

**Planning & Zoning Commission  
Workshop Meeting Minutes  
Mayfield Village  
Feb 20, 2020**

The Planning and Zoning Commission met in workshop session on Thurs, Feb 20, 2020 at 7:30 p.m. at the Mayfield Village Civic Center Conference Room for a meeting of the Planning and Zoning Commission. Chairman Pro Tem McGrath presided.

**ROLL CALL**

**Present:** Dr. Sue McGrath Chairman Pro Tem  
Mr. Allen Meyers  
Mr. Jim Farmer  
Mr. Paul Fikaris  
Mr. Jim Kless  
Ms. Jennifer Jurcisek Council Alternate

**Also Present:** Ms. Kathryn Weber Law Department  
Mr. John Marquart Economic Development Manager  
Ms. Deborah Garbo Commission Secretary

**Absent** Mr. Vetus Syracuse Chairman  
Mayor Bodnar  
Mr. Tom Cappello Village Engineer  
Mr. John Marrelli Building Commissioner

**PROPOSALS**

1. **Consolidation Plat** Montebello Subdivision  
Highland Rd.  
Polaris Engineering
  
2. **Conditional Use Permit** Allison Seltzer  
Microblading  
6449 Wilson Mills Rd.  
Villaggio Suites
  
3. **Conditional Use Permit** Barkour (Indoor Dog Park)  
Brad Roskoph, CEO  
740 Beta Dr.

**OPEN PORTION**

Chairman Pro Tem McGrath called the meeting to order. This is a workshop meeting of the Planning & Zoning Commission Thurs, Feb 20, 2020. Vetus is not here tonight. We have three items on the agenda, this is a nonvoting meeting. Any votes will be taken on March 2<sup>nd</sup>. Whoever is here to make a presentation, please state your name and address for the record.

**Montebello Subdivision  
Highland Rd.  
Polaris Engineering  
Consolidation Plat**

Chris Skoda, 6317 Kenarden Dr. Highland Hts 44143 introduced himself. We're consolidating the plat, this is the final step.

Chairman Pro Tem McGrath said, we have in our possession comments from Mr. Marrelli and Mr. Marquart who both weighed in on this.

Ms. Weber said, I'd like to note that Mr. Skoda's entity now does own all of these parcels in order to consolidate them today.

Chairman Pro Tem McGrath asked, any comments or questions?

There were none.

**NEXT STEP**

Vote meeting scheduled for Mon March 2<sup>nd</sup> at 6:30 p.m.

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**Allison Seltzer  
Microblading  
6449 Wilson Mills Rd., Villaggio Suites  
Conditional Use Permit**

Chairman Pro Tem McGrath said, the second item is a conditional use permit for Allison Seltzer.

Allison Seltzer introduced herself, my address for business is 6449 Wilson Mills Rd. I've been a hairdresser and a microblade artist in Beachwood for about 21 years, I've been a microblade artist for 3 years. I'm actually going out on my own, starting my own business and there's a beautiful space down the street. I'm asking you for permission to do microblading, it's a cosmetic tattoo. I don't know if you guys are familiar with microblading, I know some of the ladies are. It's something that's really life changing and I'm excited to be able to do it here because I actually live in Mayfield. To keep everything local in my community means a lot to me.

Chairman Pro Tem McGrath asked, any comments or questions?

Mr. Fikaris said, we approved a conditional use permit for this service a couple years ago in this same location. I don't know if they're still here.

Mr. Marquart replied, they're still here. To my knowledge, there hasn't been any issues, Mr. Marrelli hasn't indicated any. This is essentially a carbon copy of what we approved previously.

Chairman Pro Tem McGrath said, I think people get nervous when they see tattoo. I think it's a very different kind of tattoo. Again, we have both Mr. Marrelli's and Mr. Marquart's comments on this one as well.

Mr. Fikaris asked, will they be under the same agreement as the present one?

Chairman Pro Tem McGrath replied yes, same idea. Any other comments?

There were none.

**NEXT STEP**

Vote meeting scheduled for Mon March 2<sup>nd</sup> at 6:30 p.m.

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**Brad Roskoph, CEO  
Barkour (Indoor Dog Park)  
740 Beta Dr.  
Conditional Use Permit**

Chairman Pro Tem McGrath said, our third item is unique I would say, not something we've ever addressed in this group before. We all have the materials, so please take us through your proposal.

Brad Roskoph, CEO Barkour, LLC introduced himself and his wife Lauren. Lauren and I are bringing to Cleveland, Cleveland's first indoor dog park and co-working space.

