ECONOMIC DEVELOPMENT MEMORANDUM #1-2022

DATE: June 27, 2022

TO: Honorable Mayor Meredith Leighty and City Council Members

THROUGH: Heather Geyer, City Manager

FROM: Debbie Tuttle, Director of Economic Development

SUBJECT: CR-53 – Prost Brewing Company ESTIP Agreement

CR-54 – Prost Brewing Company BIZ Agreement

PURPOSE

To consider CR-53 and CR-54, resolutions approving two performance-based business incentives for Prost Brewing Company, dba Prost Brewing & Biergarten (Prost). Attachment 1 is a copy of the presentation for this request.

CR-53 is for an Enhanced Sales Tax Incentive Program (ESTIP) agreement between the City and Prost to share back 75% of the 3% retail sales tax estimated at \$52 million over the next 10 years or whichever is met first from the opening of the Biergarten, not to exceed \$1,174,413.

CR-54 is for a Business Incentive Zone (BIZ) agreement between the City and Prost, not to exceed \$514,800, for abatements/rebates of use taxes on equipment and construction materials and other development-related fees for the first 12 months after opening operations as shown in Attachment 2.

BACKGROUND

Company History

Prost Brewing Company was founded in 2012 and is a family-owned and operated Colorado craft brewery focused on crafting German-style biers. They have locations in Denver, Fort Collins, and Highlands Ranch, and distribute to four other states. They are one of the 10 largest craft breweries in Colorado for production.

Prost Brewing Company produces authentic German-style biers using Colorado and German ingredients and partnering directly with Colorado farmers and maltsters. The company also plans to build one of the most sustainable, unique, and technologically advanced breweries in the country by investing in state-of-the-art equipment and processes.

Their model is to create an affordable family-friendly gathering place for the community to enjoy authentic bier and German chef-inspired food. The Northglenn facility would include entertainment, live music, and special events. It is estimated that more than 300,000 people would visit the biergarten annually, plus other guests visiting the brewery for tours.

Project Description

Prost would be located on the northwest side of the Northglenn Marketplace as shown in Attachment 3. They have negotiated a 10-year lease with an option to purchase the property within two years of the completion of the project with Marketplace owners Hutensky Capital Partners (HCP). Prost plans to build out and occupy the 52,847-square-foot former Bed, Bath & Beyond building, along with a 6,000-square-foot indoor biergarten in the former Atlanta Bread location. Additionally, the site would have 3,000 square feet of covered outdoor seating and an additional 10,200 square feet of outdoor seating and park space.

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Prost was looking at a smaller scaled expansion at its existing Denver location and had plans to start a larger out-of-state production facility within the next five to seven years. The Northglenn location allows Prost to expedite their large-scale production facility sooner than planned while staying in Colorado.

The Northglenn facility would serve as Prost's corporate headquarters, regional production facility, distribution center, and largest biergarten. This \$25 million facility would get national recognition as one of the most sustainable and technologically advanced breweries in the country. They plan to produce 20,000 barrels initially and grow to 40,000 to 50,000 over the next few years, which would make Prost the fourth-largest craft brewery in the state.

Prost plans to invest approximately \$23.6 million, which includes the property acquisition, property improvements, and furniture, fixtures, and equipment (FF&E) for both the brewery and biergarten over the next 10 years. HCP would provide an additional \$1.6 million, making the total project investment \$25.6 million.

The relocation and expansion project estimates creating more than 200 net new jobs once at full production. The brewery employment wages average \$70,000, and the biergarten salaries range from \$20 to \$35 per hour with all employees participating in tips. Positions would include administrators, brewers, quality assurance managers, supply chain managers, engineers, hospitality, and bar and culinary management. The company currently has 100 employees, most of whom are in Colorado. The planned timeline is shown in Attachment 4. If approved, they plan to start demolition immediately and open in July 2023.

Financial Plan & Gap

Expediting the large-scale production facility would impact Prost's short-term expansion plans for additional biergartens. This results in a reduction in available capital, cash flow, and rate of return for operations, creating an approximate \$6 million financial funding gap for the Northglenn project.

Their annual biergarten retail sales revenue is estimated at over \$5 million, and the brewery would generate approximately \$7 million in wholesale sales. The City would not receive sales tax on the wholesale sales but would receive use taxes and property taxes on the brewery portion of this project.

Staff worked collaboratively with HCP, Adams County and the Colorado Office of Economic Development and International Trade to help fill the financial gap.

BUDGET/TIME IMPLICATIONS

There is currently no retail sales tax being generated in the space where the brewery and biergarten would be located. The estimated retail sales revenues for the biergarten over the next 10 years are estimated at \$52 million. The City would collect 4% in new retail sales revenues. However, only 3% of the sales taxes are eligible for the ESTIP (excludes 1% devoted to water acquisition and capital projects).

Both incentives are based on Prost numbers provided to staff. If for some reason they do not meet the sales tax revenue projections and estimated construction costs, they would only be eligible for the actual taxes and construction-related costs under the BIZ amounts.

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If Council approves CR-53 and CR-54, the total financial impact to the General Fund would not exceed \$1,689,213 as outlined below:

- <u>CR-53 ESTIP Incentive</u> In compliance with the provisions of Article 12, Chapter 5 of the Municipal Code, the City would provide a 75% share-back of the 3% retail sales taxes generated by the biergarten over the next 10 years, not to exceed \$1,174,413 or whichever is met first.
- <u>CR-54 BIZ Incentive</u> In compliance with the Municipal Code, the City would provide up to \$514,800 for the first 12 months of operation after opening of the project as follows:
 - a. The City shall abate 100% of the City's 3% use tax based on an \$11,846,279 equipment investment in an amount not to exceed \$355,388.
 - b. The City shall abate 50% of the City's 3% use tax on construction materials based on a \$9,120,970 valuation in an amount not to exceed \$136,814.
 - c. The City shall abate and forego 50% of the City collected fee for commercial electric permit fees not to exceed \$5,365.
 - d. The City shall abate and forego the construction meter fee for temporary power in the amount of \$58.
 - e. The City shall abate and forego 30% of the City collected fee for the plumbing and HVAC permit fees not to exceed \$10,575.
 - f. The City shall abate and forego 25% of the City collected plan review fees not to exceed \$6,600.

STRATEGIC PLAN GOALS

This project would meet the following Business Retention and Growth Strategic Priority Areas in the 2019-2023 Strategic Plan (2021 Update):

- 4.1: Enrich business attraction, retention, and expansion to create a business-friendly
 and inclusive environment for companies to succeed, create quality jobs with a livable
 wage, and develop a diverse economy to enhance the quality of life for residents
- 4.2b: Northglenn Marketplace revitalization and redevelopment
- 4.3 Foster commercial redevelopment and infill opportunities to improve aesthetics, eliminate blight, and leverage private-public investment

STAFF RECOMMENDATION

Prost would be the catalyst needed to create synergy, stabilization, and revitalization at the Marketplace. This project is a game-changer for the center and would bring the foot traffic needed to spur sales for other tenants in the Marketplace.

Staff recommends approval of both CR-53 and CR-54.

