

## Retail Development Infrastructure Grant Application

Name	Cleo Meredith
Company Name	Hope Hardware Building LP
Federal Tax I.D.	47-0942492
Incorporation Date	10-22-2004
Mailing Address	P. O. BOX 6154, McKinney, TX, 75071
Phone Number	(469) 233-7017
Email	<a href="mailto:cleo.ThePantry@gmail.com">cleo.ThePantry@gmail.com</a>
Website	Pantrymckinney.com
Instagram	PantryMcKinney
Twitter / X	PantryMcKinney

Please provide a detailed narrative about your organization including years established, mission, goals, scope of services, successes, contribution to community, etc.

As the owners of The Pantry, we took over the restaurant in 2001, we owned and operated the oldest restaurant in downtown for 22 years before retiring in January 2023. The Pantry Restaurant space has been leased to the Rye group. Rye was a well known restaurant in downtown McKinney at their old location on Tennessee street. They also own and operate a very successful restaurant and bar on Greenville Ave. Dallas. Rye in Dallas was recently ranked the 10th best restaurant in Dallas by D Magazine. We believe they will do great in downtown McKinney.

Organization Type	Partnership
Name	Cleo Meredith
Title	Owner
Mailing Address	P. O. Box 6154, MCKINNEY, Home, 75071

Phone Number	(469) 233-7017
Email Address	<a href="mailto:cleo.ThePantry@gmail.com">cleo.ThePantry@gmail.com</a>
Name	Cleo Meredith
Title	Owner
Mailing Address	P. O. Box 6154, MCKINNEY, TX, 75071
Phone Number	(469) 233-7017
Email Address	<a href="mailto:cleo.ThePantry@gmail.com">cleo.ThePantry@gmail.com</a>
Are you the property owner?	Yes
Name	Cleo Meredith
Company	Hope Hardware Building Lp
Mailing Address	<a href="mailto:cleo.thepantry@gmail.com">cleo.thepantry@gmail.com</a> , P. O. Box 6154, McKinney, TX, 75071
Phone Number	(469) 233-7017
Email Address	<a href="mailto:cleo.ThePantry@gmail.com">cleo.ThePantry@gmail.com</a>
Letter of Support for Project from Property Owner	<a href="#">Letter of Support from Property Owner.jpg</a>
Company / Organization Board of Directors	Hope Hardware Building LP/Tom Meredith -President Cleo Meredith-Partner
Leadership Staff	Tom Meredith/President Cleo Meredith/Partner
Project / Business Name	Hope Hardware Building Renovation
Location of Project	214 E Louisiana St
Physical Address	214 E Louisiana St, McKinney, TX, 75069

Property Size (in acres) 0.1056

Collin CAD Property ID R0856006051B1

Property Use (retail, restaurant) Restaurant Space

Estimated Date of Project Start Date 02-01-2024

Estimated Date of Project Completion Date 11-01-2024

Project Details and Proposed Use Grease Trap installation including plumbing work Required to connect to the water main and cut and lower concrete for the grease trap location

Days / Hours of Business Operation Restaurant is currently closed

Has a request for grant funding been submitted to MCDC in the past five years? Yes

Please list. Fire Suppression system

What is the total cost for this Project? 26810.00

What percentage of Project funding will be provided by the applicant? 25

Are matching funds available? Yes

Cash Matching Funds

Amount	Source	Percent of Total
6750	Business Bank Account	25

In-Kind Matching Funds

Amount	Source	Percent of Total
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0		
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Estimated Annual Taxable Sales 2.5 millions

Current Appraised Value of Property 3.2 millions

Estimated Appraised Value (post-improvement) 4.2 millions

Estimated Construction Cost for Total Project 600,000

Total Estimated Cost for Exterior Infrastructure Improvements 100,000

Total Grant Amount Requested 50,000

Attach Competitive Bids for the Project [214 E Louisiana Grease Trap \(1\).pdf](#)  
[Estimate 1116 from Knight Builders LP - Grease Trap \(2\).pdf](#)

Has a feasibility study or market analysis been completed for this proposed project? Yes

Attach Executive Summary [Executive Summary Hope Hardware 2022.pdf](#)

Current financial report including current and previous year's profit & loss statement and balance sheet. [Hope hardware P&L2022 2023 Balance Sheet \(1\).pdf](#)

Audited financials for current and previous two years (if not available, please indicate why). [Audited P&L 2021 2022 2024-07-14 14-07.pdf](#)

Budget [Hope Renovation Overall Budget 2024.jpg](#)

Financial Statements [Hope hardware P&L2022 2023 Balance Sheet.pdf](#)

W9 [W-9.pdf](#)

Business plan including mission and goals of company / organization, target customers, staff, growth goals, products / services, location(s), etc. [Agusal BPlan.pdf](#)  
[Agusal-Louisiana-Startup-Proforma.pdf](#)

Plat / map of property extending 200 feet beyond property in all directions (if applicable). [Plat-Map Hope Hardware Building.pdf](#)

Timeline and schedule from design to completion. [Hope Building Renovation Timeline.jpg](#)

Plans for future expansion / growth. [165 Agusal BPlan\\_1984.pdf](#)  
[165 Agusal-Louisiana-Startup-Proforma\\_3807.pdf](#)

We certify that all figures, facts and representations made in this application, including attachments, are true and correct to the best of our knowledge. Selecting this option indicates your agreement with the above statement.

Representative  
Completing Application

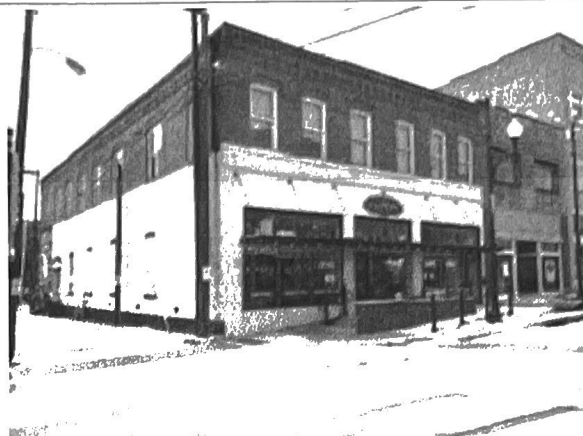
Date 07-31-2024

Property Owner

Date 07-31-2024

**EXECUTIVE SUMMARY**

**Property Type:** Existing Multi-Tenant Retail/Office Building  
**Address:** 214 E. Louisiana Street  
**Location:** Southwest corner of Louisiana Street and S. Johnson Street  
**Legal Description:** Lot 51B, Block 6, McKinney Original Donation  
**City:** McKinney  
**County/State:** Collin/Texas  
**Zip Code:** 75069  
**Effective Date of Valuation:** May 5, 2022  
**Estimated Marketing and Exposure Times:** 12 months



**Purpose of Appraisal:** Estimate the Market Value of the Leased Fee Interest in "As Is" Condition  
**Appraisers:** C. Lance McDade, MAI  
 Kellye McDade Thomas