**Power Point Presentation; by Brad Roskoph**

Brad Roskoph said, not only has this not been addressed by this committee yet, but in Northeast Ohio and in many parts of the world actually.

We are bringing in a solution to Cleveland weather. No longer will you have to make that decision when you get home; do you take your dog to exercise, do you have to get all dressed up for the weather? Do you want to get all muddy? You're all professionals and entrepreneurs, when you get home you probably have work to do, so now you have a place you can do all of that. You have a place to go to for a co-working space as well as somewhere to exercise with your pet. We're going to be a fully climate controlled facility.

In addition to having an initial 8 – 10 employees, and on top of our co-workers as well, we're going to be offering on one side of the facility;

- Dog Training
- Dog Wash Station
- Doggy Daycare
- Dog Park Rental Space

On the other side, it's going to be a fully functional innovation hub. Our target is 740 Beta Dr. This area lends itself perfectly for our space. We're going to be splitting this 9,600 SF space into both the dog park and the co-working space.

Our average full time salary initially is going to be between \$35K - \$70K as the company grows. Keep in mind the heart of this company is to offer a meaningful job with a meaningful wage, job training to adults with developmental disabilities. Not to mention the construction and architecture jobs that we're going to create.

Research has shown that in the surrounding areas there are about 18,000 prospects, all of which we're going to try to get to come to this area. So, surrounding restaurants and businesses are going to get a lift because we're going to make this a destination location. Our facility is going to be the doggy destination location of Northeast Ohio.

### **FAQS**

Half of our company is going to be focused on professional growth. We need to have Noise Mitigation under some tight control.

#### **Noise Mitigation:**

- Potential Mitigations: Specialized Flooring, Specialized Furniture, Ceiling Adornments, White Noise Machines, Wall Panels

#### **Odor/Dust:**

- Non-toxic cleaning agents will be used to clean up messes
- Solid waste will be bagged and discarded in odor-controlled receptacles
- Dogs will have designated areas for potty breaks located above drains for quick clean up
- A NEW HVAC will be installed for maximum air circulation and climate control.

My goal is when you walk in there, I don't want you to smell anything. In the dog park I want you to hear enjoyment, hear fun and hear energy. Surrounding the dog park is going to be a track for people to exercise as well.

#### **Hours of Operation:**

- The following hours of operation are subject to change:
- Monday – Friday 7:00am – 9:00pm
- Saturday 8:00am – 8:00 pm
- Sunday 12:00pm – 6:00 pm

Our assumption and our research has shown that our busiest times are going to be outside of those natural shipping/trucking times within the surrounding industrial areas.

### **Partners and Resources**

Brad Roskoph concludes, we wouldn't have gotten this far without our partners and resources and in the enthusiasm of all our partners, we have Casey Graor from Nyman Construction with us today, Clifford Brown from DS Architecture, we have Catherine Lueckel from Passov Real Estate and Denise Hahn here representing the landlord as well. Thank you very much.

### **OPEN DISCUSSION**

Mr. Farmer asked, can you clarify your busy times?

Brad Roskoph replied, our busiest times for the dog park are going to be towards the afternoon. We're looking at after work, we're looking at weekends, after 5:00 & 6:00 pm. That, and at the beginning of the day when people are dropping off their dogs. The co-working end, that could be anywhere throughout the day, but we're looking at early in the morning where we're going to have the highest traffic changes.

Mr. Meyers asked, are you going to board dogs?

Brad Roskoph replied, we are not.

Mr. Meyers asked, what about outdoors, anything outdoors?

Brad Roskoph replied, this facility because of its limitations, we're going to have everything indoors.

Mr. Fikaris asked, if I'm a client I bring my dog and I can work. Would I need to have an attendant for my dog, do you allow the dogs the full run of the place?

Lauren Roskoph replied, if you bring your dog, you'd have to be with your dog or have somebody watching your dog.

Mr. Fikaris asked, so the co-working space would be with your dog. Is there any added cost for the co-working? How does this work when I walk in the door and say I want my dog to hang out here, is it hourly?

Brad Roskoph replied, fantastic question. From the co-working perspective, that's going to be a leashed area. All dogs will need be on leashes around the furniture. We're going to have special places for the dogs to be clipped. The dog park will be an off leashed area. We're going to have fencing so that dogs aren't just running around and have free range of the place. With the co-working space, you can have your dog with you and the dog will need to be on a leash, but once you get the dog park, that's when the dog will be able to have free range. Please keep in mind, we're going to have Referee's. Everybody is responsible for their dog, unless they're doing the

daycare. In the dog park area, we're going to have Referee's, specially trained professionals that will be able to recognize certain behaviors, mitigate certain pack behaviors and respond accordingly.