STAFF REFERENCE

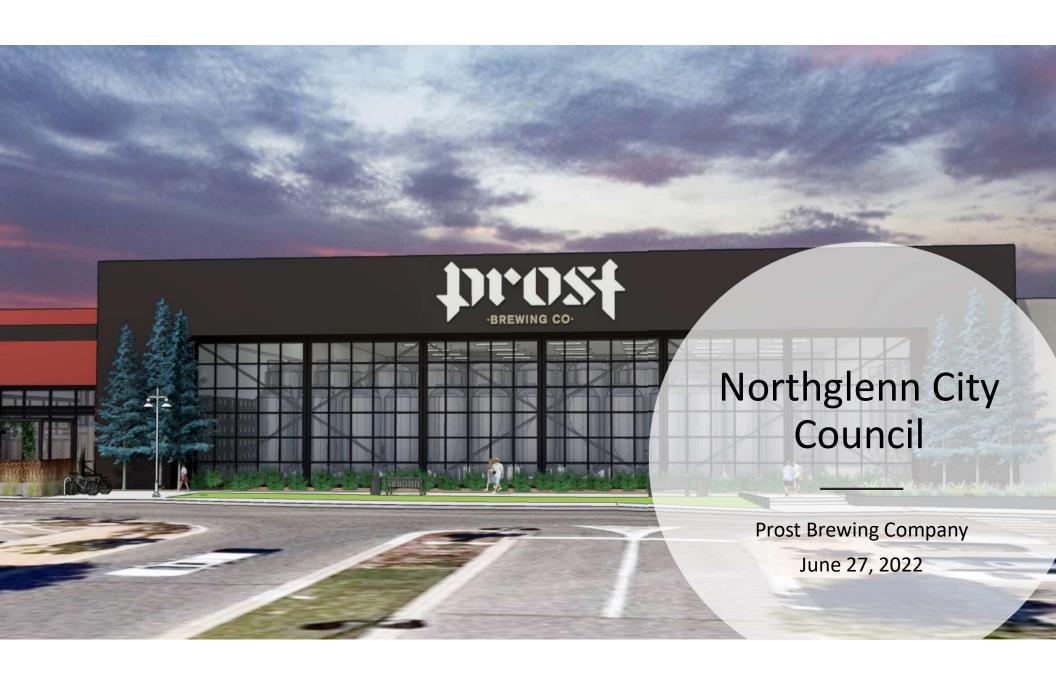
If Council members have any questions, please contact Debbie Tuttle, Director of Economic Development, at 303.450.8743 or dtuttle@northglenn.org.

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ATTACHMENTS

- 1. Prost presentation
- 2. Improvements and equipment list
- 3. Site plan
- 4. Project timeline

CR-53 – Prost Brewing Company ESTIP Agreement CR-54 – Prost Brewing Company BIZ Agreement



Who We Are

Founded in 2012, Prost Brewing Company is an award winning, family owned Colorado craft brewery focusing on brewing the finest German style biers. We honor our German brewing heritage by partnering with local farmers to get the finest ingredients, refining time tested brewing practices, and only using 4 ingredients in our bier. The result is a cleaner, approachable, and flavorful bier that creates biergarten atmosphere whenever opened.



Our Pillars

Community Focused, Sustainability Minded

German Inspired, Colorado Crafted

Premium Ingredients, Specialized Processes



Evolving the best German bier traditions to the US marketplace through distinguished craft bier, strong branding, and community engagement

Distribution

Sales: 12,000 barrels (bbls)

Distribution:

- Active in Colorado, Wyoming, Kansas, Nebraska and Missouri
- Expanding distribution in Arizona, Idaho, Texas, & across Midwest

Brewing

Combining cutting edge innovation and sustainability with centuries old practices to create a world class facility capable of producing something for everyone.

Pillars -

- Sustainability: environmentally friendly design with CO2 recapture and high efficiency brewing techniques
- Innovation: built with cutting edge technology to push the boundaries of the industry
- Automation: ensuring consistent best in class quality
- Flexibility: capable of producing an incredibly diverse brand mix to capture new trends
- Cleanliness: industry leading food safety standards results in second to none brewing environment





Biergartens

Prost Biergarten is the community gathering place for friends and family combining unique, chef driven food and German biers with entertainment and hospitality that provides an unrivaled guest experience.

Current Locations:

- Denver
- Fort Collins
- Highlands Ranch (pictured)

Why Prost?

Growing faster than any craft brewery of its size in Colorado

- +39.2% YOY growth in all markets
- +35.3 % YOY growth in Colorado

Nationally recognized brand with western regional distribution

People are traveling to visit our Brewery and Biergartens

Community centered Biergartens

- Open biergartens with communal tables
- Weekly events such as local bands, trivia, movie nights, speakers
- Large outdoor patio with ample seating, fire pits, and games for all ages











Prost at Northglenn

Concept Design



Show Piece Brewery

Internationally recognized brewery combining the best brewing practices and sustainability

- One of nation's most environmentally friendly breweries
- Unrivaled brewing capabilities in its class

Proposed features:

- 6 vessel Kaspar Schultz Brewhouse equipped with dedicated decoction vessel
- 6 roller grain mill capable of endosperm mashing
- Carbon (CO2) Recapture
- Industry leading lab capabilities



Surly Brewing

Sustainability Initiatives

Carbon (CO2) Recapture

100% of CO2 produced is captured and reused in the finished product

Solar Power

 ~700,000 kWh of electricity produced annually, with the option to sell any remaining power back to the city

Endosperm Mashing

Reduces total water and energy used in processing

Vacuum Boil via Schoko

 Utilizing special vacuum technology, Schoko technology uses 1/3 the energy reducing carbon footprint by 8lbs/1bbl produced



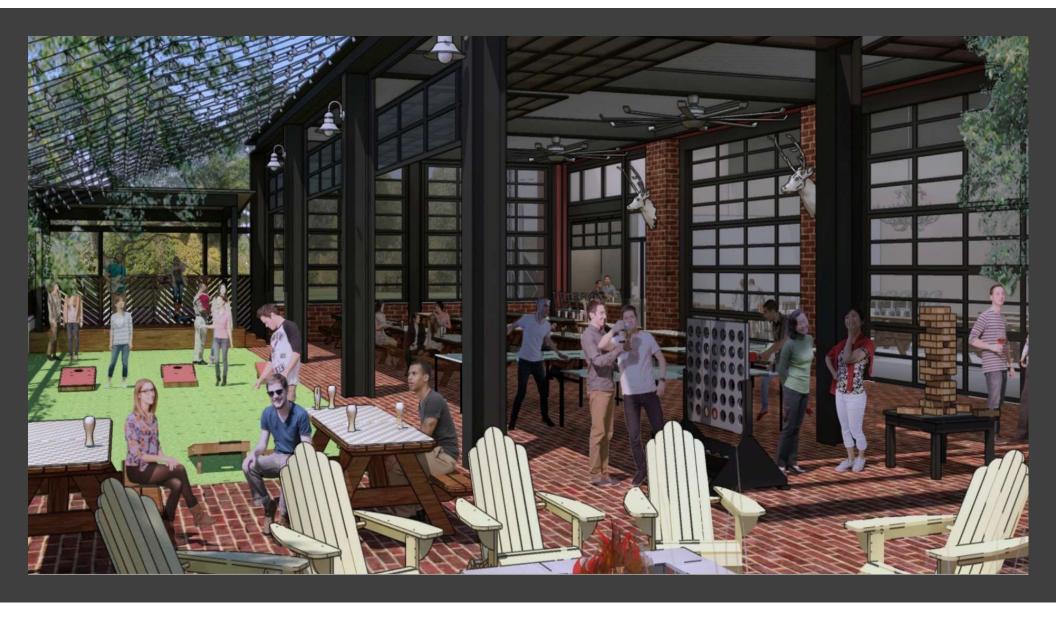
Kaspar Schultz Schoko 2.0

Brewery Employment

- Estimated \$7+ million in stabilized sales
- \$1.5+ million annual payroll
- 23+ full time employees
- Above average salaries at all levels of employment (\$70k average)
- Further growth opportunities for entry level employees
- Value in-depth training, process orientation, and a culture of hospitality, mutual respect, and fun







Northglenn Biergarten

Prost Biergartens offer German style biers, chef-curated food, weekly entertainment, and unmatched hospitality

- 6,000 sq.ft of interior biergarten space
- 3,000 sq.ft of indoor/outdoor flex biergarten space
- 10,000 sq.ft of outdoor biergarten space including a stage, outdoor games, astroturf play area, fire pits, and gardens

Community Events:

- Local bands, dancers, movies in the park
- Private parties and receptions
- Oktoberfest, Maifest, World Cup, pig roasts, keg tappings



