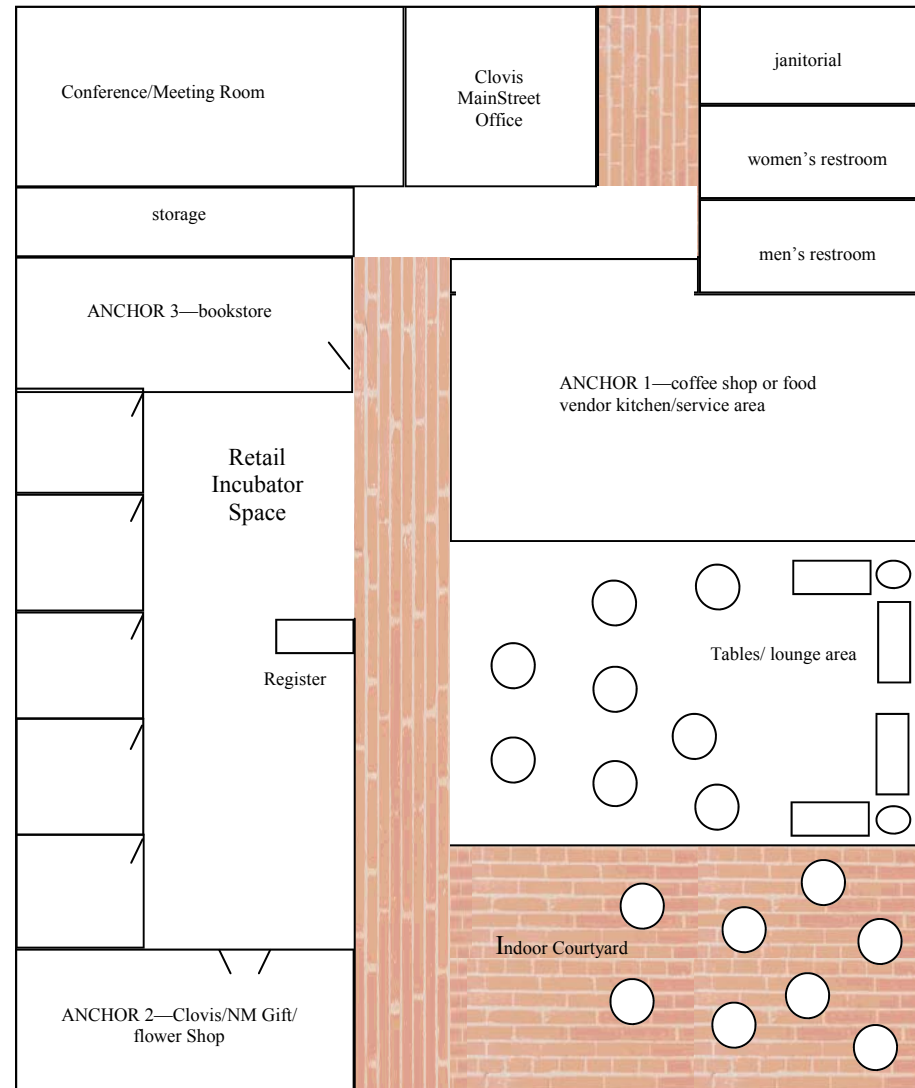


MainStreet Mercantile

Synergy... Economic growth... Jobs... a catalyst for revitalization in historic downtown Clovis!



Featuring...

- ⇒ **Three Retail Anchors** to sustain the operating costs of the building. The primary tenant will be a **Coffee Shop/Food Vendor**. We have had conversations with a local flower shop and gift shop that are interested in a downtown location as well as an independent business owner interested in opening a new/used book store.
- ⇒ A **retail business incubator** to grow new and small retail into storefronts in Clovis. This effort will compliment and not compete with the CIDC/ Chamber's business incubator because we will focus on retail. It will also not compete with current downtown businesses that feature antique and craft vendors. Businesses will be selected by their capacity and niche in a current retail gap of the downtown district.
- ⇒ **Public gathering** and meeting space.
- ⇒ Clovis MainStreet Office.



Potential businesses for retail incubation:

- ◆ Used book store
- ◆ Children's book store
- ◆ Candy shop
- ◆ Gourmet kitchen and food items
- ◆ Art gallery
- ◆ Custom coffee/tea shop
- ◆ Photography supplies
- ◆ Specialty clothing
- ◆ International food items
- ◆ Travel book store



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Clovis MainStreet is requesting \$450,000 in Capital Outlay funds to design, develop, construct, and equip a pilot project for downtown development. This is a one-time request and the requested amount will complete the project from start to finish.