Mr. Kless asked, if a client uses just the doggy daycare and not the leash area at all, they just drop their dog off and come back and pick up?

Brad Roskoph replied, that's correct for the doggy daycare which is an additional cost.

Ms. Jurcisek asked, is that in the open dog park area?

Brad Roskoph replied, yes.

Ms. Jurcisek asked, is there a separate area for large dogs and small dogs?

Brad Roskoph replied, yes. We're going to have mobile fencing so that we can control the size of those areas. We're going to have large dogs and small dogs separated.

Ms. Jurcisek asked, what's the cost structure?

Brad Roskoph replied, I have the costs for these specific services but for memberships it's going to be per dog. The first dog will be a certain cost then every additional dog will be at a discounted cost. Then for the co-working space, that's going to be on the membership cost structure as well.

Mr. Meyers said, I see a Dog Wash Station. Are you doing grooming?

Brad Roskoph replied, we are not. These are going to be soap wash stations. We'll offer all of the amenities that you need. All you have to do is come in and sign up, we'll give you the shampoo. This dog wash station is still up for debate as far as specifically where that's going to be.

Mr. Fikaris said, I read that you have a history with a Pet Smart Company. I'm not a dog owner but I'm curious about a facility that allows a number of pets. The first thing that comes to mind is what kind of conflicts have there been historically at a Pet Smart or a Dog Park? There are dogs that don't get along. I'm curious on the liability end, is the city liable for any safety issues?

Lauren Roskoph replied, there's a screening that takes place. Your dog has to be screened, approved and be able to be with other animals. It's not any Joe Shmoe that can come in.

Mr. Fikaris asked, is there a limit to size or type, breed of dog?

Brad Roskoph replied, we'll follow the city regulations as far as breeds. Otherwise, we're not going to discriminate against any breeds. As far as size of dog, we'll advise. When you come into our facility for the first time, there'll be a screening and we're going to require certain Vet

records as well as the ages of the dog. Puppies will need to be a certain age before they're able to use our facility. From there we'll make a recommendation on you should probably stick to the larger side or the smaller side as far as where the dog would be safest and happiest. A couple other unique situations would be pack behaviors which our Referee's are going to recognize. If a dog is being particularly aggressive, then we're going to have what we call a penalty box where the dog will have cool down time.

Chairman Pro Tem McGrath asked, has this been done anywhere else?

Brad Roskoph replied, kind of. From the indoor dog park perspective, absolutely, there are several across the country. As far as the co-working space, this is unique, it's going to be unique to Mayfield Village, it's going to catch on. You have co-working spaces throughout Northeast Ohio, some of them allow dogs to come in, but the dog has to stay with the owner and they can't exercise.

Chairman Pro Tem McGrath said, so I have to buy a membership, if I buy my membership, I can come in with my dog at any point, any time and I can put my dog in the play area while I work?

Brad Roskoph replied, there will be an extra fee because you're going to be putting your dog into our care, so for the liability, for the extra attention that we're going to have and potentially the extra staff that we're going to need in there for the extra dog, there will be the extra fee. But otherwise, absolutely.

Chairman Pro Tem McGrath said, or I can come work for a while with my dog by my side and then both of us take a break and go into the dog park?

Brad Roskoph replied, that's the goal. The goal is to encourage you to come in and spend time with your dog. That's why you brought him or her with you in the first place. We're going to have a track around the perimeters, then you can exercise with your dog as well.

Chairman Pro Tem McGrath asked, who are the tenants on either side?

Denise Hahn introduced herself, I represent the landlord. We've been working with these folks for some time and we've got a deal worked out if it's something that's approved by the Village. We've asked all the same questions that you're asking and we certainly aren't going to jeopardize any existing tenants. We don't want to run anyone out of our buildings. Right now on the one side is Deacon who has the detailing center, a small space, they're always loud. On the other side is a 4800 sq ft warehouse which is vacant right now. We're very comfortable with how Brad & Lauren are taking care of all the sounds and smells and everything. We think it's a great idea. They'll be bringing people into the area, it's a progressive idea, it's with the times. The owner, the property manager, the folks in Philadelphia that are represented downtown, we're all totally on board with everything. We would make sure whoever goes in next door, the vacant side, that they're fine with these guys.

Mr. Farmer said, maybe the dogs will complain about the people.