**SITE DATA**

**Gross Land Area (Acres):** 0.1056  
**Gross Land Area (SF):** 4,600  
**Zoning:** "MTC", McKinney Town Center District  
**Shape:** Rectangular  
**Road Frontage:** 46.00' on the south side of Louisiana Street and 100.00' on the west side of Johnson Street  
**Topography:** Basically level  
**Soil Conditions:** Assumed adequate, rely on geo-technical report  
**Utilities:** All available  
**Flood Plain:** Zone X, FEMA Map Number 48085 C 0280 J, dated June 2, 2009  
**Site Infrastructure:** Concrete paved sidewalk and exterior lighting

**IMPROVEMENT DATA**

**Construction Type:** Two and a half-story, multi-tenant, steel and concrete frame structure with a brick veneer exterior and a flat roof system, retail glass storefronts  
**Number of Buildings:** 1  
**Year Built/Renovated:** 1920/various  
**Condition:** Average  
**Occupancy:** 100%  
**Rentable Building Area (SF):** 12,700  
**Land-to-Building Ratio:** 0.36:1.0  
**Highest and Best Use (As Is):** Continued multi-tenant retail/office usage

**VALUE CONCLUSIONS – "AS IS"**

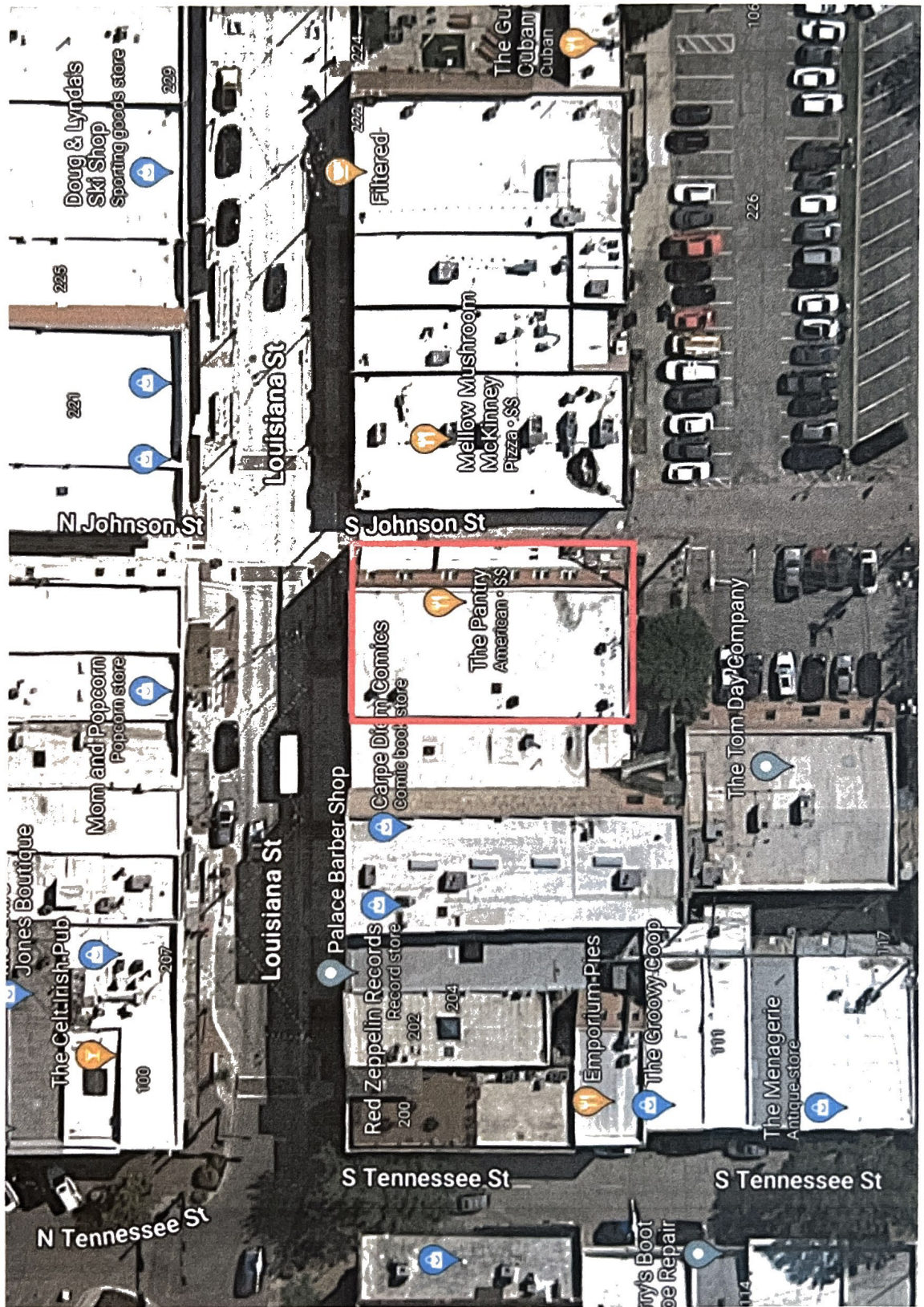
**Sales Comparison Approach:** \$3,200,000

**Income Approach:** \$3,200,000

**Market Value Estimate:** \$3,200,000



AERIAL MAP





## **Hope Building Renovation project timeline**

- 1/24 Repair and refinish the hardwood floor
- 2/24 Submit the Kitchen and overall plan to the City of McKinney for reviews
  - Floor plans including: Kitchen Plan and equipment list
  - Grease Trap installation
  - Fire Suppression System by Phases
- 3/15 MEP report completed and submitted for Planning review.
- 04/24 Completed and revised MEP Plan for the City reviews.
- 05/01 Start framing for Fire Riser room/Bars/ Re-enforce Mezzanine Level
- 06/24 Repair the floor/Demo/re-enforce the mezzanine level/Framing
- 08/01 Install Fire Suppression Pipe and waiting for city permit
- 08/01 Installation of Grease Trap/Plumbing/Electric work if permit obtained
- 09/01 Complete the fire suppression system/Kitchen remodel
- 10/01 Complete the front dinning area/Install Kitchen equipment/Apply Certificate of Occupancy
- 10/01 Paint/inspection and other finish touches
- 11/01 New restaurant target move in date: 11/1/2024

## **Hope Hardware Renovation Budget**

### **Total Overall Budget: \$611,000**

Tenant Finish Allowance \$250,000

#### Dining Area Redesign:

Repair and refinish the hardwood floor \$25,000

Structure Re-enforce/Framing/Debris removal \$50,000

#### Kitchen upgrade to meet the City of McKinney health requirements:

New floor tiles installation \$15,000

Grease Trap installation and Plumbing upgrade \$50,000

Architect expenses \$20,000

MEP/Structure Engineering \$15,000

Environmental Evaluation and Abatement \$6,000

Total Budget: \$431,000

#### Fire Suppression System by Phases:

Fire Rising Room \$20,000

Water main Connection \$25,000

Fire Alarm Company System \$25,000

Two Floor fire suppression system \$110,000

Fire Suppression System total budget: \$180,000

Other improvements such as Mechanic/Electric/Plumbing, lighting, bathrooms and paint... are included in the \$250,000 Tenant Allowance expense. Tenant is responsible to provide the floor plan to be submitted to the City of McKinney for permits.

