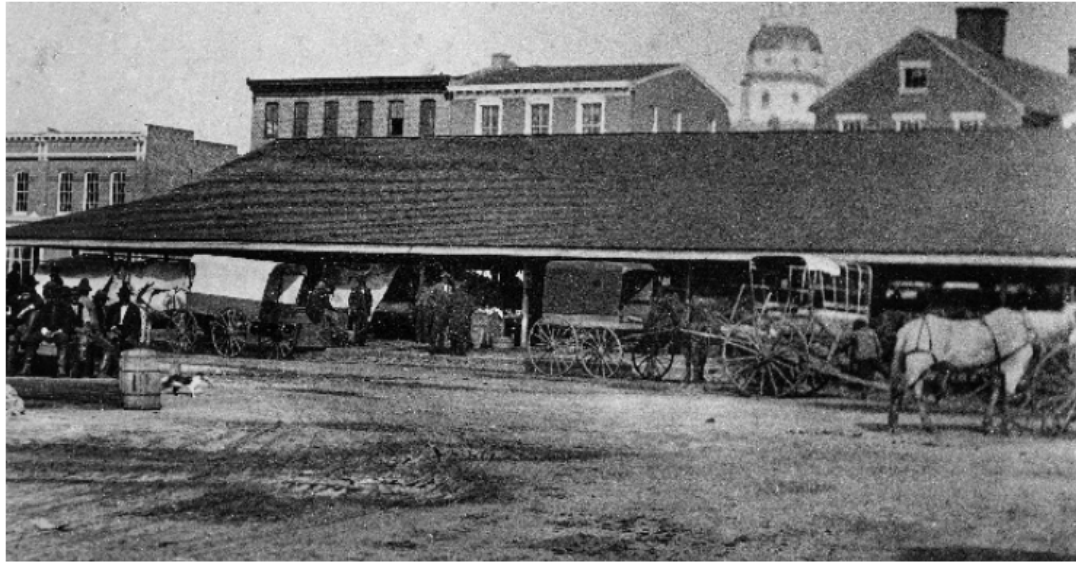


A black and white photograph of the interior of the Annapolis Market House. The space is a long, narrow aisle with a high, vaulted ceiling made of exposed wooden beams and trusses. A large, spherical, woven light fixture hangs from the ceiling in the center. People are walking and standing throughout the space. On the right, there are shops with large windows, and a sign for 'Books' is visible. The overall atmosphere is bright and open.

# ANNAPOLIS MARKET HOUSE

# A HISTORY



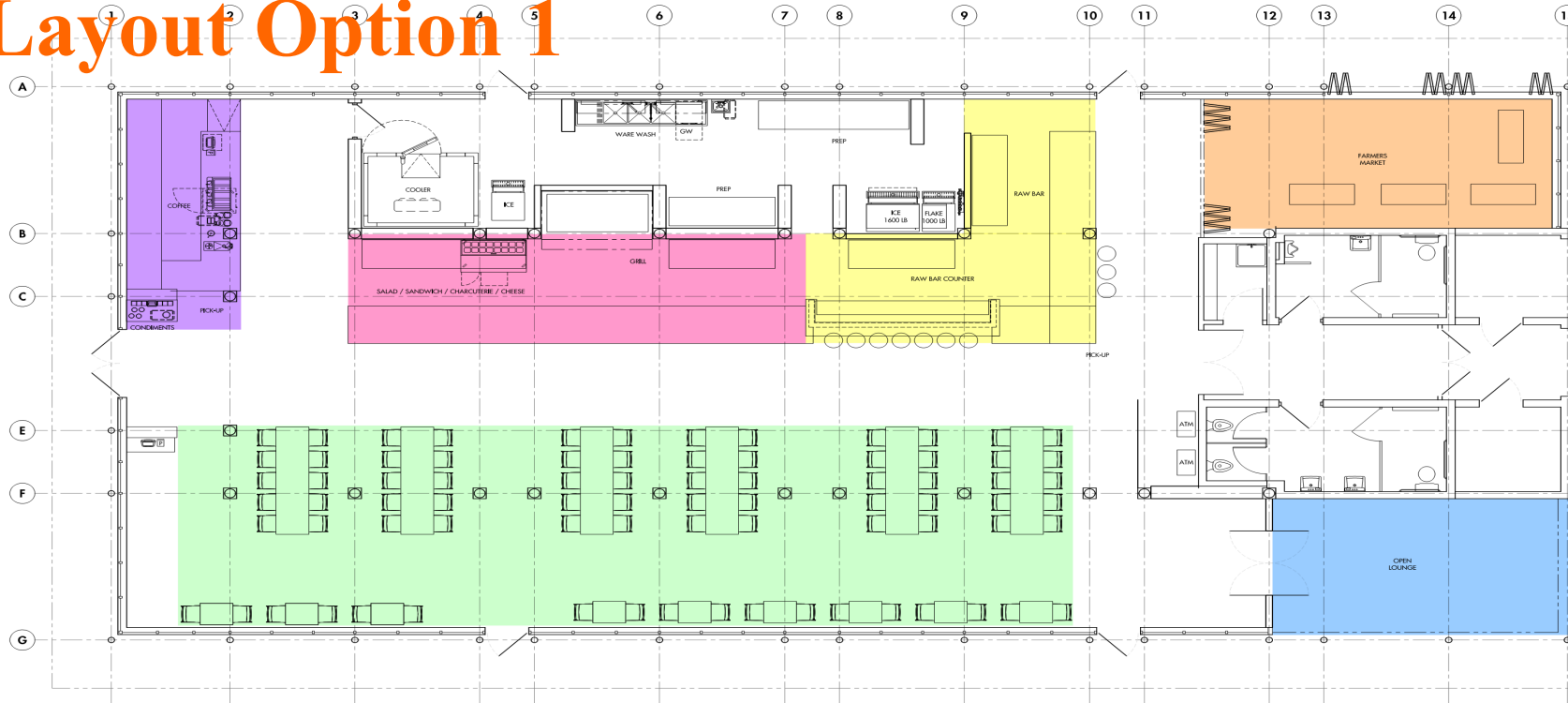
Market House, c. 1885. Horse-drawn wagons carried goods to and from the market in the late 19th century. City Code required drivers to stay on the right side of the street, to hold their reins, and to restrain their horses from "running, galloping, or going at an immoderate gait."



# CONCEPTUAL LAYOUT



# Layout Option 1



## LEGEND

- Seating
- Lounge
- Salad & Sandwich
- Farmers Market
- Raw Bar
- Coffee

## OPTION 1 EQUIPMENT FLOOR PLAN

SCALE 1/4" = 1'-0"

### COPYRIGHT

UNAUTHORIZED USE OF THE FOODSERVICE DESIGN, DETAILS, AND/OR SPECIFICATIONS CONTAINED IN THESE DOCUMENTS IS STRICTLY PROHIBITED. NSD, INC. MAKES NO WARRANTY OR GUARANTEE OF ANY KIND. THE PROCEEDINGS EXTEND FROM THE DATE OF ANY ELECTRONIC VERSION OF THE SAME. NO USE, OTHER THAN THAT FOR WHICH IT IS INTENDED, IS STRICTLY PROHIBITED WITHOUT WRITTEN PERMISSION FROM NEXT STEP DESIGN, INC. ALL RIGHTS RESERVED.

# NEW MARKET ANNAPOLIS

Annapolis  
Maryland

**NSD**  
FOODSERVICE  
CONSULTANTS  
NEXT STEP DESIGN  
915 West Street Annapolis, MD 21401  
PH: 410.265.0050  
nextstepdesign.com

ISSUE DATE  
SD 06/23/17

DATE SCALE  
PROJECT # 1/4" = 1'  
D=mmn DRAWN JRLS

FOODSERVICE  
EQUIPMENT PLAN

SHEET #  
**FS-1**





# NEXT STEP DESIGN PROFILE



**J. Russell LeBow Stilwell, FCSI**  
Principal

Russell's foodservice industry experience spans over 35 years. Starting as a dishwasher in 1972, he worked his way up the culinary food chain to sous-chef at the Chevy Chase Country Club, prior to entering the equipment business as CEO of LeBow Restaurant Equipment Co. in Alexandria, VA. As Principal Creative Designer, Russell is able to blend his formal culinary training, having graduated from the Culinary Institute of America in 1977, with his operational experience and extensive knowledge of equipment to craft sound foodservice designs. As a chef, he knows the concerns and needs of those he represents. Next Step Design's impeccable reputation is truly the result of his passion for the foodservice industry.

**Office:**  
913 West Street, Annapolis, MD 21401

**Contact:**  
O: 410.263.1200 x102 / C: 443.994.2668  
[rstilwell@nextstepdesign.com](mailto:rstilwell@nextstepdesign.com)

**Support:**  
Rebekah Manfredonia, Assistant Project Manager  
O: 410.263.1200 x135 / C: 410.627.5502  
[rmanfredonia@nextstepdesign.com](mailto:rmanfredonia@nextstepdesign.com)

## Featured Projects

- ▶ Chefs Club by Food & Wine  
New York, NY
- ▶ Estiatorio Milos  
Miami Beach, FL
- ▶ God's Love We Deliver  
New York, NY
- ▶ SLS Hotel & Residences Brickell  
Miami, FL
- ▶ The Miami Beach EDITION  
Miami Beach, FL



# IMAGERY

# New Market House





# New Market House



# MARKET HOUSE MENU



## Prepared Food

### Sandwiches

A blackboard will contain a variety of sandwich options that the customer will be able to order and have made in front of him or her upon request. The sandwiches will be made on artisanal bread and will contain products reflecting those being sold in the cheese and charcuterie case.

#### Examples:

- Baguette with French ham, herbed butter and green apple
- Ciabatta with Pancetta, avocado, watercress and green goddess dressing
- Ciabatta with Mozzarella, Prosciutto, olives and basil pesto
- Smoked salmon, cucumber, onion, dill with crème fraiche
- Roasted seasonal vegetables with creamy herbed goat cheese
- Chicken Caesar wrap with romaine and tomatoes

### Green Salads

A salad container will contain mixed greens, seasonal vegetables, cheese and various proteins (Salmon, chicken, shrimp, and meats from charcuterie counter). Homemade salad dressings will be made in bulk and portioned out for each individual salad. The Salad options will be rotated out depending on the current season the year.

#### Examples:

- Mixed greens with Roasted beets, blue cheese, oranges, fennel and a sweet balsamic vinaigrette
- Romaine lettuce with selected anti-pasta, charcuterie, cheese and an herbed vinaigrette
- Summer Harvest arugula salad with thinly sliced vegetables, parmesan crisps and a lemon vinaigrette (add chicken)
- Nicoise Salad with tuna, haricot verts, tomatoes, egg, pickled onions, olives and a lemon Dijon vinaigrette
- Spinach salad with roasted squash, pumpkin seeds pomegranates and chicken.

### Other Salads

A variety of salads will be made in bulk and then individually packed to be sold as one unit to customers. These will be healthy, light and seasonal using fresh produce and herbs.

#### Examples:

- Chicken salad with a lemon/herb vinaigrette (no mayo)
- Chicken salad with walnuts, apples and cranberries and a curry dressing
- Mediterranean tuna salad (no mayo)
- Potato, pancetta and olive salad with a Dijon vinaigrette
- Spiced chickpea salad
- Moroccan quinoa salad with roasted fall vegetables and an orange balsamic dressing
- White bean salad with thinly sliced pickled vegetables
- Farro Salad with kale, walnuts feta and grapes

### Soups

Daily soups will be offered reflecting Maryland products as well as seasonal selections based on produce availability.

#### Examples:

- Crab soup, Oyster chowder, Corn and Chicken Chowder, gumbo
- Butternut squash
- Tomato Gazpacho
- Tomato cheddar soup

### Paninis, Grilled Cheese and Flatbreads

A daily grilled sandwich will consist of our various case cheeses, charcuterie, spreads and vegetables

#### Examples:

Classic grilled cheese or add

- Tomatoes
- Caramelized onions
- Charcuterie
- Fruit spreads and arugula
- Fresh apples, pears, figs

Flatbread - topping used from produce department and meat case

- Tomato base with topping
- Ricotta or goat cheese base with toppings
- Brie or other melted cheese with topping

## Grab and Go Food

### Dinners:

A variety of small dinners will be prepared in house and packaged to be reheated at home.