Chairman Pro Tem McGrath said, especially that high pitch vacuum from the detail center. To me it seems like your biggest issue is going to be your personal liability if someone gets bit. I just don't know how often that happens in facilities like this.

Mr. Kless said, the doggy daycare part has been around, it's not a new idea.

Mr. Fikaris said, I wish we knew a little bit more about that.

Lauren Roskoph said, there are different liability insurances that we have to look into, but we haven't obviously gone through with any yet.

Brad Roskoph said, we're also going to have different waivers that everyone is going to have to sign, similar to a gym, saying you're responsible for yourself, for your children. In a similar way, we're going to have liability waivers for individuals and their pets.

Denise Hahn said, I have 2 big German Shepherds and a young one who has a lot of energy. She's stayed at a couple different places, one on Lee Rd. in Shaker Hts. They've been trying to get her in good with the other dogs, she's a big fraidy cat. When she stayed at the Barkley Hotel, I always tried to get her signed up for the doggy day care, she failed the assessment every time. Unless you have a dog that's going to get along with other dogs-

Chairman Pro Tem McGrath said in jest, don't tell her she failed.

Denise Hahn said, the place in Shaker, these dogs are there all day, it's so fun, they get along. It's not for every dog for sure, but for the dogs that are good and very socialized, it's wonderful.

Chairman Pro Tem McGrath asked, will you cap the number of members?

Lauren Roskoph replied, absolutely, yes.

Chairman Pro Tem McGrath said, you could take 1,000 memberships and only 6 people could show up in a day. I don't know where your cap has to be, if it's on the hour by hour or if it's by the number of memberships you sell. That's a business model.

Brad Roskoph replied, that's a great point and good question. We won't know exactly what to do until we can feel it out, but we have considered that and vetted out various different models in how we're going to have to respond to that.

Chairman Pro Tem McGrath said, I could see that you might only have a certain number of dogs showing up on a regular basis and then it's President's Day and 300 people show up.

Mr. Fikaris said, that's something the city might want to have some control over.

Mr. Meyers asked about available parking.

Denise Hahn replied, we have very ample parking there.

Mr. Fikaris asked, what's the potential capacity in terms of dogs?

Brad Roskoph replied, for the doggy day care, we're looking at about 25 dogs, then we're anticipating 75 dogs coming throughout the day. As far as at one time, it's hard to predict.

Chairman Pro Tem McGrath asked, if I'm a member could I just show up at any time during the day or do I have to have a reservation?

Lauren Roskoph replied, there are not reservations.

Brad Roskoph said, if things get a little bit rowdy, we have protocols in place and professionals to help make sure things are safe for everybody.

### **Protocol for Dogs relieving themselves outdoors/indoors**

Chairman Pro Tem McGrath said, another question. I know the plan is that dogs will relieve themselves indoors. Dogs will relieve themselves between the car and the front door, I know you're going to try to make that not happen, but not all owners are good at preventing that. What's outside that building? You don't want them peeing on the shrubs or pooping in the parking lot.

Catherine Lueckel with Passov Real Estate replied, the landlord's lease is pretty extensive and they're going to expect the tenant to take care of their facilities. The landlord's not going to tolerate that there's dog poop outside of his building. His lease is extremely extensive where he has to sign a lease that says that they will take care of the facilities. If that happens, they'll have an employee go out and clean it up.

Brad Roskoph said, we have several protocols already written out to make sure there's a place for that and that there's a safe way to handle it. I don't want anybody running out and there's a truck coming through.

Chairman Pro Tem McGrath said, I've never taken my dog to any dog park indoor or outdoor. I'm wondering if you should have an area outside that's designated to relieve themselves. I don't know, it's so alien for me to say, don't do it out here, come inside. Is there any place that could be?

Denise Hahn replied, there's landscaping around the front of the building and in the back is the truck dock.

Lauren Roskoph said, dogs are pretty intelligent creatures. They might go the first couple of times, but they learn pretty quickly if you teach them.

Brad Roskoph said, when we were exploring this model, we went to a facility that had similar limitations as far as outdoor use. We're going to emulate the model that they had. They had a specific area and the whole thing was so well engineered. The dogs all seemed to naturally go to that area, indoors. When you walked in, you didn't smell anything. I asked them how they manufactured that. They talked to us about the structures they created, the drainage they created, how often they cleaned and the different agents they use because another important factor is we don't want to use any cleaning agents that could be harmful to dogs, just like we wouldn't want to use them that could be harmful to us or to our employees. When we looked at this facility, that is something that we thought about. We thought, there isn't a place outside for the dogs to go, so we're going to have to do all of this inside. On the other end, the purpose of this is we don't want people to have to go outside and brave the bitter cold because that's what you have to do at home.

