

**VILLAGE OF BARTLETT**

**COMMITTEE AGENDA**

**JANUARY 5, 2021**

**COMMUNITY & ECONOMIC DEV., CHAIRMAN GANDSEY**

Rebecca's Cakes by Design BEDA Application



# Agenda Item Executive Summary

Item Name    Rebecca's Cakes by Design BEDA Application    Committee or Board    Committee

<b>BUDGET IMPACT</b>			
Amount:	\$7,000	Budgeted	Yes
List what fund	Incentives		
<b>EXECUTIVE SUMMARY</b>			
<p>Rebecca Lesmeister has been operating a home-based baking business for several years. As her business continued to grow, she recognized the need to expand into a commercial location.</p> <p>The Village has not had a bakery for over ten years and it has been a use the economic development staff has sought to provide a small, local shopping option.</p> <p>Ms. Lesmeister is expanding into a rear-facing commercial unit in the south portion of Main Street Plaza. She has provided a detailed business plan as well as documentation of \$25,000 worth of expenditures (not counting architect fees).</p> <p>Staff recommended a BEDA grant in the amount of \$7,000, or 28% of project costs. The EDC reviewed the application and heard from the applicant at its December 14<sup>th</sup> meeting, at which time it recommended in favor of a BEDA grant in that amount.</p>			
<b>ATTACHMENTS (PLEASE LIST)</b>			
Staff Memo, Rebecca's Cakes by Design's Bartlett Economic Development Assistance application including supporting documents, draft minutes from the December 11, 2020 Economic Development Commission meeting			

## ACTION REQUESTED

- To forward this request for a \$7,000 BEDA grant for Rebecca's Cakes by Design for a final vote at an upcoming Village Board meeting.
- Resolution
- Ordinance
- Motion

Staff:                    Tony Fradin, Economic Development Coordinator

Date:                    December 22, 2020

## ECONOMIC DEVELOPMENT MEMORANDUM

**DATE:** December 22, 2020  
**TO:** Paula Schumacher, Village Administrator  
**FROM:** Tony Fradin, Economic Development Coordinator *TF*  
**RE:** Rebecca's Cakes by Design BEDA application

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**APPLICANT:** Rebecca Lesmeister

**BACKGROUND:** Attracting a bakery to town has been one of the targeted businesses for over ten years.

Since Sorella's Bakery closed in Devon-Prospect Plaza in 2009, bakery items have primarily been available for sale only at Jewel and through home-based businesses.

One such home-based business has been Rebecca's Cakes by Design, owned and operated by Rebecca Lesmeister. Of late, her business has continued to grow to the point where she is ready to move from a home-based business to a small storefront in Downtown Bartlett.

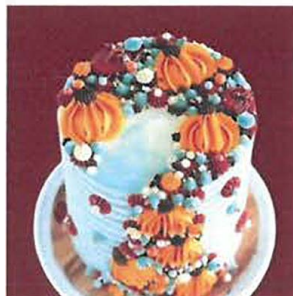
Located on the south portion of Main Street Plaza (Krueger portion) in a rear-facing unit, Ms. Lesmeister is building out a small vacant space into the village's first bakery in several years.

Mr. Krueger has provided a letter authorizing Ms. Lesmeister to move forward with this application as staff requested.

### **BEDA APPLICATION:**

Having started the process with staff prior to the Village Board's recent updates to the BEDA program, Ms. Lesmeister has submitted the attached application, which includes a detailed business plan along with quotes totaling \$25,000 in improvements. The architect fees add another \$2,000 to the project.

Her business plan details her expertise in baking as well as her vast experience in the field. Ms. Lesmeister is taking her passion for baking to serve a community need by providing baked goods that are not only delicious and safe but a work of art.

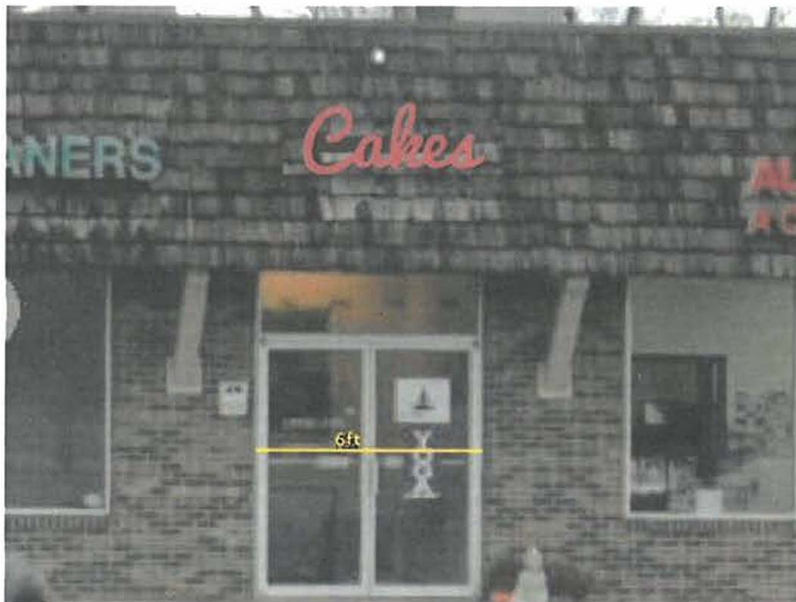


She is well-aware of the demand for allergy-friendly baked goods and will fill this need by ensuring safety in all ingredients and consulting with food experts to ensure integrity in their offerings.

Ms. Lesmeister accurately points out that there are currently no bakeries in the village as well as limited nut-free offerings in the surrounding area. As customers support independent locally-owned businesses with community ties more often, her timing is good in terms of filling this niche in the village.

Between improving the electrical and plumbing for the unit, Ms. Lesmeister details \$5,500 in build-out costs through John C. Lesmeister Contractors as well as nearly \$3,500 in signage from Bartlett-based Mark Your Space.

Ms. Lesmeister is aware of the additional challenges associated with being located in a rear-facing unit, thus her plan includes signage above the front-facing door as depicted in her application.



Her BEDA application shows an anticipated cost of \$27,000 to bring this unit up to current Code and including equipment and signage. The estimates that she turned in amount to \$25,000 but do not include architectural drawings, which is an additional requirement for this project.

Ms. Lesmeister has shared her desire to continue growing her business and eventually move into a larger space, thus she plans to continue making use of this equipment at this and possibly a future location for years to come.

Currently, her business is a one-woman operation, but her business plan indicates that she plans on hiring someone to assist within six months and a second full-time equivalent within a year.

## **RECOMMENDATION:**

As previously stated, attracting a bakery to the Downtown area has long been a goal of the village's economic development team.

In keeping with the "shop local" movement and encouraging entrepreneurial residents like Ms. Lesmeister to take the major step from being a home-based business trying to fulfill hundreds of orders to establishing a commercial location, staff is strongly supportive of this endeavor.

We do not include architectural costs as eligible for reimbursement in the BEDA program, thus are considering this a project with a value of \$25,000.

Staff recommends a BEDA grant in the amount of **\$7,000**, which amounts to 28% of the total costs involved to convert this vacant office space into a sales tax-generating business that will nicely fill a need in the village.

## **DECEMBER 14<sup>TH</sup> EDC MEETING:**

Staff presented Ms. Lesmeister's BEDA application at the December 14<sup>th</sup> meeting of the Economic Development Commission.

Following the staff report, Ms. Lesmeister described her business plan in greater detail including her hopes to continue growing her business and eventually expanding into a storefront with greater visibility.

The EDC unanimously voted to recommend in favor of the **\$7,000** BEDA grant to assist the petitioner with expanding her business into 338 S. Main Street.

**Village of Bartlett Economic Development Assistance Application**

**Applicant Information:**

Applicant(s) Name Rebecca Lesmeister

Applicant(s) Address: 210 N. Hickory Ave

E-Mail Address: RebeccaCakesbydesign@gmail.com

Primary Contact for Project: John Lesmeister

Cell Phone Number and/or Home Number: 630- [REDACTED]

Applicant is or will be (check all that apply)  Tenant  Property Owner

Number of Years in Business: 1 Number of Years in Bartlett: 1

Contact Name and Information for Applicant's Agent or Architect (if any):

John Lesmeister 630- [REDACTED]

(Note: if applicant is a tenant, attach a letter from the property owner granting permission for project)

**Property Information:**

Project Property Location/Address: 338 S. Main St. Bartlett

This Property is (check all that apply): Retail  Restaurant  Office

Other  (explain)

Number of Businesses on Site: 8-10 Bean Geste Hair, Augenstein

Names of Other Businesses on Site: Bartlett Sports, Green Light Driving

Size of Building (dimensions or total square feet) 9600

Stories in building: 2 Parking spaces on property: 67

Last Real Estate Taxes Paid: N/A

Property Tax Index Number(s) (PIN): N/A

County: Cook  DuPage  Kane

**Project Information:**

Total Anticipated Project Cost: \$ 27,000.00

Amount Requested from Village: \$ 13,000.00

Project Scope: Describe and identify all exterior/interior improvements proposed (Use additional paper if necessary to fully describe proposed project)

See Attached Papers.

If approved, estimated project completion date: 1-1-2021

**Please Attach:** Receipts; Copies of both sides of cancelled checks, credit card statements or bank accounts from which materials were purchased and contractors paid; Waivers of Lien



Accounting  
Sheet



**Application Statement (Read and Sign Below)**

I hereby make application to participate in the Bartlett Economic Development Assistance (BEDA) program. In making this application I understand that the purpose of BEDA is to help encourage and leverage private investment in the Village's business community and help my business bring an underperforming property into more productive use.

I understand that prior to commencing any work, the Village must first approve both my participation and proposed scope of work for the project. Applicants must meet with Economic Development staff prior to paying for improvements in order to review how much, if any, the Village may reimburse for the project.

I understand that all improvements made through the help of BEDA must be in accordance with all Village plans and codes. Moreover, as a condition of approval, I understand the Village may require changes to the scope of work I am proposing. I further understand that any work started or completed prior to approval of the project and my participation in the BEDA program is not eligible for reimbursement.

In making this application, I understand that the BEDA program is competitive, funds are limited and selection for participation is at the sole discretion of the Village of Bartlett. I understand that the Village will review my application and at the Village's discretion may reject or approve my participation in the program. I recognize that a project that enhances the Village's business climate by returning an underutilized property into economic productivity, increases local employment opportunities and includes a larger percentage of private investment than public stands a greater chance of being funded by the Village.

I also understand that if selected for this program, the Village will establish a maximum grant award for the project and this may be at a lower amount than requested or less than half of the anticipated cost of the project. I further understand that BEDA operates as a rebate program and, therefore, if selected for participation, Village funds will be disbursed to me at the conclusion of the work, after submittals by me of copies of all bills and satisfactory evidence of their payment, either by lien waivers or bills stamped "Paid" by all contractors. I understand that the actual rebate amount will be calculated at 50% of the documented actual costs by me for eligible expenses to complete the agreed upon improvements, up to the maximum grant amount awarded by the Village for the project.

By signing this application, I hereby acknowledge that I have read the above statement and understand these important features about the BEDA Program.

*[Handwritten Signature]*

Applicant Signature

12-03-2020

Date



**Return this completed application with attachments to:**

**Tony Fradin, Economic Development Coordinator**

**Village of Bartlett**

**228 S. Main Street**

**Bartlett, IL 60101**

Rebecca's  
Cakes By Design





## Rebecca's Cakes by Design

<p><b>Identity</b></p> <p>Rebecca's Cakes by Design is specialty bakery offering custom order cakes, cookies, cupcakes, and pies in a nut free environment along with decorating classes.</p>	<p><b>Problem</b></p> <p>With the increase in nut allergies customers find themselves in the need of custom cake and bakery items which look beautiful, taste exceptional, and most importantly safely address nut free allergy needs.</p>
<p><b>Our solution</b></p> <p>Our bakery products are custom order and made in a nut free environment meeting all requirements for food safety yet still look and taste exceptionally well.</p>	<p><b>Target market</b></p> <p>Our target customer base will be local consumers within the Bartlett and surrounding areas in need of bakery orders for special events. In addition, we hope to partner with local business to provide baked goods for resale</p>
<p><b>The competition</b></p> <p>Custom bakeries specializing in nut free options are part of a niche market with companies of all sizes.</p>	<p><b>Revenue streams</b></p> <p>Rebecca's Cakes by Design will sell directly to customers and local businesses &amp; restaurants for resale.</p>
<p><b>Marketing activities</b></p> <p>As Chamber members we plan to be a part of the Bartlett community by participating in all local events such as heritage days, summer fest, Bartlett arts festival and 4<sup>th</sup> of July. We will be running ads in the Bartlett Examiner along with Facebook targeted at local community groups. Moreover, we will run a free resident birthday cupcake promotion and hold monthly parking lot tent sales to connect with the community.</p>	<p><b>Expenses</b></p> <ul style="list-style-type: none"> <li>● Startup costs for store/kitchen buildout, and commercial appliances.</li> <li>● Baking ingredients such as eggs, flour, sugar etc</li> <li>● Community event costs, advertising costs, and Chamber fees</li> </ul>
<p><b>Team and key roles</b></p> <p>Currently, the only team member is the owner, Rebecca Lesmeister. We will expect to hire 1 FTE within 6 month of opening and a second FTE within a year.</p>	<p><b>Milestones</b></p> <p>As business grows, we expect to move to a commercial building within Bartlett that will provide more walk-in sales opportunities and consider a purchase of the property.</p>