#### Examples:

- Macaroni and Cheese (add in sausage or crab)
- Lasagna (vegetable and meat)
- Stuffed Vegetable (portabella mushrooms, peppers, zucchini)
- Savory Strata (using cheeses, ham pancetta etc.)
- Meatloaf
- Dinner Salads
- Meatballs and Tomato Sauce
- Roast Pork Dinner
- Roasted Salmon, vegetables and potatoes

### Spreads, Dips and Antipasto Items

We will purchase some items in bulk and portion them out in containers, while others will be prepackaged.

#### Examples:

- Containers of olives, artichokes, cornichons;
- Prepackaged- pesto, tapenades and spreads

### Dairy Products

Various dairy products will be in a refrigerator. These products will be purchased from a local farm to ensure quality and freshness.

#### Examples:

- Mini frittatas (made in house)
- Milk
- cream
- ½ and ¼
- yogurt
- Sour cream
- mascarpone
- cream cheese
- farmers butter
- farm fresh free range eggs

### Breads

Breads will be purchased par baked and finished off in our ovens for guaranteed freshness. All bread will be sold as loaves, as well as used for sandwiches.

#### Examples:

- French, baguettes
- French ciabatta
- 7 grain bread,
- Focaccia bread
- 12 inch wraps
- 3 seed
- Panini bread
- Rye bread
- Brioche

---

All menu items are subject to availability and seasonal preferences

## Cheese

### Cheese & Charcuterie Plates

- **Maryland** – Cherry Glen Monacacy Gold, Chapels Cheddar, Fox Hollow Farm Bleu, Ugly Pig Soppressata
- **American** – Vermont Creamery Coupole, Point Reyes Blue, Aged Cheddar, Calabresi Salami, Fruit Jam
- **French** – Comte, Chabichou, Saucisson, Olives
- **Spanish** – Manchego, Valdeon, Membrillo, Chorizo, Salted Almonds

### Maryland Specialities

- Cherry Glen Goat Cheese – Boyds, MD
- Cherry Glen, Monocacy Gold Goat Cheese, Boyds, MD
- Chapels Country Creamery, Chapel Cave Aged Cheese, Easton, MD
- Chapels Country Creamery, Chapels Cheddar, Easton, MD
- Eve's Cheese, Colby, Cheddar, Chestertown, MD

### Bleu

- Point Reyes Original Bleu Cheese
- Roqueford
- Rogue Creamery Smokey Bleu
- Grubb Family Cashel Bleu
- Gorgonzola Mountain
- Fourne D'Ambert

### Brie

- Fromager D'Affinois
- Champlain Valley Organic Triple Cream
- Vermont Creamery Cremant

### Cheddar

- Neal's Yard Dairy Montgomery's Cheddar
- Kerry Gold Irish Cheddar
- Grafton Sage Cheddar, Truffle Cheddar, Smoked Cheddar, Garlic Cheddar

### Gouda

- Mimolette Gouda
- Aged Goat Gouda

### Manchego

- Young Manchego
- 1 Year Manchego
- Provolone

### Parmigiano

- Bonati Parmigiano Reggiano
- Grated in the store Parmesan
- Grana Padano

### Washed Rind

- Epoisse
- Taleggio
- Morbier

### Fresh & Chevre

- Ricotta
- Burratta
- Greek Feta
- Bel Gioioso Mozzarella
- Boucheron
- Vermont Creamery Bonne Bouche, Coupole, Herbed Goat
- Mitica Drunken Goat
- Cypress Grove Humboldt Fog, Truffle Tremor

### Melting

- French Raclette
- Fontina
- Emmentaler
- Gruyere

### Sliced Deli Cheese

- American (white and yellow)
- Cheddar
- Provolone
- Pepper Jack
- Swiss

All menu items are subject to availability and seasonal preferences

**Olives, Dressings, Canned Products**

- Tessemae Salad Dressings – Annapolis, MD
- Nicoise, Castelveto, Mixed Blend Olives
- Castillo de Canena Smoked Olive Oil
- Extra Virgin Olive Oil
- Red Wine Vinegar, Champagne Vinegar
- Matiz Sardines
- Jose Canned Seafood (Calamari, Tuna, Mackerel, Sardines, etc.)

