit cold plate, stair construction with foam insulation, 7" backsplash, 1/2" drain to-back, 11" deep bin, 108 lbs ice capacity, soda chase provi of backsplash PRSSR-36 Prestige Speed Rail, single tier, 36"W, (9) bottle c keyhole mounting, stainless steel, sound deadened, NSF- Weight: 456 lbs total	nless steel 1, 20" front- ision in top apacity,	\$1,215.71	\$3,647.13
4 3 ea		ged front im Jim™	\$524.32	<optional></optional>

ltem	Qty	Description	Sell	08/27/20 Sell Total
5	1 ea	UNDERBAR SINK UNITS	\$1,609.60	\$1,609.60
h	N N	Advance Tabco Model No. PRB-24-84C Prestige Underbar Sink Unit, 4-compartment, 96"W x 25"D x 36"H, 14" front-to-back x 10" left-to-right x 10" deep sink bowls, 24" drainboards on left & right, 7"H backsplash, stainless steel open frame base, side crossrails, stainless steel construction, includes: (2) deck mount faucets with 6" swing spouts, NSF		
	4	Weight: 178 lbs total		C452 4 4
5.1	1 ea	GLASSWASHER, BRUSH TYPE Bar Maid/Glass Pro Model No. SS-100 Bar Maid® Submersible Glass Washer, 1/3 HP, (5) brushes ((4) 6" & (1) 7-1/2"), bronze bearings, continuous run, stainless steel construction, 115v/60/1-ph, includes ground fault protection, ETL, UL, CSA, NSF	\$453.14	\$453.14
	1 ea	2-year warranty at time of warranty registration, within 30 days of purchase Weight: 27 lbs total		
5	38 ft	MODULAR BAR DIE	\$130.86	<optional></optional>
		Advance Tabco Model No. PR-BARDIE Prestige Modular Bar Die, to consist of stainless steel exterior on bar side, galvanized upright structure with plumbing line holes, accepts customer-supplied panels on exterior, equipment will be mounted directly to the bar die structure & shipped set up & read to set, priced per foot (minimum order 5 linear feet)		
		Weight: 570 lbs total		
7	2 ea	BACK BAR CABINET, REFRIGERATED Perlick Corporation Model No. BBS84S-S Refrigerated Back Bar Cabinet, three-section, 84"W, self-contained refrigeration, 24.8 cu.ft. internal volume, stainless steel top, front, & sides, (3) solid hinged doors with locks (hinge order: Left - Left - Right), stainless steel interior, (2) vinyl-coated shelves & (1) floor shelf per section, digital thermostat, LED interior lighting, front vented, automatic defrost & evaporator condensate, includes floor drain, R134a, 1/3 HP, NSF, cULus (Perlick Express) 5 yr. compressor warranty, 1 yr. parts & labor warranty 120v/60/1-ph, 6.3 amps, NEMA 5-15P, standard	\$3,807.08	\$7,614.1
		Weight: 980 lbs total		

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08/27/2018

Item	Qty	Sell	Sell Total	
7A	2 ea	BACK BAR CABINET, REFRIGERATED	\$4,298.17	<alternate></alternate>
\frown		Perlick Corporation Model No. BBS84GS-S		
		Refrigerated Back Bar Cabinet, three-section, 84"W, self-contained		
		refrigeration, 24.8 cu.ft. internal volume, stainless steel top, front, &		
4		sides, (3) glass hinged doors with locks (hinge order: Left - Left -		
	₹¥	Right), stainless steel interior, (2) vinyl-coated shelves & (1) floor		
		shelf per section, digital thermostat, LED interior lighting, front		
		vented, automatic defrost & evaporator condensate, includes floor drain, R134a, 1/3 HP, NSF, cULus (Perlick Express)		
	2 ea	5 yr. compressor warranty, 1 yr. parts & labor warranty		<alternate></alternate>
		120v/60/1-ph, 6.3 amps, NEMA 5-15P, standard		<alternate></alternate>
		Weight: 980 lbs total		
8	1ea	BACK BAR CABINET, REFRIGERATED	\$3,194.82	\$3,194.82
\sim		Perlick Corporation Model No. BBS60B-S		
		Refrigerated Back Bar Cabinet, two-section, 60"W, self-contained		
		refrigeration, 16 cu.ft. internal volume, stainless steel top & sides,		
	L'il	black vinyl clad front, (2) solid hinged doors with locks (hinge order:		
	*	Left - Right), stainless steel interior, (2) vinyl-coated shelves & (1) floor shelf per section, digital thermostat, LED interior lighting, front		
		vented, automatic defrost & evaporator condensate, includes floor		
		drain, R134a, 1/4 HP, NSF, cULus (Perlick Express)		
	1 ea	5 yr. compressor warranty, 1 yr. parts & labor warranty		
		120v/60/1-ph, 5.5 amps, NEMA 5-15P, standard		
		Weight: 340 lbs total		
9	1 ea	UNDERCOUNTER REFRIGERATOR	\$1,911.95	\$1,911.95
Contractor	2000	Perlick Corporation Model No. HC24RS		
÷		C-Series Refrigerator, undercounter, 23-7/8"W x 24"D, self-contained		
		refrigeration, 33°F to -42°F temperature range, (5.3) cu. ft. interior		
	_	volume, electromechanical thermostat, (2) black vinyl-coated full		
10 Million		extension shelves (adjustable) & (1) black-vinyl coated floor rack, (1)		
		hinged door, incandescent interior lighting, front vented, self- evaporating condensate pan, galvanized back & base, stainless steel		
		top, sides, & interior, R134a, 1/6 HP, 115v/60/1-ph, 2.3 amps, NEMA 5-		
		15P, ETL-Sanitation, cULus		
	1 ea			
	1 ea	67118S Door finish: solid stainless steel		
	1 ea	Left hinged		
	1. st	66736 Casters, 3-3/4", includes mounting platform (set of 4)		
		Weight: 185 lbs total		
10	6 ea	ANTI-FATIGUE FLOOR MAT	\$43.64	\$261.84
	-	Winco Model No. RBMH-35K		
CORRE		Floor Mat, 3' x 5' x 3/4" thick, anti-fatigue, grease resistant, straight		
		edges, rubber, black (Qty Break = 1 each)		
Sec.	6000			
-				