# Business Plan

## Company Overview:

Rebecca's Cakes by Design is a Sole-Member LLC formed in Illinois on August 19, 2020. The sole member and owner is Rebecca Lesmeister, an expert baker and Bartlett resident. As a mom of a small child with a tree nut allergy Rebecca wanted to take her passion for baking to serve a community need by providing custom baked goods that are not only delicious and safe but also a work of art. Rebecca started out in an ice cream shop 11 years ago, where she instantly fell in love with baking and decorating cakes. After working in several bakeries over the years she craved the freedom to experiment with recipes and design techniques on her own – and so Rebecca's Cakes by Design was formed as a home-based specialty bakery. Within a short period of time her customer base outgrew her oven's capacity and so it was time to open a brick and mortar location with a commercial kitchen in Bartlett.

## Product / Services Description:

Allergy friendly baked goods is a niche market where it is often difficult to find truly tree nut and peanut free options that are superior in taste and design to that of standard bakeries. Rebecca's Cakes by Design fills this need by ensuring safety in all ingredients and consulting with a health department food expert to ensure integrity in their offerings. Rebecca's Cakes by Design pricing will not be marked up to account for this niche offering and thereby appeal to both traditional and allergy sensitive customers. Offerings will include custom designed cakes, cupcakes, pies, cookies, home cookie kits limited only by her customer's imagination as Rebecca prides herself on bringing to life her customer's wildest creations. Additionally, Rebecca will offer baking and decorating classes, decorating parties, with plans to partner with local business for resale opportunities. Examples of her recent work as follows:



## **Market Analysis:**

There are currently no bakeries within the Bartlett zip code and limited nut free offerings in the surrounding areas positioning Rebecca's Cakes by Design well in the marketplace. Large competitors in the area such as Jewel offer bulk offerings with limited custom design options. Rebecca's Cakes by Design will serve the custom design market with a focus on offerings for weddings, birthdays, and other special events. Current trends show customers supporting smaller independent "locally" owned businesses with community ties and program that give back to the community. Rebecca's will offer online sales, partnership with local businesses for resale opportunities along with local delivery to serve both customers within the Bartlett area and surrounding areas.

## **Marketing Strategy:**

- As Chamber members Rebecca's will participate in all local events with onsite sales where allowable, giveaways, and visual marketing displays, events such as:
  - Heritage Days,
  - Summer Fest & 4<sup>th</sup> of July Events
  - Bartlett Art Festival
  - National Night Out
  - Shopping BLITZ
- Birthday Program – Bartlett residents will receive a free cupcake on their birthday
- Hero Program – Firemen, Police, First Responders, Pandemic Personal, Veterans will automatically receive 15% off their entire order, this will help drive new business while allowing us to give back to the community.
- Ads will be run in the Bartlett Examiner and on Facebook
- Networking focus online and in-person events, examples below:
  - Membership in local "What's Happening" FB groups
  - Membership in moms clubs and other local online groups
  - BAMS Group and Bartlett Chamber membership
- Onsite promotions to drive brand recognition and awareness of brick and mortar location:
  - Decorating contests
  - Monthly tent events with sales and giveaways

## **Operating Model:**

Rebecca's Cakes by Design will be owner operated with a focus on food safety and excellence in customer service. Onsite owner supervision will drive product quality and controls. A full-time employee will be hired within first six months of opening with a second within 12 months of opening.

Longer term plan is to purchase a commercial property within the Bartlett area that would better position Rebecca's for walk-in retail sales traffic and hire additional employees from the local community.

**Financial Plan:**

<b>START UP COSTS</b>				
<b>Rebecca's Cakes by Design</b>		<b>December 3, 2020</b>		
<b>COST ITEMS</b>	<b>MONTHS</b>	<b>COST/ MONTH</b>	<b>ONE-TIME COST</b>	<b>TOTAL COST</b>
Advertising/Marketing	12	\$500		\$6,000
Rent/Lease Payments/Utilities	12	\$1,200		\$14,400
Insurance	12	\$80		\$960
Supplies – banking Ingredients/ materials	12	\$1,200		\$14,400
Equipment			\$11,025	\$11,025
Furniture & Fixtures			\$1500	\$1500
Leasehold Improvements – Build-Out			\$10,680	\$10,680
Security Deposit(s)			\$1,600	\$1,600
Business Licenses/Permits/Fees			\$500	\$500
Professional Services - Legal, Accounting	12	\$100		\$1200
Miscellaneous				
<b>ESTIMATED START-UP BUDGET</b>				<b>\$69,465</b>

**Gross Sales Projections –**  
**(Average 3-month gross sales are 15,000.00)**

- 10-15% wholesale, Rebecca’s Cakes by Design will partner with local businesses to offer reselling of goods
- 25% sales to existing customers, Rebecca’s has a strong following from their home baking offering driving repeat sales
- 20-30% of sales to come from new product offerings such as decorating parties & classes, home decorating kits, and holiday specialty items such as cocoa bombs
- 15- 25% of sales to come from new customers based on brick and mortar location visibility and online and print marketing

<b>Item Description</b>	<b>Category</b>	<b>Contractor</b>	<b>Proposed Amount</b>	<b>Final Amount</b>
Electrical	Build-Out	U.S. Lighting, Inc	1,700.00	1,700.00
Plumbing	Build-Out	John C Lesmeister Contractors	5,500.00	5,500.00
Mark Your Space	Build-Out	Exterior Sign	416.00	416.00
Mark Your Space	Build-Out	Exterior Sign	3,064.60	
Equipment		Table, Mixer etc.	11,025	11,025
Architect	Build-Out	Architectural drawing	1,200	1,200
Building Material	Build-Out	Studs, Drywall etc	3,254	3,254



**Payment Status**

**Paid in full**

**Paid in full**

**Paid in full**

6,700

**Paid in full**

**Paid in full**

November 25, 2020

Tony Fradin  
Economic Development Coordinator  
Village of Bartlett  
228 S. Main Street  
Bartlett, Illinois 60103

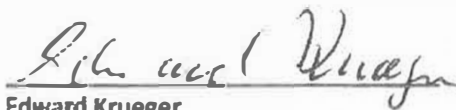
Re: Economic Development Assistance Program  
Rebecca Cakes by Design  
338 S. Main St., Bartlett, IL

Dear Tony,

I am writing to provide information as well as my support and encouragement for the Village to provide a grant to Rebecca Cakes by Design. Rebecca Lesmeister is the owner of the company and she has decided to operate her business by leasing space in Main Street Plaza to offer her bakery products in Bartlett from a new Main Street location. Her lease began November 1, 2020, and she has been working diligently to build-out the space for her baking operations.

As the owner of Main Street Plaza, I am providing my consent for the proposed improvements necessary for her to begin her business.

Please contact me if I can be of further assistance or if additional information is needed.



Edward Krueger  
Owner, Main Street Plaza  
332 - 350 S. Main St., Bartlett, IL 60103

Mailing address: 610 E. Turner Ave., Roselle, IL 60172

From: info.rdstore@jetrord.com  
 Subject: Your Order at theRDstore.com : #162374  
 Date: Oct 24, 2020 at 2:26:50 PM  
 To: rebeccacakesbydesign@gmail.com



18-30 132nd Street  
 College Point, NY 11356, USA

**Order Confirmation**  
 Order #162374  
 Placed: 10/24/2020 15:26:41 EDT

Thank you for your order.

Below is a summary for your records.  
 Once your order ships, we'll send you an email with tracking information.

To avoid any issue inspect the unit upon delivery before signing to make sure there are no damages. If your item(s) are received damaged, please refuse the item and contact us immediately.

**Bill To**

Name: Rebecca Lesmeister  
 Email: rebeccacakesbydesign@gmail.com  
 Phone: 6309629784  
 Company: Rebeccas cakes by design llc  
 Address: 210 N hickory ave  
 Bartlett, IL 60103  
 US

**Ship To**

Name: Rebecca Lesmeister  
 Email: rebeccacakesbydesign@gmail.com  
 Phone: 6309629784  
 Company: Rebeccas cakes by design llc  
 Address: 338 S MAIN ST  
 BARTLETT, IL 60103-4423  
 US

Code	Product	Quantity	Total
e101-g	Duke E101-G Single Deck Full Size Gas Convection Oven with Legs - 40,000 BTU <i>This item qualifies for Free Shipping.</i>	1	\$2,669.00
	GAS1: NATURAL		
PM-10	Primo PM-10 10 Qt. Gear Driven Commercial Planetary Stand Mixer with Guard - 120V <i>This item qualifies for Free Shipping.</i>	1	\$695.47
AWS1248	Channel AWS1248 48"W x 12"D, 1-1/2" Wall Shelf	2	\$132.82
	Lift Gate Service:		\$75.00
	Call Before Delivery:		\$15.00
	Shipping: FedEx Ground:		\$14.09
	Sales Tax:		\$369.14
	<b>Total:</b>		<b>\$3,970.52</b>