## **Letter of Support from Property Owner**

Date: 7/15/2023

Hope Hardware Building LLP  
214 E. Louisiana St  
McKinney TX 75069

Mailing Address:

P. O. Box 6154, McKinney TX 75071

To Whom It May Concerns,

This is the letter to support the Hope Hardware building located at 214 E. Louisiana St. McKinney TX 75069 for the renovation project to prepare the space for the new restaurant to meet with the current City of McKinney code requirements.

Project outline as following:

Kitchen upgrade to meet the City of McKinney health department requirements

New floor tiles installation

Grease Trap installation

Plumbing upgrade required

Fire Suppression System by Phases:

Fire Rising Room

Water main Connection

Fire Alarm System and Monitor Company

Two Floor fire suppression system

Other renovations required by the Rye group were approved by the building owners with a floor plan provided by architect James West. The floor plan will be submitted to the City of McKinney for permits.

Sincerely Yours,

*Cleo Meredith*

Cleo Meredith

Owner, Hope Hardware building LLP

# PROPOSAL

MEDLOCK SERVICES, LLC BUILDER: Knight Construction RESIDENTIAL NEW  
CONSTRUCTION PROJECT: 214 E Louisiana St 1918 University Business Drive,  
Suite 506 McKinney, TX McKinney, Texas 75071 CONTACT: Josh  
RMP: Nicholas Albrecht, License #M-37288 DATE: July 18, 2024  
Phone: (972) 562-4444

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We hereby submit specifications and estimates for:

ALL PLASTIC, PEX, AND FITTINGS FOR ROUGH IN AND STACK OUT PROVIDED ALL FITTINGS AND MATERIAL, INCLUDING WATER HEATER(S), FOR TRIM OUT PROVIDED INCLUDES LABOR FOR ROUGH IN, STACK OUT AND SETTING FIXTURES EXCLUDED: ROCK DIGGING AND BREAKING/CUTTING CONCRETE. IF CONCRETE IS TO BE BROKEN/CUT, THE BUILDER IS RESPONSIBLE FOR REPLACEMENT/REPAIR. EXCLUDED: FIXTURES. UNLESS OTHERWISE AGREED UPON, BUILDER TO PROVIDE ALL FIXTURES, TOILETS, AND TUBS.

NOTE: SAND FOR ROUGH TO BE FURNISHED BY BUILDER.

NOTE: ALL APPLIANCES TO BE INSTALLED BY OTHERS.

NOTE: THE WATER METER MUST BE IN PLACE TO FILL PLASTIC UP FOR TEST. NOTE: THREE (3) DAY NOTICE TO BE GIVEN PRIOR TO ROUGH IN DATE DUE TO WORK SCHEDULE.

SHOWER LINER WARRANTY UNTIL TOPOUT PASSES ONLY (BUILDER RESPONSIBLE AFTER) A SIGNED CONTRACT IS REQUIRED PRIOR TO COMMENCEMENT OF WORK. ANY WORK PERFORMED PRIOR TO CONTRACT BEING EXECUTED SIGNALS ACCEPTANCE OF BID AND BID TERMS.

BUILDER RESPONSIBLE FOR ALL PERMITS AND ASSOCIATED FEES INCLUDING RE INSPECTION FEES LEVIED DUE TO BUILDER NEGLIGENCE.

ONE (1) YEAR WARRANTY ON MEDLOCK SUPPLIED PARTS AND LABOR FROM THE DATE OF FINAL INVOICE

NO WARRANTY ON BUILDER SUPPLIED PARTS

(Continued on page 2, Builder Signature Required on Page 2)

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\_\_\_\_\_ WE PROPOSE hereby to furnish material and labor-complete in accordance with these specifications, for the sum of: Sixty Thousand and Five Hundred Dollars and No Cents - \$60,500.00

Rough Draw: \$21,000.00

Topout Draw: \$24,500.00

Final Draw: \$15,000.00

Signature: \_\_\_\_\_ Name & Title: \_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_ Signature: \_\_\_\_\_ Name & Title: \_\_\_\_\_

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

Regulated by: Texas State Board of Plumbing  
Examiners 929 East 41<sup>st</sup> Street | Austin, Texas  
78751 Office: 512-936-5200 | Web:  
tsbpe.texas.gov

## PROPOSAL

MEDLOCK SERVICES, LLC BUILDER: Knight Construction RESIDENTIAL NEW  
CONSTRUCTION PROJECT: 214 E Louisiana St 1918 University Business Drive,  
Suite 506 McKinney, TX McKinney, Texas 75071 CONTACT: Josh  
RMP: Nicholas Albrecht, License #M-37288 DATE: July 18, 2024  
Phone: (972) 562-4444

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### SPECIFICATIONS

PLEASE HAVE THE HOMEOWNER SIGN AND DATE THIS FORM TO CONFIRM THE FIXTURE SELECTION OF REFERENCED PROJECT. FIXTURES WILL NOT BE INSTALLED UNTIL THIS FORM IS RETURNED. ANY ITEMS LEFT BLANK TO BE FURNISHED BY BUILDER OR OTHER IF APPLICABLE.

#### GREASE TRAP AREA

Drain/Plumbing requirement \$9500

**\*\*\*Grease trap NOT included: \$9,500-15000 (Depending on the size) to install Schier GB Hydromechanical Grease Interceptor\*\*\***

**\*\*\*Builder responsible for all concrete repair/replacement should saw cutting/jackhammering be required\*\*\***

#### BATH #1: \$6500

WATER CLOSET(x2): By Builder

URINAL: By Builder

LAVATORY(x2): By Builder

LAV FAUCET(x2): By Builder

#### BATH #2: \$6500

WATER CLOSET(x2): By Builder

LAVATORY(x2): By Builder

LAV FAUCET(x2): By Builder

#### BATH #3: \$9500

WATER CLOSET(x2): By Builder

LAVATORY(x2): By Builder

LAV FAUCET(x2): By Builder

#### KITCHEN/BAR \$25000

SINK: By Builder

FAUCET: By Builder

#### CLEANING AREA \$3500:

MOP SINK: By Builder

FAUCET: By Builder

WH: (2) Navien NPE240-A2 w/ circ

GAS SERVICE: Not Included

#### GAS PIPING TO:

(2) WH, (1) RANGE/COOKING EQUIPMENT, (3) HVAC

SEWER SERVICE: Not Included

WATER SERVICE: Not Included

FLOOR DRAINS: (6)

Signature: \_\_\_\_\_ Name & Title: \_\_\_\_\_ Date: \_\_\_\_\_

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<b>PPA</b>	Aguasal
Lunch / Brunch	21
Dinner + HH	32
Late Night	21