Biergarten Employment

- Estimated \$5 million in total sales
- \$1 million+ annual payroll
- Above average salaries at all levels of employment
- Operating Partner model earning \$120k at \$5 million in annual sales
- \$20-\$35 per hour wages for **ALL** employees with two points of customer services that allows everyone to participate in tips
- Further growth opportunities for entry level employees
- Value in-depth training, process orientation, and a culture of hospitality, mutual respect, and fun



Visitors

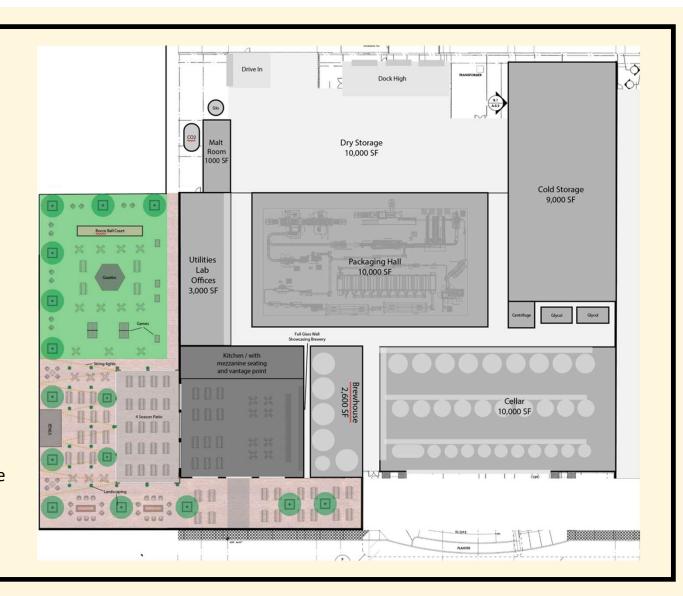
The Prost project at Northglenn will attract +300,000 visitors a year to the Northglenn Marketplace

- Biergarten 250,000 visitors
- Brewery & Tours 30,000 visitors
 - National Recognition with regional distribution
 - Brewery Events Great American Beer Fest, Craft Brewer's Conference
- Special and Private Events 25,000 visitors



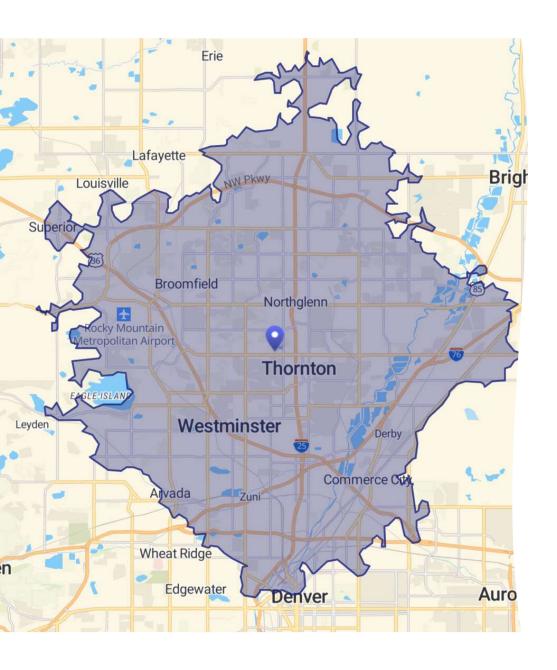
Layout

- 53,000 sf Brewery
 - · Statement facade
 - Showpiece brewery visible from the biergarten
- 6,000 sf Biergarten
 - 3,000 sf indoor/outdoor space
 - 10,000 sf outdoor biergarten
 - Intimate biergarten experience
 - String light and landscaped complete with fire pits and a stage
 - Open park for the whole family



Development Schedule Overview

- Phase 1 20 bbl brewery construction (July December, 2022)
 - Permit submittals (April 26, 2021)
 - Interior demolition (June 2022)
- Brewery & Biergarten design (June 15 December, 2022)
- Planning & Zoning, Entitlements review (November 2022 April 2023)
- Building permit application process (Jul 15 December 4, 2022)
- Demolition & Construction (December 2022 June 2023)
- Opening of Brewery & Biergarten (July 1, 2023)



Criteria for Incentives

- Expect 90% of sales to come from within a 15 minute drive time
 - Brings a large population to Northglenn Marketplace from surrounding region and out of state
- Prost will create an experiential destination unique to Northglenn
- High quality image in every respect: the biers, the food, the space, the hospitality, and the experience
- Catalyst for other experiential concepts by creating synergy, rejuvenation, and energy for Prost, Northglenn Marketplace, and the City of Northglenn

Financial Overview

Project Investment

Acquisition Costs	\$4,700,000.00
Est. Property Taxes	\$282,070.00

Construction Costs for Brewery

Buildout	\$4,230,400.00
FF&E	\$10,676,952.06
Year 1&2 Losses	\$458,787.02

Construction Costs for Biergarten

Buildout	\$2,700,000.00
FF&E	\$609,793.00
Year 1&2 Losses	\$55,260.00

Total Project Investment \$25,667,249.06

5 Year Business Plans

With Northglenn

- Build Headquarters at Northglenn-"forever home"
- World-class production facility producing 40,000 barrels at stability (4th largest in State)
- Show-piece community focused biergarten at Northglenn forgoing other biergarten opportunities

Investment: \$24.1M

Return: 11.2%

Without Northglenn

- Install smaller 20bbl brewery at our Denver Location
- Open 4-5 new biergarten models at \$4-5m investment cost apiece
- Use free cash flow and scale from biergartens to build the larger production facility in 5 years

Investment: \$20.0M

Return: 26-30%

5 Year Business Plans

With Northglenn

- Permit & install 20 bbl brewery at Northglenn 2022
- Develop Northglenn biergarten and production facility 2023
- Install 50 bbl Rolec showpiece production brewery 2024
- Open Colorado Springs biergarten 2024
- Move 20 bbl brewery to out of state location to open new markets 2025
- Develop multiple sites for additional Biergartens 2027

Without Northglenn

- Continue with Denver permit and install 20 bbl brewery at LoHi 2022
- Open Colorado Springs biergarten 2023
- Open Grand Junction biergarten 2024
- Open Boulder area biergarten 2025
- Develop and open showpiece 50bbl Rolec brewery 2026
- Move 20 bbl brewery to out of state location to open new markets 2027

HCP Contribution

- Demolition of Atlanta Bread for outdoor Biergarten \$75k
- Temporary lease at no cost to expedite 20 bbl brewery at Northglenn \$295k
- Reimbursement of sunken cost at LoHi site for brewery install \$900k
- Additional Tenant Improvement \$330K

Note: These HCP benefits of \$1.6m have already been built into the proformas provided

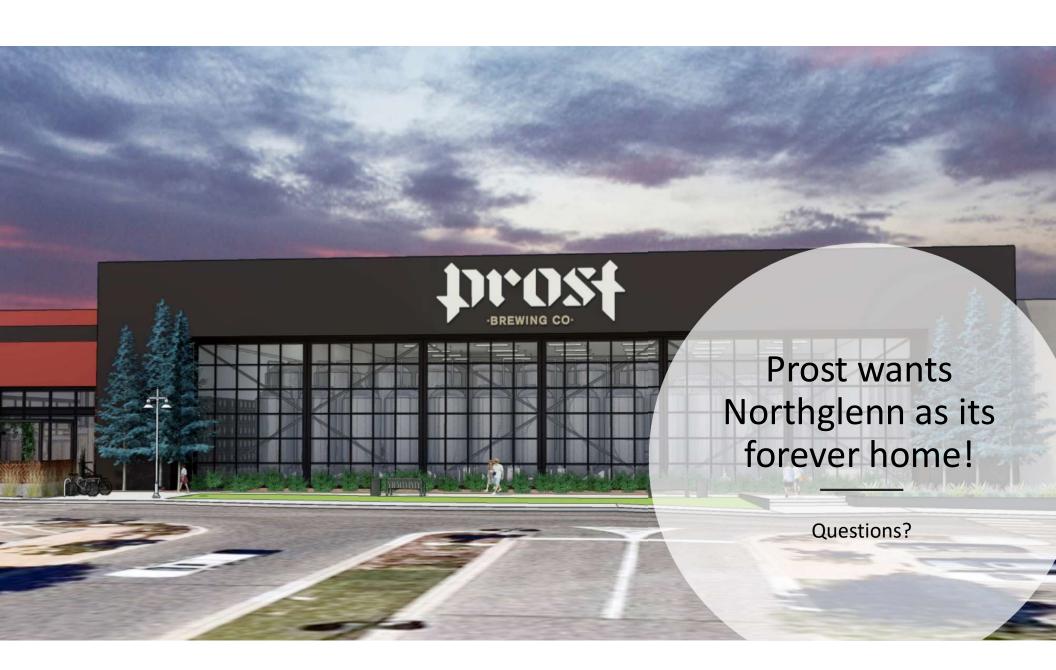
Incentive Request

To pursue the Northglenn project, Prost will have to delay its current Biergarten focused business model expected to return 26% or \$5.2m per year. While there is a long term fit at Northglenn, it does not meet the short term needs and cash flow without help.

Prost, with Hutensky Capital Partner's support, is willing to invest in the Northglenn Marketplace but requests an incentive package to provide a 15% return to offset the lost profitability.

Required Return: 15.0%

Financial Gap: \$6.0M



ATTACHMENT 2

TOTAL INVESTMENT PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

TOTAL PROJECT INVESTMENT		\$	25,667,249.06
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Cost of Real Estate		\$	4,700,000.00
Building Purchase Price		\$	4,700,000.00
Cost of Buildout		\$	9,120,970.00
Cost of Design and Engineering		\$	296,000.00
Cost of Demo		\$	364,570.00
Cost of Brewery & Cold Storage	\$80/sf @ 52,880 sf	\$	4,230,400.00
Cost of Biergarten	\$450/sf @ 6,000 sf	\$	2,700,000.00
New Roof & Insulation		\$	660,000.00
New HVAC Units		\$	450,000.00
Upgraded Fire Suppression System		\$	420,000.00
Cost of Brewery/Warehouse Equipment	(see attached list)	\$	11,236,486.06
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Cost of Biergarten Equipment (see attack	nea list)		\$609,793.00
			\$609,793.00
TOTAL PROJECT INVESTMENT		\$	25,667,249.06
Landlord's TI		\$	(1,447,500.00)

PROST BREWING CO EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

Total Cost of Equipment \$ 11,236,486.06 **Malt Handling** 561,600.00 26 ton Silo Truck Earthing Device 2x Super Sack Stations 2x Specialty Bag Stations (460 l) Drum Sieve Malt Humidification Screw MBS 150 E Kunzel 6 roller Mill (type A 20/40 E) Malt Grist Bin (1t) Malt Husk Bin (.3t) 2x pressure relief devices for Bins Pipe chain conveyor RKF 90 Control Cabinet Automation System 490,400.00 20 BBL ICC 20 BBL 5 Vessel Brewery 5 Vessel brewhouse Wort Aeriation Unit Wort Chiller Hot Liquor Tank Cold Liquor Tank Semi Automation integration 50 BBL Kaspar Schultz Brewery 1,721,291.52 Optimasher Mash Kettle Mash Kettle (decoction) Lauter Tun Pre Run Tank Work Sampling station Spent Grain transport & pump Spent Grain Silo Wort Kettle with external calandria SchoKo 2.0 Hop Dosing Unit (3x vessels) Whirlpool in Brew Kettle Design Vapor Condenser

PROST BREWING CO EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

50 BBL Kaspar Schultz Brewery (Continued)

Working Brewhouse Platform

Accessories and Pumps

Pneumatic valves & accessories

Measuring sensory

Wort Chiller

Craft Air Semi DB 40 wort Aerator

Brewhouse CIP System

Cellar CIP System

Hot Liquor Tank

Cold Liquor Tank

Yeast Propagation Craft Prop (2x20HL)

Electrical Cabinet

Pioneer Pro Automation Software

Cellar \$ 2,804,226.79 5x 200bbl Kaspar Schultz Fermentation tanks \$ 358,847.58 8x 100bbl Kaspar Schultz Open Fermenters - bottom ferment \$ 410,111.52 2x 100bbl Kaspar Schultz Open Fermenters - top ferment \$ 107,196.96 10x 100bbl ABT Fermentation Tanks \$ 378,333.33 1x 60bbl ABS Fermentation Tank \$ 26,951.60 4x 40bbl ABS Fermentation Tanks \$ 362,436.06 4x 100bbl ABT Brite Tanks \$ 151,333.33 1x 60bbl ABT Brite Tanks \$ 26,951.60 4x 100bbl ABT Brite Tank \$ 26,951.60 Process Piping \$ 250,000.00 CO2 Recapture Skid \$ 124,000.00 Westfalia GEA Centrifuge \$ 250,000.00 Membrane Filtration Skid \$ 252,347.50 Hop Dosing Unit \$ 3,995,412.30 Packaging Hall \$ 3,995,412.30 Malek Keg Line (60 kegs/hour) \$ 330,793.20 Canning Line \$ 3,664,619.10 CODI Line Integration & Upstream Equipment \$ 1,015,000.00 1 DPL 1000 Secondary HMI 1 DPL 1000 Secondary HMI			
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CO2 Recapture Skid \$ 124,000.00 Westfalia GEA Centrifuge \$ 250,000.00 Membrane Filtration Skid \$252,347.50 Hop Dosing Unit \$ 24,862.50 Packaging Hall \$ 3,995,412.30 Malek Keg Line (60 kegs/hour) \$ 330,793.20 Canning Line \$ 3,664,619.10 CODI Line Integration & Upstream Equipment \$ 1,015,000.00 1 Depalletization System 1 DPL 1000 platform	1x 40bbl ABS Brite Tank	\$	
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Hop Dosing Unit \$ 24,862.50 Packaging Hall \$ 3,995,412.30 Malek Keg Line (60 kegs/hour) \$ 330,793.20 Canning Line \$ 3,664,619.10 CODI Line Integration & Upstream Equipment \$ 1,015,000.00 1 Depalletization System 1 DPL 1000 platform	Westfalia GEA Centrifuge	\$	250,000.00
Packaging Hall \$ 3,995,412.30 Malek Keg Line (60 kegs/hour) \$ 330,793.20 Canning Line \$ 3,664,619.10 CODI Line Integration & Upstream Equipment \$ 1,015,000.00 1 Depalletization System 1 DPL 1000 platform	Membrane Filtration Skid		\$252,347.50
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Malek Keg Line (60 kegs/hour) \$ 330,793.20 Canning Line \$ 3,664,619.10 CODI Line Integration & Upstream Equipment \$ 1,015,000.00 1 Depalletization System 1 DPL 1000 platform	Packaging Hall	\$	3 995 412 30
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1 Depalletization System 1 DPL 1000 platform	<u>~</u>		· · · · · ·
•	1 Depalletization System	Ψ	1,013,000.00
	1 DPL-1000 Secondary HMI		

PROST BREWING CO EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

Packaging Hall (Continued)		
1 Vacuum Rinser - S Type		
1 Ionized Air Rinser - 2 Blower System		
1 Infeed Conveying - Empty Can Conveying		
1 Full Can Conveying - Full Can Conveying		
1 Case Conveyor - 2 Sections		
1 Line Control - 2 PLCs, 3 HMIs, VFDs, and Sensors		
4 Twist Rinse - 2 Can size		
1 CODI Sure Dry Blower Dry-Off System		
3 Keyence MK-G1000 - Inkjet Printer with Self Cleaning Heads		
2 Heuft one low fill detector		
1 Pasteurizer 5' x 35' - With Chemical Management		
KHS Innofill C 21/3 (Ferrum Seamer)		\$820,440.10
Krones PSL Labeller	\$	100,000.00
Tecma Cartonining Equipment & Conveyance	\$	1,509,579.00
ABC Palletizer/Shrink Wrapper	\$	219,600.00
Utilities	\$	895,814.47
Air Compressor	\$	94,500.00
2x Fulton VSRT 50 Skid Mounted Boiler with Water Treatment	\$ \$ \$ \$	224,400.00
V Piston Series Quad 50 HP Glycol Chiller with Heat Recovery	\$	280,896.00
Lab Equipment	\$	250,000.00
Carbon Walter Filter	\$	4,000.00
UV Water Sterilization	\$	8,000.00
Hop Cooler	\$	34,018.47
Cold Storage	\$	767,740.98
150' x 58' Cold box - dual compressors, 4"insulation	\$	514,367.98
3x Toyota 3-wheel Fork Lifts	\$	128,373.00
Racking	\$	125,000.00
Total Cost of Foreign and	ф	11 226 496 06
Total Cost of Equipment	\$	11,236,486.06