1235 Humbracht Circle  
 Bartlett, IL 60103  
 (630) 289-7082

# ESTIMATE

## EST-6284

www.MarkYourSpaceInc.com

Payment Terms: Cash Customer

Created Date: 10/7/2020

**DESCRIPTION:** Exterior LED Sign - Channel Letters - UL Listed Parts - Installed

**Bill To:** Rebecca's Cake by Design  
 338 S. Main Street  
 Bartlett, IL 60103  
 US

**Installed:** Rebecca's Cake by Design  
 338 S. Main Street  
 Bartlett, IL 60103  
 US

**Requested By:** John Lesmeister  
 Email: rebeccacakesbydesign@gmail.com  
 Work Phone: (630) 273-1963

**Salesperson:** Helene Macaspac

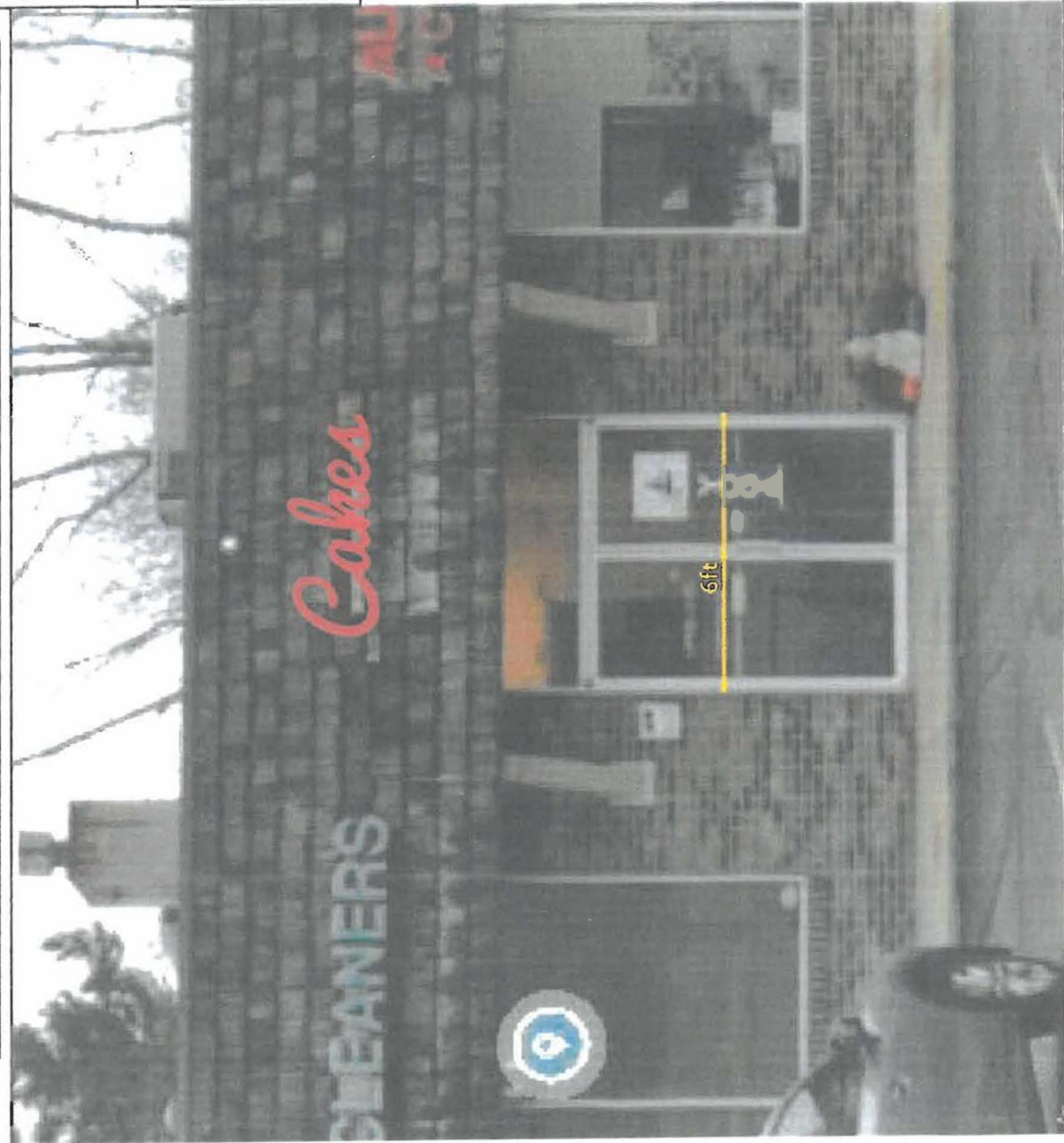
NO.	Product Summary	QTY	UNIT PRICE	AMOUNT
1	Exterior LED Sign - Channel Letters - UL Listed Parts - Installed	1	\$2,752.00	\$2,752.00
2	Permit Acquisition - Optional	1	\$175.00	\$175.00
3	Actual Permit Fees/Bonds/Licenses - TBD	1	\$0.00	\$0.00

<b>Subtotal:</b>	\$2,927.00
<b>Taxes:</b>	\$137.60
<b>Grand Total:</b>	\$3,064.60

I agree to pay a finance charge of 1.5% per month (18% per annum), or \$2.00 minimum per month, whichever is greater, on the unpaid balance over 30 days. In the event of default of any or all of the agreed upon credit terms as set forth, the undersigned agrees to pay such additional sum as and for collection agency fees of 35%, attorney's fees and court costs as the same are incurred in collecting the undersigned's past due amount.

Please provide a signed copy or acknowledgement through email along with a 50% deposit to begin work. Deposits can be made online through your customer portal. If you have any questions please don't hesitate to contact us.

Address: 338 S Main St, Bartlett, IL 60103



Removal Needed



Dimensions

Allowance: 1sq.ft per Display Front

Overall Size: 57"W x 22.9"H


**MARK YOUR**  
 1235 Humbrecht Circle  
 Unit J  
 Bartlett, IL 60103

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 fashion without the permission of Mark Your Signs, Inc.  
 Any use of this artwork without written permission constitutes a violation

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 only. Colors represented on this computer image or color print are  
 more or less exactly match with other. Final approval rests with the





1235 Humbrecht Circle  
 Bartlett, IL 60103  
 (630) 289-7082

# ESTIMATE EST-6238

www.MarkYourSpaceInc.com

Payment Terms: Cash Customer

Created Date: 9/24/2020

**DESCRIPTION:** Replace Tenant Panel in Existing Monument Sign - Double-sided - Installed

**Bill To:** Rebecca's Cake by Design  
 338 S. Main Street  
 Bartlett, IL 60103  
 US

**Installed:** Rebecca's Cake by Design  
 338 S. Main Street  
 Bartlett, IL 60103  
 US

**Requested By:** John Lesmeister  
 Email: rebeccacakesbydesign@gmail.com  
 Work Phone: (630) 273-1963

**Salesperson:** Helene Macaspac

NO.	Product Summary	QTY	UNIT PRICE	AMOUNT
	Exterior - Tenant Panels (Double-sided Monument sign) - Installed	1	\$400.00	\$400.00

<b>Subtotal:</b>	\$400.00
<b>Taxes:</b>	\$16.00
<b>Grand Total:</b>	\$416.00

I agree to pay a finance charge of 1.5% per month (18% per annum), or \$2.00 minimum per month, whichever is greater, on the unpaid balance over 30 days. In the event of default of any or all of the agreed upon credit terms as set forth, the undersigned agrees to pay such additional sum as and for collection agency fees of 35%, attorney's fees and court costs as the same are incurred in collecting the undersigned's past due amount.

Please provide a signed copy or acknowledgement through email along with a 50% deposit to begin work. Deposits can be made online through your customer portal. If you have any questions please don't hesitate to contact us.

### Double-Sided Sign Tenant Panels

Letter Height: 2 9/16"

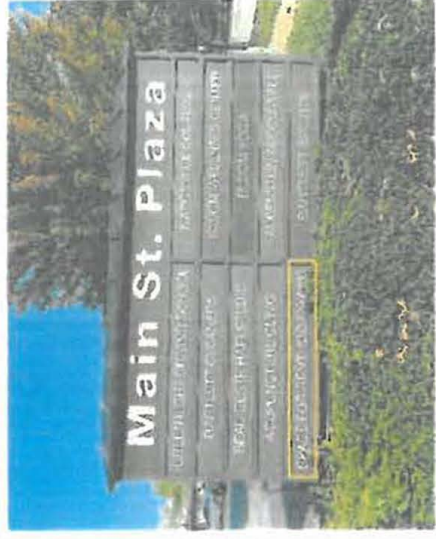
Visual Opening: 57.5"W x 7"H

Trim: 1.75"

REBECCA'S CAKES BY DESIGN

REBECCA'S CAKES BY DESIGN

Removal Needed



Address: 338 S Main St, Bartlett, IL 60103

This artwork is not to be reproduced, copied or exhibited in any fashion without the permission of Mark Your Space, Inc. Any use of this artwork without written permission constitutes a violation of the