<b>P/L %</b>	Aguasal
COGS	28%
Labor Expenses	35%
Op Expenses	13%
Admin Expenses	7%
<b>Net Profit</b>	17%

<b>Turns / Seat / Wk**</b>	Aguasal
Lunch / Brunch	2
Dinner + HH	5
Late Night	2
<b>Total</b>	9

<b>Seats</b>	200
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<b>Covers / Wk</b>	Aguasal
Lunch / Brunch	400
Dinner + HH	1000
Late Night	400
<b>Total</b>	1800

Revenue / Wk \$ 57,600

**2-Year Adopt. Rate.**

<b>Total Rev</b>	5,000	748,224	748,224	598,579	635,990
Aguasal	5,000	748,224	748,224	598,579	635,990
<b>COGS</b>	5,000	209,503	209,503	167,602	178,077
Aguasal	5,000	209,503	209,503	167,602	178,077
<b>Gross Profit</b>	-	538,721	538,721	430,977	457,913
<b>Labor Expenses</b>	25,000	261,878	261,878	261,878	261,878
Salaries & Wages	21,250	222,597	222,597	222,597	222,597
Payroll Tax / Fees	3,750	39,282	39,282	39,282	39,282
<b>Op Expenses</b>	16,000	66,391	92,058	99,953	101,188
Equipment Lease	1,000	2,500	2,500	2,500	2,500
Insurance	1,000	9,000	9,000	9,000	9,000
Linens	1,000	4,500	4,500	4,500	4,500
Bankcard Fees	-	24,691	24,691	19,753	20,988
Rent & Lease	-	7,200	32,867	45,700	45,700
Repairs & Maintenance	2,000	4,500	4,500	4,500	4,500
Taxes & Licenses	5,000	7,000	7,000	7,000	7,000
Utilities	2,000	7,000	7,000	7,000	7,000
<b>Admin Expenses</b>	4,000	50,000	50,000	50,000	50,000
Advertising	12,000	12,000	12,000	12,000	12,000
Legal & Professional	2,000	25,000	25,000	25,000	25,000
Meals & Entertainment	-	2,000	2,000	2,000	2,000
Office Supplies & Software	-	7,500	7,500	7,500	7,500
Miscellaneous	2,000	3,500	3,500	3,500	3,500
<b>Operating Profit</b>	(20,000)	160,451	134,785	19,146	44,847
Inventory	15,000	-	-	-	-
FFE	25,000	-	-	-	-
TI	150,000	(250,000)	-	-	-
Note Payment	-	-	-	-	-
<b>Cashflow</b>	(210,000)	410,451	134,785	19,146	44,847

YoQ1	YoQ2	YoQ3	YoQ4	Y1Q1	Y1Q2	Y1Q3	Y1Q4	Y2Q1	Y2Q2	Y2Q3	Y2Q4	EOY 1	EOY2
-	-	-	-	1	1	0.8	0.85	0.9	0.95	0.98	1	0.91	0.96
-	-	-	5,000	748,224	748,224	598,579	635,990	673,402	710,813	733,260	748,224	2,731,018	2,865,698
-	-	-	5,000	748,224	748,224	598,579	635,990	673,402	710,813	733,260	748,224	2,731,018	2,865,698
-	-	-	5,000	209,503	209,503	167,602	178,077	188,552	199,028	205,313	209,503	764,685	802,395
-	-	-	-	538,721	538,721	430,977	457,913	484,849	511,785	527,947	538,721	1,966,333	2,063,303
-	-	-	25,000	261,878	261,878	261,878	261,878	261,878	261,878	261,878	261,878	1,047,514	1,047,514
-	-	-	21,250	222,597	222,597	222,597	222,597	222,597	222,597	222,597	222,597	890,387	890,387
-	-	-	3,750	39,282	39,282	39,282	39,282	39,282	39,282	39,282	39,282	157,127	157,127
-	-	16,000	12,000	66,391	92,058	99,953	101,188	102,745	104,625	105,366	105,859	359,590	418,595
-	-	-	1,000	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	10,000	10,000
-	-	1,000	1,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	36,000	36,000
-	-	-	1,000	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	18,000	18,000
-	-	-	-	24,691	24,691	19,753	20,988	22,222	23,457	24,198	24,691	90,124	94,568
-	-	15,000	-	7,200	32,867	45,700	45,700	46,023	46,668	46,668	46,668	131,467	186,027
-	-	-	2,000	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	18,000	18,000
-	-	-	5,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	28,000	28,000
-	-	-	2,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	28,000	28,000
-	-	4,000	21,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	200,000	200,000
-	-	-	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	48,000	48,000
-	-	2,000	3,500	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	100,000	100,000
-	-	-	-	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	8,000	8,000
-	-	-	2,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	30,000	30,000
-	-	2,000	3,000	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	14,000	14,000
-	-	(20,000)	(58,000)	160,451	134,785	19,146	44,847	70,226	95,282	110,703	120,983	359,229	397,194
-	-	15,000	15,000	-	-	-	-	-	-	-	-	-	-
-	-	25,000	25,000	-	-	-	-	-	-	-	-	-	-
-	-	150,000	100,000	(250,000)	-	-	-	-	-	-	-	(250,000)	-
-	-	-	-	-	-	-	-	-	-	-	-	-	-
-	-	(210,000)	(198,000)	410,451	134,785	19,146	44,847	70,226	95,282	110,703	120,983	609,229	397,194

2Y IRR	aROI
32%	123%

Scenario PPA -10%, Covers-10% 90%

PPA	Scenario	Base
Lunch / Brunch	18.9	21
Dinner + HH	28.8	32
Late Night	18.9	21

P/L %	Aguasal
COGS	28%
Labor Expenses	35%
Op Expenses	16%
Admin Expenses	9%
<b>Net Profit</b>	<b>12%</b>

Turns / Seat / Wk**	Scenario	Base
Lunch / Brunch	1.8	2
Dinner + HH	4.5	5
Late Night	1.8	2
<b>Total</b>	<b>8.1</b>	

<b>Seats</b>	200
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Covers / Wk	Aguasal
Lunch / Brunch	360
Dinner + HH	900
Late Night	360
<b>Total</b>	<b>1620</b>