Weight: 177.6 lbs total

ltor	01-1	Description	6 .11	08/27/2018
Item	Qty	Description	Sell	Sell Total
11	1 ea	DISHWASHER, DOOR TYPE	\$4,600.41	\$4,600.41
Courses Bitter		Jackson WWS Model No. CONSERVER XL-E-LTH		
Part	1.	Conserver [®] Dishwasher, Door Type, 33-1/8"W x 29-1/2"D x 68-1/2"H,		
Real Providence		low temperature chemical sanitizing, built-in booster heater, 145°		
-	T-a	rinse water, three selectable timed cycles, universal (straight- thru/corner) type, approximately (39) racks/hour, (3) built-in		
A A CONTRACTOR	Hannar (dispensing pumps, built-in scrap accumulator, removable screen,		
		auto-start, stainless steel construction, adjustable stainless steel		
		bullet feet, 1 HP wash pump, cETLus, ETL-Sanitation, ENERGY STAR®		
	1 ea	1 year parts & labor warranty, continental USA, standard		
		208V/60/1-ph, 48.3 amps, standard		
		Weight: 300 lbs total		
12	1 ea	ICE CUBER	\$4,917.81	\$4,917.81
	Lingen	Manitowoc Model No. ID-0606A		
	õ	Indigo™ Series Ice Maker, cube-style, air-cooled, self-contained		
		condenser, 30"W x 24-1/2"D x 21-1/2"H, production capacity up to 632 $\frac{1}{24}$ have at 70% (70% (400 H, AUD) actified at 00% (70%) B w T + 1 H		
The Designation of the local division of the		lb/24 hours at 70°/50° (490 lb AHRI certified at 90°/70°), DuraTech™ exterior, dice size cubes, NSF, cULus, ENERGY STAR®		
	100	WARRANTY-ICE-SC 3 year parts & labor (Machine), 5 year parts & labor		
	теа	(Evaporator), 5 year parts & 3 years labor (Compressor), standard		
	1 ea	(-261) 208-230v/60/1-ph, 11.1 amps, standard		
		AR-10000 Arctic Pure [®] Primary Water Filter Assembly, includes head,		
		shroud, hardware, mounting assembly, & (1) filter cartridge, 14,000		
		gallon capacity, 0-600 lbs./ice per day		
	1 ea	WARRANTY-ARCPURE 3 year parts & labor warranty on cap, housing,		
		hardware, & mounting assembly (does not refer to filter cartridge),		
		standard		
	1 ea	D-570 Ice Bin, 30"W x 34"D x 50"H, with side-hinged front-opening		
		door, side grips, AHRI certified 532 lb ice storage capacity (17.9 cu. ft.),		
	~	for top-mounted ice maker, Duratech exterior, NSF		
	1 ea	Legs, 6" adjustable stainless steel, standard		
		Weight: 314 lbs total		

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				08/27/2018
Item	Qty	Description	Sell	Sell Total
13 1 ea 13 1 ea 1 ea		WALK IN COOLER, MODULAR, REMOTE Arctic Industries Model No. BL108-C-R Walk-In Cooler, Indoor, 9' 9-1/4"W x 7' 10"L x 7' 4"H, (+35° F holding), no floor, coated acrylume interior & exterior cam lock panels, hi density foam insulated walls & ceiling, vinyl screeds base, key lock handle, dial thermometer, light switch, inside safety release, 30" x 78" door with interior & exterior 24" high diamond kick plates, remote pre-assembled refrigeration, NSF, UL, EISA 1 year parts, labor, 5 year compressor & 15 year panel warranty, standard (-R) This unit is designed for Indoor installations. For Outdoor	\$8,602.49	\$8,602.49
	1 ea 1 ea 1 ea 1 ea	installation, please select the Outdoor Installation package below 208-230v/60/1-ph, 3/4 HP, 9.2 amps, standard Select door hinging FLUORESCENT LIGHT 4' Fluorescent Light STRIP CURTAIN Strip Curtain Weight: 1064.9 lbs total		
13.1		KEG STORAGE RACK John Boos Model No. ALKR-2060 Keg Rack, 60"W x 20"D x 76"H, (3) shelves, accommodates (6) kegs, mid & bottom shelves are constructed of 1-3/4" square tubing running front-to-back with a load rating of 60 lb/ft ² , top shelf is constructed of 1-3/4" square tubing running left-to-right with a load rating of 15 lb/ft ² , 1-5/16" dia. post, aluminum construction ALKRS-2060 Rear Keg Strap, for 60"W x 20"D keg rack, aluminum Weight: 146 14 lbs total	\$497.39	\$994.78
14		Weight: 146.14 lbs total PLANETARY MIXER Globe Model No. SP62P Planetary Pizza Mixer, 60 qt., floor model, 2-speed (fixed), #12 hub includes: stainless steel removable bowl guard with built-in ingredient chute, aluminum spiral dough hook, safety interlocked bowl guard & bowl lift, gear-driven, high torque transmission, heat- treated hardened steel alloy gears & shafts, thermal overload protection, front-mounted touchpad controls with 60-minute digital timer & last batch recall, non-slip rubber feet, cast iron body, 6 ft cord & plug, 3 HP, NSF, cETLus 2-year parts & labor warranty (1-year parts only warranty on agitator and hub accessories, no labor provided) (excludes wear items), standard	\$13,891.71	\$13,891.71
1.42.41	1 ea	220v/60/1-ph, 18.0 amps, NEMA L6-20P Weight: 1228 lbs total		