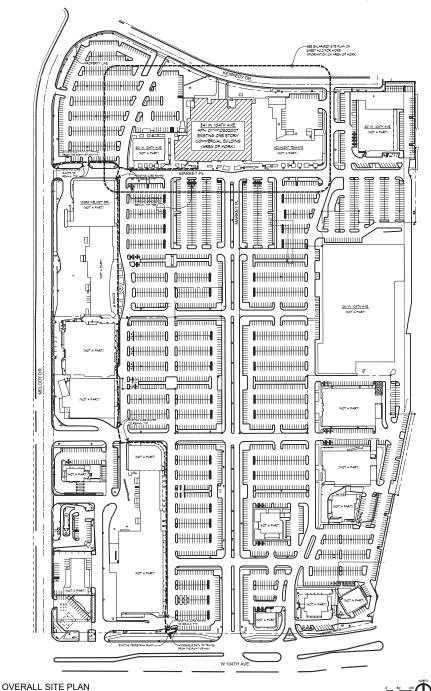
PROST BREWING CO. BIERGARTEN EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

Kitchen Equipment \$ 343,893.00 Wire Shelving \$ 3,800.00 Equipment Stand for Slicer \$ 425.00 Planetary Mixer \$ 2,800.00 Ice Machine \$ 6,900.00 Work table with Sink \$ 2,300.00 Double Wall Shelf \$ 400.00 Hand Sinks (3) \$ 540.00 Worktop Freezer \$ 2,300.00 Exhaust Hood \$ 28,000.00 Exhaust Duct \$ 5,300.00 Fryers (3) w/integrated filter \$ 26,000.00 16" Work Table \$ 225.00 Equipment Stand w/Refrigerated Base \$ 8,300.00 48" Griddle \$ 5,200.00 6 Eye Countertop Range \$ 1,800.00 Rational Combi Oven 2 Cavity \$ 38,000.00 72" SS Work Table \$ 1,200.00 Beer Draft System \$ 20,000.00
Wire Shelving \$ 3,800.00 Equipment Stand for Slicer \$ 425.00 Planetary Mixer \$ 2,800.00 Ice Machine \$ 6,900.00 Work table with Sink \$ 2,300.00 Double Wall Shelf \$ 400.00 Hand Sinks (3) \$ 540.00 Worktop Freezer \$ 23,00.00 Exhaust Hood \$ 28,000.00 Exhaust Duct \$ 5,300.00 Fryers (3) w/integrated filter \$ 26,000.00 16" Work Table \$ 225.00 Equipment Stand w/Refrigerated Base \$ 8,300.00 48" Griddle \$ 5,200.00 6 Eye Countertop Range \$ 1,800.00 Rational Combi Oven 2 Cavity \$ 38,000.00 72" SS Work Table \$ 1,200.00
Wire Shelving \$ 3,800.00 Equipment Stand for Slicer \$ 425.00 Planetary Mixer \$ 2,800.00 Ice Machine \$ 6,900.00 Work table with Sink \$ 2,300.00 Double Wall Shelf \$ 400.00 Hand Sinks (3) \$ 540.00 Worktop Freezer \$ 23,00.00 Exhaust Hood \$ 28,000.00 Exhaust Duct \$ 5,300.00 Fryers (3) w/integrated filter \$ 26,000.00 16" Work Table \$ 225.00 Equipment Stand w/Refrigerated Base \$ 8,300.00 48" Griddle \$ 5,200.00 6 Eye Countertop Range \$ 1,800.00 Rational Combi Oven 2 Cavity \$ 38,000.00 72" SS Work Table \$ 1,200.00
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16" Work Table \$ 225.00 Equipment Stand w/Refrigerated Base \$ 8,300.00 48" Griddle \$ 5,200.00 6 Eye Countertop Range \$ 1,800.00 Rational Combi Oven 2 Cavity \$ 38,000.00 72" SS Work Table \$ 1,200.00
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48" Griddle \$ 5,200.00 6 Eye Countertop Range \$ 1,800.00 Rational Combi Oven 2 Cavity \$ 38,000.00 72" SS Work Table \$ 1,200.00
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Rational Combi Oven 2 Cavity \$ 38,000.00 72" SS Work Table \$ 1,200.00
72" SS Work Table \$ 1,200.00
Pass Thru Shelf with Heaters \$ 9,000.00
Expo Table & Shelves \$ 4,800.00
Refrigerated Work Top 48" \$ 2,900.00
48" SS Work Table \$ 600.00
APW Toaster \$ 1,800.00
Refrigerated Prep Table 68" (2) \$ 11,000.00
Counter Top Steamtable (2) \$ 580.00
30" SS Work Table \$ 510.00
Sheet Pan Racks (3) \$ 3,000.00
Dishtable Soiled \$ 6,700.00
Pre-rinse Faucet Assembly \$ 250.00
Drop in Sink \$ 198.00
Trash Receptacles (8) \$ 1,280.00
Dishwasher \$ 9,300.00
Clean Dishtable \$850.00
Double Wall Shelf 60" \$ 275.00
Corner 3 Pot Sink \$ 3,300.00
Double Wall Shelf 68" \$ 725.00
Walkin Cooler- Keg \$ 32,000.00
Walkin Cooler - Food \$ 30,000.00
Walkin Freezer \$ 18,000.00
Keg Storage Rack \$ 10,500.00

PROST BREWING CO. BIERGARTEN EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

Kitchen Equipment (Continued)		
Bar Handsinks (3)	\$	1,920.00
Underbar Sink Unit	\$	1,450.00
Glass Rack		590.00
Ice Bin	\$ \$ \$ \$ \$ \$	1,800.00
Underbar Soda System	\$	275.00
Backbar Counter	\$	2,900.00
Backbar Refrigerated Cabinet	\$	4,000.00
Toast Point of Sale System	\$	4,000.00
Soda Ice Maker	\$	4,900.00
Equipment Installation	\$	13,000.00
Refrigeration Installation	\$	3,000.00
Freight	\$	5,000.00
Furniture & Fixtures	\$	265,900.00
Interior Tables, Benches & Chairs	\$	60,000.00
Patio Tables, Benches	\$	60,000.00
Fire Pits	\$ \$ \$ \$ \$	10,500.00
Fire Pit Chairs	\$	3,600.00
Umbrellas	\$	12,000.00
Ping Pong, Corn Hole, Bocce	\$	6,000.00
Decor & Specialties	\$	50,000.00
Signage & Menus	\$	45,000.00
Bar Stools	\$	4,800.00
Bar Top	\$	6,000.00
Misc Small Item Equipment	\$	8,000.00
Total Cost of Equipment	\$	609,793.00