Revenue / Wk \$ 46,656

**2-Year Adopt. Rate.**

Total Rev	-	-	-	5,000	606,061	606,061	484,849	515,152	545,455	575,758	593,940	606,061	2,212,124	2,321,215
Aguasal	-	-	-	5,000	606,061	606,061	484,849	515,152	545,455	575,758	593,940	606,061	2,212,124	2,321,215
COGS	-	-	-	5,000	169,697	169,697	135,758	144,243	152,727	161,212	166,303	169,697	619,395	649,940
Aguasal	-	-	-	5,000	169,697	169,697	135,758	144,243	152,727	161,212	166,303	169,697	619,395	649,940
Gross Profit	-	-	-	-	436,364	436,364	349,091	370,910	392,728	414,546	427,637	436,364	1,592,729	1,671,275
Labor Expenses	-	-	-	25,000	212,122	212,122	212,122	212,122	212,122	212,122	212,122	212,122	848,486	848,486
Salaries & Wages	-	-	-	21,250	180,303	180,303	180,303	180,303	180,303	180,303	180,303	180,303	721,213	721,213
Payroll Tax / Fees	-	-	-	3,750	31,818	31,818	31,818	31,818	31,818	31,818	31,818	31,818	127,273	127,273
Op Expenses	-	-	-	16,000	61,700	87,367	96,200	97,200	98,523	100,168	100,768	101,168	342,467	400,627
Equipment Lease	-	-	-	1,000	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	10,000	10,000
Insurance	-	-	1,000	1,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	36,000	36,000
Linen	-	-	-	1,000	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	18,000	18,000
Bankcard Fees	-	-	-	-	20,000	20,000	16,000	17,000	18,000	19,000	19,600	20,000	73,000	76,600
Rent & Lease	-	-	15,000	-	7,200	32,867	45,700	45,700	46,023	46,668	46,668	46,668	131,467	186,027
Repairs & Maintenance	-	-	-	2,000	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	18,000	18,000
Taxes & Licenses	-	-	-	5,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	28,000	28,000
Utilities	-	-	-	2,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	28,000	28,000
Admin Expenses	-	-	4,000	21,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	200,000	200,000
Advertising	-	-	-	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	48,000	48,000
Legal & Professional	-	-	2,000	3,500	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	100,000	100,000
Meals & Entertainment	-	-	-	-	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	8,000	8,000
Office Supplies & Software	-	-	-	2,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	30,000	30,000
Miscellaneous	-	-	2,000	3,000	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	14,000	14,000
Operating Profit	-	-	(20,000)	(58,000)	112,543	86,876	(9,230)	11,588	32,084	52,256	64,747	73,075	201,777	222,162
Inventory	-	-	-	15,000	-	-	-	-	-	-	-	-	-	-
FFE	-	-	-	25,000	-	-	-	-	-	-	-	-	-	-
TI	-	-	-	150,000	(250,000)	-	-	-	-	-	-	-	(250,000)	-
Note Payment	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cashflow	-	-	(210,000)	(198,000)	362,543	86,876	(9,230)	11,588	32,084	52,256	64,747	73,075	451,777	222,162

2Y IRR	aROI
18%	83%



Scenario PPA -20%, Covers-20% 80%

PPA	Scenario	Base
Lunch / Brunch	16.8	21
Dinner + HH	25.6	32
Late Night	16.8	21

P/L %	Aguasal
COGS	28%
Labor Expenses	35%
Op Expenses	19%
Admin Expenses	11%
<b>Net Profit</b>	<b>7%</b>

Turns / Seat / Wk**	Scenario	Base
Lunch / Brunch	1.6	2
Dinner + HH	4	5
Late Night	1.6	2
<b>Total</b>	<b>7.2</b>	

<b>Seats</b>	200
--------------	-----

Covers / Wk	Aguasal
Lunch / Brunch	320
Dinner + HH	800
Late Night	320
<b>Total</b>	<b>1440</b>

Revenue / Wk \$ 36,864

**2-Year Adopt. Rate.**

Total Rev	-	-	-	5,000	478,863	478,863	383,091	407,034	430,977	454,920	469,286	478,863	1,747,851	1,834,047
Aguasal	-	-	-	5,000	478,863	478,863	383,091	407,034	430,977	454,920	469,286	478,863	1,747,851	1,834,047
COGS	-	-	-	5,000	134,082	134,082	107,265	113,969	120,674	127,378	131,400	134,082	489,398	513,533
Aguasal	-	-	-	5,000	134,082	134,082	107,265	113,969	120,674	127,378	131,400	134,082	489,398	513,533
Gross Profit	-	-	-	-	344,782	344,782	275,825	293,064	310,303	327,543	337,886	344,782	1,258,453	1,320,514
Labor Expenses	-	-	-	25,000	167,602	167,602	167,602	167,602	167,602	167,602	167,602	167,602	670,409	670,409
Salaries & Wages	-	-	-	21,250	142,462	142,462	142,462	142,462	142,462	142,462	142,462	142,462	569,847	569,847
Payroll Tax / Fees	-	-	-	3,750	25,140	25,140	25,140	25,140	25,140	25,140	25,140	25,140	100,561	100,561
Op Expenses	-	-	-	12,000	57,502	83,169	92,842	93,632	94,745	96,180	96,654	96,970	327,146	384,550
Equipment Lease	-	-	-	1,000	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	10,000	10,000
Insurance	-	-	1,000	1,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	9,000	36,000	36,000
Linen	-	-	-	1,000	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	18,000	18,000
Bankcard Fees	-	-	-	-	15,802	15,802	12,642	13,432	14,222	15,012	15,486	15,802	57,679	60,524
Rent & Lease	-	-	-	-	7,200	32,867	45,700	45,700	46,023	46,668	46,668	46,668	131,467	186,027
Repairs & Maintenance	-	-	-	2,000	4,500	4,500	4,500	4,500	4,500	4,500	4,500	4,500	18,000	18,000
Taxes & Licenses	-	-	-	5,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	28,000	28,000
Utilities	-	-	-	2,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	7,000	28,000	28,000
Admin Expenses	-	-	-	4,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	200,000	200,000
Advertising	-	-	-	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	48,000	48,000
Legal & Professional	-	-	2,000	3,500	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	100,000	100,000
Meals & Entertainment	-	-	-	-	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000	8,000	8,000
Office Supplies & Software	-	-	-	2,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	7,500	30,000	30,000
Miscellaneous	-	-	-	3,000	3,500	3,500	3,500	3,500	3,500	3,500	3,500	3,500	14,000	14,000
Operating Profit	-	-	-	(20,000)	(58,000)	69,677	44,010	(34,619)	(18,170)	(2,044)	13,760	23,629	30,209	60,898
Inventory	-	-	-	15,000	15,000	-	-	-	-	-	-	-	-	-
FFE	-	-	-	25,000	25,000	-	-	-	-	-	-	-	-	-
TI	-	-	-	150,000	100,000	(250,000)	-	-	-	-	-	-	(250,000)	-
Note Payment	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Cashflow	-	-	-	(210,000)	(198,000)	319,677	44,010	(34,619)	(18,170)	(2,044)	13,760	23,629	30,209	310,898

2Y IRR	aROI
-3%	46%

Back Salary	
Exec Chef	\$ 100,000
Exec. Sous	\$ 85,000
Sous	\$ 70,000
Pastry	\$ 65,000
Lead Line	\$ 55,000
Line	\$ 44,000
Line	\$ 44,000
Line	\$ 44,000
Line	\$ 44,000
Prep Lead	\$ 55,000
Prep	\$ 40,000
Prep	\$ 40,000
Dish	\$ 34,000
Dish	\$ 34,000

Front Salary	
GM	\$ 90,000
Bev. Dir.	\$ 80,000
Bar	\$ 70,000
Bar	\$ 70,000
Server	\$ 60,000
Server	\$ 60,000
Server	\$ 60,000
Server	\$ 60,000
Back Serve	\$ 40,000
Back Serve	\$ 40,000
Back Serve	\$ 40,000
Back Serve	\$ 40,000
MD	\$ 60,000
Host	\$ 50,000

	Positive	Neutral	Negative
Model Labor	\$ 1,574,000	\$ 1,574,000	\$ 1,574,000
Weekly Sales	\$ 65,000	\$ 53,000	\$ 42,000
Annual Sales	\$ 3,315,000	\$ 2,703,000	\$ 2,142,000
Annual Tips	\$ 663,000	\$ 540,600	\$ 428,400
Labor Goal	35%	35%	35%
Labor \$ Goal	\$ 1,160,250	\$ 946,050	\$ 749,700
Model Labor Cost	\$ 911,000	\$ 1,033,400	\$ 1,145,600
Labor +/-	\$ 249,250	\$ (87,350)	\$ (395,900)



# 214 E. Louisiana Business Plan



Walkabout Hospitality Group's vision for  
for Aguasal located in Historic  
Downtown McKinney within the  
renovated Pantry space.