- **Special Flooring Surfaces & Air Circulation**

Mr. Fikaris said, tell me about your covered surfaces. Is there something you do for the dog comfort wise? What would the dog park area be covered with?

Brad Roskoph said, fantastic question. That's something Casey and I have explored in depth. It's going to be artificial turf. There are special turfs that lend themselves to cleaning for this purpose and for dog parks. We've explored several of those. We're going to have special flooring that's going to lend itself to dogs paws, because if you just have concrete, it can be painful after a while. We're going to have a special flooring that will be easily cleaned. If they do go in any area, it's going to not degrade with cleaning agents. One aspect that we're still exploring is what we're going to use for the track. We want people to be able to run and take long walks. That's going to probably be a similar surface that's going to have decent tread. At the end of the day and periodically, we're going to have to just hose everything down.

Mr. Fikaris said, it was brought to our attention with the cleanup and the use of water, the possibility of creating mold. Do you see that as a concern?

Brad Roskoph replied, it is a concern and that's why with the HVAC, that's going to help circulate air. We're going to have dehumidifiers for when we do have to do the deep cleaning, I want to get that humidity out as soon as possible. The dehumidifiers are going to help to remove that moisture. We are going to have protocols and staff dedicated to making sure surfaces are clean, different areas that are more heavily trafficked will get more attention. Then periodically, we have a plan to do a deep cleaning of the whole facility.

- **Request for Comments from Safety Services – Police & Fire**

Mr. Fikaris said, I'd like our Safety Services to weigh in on this. Would they have a concern if say you have over 50 dogs in one building?

Lauren Roskoph replied, it would be the same concern you'd get at any doggy daycare.

Chairman Pro Tem McGrath said, you must have to have a safety plan. How do you get 50 dogs out?

Brad Roskoph replied, we will have a safety plan and the staff is going to have to do safety drills to make sure we can facilitate everybody as safe as possible. The benefit of this facility is we have mobile fencing and bay doors that can be open. If we did have an emergency occur, then this is the place for that. It also is very helpful that we're on the first floor.

Clifford Brown with DS Architecture said, there are regulations here, just as regulations are required also in a daycare center, the number of square footage that you have per child. It's almost the same thing that you would emulate here. The dog size is variations of how the areas of square footage for play area that the large dog has vs the smaller dog has. This is what Brad has indicated, with the mobile fencing, you can adjust that. You're not going to get that walk in there and the Fire Chief says he sees 500 dogs in there just because it's 101 Dalmatians type of thing. At the same time, the number of Administrators and handlers that Brad is going to utilize is based on that same ratio that you have to deal with if you had a daycare center and you're dropping your child off. The number of Assistants and Attendants to a Teacher with the number of kids that are in that area, for that example that you just indicated, in the case of some emergency. That's why Brad brought us on board. It's a hybrid between a Veterinary Clinic and a Daycare Center. At the end of the day, the primary client is the 4-legged friend, so the surfaces and the amenities have to be astute to that dynamic of what you're looking at.

Lauren Roskoph said, I think it's important to state that there are businesses that are like this that are functioning and thriving in cities all across the country. Seattle has a really amazing indoor dog park and Houston has an amazing one too. There are facilities like this, they're just not the co-working aspect in the dog park. The indoor dog park is not a novel thing.

Chairman Pro Tem McGrath asked, do you have a plan for turning people away if you're full, if you have 30 dogs, only 2 people working that day and I show up with my 3 dogs? Although that would be a wonderful problem to have

Denise Hahn said, they can have an e-mail that goes out to all members. There're so many ways they could reach out to the people.

Chairman Pro Tem McGrath said, the Village provides emergency service for humans but not for dogs. I realize everyone will sign a waiver and supply their Vet info. If something would happen to my dog, would I take him to my Vet or are you going to have an arrangement for a Vet on call? Is that something you've considered?

Lauren Roskoph replied, we have not considered a Vet on call. That would be something where you'd take your dog to an emergency clinic.

Brad Roskoph added, similar to a daycare.

Chairman Pro Tem McGrath said, I walk my dog every single day in the park. I've seen all kinds of horrible things happen. Not with my dog, but with other people's dogs, carrying their bleeding dog, things like that.

Brad Roskoph said, hopefully soon you'll be able to come to this facility and not have to brave the elements.