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Item Qty		Description	Sell	Sell Total
1	ea	ONE (1) COMPARTMENT SINK John Boos Model No. 1B16204- "B" Series Sink, 1-compartment, 21"W x 25-1/2"D x 43"H overall size, (1) 16"W x 20" front-to-back x 14" deep compartment, 10"H boxed backsplash with 45° top and 2" return, (1) set of splash mount faucet holes, 3-1/2" die-stamped drain opening, 16/300 stainless steel construction, stainless steel legs, gussets, crossbracing, & adjustable bullet feet, NSF, CSA-Sanitation PBF-10-SLF Heavy Duty Sink Mixing faucet, splash-mounted, 8" centers, 10" swing spout, with 1/2" NPT PB-SMMK-90 Splash Mount Faucet Mounting Kit, includes (2) 1/2" supply nipples, (2) retainer nuts, (2) lock washers, (2) rubber washers and (2) male & female short 90° elbows Weight: 61 lbs total	\$413.43	\$413.43
1	ea	THREE (3) COMPARTMENT SINK John Boos Model No. 3B16204-2D24 "B" Series Sink, 3-compartment, 99"W x 25-1/2"D x 43"H overall size, (3) 16"W x 20" front-to-back x 14" deep compartments, (2) 24" left & right drainboards, 10"H boxed backsplash with 45° top and 2" return, (1) set of splash mount faucet holes, 3-1/2" die-stamped drain opening, 16/300 stainless steel construction, stainless steel legs, adjustable side bracing, gussets, & adjustable bullet feet, NSF, CSA- Sanitation PBF-12-SLF Heavy Duty Sink Mixing faucet, splash-mounted, 8" centers, 12" swing spout, with 1/2" NPT PB-SMMK-90 Splash Mount Faucet Mounting Kit, includes (2) 1/2" supply nipples, (2) retainer nuts, (2) lock washers, (2) rubber washers and (2) male & female short 90° elbows Weight: 396 lbs total	\$991.26	\$991.26
2 2 2 2 2	ea ea ea ea	PIZZA PREPARATION REFRIGERATOR Beverage Air Model No. DP46 Pizza Top Refrigerated Counter, one-section, 46"W, 16.7 cu. ft., (1) door, (2) shelves, (2) full size pan top capacity, stainless steel top with refrigerated pan rail, 19" cutting board, stainless steel front, sides, top, aluminum interior, side-mounted self-contained refrigeration, 1/3 HP, UL, cULus, UL EPH Classified, UL-Sanitation, MADE IN USA 3 years parts & labor warranty (excludes maintenance items) Self-contained refrigeration standard Additional 2 yr compressor warranty, standard 115v/60/1-ph, 6.3 amps, standard 3" Casters, (2) locking, standard Weight: 676 lbs total	\$3,374.34	\$6,748.68

