

March 5, 2023

Peter Ouchakof and Loan Committee Dane County CDBG-RLF Administration City-County Building, Room 421 210 Martin Luther King Jr. Blvd. Madison, WI 53703

Dear Peter and Committee,

Please accept this application for a request from Seven Acre Dairy Company for \$240,000 from the Dane County Commercial Revitalization Loan Fund.

Seven Acre Dairy Company is a new ~\$11.5M hospitality concept, agri-tourism destination, and dairy manufacturing plant in rural Dane County in the downtown core of unincorporated village of Paoli.

Eighteen months ago, the building that houses Seven Acre—a dairy manufacturing plant that produced butter, cheese, and milk between 1888-1980—was nearing blight; today, the property is on the National Register of Historic Places as an exceptional example of a building that reflects the contours of change in the 20th century Wisconsin dairy industry. It also now houses a thriving business that is bringing thousands of weekly visitors to Paoli.

This funding request represents a critical piece of gap financing for the project and important Phase 2 expansion for Seven Acre. The Project's name is "Seven Acre Event, Sustainable Agriculture, and Bicycle Transportation Improvement Project." Besides providing more ecofriendly food and transportation choices for visitors at Seven Acre, this project will create at least 8 FTEs and increase revenue by 20%.

We believe that our project is an excellent fit for this program and we look forward to working with you and your team.

Very Truly

President

Seven Acre Dairy Company



Street Address:

City/State/Zip:

Municipality:

DUNS Number*:

Street Address:

City/State/Zip: Phone Number: Alternate Phone:

Fax Number:

E-mail Address:

☐ Limited Partnership

Web Site:

Name:

Loan Application Commercial Revitalization Loan Fund (CRLF) and ED-RLF



Version: 5.22.2012 SECTION A: APPLICANT INFORMATION Business Legal Name: Doing Business As (DBA): 53508 Belleville Montrose Township WWW. Seven acred as ryco, com Contact Person Regarding this Application MINK NICOLAAS Title/Position Function: OID MIDDLETON NICMINK OGMAIL, COM *A Data Universal Numbering System (DUNS) number must be provided for each business. A business may contact Dun & Bradstreet at 1-800-333-0505 to register and obtain a free DUNS number. **SECTION B: BUSINESS INFORMATION** 1. Legal Structure (check one) ☐ Sole Proprietorship ☐ Corporation Limited Liability Company (LLC) ☐ General Partnership ☐ S-Corporation ☐ Limited Liability Partnership (LLP)

☐ Other

6.	Type of Business (check	all that apply):		
	☐ Architecture	☐ Consultant	☐ Construction Contractor	☐ Engineering
	☐ Fabricator	Finance	Manufacturing	Retail/Vendor
	X Service	☐ Transportation	∭Wholesale/Distributor	Legal
	Broker	☐ Other (specify)	-	
7.	Certifications held by bu	siness (check all that apply)):	
	☐ Minority Business En	terprise	☐ Small Business Enterprise	
	☐ Section 3 Business		☐ Women-Owned Business Enterp	orise
8.	How many years have y	ou been doing business und	der your present firm or trade name?	
9.	Please list any other nar	mes under which this busine	ess may have operated:	
11.	How many hours per we	ary products and/or service	to be considered full-time? 36	
13.		rends in the business/indust	try in which this business is operating.	
14.	Describe the existing an	d potential target customers	s of the business.	