## IP STATEMENT

The following documents and the hospitality concepts contained herein are the intellectual property of Walkabout Hospitality Group LLC. Without the express written permission of Walkabout Hospitality group this document may not be shared or transmitted, nor may the contained ideas be used in part or in full.



## MISSION & GOALS

Mission Statement: To provide an accessible, differentiated Mexican-Caribbean dining experience first in downtown McKinney and then across North Texas communities.

We don't believe North Texans have access to authentic Caribbean and coastal Mexican cuisine. While seemingly promised across several area concepts, it is our experience that the segment is poorly executed at best or misrepresented at worst. Specifically, the Mexican-Caribbean style itself represents dozens of indigenous and European culinary traditions developed across 500 years of New World cultural clash, settlement, and development. Preparations vary across international borders and distinct people groups that are in many cases separated by as little as a daysail. This curates a throughline of ingredients expressed in a myriad of unique styles; yet, what necessitates a voracity of dishes has been disappointingly reduced to the most pithy national monikers: "Jamaican" Jerk Chicken Breast, "Yucatan" Tilapia Tacos.

We aim to change that conversation.

By combining a menu of approachable Mexican favorites, costal classics, and surf & turf with an infusion of Caribbean styles, our goal is to introduce North Texans to an authentic neighborhood island escape that isn't wasted away or watered down. We chose the name Aguasal, which means saltwater in Spanish. We believe this captures the spirit of our restaurant: Aguasal is both medium of preparation and means of transportation, and our restaurant is made to do both.

Tanner Agar, CEO

Nic Cain, CFO

Taylor Rause, COO



## TARGET CUSTOMERS

**Target #1** - Weeknight working professionals & family

Age 35-65. McKinney residents. Looking for different neighborhood spot, something for everyone in the family. Needs easy access to walk-in + large tables.

**Target #2** - Brunchers

Age 30-45. Women and families. McKinney residents + surrounding areas. Looking for good brunch with excitement, and a twist on the ordinary.

**Target #3** -Late night drinks

Age 30-50. McKinney residents. Looking for well made drinks and a different experience.

## STAFFING PLAN

20 Employees - **Kitchen**

Chef du Cuisine, Sous Chef, Lead Line, Line Cooks, Prep Cooks, Baker, Dishwashers

20 Employees - **Front of House**

General Manager, Bar Manager, Shift Leads, Bartenders, Servers, Service Staff, Hosts

## GROWTH GOALS

**Goal #1** - To achieve \$3 MM in Revenue within 5 years

**Goal #2** - To open 2-3 locations in non-competing DFW neighborhoods within 7 years

**Goal #3** - To do \$500K in special events, popup bar, and city block programming revenue within 3 years leveraging the mezzanine capabilities of the 214 E. Louisiana space.

## LOCATION

214 E. Louisiana St. McKinney, TX 75069  
1st Floor & Mezzanine Floor

## MENU DESIGN EXAMPLE



### Appetizers

#### Chips & Salsas

house chips, salsa trio: red, green, yellow. 8

#### Tropical Honey-Chili Shrimp

crispy shrimp, mango, pineapple, chili pepper, honey, cilantro.

14

#### Tropical Honey-Chili Shrimp

crispy shrimp, mango, pineapple, chili pepper, honey, cilantro.

14

#### Tropical Honey-Chili Shrimp

crispy shrimp, mango, pineapple, chili pepper, honey, cilantro. 14

#### Tropical Honey-Chili Shrimp

crispy shrimp, mango, pineapple, chili pepper, honey, cilantro. 14

#### Tropical Honey-Chili Shrimp

crispy shrimp, mango, pineapple, chili pepper, honey, cilantro. 14

## MENU ITEM EXAMPLES

**Appetizers** - Queso verde (fundido style); Oysters

**Salad & Bowls** - Seared ahi tuna, power greens, quinoa; Shrimp Cobb

.

**Handhelds** - Tacos choose 2 or three: fish, shrimp, chicken tinga, pastor; Spiny lobster roll; Burger

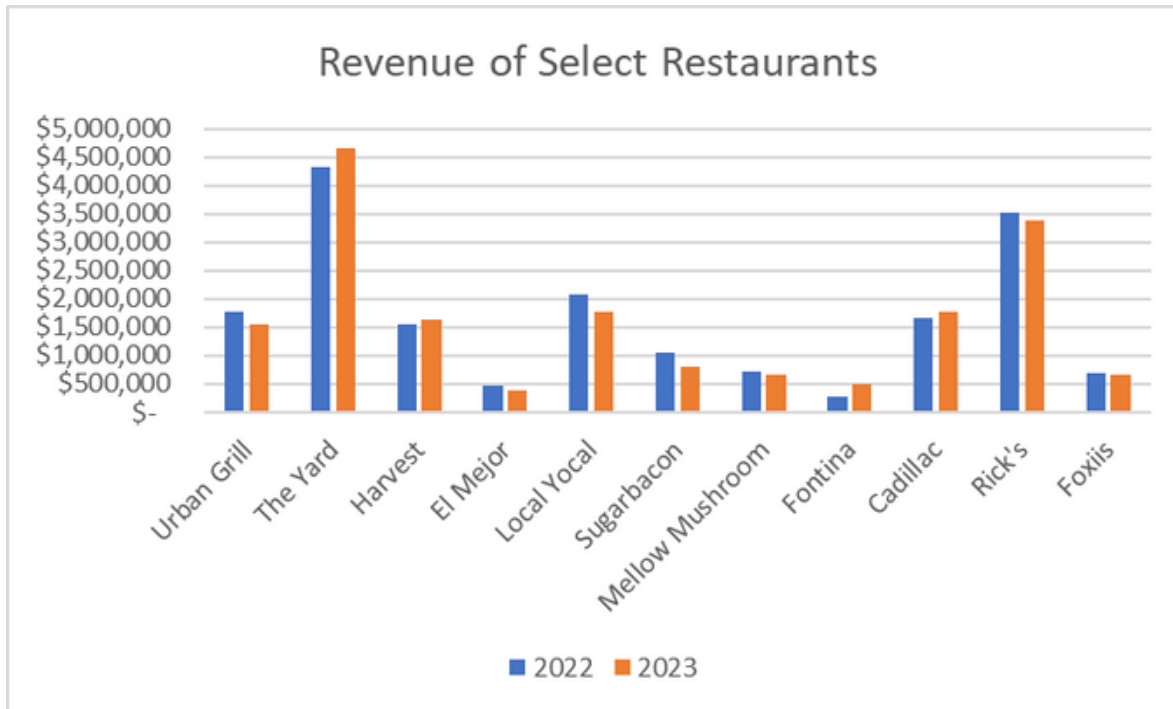
**Desserts** - Key Lime Pie; Banana french toast flambeed rum