MARK YOUR SPACE  
1235 Humbrecht Circle  
Unit 1  
Bartlett, IL 60103

This computer generated artwork is to be viewed as a representation only. Colors represented on this computer image or color print may not exactly match PMS chips, view, or night color. Description



**Regency 24" x 48" 18-Gauge 304 Stainless Steel Commercial Work Table with Galvanized Legs, Undersheff, and Casters**

plus

Qty: 1

TOTAL:  
**\$199.99**



**Regency 24" x 48" 18-Gauge 304 Stainless Steel Commercial Work Table with Galvanized Legs and Undersheff**

plus

Qty: 1

TOTAL:  
**\$118.99**



**Regency 124" 16-Gauge Stainless Steel Three Compartment Commercial Sink with 2 Drainboards - 24" x 24" x 14" Bowls**

Ships Common Carrier

Qty: 1

TOTAL:  
**\$909.00**



**Avantco BC-36-HC 36" Curved Glass Black Refrigerated Bakery Display Case**

plus Ships Common Carrier Free Shipping

Qty: 1

TOTAL:  
**\$2,199.00**



**Avantco A-19F-HC 29" Solid Door Reach-In Freezer**

plus Ships Common Carrier Free Shipping

Qty: 1

TOTAL:  
**\$1,629.00**



**Avantco A-49R-HC 54" Solid Door Reach-In Refrigerator**

plus Ships Common Carrier Free Shipping

Qty: 1



TOTAL:  
**\$1,999.00**

## Recommended Products

**Regency 24" x 96" 18-  
Gauge 304 Stainless  
Steel Commercial Work**  
**\$214.99<sub>Each</sub>**

*plus*

**Regency 24" x 72" 18-  
Gauge 304 Stainless  
Steel Commercial Work**  
**\$164.49<sub>Each</sub>**

*plus*

**Regency 24" x 2  
Gauge 304 Stair  
Steel Commerci**  
**\$82.99<sub>Each</sub>**

**Subtotal**

**\$7,054.98**

**Ships To Business** at **\$1,999.00**

**Pay with credit card**

**Or use a third-party payment service**



**Lease your order as low as  
\$146.04 / month**

### Use Our Live Chat

Mon-Thur 24 Hours, Fri 12AM-8PM EST  
Sat & Sun 9AM-4PM EST



You're shopping  
**Bartlett**  
CLOSED until 6 am

Delivering to  
**60103**

## Your Cart (112)

Share

FREE Shipping on eligible items. [See Details](#)

### Royal Mouldings 854- 1/2 in. x 7/8 in. x 8 ft. PVC FRP Inside Corner Moulding White

Model #0085408011

~~\$2.28~~

1

Store Pickup  
28 in stock at  
Bartlett  
60103  
FREE

Ship To Home  
Estimated Arrival:  
Tue, Dec 8  
FREE

Schedule Delivery  
Starting at \$8.99 for delivery

Save for Later

Save to Favorites

Remove

### Stabilit 855 1/4 in. x 1-3/8 in. x 96 in. PVC Composite White FRP Divider Moulding

Model #10002-2W096CB

~~\$2.28~~



1

Store Pickup  
41 in stock at  
Bartlett  
60103 | [Change](#)  
FREE



Schedule Delivery  
Starting at \$8.99 for delivery

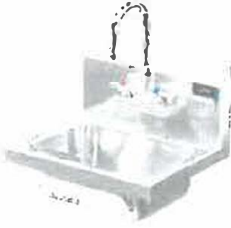
Curbside Available

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Remove





**Griffin Products** Cornal Series Stainless Steel 17x15.5 in. Wall Mount 2-Hole Single Compartment Hand Sink with Lead-Free Faucet

Model #CM.30.124

**\$157.44**

1

  
Ship To Store  
Bartlett  
60103  
**FREE**

  
Ship To Home  
Estimated Arrival:  
Sun, Dec 6  
**FREE**



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[Save to Favorites](#)

[Remove](#)

**PLASTEX** 1/16 in. x 4 ft. x 8 ft. Plastic Panel

Model #63003

**\$129.36**

(\$21.58/item)

6

  
Store Pickup  
54 in stock at  
Bartlett  
60103 | [Change](#)  
**FREE**



  
Schedule Delivery  
Starting at \$9.99 for delivery

Curbside Available

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[Save to Favorites](#)

[Remove](#)



**ClarkDietrich** ProTRAK 25 1-1/4 in. x 3-5/8 in. x 10 ft. Galvanized Steel Track

Model #382POT125-15 (H)

**\$15.00**

(\$3.75/item)

Get Bulk Pricing of \$3.00 on this item when you purchase at least 70 units.

4


  
**Store Pickup**  
 129 in stock at  
 Barlett  
 60103 | [Change](#)  
**FREE**

Curbside Available

[Save for Later](#)

[Save to Favorites](#)

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**TrafficMaster Winding Brook 5.98 in. x 36.02 in. Rigid Core Luxury Vinyl Plank Flooring (23.95 sq. ft. / case)**

Model #VTRHWDWINBRO6X36

**\$912.00**  
 (\$38.00/item)


  
**Schedule Delivery**  
 Starting at \$8.99 for delivery

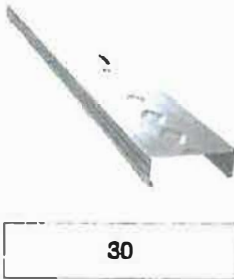

  
**Store Pickup**  
 322 in stock at  
 Barlett  
 60103 | [Change](#)  
**FREE**

Curbside Available

[Save for Later](#)

[Save to Favorites](#)

[Remove](#)



**ClarkDietrich ProSTUD 25 3-5/8 in. x 10 ft. 25-Gauge EQ Galvanized Steel Wall Framing Stud**

Model #726330

**\$110.40**  
 (\$3.68/item)

Get Bulk Pricing of \$2.64 on this item when you purchase at least 70 units.