08/27/2018

08/27/2018

1 ea 1 ea 1 ea	Description Marca Forni Model No. RT110G Neapolitan Gas Fired Oven, 43.3" rotating brick deck, (7-8) 8", (6-7) 10", (4-6) 12" or (3-4) 16" pizza capacity, turbo burner, integral exhaust system, brick dome, stainless steel flue collar & adapter, grade 1 tile finish, steel stand, 120v/60/1-ph, 12.0 amps, 100,000 BTU, NSF, ETL- Sanitation, cETLus 2 year deck & dome warranty, 1 year parts and labor on gas/electrical components (does not include marble landing), standard Gas type to be determined	Sell 348649941 - 1987 \$31,992.98	Sel! Total
1 ea 1 ea 1 ea	Marra Forni Model No. RT110G Neapolitan Gas Fired Oven, 43.3" rotating brick deck, (7-8) 8", (6-7) 10", (4-6) 12" or (3-4) 16" pizza capacity, turbo burner, integral exhaust system, brick dome, stainless steel flue collar & adapter, grade 1 tile finish, steel stand, 120v/60/1-ph, 12.0 amps, 100,000 BTU, NSF, ETL- Sanitation, cETLus 2 year deck & dome warranty, 1 year parts and labor on gas/electrical components (does not include marble landing), standard	\$31,992.98	\$31,992.98
1 ea 1 ea	Neapolitan Gas Fired Oven, 43.3" rotating brick deck, (7-8) 8", (6-7) 10", (4-6) 12" or (3-4) 16" pizza capacity, turbo burner, integral exhaust system, brick dome, stainless steel flue collar & adapter, grade 1 tile finish, steel stand, 120v/60/1-ph, 12.0 amps, 100,000 BTU, NSF, ETL- Sanitation, cETLus 2 year deck & dome warranty, 1 year parts and labor on gas/electrical components (does not include marble landing), standard		
1 ea 1 ea	 (4-6) 12" or (3-4) 16" pizza capacity, turbo burner, integral exhaust system, brick dome, stainless steel flue collar & adapter, grade 1 tile finish, steel stand, 120v/60/1-ph, 12.0 amps, 100,000 BTU, NSF, ETL-Sanitation, cETLus 2 year deck & dome warranty, 1 year parts and labor on gas/electrical components (does not include marble landing), standard 		
1 ea 1 ea	system, brick dome, stainless steel flue collar & adapter, grade 1 tile finish, steel stand, 120v/60/1-ph, 12.0 amps, 100,000 BTU, NSF, ETL- Sanitation, cETLus 2 year deck & dome warranty, 1 year parts and labor on gas/electrical components (does not include marble landing), standard		
1 ea 1 ea	finish, steel stand, 120v/60/1-ph, 12.0 amps, 100,000 BTU, NSF, ETL- Sanitation, cETLus 2 year deck & dome warranty, 1 year parts and labor on gas/electrical components (does not include marble landing), standard		
1 ea 1 ea	Sanitation, cETLus 2 year deck & dome warranty, 1 year parts and labor on gas/electrical components (does not include marble landing), standard		
1 ea 1 ea	components (does not include marble landing), standard		
1 ea 1 ea	components (does not include marble landing), standard		
1ea	Gas type to be determined		
	NOTE: Quick-Disconnect Gas Hose must be used		
1ea	Extra burner, for Rotator ovens		
1ea	Red		
	Ventilation system not included- TBD		
	Weight: 4900 lbs total		
52 ea	BAR STOOL	\$82.28	\$4,278.56
	Florida Seating Model No. MET-05B GR3		
	Barstool, ladder metal back, 2" thick upholstered pullover seat, metal		
	frame, footrest, grade 3 uph.		
52 ea	Silver metal finish		
52 ea	Upholstery to be specified		
	Weight: 754 lbs total		
9 ea	LAMINATE TABLE TOP	\$98.80	\$889.2
No. Contraction	Florida Seating Model No. MARCO 24RD		
ALL COMPANY	Marco Table Top, round, 24" dia., designed for indoor use, 2" thick,		
	burn & scratch resistant		
9 ea	Concrete		
	Weight: 162 lbs total		
9 ea	METAL TABLE BASE	\$54.99	\$494.9
	Florida Seating Model No. CIB18"/3"BAR		
	Table Base, bar height, 3" tubular column, 18" round base spread,		
	assembly		
	Weight: 63 lbs total		
1 ea		\$11,908.25	\$11,908.2
		1	<i>,, </i>
	In-bound freight, delivery & set-in-place. Final field connections are		
	BY OTHERS.		
	Freight, installation and ventilation off ANY pizza oven is NOT		
	included. Local taxes to apply.		
	THIS QUOTE IS FOR BUDGETARY PURPOSES ONLY		
	Total		\$112,189.1
	52 ea 52 ea 9 ea 9 ea	 52 ea BAR STOOL Florida Seating Model No. MET-05B GR3 Barstool, ladder metal back, 2" thick upholstered pullover seat, metal frame, footrest, grade 3 uph. 52 ea Silver metal finish 52 ea Upholstery to be specified Weight: 754 lbs total 9 ea LAMINATE TABLE TOP Florida Seating Model No. MARCO 24RD Marco Table Top, round, 24" dia., designed for indoor use, 2" thick, honey comb core, durable melamine surface, ABS edge, UV, heat, burn & scratch resistant 9 ea Concrete Weight: 162 lbs total 9 ea METAL TABLE BASE Florida Seating Model No. CIB18"/3"BAR Table Base, bar height, 3" tubular column, 18" round base spread, black powder coat cast iron, for 24" - 30" round or square tops, 2-piece assembly Weight: 63 lbs total 1 ea SERVICES General Model No. CUSTOM In-bound freight, delivery & set-in-place. Final field connections are BY OTHERS. Freight, installation and ventilation off ANY pizza oven is NOT included. Local taxes to apply. 	52 ea BAR STOOL \$82.28 Florida Seating Model No. MET-05B GR3 Barstool, ladder metal back, 2" thick upholstered pullover seat, metal frame, footrest, grade 3 uph. \$2 52 ea Silver metal finish \$2 52 ea Upholstery to be specified Weight: 754 lbs total \$98.80 9 ea LAMINATE TABLE TOP \$98.80 Florida Seating Model No. MARCO 24RD Marco Table Top, round, 24" dia, designed for indoor use, 2" thick, honey comb core, durable melamine surface, ABS edge, UV, heat, burn & scratch resistant \$9 9 ea Concrete Weight: 162 lbs total \$54.99 9 ea METAL TABLE BASE \$54.99 Florida Seating Model No. CIB18"/3"BAR Table Base, bar height, 3" tubular column, 18" round base spread, black powder coat cast iron, for 24" - 30" round or square tops, 2-piece assembly \$11,908.25 9 feneral Model No. CUSTOM In-bound freight, delivery & set-in-place. Final field connections are BY OTHERS. \$11,908.25 9 Freight, installation and ventilation off ANY pizza oven is NOT included. Local taxes to apply. THIS QUOTE IS FOR BUDGETARY PURPOSES ONLY