15.		Identify all owners; attach sep f 20% or more of the business.		and the second s	Persona ' AH		ements will be
			Latino or			Ownership	
	Name	Address	Hispanic (Y / N) Race* Ge		Gender*	% Da	Voting %
	* Demographic Options						
	Gender: R	ace: (Indicate all that apply)					
	FemaleMale	African-American, Black (B) Asian (A)		ative Americ acific Islande		White, C	aucasian (W)
16.	If your business is incorpo	orated please provide names of	f all officers.		_		
	Board	of Directors	Т	itle	Latino de Hispan		Gender*
	NICOLAAS M	INK	President		N	While	Male
	ANDREW ZIE	EGLER	Vice Presi	dent		while	Male
	SCOTT FOREST		Secretary			While	MALE
			Treasurer				
17.	Provide information on the	e key members of your manage	ement team.	Please be	sure to atta	ch resumes.	
	Manag	ement Team	Т	itle	Latino Hispan	TOTAL TOTAL CONTRACTOR	Gender*
	Shanna Pa	cifico	Director	of Ops	N	While	FEMALE
	Shannon Sheft	10		اره ناه	10000 000	while	FEMALY
	. a						
		SECTION C: PROJECT	T AND FINA	ANCING R	EQUEST		Flatzinika (1921) Rajatroka (1921)
18.	Provide a description of the the current zoning. Attack	ne location where the project when a map to this application.	ill take place,	, indicate wh	nether the s	ite is leased or	owned, and
	Project Name:	Sec	2 At	teches			
	Street Address:		•				
	City/State/Zip:						
	Municipality:						

See Attechel

/					
	Owned or Leased:				
	Current Zoning:				
19.	Provide a description of the	proposed project.			
20.	Provide information on the proposed facility, whether to in each facility.	e site acreage, square the business will own o	e footage of the facility or lease each facility, a	currently used by you nd the current and prop	ur business (if any) and oosed number of tenants
	Facility	Site Acreage	Square Footage	Own/Lease	Number of Tenants
F	Existing Facility New/Rehabbed Facility				
	If this project involves the p				
23.	If this project involves the p ☐ Yes ☐ No (If yes, ple	ourchase of land/or exist ease attach one copy.)	sting buildings, have an	y environmental studies	been done?
24.	Will the project require any	change in zoning?	Yes 🗌 No		
25.	Will the project involve the	demolition or conversion	on of any existing struct	ures? ☐ Yes ☐ No	
26.	Provide a description of the sources and uses of all fundament	sources and uses of f ds for the project is rec	funds for the project. Pquired to be attached.	lease note that a detaile	ed budget showing the
	Uses of Funds	Dane County CRLF/RLF Funds	Source 2 Name:	Source 3 Name:	Total
	Acquisition of Land or Buildings				
	Rehab or remodeling				
	New Equipment				

Sec Attack

Uses of Funds	Dane County CRLF/RLF Funds	Source 2 Name:	Source 3 Name:	Total
Inventory				
Working Capital				
Other,				
Total				
			Total	

27. Business Loan Terms. For each existing loan source identified in 26, please indicate the loan terms, original amount of the loan, the current outstanding balance, and the name and phone number of your contact person.

Source	Interest Rate	Terms	Original Amount	Current Outstanding Balance	Contact Name/ Phone Number

28. Collateral. Provide a description of the collateral for this proposed loan. (Please attach one copy of any appraisals that have been done.)

Collateral	Cost	Appraised Value	Source of Appraisal	Other Lier Holder(s)
	-			

29. Describe the reason for requesting funds under the Dane County Commercial Revitalization Loan Program (Check all that apply and describe):

Lender unable to commit more funds to project.
☐ Insufficient rate of return for business.

30. Project Timeline. Provide a timeline for this project. Milestones may be such items as securing all financing, bidding on construction, acquiring equipment, or hiring employees. Please customize this for your project.

Milestone	Timeline
Complete Financing	June 1, 2023
Hire Four FTES	June , 2023
Lauch Agriculture Plot	June 2023
Lauch Evert Expusion	Jun 2023
Complete Agnow Plot	August 2023
Complete Event Exprison	Dec 2023

Milestone	Timeline
Lauch Bicythe Improvnet	Feb 2024
Complete Bicycle Emporent	April ZOLY
Hire 4 FTES	June 2024

JOBS are the major inducement for the County to provide loan funds. One full-time equivalent (FTE) job must be created or retained for every \$35,000 in CRLF funds loaned. At least 51 percent of those jobs (computed on a full-time equivalent basis) must be made available to or held by a low-and-moderate income person. A full time equivalent is a 40 hour per week or 2,080 hour per year job. If two persons are hired for 20 hours per week for 52 weeks per year, that is 1 full-time equivalent job.

The following requirements must be met for jobs to be considered created or retained.