  
**Schedule Delivery**  
 Starting at \$8.99 for delivery


  
**Store Pickup**  
 232 in stock at  
 Barlett  
 60103 | [Change](#)  
**FREE**

Curbside Available

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**Vintage Timber** 3/8 in. x 4 ft. Random Width 3 in. - 5 in., 10.59 sq. ft. Brown/Grey Barnwood Planks Decorative Wall Panel

Model #2101

**\$1,079.40**  
(\$89.95/item)

12

 **Ship To Store**  
Dec. 10-Dec. 14  
Bartlett  
60103 | [Change](#)  
**FREE**

 **Ship To Home**

Free with \$45 order

 **Schedule Delivery**  
Starting at \$8.99 for delivery

Curbside Available

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[Save to Favorites](#)

[Remove](#)



**MOEN Commercial** 2-Handle Wall Mount Service Faucet in Chrome

Model #8230

**\$120.02**

1

 **Ship To Store**  
Dec. 08-Dec. 11  
Bartlett  
60103 | [Change](#)  
**FREE**

 **Ship To Home**

Free with \$45 order

Curbside Available

[Save for Later](#)

[Save to Favorites](#)

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**CANPLAS** Endura Grease Interceptor 20 GPM 23-2/3 in. L Thermoplastic Grease Trap with Flow Control Device

Model #3920A02S

**\$423.47**

1

**Ship To Store**  
 Dec. 07-Dec. 09  
 Barrett  
 60103 | [Change](#)  
**FREE**

**Ship To Home**

Free with \$45 order

Curbside Available

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[Save to Favorites](#)

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**USG Sheetrock Brand 1/2 in. x 4 ft. x 10 ft. Ultralight Panels**

Model #14113411710



**\$170.62**  
 (\$8.98/item)

Get Bulk Pricing of \$6.74 on this item when you purchase at least 24 units.

19

**Store Pickup**  
 412 in stock at  
 Barrett  
 60103 | [Change](#)  
**FREE**



**Schedule Delivery**  
 Starting at \$6.99 for delivery

Curbside Available

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**Liquid Nails Paneling and Molding 10 oz. Tan Construction Adhesive**

Model #LN-806



**\$37.70**  
 (\$3.77/item)

10

**Store Pickup**  
 41 in stock at  
 Barrett  
 60103 | [Change](#)  
**FREE**



**Schedule Delivery**  
 Starting at \$8.99 for delivery

Curbside Available

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**Royal Mouldings 867 1/4 in. x 3/4 in. x 8 ft. PVC Composite White FRP Cap Molding**

Model #0086708001

**\$2.28**



 **Store Pickup**  
85 in stock at  
Bartlett  
60103 | [Change](#)  
**FREE**



 **Schedule Delivery**  
Starting at \$6.99 for delivery

Curbside Available

[Save for Later](#)

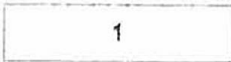
[Save to Favorites](#)

[Remove](#)

**MUSTEE 24 in. x 24 in. x 10 in. Service Mop Basin for 3 in. DWV in White**

Model #83M

**\$192.00**



 **Ship To Store**  
Dec. 09–Dec. 10  
Bartlett  
60103 | [Change](#)  
**FREE**

 **Ship To Home**

Free with \$45 order

Curbside Available

[Save for Later](#)

[Save to Favorites](#)

[Remove](#)

**Checkout \$3,354.25**

Subtotal	\$3,354.25
Estimated Shipping*	FREE
Pick Up In Store	FREE
Sales Tax (determined in later step)	---

**Total** **\$3,354.25**

✓ Free Shipping on Most Orders | Applied

[Details](#)

Have a promo code?

- Shipping is calculated on lowest rate shipping method available other shipping methods available on next page
- Most items can be returned within 90 days by mail or in store. [Online Return Policy](#)

**FRP**



### Get up to \$100 off

Get a Home Depot Credit Card and receive \$25 off your purchase of \$25+ , \$50 off purchases \$300+, or \$100 off orders over \$1,000  
[Apply Now](#)

Item Total	\$3,354.25
Savings	-\$100.00
New Total	\$3,254.25

## Customers Also Purchased...

Glastimer 4 ft. x 8 ft. White .090 FRP Wall	Titobond 3.5 Gal. Greenchoice	Liquid Nails FRP Fiberglass Reinforced	Liquid Nails Interior Projects 10 oz. Tan	2 in. x 4 in. x 96 in. Prime Whitewood	Liquid Nails Extreme Heavy Duty 10 oz.	Liquid Nails FRP Fiberglass Reinforced	852 1/3 3/4 in. PVC
★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★★★	★★★
<a href="#">View Item</a>	<a href="#">View Item</a>	<a href="#">View Item</a>	<a href="#">View Item</a>	<a href="#">View Item</a>	<a href="#">View Item</a>	<a href="#">View Item</a>	<a href="#">View Item</a>



# U.S. LIGHTING, INC.

## *Proposal*

**702 S. Route 53**

**Addison, IL 60101**

**Phone: (630) 534-4800**

**Fax: (630) 469-6875**

**Proposal For:** Rebecca Cake by Design  
338 S. Main St.  
Bartlett, IL. 60103

**Phone:** (630) 273-1963

### **Job Description:**

- Install electrical per bakery floor plan
- Hook up all machinery and equipment
- Includes all labor and materials
- 20% deposit due upon acceptance of proposal

**Estimated Cost:** \$1,700.00

**Date:** November 9, 2020

  
Rebecca Cake by Design

  
U.S. LIGHTING, INC.

# JOHN C. LESMEISTER CONTRACTORS

Plumbing/Environmental/Mechanical

3602 Daisy Lane

Elgin, IL 60124

rpziohn@gmail.com

630-270-0692

## PROPOSAL

Rebeccas Cakes By Design

338 S. Main Street

Bartlett, IL 60103

OCTOBER 27, 2020

To supply labor and rough in materials only for the bake shop build out at above address.

Includes the following:

1. To saw cut concrete floor as needed for plumbing drain system
2. To install PVC waste and vent piping as required, both below and above grade
3. To install copper water piping and gas pipe as required
4. To install and hook up owner supplied fixtures
5. To duct oven vent and reroute cold air return as per plan on the HVAC system
6. Construct partition walls as per plan
7. Drywall and tape partition walls only, painting to be completed by owner
8. Install waterproof laminate flooring and steam clean existing carpet
9. Meet Village inspectors for all rough and finish inspections
10. Any alarm and/or fire alarm add ons or additions and all electrical work to be owners responsibility and not included in this proposal
11. All permit fees to be paid by owner

Cost of work breakdown as follows,

Plumbing	\$2,300.00
Framing	1,700.00
Drywall and flooring	<u>1,500.00</u>

Total cost of above work is \$5,500.00

  
Accepted by \_\_\_\_\_

Date \_\_\_\_\_

  
JOHN C. LESMEISTER  
JOHN C. LESMEISTER CONTRACTING

Last 90 Days from Dec 3rd 202  
Excluding Cash Sales.

