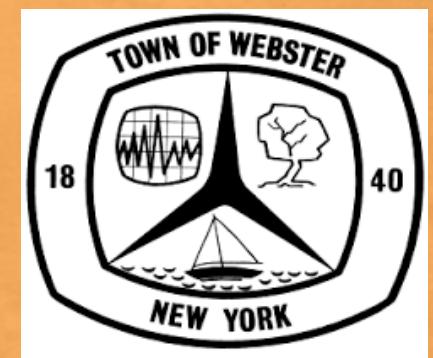


Town of Webster Expression of Interest Update

June 23, 2022



Timeline

- April 8, 2022 EOI Submission Deadline
- May 11, 2022-1st meeting with Rob and Tom from former Bayside
- June 14, 2022-2nd meeting with Rob and Tom

EOI Information from submitted proposal

- Vision of the restaurant is to operate in a similar manner as the original restaurant with some improvements to accommodate more customers.
- Bayside would expect to have @600K in pre-opening costs.
 - Trades work, kitchen equipment, initial inventory, insurance, signage, computers system
- Annual expense breakdown included a “rent” fee of \$3600/month.
- Assumption would be to have a vanilla box (roof, walls, floors, windows, unfinished interior). Seek a credit or rent concession to finish the interior.
- Seeking a 10 year minimum agreement.
- Restaurant would be responsible for all interior repairs. All exterior repairs and maintenance would be responsibility of Town (including mowing, landscaping, plowing along with building/dock repair).

In person meeting updates

- First meeting discussion topics
 - Share vision of the restaurant
 - How will the business fit into the park and what benefit would it bring.
 - Explanation of their annual expense and initial investment.
 - Discussed term length if agreement.
 - Design approach for the building.
- Second meeting discussion topics
 - Land Lease as an option.
 - Payback of loan for the building, through monthly “rent”, ie: does the Town need to collect the total amount from the tenant?

Loan Payback information:

Assuming a 2,400 sq ft bldg. (vanilla box) with @4000sq ft of exterior patio space (as requested) would cost the Town 1M (could be plus or minus).

- A bond of this type is to be paid off in 15 years and has a slightly higher interest rate due to being a public/private situation;
 - 1M over 15 years = \$90K per year /12 months = \$7500 month

Future considerations for Town

- Park utilization and programming. It is the intention of the P&R department to utilize the Sandbar Park location for passive recreation programming, any business that is operating in the park should also have similar interest and be collaborative for the community's benefit. With the investment in the location its in best interest to maximize the use of the location as a destination park.



Future Considerations for Town

- Payback of loan for the building of a shell/vanilla box; if using the 1M model the monthly payback on the loan by the Town would be around \$7500/month.
 - Previous “rent” was \$3500/month which had been the monthly payment since 2013(?)

Questions