- a. For projects that **create** jobs, at least 51% of the jobs must be held by or **made available** to low-and-moderate income persons.
- b. For projects that **retain** jobs, there must be sufficient documentation that the jobs would be lost without this loan and that one or both of the following apply to at least 51% of the jobs:
 - The job is currently held by a low-and-moderate income person; or
 - The job can reasonably be expected to turn over within the following two years and steps will be taken to ensure that the job will be filled by, or made available to, a low-and-moderate income person.

Created or retained jobs are only considered to be **made available to** low-and-moderate income persons when:

- Special skills that can only be acquired with substantial training or work experience or education beyond high school are **not** a prerequisite to fill such jobs, or the business agrees to hire unqualified persons and provide training; and
- The business takes actions to ensure that low-and-moderate income persons receive first consideration for filling such jobs, such as:
 - o advertising the jobs to be filled with the Dane County Housing Authority, Centro Hispano of Dane County, Madison Apprenticeship Program, Madison Urban Ministry, Porchlight, and other non-profits serving low-and-moderate income populations;
 - o conducting a job fair in a low-and-moderate income neighborhood;
 - o listing the jobs to be filled with Job Service:
 - o providing a listing of the jobs to be filled to the Associate Division Manager of Economic Assistance and Work Services Division (EAWS) of the Dane County Department of Human Services who will work to refer eligible applicants
- The business must track the persons interviewed for each position and maintain income self-certification forms from each applicant for review by the County, HUD, and the Office of Inspector General.

For developments in which units or space will be leased or purchased by other tenants, such as a retail mall, the borrower/owner must ensure that the job creation and reporting requirements are incorporated into the lease or purchase agreements for each tenant.

31. Jobs Created. For each job to be created and filled in the next 24 months, please list the job title, job type, whether it will be full time or part time, the number of employees to be hired, whether the position requires any special skills, training, or education beyond a high school level, the number of hours per week, the hourly wage, and whether the job will be made available to low-and-moderate income persons. Please attach additional pages as needed.

Yes	\$12	50	40+	20	7	T	Service	Sever
Yes	\$15-20	05	40+	70	1	7	Servce	Cook
yes	\$12-15	50	40+	70		7	Service	Cafe Worker
Yes	\$16-20	S	401	70	_	7.	Laborer	Grounds Persin
yes	\$20-25	50	404	Jes	1	T.T	Manages	Event Manager
Job to be Made Available to LMI Person (Yes/No)	Hourly Wage	Number of Weeks Per Year	Number of Hours Per Per	Requires Special Training (Yes, No)	Number of Employees to be Hired	Full-Time or Part Time (FT/PT)	Job Type*	Job title

* JobType:

Officials and Managers Technicians

Office and Clerical Operatives (Semi-Skilled) Service Workers

Professional Sales Craft Workers (Skilled) Laborers

				34.	33.	32.
Financial statements demonstrate the need for funds and/or a deteriorating competitive position that will result in a reduction in the workforce or the business closing. Other, specify:	A notice has been given to employees of layoff or business closing within the past 60 days. Articles have appeared in a local newspaper or other trade publication related to employment loss.	A notice of mass layoff or business closing has been filed with the Wisconsin Department of Workforce Development in the past 60 days.	Statement	Job Retention. In order to claim job retention, a business must provide clear, convincing, and objective evidence that without the CRLF loan, the jobs would be lost to Dane County within an immediate time frame. If this application is for the retention of jobs, please indicate which of the following statements apply and attach the supporting documentation to this application.	33. Describe the actions that will be taken to ensure that jobs are made available to low-and-moderate income persons.	For any jobs that require special skills, training, or education beyond high school prior to hiring and that will be made available to low-and-moderate income persons, please list by job title the actions that will be taken to assist low-and-moderate income persons to meet those requirements.
			Yes	the CRL		to low-and neet those
			No	F loan, the		,

35. Jobs Retained. For jobs that are being claimed as created, please provide the job title, job type, full/part time status, number of hours per week, hourly wage, whether the job is held by a low-and-moderate income person, and whether the job can reasonably expect to turnover in the next two years. Please attach to this application, the most recent payroll in order to document current employment levels. The payroll should indicate each employee who is being claimed as low-and-moderate income, an Employee Certification Form must be completed. whether each employee is part-time or full-time. Social security numbers and other sensitive identifiers should be redacted. Please note that for