Page 7 of 8

· ... PETERDADE

ACORD [®]	CERTIFICATE	E OF LIABI	LITY INSU	RANCI	E		(MM/DD/YYYY) 3/04/2019	
THIS CERTIFICATE IS ISSUED AS A M CERTIFICATE DOES NOT AFFIRMATIN BELOW. THIS CERTIFICATE OF INSU REPRESENTATIVE OR PRODUCER, A	ELY OR NEGATIVELY RANCE DOES NOT CO	AMEND, EXTEND	OR ALTER THE C	OVERAGE A	FFORDED BY THE	POLICIES	3	
IMPORTANT: If the certificate holder is If SUBROGATION IS WAIVED, subject this certificate does not confer rights	to the terms and cond	itions of the policy.	certain policies					
RODUCER	o the certificate holde	CO	NTACT Canin Ost	ome				
he Fairway Insurance Group, LLC			ME:		FAX	, No): (954)	772-9564	
461 North Federal Highway		1 E-N	PHONE (A/C, No, Ext): (954) 772-9819 (A/C, No): (954) E-MAIL ADDRESS:					
ort Lauderdale	FL	33308 INS		NRER(S) AFFOR	DING COVERAGE e Co.		NAIC #	
SURED		INS	SURER B :					
Urban North, LLC		INS	SURER C :					
919 S.E. 6th Court	INS	SURER D :						
		the second se	SURER E :					
Ft. Lauderdale	FL		SURER F :					
the second s	RTIFICATE NUMBER:	CL1842314602			REVISION NUMBER			
THIS IS TO CERTIFY THAT THE POLICIES O INDICATED. NOTWITHSTANDING ANY REQ CERTIFICATE MAY BE ISSUED OR MAY PER EXCLUSIONS AND CONDITIONS OF SUCH I	JIREMENT, TERM OR CO TAIN, THE INSURANCE A	NDITION OF ANY COM	NTRACT OR OTHER	DOCUMENT	WITH RESPECT TO WH	ICH THIS		
R TYPE OF INSURANCE	ADDLISUBRI	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)		LIMITS		
		SELOT HUMDER			EACH OCCURRENCE		00,000	
					DAMAGE TO RENTED PREMISES (Ea occurrence			
					MED EXP (Any one person	5.0	00	
	- BPG6950	8	03/30/2018	03/30/2019	PERSONAL & ADV INJUR	10	00,000	
GEN'LAGGREGATE LIMIT APPLIES PER:	-				GENERALAGGREGATE	2,0	00,000	
PRO-						20	00,000	
					PRODUCTS - COMP/OP/	s -/-		
AUTOMOBILE LIABILITY					COMBINED SINGLE LIMI			
ANY AUTO					(Ea accident) BODILY INJURY (Per pers			
OWNED SCHEDULED					BODILY INJURY (Per acci			
AUTOS ONLY AUTOS HIRED NON-OWNED					PROPERTY DAMAGE	s		
AUTOS ONLY AUTOS ONLY				-	(Per accident)	\$		
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- COCOR					EACH OCCURRENCE	\$		
CLAIMS-MAI	DE				AGGREGATE	\$		
DED RETENTION \$					PER T	\$ DTH-		
AND EMPLOYERS' LIABILITY Y	N				STATUTE	ER		
ANY PROPRIETOR/PARTNER/EXECUTIVE	N/A				E.L. EACH ACCIDENT	\$		
(Mandatory in NH)					E.L. DISEASE - EA EMPL			
DESCRIPTION OF OPERATIONS below					E.L. DISEASE - POLICY I	.IMIT \$		
ESCRIPTION OF OPERATIONS / LOCATIONS / VEH	CLES (ACORD 101. Additional	al Remarks Schedule, may	y be attached if more s	pace is required)				
This certificate is subject to the terms and co			,	,,,,				
	initial of the pendy.							
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.1 AVA LIGHTAN BANK STRATEGICS								
CERTIFICATE HOLDER		-	ANCELLATION					
DENTIFICATE HOLDER			ANGELLAHUN					
			SHOULD ANY OF	THE ABOVE DI	ESCRIBED POLICIES	BE CANCELL	ED BEFORE	
			THE EXPIRATION	DATE THEREC	OF, NOTICE WILL BE D			
Urban North, LLC			ACCORDANCE W	TH THE POLIC	Y PROVISIONS.			
919 SE 6th Ct		-		ALTATE				
		A	UTHORIZED REPRESE	ANTADVE				
Fort Lauderdale	F	FL 33301		Ed	wan Brown	1		
				© 1988-2015	ACORD CORPORA	TION. All r	ights reser	

ACORD 25 (2016/03)