- **Added Values**

Mr. Fikaris asked, can you describe your merchandise sales? We have a limit of 10% sq footage area allowed for retail on our Conditional Use Permits. Also if you could explain a little bit about your small bites and events.

Brad Roskoph explained;

**Merchandise**

We are going to sell some merchandise, mainly things that dogs can use in the facility, or if somebody were to forget something, then we'll offer the merchandise.

**Small Bites**

In the co-working space, we're going to offer coffee. We're not going to be baking anything in house, but we're going to have partners that can sell from their bakery and bring their goods to our facility that will be available to purchase.

**Private Event Space**

With the mobile fencing, we'll be able to sequester off specialized areas for people to have birthday parties for their dogs. It's a huge industry. Birthday parties for themselves where they want to get their friends together with their dogs. If there's a corporate event that people want to have, people can bring their dogs and we would arrange the fencing in a matter that you'll have a private space.

- **Conditions attached to Permit**

Mr. Fikaris comments, this is a conditional use permit request, there are conditions attached. So far there really hasn't been anything listed and whether those need to be discussed. Some of the criteria is established hours of operation, parking, maximum occupancy. I know dog folks are very dedicated people and they're not going to run a facility that isn't A-1.

Chairman Pro Tem McGrath said, I think all of us are too ignorant to what's involved here. I wouldn't even know what limits to put on things. I think everybody that's involved has done their due diligence, but I don't think the people around this table have enough knowledge to know if they're setting up good enough standards or not.

Mr. Kless said, there's a doggy daycare center in Richmond Hts across from their Police Station and next to a Veterinarian. That's an existing mature business model, that's being done an awful

lot with a lot of clients, a lot of people. That part of the business has some experience and some maturity to it.

Mr. Farmer said, this is a conditional use permit which has to be reviewed and renewed every 2 years. So if there are any problems, we'll be working with them.

Brad Roskoph said, we really want to work closely with you guys to make sure that this is a win for everybody with this company.

- **Interior Layout / Use of Space / Employee Salaries**

Mr. Marquart said, could you talk a little bit about employment. Looking here we have co-working space, dog space, there's 4 hard walled offices shown here. Is that for your staff, is that for co-workers to rent? What are the functions going on in each of the phases?

Brad Roskoph explained, one of these offices will need to be Lauren's and mine and that's for us to have conversations and privacy with our employees. This break room, like I said we're going to hire people with developmental disabilities and having a nice quiet space for them to decompress, to have familiarity if it's not going quite their day, is very important to us. So we're going to have a dedicated space for them as well. The remainder of the offices will be available for the co-workers to use, to rent, to have conferences, meetings and if they need to have close door conversations, then those will be available.

Mr. Meyers asked, the co-working space at the top, is that going to be just a wide open space with tables?

Brad Roskoph replied, I'm very excited about this piece. I want, when you walk into our co-working space, have you ever walked into an office where you feel just motivated and feel creative? That's what we're trying to create here. We're going to have tables and copy machines available. We're going to have designated areas for group meetings as well as areas if you just need to buckle down and work individually.

Ms. Weber asked, do you envision people working full time in that co-working space or is it more people who work at home a few days a week, this is a way to get out of their home. Do you envision people trying to operate a business out of this?

Brad Roskoph replied, both. We'll have some people that are just getting started and this is their primary area for business. And others, your architects, real estate agents, your lawyers that just want to get out of the house, this will be an area available to them too. Right down the road is Progressive Ins, they hire a decent amount of remote workers, this would be a facility they'd be able to utilize.

Ms. Weber asked, do you envision people if you're utilizing that co-working space, having clients coming in and people who aren't members of the dog park coming in as well? Because you mentioned meetings, that'll bring more people in.

Brad Roskoph replied, everybody that comes into the facility will at least need to sign a waiver. If somebody's hosting meetings, we'll have a day pass for purchase. Everybody that comes through this door, they'll go to the check-in station and sign a waiver, similar to Zip City, any other trampoline facility or a gym.

Mr. Marquart asked, if I'm a member and working here one day and I need a client to come in, do they have to pay to get in?

Brad Roskoph replied, yes.

Mr. Fikaris said, you mentioned a day pass, is that just for that specific purpose and not for a day pass for the dog?

Brad Roskoph replied, it's a day pass for the dog.

Mr. Fikaris said, daycare with kids, there are State Laws about ratio, laws about capacity. Is there a number that the city can say this is the person capacity, this is the animal capacity, this is the other ratio.

Lauren Roskoph replied, I'm fairly positive it's 2 humans to every 25 dogs.