				Job title	
				Job Type	
				Full-Time or Part Time (FT/PT)	
				No. of Hours Per Week	
				Hourly Wage	
l l	_			Low and Moderate Income (LMI)	Number of Current Employees Who Are:
				Not LMI	ent Employees Are:
				Is Job Expected to Turn over in Next 2 years (Yes/No)	

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35.	11.714	A 10 (A)	. 1 ()	- FIR	-	1417

Job pirating is prohibited under Section 588 of the Quality Housing and Work Responsibility Act of 1998. The County is prohibited from providing assistance that will result in the relocation of a plant, facility, or operation from one Labor Market Area to another, within three years of the date of assistance, if such relocation will result in a significant loss of jobs in the labor market area from which the relocation occurs. A significant loss is defined as the loss of 500 or more jobs or equal to or greater than one-tenth of one percent of the total number of persons in the labor force of that Labor Market Area.

36.	Will the project relocate jobs from one labor market to another? ☐ Yes ☐ N	No
37.	If yes, how many jobs will be lost from the labor market area from which the will not be relocated to or replaced at the project site.) jobs.	jobs will be relocated? (Include jobs that
38.	From which location will the jobs be relocated or lost?	
	City	State

Prior to the County being able to commit funds to a project, an environmental review must be conducted, and if needed, approval for the release of federal funds must be obtained from HUD (Department of Housing and Urban Development).

SECTION E: ENVIRONMENTAL CERTIFICATION

39. This business understands and agrees that:

Statement	Yes	No
CRLF funds are provided under the Community Development Block Grant (CDBG) program which requires that projects obtain environmental clearance prior to any portion of the project moving forward or project funds will be rescinded and repaid to the County.	M	
The environmental review must cover the entire scope of the project as presented in this application. The project is defined and includes all line items listed in the application and all aspects necessary to successful completion of the project, including both private and public on and off-site investment by any party.	¥	
It will assist the County in fulfilling it's environmental review requirements.	K	
Local and regional governmental and civic bodies and citizens must be notified of the project's potential effects on various aspects of the environment. In addition, the environmental review process may include coordination with several regulatory entities. These entities may have requirements such as archaeological studies, special permitting, and mitigation measures.	À	
Federal regulations may require that a public notice be published in a newspaper of general circulation and that a 15-day public comment period by observed. This process takes a minimum of 20 days and may take longer if public comments are received.	Æ	
Federal regulations may require that a approval for Release of Funds be obtained from HUD. This process takes a minimum of 20 days.	¹ ⊠	
If a purchase option is offered prior to the environmental review being completed, the option must contain contingency language indicating there will be no transfer of title to the purchaser until all environmental review procedures have been completed. Any deposits made must be nominal (less than \$1,000) or refundable (if more than \$1,000).	₽	

SECT	ION	F.	LEGAL	INFO	RM	ATIO	N
OLO!			LLUAL			\boldsymbol{A}	14

Statement	Yes	No
Has the applicant or any owner been involved in any lawsuits or judgments in the last five (5) years of have any lawsuits pending?		ă
Has the applicant or any owner been involved in any bankruptcy or insolvency proceedings or have any proceedings pending?		Ø
Has the applicant or owner had any civil or criminal charges in the last five (5) years or have any charges pending?		Ø
Does the applicant or any owner have any outstanding tax liens or judgments?		K
Is the property tax delinquent?		Ø

Please attach a detailed explanation for any YES responses.

SECTION G: CONFLICT OF INTEREST

Immediate Family Ties

Immediate family ties includes spouse (including fiancée/fiancé), parent (including step parents), child (including step-children), siblings (including step-brothers and step-sisters), grandparent, grandchild, and inlaws of a covered person.

40. For each owner of the business, please list any immediate family ties to any employees of Dane County, the County Board of Supervisors, or the CDBG Commission.