**Entrée** - Choose your main, choose your style.

- **Main** - Mahi Mahi, Snapper, spiny lobster, grouper, chicken breast, pork chop, hanger steak, brined mushroom steak
- **Styles** - PR (Mofongo with grilled protein, assorted veg, sauce); Jamaica (Jerked with coconut rice and assorted veg escabeche); Trinidad and Tobago (Curried protein with sweet potato and stewed peas)



## MARKET ANALYSIS



Publicly available monthly alcohol sales data from the TABC was pulled to create the chart above for area restaurants. This data was extrapolated to adjust for food sales assuming a 50/50 alcohol/food split. Monthly totals were then summated to yearly totals for easy analysis across the restaurants.

While we recognize a 50/50 food/alcohol assumption is biased, we can draw several conclusions from the data. First, it is unlikely that all but a few downtown restaurants are able to break 3MM in sales, and those that do tend to be larger in footprint and seating capacity. Second, sales of Mexican-category food is underrepresented in the area. Third, fine dining as a category slumped from 2022-2023 while casual dining remained constant on average if not slightly increased.

## MARKETING PLAN

Leverage existing goodwill and relationships from previous Rye operating history - **Strategy #1**

Retain PR assistance to generate positive local press and publicity - **Strategy #2**

Louisiana St periodic "block party" events that drive new customers to the area - **Strategy #3**  
Program w/ neighbors and downtown events board.



# Portfolio Photos

The following photos are all items that have been served at current Walkabout Hospitality Group restaurants. These specific items won't necessarily be used but they are designed to show our work and to illustrate what our food and beverages are likely to look like.











**Knight Builders, LP**

5100 Eldorado Pkwy., Suite 102 PMB 902

McKinney, TX 75070

[hollie.knight@att.net](mailto:hollie.knight@att.net)

ESTIMATE #	DATE
1116	07/29/2024

**ADDRESS**

Hope Hardware  
Building Lp  
214 E. Louisiana  
McKinney, TX 75069

## Estimate

DESCRIPTION	AMOUNT
Grease Trap - Install GB Grease Trap, 4" outlet per RCS Engineering	9,560.00
Concrete - saw cut existing finished floor and lower new concrete for grease trap location. I	8,750.00
Plumbing line pour back and water connections	8,500.00

TOTAL **\$26810.00**

Accepted By Accepted Date

**Hope Hardware**  
**Profit & Loss**  
January through December 2021

Jan - Dec 21

Ordinary Income/Expense	
Income	
Rental	155,049.03
<b>Total Income</b>	<b>155,049.03</b>
Expense	
Bank Service Charges	148.25
Building Maintenance	40.40
Insurance	15,211.60
Interest Expense	
Loan Interest	27,739.05
<b>Total Interest Expense</b>	<b>27,739.05</b>
Management Fees	29,795.00
Marketing	742.50
Professional Fees	
Accounting	865.00
<b>Total Professional Fees</b>	<b>865.00</b>
Rent	-1,600.00
Repairs	
Building Repairs	1,244.99
Repairs - Other	300.00
<b>Total Repairs</b>	<b>1,544.99</b>
Supplies	
Office	50.65
<b>Total Supplies</b>	<b>50.65</b>
Taxes	
Property	40,309.41
<b>Total Taxes</b>	<b>40,309.41</b>
Utilities	
Gas and Electric	4,036.10
Water	3,109.25
<b>Total Utilities</b>	<b>7,145.35</b>
<b>Total Expense</b>	<b>121,992.20</b>
<b>Net Ordinary Income</b>	<b>33,056.83</b>
<b>Net Income</b>	<b>33,056.83</b>

Report Audited By James L.  
Falgout, P.C.

Certified Public Accountant

2929 N. Central Expressway,  
Suite 235

Richardson, TX 75080

(972) 669-2370 office

(972) 669-9202 fax

Hope Hardware  
Profit & Loss  
January through December 2022

Jan - Dec 22

Ordinary Income/Expense	
Income	
Rental	194,724.00
Total Income	194,724.00
Expense	
Bank Service Charges	15,399.91
Building Maintenance	1,798.73
Insurance	16,773.00
Interest Expense	
Finance Charge	2,706.50
Loan Interest	23,522.31
Mortgage	2,802.98
Total Interest Expense	29,031.79
Management Fees	38,150.00
Postage and Delivery	8.66
Professional Fees	
Accounting	1,100.00
Legal Fees	2,925.00
Total Professional Fees	4,025.00
Repairs	
Building Repairs	266.30
Repairs - Other	378.88
Total Repairs	645.18
Supplies	
Office	45.45
Total Supplies	45.45
Taxes	
Property	43,262.07
Total Taxes	43,262.07
Travel & Ent	
Meals	619.08
Total Travel & Ent	619.08
Utilities	
Gas and Electric	5,735.15
Water	4,273.50
Total Utilities	10,008.65
Total Expense	159,767.52
Net Ordinary Income	34,956.48
Net Income	34,956.48

**\*\*Report Audited By James L. Falgout, P. C.**  
Certified Public Accountant  
2929 N. Central Expressway, Suite 235  
Richardson, TX 75080  
972-669-2370/972-669-9202 Fax

Hope Hardware  
**Profit & Loss**  
January through December 2022

Jan - Dec 22

Ordinary Income/Expense	
Income	
Rental	194,724.00
<b>Total Income</b>	<b>194,724.00</b>
Expense	
Bank Service Charges	15,399.91
Building Maintenance	1,798.73
Insurance	16,773.00
Interest Expense	
Finance Charge	2,706.50
Loan Interest	23,522.31
Mortgage	2,802.98
<b>Total Interest Expense</b>	<b>29,031.79</b>
Management Fees	38,150.00
Postage and Delivery	8.66
Professional Fees	
Accounting	1,100.00
Legal Fees	2,925.00
<b>Total Professional Fees</b>	<b>4,025.00</b>
Repairs	
Building Repairs	266.30
Repairs - Other	378.88
<b>Total Repairs</b>	<b>645.18</b>
Supplies	
Office	45.45
<b>Total Supplies</b>	<b>45.45</b>
Taxes	
Property	43,262.07
<b>Total Taxes</b>	<b>43,262.07</b>
Travel & Ent	
Meals	619.08
<b>Total Travel &amp; Ent</b>	<b>619.08</b>
Utilities	
Gas and Electric	5,735.15
Water	4,273.50
<b>Total Utilities</b>	<b>10,008.65</b>
<b>Total Expense</b>	<b>159,767.52</b>
<b>Net Ordinary Income</b>	<b>34,956.48</b>
<b>Net Income</b>	<b>34,956.48</b>