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ACORD [®] EVIDENCE OF COMM	1EI	RC	;IA	L PROPERTY INSURANCE		
	DEN(EVII	CE D DEN	OE CE	S NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN		
PRODUCER NAME, CONTACT PERSON AND ADDRESS (A/C, No, Ext): (954) 772-9819				COMPANY NAME AND ADDRESS NAIC NO:		
The Fairway Insurance Group, LLC				Old Dominion Insurance Co.		
Caryn Osborne				P O BOX 16100 /		
5461 North Federal Highway						
Fort Lauderdale FL 3	3308	3		JACKSONVILLE FL 32245-6100		
FAX (A/C, No): (954) 772-9564 E-MAIL ADDRESS:		_		IF MULTIPLE COMPANIES, COMPLETE SEPARATE FORM FOR EACH		
CODE: SUB CODE:				POLICY TYPE		
AGENCY CUSTOMER ID #: 00000174				BOP		
NAMED INSURED AND ADDRESS				LOAN NUMBER POLICY NUMBER		
Urban North, LLC				BPG69508 EFFECTIVE DATE EXPIRATION DATE		
919 S.E. 6th Court Ft, Lauderdale FL 3	2220	4		CONTINUED UNTIL		
ADDITIONAL NAMED INSURED(S)	5330			03/30/2018 03/30/2019 TERMINATED IF CHECKED THIS REPLACES PRIOR EVIDENCE DATED:		
Urban North, LLC						
PROPERTY INFORMATION (ACORD 101 may be attached if n		ena	co l	s required) 🛛 BUILDING OR 🗌 BUSINESS PERSONAL PROPERTY		
LOCATION / DESCRIPTION	lore	sha	Ce I	S required I DOLDING ON DODINESS FERSONAL PROPERTY		
901 Progresso Drive						
Ft. Lauderdale		_	3355			
ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTH	IER D	OCU S DE	JME	D NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING NT WITH RESPECT TO WHICH THIS EVIDENCE OF PROPERTY INSURANCE MAY RIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS		
COVERAGE INFORMATION PERILS INSURED	BAS	SIC	T	BROAD X SPECIAL		
	1,39	7,10	0	DED: 2,500		
	YES	ΝΟ	N/A			
BUSINESS INCOME CRENTAL VALUE	X			If YES, LIMIT: 70,000 Actual Loss Sustained; # of months:		
BLANKET COVERAGE		\times		If YES, indicate value(s) reported on property identified above: \$		
TERRORISM COVERAGE		\times		Attach Disclosure Notice / DEC		
IS THERE A TERRORISM-SPECIFIC EXCLUSION?	\times					
IS DOMESTIC TERRORISM EXCLUDED?	\times					
LIMITED FUNGUS COVERAGE		\times		If YES, LIMIT: DED:		
FUNGUS EXCLUSION (If "YES", specify organization's form used)	X					
REPLACEMENT COST	X			· · · · · · · · · · · · · · · · · · ·		
AGREED VALUE COINSURANCE	-			If YES, 090 %		
EQUIPMENT BREAKDOWN (If Applicable)	$\stackrel{\times}{\eqsim}$					
ORDINANCE OR LAW - Coverage for loss to undamaged portion of bidg		-		If YES, LIMIT: Included DED: If YES, LIMIT: DED:		
- Demolition Costs	+	\mathbf{x}		If YES, LIMIT: DED:		
- Incr. Cost of Construction		Î		If YES, LIMIT: DED:		
EARTH MOVEMENT (If Applicable)	+	Î		If YES, LIMIT: DED:		
FLOOD (If Applicable)	-	Ŕ		If YES, LIMIT: DED:		
WIND / HAIL INCL YES NO Subject to Different Provisions:	+	ŕ	-	If YES, LIMIT: DED:		
NAMED STORM INCL YES NO Subject to Different Provisions:	+	-	-	If YES, LIMIT: DED:		
PERMISSION TO WAIVE SUBROGATION IN FAVOR OF MORTGAGE	1	×	1			
HOLDER PRIOR TO LOSS	1	1	1			
CANCELLATION						
SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CAN DELIVERED IN ACCORDANCE WITH THE POLICY PROVISION		LE) RE	PORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE		
ADDITIONAL INTEREST	S PAY	/FF		LENDER SERVICING AGENT NAME AND ADDRESS		
MORTGAGEE	-G FA1	teles				
NAME AND ADDRESS						
Urban North, LLC						
919 SE 6th Courth						
				AUTHORIZED REPRESENTATIVE		
Fort Lauderdale FL 3	3301			EN MD		
			_	Edward Brown		
ACORD 28 (2016/03) The ACORD na	ne a	nd l	ogo	© 2003-2015 ACORD CORPORATION. All rights reserved are registered marks of ACORD		

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FLS Quote # E426986

Florida P.O. Box 8800 - 3522 Thomasville Rd. Tallahassee, FL 32314 Phone 850.558.5000

A SUBSIDIARY OF IPFS CORPORATION®

PERSONAL	, XCON	IMERCIAL	XNEW	AGENCY RENE	WAL]ADD'L PRE	EMIUN	Δ
THIS AGREEM	ENT, made effec	tive the	day	of		June 2018			, between
URBAN NO									
(Name of Borrower/Insured exactly as it appears in financed policies)									
ADDRESS 919 S.E. 6 COURT									
CITY_FORT LAUDERDALE STATE FL ZIP 33301 PHONE # (954) 401-9974									
hereinafter called th	hereinafter called the Borrower, and Premium Assignment Corporation, a Florida Corporation hereinafter called Lender, for the purpose of financing the purchase								
of insurance policie	s described in the S	cheduled Policies of I	nsurance listed in par	ge 3 to this Agreemen	nt.	,,	I Post		0 1
TOTAL	- CASH	= PRINCIPAL	+ DOC	= TOTAL		INANCE	= TOTAL	OF	ANNUAL
PRICE OF	DOWN	BALANCE	STAMPS &	AMOUNT		HARGE	PAYMEN		INTEREST
PREMIUMS	PAYMENT	OWED ON	SERVICE FEE	FINANCED		ount credit	(Amount paid if		RATE
		PREMIUMS	(if applicable)	I MULLICED	· ·		· ·		
			(It applicable)			s over term	all payme		
						of loan)	made a		
						1	schedule	ea)	
12,123.29	3,636.99	8,486.30	29.75	8,516.05		337.75	8,853.8	0	8.56
SELECT BILLI	NG OPTION:	Payment Book	Monthly Invoice	Amount of Mor	ithly	Numl	per of	Da	te First Payment
	Payment	Payment Payme							
		SCHEDULE W				·			
Each monthly pay	Each monthly payment due on same day of each succeeding month until								
	paid	in full.	-	885.38		1	0		7/29/2018
FOR VALUE REC	CEIVED, BORRO	WER PROMISES	TO PAY to the or	der of Lender at th	e ad dr	ess given at t	the top of this	s page.	, the Total

Amount Financed and all sums shown above, including interest at the Annual Interest Rate and other charges as described hereinafter, pursuant to the terms stated below and in page 2 of this Agreement.

1. <u>SECURITY FOR PAYMENT</u>: To secure payment of all sums due under this Agreement, Borrower grants Lender a security interest in any unearned premiums or other sums which may become payable under the Scheduled Policies of Insurance shown on page 3.

2. <u>LIMITED POWER OF ATTORNEY:</u> BORROWER IRREVOCABLY APPOINTS LENDER AS ATTORNEY-IN-FACT TO CANCEL THE SCHEDULED POLICIES OF INSURANCE AFTER BORROWER DEFAULTS IN MAKING PAYMENTS UNDER THIS AGREEMENT.