**Meats (Charcuterie)**

- Salami
- Soppressata
- Calabrese
- Genoa Salami
- Prosciutto Di Parma, Prosciutto San Danielle
- 18 Month Serrano Ham
- Brooklyn Cured Tasso Coppa
- Creminelli Tartufo, Boar Salami
- Columbus Caccatori, Crespone, Felino
- Trois Petits Cochons Mini Pates – Truffle, Foie Gras
- Fabrique Delices Rillettes
- Red Table Pancetta

**Crackers, Nuts, Dried Fruits**

- 34 Degrees Crackers
- La Panzanella Croccantini
- Effies Assorted Flavors
- Rainforest Crisps
- Mixed Nuts
- Virginia Peanuts
- Salted Cashews
- Dried Apricots
- Dried Cherries
- Dried Dates
- Dried Figs

All menu items are subject to availability and seasonal preferences

---

**Fresh Produce**  
**Locally sourced when available**

Baskets of fresh produce to be displayed artfully in and outside the building. This produce will be sold to customers and used in the production of retail food. A close eye will be kept on all merchandise that is not moving and will be incorporated into the menu for freshness and best utilization.

- Corn
- Tomatoes
- Yellow Squash
- Zucchini Squash
- Green Beans
- Yellow Beans
- Cucumbers
- Peppers
- Lettuces
- Grapes
- Apples
- Pears
- Peaches
- Plums
- Cherries

**Representative Maryland Grocery Sources**

- Riva Greens Farm , Riva, MD, fresh produce
- Ivy Brand , Harwood, MD, fresh produce
- Garden Family Farm , Davidsonville, MD, fresh produce, poultry and meats
- MD Sunrise Farm, Gambrills, MD , meats
- Cabin Creek Heritage Farm, Upper Marlboro, MD, meats
- Windsor Farm, Annapolis, MD, poultry, eggs
- Arrowhead Hill Organic Farms, Harwood, MD, heirloom tomatoes
- Crispens' Farms & Greenhouses, Millersville, MD, fresh produce, herbs
- Black Oak Cut Flowers, Edgewater, MD, flowers
- Willow Oak Flower & Herb Farm , Severn, MD, flowers, herbs
- Broadwater Creek 4H Farm, Churchton, MD, free range eggs
- Shlagel Farms, Waldorf, MD, fresh produce
- Zekiah Farms, Waldorf, MD, meats
- Baywater Greens, Salisbury, MD, fresh produce



- Cherry Glen Farms, Boyds, MD, Cheese
- Chapels Country Creamery, Easton, MD, Cheese
- Eve's Cheese, Kent County, MD, Cheese
- Agriberry, Hanover, VA, fresh produce
- Baraja's Markets, Colonial Beach, VA, Fresh Produce
- Emily's Produce , Cambridge, MD, fresh produce
- Gorman Farm , Laurel, MD, fresh produce
- Clayton Farms , Phoenix, MD, fresh produce
- Springfield Farm, Sparks, MD, eggs
- Fox Hollow Farm, Gaithersburg, MD, meats, poultry, eggs, cheese
- Flying Pigs Farm , Union Bridge, MD, fresh produce
- Flying Plow Farm, Rising Sun, MD, fresh produce
- Even' Star Organic Farm , Lexington Park, MD, fresh produce
- Zahradka Farm at Brown's Cove, Baltimore, MD, fresh produce
- ECO City Farms, Edmonston, MD, micro greens
- Natures Garlic Farm , Easton, MD , fresh produce
- Good Sense Farm & Apiary , Washington, DC, fresh produce, honey
- Mary's Land Farm , Ellicott City, MD, meats, poultry
- Chapel's Country Creamery , Easton, MD, artisan cheeses
- Nice Farms Creamery, American Corner, MD, dairy
- Moon Valley Farm, Cockeysville, MD, fresh produce
- Blades Orchard, Salisbury, MD, fresh produce, cider
- Ritter Farm, Sykesville, MD, meats
- Roberts Roost Farm , Monkton, MD, fresh produce
- Springfield Farm , Sparks Glencoe, MD, dairy, eggs, poultry
- S. B. Farms, Inc. , Hurlock, MD, bison
- All Seasons Farm, Galena, MD, hydroponic greens
- Monocacy Organic Farm , Darnestown, MD, eggs
- Priapi Gardens , Cecilton, MD, fresh produce
- Newark Farms , White Hall, MD, fresh produce
- One Straw Farm , White Hall, MD, fresh produce
- Two Boots Farm , Hampstead, MD, fresh produce
- Baugher's Orchard & Farm , Westminster, MD, fresh produce
- Glen Mary Grass Fed , Park Hall, MD, meats
- Oakie Doke Farms , Keymar, MD, fresh produce, eggs
- Swann Farms , Owings, MD, fresh produce
- A. H. Herb'n Craft Farm, Queen Anne, MD, herbs, eggs
- Loudoun Beef , Washington , DC, meats
- TALMAR Gardens and Horticultural Center, Baltimore, MD, herbs, flowers
- Carroll Farm-To-Table , Ellicott City, MD, poultry, meats

- Butterbee Farm , Pikesville, MD, flowers
- Koinonia Organic Farm , Stevenson, MD, herbs
- Jones Family Farm , Edgewood, MD, fresh produce
- Prigel Family Creamery , Glen Arm, MD, dairy
- Peaceful Acres Farm, LLC , Glenwood, MD, meats, eggs
- Magnolia Bread Company , Sudlersville, MD, bakery
- Old Soul Farm , Brookeville, MD, meats, poultry, eggs
- Plain Wayne Farms , Denton, MD, fresh produce
- Gingersnap Farm , Trappe, MD, fresh produce, poultry, eggs
- Five Seeds Farm , Sparks Glencoe, MD, fresh produce, honey
- Malin Farms , Preston, MD, fresh produce
- Godfrey's Farm , Sudlersville, MD, fresh produce
- Grand View Farm , Forest Hill, MD, meats, poultry, eggs
- Gunpowder Bison & Trading, Monkton, MD, bison
- Blades Orchard , Federalsburg, MD, fresh produce
- Simmer Rock Farm , Sparks, MD, fresh produce
- Hickory Lane Farm , Millington, MD, fresh produce
- EatWell Natural Farm , La Plata, MD, Fresh produce
- Dragonfly Farms , Mount Airy, MD, herbs, vinegar, wine
- Potomac Valley Organics , Damascus, MD, fresh produce
- Deep Run Farms , Hampstead, MD, fresh produce
- East Rivendell Farm , Damascus, MD, fresh produce
- Ferguson Family Farm , Parkton, MD, poultry, meats
- Stoecker Farms , White Hall, MD, fresh produce
- Fancy Discovery Farm , Chaptico, MD, meats
- Sassafras Creek Organic Farm , California, MD, fresh produce
- Piedmont Ridge , White Hall, MD, meats
- Shaw Orchards , White Hall, MD, fresh produce
- Side By Side Farm , Freeland, MD, fresh produce
- Gravel Springs Farms , Union Bridge, MD, fresh produce
- Grazy Days Family Farm , Union Bridge, MD, eggs
- Green Akeys Family Farm , Westminster, MD, meats
- Glen Mary Farm , Park Hall , MD, meats
- Stone Run Farm , Rising Sun, MD, fresh produce
- Morgan Farms , Frederick, MD, gourmet marshmallows
- Oakley's Farm Market , Hebron, MD, fresh produce

---

All menu items are subject to availability and seasonal preferences

### Maryland Seafood Specialties

- Maryland Crab Cake Platter
- Maryland Crab Cake Sandwich
- Maryland Crab Balls
- Maryland Vegetable Crab Soup
- Maryland Cream of Crab Soup
- Maryland Seafood Chowder
- Maryland Lump Crab Gazpacho
- Maryland Chicken and Corn Chowder
- Maryland Grilled Rockfish
- Maryland Grilled Rockfish Sandwich
- Maryland White Perch Fish Fry
- Maryland Rockfish Bites
- Maryland Oyster Raw Bar
- Maryland Fried Oyster Sandwich
- Grilled Maryland Chicken Sandwich