A tangible, catalyst project for downtown Clovis Creating...



Clovis MainStreet proposes to take a building on Main Street that is currently empty and create an exciting place for people to gather, shop, and grow new businesses.

The first through third blocks of Main Street are almost full and have a variety of unique stores and services for residents and visitors.

We would like to create the Mercantile somewhere between fourth and seventh street to stimulate the growth in that area.

With the proposed mission for Cannon Air Force Base, Downtown Clovis has a great opportunity to create a downtown that will be attractive to visitors, residents and prospects,

Quality of life is an important issue and Clovis MainStreet is dedicated to making downtown a great destination, improving the quality of life in Clovis!

Mercantile Project

Our Bottom Line Need: \$450,000

OPTION A	
Acquisition of Building	donation
Remodel	\$287,400.00
Equipment	\$162,600.00
OPTION B	
Acquisition of Building	\$140,000.00
Remodel	\$147,400.00
Equipment	\$162,600.00

Our first choice, Option A, is to use a currently vacant building in the downtown district and totally refurbish it. The numbers in the chart to the right reflect this plan. Option B is our back-up plan to purchase a building. The rough estimate from our contractor is that the remodeling costs will be about half of the first building.

EQUIPMENT COSTS—PHASE 1	Quantity	Cost Per Item	Total
POINT OF SALE SYSTEM	1	\$5,000	\$5,000
KITCHEN/FOOD SERVICE EQUIPMENT	misc	\$60,000	\$60,000
DISPLAY/SHELVING UNITS	30	\$500	\$15,000
BISTRO TABLES	25	\$300	\$7,500
CHAIRS/STOOLS	100	\$120	\$12,000
COUCHES	3	\$1,000	\$3,000
OVERSIZED CHAIRS	6	\$500	\$3,000
TELEVISION/MULTIMEDIA SYSTEM	1	\$4,000	\$4,000
FILING CABINETS	10	\$200	\$2,000
DESKS	8	\$600	\$4,800
STORAGE-BOOKCASES	10	\$300	\$3,000
CONFERENCE TABLE/CREDENZA/CHAIRS	1	\$15,000	\$15,000
PLASTIC TABLES	10	\$200	\$2,000
FOLDING CHAIRS	80	\$100	\$8,000
COPIER	1	\$10,000	\$10,000
COMMON OFFICE EQUIP (FAX, PHONES, ETC.)	misc	\$5,000	\$5,000
MISC FURNISHINGS/ACCENTS	misc	\$3,000	\$3,000
TOTAL EQUIPMENT COSTS			\$162,300