Chairman Pro Tem McGrath said, you talked about hiring employees who have developmental disability issues. What responsibilities do you envision them having? Would they be in charge of the dogs? Because that's a hard job.

Brad Roskoph replied, no, it's a little too volatile. So we would be providing jobs more in the co-working area, more in the cleaning and in the organizing manner.

Lauren Roskoph said, it would be dependent on their capabilities. There's a doggy daycare that already has that model and they do have employees with developmental disabilities. It's the Doggy Daycare through Hattie Larlham. It just depends on their capabilities and what they can do.

Mr. Marquart asked, are those folks included in your count of 6 – 8 employees to start?

Brad Roskoph replied, yes. Then there are staffing agencies that we have engaged with that have talked about partnering with us so they could help make sure that these individuals are going to thrive in this environment and how to come in and make sure that we know these individuals as far as we need to, so that we can make sure they are succeeding as much as possible. You guys have had some great questions.

Chairman Pro Tem McGrath said, I'm not sure what we're thinking about for conditional use restrictions, in what conditions we'd put in place. Again, I'm not sure we know much what State Laws would indicate. Does anyone have any comments, questions, further discussion?

Mr. Marquart said, Mayor Bodnar couldn't be here this evening, but two concerns she had, one of which would be the employment levels with respect to the size and space. Brad indicated to begin with, we're probably looking at 6 – 8 employees for 10,000 sq. ft. space. That's definitely on the low side. We're concerned that we're sort of trading off precious finite real estate for lower return to the Village. That speaks directly to her other concern and maybe Denise you can speak on this one as well. Real estate is quite finite here and there are quite a few requests that I get in my role that I have to turn away because we simply don't have 10,000 square feet or 20,000 square feet or 50,000. Those are sort of the fewer and far between, but they do exist. Often times I just have to hang up the phone and say, sorry. With respect to fabrication, flex inquiries, how long has this space been vacant, are we sort of jeopardizing perhaps a better return six months from now if somebody knocked on the door that we're going to have to turn away.

Denise Hahn replied, the space has been vacant for at least one year. We recently leased the former Rockwell space at the end of the 760 building, 20,000 square feet. We split it and these are two dynamite tenants, Medic Home Health and then Welbilt which is a AAA credit global company and they build kitchen stuff, i.e. stainless fabrication. They've got a big office portion and a small assembly mostly for storage and distribution. But that's unusual. Most of the inquiries we get are for warehouse, they just want to store stuff and then ship it out. I just think that these folks are doing so much more with the space and more employees than some guy that's just going to be sitting there looking at boxes waiting for them to come and go. That's my thought. I don't have anyone else looking at this space and I haven't in some time.

Catherine Lueckel with Passov Real Estate said, what I also want to point out is, even though Brad & Lauren won't be employing the young professionals and entrepreneurs, it's business owners that will be coming to the co-working space. We worked with the beauty shop who did the 10,000 sq. ft. co-working space in Ohio City. We also have worked with the Q who is a co-working space. What they are doing, is they are essentially pulling from a 20 minute radius. Because this is so unique, you're probably talking about more of 30 minutes because there's nothing else like this. They're going to be pulling from about a 30 minute radius around this site, bringing in small business owners, people that have dogs, because there's no other place where; I have to get this proposal out, I have to do this, I have to do that, but I also have the dog that I want to make sure gets exercise. There're going to be people coming from 30 minutes away and being here all day long and conducting business within Mayfield Village. You're pulling from such a large area because there's no other place for them to go on the east side of Cleveland.

Mr. Fikaris said again, without John being here, does anybody know if Fire has talked to these guys?

Mr. Marquart replied, I don't think so.

Mr. Fikaris said, this is not the typical tenant.

Lauren Roskoph said, we'd be more than happy to sit down with them.

Brad Roskoph said, we want this facility to be as safe as possible. One comment we received was the limitation on storing anything a certain height from the ceiling.

Chairman Pro Tem McGrath thinks it's reasonable to ask the Fire Dept to weigh in before we vote on this.

Mr. Marquart asked Katie, would it be appropriate to get a memo from our Fire and Police Chief before voting?

Ms. Weber replied, absolutely. Also, if we get to the voting meeting and we're not comfortable making a decision yet, it would be appropriate to table it and come back and have another workshop to have a greater discussion if there's more information. The Law Department can also look into other communities to see what's been done, what factors that have been considered, conditions that have been placed on uses and things like that. I also have no idea about the ratio of dogs and interns and what the standards are. We can look into that as well.