3. <u>NOTICE TO BORROWER:</u> (1) Do not sign this Agreement before you read it, or if it contains any blank space, (2) You are entitled to a completely filled in copy of this Agreement, (3) Under the law, you have the right to pay off in advance the full amount due and under certain conditions to obtain a partial refund of the service charge, and (4) BY SIGNING BELOW BORROWER AGREES TO THE **PROVISIONS** ABOVE AND ALL OF THE TERMS WHICH APPEAR ON THE SECOND PAGE OF THIS AGREEMENT AND ACKNOWLEDGES RECEIPT OF COPIES OF PAGES 1, 2 AND 3 OF THIS AGREEMENT.

SIGNATURE OF ALL INSURED[S] NAMED IN POLICIES OR AUTHORIZED AGENT OF INSURED[S], AS PERMITTED BY LAW:

	Х		
Date	Name and Title:	Date	Name and Title:
	PRODUCER'	S REPRESENTATIONS &	WARRANTIES:
Borrower Insurance policies, a Borrower signature Agreeme	on page 3 of this Agreement. Any portion of the To as well as any refunds or credits on such policies, sha	been or will be used to purchase otal Price of Premiums received b all be promptly paid to Lender. (O endings and Producer has no reaso ermitted by applicable law, the Pr or will deliver a copy of this Agro	eement to Borrower. Producer agrees that the
PRODU Name	JCER / AGENCY THE FAIRWAY INSURANCE GROUP		
Address	5461 N FEDERAL HWY		
11001055	FORT LAUDERDALE, FL 33308	Date P	RODUCER'S SIGNATURE



IN CONSIDERATION of the payment by Lender of the Principal Balance Owed on Premiums shown on page 1 to the insurance companies named in the Scheduled Policies of Insurance shown on page 3 (or the agents of such companies), the Borrower agrees:

4. ACCEPTANCE DATE This Agreement is binding upon its acceptance by Lender. Acceptance shall occur upon payment of the Principal Balance Owed on Premiums to the insurance companies named in the Scheduled Policies of Insurance, or the agents of such companies.

5. PAYMENTS Borrower shall make payments directly to Lender in the amounts and at the same time specified on page 1 of this Agreement. Payments shall be made at Lender's address given at the top of page 1 or such other address as Lender may direct in writing. Payments made to any other address, person, firm, corporation or insurance agency (including but not limited to the Producer) shall not constitute payment to Lender. Payments received after cancellation of the Scheduled Policies of Insurance shall be credited to the unpaid balance due under this Agreement and shall not constitute reinstatement of the cancelled policies, nor shall it constitute a waiver by Lender of any rights.

6. LATE CHARGES If a payment is more than 5 days late, Borrower agrees to pay a late charge not to exceed the greater of \$10.00 or 5% of each delinquent or unpaid installment, unless prohibited by applicable law.

7. DEFAULT/CANCELLATION A default shall occur if Borrower fails to pay any sums required by this Agreement in a timely manner or if Borrower transfers a Scheduled Policy of Insurance. After default, any unpaid balance of the Total Amount Financed shall become immediately due and payable in full and Lender may enforce its security interest and its rights under the Limited Power of Attorney. Interest will continue to accrue on the unpaid balance at the Annual Percentage Rate or maximum rate allowed by applicable law, at the option of Lender, until all balances owed under this Agreement are paid. Lender may request cancellation of all or any of the Scheduled Policies of Insurance at the earliest time after default permitted by applicable law. Should Lender cancel the Scheduled Policies of Insurance, Borrower agrees to pay Lender a cancellation fee of \$0 as permitted by applicable law.

8. EXCESS INTEREST OR FEES It is the intent of the Lender that no interest, fee or charge in excess of that permitted by applicable law will be charged, taken or become payable under this Agreement. In the event it is determined that Lender has taken, charged or accrued interest, fees or charges in excess of that permitted under law, such excess shall be returned to Borrower or credited against the sum due Lender hereunder.

9. REFUNDS The Borrower will receive a refund of the finance charge if the account is prepaid in full prior to the last installment due date. The refund shall be computed according to applicable law subject to a nonrefundable service charge of \$20.

10. SHORTAGE OR OVERAGE OF RETURNED PREMIUM If Lender does not receive unearned premiums or other funds after cancellation or expiration of the Scheduled Policies of Insurance in an amount sufficient to pay the unpaid balance due under this Agreement, Borrower agrees to pay the deficiency to Lender on demand. Interest shall accrue on the deficiency at the Annual Percentage Rate, or the maximum rate allowed by applicable law, at the option of Lender. If the unearned premiums received by Lender are more than the amount due under this Agreement, the excess shall be returned to Borrower within the time allowed by applicable law. If Borrower's refund is less than \$1.00 no refund need be made.

11. ATTORNEYS FEES/COURT COSTS Borrower agrees to pay all attorneys fees, expenses and costs incurred by Lender in collecting amounts due from Borrower under this Agreement, which shall not exceed 20% of the amount due if the agreement is referred to an attorney not a salaried employee of Lender, including attorneys fees incurred on appeal and in bankruptcy.

12. LENDER RELATIONSHIP Borrower acknowledges that: (a) Lender is not an insurance agent nor an insurance company, (b) This Agreement is a financing agreement and not an insurance policy or guarantee of insurance coverage, (c) Lender has played no part in the selection or structuring of the financed insurance policies, (d) Lender has no obligation to request reinstatement of any insurance policies properly cancelled after a default under this Agreement, and (e) The decision of whether to reinstate insurance coverage is made solely by the insurance companies providing coverage, not Lender.

13. ADDITIONAL PREMIUMS Lender may advance to Producer, as Borrower's agent, or to an insurance company any additional premiums that may become due under the Schedule Policies of Insurance, after borrower's payment of the down payment, by adding the advanced amount, plus any finance charge, to Borrower's balance under this Agreement. However, any additional premium which is owed to the insurance company(ies) named in the Scheduled Policies of Insurance as a result of any misclassification of risk which is not paid in full or financed in this Agreement may result in cancellation of the coverage by the insurance company for nonpayment of premium. Lender's payment shall not be applied by the insurer to pay for any additional premium owed by Borrower as a result of any misclassification of risk.