MAINSTREET MERCANTILE PROJECTED RENOVATION (Option A)					
DESCRIPTION	UNIT		UNIT		TOTAL
	QUANTITY	UNIT	COST	SUBTOTAL	
INTERIOR RENOVATION - SHELL					
DIVISION 2 SITEWORK					
INTERIOR DEMOLITION					
REMOVE GYP. PARTITION	1200 SF		3.00	\$3,600	
REMOVE FLOORING	7000 SF		2.30	\$16,100	
REMOVE CEILING	7000 SF		1.00	\$7,000	
REMOVE MECHANICAL	1 LS		2000	\$2,000	
REMOVE ELECTRICAL WIRING & FIXTURES	1 LS		3000	\$3,000	
	TOTAL DIVISION 2				\$28,100
DIVISION 9 FINISHES					
CEILING					
REPAIR AND PAINT TIN CEILING	7000 SF		5.00	\$35,000	
FLOORING					
PREP FLOOR	7000 SF		1.60	\$11,200	
PATCH AND STAIN CONCRETE	7000 SF		2.40	\$16,800	
PLASTER					
PATCH EXISTING DEMISING WALLS	3960 SF		1.20	\$4,752	
PAINTING					
OVER PATCHED PLASTER	3960 SF		1.30	\$5,148	
	TOTAL DIVISION 9				\$72,900
DIVISION 15 MECHANICAL					
MECHANICAL					
PLUMBING - REVISE EXISTING	1 LS		10000	\$10,000	
REPLACE HVAC UNIT	2 LS		12000	\$24,000	
	TOTAL DIVISION 15				\$58,500
DIVISION 16 ELECTRICAL					
ELECTRICAL - REVISE EXISTING					
	7000 SF		3.00	\$21,000	
	TOTAL DIVISION 16				\$21,000
SUBTOTAL					
GENERAL CONDITIONS 3%				\$2,617.25	
NM GRSS RCPTS TX 7.4375				\$13,424.69	
	TOTAL				\$196,542
INTERIOR RENOVATION - TENANT IMPROVEMENTS					
DIVISION 6 WOOD & PLASTICS					
ROUGH CARPENTRY					
2 X 4 NON-BEARING WALLS	5500 SF		1.00	\$5,500	
	TOTAL DIVISION 6				\$5,500
DIVISION 8 DOORS WINDOWS & GLAZING					
WOOD DOORS					
WD.HC. FLUSH PANEL. 3x7, PREHUNG	20 EA		225.00	\$4,500	
FINISH HARDWARE					
NON-RATED HARDWARE	20 EA		125.00	\$2,500	
GLAZING					
GLAZED INTERIOR OPENINGS	2000 SF		8.00	\$16,000	
	TOTAL DIVISION 8				\$23,000
DIVISION 9 FINISHES					
DRYWALL					
5/8" "X" GYPSUM BOARD WALL ON STUDS	10100 SF		0.80	\$8,080	
TAPE & FINISH	10100 SF		0.60	\$6,060	
TEXTURE	10100 SF		0.60	\$6,060	
PAINTING					
WALL OVER GYP. BD.	10100 SF		0.90	\$9,090	
	TOTAL DIVISION 9				\$20,200
DIVISION 10 SPECIALTIES					
HC ACCESSIBLE RESTROOM					
	2 LS			\$15,000	
	TOTAL DIVISION 10				\$15,000
SUBTOTAL					
GENERAL CONDITIONS 3%				\$923.65	
NM GRSS RCPTS TX 7.4375				\$4,736.10	
	TOTAL				\$69,360
FACADE RENOVATION					
CLEAN WALL SURFACES	550 SF		0.75	\$413	
PAINT EXISTING WALL SURFACES	500 SF		1.3	\$650	
REPLACE WINDOWS AND DOORS	1 LS		3000.00	\$3,000	
DIMENSIONAL LETTERING - BACKLIT	1 LS		8000.00	\$8,000	
BACKLIT CAN SIGN	1 LS		4000.00	\$4,000	
SIGN- KOMACELL WITH ADHESIVE VINYL	50 SF		18	\$900	
	SUBTOTAL				\$16,963
GENERAL CONDITIONS 3%				\$509	
CONTINGENCY 15%				\$2,544	
NM GRSS RCPTS TX 7.435				\$1,488.67	
	TOTAL				\$21,504
TOTAL CONSTRUCTION COSTS					
					\$287,406

Business Plan

ANNUAL OPERATING COSTS	
TAXES	\$0
UTILITIES	\$5,000
INSURANCE	\$2,500
SUPPLIES/EQUIPMENT	\$3,000
MANAGEMENT-EMPLOYEES	\$33,000
MAINTENANCE/CLEANING	\$5,000
TOTAL	\$48,500

PROJECTED ANNUAL RENTAL INCOME			
ANCHOR TENANTS RENTAL	5000	\$10.00	\$50,000
SPECIAL EVENTS			\$1,000
RETAIL INCUBATOR	1000	\$5.00	\$5,000
MAINSTREET RENTAL			\$2,400
SUBTOTAL			\$58,400
LESS 15% NON-OCCUPANCY			\$8,760
TOTAL			\$49,640

Partnerships

Clovis MainStreet is working to create unique partnerships with businesses and organizations to help fill a much needed gap in the downtown economy.

We will partner with successful business owners in the community and have three "anchor" businesses that will cover the primary costs of the Mercantile. The primary anchor will be a coffee/tea/food vendor.

In the Retail Incubator we will work to compliment the Industrial Business Incubator in the Business Enterprise Center by creating a place to "grow" new retail businesses.

We will partner with the Small Business Development Center to screen applicants and walk with them through a process of training and education that will help them create a business plan, a budget, marketing materials and long-range goals. Many small business owners try to do this on their own and struggle through the process, often ending in discouragement and failure. The Retail Incubator will empower them to succeed, and grow a new business that will bring jobs and revenue to Clovis!