Chairman Pro Tem McGrath said, one thing I would suggest, it's a wonderful idea to hire employees with disabilities. I would like to see this up and running smoothly before placing somebody with a disability into that position. I feel like it should be moving smoothly before you bring in a vulnerable employee.

Brad Roskoph replied, I respect that.

Lauren Roskoph said, that doesn't mean that somebody with developmental disabilities is starting full time work on-

Chairman Pro Tem McGrath said, I understand that.

Lauren Roskoph said, our goal is to work in conjunction with the Ohio Dept of Developmental Disabilities. They have lots of stipulations on people and job placements. So that's not something we take lightly. I absolutely understand and appreciate that.

Mr. Farmer said, they're going to be able to handle these jobs. If you've ever seen somebody with a disability that can handle a certain job, they are so serious and 10 times better than one of our kids would be.

- **Memberships**

Mr. Fikaris asked, when you put together your business model, what was the number of memberships you were looking at?

Brad Roskoph replied, when we were first making sure this was a feasible model, I ran 16 different financial projections to make sure we found the one that would lend itself most to success. We need about 130 to keep the lights on. From there, the more members we have, the more services we can provide.

Mr. Fikaris asked, what do you think the capacity would be for this facility?

Brad Roskoph replied, it's really hard to answer that because similar to a Planet Fitness it will fluctuate. We may have 1,000 members and 100 of them are steady users, or we may have 300 dedicated members. We'll have to be flexible.

Mr. Marquart said, that leads into the question, you mentioned 130 memberships to break even. What are the costs there? Because looking in your projected salaries for these people, they're pretty good salaries projected. Six people x \$30,000.00 per year is a pretty high number plus rent. I'm sort of looking at the return here.

Lauren Roskoph said, that's an average salary, it's not like everybody's making that. We anticipate having a lot more part time employees than full time. That's how we see being able to pay those salaries and that's 130 members a month.

Brad Roskoph said, the benefit of this model is that it has multiple revenue streams. It's not just members that are using the dog park, it's also members using the co-working space, there's merchandise sales, refreshment sales, it's dogs using the doggy daycare, the self-wash dog wash station. I've spoken with several of our mentors who own self-wash dog wash stations, so we incorporated their revenue figures. If one area of the company lends itself to be a little bit more seasonable, others will pick up the slack.

Chairman Pro Tem McGrath said, I'd like to see where the dog wash station is before we even take a vote. It sounds like it's an important part of the business model. I'm not going to hold you to it, you could move it later on, but it should at least be worked into the plan.

Clifford Brown from DS Architecture said, this is an ideal location. I've seen this happen before with the model. Moving into an industrial park is the perfect fit for a business enterprise with regards to our 4-legged friends. I do a lot of Vet Clinics around the country. I've done some of these daycare facilities. Going back to one of your first questions about revenue streams, boarding is a million dollar facility a year. I have clients that have one million dollars of revenue streams just off the boarding alone and they've got a Vet Clinic attached to it. This unique ideal and concept is really going to open the doors to a lot of people around you. You'll be surprised how many people at Progressive and businesses around here will take advantage of this scenario where they don't want to leave Fluffy at home all day long. Or traveling in between job areas and they just need a place to sit down real quick, type up some stuff and go and have the dog taken care of and looked in on. We're more than happy to get you the information that you need. Because this building is sprinklered as well, because it's an industrial building, it lends itself more so than a typical wood structure that has different parameters in it. It does have a lot of cut up walls and intricacies in it as well with the high ceiling. All of those things lend itself when it comes to the life safety and caring with regards to our 4-legged friends.

Chairman Pro Tem McGrath said, it's definitely a creative undertaking. Any other comments, questions or discussion?

Mr. Farmer said, I think it's a good idea. With men & women both working couples and having pets, it seems like a good thing to have.

Chairman Pro Tem McGrath said, and I agree that I think the setting is right, the warehouse industrial area. You don't want it next to someone's apartment building. It makes more sense here.

**NEXT STEP**

Prior to the Vote meeting scheduled for Mon March 2<sup>nd</sup> at 6:30 p.m., the Commission requests the following information be provided:

- Fire Chief to provide a memo
- Police Chief to provide a memo
- Applicant to provide location of Dog Wash Station
- Law Department to look into other communities to see what's been done with respect to factors that have been considered, conditions that have been placed on uses, the ratio of dogs and interns and what the standards are.

*There being no further business, the meeting adjourned at 8:40 p.m.*

*Respectfully Submitted,*

*Deborah Garbo, Executive Assistant, Building Department*