ATTACHMENT 3





341 W 104TH AVE NORTHGLENN, CO 80234

SITE PLAN LEGEND

SITE PLAN NOTES

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ACCESSIBLE

OF LONGST SIGN TO SURROLNONS SURFACE

PARKING

CENTER LINE OF STRIPES

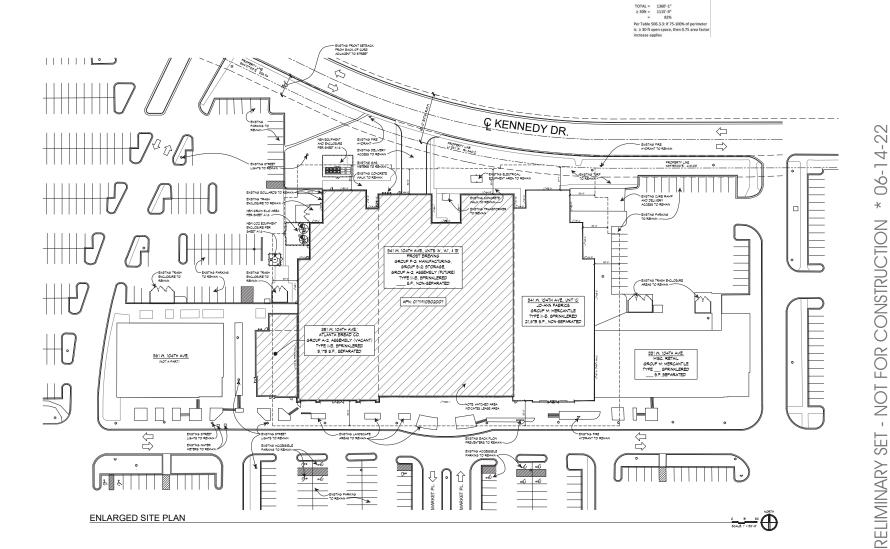
NOTE: ACCESS ASLE MUST BE LOCATED ON PASSENGER SIDE

"NO PARKINS" PAINTED WHITE NO LESS THAN 12" HISH VISIBLE TO TRAFFIG BNFORGEMENT OFFICIALS.

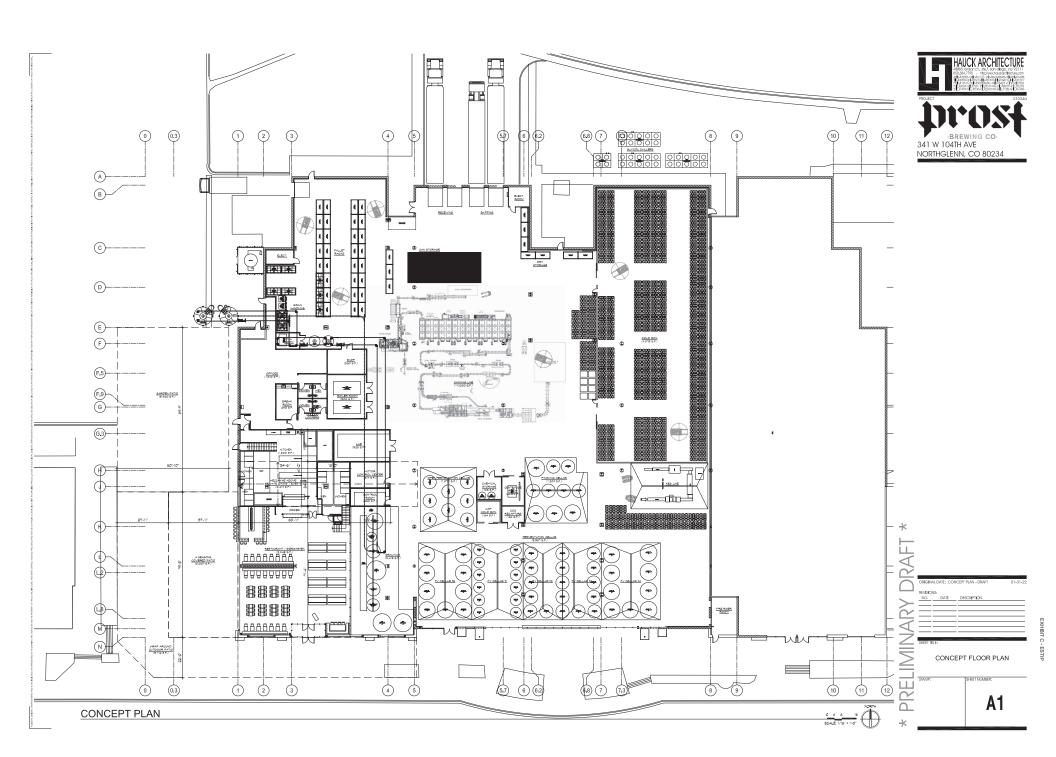
Not to Scale











Prost Brewing Co - Northglenn Phasing Schedule

Permits/Phases	Date/Days
Roof Replacement	
Start Date	6/7/22
Construction Time (days)	31
Completion Date	7/8/22
Demo	
Start Date	6/13/22
Construction Time (days)	30
Completion Date	7/13/22
Fire Suppression	
Permit Submittal Date	8/12/22
City Review (days)	21
Permit Date	9/2/22
Construction Time (days)	30
Completion Date	10/2/22
Phase 1 - Brewery	
Permit Submittal Date	4/26/22
City Review (days)	80
Permit Date	7/15/22
Construction Time (days)	154
Completion Date	12/16/22
Phase 2 - Biergarten	
Permit Submittal Date	10/9/22
City Review (days)	56
Permit Date	12/4/22
Construction Time (days)	189
Completion Date	6/11/23
Grand Opening	7/1/23

SPONSORED BY: MAYOR LEIGHTY COUNCIL MEMBER'S RESOLUTION RESOLUTION NO. No.______CR-54 Series of 2022 Series of 2022 A RESOLUTION APPROVING AN INCENTIVE AGREEMENT WITH PROST BREWERY COMPANY, LLC BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF NORTHGLENN, COLORADO, THAT: Section 1. The Incentive Agreement between the City of Northglenn and Prost Brewery Company, LLC dba Prost Brewing Co. & Biergarten, attached hereto as Exhibit 1, in an amount not to exceed \$514,800.00 for waivers of building permit fees, plan review fees, and use taxes otherwise due for the business improvements and construction project is hereby approved and the Mayor is authorized to execute same on behalf of the City. DATED, at Northglenn, Colorado, this day of , 2022. MEREDITH LEIGHTY Mayor ATTEST: JOHANNA SMALL, CMC City Clerk APPROVED AS TO FORM: COREY Y. HOFFMANN

City Attorney

INCENTIVE AGREEMENT

THIS INCENTIVE AGREEMENT (the "Agreement") is made and executed this ____ day of June, 2022, by and between the CITY OF NORTHGLENN, COLORADO, a Colorado home rule municipal corporation, (hereafter referred to as the "City"), and PROST BREWERY COMPANY, LLC dba Prost Brewing Co. & Biergarten (hereafter referred to as "Prost Brewery").

WITNESSETH

WHEREAS, Prost Brewery is the contract purchaser of property located at the north end of the Northglenn Marketplace property in the City of Northglenn, Colorado, upon which Prost Brewery desires to construct improvements consisting of a production brewery facility approximately 52,847 square feet in size, along with approximately 6,000 square feet of indoor "biergarten with 3,000 square feet of covered outdoor seating, and approximately 10,200 square feet of outdoor seating and park space (collectively, the "Project");

WHEREAS, Prost Brewery proposes to construct improvements for the Project as more specifically set forth in the attached **Exhibit A** (the "Improvements");

WHEREAS, in entering into this Agreement, the City Council of the City specifically finds that entering into this Agreement will encourage the substantial expansion of a retail sales tax generating business within the City; thereby stimulating the economy of and within the City; thereby providing employment for residents of the City and others; thereby expanding the goods available for purchase and consumption by residents of the City; and further increasing the sales taxes collected by the City;

WHEREAS, the City Council finds that the Project is necessary to promote the public welfare including the expansion of retail sales tax and other amenities generating business and expanded employment opportunities;

WHEREAS, the City Council further finds that entering into this Agreement shall provide a mechanism for the provision to the residents of the City of necessary public and private improvements at no cost or reduced cost to the residents and the government of the City;

WHEREAS, the parties hereto wish to set forth in full their agreement as to the general nature and extent of the Improvements to be constructed and installed by Prost Brewery as part of the Project, and the manner for and extent of the reimbursement to Prost Brewery for such construction and installation; and

WHEREAS, the parties wish to memorialize all aspects of their agreement as to the terms and conditions of such reimbursement in this Agreement.