Business Owner	Name of Person to Whom the Business Owner has Immediate Family Ties	Relationship

SECTION H: CERTIFICATION

The Applicant for loan funds certifies:

- a. To the best of my knowledge and belief, all information contained in this application is true and correct.
- b. No work on this project has been accomplished and that no work will be undertaken until environmental clearance has been received and a contract with Dane County has been executed.
- c. That the applicant is in compliance with all laws, regulations, ordinances, and orders of public authorities applicable to it.
- d. That the applicant is not in default under the terms and conditions of any grant or loan agreements, leases, or financing arrangements with its creditors.
- e. That the applicant has disclosed and will continue to disclose any occurrence or event that could have an adverse material impact on the project. Adverse material impact includes, but is not limited to, lawsuits, criminal or civil actions, bankruptcy proceedings, regulatory intervention, or inadequate capital to complete the project.
- f. Understands that unless it qualifies as trade secret, all information submitted to the County is subject to Wisconsin's Open Records Law.

The applicant requests that the County treat the following items as TRADE SECRET:

Item	Y,e,s	No	Not Applicable
Personal financial statements			
Personal or business tax returns	Ď		
Historic business financial statements			
Business financial projections	N N		
Business plan or study	Ŕ		
Other:			2 2

g. I possess the legal authority to apply for this loan.

Warning:	Title 18,	Section	1001	of the U	.S. Code	e states	that a	person	is guilty	of a fe	lony for k	nowingly	and
willingly m	naking fal	se or frai	uduler	nt staten	nents to	any de	partme	nt of the	United	States	Governm	ent.	

2	2-26-2023
Signature	Date
MICOLAAS MINK	
Name (Typed or Printed)	
PRESIDENT	
Title	
Signature	Date
Name (Typed or Printed)	
Title	

APPLICATION CHECKLIST

Each completed application to be submitted to the County of Dane shall consist of the following:

Busine	ess D	ocuments
	1. 2.	Completed CRLF Loan Application Business plan outlining management, marketing, competition, business history, and future potential (for new businesses and those in operation less than five (5) years.)
	3. 4. 5. 6. 7.	Detailed project budget Balance sheets for the preceding three years. Profit and loss statements for the preceding three years. Federal income tax returns for the prior three years. Three year projections of cash flow with the first year being on a month-to-month basis. Include an explanation of all assumptions.
	8. 9. 10. 11.	Three year projections of income and expenses. Include an explanation of all assumptions. Aging of accounts receivable and payables, even dated with the current financial statements. If claiming jobs as retained, documentation that without this loan, that jobs would be lost. (See item 29)/ If claiming jobs as retained, copy of most recent payroll.
Person	nal/In	dividual Information
	12.	Current personal financial statement of: 1) each proprietor, or 2) each limited partner who owns 20% or more interest and each general partner, or 3) each stockholder owning 20% or more voting stock, or 4) any person or entity providing a guaranty on the loan. NOTE: A notarized statement from a certified accountant indicating the net worth of each business owner under this section may be substituted for the personal financial statements.
	13. 14.	Resumes of all key management personnel. In the case of stock option, copies of Private Placement Memorandum.
Projec	t Info	ormation
	15. 16. 17.	Map of project location. Evidence of site control, such as a signed offer to purchase, current building lease, etc Copies of any estimates or quotes regarding work to be done or equipment to be purchased in connection with the project.
	18. 19. 20. 21.	Appraisal of real estate, property, or other collateral. Pictures of collateral offered. Copy of any environmental studies done for the project. If the project involves acquisition of land or buildings, new construction, or rehabilitation, a letter of support signed by the chief elected official of the municipality where the project is located.
	22.	Real estate projects must include at least 4 photographs of the site and adjacent land uses from all directions, including applicable street views.
	23.	If applicable, copies of building lease(s).
Lende	r Doo	cuments
	24.	Commitment letter(s) from bank and/or other lenders that includes a description of the terms of the loan(s), a description of collateral and/or guarantees, listing of any co-signers, and a signed acceptance from borrower (s). The bank and other lenders should advise the County of all covenants and/or limitations relating to the loan(s).

Additional materials may be requested by the County. Please consult with the County's Economic Development Specialist as to the required documents for your specific loan request.