**Total sales**

**\$13,290.44**

**↑ 487%**

**Shopify Mobile for iPhone**

**\$8,827.69**

**↑ 112,931%**

**Online Store**

**\$2,642.59**

**↑ 1,076%**

**Shopify Mobile for Android**

**\$1,746.73**

**↓ 14%**

**Draft Orders**

**\$59.40**

**-**

**Facebook Shop**

**\$14.03**

**-**

**SALES OVER TIME**

## **FROM DECEMBER 11, 2020 EDC MINUTES:**

### **REBECCA'S CAKES BY DESIGN BEDA APPLICATION**

Mr. Fradin stated that attracting a bakery to town has been one of the targeted businesses for over ten years.

Since Sorella's Bakery closed in the Devon-Prospect Plaza in 2009, bakery items have primarily been available for sale only at Jewel and through home-based businesses. One such home-based business has been Rebecca's Cakes by Design, owned and operated by Rebecca Lesmeister. Of late, her business has continued to grow to the point where she is ready to move from a home-based business to a small storefront in downtown Bartlett.

Located on the south portion of Main Street Plaza (Krueger portion) in a rear-facing unit, Ms. Lesmeister is building out a small vacant space into the village's first bakery in several years. Mr. Krueger has provided a letter authorizing Ms. Lesmeister to move forward with this application as staff requested.

Mr. Fradin added that having started the process with staff prior to the Village Board's recent updates to the BEDA program, Ms. Lesmeister has submitted the attached application, which includes a detailed business plan along with quotes totaling \$25,000 in improvements. The architect fees add another \$2,000 to the project.

Her business plan details her expertise in baking as well as her vast experience in the field. Ms. Lesmeister is taking her passion for baking to serve a community need by providing baked goods that are not only delicious and safe but a work of art.

She is well-aware of the demand for allergy-friendly baked goods and will fill this need by ensuring safety in all ingredients and consulting with food experts to ensure integrity in their offerings. Ms. Lesmeister accurately points out that there are currently no bakeries in the village as well as limited nut-free offerings in the surrounding area. As customers support independent locally-owned businesses with community ties more often, her timing is good in terms of filling this niche in the village.

Between improving the electrical and plumbing for the unit, Ms. Lesmeister details \$5,500 in build-out costs through John C. Lesmeister Contractors as well as nearly \$3,500 in signage from Bartlett-based Mark Your Space. Ms. Lesmeister is aware of the additional challenges associated with being located in a rear-facing unit, thus her plan includes signage above the front-facing door as depicted in her application.

Her BEDA application shows an anticipated cost of \$27,000 to bring this unit up to current Code and including equipment and signage. The estimates that she turned in amount to \$25,000 but do not include architectural drawings, which is an additional requirement for this project.

Ms. Lesmeister has shared her desire to continue growing this business and eventually move into a larger space, thus she plans to continue making use of this equipment at this and possibly a future location for years to come.

Currently, her business is a one-woman operation, but she plans on hiring someone to assist within six months and a second full-time equivalent within a year.

Mr. Fradin added that as previously stated, attracting a bakery to the downtown area has long been a goal of the village's economic development team.

In keeping with the "shop local" movement and encouraging entrepreneurial residents like Ms. Lesmeister to take the major step from being a home-based business trying to fulfill hundreds of orders to establishing a commercial location, staff is strongly supportive of this endeavor. Staff does not include architectural costs as eligible for reimbursement in the BEDA program, thus are considering this a project with a value of \$25,000.

Mr. Fradin concluded stating that staff proposes a BEDA grant in the amount of \$7,000, which amounts to 28% of the total costs involved to convert this vacant office space into a sales tax-generating business that will nicely fill a need in the village.

Mr. Fradin turned the floor over to the petitioner to introduce herself.

Ms. Lesmeister introduced herself and her husband John, streaming from the inside of the new bakery space. She stated that they have been working on this goal for about a year, but it really became a reality in July when she went full time at home. She added that she has been making cakes since she was 15 and added that she has 2 kids, one with a nut allergy. Learning the severity of nut allergies in others, she realized the importance of having a nut-free bakery in the area, as there are none nearby. She expressed enthusiasm about her new endeavor, adding that the BEDA grant will really help start them off on the right foot.

Commissioner Perri welcomed Ms. Lesmeister as a new businesswoman to Bartlett. He stated that a town should grow from within expressing great enthusiasm of a resident bringing a new business to town. He concluded by wishing them great success, and to get open as soon as possible.

Commissioner Gudenkauf welcomed Ms. Lesmeister, saying she's excited to be right across the street from a new chamber member.

Mr. Lesmeister stated that they have an inspection tomorrow, and if they pass, they will be hanging drywall this weekend. He added that they are looking to open in January.

Commissioner Kubaszko asked if the petitioners were comfortable with their location in terms of visibility, and people knowing they are there.

Ms. Lesmeister stated that they currently operate out of her home, and with their current clients, they will be able to overcome some of the hurdles in the new location. She stated that this is a stepping stone to a potentially better storefront in the future, but is currently doing what they can.

Commissioner Lewensky added that looking at the business plan, he stated that there is a thorough plan to start advertising and gaining visibility. He also added that he noticed they are the only business in the strip-center registered with Google.

Ms. Lesmeister shared some of the promotions they will be doing early, including a birthday cupcake promotion, discounts for military and service members, etc.

Assistant Village Administrator Scott Skrycki added that the village will be using their resources to promote them as well.

Commissioner Gudenkauf stated that the chamber would do the same.

Commissioner Perri asked what the staples of the bakery would be in terms of items that are made fresh daily.

Ms. Lesmeister stated that there will be cupcakes, cookies, chocolate covered pretzels, muffins, other breakfast pastries and coffee.

Commissioner Lewensky moved to recommend a BEDA Grant in the amount of \$7,000 to Rebecca's Cakes by Design to the Village Board that motion was seconded by Commissioner Perri.

AYES: Commissioners Gerald Kubaszko, Nannette Gudenkauf, Joe LaPorte, Adam Lewensky, Robert Perri

NAYS: None

ABSENT: Commissioners Kirsten Erickson, Michelle Hughes, Tracy Smodilla

MOTION CARRIED