NOW THEREFORE, the parties hereto, for themselves, their successors and assigns (to the extent this Agreement is assignable, as specified hereinafter), in and for the consideration of the performance of the mutual covenants and promises set forth herein, the receipt and adequacy of which are hereby acknowledged, do hereby covenant and agree as follows:

- 1. <u>Authority</u>. This Agreement is entered into in compliance with the provisions of Article 13 of Chapter 5 of the Northglenn Municipal Code.
- 2. <u>Improvements</u>. Prost Brewery shall construct or cause to be constructed the Improvements in compliance with the specifications set forth in **Exhibit A** within 365 calendar days of the City's approval of the final building permit for the Project. Failure of Prost Brewery to complete the Improvements by this deadline shall terminate all obligations of the City set forth herein, and Prost Brewery shall pay to the City all amounts abated by the City under this Agreement. In addition, if for any reason, the City is unable to approve said Site Development Plan, this Agreement shall be deemed void.
- 3. <u>Business Incentives</u>. In accordance with the goals and purposes of Article 13 of Chapter 5 of the Northglenn Municipal Code, the City shall provide the following incentives in the total amount of Five Hundred Fourteen Thousand Eight Hundred Dollars (\$514,800.00) as follows:
 - a. The City shall abate one hundred percent (100%) of the City's three percent (3%) use tax on equipment in an amount not to exceed Three Hundred Fifty-Five Thousand and Three Hundred Eighty-Eight Dollars and Zero Cents (\$355,388.00); and
 - b. The City shall abate fifty percent (50%) of the City's three percent (3%) use tax on construction materials in an amount not to exceed One Hundred Thirty-Six Thousand Eight Hundred Fourteen Dollars and Zero cents (\$136,814.00); and
 - c. The City shall abate and forego the following permit fees:
 - i. Commercial electric permit fees in the amount of Five Thousand Three Hundred Sixty-Five Dollars and Zero Cents (\$5,365.00); and
 - ii. Construction meter fee for temporary power in the amount of Fifty-Eight Dollars and Zero Cents (\$58.00); and
 - iii. The City shall abate and forego thirty percent (30%) of Plumbing/HVAC permit fees in the amount of Ten Thousand Five Hundred Seventy-Five Dollars and Zero Cents (\$10,575.00); and
 - d. The City shall abate and forego twenty-five percent (25%) of the plan review fees in an amount not to exceed Six Thousand Six Hundred Dollars and Zero Cents (\$6,600.00).
- 4. <u>Governing Law and Venue</u>. This Agreement shall be governed by the laws of the State of Colorado, and any legal action concerning the provisions hereof shall be brought in Adams County, Colorado.
- 5. <u>No Waiver</u>. Delays in enforcement or the waiver of any one or more defaults or breaches of this Agreement by the City shall not constitute a waiver of any of the other terms or obligation of this Agreement.

- 6. <u>Integration</u>. This Agreement and any attached exhibits constitute the entire Agreement between Prost Brewery and the City, superseding all prior oral or written communications regarding the incentives set forth in this Agreement. The Parties are also entering into a separate Enhanced Sales Tax Incentive Program Agreement pursuant to Article 12 of Chapter 5 of the Northglenn Municipal Code, which shall be considered contemporaneously with this Agreement.
 - 7. Third Parties. There are no intended third-party beneficiaries to this Agreement.
- 8. <u>Severability</u>. If any provision of this Agreement is found by a court of competent jurisdiction to be unlawful or unenforceable for any reason, the remaining provisions hereof shall remain in full force and effect.
- 9. <u>Modification</u>. This Agreement may only be modified upon written agreement of the parties.
- 10. <u>Assignment</u>. Neither this Agreement nor any of the rights or obligations of the parties hereto, shall be assigned by either party without the written consent of the other.
- 11. <u>Governmental Immunity</u>. The City, its officers, and its employees, are relying on, and do not waive or intend to waive by any provision of this Agreement, the monetary limitations or any other rights, immunities, and protections provided by the Colorado Governmental Immunity Act, C.R.S. § 24-10-101, *et seq.*, as amended, or otherwise available to the City and its officers or employees.
- 12. <u>Rights and Remedies</u>. The rights and remedies of the City under this Agreement are in addition to any other rights and remedies provided by law. The expiration of this Agreement shall in no way limit the City's legal or equitable remedies, or the period in which such remedies may be asserted, for work negligently or defectively performed.
- 13. Subject to Annual Appropriations. Consistent with Article X, § 20 of the Colorado Constitution, any financial obligations of the City not performed during the current fiscal year are subject to annual appropriation, and thus any obligations of the City hereunder shall extend only to monies currently appropriated and shall not constitute a mandatory charge, requirement, or liability beyond the current fiscal year.
- 14. <u>Notices</u>. Any written notices provided for or required in this Agreement shall be deemed delivered when either personally delivered or mailed, postage fully prepaid, certified, or registered mail, return-receipt requested, to the parties at the following addresses:

To the City:

City Manager

City of Northglenn

11701 Community Center Drive

Northglenn, CO 80233

With a copy to:

Hoffmann, Parker, Wilson & Carberry, P.C.

511 Sixteenth Street, Suite 610

Denver, CO 80202

TO TIOSE DICMOIN	To	Prost	Brewery	<i>/</i> :
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Prost Brewery Company, LLC dba Prost Brewing Co. & Biergarten 341 W 104th Ave., #1 Northglenn, CO 80234

Attn: David DeLine, President & CEO

DATED this day and date first above set forth.

THE CITY OF NORTHGLENN, COLORADO

	MEREDITH LEIGHTY Mayor	_
ATTEST:		
JOHANNA SMALL, CMC City Clerk		
APPROVED AS TO FORM:		
COREY Y. HOFFMANN City Attorney		

PROST BREWERY COMPANY, LLC dba Prost Brewing Co. & Biergarten

By: President
ATTEST:
Culle Police
STATE OF COLORADO)) ss. COUNTY OF ADAMS)
Subscribed, sworn to and acknowledged before me this 15th day of of Prost Brewery Company, LLC dba Prost Brewing Co. & Biergarten.
My commission expires: <u>D7-11-2025</u>
(SEAL)
SHANNON FIELDS Notary Public State of Colorado Notary ID # 20174029795 My Commission Expires 07-17-2025

EXHIBIT A

LIST OF IMPROVEMENTS & EQUIPMENT

TOTAL INVESTMENT PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

TOTAL PROJECT INVESTMENT		\$ 25,667,249.06
Cost of Real Estate		\$ 4,700,000.00
Building Purchase Price		\$ 4,700,000.00
Cost of Buildout		\$ 9,120,970.00
Cost of Design and Engineering		\$ 296,000.00
Cost of Demo		\$ 364,570.00
Cost of Brewery & Cold Storage	\$80/sf @ 52,880 sf	\$ 4,230,400.00
Cost of Biergarten	\$450/sf @ 6,000 sf	\$ 2,700,000.00
New Roof & Insulation		\$ 660,000.00
New HVAC Units		\$ 450,000.00
Upgraded Fire Suppression System		\$ 420,000.00
Cost of Brewery/Warehouse Equipment	(see attached list)	\$ 11,236,486.06
		\$ 11,236,486.06
Cost of Biergarten Equipment (see attac	hed list)	\$609,793.00
		\$609,793.00
TOTAL PROJECT INVESTMENT		\$ 25,667,249.06
Landlord's TI		\$ (1,447,500.00)

