

FNDC Business/Program @ 1608—12 Ridge Avenue
Entrepreneur Development and Support Program for Culinary,
Craft, Resellers and Freelance Service Providers

Meeting 11-29-21

AGENDA

1. Business Concept Explained – (feedback please)
2. Vendor rents and other responsibilities
3. House Responsibilities/Vendor Services and Support
4. Example Vendor Agreement
5. Fundraising in December Events and Direct (see equipment needed via FNDC Website)
6. Opening Hours of operation beginning Tuesday January 4th
Open Tuesdays - Sundays
Breakfast 7am – 2pm
Closed on Monday
Closed daily 2pm – 4pm & 4am – 7am
Open for Dinner and Programs 4pm – 11pm
Open for food & shopping 11pm 4am
7. Special winter vendor rates: Merchandise in house \$20 every 8 hours daily. Hot prepared food “in house” \$50.00 every 8 hours daily. To get this rate please book and pay weekly. Other vendors wishing to have space only (Negotiable per vendor)

1. About the program

The Francisville Neighborhood Development Corporation, along with supportive residents and our partnering organizations, developed an Economic Revitalization Strategy to achieve the key goal of the Comprehensive Neighborhood Plan. The plan calls for the reanimation of the heart of Francisville (Ridge Avenue) to plant a seed of economy where long-term and new residents can do business, shop, work, learn and play.

In 2013 the Francisville Neighborhood Development Corporation partnered with How Properties to Develop 1608 –12 Ridge Avenue. The goal of the project was to create “affordable retail space” on the ground floor and lower level. This would be accomplished through renting market rate apartments to subsidize the rent of the commercial space, thereby providing a space that FNDC could occupy and pass the affordability on to culinary and craft vendors and other complimentary micro businesses willing to operate in a shared space environment.

Small Seeds Café/Community Commissary and Market Place at 1608-12 Ridge Avenue, was then and is still now envisioned is an Entrepreneur Support and Development Program for vendors on Ridge Avenue. Our goal is to provide a space where enterprising local "artisan" entrepreneurs can share overhead, grow their individual customer base organically and collectively provide some of the amenities the community expressed a desire to see on Ridge Avenue in the 2017 Envision Ridge Avenue Study the U-Penn Design Studio Students Conducted at the request of FNDC. The space and program is seeking to support vendors offering fresh prepared foods — produce and baked goods - ice cream and confections - crafters and freelance service providers such as CPA's, Attorney's, Financial Consultants etc...

With the opening of the Smalls Seeds Café/Commissary and Market Place (IPaM Indoors @ the LENNI), the Francisville Neighborhood Development Corporation is facilitating the opening of a Traditional Foods/Vegan and Vegetarian Friendly Eatery/Market Place in the Francisville Neighborhood. The shared commissary kitchen will serve as a culinary artisan incubator providing all the necessary health

department requirements needed for prepared food vending, essentially providing a plug and play location for culinary vendors.

The program model is based on the idea that healthy, informed residents and a strong ethnically diverse economy are the building blocks of a vibrant inclusive community. This program will help keep our community's spending power in the neighborhood and offer residents healthy and delicious food options within a short walk from their homes. Our eatery and Market Place will be a model for seeding economically equitable, socially and environmentally conscience and sustainable, community asset and be a catalyst to coax consumers and businesses back to Ridge Avenue.

2. Vendor rents and other responsibilities;

Anchor vendors (Ground Floor Vendors), initial rents will be set based on the house's assessment of the vendor's need for subsidy. Utilities, Cam and any other charges the house and vendor agree on will be paid out of monthly gross sales. The POS system can/will accommodate all the vendors and keep all sales data available in real time. Anchor vendors must not be on site (or) they can hire their own staff to run the business daily. **The house** requires anchor vendors to submit a signed vendor agreement, business layout design, proof of 1 year of operating capital and all necessary vending licenses, permits etc., 60 days prior to opening. The house provides a certified commissary kitchen and spaces for small non-food complimentary vendors, certified commercial cooking equipment and secured storage, eating utensils and napkins, daily dining room cleaning and bathroom maintenance, security cameras, central POS system and cashiers, access to book keepers and inventory assistance, legal assistance, business improvement workshops, training and local marketing and customer feedback services.

Complimentary culinary and non-culinary vendors rents will be negotiated per vendor based on subsidy need. Subsidy will be provided for up to 3-months. All other rules apply as stated above. ALL food vendors MUST have applicable permits to conduct vending.

Rent due date and late fees: TBD

Sample Vendor Agreement: