Dilettante mocha CAFÉ

SEA-TAC AIRPORT CEP PROPOSAL
Food Service - Single Unit 8

Exhibit 10
Submittal Checklist

Port of Seattle
Seattle-Tacoma International Airport
Airport Dining and Retail
Competitive Evaluation Process (CEP)

eat & shop on the fly in every concourse

SEATTLE-TACOMA INTERNATIONAL AIRPORT

Submittal Checklist

Please complete this checklist and insert it as page one of your submittal. Please ensure that you have reviewed and submitted all of the necessary information in your proposal as indicated in the checklist below. Please refer to the Submittal Instructions section of the CEP document for specific instructions for the documents that must be submitted.

Check	CEP Documentation	Proposer Action
☑	CEP Document	Reviewed
☑	Cover Letter	Submitted
☑	Submittal for Sections One through Seven	Reviewed and Submitted with Proposal
☑	Exhibit 1 – Passenger Airlines Operating at SeaTac	Reviewed
☑	Exhibit 2 – Passenger Traffic Summary	Reviewed
☑	Exhibit 3 – ADR Historical Sales Performance	Reviewed
☑	Exhibit 4 – Draft Lease and Concession Agreement	Reviewed
☑	Exhibit 5 – Lease Outline Drawing(s)	Reviewed
☑	Exhibit 6 – Capital Investment Form	Reviewed and Submitted with Proposal
☑	Exhibit 7 – Financial Offer Form	Reviewed and Submitted with Proposal
☑	Exhibit 8 – Proforma Statement	Reviewed and Submitted with Proposal in pdf and Excel formats
☑	Exhibit 9 – Operating a Concession Business at Sea-Tac	Reviewed
☑	Exhibit 10 – Submittal Checklist	Reviewed and Submitted with Proposal
☑	Port of Seattle's Airport Dining and Retail Design Guidelines	Reviewed
☑	Port of Seattle Tenant Design andConstruction Process Manual	Reviewed
☑	Tariff Utility Rates	Reviewed

Dilettante mocha café

COVER LETTER

Cover Letter

February 15, 2016

Air Projects Inc.
Emily Escrader
908 King Street, Suite 400 E
Alexandria, VA 22314

Dear Air Projects Staff,

Dilettante Chocolates, Inc. is submitting our proposal to lease Single Unit Package #8 in accordance with the CEP drafted December 14, 2015.

We are a small, local, woman-owned business that roasts and sells our own line of gourmet coffee, with an emphasis on coffee and dessert pairings. Our unique chocolate café concept, "Dilettante Mocha Café," has been featured in a variety of news publications, including the USA Today Travel article, "Nine amazing American chocolate cafes, bars and lounges."

We also produce a retail line of artisanal boxed chocolates, truffles, and confections and operate a pastry program serving up specialty cakes and French pastries baked fresh at our flagship Seattle location. Many of the recipes used in creating both our packaged and fresh confections are inspired by heirloom family recipes dating back to 1898 Europe. In addition to these sumptuous options, we also offer pre-packaged sandwiches, salads, and bottled beverages, including water.

For the past 10 years Dilettante Chocolates, Inc. has successfully owned and operated a Dilettante Mocha Café in the Central Terminal of Sea-Tac Airport. In September of 2013 we opened a short-term kiosk at Sea-Tac Airport location in the North Satellite Terminal. In total we have seven Mocha Cafés throughout the greater Seattle area, including one full-service destination dessert house and chocolate martini bar.

Dilettante Chocolates, Inc. is a Washington Corporation that has been in continuous operation for 40 years, and was ACDBE certified on September 5, 2014 as well as certified by the Office of Minority & Women's Business Enterprises (OMWBE) of Washington State on November 19, 2014. This corporation would be entering into the lease and concession agreement with the Port of Seattle. My complete contact information is listed below, and we thank you for your consideration of our submittal for this location.

Sincerely,

Kathleen Taylor, President
Dilettante Chocolates, Inc.
18260 Segale Park Drive B
Tukwila, WA 98188
(206) 957-2901
Ktaylor@dilettante.com

SECTION ONE

Background, Experience & Financial Capability

Dilettante Chocolates, Inc. has successfully designed, constructed, executed, and operated a Mocha Café at the Central Terminal located inside the Sea-Tac Airport since June of 2005. During the course of our operations over the last ten years we have grown our sales volume to exceed 1.9 million dollars, and based on our experience in operating this Mocha Café location, we anticipate an increase in these numbers moving forward as outlined in our Section Four financial projections.

1. DEMONSTRATE THAT THE COMPANY MEETS THE MINIMUM REQUIREMENTS AS STATED IN THIS CEP.

Our current financial statements included with this submittal indicate that we do not have any short term or long term debt, allowing the financial flexibility to finance the investment necessary to build a new Mocha Café. As outlined in the included financial statements, we anticipate that the positive cash flow from our overall operations will continue to support this new location over the life of the agreement. Furthermore, we have never defaulted on any prior agreement, and we have had no agreements terminated for cause. We currently have in excess of $700,000 in liquidity to finance the buildout.

2. PROVIDE THE LEGAL BUSINESS NAME, ADDRESS, TELEPHONE, EMAIL ADDRESS AND WEBSITE OF THE COMPANY.

Dilettante Chocolates, Inc. is a Washington Corporation that has been in continuous operation since 1976. Our complete legal business name, full address, email address, and website are listed below.

Dilettante Chocolates, Inc.
18260 Segale Park Drive B
Tukwila, WA 98188

Phone: (206) 957-2901
ktaylor@dilettante.com
www.dilettante.com

3. PROVIDE A DESCRIPTION OF THE BUSINESS ENTITY ALONG WITH THE FOLLOWING INFORMATION DEPENDING ON THE TYPE OF ORGANIZATION.

Dilettante Chocolates, Inc. is a Washington Corporation. Our Articles of Incorporation are included at the end of Section One, Exhibit 1-A. Listed below is the name, address, and shares of the person owning 10% or more of the company's voting stock.

Kathleen H. Taylor
8622 NE 10th St
Medina, WA 98039

Kathleen H. Taylor owns 100% of the issued and outstanding shares as follows:

- 43,173 Common Voting Shares issued to Kathleen Taylor on January 1, 2013
- 960 Common Non-voting shares issues to Kathleen Taylor on January 1, 2013

4. IDENTIFY THE SOURCES OF FUNDING TO BE USED FOR TENANT IMPROVEMENTS AND WORKING CAPITAL.

Dilettante Chocolates, Inc. will finance the construction and tenant improvements through existing working capital that exceeds $700,000 and supplemental owner's equity as required. Our working capital will be financed through existing ongoing positive cash flow operations from our company.

5. INDICATE THE NUMBER OF FULL-TIME AND PART-TIME EMPLOYEES, IF APPLICABLE, BOTH CURRENTLY AND OVER THE PAST TWELVE MONTHS.

Dilettante Chocolates, Inc. currently and in the past 12 months, has had a total of 63 employees with 22 working full time, and 41 working part time.

6. INCLUDE A BRIEF HISTORY OF THE BUSINESS.

Inspired by a long family tradition of candy and pastry making, Dilettante Chocolates, Inc. was founded in 1976 in the Capitol Hill district of Seattle, Washington. From our roots as a European-style desserts and espresso shop, we've blossomed into a thriving local business featuring a successful chain of Mocha Café coffee shops located throughout the greater Seattle area. In addition to our chain of Mocha Cafés, Dilettante Chocolates also offers a full retail line of packaged artisan chocolates, pastries, dessert sauces, as well as our own coffee blends, expertly roasted in-house.

Original storefront

- In 2003 the Dilettante Mocha Café concept was realized with the launch of our flagship café in downtown Seattle.
- Also in 2003, the Dilettante Coffee Roasting Program was established to answer the need for custom coffee blends that specifically complemented the Dilettante chocolate and dessert profiles.
- In April of 2006 ownership was transferred to Seattle Gourmet Foods via a stock sale.
- In January of 2013 ownership was transferred to Kathleen H. Taylor via a stock sale.
- No judgements or lawsuits are pending or have been resolved in the last 10 years.
- No lawsuits filed by Dilettante in the last 10 years.
- No bankruptcy has been declared.
- No defendant in a legal proceeding.

7. INDICATE IF YOU ARE ACDBE-CERTIFIED IN THE STATE OF WASHINGTON OR IF YOU ARE SEEKING CERTIFICATION.

Dilettante Chocolates, Inc. was ACDBE-certified in the state of Washington on September 5, 2014 as an Airport Concessionaire Disadvantaged Business Enterprise (ACDBE) for the Federal Program for Airport Concessions in compliance with the U. S. Department of Transportation requirements under Title 49 Code of Federal Regulations (CFR), Part 23 and Part 26. Our certification number is: D2F0023563. In addition, we were Woman Business Enterprise (WBE) certified on November 19, 2014.

8. EXPLAIN IN DETAIL THE COMPANY'S FOOD SERVICE, RETAIL AND/OR SERVICE OPERATING EXPERIENCE.

Dilettante Chocolates, Inc. has been a food service coffee and dessert house since 1976 serving coffee, espresso, and chocolate beverages paired with house made cakes, pastries, and confections.

- Dilettante Chocolates has successfully operated two Mocha Cafés at the Sea-Tac Airport, one for over 10 years, and one for nearly three years. In addition, we operate Mocha Café locations in shopping malls and office buildings throughout the greater Seattle area.
- We currently have seven locations with over 12 years' experience operating the current concept of the Dilettante Mocha Café.
- In 2003 the Dilettante Mocha Café concept was launched with our flagship Mocha Café in the heart of Seattle.

- Listed below are the landlords for our three current operations most relevant to this submittal. The following page outlines further details of each Mocha Café.

Central Terminal	**North Satellite**	**Kent Station**
Michele King	Michele King	John Hinds
Port of Seattle	Port of Seattle	Tarragon Property
PO Box 68727	PO Box 68727	417 Ramsay Way #110
Seattle, WA 98188	Seattle, WA 98188	Kent, WA 98032
(206) 787-3669	(206) 787-3669	(253) 856-2301
King.m@portseattle.org	King.m@portseattle.org	JHinds@tarragon.com

History	Specifics	Store Details
In 2004 planning and development for our first Mocha Café at Sea-Tac Airport began, with the opening of the of the first Sea-Tac Airport location in the summer of 2005. ---------- Actual Rent Paid: $225,265 Actual Rent Paid: $253,261 Actual Rent Paid: $280,471 Term of Lease: 10 years Commencement Date: Jun 2005 Expiration Date: May 2015	Square Footage: 450 Annual Sales 2013: $1,568,857 Annual Sales 2014: $1,774,484 Annual Sales 2015: $1,939,436 Sales/sq. ft 2013: $3,486 Sales/sq. ft 2014: $3,943 Sales/sq. ft 2015: $4,310 Enplanements 2013: 17,376,316 Enplanements 2014: 18,716,778 Enplanements 2015: 21,108,756 Sales/Transaction 2013: $5.20 Sales/Transaction 2014: $5.61 Sales/Transaction 2015: $5.79	 Capital Investment Initial Buildout: $430,020 Refurbishment: $46,545
Shortly thereafter, the Mocha Café location at Kent Station, an outdoor shopping mall and transit center, was opened in the fall of 2005. ---------- Actual Rent Paid: $56,229 Actual Rent Paid: $56,773 Actual Rent Paid: $60,845 Term of Lease: 20 Years Commencement Date: Sep 2005 Expiration Date: Aug 2025	Square Footage: 1,035 Annual Sales 2013: $449,322 Annual Sales 2014: $459,060 Annual Sales 2015: $462,300 Sales/sq. ft 2013: $434 Sales/sq. ft 2014: $444 Sales/sq. ft 2015: $447 Enplanements 2013: n/a Enplanements 2014: n/a Enplanements 2015: n/a Sales/Transaction 2013: $5.51 Sales/Transaction 2014: $5.81 Sales/Transaction 2015: $5.71	 Capital Investment Initial Buildout: $347,034 Refurbishment: $20,794
Then in September of 2013, to answer the needs of increased air travel and ongoing renovations of the North Satellite complex, we opened our second Mocha Café location inside the Sea-Tac Airport, pursuant to a short-term lease with an initial expiration in 2016. ---------- Actual Rent Paid: $20,879 3mo Actual Rent Paid: $152,490 Actual Rent Paid: $133,299 Term of Lease: 3 years Commencement Date: Sep 2013 Expiration Date: Aug 2016	Square Footage: 180 Annual Sales 2013: 161,869 3mo Annual Sales 2014: $1,119,119 Annual Sales 2015: $976,948 Sales/sq. ft 2013: $899 3 month Sales/sq. ft 2014: $6,217 Sales/sq. ft 2015: $5,427 Enplanements 2013: 17,376,316 Enplanements 2014: 18,716,778 Enplanements 2015: 21,108,756 Sales/Transaction 2013: $4.82 Sales/Transaction 2014: $5.18 Sales/Transaction 2015: $5.37	 Capital Investment Initial Buildout: $261,856 Refurbishment: $0

9. PROVIDE NAMES, ADDRESSES, AND TELEPHONE NUMBERS OF AT LEAST TWO (2) BUSINESS REFERENCES AND AT LEAST ONE (1) BANKING REFERENCE.

Listed below are three business references:

Tom Means	John Simpson	Mark Forsythe
Seattle Gourmet Foods	RevereGroup	Marsee Baking
18200 Segale Park Drive B	9310 4th Ave S	223300 68th Ave S.
Tukwila, WA 98188	Seattle, WA 98108	Kent, WA 98032
(206) 957-9802	(866) 747-6871 Ext. 246	(253) 246-7194 Ext. 113
Tom@seattlegourmetfoods.com	J.Simpson@rgroup.com	markf@marseebaking.com

Listed below are banking references for our primary financial institutions:

Rebecca A. Beers	Jill Scheuermann	Lynda Shepherd
Key Bank	Key Bank	U.S. Bank
1301 Fifth Avenue 24th Floor	1301 Fifth Avenue 24th Floor	1145 Broadway # 1100
Seattle, WA 98101	Seattle, WA 98101	Tacoma, WA 98402
(206) 684-6110	(206) 684-6203	(253) 274-9810
Rebecca_a_beers@keybank.com	Jill_a_scheuemann@keybank.com	lynda.shepherd@usbank.com

10. PROVIDE BALANCE SHEET AND INCOME STATEMENTS FOR THE LAST THREE (3) FISCAL YEARS PREPARED IN ACCORDANCE WITH GENERALLY ACCEPTED ACCOUNTING PRINCIPLES (GAAP).

At the end of Section One, included as Exhibits 1-B, 1-C, 1-D, and 1-E, please find a summarized financial statement along with three years of financial statements prepared by our CPA.

EXHIBIT 1-A

Articles of Incorporation

FILED
STATE OF WASHINGTON
DEC 30 1992
RALPH MUNRO
SECRETARY OF STATE

ARTICLES OF AMENDMENT
OF
DILETTANTE CHOCOLATES, INC.

PURSUANT to the provisions of the Washington Business Corporation Act, Chapter 23B.10 RCW, the following Articles of Amendment to Articles of Incorporation are submitted for filing.

Article I

The name of this corporation is DILETTANTE CHOCOLATES, INC. (the "Corporation").

Article II

The amendments to the Articles of Incorporation as adopted are as follows:

1. Article V of the Articles of Incorporation is amended to read:

The corporation may issue up to fifty thousand (50,000) shares of "Voting Common Stock," par value one dollar ($1.00) per share, and up to fifty thousand (50,000) shares of "Nonvoting Common Stock," par value one dollar ($1.00) per share. The total number of shares that the corporation is authorized to issue is one hundred thousand (100,000). Except as required by law, the holders of the Voting Common Stock will possess the exclusive voting power of the shareholders of the corporation for all purposes, including (by way of illustration and not limitation) the election of directors. Holders of Nonvoting Common Stock will not be entitled to notice of or to vote or otherwise participate at any meeting of the shareholders of the corporation except as required by law. In all other respects, shares of the Voting Common Stock and the Nonvoting Common Stock will be identical.

2. Paragraph 1 of Article VIII of the Articles of Incorporation is amended to read:

1. The number of directors of the corporation shall be fixed as provided in the By-laws, and may be changed from time to time by amending the By-laws, as therein provided.

Article III

The amendment provides for no exchange, classification, or cancellation of issued shares.

Article IV

The amendments were adopted on December, 28 1992.

Article V

The amendments were duly approved by the shareholders of the corporation in accordance with the provisions of RCW 23B.10.030 and 23B.10.040.

IN WITNESS WHEREOF, the Corporation has caused these Articles of Amendment to be executed on this 28th day of December, 1992.

DILETTANTE CHOCOLATES, INC.

By: Dana T. Davenport

Dana T. Davenport, President

FILED
STATE OF WASHINGTON
OCT 21 1992
RALPH MUNRO
SECRETARY OF STATE

ARTICLES OF AMENDMENT
OF
THE DILETTANTE, INC.

PURSUANT to the provisions of the Washington Business Corporation Act, Chapter 23B.10 RCW, the following Articles of Amendment to Articles of Incorporation are submitted for filing.

ARTICLE 1

The name of this corporation is THE DILETTANTE, INC. (the "Corporation").

ARTICLE 2

The amendments to the Articles of Incorporation as adopted are as follows:

> Article 1 of the Articles of Incorporation is amended to read: "the name of the Corporation is and shall be DILETTANTE CHOCOLATES, INC."

ARTICLE 3

The amendment provides for no exchange, classification, or cancellation of issued shares.

ARTICLE 4

The amendments were adopted on October 9, 1992

ARTICLE 5

Shareholder action on the amendments was not required, and consequently, the amendments were adopted by the Board of Directors without shareholder action.

IN WITNESS WHEREOF, the Corporation has caused these Articles of Amendment to be executed on this 9 day of October, 1992.

THE DILETTANTE, INC., a Washington corporation

By: Dana Davenport, President
Dana T. Davenport, President

FEB 16 1977

SECRETARY OF STATE
STATE OF WASHINGTON

ARTICLES OF INCORPORATION

OF

THE DILETTANTE, INC.

The undersigned persons, being each of us over the age of twenty-one years, and for the purpose of forming a corporation under the Washington Business Corporation Act, do hereby sign and adopt the following Articles of Incorporation.

ARTICLE I.

The name of the corporation is and shall be THE DILETTANTE, INC.

ARTICLE II.

The existence of this corporation shall be perpetual.

ARTICLE III.

The purpose or purposes for which the corporation is organized are: to engage in the retail and wholesale confectionary business, catering services and the restaurant business and to exercise all powers and conduct all business lawful to a corporation organized and existing under the laws of the State of Washington.

ARTICLE IV.

The address of the initial registered office of the corporation is: 2717 Boylston Ave., E., Seattle, Washington 98102, and the name of its initial registered agent at such address is: Dana L. Davenport.

ARTICLE V.

The capital stock of this corporation shall consist of 50,000 shares of common stock of the par value of $1.00 per share.

All of the stock of this corporation shall be authorized and shall be issued in compliance with and pursuant to Section 1244 of the United States Internal Revenue Code of 1954 (Section 202(b) of the Small Business Tax Revision Act of 1958) and the corporation hereby adopts a plan to offer such stock for a period not in excess of one year from date hereof, all stock actually to be issued pursuant to this plan with the maximum consideration for issuance to be $50,000.00.

ARTICLE VI.

The amount of the paid-in capital with which this corporation shall begin business shall not be less than $500.00 in consideration received for the issuance of shares.

ARTICLE VII.

Shareholders of this corporation shall have preemptive rights to acquire additional shares offered for sale by the corporation.

ARTICLE VIII.

1. The number of directors of the corporation shall be fixed as provided in the By-Laws, and may be changed from time to time by amending the By-Laws, as therein provided, but the number of directors shall not be less than three (3) nor more than nine (9).

2. In furtherance of and not in limitation of the powers conferred by the laws of the State of Washington, the Board of Directors is expressly authorized to make, alter and repeal the By-Laws of the corporation, subject to the power of the stockholders of the corporation to change or repeal such By-Laws.

3. Directors, as such, shall not receive any stated salary for their services, but by resolution of the Board a fixed sum and expenses of attendance, if any, may be allowed for attendance at each regular or special meeting of the Board: PROVIDED, that nothing herein contained shall preclude any directors from serving the corporation in any other capacity and receiving compensation therefor.

ARTICLE IX.

Any director or any officer elected or appointed by the shareholders or by the Board of Directors may be removed at any time in such manner as shall be provided in the By-Laws of the corporation.

No contract or other transaction between this corporation and any other corporation, and no act of this corporation, shall in any way be affected or invalidated by the fact that any of the directors of the corporation are pecuniarily or otherwise interested in, or are directors or officers of, such other corporation; any director individually, or any firm of which any directors may be a member, may be a party to, or may be pecuniarily or otherwise interested in, any contract or transaction of the corporation, provided that the fact that he or such firm is so interested shall be disclosed or shall have been present at any meeting of the Board at which action upon any such contract or transaction shall be taken; and any director of this corporation who is also a director or officer of such other corporation or who is so interested, may be counted in determining the existence of a quorum at any meeting of the Board of Directors of the corporation which shall authorize any such contract or transaction, with like force

and effect as if he were not such director or officer of such other corporation or not so interested.

Any contract transaction or act of the corporation, or of the directors or of any committee, which shall be ratified by a majority of a quorum of the shareholders of the corporation at any annual meeting, or at any special meeting so called for such purpose, shall, insofar as permitted by law or by the Articles of Incorporation of the corporation, be as valid and as binding as though ratified by every shareholder of the corporation.

ARTICLE X.

This corporation shall indemnify any director or officer or former director or officer or former director or officer of the corporation, or any person who may have served at its request as a director or officer of another corporation in which it owns shares of capital sotck or of which it is a creditor, against expenses actually and reasonably incurred by him in connection with the defense of any action, suit or proceeding, civil or criminal, in which he is made a party by reason of being or having been such director or officer, except in relation to matters as to which he shall be adjudged in such action, suit or proceeding to be liable for negligence or misconduct in the performance of duty to the corporation; and to make any other indemnification that shall be authorized by the Articles of Incorporation or by any By-Law or resolution adopted by the shareholders after notice. Such indemnification shall be in addition to any other rights to which those indemnified may be entitled, under any by-laws, agreement, vote

of shareholders, or otherwise.

ARTICLE XI.

The initial Board of Directors shall be three (3) in number and the names and addresses of the persons who are to serve as directors until the first annual meeting of shareholders or until their successors are elected and qualify are:

Name	Address
Gary L. Martin	2717 Boylston Ave. E. Seattle, Washington 98102
Dana T. Davenport	2717 Boylston Ave. E. Seattle, Washington 98102
Jerome F. Davenport	Route 1, Box 1709 Grandview, Washington 98930

ARTICLE XII

The name and address of each incorporator is:

Gary L. Martin	2717 Boylston Ave. E. Seattle, Washington 98102
Dana L. Davenport	2717 Boylston Ave. E. Seattle, Washington 98102

ARTICLE XIII.

The Board of Directors may by resolution passed by a majority of the entire Board of Directors designate two directors to constitute an executive committee, which shall have and exercise the authority of the Board of Directors in the management of the business of the corporation to the extent provided in the resolution.

IN WITNESS WHEREOF, the incorporators have set their hands on this 1st day of February, 1977.

Gary L. Martin

Gary L. Martin

Dana L. Davenport

Dana L. Davenport

EXHIBIT 1-B

Three Years Summarized Financial Statements

Dilettante Chocolates, Inc.
3 Year Balance Sheet Summary

	2015	2014	2013
ASSETS			
Current Assets			
Cash	357,676	485,770	88,031
Accounts Receivable	5,948	3,008	887
Inventories	207,292	237,934	164,951
Prepaid Expenses	4,567	9,730	11,102
Note receivable - stockholder	364,000		
Total current assets	939,483	736,442	264,971
Property & Equipment, net	330,101	446,558	542,453
Other Assets			
Deposits and other assets	104,364	92,798	93,893
Total:	**1,373,948**	**1,275,798**	**901,317**
LIABILITIES & STOCKHOLDERS EQUITY			
Current Liabilities			
Accounts payable	118,316	151,356	100,802
Payroll and accrued expenses	131,067	112,511	106,666
Gift cards payable	26,459	24,385	21,300
Current portion - straight line rents	1,895	5,029	3,450
Total current liabilities	**277,737**	**293,281**	**232,218**
Long Term Liabilities			
Note Payable			185,000
Straight line rent obligation	6,561	8,456	5,516
Total long term liabilities	**6,561**	**8,456**	**190,516**
Total Liabilities	**284,298**	**301,737**	**422,734**
Stocholder's Equity			
Stocholder's Equity	1,089,650	974,061	478,583
Total stockholders equity	**1,089,650**	**974,061**	**478,583**
Total	**1,373,948**	**1,275,798**	**901,317**

Dilettante Chocolates, Inc.
3 Year Income Statement Summary

	2015	2014	2013
REVENUE			
Food and beverage sales	5,612,618	5,470,772	4,077,478
COST OF SALES			
Cost of Sales	2,227,465	2,168,098	1,626,759
Gross profit	**3,385,153**	**3,302,674**	**2,450,719**
OPERATING COSTS			
Payroll and related benefits	1,520,618	1,466,275	1,186,839
Facilities	701,822	836,739	652,691
Other Direct Costs	495,919	284,208	233,107
Credit card and bank fees	200,705	179,589	133,446
Depreciation	213,081	232,817	182,155
General and administrative	6,419	44,444	37,641
Interest expense (income)	-14,000	3,124	3,733
Total operating costs	**3,124,564**	**3,047,196**	**2,429,612**
INCOME FROM CONTINUING OPERATIONS	**260,589**	**255,478**	**21,107**
DISCONTINUED OPERATIONS			
Loss from discontinued stores			-395,901
NET INCOME	260,589	255,478	-374,794
Retained earnings, beginning of year	-2,639,982	-2,895,460	-2,520,666
Distributions	-145,000		
Retained earnings, end of year	-2,524,393	-2,639,982	-2,895,460

Dilettante Chocolates, Inc.
3 Year Statement of Cash Flow

	2015	2014	2013
OPERATING ACTIVITIES			
Net Income	260,589	255,478	-374,794
Adjustments to reconcile net income to net cash provided by operating activities:			
Depreciation and amortization	201,590	232,817	240,163
Loss on disposal of property and equipment	11,490		244,068
Interest income added to note receivable balance	-14,000		
Cash provided (used) by changes in operating assets and liabilities:			
Accounts receivable	-2,940	-2,121	-887
Inventories	30,642	-72,982	11,343
Prepaid expenses	5,163	1,372	-1,273
Deposits and other assets	-11,566	1,095	-516
Accounts payable	-33,040	50,554	-32,911
Payroll and accrued expenses	18,556	5,845	-3,900
Gift cards payable	2,074	3,085	3,812
Deferred rent	-5,029	4,519	-53,221
Net cash provided by operating activities	**463,529**	**479,662**	**31,884**
INVESTING ACTIVITIES			
Advance on note receivable to stockholder	-350,000	0	0
Additions to property and equipment	-96,623	-136,923	-253,880
Net cash used in investing activities	**-446,623**	**-136,923**	**-253,880**
FINANCING ACTIVITIES			
Net borrowing proceeds (repayments)	0	-185,000	185,000
Distributions	-145,000	0	0
Contributed capital	0	240,000	0
Net cash provided by (used in) financing activities	**-145,000**	**55,000**	**185,000**
NET INCREASE (DECREASE) IN CASH & CASH EQUIVALENTS	-128,094	397,739	-36,996
CASH & CASH EQUIVALENTS			
Beginning of year	485,770	88,031	125,027
End of year	357,676	485,770	88,031
Supplemental Cash Flow Activities			
Interest paid	0	6,857	

EXHIBIT 1-C

2015 Financial Statement

DILETTANTE CHOCOLATES, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2015 and 2014

(See Independent Accountant's Compilation Report)

February 1, 2016

To the Stockholder
Dilettante Chocolates, Inc.

Independent Accountant's Compilation Report

Management is responsible for the accompanying financial statements of Dilettante Chocolates, Inc., which comprise the balance sheet as of December 31, 2015 and 2014, and the related statements of income and retained earnings, and of cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the American Institute of Certified Public Accountants. We did not audit or review the financial statements, nor were we required to perform and procedures to verify the accuracy or completeness of the information provided by management, Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

Smith Bunday Berman Britton, P.S.

11808 Northup Way, Suite 240 • Bellevue, Washington 98005-1959
Phone (425) 827-8255 • Fax (425) 827-0641 • www.sbbb.com

DILETTANTE CHOCOLATES, INC.

BALANCE SHEET

DECEMBER 31, 2015 and 2014

(See Independent Accountant's Compilation Report)

	2015	2014
ASSETS		
CURRENT ASSETS:		
Cash	$357,676	$485,770
Accounts receivable	5,948	3,008
Inventories	207,292	237,934
Prepaid expenses	4,567	9,730
Note receivable from stockholder	364,000	0
Total current assets	939,483	736,442
PROPERTY AND EQUIPMENT, net	330,101	446,558
OTHER ASSETS:		
Deposits and other assets	104,364	92,798
	104,364	92,798
TOTAL	$1,373,948	$1,275,798
LIABILITIES AND STOCKHOLDER'S EQUITY		
CURRENT LIABILITIES:		
Accounts payable	$118,316	$151,356
Payroll and accrued expenses	131,067	112,511
Gift cards payable	26,459	24,385
Current portion - straight-line rents	1,895	5,029
Total current liabilities	277,737	293,281
LONG-TERM LIABILITIES:		
Straight-line rent obligation, net of current portion	6,561	8,456
Total long-term liabilities	6,561	8,456
Total liabilities	284,298	301,737
COMMITMENTS		
STOCKHOLDER'S EQUITY		
Common stock	3,614,043	3,614,043
Accumulated deficit	(2,524,393)	(2,639,982)
Total stockholder's equity	1,089,650	974,061
TOTAL	$1,373,948	$1,275,798

DILETTANTE CHOCOLATES, INC.

STATEMENT OF INCOME
and RETAINED EARNINGS
YEARS ENDED DECEMBER 31, 2015 and 2014
(See Independent Accountant's Compilation Report)

	2015	2014
REVENUE:		
Food and beverage sales	$5,612,618	$5,470,772
COST OF SALES	2,227,465	2,168,098
Gross profit	3,385,153	3,302,674
OPERATING COSTS		
Payroll and related benefits	1,520,618	1,466,275
Facilities	701,822	836,739
Other direct costs	495,919	284,208
Credit card and bank fees	200,705	179,589
Depreciation	213,081	232,817
General and administrative	6,419	44,444
Interest expense (income)	(14,000)	3,124
Total operating costs	3,124,564	3,047,196
NET INCOME	260,589	255,478
Retained earnings, beginning of year	(2,639,982)	(2,895,460)
Distributions	(145,000)	0
Retained earnings, end of year	($2,524,393)	($2,639,982)

DILETTANTE CHOCOLATES, INC.

STATEMENT OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2015 and 2014

(See Independent Accountant's Compilation Report)

	2015	2014
OPERATING ACTIVITIES:		
Net income	$260,589	$255,478
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	201,590	232,817
Loss on disposal of property and equipment	11,490	0
Interest income added to note receivable balance	(14,000)	0
Cash provided (used) by changes in operating assets and liabilities:		
Accounts receivable	(2,940)	(2,121)
Inventories	30,642	(72,982)
Prepaid expenses	5,163	1,372
Deposits and other assets	(11,566)	1,095
Accounts payable	(33,040)	50,554
Payroll and accrued expenses	18,556	5,845
Gift cards payable	2,074	3,085
Deferred rent	(5,029)	4,519
Net cash provided by operating activities	463,529	479,662
INVESTING ACTIVITIES:		
Advance on note receivable to stockholder	(350,000)	0
Additions to property and equipment	(96,623)	(136,923)
Net cash used in investing activities	(446,623)	(136,923)
FINANCING ACTIVITIES:		
Net borrowing proceeds (repayments)	0	(185,000)
Distributions	(145,000)	0
Contributed capital	0	240,000
Net cash provided by (used in) financing activities	(145,000)	55,000
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(128,094)	397,739
CASH AND CASH EQUIVALENTS:		
Beginning of year	485,770	88,031
End of year	$357,676	$485,770
Supplemental Cash Flow Activities:		
Interest paid	$0	$6,857

EXHIBIT 1-D

2014 Financial Statement

DILETTANTE CHOCOLATES, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2014

(See Independent Accountant's Compilation Report)

January 26, 2015

To the Stockholder
Dilettante Chocolates, Inc.

Independent Accountant's Compilation Report

We have compiled the accompanying balance sheet of Dilettante Chocolates, Inc. as of December 31, 2014, and the related statements of income and comprehensive income and retained earnings, and of cash flows for the year then ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with accounting principles generally accepted in the United States of America.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures required by accounting principles general accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

Smith Bunday Berman Britton, P.S.

11808 Northup Way, Suite 240 • Bellevue, Washington 98005-1959
Phone (425) 827-8255 • Fax (425) 827-0641 • www.sbbb.com

DILETTANTE CHOCOLATES, INC.

BALANCE SHEET

DECEMBER 31, 2014

(See Accountant's Compilation Report)

ASSETS

CURRENT ASSETS:	
Cash	$485,770
Accounts receivable	3,008
Inventories	237,934
Prepaid expenses	9,730
Total current assets	736,442
PROPERTY AND EQUIPMENT, net	446,558
OTHER ASSETS:	
Deposits and other assets	92,798
	92,798
TOTAL	$1,275,798

LIABILITIES AND STOCKHOLDER'S EQUITY

CURRENT LIABILITIES:	
Accounts payable	$151,356
Payroll and accrued expenses	112,511
Gift cards payable	24,385
Current portion - straight-line rents	5,029
Total current liabilities	293,281
LONG-TERM LIABILITIES:	
Straight-line rent obligation, net of current portion	8,456
Total long-term liabilities	8,456
Total liabilities	301,737
COMMITMENTS	
STOCKHOLDER'S EQUITY	
Common stock	3,614,043
Accumulated deficit	(2,639,982)
Total stockholder's equity	974,061
TOTAL	$1,275,798

DILETTANTE CHOCOLATES, INC.

STATEMENT OF INCOME AND COMPREHENSIVE INCOME
and RETAINED EARNINGS
YEAR ENDED DECEMBER 31, 2014
(See Accountant's Compilation Report)

REVENUE:	
Food and beverage sales	$5,470,772
COST OF SALES	2,168,098
Gross profit	3,302,674
OPERATING COSTS	
Payroll and related benefits	1,466,275
Facilities	836,739
Other direct costs	284,208
Credit card and bank fees	179,589
Depreciation	232,817
General and administrative	44,444
Interest expense	3,124
Total operating costs	3,047,196
NET INCOME AND COMPREHENSIVE INCOME	255,478
Retained earnings, beginning of year	(2,895,460)
Retained earnings, end of year	($2,639,982)

DILETTANTE CHOCOLATES, INC.

STATEMENT OF CASH FLOWS
YEAR ENDED DECEMBER 31, 2014
(See Accountant's Compilation Report)

OPERATING ACTIVITIES:	
Net income	$255,478
Adjustments to reconcile net loss to net cash provided by operating activities:	
Depreciation and amortization	232,817
Cash provided (used) by changes in operating assets and liabilities:	
Accounts receivable	(2,121)
Inventories	(72,982)
Prepaid expenses	1,372
Deposits	1,095
Accounts payable	50,554
Payroll and accrued expenses	5,845
Gift cards payable	3,085
Deferred rent	4,519
Net cash provided by operating activities	479,662
INVESTING ACTIVITIES:	
Additions to property and equipment	(136,923)
Net cash used in investing activities	(136,923)
FINANCING ACTIVITIES:	
Repayment of related party borrowings, net	(185,000)
Contributed capital	240,000
Net cash provided by financing activities	55,000
NET INCREASE IN CASH AND CASH EQUIVALENTS	397,739
CASH AND CASH EQUIVALENTS:	
Beginning of year	88,031
End of year	$485,770
Supplemental Cash Flow Activities:	
Interest paid	$6,857

EXHIBIT 1-E

2013 Financial Statement

DILETTANTE CHOCOLATES, INC.

FINANCIAL STATEMENTS

DECEMBER 31, 2013

(See Independent Accountant's Compilation Report)

February 8, 2014

To the Stockholder
Dilettante Chocolates, Inc.

Independent Accountant's Compilation Report

We have compiled the accompanying balance sheet of Dilettante Chocolates, Inc. as of December 31, 2013, and the related statements of operations and retained earnings, and cash flows for the year then ended. We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with accounting principles generally accepted in the United States of America.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

Our responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures required by accounting principles general accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, results of operations, and cash flows. Accordingly, the financial statements are not designed for those who are not informed about such matters.

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Phone (425) 827-8255 • Fax (425) 827-0641 • www.sbbb.com

DILETTANTE CHOCOLATES, INC.

BALANCE SHEET

DECEMBER 31, 2013

(See Accountant's Compilation Report)

ASSETS

CURRENT ASSETS:	
Cash	$88,031
Accounts receivable	887
Inventories	164,951
Prepaid expenses	11,102
Total current assets	264,971
PROPERTY AND EQUIPMENT, net	542,453
OTHER ASSETS:	
Deposits and other assets	93,893
	93,893
TOTAL	$901,317

LIABILITIES AND STOCKHOLDER'S EQUITY

CURRENT LIABILITIES:	
Accounts payable	$100,802
Payroll and accrued expenses	106,666
Gift cards payable	21,300
Current portion - straight-line rents	3,450
Total current liabilities	232,218
LONG-TERM LIABILITIES:	
Note payable - related party	185,000
Straight-line rent obligation, net of current portion	5,516
Total long-term liabilities	190,516
Total liabilities	422,734
COMMITMENTS	
STOCKHOLDER'S EQUITY	
Common stock	3,374,043
Accumulated deficit	(2,895,460)
Total stockholder's equity	478,583
TOTAL	$901,317

DILETTANTE CHOCOLATES, INC.

STATEMENT OF OPERATIONS and RETAINED EARNINGS
YEAR ENDED DECEMBER 31, 2013
(See Accountant's Compilation Report)

REVENUE:	
Food and beverage sales	$4,077,478
COST OF SALES	1,626,759
Gross profit	2,450,719
OPERATING COSTS	
Payroll and related benefits	1,186,839
Facilities	652,691
Other direct costs	233,107
Credit card and bank fees	133,446
Depreciation	182,155
General and administrative	37,641
Interest expense	3,733
Total operating costs	2,429,612
INCOME FROM CONTINUING OPERATIONS	21,107
DISCONTINUED OPERATIONS	
Loss from operations of discontinued stores, including loss on disposal of fixed assets of $244,068	(395,901)
	(395,901)
NET LOSS	(374,794)
Retained earnings, beginning of year	(2,520,666)
Retained earnings, end of year	($2,895,460)

DILETTANTE CHOCOLATES, INC.

STATEMENT OF CASH FLOWS
YEAR ENDED DECEMBER 31, 2013
(See Accountant's Compilation Report)

OPERATING ACTIVITIES:	
Net loss	($374,794)
Adjustments to reconcile net loss to net cash provided by operating activities:	
Depreciation and amortization	240,163
Loss on disposal of property and equipment	244,068
Cash provided (used) by changes in operating assets and liabilities:	
Accounts receivable	(887)
Inventories	11,343
Prepaid expenses	(1,273)
Deposits	(516)
Accounts payable	(32,911)
Payroll and accrued expenses	(3,900)
Gift cards payable	3,812
Deferred rent	(53,221)
Net cash provided by operating activities	31,884
INVESTING ACTIVITIES:	
Additions to property and equipment	(253,880)
Net cash used in investing activities	(253,880)
FINANCING ACTIVITIES:	
Proceeds from borrowing	185,000
Net cash used in financing activities	185,000
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	(36,996)
CASH AND CASH EQUIVALENTS:	
Beginning of year	125,027
End of year	$88,031

SECTION TWO

Concept Development

1. PROVIDE DETAILS OF THE RESTAURANT OR RETAIL CONCEPT PROPOSED AND THE RATIONALE FOR ITS SELECTION FOR THE SEATTLE-AREA MARKET.

Dilettante Mocha Café is a small, local, woman-owned, ACDBE Certified specialty coffee and gourmet chocolate business that offers an exceptional, one of a kind menu that sets us apart from the traditional coffee shop while providing a unique specialty café experience for the traveling public. The premium quality of our mochas made from real melted chocolate, custom coffee blends roasted in-house, house made specialty cake and pastry offerings, and full retail line of artisan chocolates, confections, and dessert sauces have established our café as a sought-after destination coffee and chocolate shop.

Fresh Roasted Coffee

Our café concept was originally inspired by European coffee and dessert houses where decadent desserts are paired with premium espresso beverages. In the late 1970's, we introduced this café concept to the Pacific Northwest. This established Dilettante as an early adopter of serving espresso based coffee beverages in Seattle. Dilettante was the second Seattle coffee house to own an espresso machine. Striving toward excellence, over the years we sourced a variety of coffee blends in pursuit of perfecting a roast profile that complemented our chocolate and desserts. To answer this need, and to ensure the freshest, directly sourced coffee beans, we established the Dilettante Coffee Roasting Program in 2003.

Dilettante Hapsburg & Romanov Blends

Hand Crafted Mochas & Chocolate Beverages

The Dilettante Mocha is created by combining real melted chocolate with carefully selected blends of coffee, creating a truly decadent mocha experience. At the heart of our Mocha Café concept is the Dilettante Chocolate Scale. Guests choose from five cacao percentages to truly customize their mocha or hot chocolate beverage. From deep dark chocolate at 72% cacao, to smooth and creamy white chocolate at 31% cacao, there is a delightful chocolate profile for every palate. Unlike the typical gourmet coffee house that uses sugar-based chocolate syrups in their coffee beverages, Dilettante Mocha Café uses artisan, small-batch single-origin chocolate and chocolate blends to create each Dilettante Mocha and Hot Chocolate. Each chocolate varietal is melted in specialty chocolate melters right behind our counters.

The Dilettante Chocolate Scale

Dessert & French Patisserie Program

Our specialty cakes and French pastries are baked fresh in-house at our flagship Seattle bakery. Many of the specialty cake and pastry recipes have been inspired by family heirloom recipes. Our dessert offering includes a robust variety of gourmet confections, providing an enticing selection to suit any guest.

French Pastries & Specialty Cakes in our pastry case

Retail Line - Packaged Gourmet Chocolates

We use only the highest quality, premium ingredients in creating each of our specialty packaged confections. Our gourmet line of fine chocolates features a variety of hand crafted confections packaged in beautiful gift boxes. In addition we operate a robust chocolate panning program to create chocolate covered fruit, nuts, and espresso beans enrobed in custom blends of couverture grade chocolate. Other gift items include bite-sized truffles, dessert sauces, biscotti, and seasonal holiday chocolates that are both a special treat for the airport traveler and ideal as personal and business gifts.

A selection of Dilettante packaged retail items

Our unique offering of premium coffee, espresso, and chocolate beverages, gourmet specialty cakes, and French pastries, retail packaged chocolate gifts, as well as the traditional café offerings of pre-packaged breakfast and lunch items have established Dilettante Mocha Café as the only specialty gourmet coffee company of its kind in the Pacific Northwest. In addition, we have a proven track record of successfully operating for over 10 years in Sea-Tac Airport's Central Terminal.

2. PROVIDE A MERCHANDISE/MENU/SERVICES LIST INCLUDING PROPOSED PRICING.

On the following three pages, please find an abridged listing of the extensive menu offerings that will be available at the new Sea-Tac Airport Dilettante Mocha Café. Our current pricing structure adheres to the Airport Street Pricing policy.

COFFEE, ESPRESSO & BEVERAGE PROGRAM

Mochas

**Available Iced*

	Tall	Grande	X-Grande
Molten Chocolate Mocha *Dark72%, Dark 63%, Ephemere 52%, Milk 41%, White 31%*	4.15	4.65	5.00
* Mocha *Mexicano*	3.90	4.15	4.55
Caramel Mocha	4.20	4.80	5.10

Espresso & Coffee

**Available Iced*

	Tall	Grande	X-Grande
Cappuccino	3.35	3.65	4.10
*Latte	3.10	3.80	4.10
*Caramel Latte	3.70	4.25	4.65
*Americano	2.35	2.75	3.00
*Fresh Brewed Coffee	1.80	2.15	2.45

Ice Blended Frappes

	Tall	Grande	X-Grande
Ice Blended Frappe *Mocha, Chocolate, Caramel, Mango, Raspberry, Passion Fruit*	4.70	4.95	5.20

Hot Chocolate

	Tall	Grande	X-Grande
Molten Hot Chocolate *Dark72%, Dark 63%, Ephemere 52%, Milk 41%, White 31%*	3.45	3.80	4.10
Mexicano	3.20	3.55	3.85
Viennese Cocoa	3.10	3.45	3.75

Signature Shots

	Demitasse
Espresso *double shot*	2.20
Mocha Vizio *chocolate & espresso*	3.30
Turkish Coffee *spiced double*	3.30
Cioccobrevé creamy sipping chocolate	3.25

Whole Leaf & Herbal Tea

Available Hot or Iced

	Tall	Grande	X-Grande
Spice Chai Latte	3.15	3.80	4.00
Whole Leaf Tea	1.95	2.30	2.35

Espresso Shot

Mocha & Muffin

Herbal Tea

Bottled Specialty Beverages

Bottled Water	1.80	Bawls Energy Drinks	3.10	Retro Coke	2.60
San Pelligrino	3.10	Odwalla Smoothies	4.80	Retro Squirt	2.60
Arizona Tea	2.95	Purity Fruit Juices	5.70	Calypso Sodas	3.10

PACKAGED TO-GO ITEMS

Salads & Sandwiches

VG Chef Salad	5.95
Chicken Caesar Salad	5.95
V GF Couscous Roasted Veg Salad	6.50
VG GF Potato Salad	4.15
Turkey Pesto & Provolone	5.95
Roast Beef & Havarti	5.95
VG Veggie Wrap with Dill	6.75
Asian Chicken Wrap	6.75

Snacks

V GF Kettle Chips	1.50
Gourmet Popcorn	1.50
GF Fresh Fruit: Banana or Apple	1.25
V GF Veggie Tray with Dip	5.95
V Apple Walnut Snack Tray	5.20
VG GF Greek Yogurt & Fruit Parfait	5.50

GF GLUTEN-FREE VG VEGETARIAN V VEGAN

SPECIALTY DESSERTS & PASTRIES

All specialty desserts and pastry items made fresh in-house at our flagship location in Seattle, Wa. as part of our Pastry Program.

Specialty Cakes by the Slice

Carrot Cake	6.50
Opera Torte	6.50
German Chocolate Cake	6.50
Rigo Jancsi Chocolate Cake	6.50
Ephemere Chocolate Torte	6.50
Chocolate Rendezvous Torte	6.50
Mocha Praline Torte	6.50
Mocha Silk Cake	6.50
Black Forest Cake	6.50
Strawberry Chantilly Cake	6.50
Midnight Mousse Torte	6.50
Peanut Butter Cake	6.50
Tiramisu	6.50
Blueberry Cheesecake	6.50
Raspberry Cheesecake	6.50

French Patisserie

Crème Brûlée	5.00
GF Coconut Macaroon	3.00
Miniature Cream Puff	2.00
GF Ephemere Chocolate Mousse	6.50
Raspberry Mousse	6.50
Panna Cotta	7.25
Frosted Brownie	3.00
Meyer Lemon Bar	3.25
Lemon Meringue Tart	4.00
Salted Caramel Tart	4.00
Pear Almond Tart	4.00
Red Velvet Cupcake	3.00
Salted Caramel Cupcake	3.00
Mixed Berry Mini Cheesecake	5.00
GF Chocolate Decadence Cake	4.50

Specialty Cakes & French Pastries

Chocolate Rendezvous Cake

French Pastries

CAFÉ BREAKFAST

V Oatmeal	3.90
VG Cereal	1.85
Goulash Crepe	8.00
VG Bagel Breakfast Sandwich *Sausage, Ham, or Cheese*	5.70
VG English Muffin Sandwich *Sausage, Ham, or Cheese*	4.40
Ham Breakfast Burrito	4.95
Sliced Loaf Bread	1.80
Muffin	2.35
Scone	2.35
Bagel	1.70
Croissant	3.10
Cinnamon Roll	2.60
Coffee Cake	2.60
Danish	2.35

KID'S MENU

Hot Chocolate	2.90
Frappe *Chocolate, Caramel, Mango, Raspberry, Passion Fruit*	3.90
Orange Juice & Apple Juice	1.80
Washington Grown Apples	0.50
Fresh Fruit: Banana	0.50
Yogurt & Fruit Parfait	3.60
Veggie Tray with Dip	3.60

GF GLUTEN-FREE VG VEGETARIAN V VEGAN

RETAIL LINE - PACKAGED GOURMET CHOCOLATES

Chocolate Gift Box Assortments

Create Your Own Assortment *1 Piece - 15 Piece*	1.55 - 23.25
Signature Truffle Gift Box Line *4 Piece - 64 Piece*	7.25 - 78.00
Premier Chocolate Gift Boxes *Truffles, Nuts, Caramels & Toffees*	15.50
Salted Caramel Gift Box	15.50
Champagne Truffle Gift Box	12.50
Rheingold Butter Toffee Gift Box	14.50
Ephemere® Truffle Gift Box	20.00

Chocolate TruffleCremes®

Chocolate TruffleCremes®, 4oz - 10oz *Dark Chocolate, Milk Chocolate, Raspberry, Peppermint, Mocha, Latte, Espresso, Toffee Crunch, or Candy Cane*	8.00 - 11.50

Chocolate Covered Fruit, Nuts & Espresso Beans

Chocolate Covered Fruit *Dried Cherries, Strawberries, Apricots, Blueberries, Cranberries, or Mangoes*	7.00
Chocolate Covered Nuts *Almonds or Cashews*	7.00
Chocolate Covered Espresso Beans *In Milk, Dark, or White Chocolate*	7.00

Chocolate Bars & Novelty Molds

Chocolate Bars *Milk, Dark, Milk Pecan, or Dark Pecan*	3.50
Seattle Chocolate Postcard	8.00
Chocolate Molded Salmon	16.50
Chocolate Santa Claus Molds *4oz - 40oz*	6.25 - 32.50
Chocolate Easter Bunny Molds *2oz - 40oz*	4.50 - 30.50

Dessert Sauces & Toppings

Semisweet Sauce in Bottle	14.00
Caramel Sauce in Bottle	14.00
Dessert Topping in Jar *Dark Chocolate, Mocha, Chocolate, Raspberry, or Salted Caramel*	8.50

Cookies & Biscotti

Chocolate Decadence Cookies	4.75
Biscotti Bites Assortment	10.50
Chocolate Dipped Biscotti Bites *Almond Dark Chocolate, Triple Chocolate, Valencia Orange White Chocolate*	7.25

Coffee Blends

Hapsburg Viennese Medium Roast	12.00
Romanov French Dark Roast	12.00

Gift Box & Chocolate Fruit

Dessert Sauces

Signature Truffle Gift Box

Coffee Blends

Hand Dipped Truffles

3. PROVIDE FRANCHISE AND/OR LICENSE AUTHORIZATION LETTERS AND DISCLOSURE DOCUMENTS FOR ANY FRANCHISED OR LICENSED CONCEPTS IN THE SUBMITTAL.

Dilettante Mocha Café is a locally owned small business in the State of Washington, and we do not operate as a franchise or offer license authorization.

SECTION THREE

Unit Design, Materials & Capital Investment

1. & 2. DESCRIBE THE DESIGN OF THE UNIT. PROVIDE INFORMATION ABOUT ENVIRONMENTAL SUSTAINABILITY CONSIDERATIONS.

This section prepared in conjunction with our design firm, Sue Genty Interior Design Inc. At the end of Section Three, included as Exhibit 3-A, please find renderings and floor plans of the proposed Dilettante Mocha Café.

Introduction

Dilettante Chocolates is a Northwest icon for specialty, hand dipped chocolates, coffee and pastries. It is our honor to be able to put forth a design that not only encapsulates their historical relevance to the region, but also embraces the nature of the Pacific Northwest in its sustainable, green values and friendly attitudes.

When we conceptualized and designed this facility, we not only looked forward to the sustainable practices of the construction means, methods and materials we used, but we also analyzed the ability to recycle, reuse and upcycle the materials already in the facility that would be remodeled.

Design Narrative

The round nature of the facility naturally has a flow that allows the customers to move around and see most products of the facility and allows the employees the opportunity to be 'center stage'. Playing upon that viewpoint, we also attempted to show off the product in an eye catching, appealing and fun environment that facilitates the lively exchange of employees to customers for a quick, efficient and friendly interaction.

The cases for food display and grab and go have sleek European lines expressing a cleanliness to the display and keeping the cases low enough for customers to interact over the top eliminating the 'bulkhead' of many display cases. The cases are internally lit to allow all products to be seen with color corrected lighting to show off the freshness and appetizing nature of the product.

The service counters for purchasing are low to meet the ADA codes. The faces of the casework are tiled as well to allow customers to lean their luggage while completing their transaction without damage to the casework which will keep it looking fresh longer. There will be a purse ledge for the ease of handling wallets etc., and holding packages to complete the engagement with employees.

Grab and go as well as food displays are located together as well as coffee and beverage orders. There is a natural flow around the kiosk from ordering to payment that will help to eliminate any confusion in the ordering, purchasing process. There are plenty of opportunities for impulse purchases in packaged products in that they are located in key, central location, well-lit display areas as well as along the walk path to the registers. There is a clean sight line of all employees to all areas of the counter for quick assistance and eye contact.

The lighting is multi leveled and its intent is to not only provide task lighting in an appealing and efficient fashion, but to also paint surfaces with light to provide a dynamic setting for the product. All the lighting is designed to be LED with a 2700 Kelvin light color which will enhance the food colors, and give a warm, inviting environment. The layering of the lighting will be down light under the lip of the counter, pendant lighting on counters, internal lighting in pastry cases, spot lighting on key equipment, and up lighting to show off the overhead canopy design elements. By using LED lamping in all fixtures the design should utilize far less than the limits of lighting required by Washington States Energy guidelines.

Signage will be a push through internally lit acrylic lettering style off the overhead metal canopy. It will have the main focus oriented to the most traffic flow with secondary signage and graphics identifying key suggestions of the product and branding being sold.

The overhead canopy will be enclosed with a sloping Lumicor translucent system with the branding filigree etched into the material to give the kiosk containment. The intent is to up light this element as well and a secondary shadow of the images may project onto the column adding another design element.

The appearance of the kiosk will be contemporary, fresh, light and bright with clean lighting, textures and color balanced to best enhance the product and give a good presentation to the items being sold, as well as relating to the dynamic design of the airport concourse.

The employee area behind the counter is well laid out with ample storage being considered to facilitate storage and quick product restocking, efficient flow and fast service. Several functions are dual, such as the back cabinet doors also functioning as a menu board backing. In addition to these items, the employee's area has been brought to ADA compliance for path of travel and counter reach ranges even though employee's areas are exempt from this requirement by code.

<u>The design intent of the layout proposed has the following motivation:</u>

- *Unoccupied time feels longer than occupied time:* Engage the customer as soon as possible and give them something to look at, touch, and experience.
- *First contact with a service provider makes people who are waiting feel better even if it gets them no closer to their goal.*
- *Human beings have a natural fear of being forgotten* – Engage immediately.
- *Waiting alone is worse than waiting with one or more companions.* The circle configuration and low counter/display cases create more of a flow and a better opportunity to engage since you are potentially not 'lined up'.
- *An unexpected wait feels longer*. Multiple employees to assist in quick product service.

Areas of design methodology consideration:

- **Metal framing containing a high quantity of recycled product**
  Pac Steel: Seattle, WA
  Steeler Construction Supply: Seattle, WA
- **Porcelain tile**
  Fire Clay Tile: San Francisco, CA: Recycled porcelain fixtures and glass into tiles, 90% recycled content
  https://www.fireclaytile.com/sustainable-manufacturing/
  Blazestone: Seattle, WA: Recycled glass into tile

- **Wood:** *Plyboo*: Seattle, WA: Bamboo sustainable forest practices
  http://kireiusa.com/kirei-bamboo/
- **Lighting:** LED lamping exclusive and local or made in the USA where possible
- **Countertop:** Pental Quartz with a recycled content
- **Lumicor:** Overhead canopy screen, contains 50% recycled content and is 100% recyclable (Cradle to Cradle)
- **Overhead metal work**: Recycled content and recyclable

Existing items for reuse, upcycling:

- **Corian counter tops**: If salvaged correctly, these can be cut down, polished, and reused as product display trays
- **Overhead structural steel & column collar**: To support the new overhead canopy
- **Plumbing, mechanical, electrical points of connection**: Reuse existing locations if possible and feasible in order to minimize noise, dust, and structural impact to the building.

With the volume of customers, heavy duty, durable products are also a must and have been considered as is explained in this narrative.

During the demolition of the existing Mocha Café, we intend to follow the guidelines of the 'Waste Diversion Report' utilized by the City of Seattle in their building permit cycle. The report can be seen at the following link:
http://www.seattle.gov/util/ForBusinesses/Construction/CDWasteManagement/RecyclingRequirements/WasteDiversionReport/

Some of the areas we have explored in this phase would be to engage a company that will take the waste produced from the site and break it out into recyclables and waste by separating gypsum, wood cabinets, lumber, and metal framing to name a few categories and making this a requirement of the project. Some of those companies are: Hungry Buzzard, Waste Management and Recycling Resources to name a few. These companies will also be reviewed by proximity to the site in order to mitigate the impact to traffic, air quality and noise. In other words, the closer to the site, the better.

These practices are also considered in the selection of materials for the new construction. Any product that employs a recycle program and/or reuses and shows innovation in their product in an attempt to minimize impact to the natural resources will be considered first in the material selection. Again, focusing on proximity to the project for minimal environmental impact.

In Conclusion

The design intent of the material selection:

- Contemporary and relevant in order to have longevity in design use
- Durable, strong enough to hold up to the patrons, their luggage and site conditions
- Environmentally sound: Utilizing green technology, reuse, recycle, and upcycle products, with small carbon footprint in product regions. Supporting our community to the best of our ability with Made in Washington, Made in the USA a priority in product selection

It has been our intent to design not only to the minimum standards, but to set the example by reaching beyond simply 'what is required'.

Sue Genty Interior Design Inc. Background

Sue Genty Interior Design Inc. is a small Washington, woman owned design firm that specializes in design for the Food, Beverage and Hospitality industry. We have over 30 years of experience. We have been in business for 16 years with another 15 years prior to that working for other design professionals who mentored Sue in designing for the restaurant industry. Some of our clientele listed on our website would include, Blazing Onion Burgers, Starbucks, McDonalds, Parlor Billiards, Moctezumas, Big Fish Grill and many more. Our website can be viewed for qualifications at www.sgidinc.com and references available upon request.

3. IDENTIFY THE MINIMUM CAPITAL INVESTMENT.

Below, please see Exhibit 6.

Exhibit 6

Capital Investment Form

Respondents are required to submit their proposed capital investment and indicate the sources of funding to be used for the tenant improvements and working capital. Please complete one form for each unit included in your submittal and one form that includes consolidated information for all units included in your submittal.

Unit/Package Number: Single Unit Package 8
Concept: Gourmet Coffee
Square Feet: 452

Initial Capital Investment	Amount	Percent of Initial Capital Investment
- Leasehold Improvements	$ 300,000	63 %
- Furnishings, Fixtures and Equipment	$ 152,000	32 %
- Design, Engineering, and Construction Management (1)	$ 25,000	5 %
Total Initial Capital Investment	$ 477,000	100%
Total Initial Capital Investment/Sq.Ft	$ 1,055 /Sq.Ft	

Mid-Term Refurbishment Investment	
- Minimum Mid-Term Refurbishment Investment (2)	$ 75,000
- Minimum Mid-Term Refurbishment Investment/Sq.Ft	$ 166 /Sq.Ft

Working Capital	
- Amount of Working Capital Available	$ 660,000
- Sources of Working Capital (list below)	
Existing cash flow from operations	
Owner equity contribution	

(1) Must not exceed 12% of Initial Minimum Investment

(2) Must be minimum of 15% of the Initial Investment

EXHIBIT 3-A

Renderings & Floor Plans

Dilettante MOCHA CAFÉ
SGID
INC
Sue Genty ~ Interior Design Inc.
425-827-3438

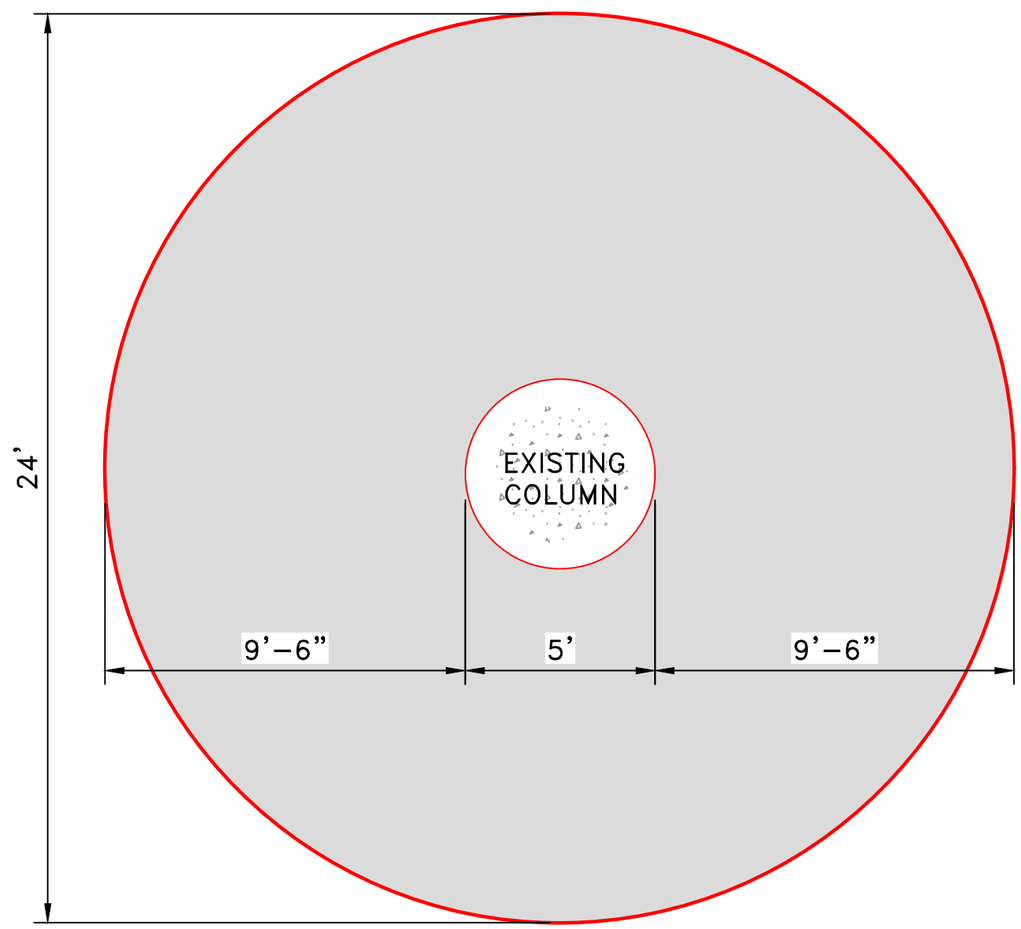
Dilettante mocha CAFÉ
2016

Dilettante mocha CAFÉ

Dilettante mocha CAFE

CENTRAL TERMINAL UNIT CT-3

452 SF SPACE



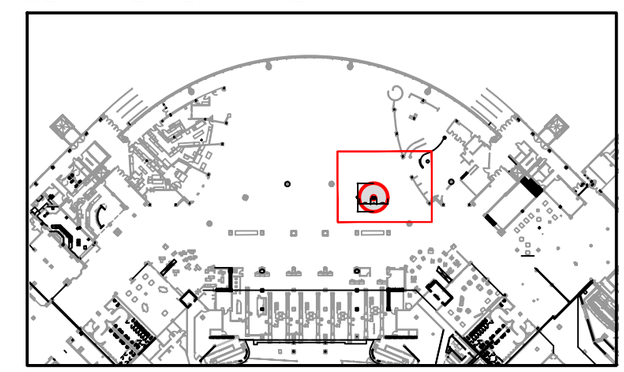
NOTE:
EXISTING COLUMN (20 SF) IS INCLUDED IN THE TOTAL AREA,

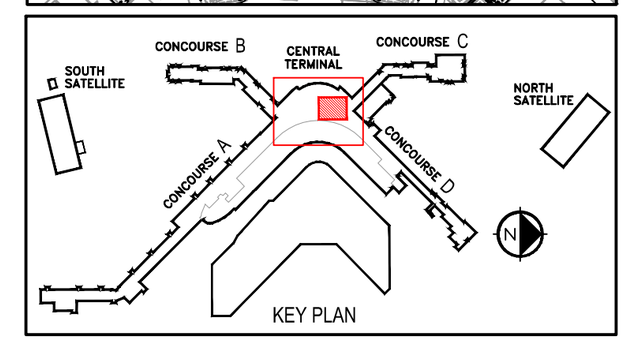
LEGEND:

LEASED AREA

EXISTING COLUMN

CENTRAL TERMINIAL





1/2"=1'

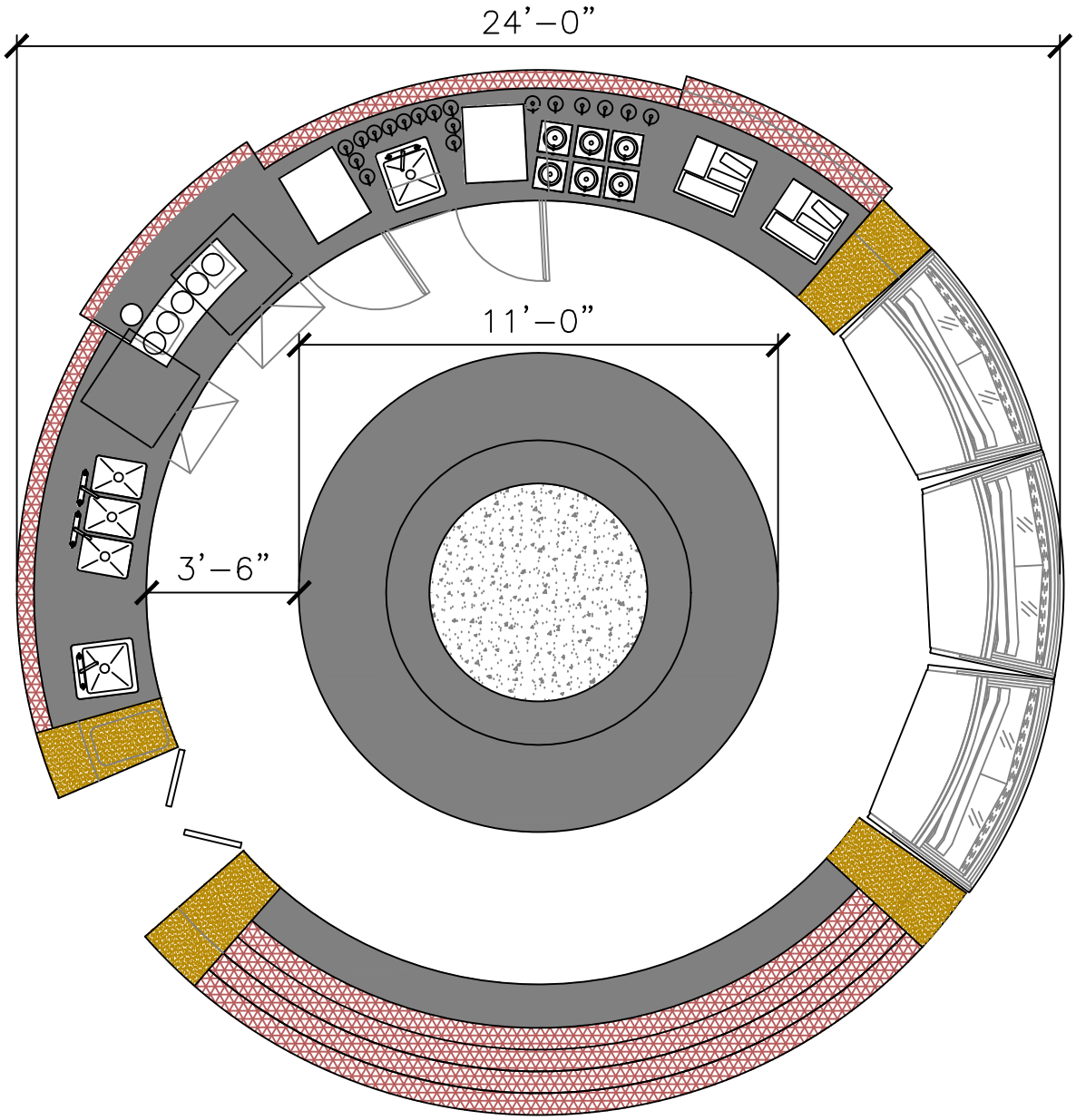
1 0 1 2 3 4 5
scale feet

N

Port of Seattle/Aviation Properties
Seattle-Tacoma International Airport

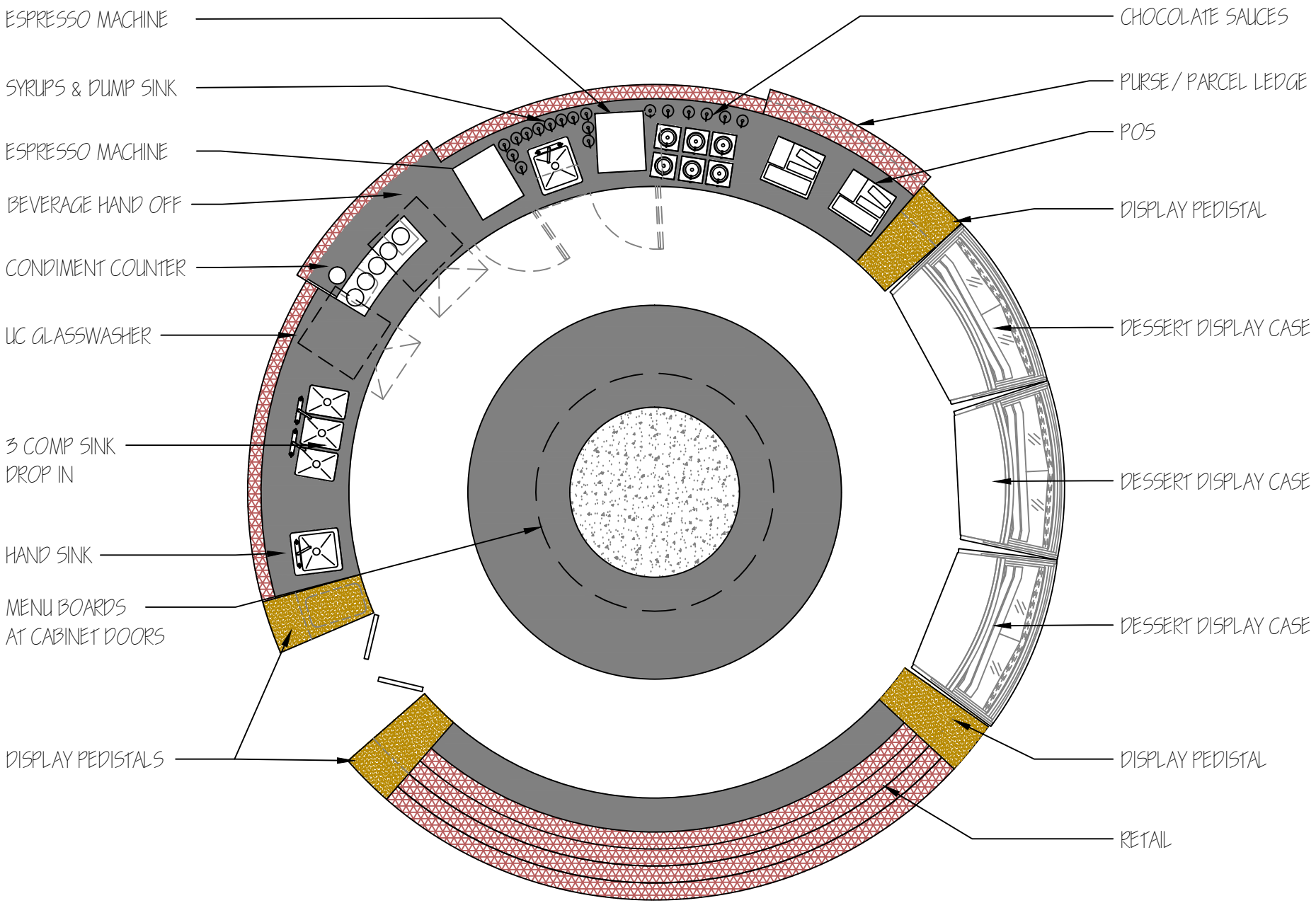
BUILDING: MAIN TERMINAL
LEVEL: CONCOURSE/TICKET
LOCATION: CENTRAL TERMINAL

DATE	08/10/2015
SCALE:	1/2"=1'
DRAWN BY:	NKL
CHECKED BY:	
EXHIBIT NO.	



Sue Genty ~ Interior Design Inc.
12811 NE 126th PL. Kirkland, Washington 98034
425-827-3438 voice ~ 206-550-3082 cell

DILETTANTE CHOCOLATES SEATAC
DIMENSIONED PLAN
SCALE: 1/4" = 1'-0"
2-14-16



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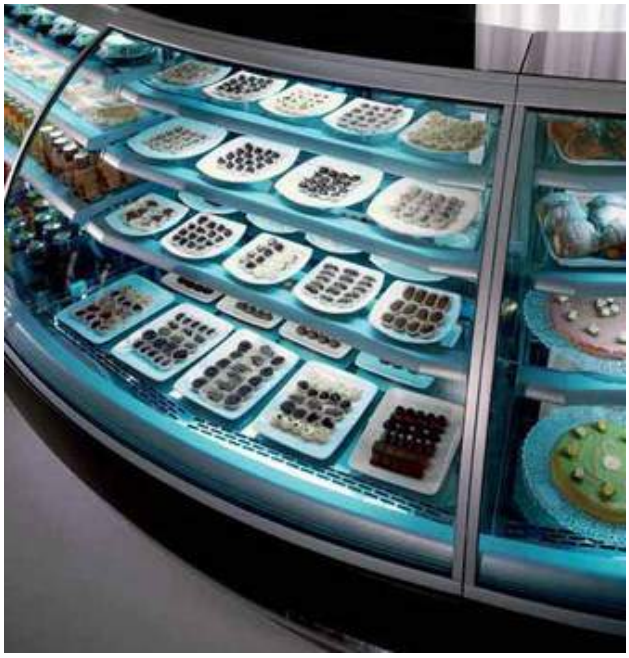
DILETTANTE CHOCOLATES SEATAC

FLOORPLAN

SCALE: 1/4" = 1'-0"

2-14-16

European Style Dessert Cases



Signage Examples - Push Through, Acrylic Letters, Backlit

The overhead signage would be designed as an acrylic push through style, similar to the examples in this presentation.

The acrylics would be back lit to create a glowing, highly visible lighted sign that represents the classic font of Dilettante with the contemporary technique of this signage methodology.

The overhead canopy would be a metal structure with a deep textural patina that has visual texture and subtle color variations. (Sample available upon request and final presentation).

SECTION FOUR

Financial Projections & Financial Offer

1. PROPOSED PERCENTAGE RENT STRUCTURE.

On the following page, please find a completed Exhibit 7 Financial Offer Form.

Exhibit 7
Financial Offer Form

During each year of the term of the Agreement, for the right and privilege of operating and managing the Premises at the Airport, the undersigned company hereby proposes to pay monthly to the Port beginning on the Rent Commencement Date, the greater of items 1 or 2 below:

1) One-twelfth (1/12) of the Minimum Annual Guarantee (MAG) paid in advance, on the first (1st) day of the month. The MAG for the Initial Period is two hundred fifty thousand dollars ($250,000). For the second Calendar Year and each subsequent Calendar Year or partial Calendar Year during the Term, the MAG will be eighty-five percent (85%) of the total amount paid (whether by MAG or Percentage Fees) by Concessionaire to the Port for the previous Agreement Year, but no less than the prior year MAG.

OR

2) Proposed Percentage(s) of Gross Sales calculated as follows:

Flat Rate Percentage Fee of:

Annual Gross Sales	Proposed Percentage Fee in Number Format	Proposed Percentage Fee in Words
$2,138,228.00	14%	Fourteen Percent of Gross Sales

OR

Tiered Percentage Fee of: (Add tiers as necessary on a separate sheet of paper using this format.)

Annual Gross Sales	Proposed Percentage Fee in Number Format	Proposed Percentage Fee in Words
Annual Gross Sales less than $_____.	___%	
Annual Gross Sales greater than $_____ and less than $_____.	___%	
Annual Gross Sales equal to or greater than _____.	___%	

The Minimum Annual Guarantee and percentage fee will be reconciled annually, as set forth in the draft Agreement.

The signature of the Chief Financial Officer certifies that this Financial Offer is supportable throughout the term of the Agreement.

ATTEST: _____
(Witness Signature)

Dilettante Chocolates
(Company Name)

BY: _____
(Signature of Chief Financial Officer)

Daniel Graham
(Printed Name of Chief Financial Officer)

DATE: 2/15/16 Telephone No. 206-957-2901

2. COMPLETED FINANCIAL PRO FORMA FOR EACH INDIVIDUAL UNIT, AS WELL AS FOR THE ENTIRE PACKAGE IN THE CASE OF A MULTIPLE UNIT PACKAGE.

On the following page, please find the completed Exhibit 8 Financial Proforma for Single Unit Package 8.

Based upon the 2015 calendar year, Dilettante Chocolates, Inc. had sales in excess of 1.9 million dollars. With anticipated growth and increased enplanements at Sea-Tac Airport, we conservatively anticipate sales growth at 5% per year. The projections in Exhibit 8 Financial Proforma is based on the year starting 2017.

Exhibit 8 - Financial Proforma Template

Complete One Proforma for Each Unit and One Consolidated Proforma for the Package

Seattle - Tacoma International Airport
Proforma Statement, Airport Dining and Retail Program

PROFORMA[1]
(constant 2015 dollars)

	2017	2018	2019	2020	2021	2022	2023	2024	Total
ASSUMPTIONS USED									
Enplanements[2]	22,343,039	22,407,600	23,068,649	23,749,200	24,449,827	25,171,124	25,913,700	26,587,191	193,690,330
Sales per Enplanement	$ 0.10	$ 0.10	$ 0.10	$ 0.10	$ 0.11	$ 0.11	$ 0.11	$ 0.11	$ 0.11
Total Square Feet	452	452	452	452	452	452	452	452	
Sales per Square Foot	$ 4,730.59	$ 4,967.12	$ 5,215.48	$ 5,476.25	$ 5,750.07	$ 6,037.57	$ 6,339.45	$ 6,656.42	$ -
PROJECTIONS									
Gross Sales:	$ 2,138,228	$ 2,245,139	$ 2,357,396	$ 2,475,266	$ 2,599,029	$ 2,728,981	$ 2,865,430	$ 3,008,702	$ 20,418,172
Cost of Goods Sold	$ 855,291	$ 898,056	$ 942,959	$ 990,106	$ 1,039,612	$ 1,091,592	$ 1,146,172	$ 1,203,481	$ 8,167,269
Gross Profit	$ 1,282,937	$ 1,347,084	$ 1,414,438	$ 1,485,160	$ 1,559,418	$ 1,637,389	$ 1,719,258	$ 1,805,221	$ 12,250,903
Expenses									
Payroll	$ 320,734	$ 336,771	$ 353,609	$ 371,290	$ 389,854	$ 409,347	$ 429,815	$ 451,305	$ 3,062,726
Benefits	$ 8,000	$ 8,000	$ 8,000	$ 8,000	$ 8,000	$ 8,000	$ 8,000	$ 8,000	$ 64,000
Utilities	$ 68,423	$ 71,844	$ 75,437	$ 79,209	$ 83,169	$ 87,327	$ 91,694	$ 96,278	$ 653,382
Operating Expenses	$ 110,953	$ 116,500	$ 122,325	$ 128,442	$ 134,864	$ 141,607	$ 148,687	$ 156,122	$ 1,059,499
Franchise/License Fees	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Rent to Port	$ 299,352	$ 314,320	$ 330,035	$ 346,537	$ 363,864	$ 382,057	$ 401,160	$ 421,218	$ 2,858,544
General & Administrative	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Washington Lease Excise Tax	$ 19,218	$ 20,179	$ 21,188	$ 22,248	$ 23,360	$ 24,528	$ 25,754	$ 27,042	$ 183,519
Insurance	$ 1,497	$ 1,572	$ 1,650	$ 1,733	$ 1,819	$ 1,910	$ 2,006	$ 2,106	$ 14,293
Other Direct Expenses	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -	$ -
Total Expenses	**$ 828,177**	**$ 869,186**	**$ 912,245**	**$ 957,458**	**$ 1,004,931**	**$ 1,054,777**	**$ 1,107,116**	**$ 1,162,072**	**$ 7,895,962**
EBITDA	$ 454,760	$ 477,898	$ 502,192	$ 527,702	$ 554,487	$ 582,612	$ 612,142	$ 643,149	$ 4,354,942
Interest, Depreciation, and Amortization	$ 59,625	$ 59,625	$ 59,625	$ 59,625	$ 78,375	$ 78,375	$ 78,375	$ 78,375	$ 552,000
Net Profit Before Taxes	$ 395,135	$ 418,273	$ 442,567	$ 468,077	$ 476,112	$ 504,237	$ 533,767	$ 564,774	$ 3,802,942
Total Initial Investment[3]	$ 477,000								n/a
Initial Investment per Square Foot	$ 1,055								n/a
Total Midterm Investment[3]	$ 75,000								n/a
Midterm Investment per Square Foot	$ 166								n/a

(1) The term length varies by package. The CEP documents identify when each unit will be available for build-out and the term length. These dates should be considered when completing this proforma.

(2) The enplanements shown are projections only for the purpose of this CEP and are not guaranteed or meant to assure any future passenger level at the airport. While these enplanements will be used to determine a consistent measure for sales per enplanement among the respondents, each respondent is responsible for independently developing their own projections for this submittal.

(3) The minimum acceptable investment per square foot for each package is defined in the CEP. Respondents proposed investment must equal or exceed this figure.

SECTION FIVE

Management, Staffing, Operations & Environmental Sustainability

1. DESCRIBE YOUR MANAGEMENT AND STAFFING STRUCTURE.

Management and Staffing Structure

- Our management structure consists of the following:
  - Dilettante President → Dilettante General Manager → Mocha Café District Manager → Mocha Café Store Manager → Mocha Café Shift Manager
- Our staffing structure is based on business needs dictated by traffic flow to ensure efficient and excellent customer service during all operational hours. This includes a manager on duty to manage daily operations and additional staff to support customer flow as needed.
- The manager of our current Sea-Tac Central Terminal Mocha Café works onsite with staff five days a week.
- Our District Manager is on site at least once a week to support the store manager and monitor store operations.

President, Kathleen Taylor & Central Terminal Manager, Breezy Weir

Recruitment and Retention of Management and Frontline Staff

- Our philosophy to create a secure and comfortable work environment in which employees can thrive positively impacts our staff. This is exemplified by our low employee turnover ratio which is exceptionally low as compared to the industry standard.
- Our company believes in staff development and promoting within. For example, our current Sea-Tac Central Terminal manager began her Dilettante career as a barista and now manages a team of 26 employees and oversees daily operations.
- Many of our employees have been with us for several years. For example, our current Sea-Tac Central Terminal manager began working with Dilettante in 2008, and has been with us for more than seven years.
- Employees regularly move between our seven greater Seattle area locations when needed. This ensures that each location is sufficiently staffed, while also providing adequate work hours for each employee.

One of our talented baristas

- Managers earn monthly bonuses based on labor goals, sales, and location net results.
- Via our Secret Shopper Program, employees who receive high survey ratings are rewarded with gift cards.
- For employee recruitment Dilettante Chocolates maintains an active recruitment program which includes the use of the Port of Seattle job boards, referrals, and employment listing websites such as, Craigslist, Indeed, LinkedIn, and Poached Jobs.
- As part of our ongoing commitment to provide quality jobs and continued employment, Dilettante Chocolates currently employs 18 baristas at our Central Terminal location. We have a well trained staff, many of whom have been with us for many years, which we would like to retain. During the reconstruction of this location it is our commitment to offer continued, uninterrupted employment through a number of different options including:
    - Offering employment at our second Sea-Tac location in the North Satellite Terminal
    - Offering employment at one of our other Mocha Cafés located near the airport
    - Offering interim employment in our production facility

Customer Service, Product Quality and Well Maintained Unit

- With 40 years of experience in the coffee house business we have become well equipped with the know-how to effectively manage our Mocha Cafés in order to provide excellent customer service, ensure product quality, and maintain the appearance and overall function at each of our seven locations.
- We are committed to offering our chocolate and espresso beverages with the same level of gourmet quality at each and every Mocha Café location. To ensure this level of product quality and consistency, employees are thoroughly trained by our District Manager and Store Managers via our Coffee and Barista Training Program which includes initial introductory training, as well as ongoing barista training which is scheduled throughout the year.
- All of our perishable foods are rotated on a regular schedule to ensure product freshness. At our current Sea-Tac cafés, any acceptable foods surpassing their expiration date are donated to the USO at the airport.
- As part of an ongoing process of encouraging the highest level of customer service among our staff and consistency of product quality, we've implemented our Secret Shopper Program. This involves a "secret shopper" who visits the store then rates their overall customer experience.

Operating in an Airport Environment

- Having been a seasoned Sea-Tac retailer for a number of years, we've come to understand the unique security and operating environment flow of services necessary to fulfill the needs of the airport customer, including travelers and airport and airline staff.
- We recognize that an airport is a 24-hour operation. Travelers, port employees, TSA agents, and airline staff appreciate having dining options available to them any time of day. At Sea-Tac Airport specifically, the Central Terminal serves as the nexus of the airport, making a 24-hour service even more valuable. Our existing café in the Central Terminal is currently one of the only businesses open around the clock.
- We will remain open 24 hours a day, seven days week, 365 days of the year in order to accommodate the varying schedules of the typical traveler, as well as port employees, TSA agents, and airline staff.
- Our 24-hour service ensures that we will be open, properly staffed, and prepared to accommodate the traveling public at all times, and especially during peak hours, such as the early morning rush.
- Our reliable and robust staff base ensures that we will have no problem staffing for high-volume traveling times such as Christmas, Thanksgiving, and the busy summer travel season.
- We have an established, loyal following of frequent travelers, port employees, TSA agents, and airline staff who have come to expect and enjoy our unique coffee and chocolate experience. Our staff has developed good rapport with many guests who frequent our establishment. This can be exemplified by many testimonials we have received, including the following:
    - *"When I used to work at the airport, I would always stop by for their milk hot chocolate. Soooo good! Exactly how hot chocolate should taste. I loved how they always remembered my order when I was a regular!... The employees there are so sweet! Next time I'm at the airport, I'll definitely stop by!" – Melissa C. via Yelp*
    - *"If you are in Sea-Tac and need a mocha, this place is hands down the best. I always try to stop here on my way out to the light rail to pick up a mocha. Never had one that let me down and keeps you warm when you step outside. Better than the rest of the coffee places in the airport." – Matthew M. via Yelp*

2. DESCRIBE YOUR COMPANY'S STANDARDS FOR DAY-TO-DAY OPERATIONS.

- Each morning the manager on duty completes an operational checklist to establish a foundation for the day's success. Key points of this routine include calibrating the espresso machines, brewing drip coffee, stocking and properly arranging displays in pastry cases, and ensuring retail items are stocked and merchandised.
- Vendor maintenance logs and daily equipment cleaning schedules are used to ensure proper cleaning of machines, chocolate equipment, espresso machines, pastry cases, countertops, floors, and shelves. Maintenance is documented in the vendor maintenance log and tracked via maintenance invoices.
- Replacement and backup equipment is readily available to ensure both optimal equipment performance and appearance.

- A set of daily and weekly checklists are performed to ensure properly functioning equipment and clean workspace and customer areas. An example of our cleaning schedule is listed below:

EQUIPMENT MAINTENANCE SCHEDULE		
Daily	Weekly	Quarterly
Espresso machines cleaned (3 times per day)	Ice machine desalinized	Espresso machines inspected and serviced by local vendor, Visions Espresso
Fridges cleaned, inside and out (twice per day)	Chocolate pumps/melters cleaned	Pastry cases inspected and deep cleaned by local vendor, Mainstream Mechanical
Pastry cases cleaned (twice per day)	Overhead kiosk canopy washed by local vendor, ABM Janitorial	Water filters changed (for espresso machines, drip brewers, ice machine, etc.)
Dusting and sweeping (several times per day)		
Floors mopped		
Coffee grinders cleaned		
Sanitizer cleaned		
Deep cleaning during late night shift		

3. DESCRIBE IN DETAIL, RELEVANT TO YOUR TYPE OF BUSINESS, ENVIRONMENTAL PHILOSOPHIES AND PRACTICES THAT ARE A PART OF YOUR DAY-TO-DAY OPERATION.

Environmental Philosophies and Practices:

- We are conscientious about limiting and reducing our waste production. The kiosk will include designate waste receptacles for composting, recycling, and trash in conjunction with the airport Composting and Environmental Initiative. Examples of composted items include: coffee grounds, food scraps, and soiled napkins. Recycled items include: bottles, cardboard boxes, paper, and milk cartons.
- We are committed to water conservation. As part of the build-out of the new kiosk, we will install low flow aerators and auto-shut off valves on all faucets. We also have a simple set of guidelines for employees; never leave water running unattended, only leave water running while in use, and be vigilant in looking for and locating water leaks.
- All appliances and equipment will be Energy Star rated.
- We use environmentally safe and friendly cleaning products.

SECTION SIX

Job Quality, Workforce Training, Employment & Service Continuity

1. WAGES AND COMPENSATION

- Dilettante Chocolates will offer a wage rate in accordance with Ordinance 13-1020.
- On top of the hourly rate, employees are compensated with tips that range from $4.00 to $10.00 an hour depending on their shift. Managers are also compensated with bonuses based on labor goals, sales, and location net results.
- We are committed to continued compliance with the future wage increases provided by Ordinance 13-1020.

2. PAID TIME OFF

In accordance with Ordinance 13-2010, employees will accrue one hour of Paid Time Off (PTO) for every 40 hours worked. They will be able to use their PTO as soon as that time is accrued, and they can carry over up to 40 hours per year, or choose to have the unused PTO paid out at the end of the calendar year.

3. AFFORDABLE CARE ACT COMPLIANCE

Dilettante Chocolates provides health insurance to full time employees consistent with the Affordable Care Act. Currently, the benefits offered exceed the minimum requirements which include full medical, dental, and vision for full time employees and 50% contribution to eligible spouses and dependents.

4. EMPLOYEE TRAINING

Employees are trained side by side with the manager, and the training is broken down into four, four hour shifts. We have found that this works the best, because the employee can go home at the end of each day and absorb the information.

On the first day the new employee learns all about Dilettante Chocolates, from the drinks to the pastries, to getting their information into the cash register so they can use it. Day one is not filled with a lot of hands on work. It is mostly for taking notes and shadowing the manager to get a feel for how the business operates.

Day two starts with learning how to use the espresso machine and how to make our signature drinks. We keep a drink card behind the counter, so there is little risk of the drink being made incorrectly, but the employee will still be under direct supervision throughout their shift.

The new hire will be doing a little bit of everything on the third day. While still under supervision, they will be working on their own receiving input from the manager and asking questions about areas they are not comfortable with.

The fourth and final day of training is the first day that the employee is under lighter supervision. The manager will still be around for any questions, but the new employee will be working more on their own. Our training schedule is not set in stone, but we do try to keep it at a minimum of four shifts. If a new employee is still uncomfortable with any aspect of the job there are always people to ask for help. We also have a detailed training guide complete with quizzes that cover customer service, drink making, daily routines, cash handling, product knowledge, and troubleshooting equipment and computers.

5. EMPLOYMENT CONTINUITY POOL

As part of our commitment to supply jobs, Dilettante Chocolates will interview candidates inside the employment continuity pool before interviewing people from outside the pool.

6. SERVICE CONTINUITY ASSURANCES

As a small, locally owned business Dilettante Chocolates anticipates operating one or two units at the SeaTac Airport and due to our limited size, discussion with labor organizations is not applicable.

SECTION SEVEN

Small Business Participation

1. INDICATE WHETHER YOU QUALIFY AS A SMALL BUSINESS.

Dilettante Chocolates, Inc. qualifies as a small business relative to the standards adopted by the U.S. Small Business Administration (SBA) in accordance with the size standards for our North American Industry Classification System (NAICS) code established by the SBA. Below is the requested information:

- Dilettante Chocolates, Inc.
  18260 Segale Park Drive B
  Tukwila, WA 98188
- Dilettante Chocolates, Inc. was established in 1976, and a Washington Corporation was formed in February of 1977.
- Our NAICS code: 722515
- Dilettante Chocolates, Inc. average annual receipts over the last three years are $5,113,374.
- Dilettante Chocolates, Inc. is organized for profit.
- Dilettante Chocolates, Inc. operates primarily in the United States, and makes a significant contribution to the U.S. economy through payment of taxes and use of American products, materials, and labor.
- Our Federal Tax Identification number: 91-0983007
- Dilettante Chocolates, Inc. is independently woman-owned and operated.
- Dilettante Chocolates, Inc. is not dominant in our field on a national basis.

2. INDICATE WHETHER AND TO WHAT DEGREE YOU, AND YOUR PROPOSED OPERATION WILL INCLUDE OPPORTUNITIES FOR LOCAL, SMALL AND/OR DISADVANTAGED COMPANIES.

- Dilettante Chocolates, Inc. almost exclusively partners with small and locally-owned businesses to provide the supplies and services to support our operations. Nearly 80% of all of our expenditures are to local and small businesses of which some examples are:
  - Liberty Distributing, a small, local dairy farm based in Puyallup, WA, provides all of our dairy products.
  - Marsee Baking, a locally-owned bakery, provides many of our baked good items.
  - Alki Bakery, a locally-owned café, provides many of our pre-packaged savory items.
  - Seattle Gourmet Foods, a gourmet food manufacturer, provides our specialty gourmet chocolates.
  - We partner with small, local businesses for equipment and maintenance repair at all seven of our Mocha Café locations. Two of those local businesses are Visions Espresso who services the espresso machines, and Mainstream Mechanical who services all refrigeration equipment.

- We believe that offering advice and guidance through mentoring fellow entrepreneurs and small business owners helps to strengthen and enrich our vibrant local business community. One example of a current mentoring relationship is with Seattle Popcorn Company and their Uncle Woody's Popcorn. Through offering specific business advice in product development, packaging design, production, distribution, and business growth strategy, we are currently helping them navigate the success and growth of their small business. This is vital in creating a lasting business relationship while supporting the local small business industry. Dilettante Chocolates has also collaborated with Seattle Popcorn Company to create two specialty chocolate popcorn products made with Dilettante's signature gourmet chocolate blends.

Chocolate Popcorn product

- In addition to our own products, Dilettante Chocolates also provides product placement opportunities for small, local businesses including the following:

  - Marsee Baking provides a variety of traditional pastries such as muffins and bagels. Products are available for purchase and prominently displayed, with relevant signage and labeling, to all customers visiting the Mocha Café.

A selection of traditional pastries from Marsee Baking

  - Alki Bakery provides a variety of savory to-go items such as pre-packaged sandwiches and salads. Products are available for purchase and prominently displayed, with relevant signage and labeling, to all customers visiting the Mocha Café.

A selection of savory to-go items from Alki Bakery

- The design, planning, and construction of the space will be managed exclusively by local small businesses including the following:

  - We are working with a local, woman-owned interior design firm, Sue Genty Interior Design Inc., based out of Kirkland, WA, for the concept and design of the space. We have worked with this firm in the past, and plan to continue this business relationship for future projects.

  - For the planning and construction we will be using another local firm, Full Tilt Construction, LLC based out of Puyallup, Washington. We have partnered with Paul Lockwood at Full Tilt on a variety of projects throughout the years and will continue to do so in the future.

- We are proud of our Seattle roots and are committed to fostering a culture that supports the local organizations that inspire us. In addition to utilizing many neighborhood suppliers in creating our gourmet products, we also support a number of local organizations through financial and in-kind product donations. Working together, we aim to help enrich our vibrant community while adding a sweet chocolate touch along the way. The table on the following page lists a selection of our community involvement.

Community Partnerships	
Local Organization	How We Are Involved
Seattle Children's Hospital	In-kind and donor sponsor for charity event fundraisers. Proceeds go to support uncompensated care helping children in our region receive the care that they need, regardless of a family's ability to pay.
Northwest Harvest Food Bank	Throughout the year we donate a variety of items from our bakery which are distributed to hunger programs throughout Washington state.
Pacific Northwest Ballet (PNB)	Official in-kind chocolate sponsor for more than 15 years; providing chocolates and desserts for special events throughout the year, and collaborating to create commemorative products.
Seattle International Film Festival (SIFF)	In-kind event sponsor for more than 20 years; providing chocolates and desserts for festival events and galas.
Seattle Theatre Group (STG)	In-kind sponsor for several events throughout the year; providing chocolates and desserts for member events and special events.

The Dilettante Fundraising Program

Dilettante Chocolates has a long history of giving back and supporting a wide variety of community activities and organizations. Our Fundraising Program is an extension of these efforts, giving local schools, sports teams, and organizations the opportunity to raise significant funds while providing supporters with quality, locally produced products.