### Other Specialties

- Fried Clams
- Regional Oysters
- Crispy Tapioca Fried Calamari
- Seafood Ceviche
- Steamed Mussels
- Steamed Shrimp
- Grilled Salmon
- Hand-Cut French Fries
- Made to Order Flatbreads

All menu items are subject to availability and seasonal preferences

---



**Michele Bouchard**  
18 Brice Road  
Annapolis, MD

Michele Bouchard's culinary background tells the story of an individual whose passion lies in making good, healthy food. Michele started her culinary career at Tastings Gourmet a decade ago. She is the head of the kitchen, and is responsible for the menu creation, ordering, preparing, and cooking of the prepared foods. In 2015, she decided to take her love for the art of food preparation to the next level, and enrolled in culinary school at AACC. Michele has been pursuing her degree in Cooking and Baking, and plans to finish her coursework in early 2018.

Before arriving in Annapolis 26 years ago, Michele had a successful career in fashion retail, as a buyer, department manager and regional manager for two large retail chains. It was there that she acquired the skills needed to run a business, lead a team of employees and work closely with suppliers.

Michele lives in Pendennis Mount with her husband and their French Bulldog, Hazel. They have three children, ages 20, 22 and 24. When she isn't walking Hazel, or in the kitchen, she can usually be found tending to her garden or working off the calories at the gym.



JOE LYON  
The 51<sup>st</sup> State Tavern  
Owner- 2004 - 2017  
Washington, DC

Joseph Lyon is a Maryland native who moved to Annapolis decade ago. After attending University of Maryland and graduating Towson University, he began a long career in the restaurant industry of Washington, DC. He has worked in all aspects of the food and dining world. In 2004 he and his wife open the 51<sup>st</sup> State Tavern on L Street. They purchased the property, designed and renovated the entire building. The 51<sup>st</sup> State, in Foggy Bottom, quickly became a neighborhood favorite for gatherings. Known to many for sharing food, drinks, sporting events and traditional DC events. Just blocks from Georgetown and near the Foggy Bottom metro, their establishment was frequented by locals and welcomed many visitors to Washington.

Ready for change, new challenges and less of a commute, Joe sold the property in 2017 to look for opportunities to serve friends and families of Annapolis where he resides with his wife Lori, and their 2 children.

Joe Lyon brings 30+ years of food and beverage experience to Annapolis in hopes of making a positive impact to our community. As he transitions to this Chesapeake Bay oriented area, he is excited to contribute to the blossoming food scene and the always flourishing downtown.



Jody Danek

2981 Friends Road  
Annapolis MD 21401  
410.507.5371

Jody Danek has over thirty years' experience in the Annapolis restaurant scene, starting as a server at Harbor House on the city dock while attending the University of Baltimore where he received an economics and finance degree. Realizing his passion for the hospitality industry, Jody moved on to the Ram's Head Tavern, quickly becoming a backbone of the operation as he moved into management.

After 8 years of dedicated service, in 1999 Jody and his wife, Kristin Lewis, teamed up with Julie and Gavin Buckley to open their first restaurant, tsunami. Tsunami transformed a part of West Street that had been struggling, taking a vacant building and turning it into a cutting edge venue.

Discovering his gift for revitalization, in 2004 Jody moved on to a much larger project, West Village. This project took 5 dilapidated buildings on a more remote part of West Street and turned them into the place to be. Currently housing Hudson Fouquet, Lemongrass and Metropolitan Kitchen & Lounge, many people credit this project with turning around West Street.

In addition to tsunami, Jody is co-owner of three Lemongrass restaurants, Metropolitan Kitchen & Lounge and Sailor Oyster Bar.

Jody is not only a specialist in adaptive re-use of underperforming venues, he is also an avid guitarist. He has supported and nurtured artistic growth on West Street since the day he stepped on it. Without him, such Annapolis staples as First Sundays, Dining Under the Stars, the Annapolis Fringe Festival, the chicken sculptures and various murals might not have happened. He is on the boards of the Annapolis Art District and the Inner West Street Association.

Jody has a young family and cares about downtown. His passion for food and quality is unparalleled. He is an innovator and a doer who gets the job done and never quits. His knowledge of costs and attention to detail is an asset to any team.