Accrual Basis

**Hope Hardware**  
**Profit & Loss**  
 January through December 2023

Jan - Dec 23

Ordinary Income/Expense	Jan - Dec 23
<b>Income</b>	
Interest	8.95
Rental	141,885.08
<b>Total Income</b>	141,894.03
<b>Expense</b>	
Bank Service Charges	332.10
Brokerage Fee	0.00
Building Maintenance	53.58
Insurance	19,900.70
Interest Expense	
Finance Charge	17,485.91
Mortgage	32,164.33
<b>Total Interest Expense</b>	49,650.24
Management Fees	25,850.00
Professional Fees	
Accounting	3,180.00
Consulting	0.00
Legal Fees	0.00
Professional Fees - Other	0.00
<b>Total Professional Fees</b>	3,180.00
Repairs	
Building Repairs	1,975.03
Repairs - Other	4,330.20
<b>Total Repairs</b>	6,305.23
Supplies	
Office	44.38
<b>Total Supplies</b>	44.38
Taxes	
Property	45,416.19
<b>Total Taxes</b>	45,416.19
Utilities	
Gas and Electric	8,008.95
Water	3,568.30
<b>Total Utilities</b>	11,577.25
<b>Total Expense</b>	162,309.67
<b>Net Ordinary Income</b>	-20,415.64
<b>Net Income</b>	-20,415.64



Hope Hardware  
Balance Sheet  
As of February 3, 2024

Feb 3, 24

ASSETS

Current Assets

Checking/Savings

Cadence Checking	-1,220.46
First Bank-Money Market #2	11.26
First United Bank	-714.03
First United Bank MM1	262,000.00
First United Bank MM2	250,500.00
Independent Bank Checking	5,291.82
Savings Bancorp South	18,496.45
Savings Ind Bank	2,541.19
TD Ameritrade	36,879.57

Total Checking/Savings 573,785.80

Other Current Assets

Account Receivable-The Pantry	7,848.46
Deposits-Tenants	-47,127.54
Stocks-ThinkOrSwim	23,450.00

Total Other Current Assets -15,829.08

Total Current Assets 557,956.72

Fixed Assets

Accum Deprec Eqpt	-4,943.00
Building Improvements	243,742.05
Equipment	5,631.00
Hope Hardware Building	
Depreciation	-79,902.00
Original Cost	454,737.00

Total Hope Hardware Building 374,835.00

Total Fixed Assets 619,265.05

Other Assets

Accum Amortization	-7,053.00
Financing Costs	11,043.00

Total Other Assets 3,990.00

**TOTAL ASSETS 1,181,211.77**

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Other Current Liabilities

Cleo Meredith	0.00
Loan-ALM Investment Co	0.00
Security Deposits	19,991.46

Total Other Current Liabilities 19,991.46

Total Current Liabilities 19,991.46

Long Term Liabilities

Building Note Bancorp South	-1,957.57
Construction Loan July 2016	-15.24

**Hope Hardware**  
**Balance Sheet**  
As of February 3, 2024

	<u>Feb 3, 24</u>
First United Bank Loan	1,097,500.00
Independent Bank	763.73
Independent Bank Loan 2015	-9,893.11
Independent Bank Loan 2015 Add	162.56
Independent Bank Mortgage 2013	812.35
<b>Total Long Term Liabilities</b>	<b>1,087,372.72</b>
<b>Total Liabilities</b>	<b>1,107,364.18</b>
<b>Equity</b>	
Capital Contribution	2,479.22
Opening Bal Equity	-5,285.78
Owner Draw	-133,642.94
Cleo Meredith	10,000.00
ALM Investment	92,449.01
Retained Earnings	107,472.71
Net Income	375.37
<b>Total Equity</b>	<b>73,847.59</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,181,211.77</b>

## Request for Taxpayer Identification Number and Certification

**Give Form to the  
requester. Do not  
send to the IRS.**

▶ Go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9) for instructions and the latest information.

Print or type.  
See Specific Instructions on page 3.

<b>1</b> Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. <span style="font-size: 1.2em; font-family: cursive;">Hope Hardware Building LP</span>	
<b>2</b> Business name/disregarded entity name, if different from above	
<b>3</b> Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only <b>one</b> of the following seven boxes.	<b>4</b> Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
<input type="checkbox"/> Individual/sole proprietor or single-member LLC <input type="checkbox"/> C Corporation <input type="checkbox"/> S Corporation <input type="checkbox"/> Partnership <input type="checkbox"/> Trust/estate	Exempt payee code (if any) _____  Exemption from FATCA reporting code (if any) _____  <small>(Applies to accounts maintained outside the U.S.)</small>
<input checked="" type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ▶ <span style="font-size: 1.2em; font-family: cursive;">LP</span> <small><b>Note:</b> Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is <b>not</b> disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small>	
<input type="checkbox"/> Other (see instructions) ▶	
<b>5</b> Address (number, street, and apt. or suite no.) See instructions. <span style="font-size: 1.2em; font-family: cursive;">214 E Louisiana St.</span>	Requester's name and address (optional)
<b>6</b> City, state, and ZIP code <span style="font-size: 1.2em; font-family: cursive;">McKinney TX 75069</span>	
<b>7</b> List account number(s) here (optional)	

### Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

**Note:** If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

<b>Social security number</b>										
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%; border: 1px solid black; height: 20px;"></td> <td style="width: 25%; border: 1px solid black; height: 20px;"></td> <td style="width: 5%; text-align: center;">-</td> <td style="width: 25%; border: 1px solid black; height: 20px;"></td> <td style="width: 25%; border: 1px solid black; height: 20px;"></td> </tr> </table>			-							
		-								
<b>or</b>										
<b>Employer identification number</b>										
<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">4</td> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">7</td> <td style="width: 5%; text-align: center;">-</td> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">0</td> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">9</td> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">4</td> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">2</td> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">4</td> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">9</td> <td style="width: 25%; border: 1px solid black; height: 20px; text-align: center;">2</td> </tr> </table>	4	7	-	0	9	4	2	4	9	2
4	7	-	0	9	4	2	4	9	2	

### Part II Certification

Under penalties of perjury, I certify that:

1. The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
3. I am a U.S. citizen or other U.S. person (defined below); and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

**Certification instructions.** You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

<b>Sign Here</b>	Signature of U.S. person ▶ <span style="font-size: 1.2em; font-family: cursive;">Blue Melnick</span>	Date ▶ <span style="font-size: 1.2em; font-family: cursive;">1/25/2023</span>
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### General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

**Future developments.** For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to [www.irs.gov/FormW9](http://www.irs.gov/FormW9).

### Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

*If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See What is backup withholding, later.*