Closing

Additi	onal ii	nformation will be required at the time of loan closing. This may include, but is not limited to:
	25.	Copies of Articles of Incorporation and Bylaws if a corporation; Articles of Organization and Operating Agreement if a LLC; or any written Partnership Agreement if a partnership.
	26.	Title Commitment/Equipment make, model, serial numbers
	27.	Appraisals
	28.	Environmental
	29.	Hazard Insurance
	30.	Life Insurance/Life Insurance Collateral Assignment Form
	31.	Proposed Lease Draft
П	32	Evidence of Equity Injection

Appendix A

12. Briefly describe the primary products and/or services of the business.

For more detail, please see business plan and pitch deck

Seven Acre Dairy Company is a hospitality concept, agri-tourism destination, and dairy manufacturing plant housed in a mid-20th century dairy factory on the National Register of Historic Places. Specifically, Seven Acre provides:

- Indoor and outdoor event space for professional and social gatherings for 8-500
- A DATCP Licensed Dairy Plant producing butter and ice cream from the milk from local farms
- A Cafe and retail area serving breakfast and lunch, with site-made ice cream and butter for sale.
- A 100-seat farm-to-table restaurant, using site-made butter and ice cream and using agricultural products from local farmers.
- A luxury-positioned 8-room boutique hotel.

13. Briefly describe critical trends in the business/industry in which this business is operating.

For more detail, please see business plan and pitch deck

Though tourism and hospitality suffered in the initial stages of the COVID-19 Pandemic and while the industry remains challenged by labor shortages and inflation, leisure travel has remained resilient and, in rural destinations near major metropolitan areas, has actually witnessed significant growth since the COVID-19 Pandemic. In addition, the marketplace for local, artisanal, and ethically-produced food remains strong and growing among a wide-cross section of Americans, from the Baby Boomers to Gen Z.

14. Describe the existing and potential target customers of the business. For more detail, please see business plan and pitch deck

Because of its ties to the dairy industry and the state's dairy heritage, we believe this project has a large customer base. We also have segmented the businesses housed on the property to appeal to moderate through high income families and customer demographics from both rural and urban areas.

SECTION C

18. PROJECT NAME:

Seven Acre Event, Sustainable Agriculture, and Bicycle Transportation Improvement Project

6858 Paoli Road, Belleville, Wisconsin 53508

19. Seven Acre Dairy Company is a hospitality concept, agri-tourism destination, and dairy manufacturing plant in rural Dane County, in the downtown core of the unincorporated village of Paoli, Wisconsin in the town of Montrose.

The business is on 8 acres of land in a revitalized 21,000 square foot historic dairy factory. This dairy factory was near blight in 2021, when the current ownership group purchased it. The building is now rehabilitated and on the State and National Register of Historic Places as an exceptional example of a factory from the Golden Age of Wisconsin dairy. Seven Acre Dairy Company is now breathing new life into this part of rural Dane County.

The Seven Acre Event, Sustainable Agriculture, and Bicycle Transportation Improvement Project represents Phase 2 expansion of the critical development and revitalization of Paoli downtown. The goal of this Project is to enhance and grow the guest experience of this irreplaceable piece of Wisconsin dairy heritage by:

- 1. creating more outdoor event and recreation space and providing the accompanying infrastructure to support those guests. This expansion will:
 - Build an indoor/outdoor greenhouse seating area to accommodate 50 guests for private dining and corporate events.
 - Develop a 100-person outdoor seating area to accommodate weddings and larger social and professional gatherings. This would include a concessionaire and the necessary catering and seating for infrastructure.
 - c. Transition about 30 parking spots from crushed gravel to asphalt.
- building a ½ of an acre Indigenous horticulture plot on our land with Dan Cornelius,
 Dane County resident and member of the Oneida Nation. This plot will be used for guest education, internal use by food service outlets and catering on property, and retail sales.
- 3. Purchasing and installing 9 B-Cycle electric bikes at Seven Acre. These electric bikes will be connected to the larger Dane County b-cycle network, and will offer both an important alternative transportation method to Seven Acre from adjacent Dane County communities as well as an exciting new guest amenity for visitors to our site. We forecast 500 of our guests in 2024 to choose B-Cycle as their mode of transportation to our property. This investment in alternative and sustainable transportation infrastructure will allow Paoli and its businesses to be a leading destination for non-motorized transportation tourism in Dane County.