When not hard at work, Jody can be found on his boat, enjoying the Chesapeake Bay and its environs until winter – when he and his family try not to injure themselves snowboarding.

# BUSINESS PLAN



# NEW MARKET

## BUSINESS OUTLINE

### MISSION

A market for locals. Tourists want to go where locals go. So lets create a market that is relevant to the people who live here. Lets create a market that celebrates and showcases what Annapolis is famous for OYSTERS, CRABS, PRODUCE AND PROTEINS FROM OUR CITY, COUNTY, AND ACROSS THE BAY BRIDGE

### CONCEPT

The New Market concept will create a large hall with long communal tables that bring people together. The food will be fresh and local. The vibe will be open and fun. Food and drink will be purchased from the market area or from the counter. Visitors will not be intimidated to bring in purchases from surrounding food serves establishments. We are trying to create a town center. To reactivate the sidewalks and reenergize the building we strongly see the need to create service hatches, bi-fold doors and a patio. A key component of the concept is a seasonal Sunday FARMERS MARKET in Market Square. The New Market produce section must spill out into this area through its bi-fold doors on market day . Restaurants around the market will have the ability to add outdoor seating at this time as we do with Dining Under the Stars. We will cater to businesses, boaters, locals and tourists.

### FOOD TYPES

Food types will consist of seasonal made to order or prepared products ordered across the counter. Grab & Go lunches and dinners will sit alongside cheeses and charcuterie next to shelves of balsamic vinegars and olive oils, tinned sardines, pates and of course baguettes. Seasonal, locally sourced produce will be artfully displayed in Market bins and sold and will be cross utilized in our own kitchen. New Market will have a substantial "ice box" for boaters to reach into. Milk and other dairy products will be on display and rotated through our coffee bar. We have planned private catering on and off site that showcases Maryland's best ingredients and we expect to have Ward One support for our liquor license application.

### INTERIOR

Atmosphere is as important as food quality. New Markets communal tables will have long multi-length Edison light bulb fixture hovering above on a pulley system. The menu chalkboards will also be on pulleys for daily changes. Large marble black and white tiles will dominate the space. Classic marble counters will create a hip brasserie feel.

### EXTERIOR

Externally on the east side of the market we plan to do roll out awnings and an under roofline reversible outdoor cafe. The south side of the market will have a service window. On the west side we need a 14' section of bi-fold doors that open up to the grocery component of the market. Bistro chairs and tables will surround three sides.

### MUSIC

All good markets have some type of music for the locals to enjoy. We plan to work with the neighbors to establish parameters.

## NEW MARKET

### TEAM

We have over a 100 years of combined experience in the hospitality industry. At New Market we have an unwavering passion for food and an acute awareness of the missed opportunity at the City Dock. We are here to make a difference. We specialize in underperforming or vacant space. We point to West Street as an example of a part of the city that was not given much chance. Today West Street is the Annapolis Arts District and it has less vacancies than Main Street, it is considered the 'locals' destination. We have tremendous depth in market, restaurant and bar operations. Our catering manager has overseen six figure events and our Farmers Market coordinator has taken her inspiration from visits to some of the finest historic markets in the world.

### CONSTRUCTION

A key positive to our proposal is the speed we can turn the Market House around. With city permit cooperation we believe we will only have 2 - 3 months of down time. This short construction piece is possible because we will leave existing cooking line in place.

Brand new countertops will be installed and fronts will be refaced. We expect the Falafel equipment to convey and we will purchase equipment from current tenant. As per lease terms we expect the city to repaint the exterior to our specifications. We plan to start the process in August with the Historic Preservation organizations to give maximum time for approval before we start construction in January.

### COMMUNITY ENGAGEMENT

Market House will be the catalyst to reenergize the City Center around Market Square. We will engage the community and surrounding businesses in order to make the New Market House, the City's Market House.

### FINANCE

Our [REDACTED] start up budget will be self financed. We need the ability to maintain an ATM, preferably with exterior access [next to trash room] connected to the bank who will be holding our operating accounts.

### HOURS OF OPERATION

Mon - Thurs	6:00 to 10:00
Fri - Sat	6:00 to midnight
Sun	7:00 to 10:00

### SUBLEASING

To be determined