14. LENDER LIABILITY Lender is not responsible for any damages resulting from cancellation of the Scheduled Policies of Insurance by Lender, as long as the cancellation was done in accordance with applicable law. Borrower shall be responsible for Lender's reasonable attorneys fees and expenses for any unsuccessful action filed by Borrower seeking damages for improper cancellation. Lender's liability for breach of this Agreement shall be limited to the Principal Balance Financed under this Agreement, if permitted by applicable law.

15. RETURNED CHECKS Borrower agrees to pay a returned check fee of \$15, as allowed by applicable law, for each of Borrower's checks returned to Lender for Insufficient funds or because the insured has no account in the payor bank.

16. WARRANTIES OF BORROWER Borrower warrants that: (a) Each of the Scheduled Policies of Insurance have been issued or a binder has been issued; (b) Borrower has not and will not assign or encumber any unearned premium of the Scheduled Policies of Insurance or grant a power of attorney to cancel the Scheduled Policies of Insurance to anyone other than Lender until all sums due under this Agreement are paid in full; (c) Lender may assign all its rights under this Agreement as allowed by applicable law; (d) No proceeding in bankruptcy or insolvency has been instituted by or against Borrower or is contemplated by Borrower, and (e) No insurance financed by this Agreement was purchased for personal, family or household purposes, unless so indicated on page 1.

17. INTEREST CALCULATION Interest is computed on an annual basic of 12 months of 30 days on the balance of the Total Amount Financed, from the affinitive date of the earliest insurance policy for which premiums are being advanced to the date when all sums due under this Agreement are paid.

18. BLANK SPACES Borrower agrees that if any policy financed by this Agreement has not been issued at the time the Agreement is signed, the names of the insurance companies issuing the financed policies, the policy numbers and the due date of the first installment may be inserted in the Agreement after it is signed.

19. GOVERNING LAW The Parties agree that the law of the state in which this Agreement is executed shall control the interpretation of the Agreement and the rights of the parties, unless the Agreement is executed in a state without premium finance laws, in which case the law of the State of Florida shall govern.

20. SAVINGS AND MERGER CLAUSE The Parties agree that if one or more portions of this Agreement are found to be invalid or unenforceable for any reason, the remaining portions shall remain fully enforceable. The parties also agree that this Agreement contains the entire agreement between the parties regarding the subject matter herein and supersedes any prior discussions.

21. FINANCING OPTION Entry into this financing arrangement is not a condition of obtaining insurance. You may opt to pay the premium for such insurance without financing such premium, or to obtain financing from some other source if you choose.

URBAN NORTH LLC 919 S.E. 6 COURT FORT LAUDERDALE, FL 33301 (954) 401-9974 THE FAIRWAY INSURANCE GROUP 16405 5461 N FEDERAL HWY FORT LAUDERDALE, FL 33308 (954) 772-9819

V8(0)NI5.24

Premium	Down Payment	Unpaid Balance	Doc Stamps/Fees	Amt. Financed		Finance Charges		Total / Payments	
12,123.29	3,636.99	8,486.30	29.75	8,516.05		337.75		8,853.80	
Payment	(30.00 %) Payments	Rate	First Due		Type Status Cor		Contract Type		
885.38	885.38 10 8.56 % 7/29/2018		ł	300K	NEW		COMMERCIAL		
EFF DATE					C0.	ТҮРЕ	POLIC	Y TOTAL	
EXP DATE	COMPANY / BI	ROKER	CITY	ST	#	MEP	NO.	PREMIUM	
6/29/2018 CO:	LLOYDS OF LON	JIDONI	TALLAHASSEE	EI	82864	WIND	TBD	12 122 20	
	: HULL & CO	ADOIA	DANIA BEACH	FL	60234	0.00 %	IBD	12,123.29	

Created By: 16405AG

Auth Code:

ADDITIONAL REPRESENTATIONS & WARRANTIES OF PRODUCER

(F) All information provided above is complete and correct in all respects and the policies listed above are or will be in force on the stated Effective Date and delivered by Producer to the Borrower, except for assigned risk or residual market policies.

(G) If any information listed above is or becomes incomplete or inaccurate, Producer shall promptly provide correct information to Lender.

(H) The Producer is an authorized policy issuing agent of the companies issuing the policies listed above or is the authorized agent of the MGA or brokerplacing the coverage directly with the insuring company, except those policies indicated with an "X".

(I) None of the policies listed above are subject to reporting or retrospective rating provisions. All policies subject to audit, minimum or fully earned premium provisions are indicated below:

Policy No and Prefix No:

(J) Except as indicated above, all Scheduled Policies of Insurance can be cancelled by Borrower or Lender on 10 days notice and the unearned premiums will be computed pro rata or on the standard short rate table.

(K) If any Scheduled Policies of Insurance are subject to audit, Producer and Borrower have made good faith determination that the deposit, provisional or initial premiums are not less than the anticipated premiums to be earned for the full term of the policy(ies).

(L) Upon cancellation of any of the Scheduled Policies of Insurance, Producer shall remit to Lender the full amount of the unearned premium, including unearned commission, as well as any other payments or credits received by Producer, up to the unpaid balance due under this Agreement, within 15 days of receipt from the insuring company.

DOCUMENTARY STAMPS REQUIRED BY LAW IF ANY ARE AFFIXED TO MONTHLY JOURNAL AND CANCELLED.

Page 3 of 3

Printed Date: 06/13/2018

CAM # 19-0422 Exhibit 6 Page 80 of 80