



Yamhill County
 Board of Commissioners' Office
 535 NE Fifth St.
 McMinnville, OR 97128

YAMHILL COUNTY ECONOMIC DEVELOPMENT STRATEGIC INVESTMENT FUND APPLICATION

| COMPANY INFORMATION | | |
|---|---------------------------------|----------|
| Company Name: Subterra Inc., dba The Rogue Gourmet Catering Company | | |
| Street Address: now 1505 Portland Road, Newberg, soon 1005 Industrial Parkway C-100 Newberg | | |
| Mailing Address: 2706 NW Horizon Drive, McMinnville 97128 | | |
| Web Address: WWW.roguegourmet.com | Phone: 503-915-8810 | Fax: n/a |
| Primary Contact: Janet Bleck | Title: Proprietor | |
| Phone: 503-437-4984 | Email: roguegourmet@comcast.net | |
| <input checked="" type="checkbox"/> I hereby grant permission for my information to be shared among the Commissioners and Economic Development personnel. | | |

| PROJECT INFORMATION | |
|---|--|
| Amount requested: \$30,414.98 | Amount of Matching Funds: \$400,000.00 + |
| Source of Matching Funds: Personal Funds | |
| Applicable Criteria: (check one) <input checked="" type="checkbox"/> Equipment Purchase <input checked="" type="checkbox"/> Job Creation <input checked="" type="checkbox"/> Business Expansion <input type="checkbox"/> Business Retention <input type="checkbox"/> Business Relocation | |
| How many jobs are being created by this investment: 4, minimally | |
| Describe how the funds will be used and the resulting economic development benefit: | |
| Please see the attached. | |
|  Signature of Applicant | |
| 3.26.15 Date Submitted | |
| <input checked="" type="checkbox"/> Approve <input type="checkbox"/> Deny | |

Please submit application to the Board of Commissioners' Office
 Attn: Laura Tschabold, County Administrator
 E-mail: tschabold@co.yamhill.or.us

Accepted by Yamhill County
 Board of Commissioners on
6.11.15 by Board Order
 # 15-174



March 25, 2015

Yamhill County Board of Commissioners
535 NE Fifth Street
McMinnville, OR 97128

Dear Board of Commissioners and All Other Relevant Parties:

Thank you for the opportunity to apply for the Yamhill County Economic Development Strategic Fund Investment Fund.

We hope you will find our business to be the type that will spur economic growth in Yamhill County, increase employment, and improve our ability to compete with our surrounding neighbors. We live in the most beautiful county in the country, and feel there is no reason we shouldn't be the most vibrant.

Sincerely,

Janet and Martin Bleck
Co-Proprietors

Subterra Inc. dba The Rogue Gourmet Catering Company
1505 Portland Road, Newberg, OR 97132
503-915-8810
503-437-4984 cell



Brief History

We (Martin and Janet Bleck) owned two extremely well-respected, off-premise, full-service, upscale catering companies in the South Florida market for over 25 years. As part of our life plan, and for the sake of our then tween-aged son, we wanted to move to Oregon, settling in McMinnville and the heart of Oregon Wine Country. The year we sold our companies we were on track to have \$2.5 million in annual sales, catering over 450 events per year, and employing over 75 people.

We moved to McMinnville in January 2008 and took a few years off while getting acclimatized to the local market. In 2009 we opened Subterra – A Wine Cellar Restaurant in Newberg, and soon after that launched The Rogue Gourmet Catering Company, operating out of the same leased kitchen facility.

Both companies experienced rapid growth, and in 2014 we realized that the potential for future growth for both companies was hampered by the limitations of the physical production space we had available to us. We had maximized the production we could eek out of our existing facility.

As a result we purchased a condominium warehouse and are in the process of converting it into a commercial kitchen production facility, as well as a warehouse and offices for our catering operations, giving both operations the ability to expand.



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Need

While we have been very successful in our ventures, we are not made of money. We are heavily invested in this expansion and our costs have exceeded our budgeted expectations. Operating two new businesses without post-Dodd Frank Act profitability has made it impossible to receive commercial loans. We could use some help. While we are not the most desperate applicants for this grant, we can guarantee the surest return on investment.

Job Creation

When we open our commissary facility we fully anticipate hiring an office manager, an equipment coordinator, a dishwasher, and at least one more catering cook, as well as expanding our off-premise service personnel as our business increases. As the restaurant expands we foresee increased hiring as well, tied to increased sales.

Almost all of our labor force resides in Yamhill County, and we want to continue that trend. Additionally, we have been starting to get bookings in the Portland market, and we are happy to see the financial inflow come our way instead of the other way around.



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Community Benefit

As a food and beverage provider we are asked on an almost daily basis for donations, and discounts, for charitable organizations. We instituted a policy that we would only choose to work with organizations based within Yamhill County, and primarily focus on those involved with music, education, and the arts. As a result we have, over the years, given tens of thousands of dollars in freebies, gift certificates, and price reductions to various organizations involved with in these concerns.

Some of the larger organizations we have partnered with include the McMinnville Education Foundation, the McMinnville Music Boosters, Kids on the Block, Rotary International, Travel Yamhill County, Juliette's House, YCAP, the Newberg and McMinnville School Districts, The Yamhill Enrichment Society, and more.

We also mentor youth, employ the occasional YCAP kid, and encourage our employees to create their own ventures with our mentoring and use of our facilities. While we have no run-away success stories on those fronts, we continue to support the possibility of a home run.



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Financial Situation

In 2014 the restaurant and catering company grossed a total of over \$887,000, with our employees receiving over \$334,000 in wages and salaries. We purchased the warehouse for \$196,000 and our contractor has estimated the cost of converting the space into a commercial kitchen facility to cost over \$178,000. Additionally, we need to purchase kitchen equipment, which will easily cost over \$40,000. That puts the total costs of our expansion well over \$400,000, which is considerably more than we expected, so any help would be greatly appreciated.

Specific costs we can easily itemize for assistance are equipment purchases that have already been made for the expansion, and grants for creating new jobs. We could list more, but feel that this might be about as generous as the Board of Commissioners would feel comfortable being.

Equipment Purchases:

Invoice from Pacific Restaurant Equipment for assorted dishwashing and plumbing equipment, as well as a ventilation hood, mostly used. \$8,580.00

Invoice from Tundra Restaurant Supply for a walk in refrigerator and walk in freezer. \$13,834.98

Job Creation:

Office Manager \$2,000.00

Equipment Coordinator \$2,000.00

Dishwasher \$2,000.00

Catering Cook \$2,000.00

Total \$30,414.98