PROST BREWING CO EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

Malt Handling \$ 561,600.00 26 ton Silo Truck Forthing Device
26 ton Silo
26 ton Silo
Truck Forthing Daylog
Truck Earthing Device
2x Super Sack Stations
2x Specialty Bag Stations (460 l)
Drum Sieve
Malt Humidification Screw MBS 150 E
Kunzel 6 roller Mill (type A 20/40 E)
Malt Grist Bin (1t)
Malt Husk Bin (.3t)
2x pressure relief devices for Bins
Pipe chain conveyor RKF 90
Control Cabinet
Automation System
20 BBL ICC 20 BBL 5 Vessel Brewery \$ 490,400.00
5 Vessel brewhouse
Wort Aeriation Unit
Wort Chiller
Hot Liquor Tank
Cold Liquor Tank
Semi Automation integration
50 BBL Kaspar Schultz Brewery \$ 1,721,291.52
Optimasher
Mash Kettle
Mash Kettle (decoction)
Lauter Tun
Pre Run Tank
Work Sampling station
Spent Grain transport & pump
Spent Grain Silo
Wort Kettle with external calandria
SchoKo 2.0
Hop Dosing Unit (3x vessels)
Whirlpool in Brew Kettle Design
Vapor Condenser

PROST BREWING CO EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

50 BBL	Kaspar	Schultz	Brewery	(Continued)
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Working Brewhouse Platform

Accessories and Pumps

Pneumatic valves & accessories

Measuring sensory

Wort Chiller

Craft Air Semi DB 40 wort Aerator

Brewhouse CIP System

Cellar CIP System

Hot Liquor Tank

Cold Liquor Tank

Yeast Propagation Craft Prop (2x20HL)

Electrical Cabinet

Pioneer Pro Automation Software

Cellar	\$	2,804,226.79
5x 200bbl Kaspar Schultz Fermentation tanks	\$	358,847.58
8x 100bbl Kaspar Schultz Open Fermenters - bottom ferment	\$	410,111.52
2x 100bbl Kaspar Schultz Open Fermenters - top ferment	\$	107,196.96
10x 100bbl ABT Fermentation Tanks	\$	378,333.33
1x 60bbl ABS Fermentation Tank	\$	26,951.60
4x 40bbl ABS Fermentation Tanks	\$	53,903.20
2x 200bbl Kaspar Brite Tanks	\$	362,436.06
4x 100bbl ABT Brite Tanks	\$	151,333.33
1x 60bbl ABT Brite Tank	\$	26,951.60
1x 40bbl ABS Brite Tank	\$	26,951.60
Process Piping	\$	250,000.00
CO2 Recapture Skid	\$	124,000.00
Westfalia GEA Centrifuge	\$	250,000.00
Membrane Filtration Skid		\$252,347.50
Hop Dosing Unit	\$	24,862.50
Packaging Hall	\$	3,995,412.30
Malek Keg Line (60 kegs/hour)	\$	330,793.20
Canning Line	\$	3,664,619.10
CODI Line Integration & Upstream Equipment	\$	1,015,000.00
1 Depalletization System	•	-,,
1 DPL 1000 platform		
1 DPL-1000 Secondary HMI		

PROST BREWING CO EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

Packaging Hall (Continued)				
1 Vacuum Rinser - S Type				
1 Ionized Air Rinser - 2 Blower System				
1 Infeed Conveying - Empty Can Conveying				
1 Full Can Conveying - Full Can Conveying				
1 Case Conveyor - 2 Sections				
1 Line Control - 2 PLCs, 3 HMIs, VFDs, and Sensors				
4 Twist Rinse - 2 Can size				
1 CODI Sure Dry Blower Dry-Off System				
3 Keyence MK-G1000 - Inkjet Printer with Self Cleaning	ng Heads			
2 Heuft one low fill detector				
1 Pasteurizer 5' x 35' - With Chemical Management				
KHS Innofill C 21/3 (Ferrum Seamer)		\$820,440.10		
Krones PSL Labeller	\$	100,000.00		
Tecma Cartonining Equipment & Conveyance	\$ \$	1,509,579.00		
ABC Palletizer/Shrink Wrapper	\$	219,600.00		
Utilities	\$	895,814.47		
Air Compressor	\$	94,500.00		
2x Fulton VSRT 50 Skid Mounted Boiler with Water Treatment	\$	224,400.00		
V Piston Series Quad 50 HP Glycol Chiller with Heat Recovery		280,896.00		
Lab Equipment	\$ \$ \$	250,000.00		
Carbon Walter Filter	\$	4,000.00		
UV Water Sterilization	\$	8,000.00		
Hop Cooler	\$	34,018.47		
Cold Storage	\$	767,740.98		
150' x 58' Cold box - dual compressors, 4"insulation	\$	514,367.98		
3x Toyota 3-wheel Fork Lifts	\$	128,373.00		
Racking	\$	125,000.00		
Total Cost of Equipment	\$	11,236,486.06		

PROST BREWING CO. BIERGARTEN EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

Total Cost of Equipment	\$	609,793.00
Kitchen Equipment	\$	343,893.00
Wire Shelving	\$	3,800.00
Equipment Stand for Slicer	\$	425.00
Planetary Mixer	\$	2,800.00
Ice Machine	\$	6,900.00
Work table with Sink	\$	2,300.00
Double Wall Shelf	\$	400.00
Hand Sinks (3)	\$	540.00
Worktop Freezer	\$	2,300.00
Exhaust Hood	\$	28,000.00
Exhaust Duct	\$	5,300.00
Fryers (3) w/integrated filter	\$	26,000.00
16" Work Table	\$	225.00
Equipment Stand w/Refrigerated Base	\$	8,300.00
48" Griddle	\$	5,200.00
6 Eye Countertop Range	\$	1,800.00
Rational Combi Oven 2 Cavity	\$	38,000.00
72" SS Work Table	\$	1,200.00
Beer Draft System	\$	20,000.00
Pass Thru Shelf with Heaters	\$	9,000.00
Expo Table & Shelves	\$	4,800.00
Refrigerated Work Top 48"	\$	2,900.00
48" SS Work Table	\$	600.00
APW Toaster	\$	1,800.00
Refrigerated Prep Table 68" (2)	\$	11,000.00
Counter Top Steamtable (2)	\$	580.00
30" SS Work Table		510.00
Sheet Pan Racks (3)	\$ \$ \$	3,000.00
Dishtable Soiled	\$	6,700.00
Pre-rinse Faucet Assembly	\$	250.00
Drop in Sink		198.00
Trash Receptacles (8)	\$ \$ \$	1,280.00
Dishwasher	\$	9,300.00
Clean Dishtable	\$	850.00
Double Wall Shelf 60"	\$	275.00
Corner 3 Pot Sink	\$	3,300.00
Double Wall Shelf 68"	\$	725.00
Walkin Cooler- Keg	\$ \$	32,000.00
Walkin Cooler - Food	\$ \$	30,000.00
Walkin Freezer	\$	18,000.00
Keg Storage Rack	\$	10,500.00
110g Storage Italon	Ψ	10,500.00

PROST BREWING CO. BIERGARTEN EQUIPMENT LIST PROST BREWING CO - NORTHGLENN PRODUCTION FACILITY

Kitchen Equipment (Continued)		
Bar Handsinks (3)	\$	1,920.00
Underbar Sink Unit	\$	1,450.00
Glass Rack	\$	590.00
Ice Bin	\$	1,800.00
Underbar Soda System	\$	275.00
Backbar Counter	\$	2,900.00
Backbar Refrigerated Cabinet	\$	4,000.00
Toast Point of Sale System	\$	4,000.00
Soda Ice Maker	\$	4,900.00
Equipment Installation	\$	13,000.00
Refrigeration Installation	\$	3,000.00
Freight	\$	5,000.00
Furniture & Fixtures	¢	265 000 00
Interior Tables, Benches & Chairs	\$ \$	265,900.00 60,000.00
Patio Tables, Benches Patio Tables, Benches	\$	·
Fire Pits	\$ \$	60,000.00 10,500.00
Fire Pit Chairs	\$ \$	3,600.00
Umbrellas	\$ \$	12,000.00
Ping Pong, Corn Hole, Bocce	\$	6,000.00
Decor & Specialties	Φ	50,000.00
Signage & Menus	φ ¢	45,000.00
Bar Stools	\$ \$ \$	4,800.00
Bar Top	D	6,000.00
Misc Small Item Equipment	\$ \$	
wise sman tem rapinent	Þ	8,000.00
Total Cost of Equipment	\$	609,793.00