



THE CLEAR CHOICE FOR WINDOWS

ARCHITECTURAL* HISTORIC REPLICATION * BLAST * IMPACT * CUSTOM

September 5, 2019

Economic Development Retail Sales Tax Board
6801 Delmar Boulevard
University City, MO 63130

RE: Grant application for Economic Development Retail Sales Tax funds

Dear Honorable Board:

WINCO Window Company, Inc. is embarking on a plan to add automated production equipment to its manufacturing process. We believe we are at the point where we will require this equipment to support and sustain our growth plans in the coming years. We are indeed dedicated to maintaining our presence in the City and continue to grow our operations and employment. This equipment will allow us to increase throughput and add processing currently outsourced to other manufacturers resulting in incremental employment and additions to support planned growth.

We sincerely believe the City will benefit from the increased economic activity and employment opportunities. We ask for your support as outlined in our enclosed grant request from the Economic Development Retail Sales Tax funds.

We are most grateful for the past support we have received from the City in supporting three successful industrial revenue bond applications. We are also most grateful for the support of the City over the years in infrastructure improvements, police, fire and other governmental services.

Please let us know if you need any additional documentation or information in evaluating this project proposal.

Most sincerely,

A handwritten signature in blue ink, appearing to read "Bill Krenn", written over a horizontal line.

Bill Krenn,
President



Economic Development Retail Sales Tax Board
6801 Delmar Boulevard · University City, Missouri 63130 · 314-505-8500 · Fax: 314-862-3168

ECONOMIC DEVELOPMENT RETAIL SALES TAX FUNDS FISCAL YEAR 2020 (JULY 1, 2019 – JUNE 30, 2020)

GENERAL INFORMATION

In August 2006, the City of University City levied a one-quarter (1/4) percent sales tax on retail sales to be used for economic development purposes. This revenue is based on the amount of sales tax generated through point of sales within the City limits and fluctuates from year to year.

Through the Economic Development Retail Sales Tax (EDRST), funds are being invested in University City programs and projects that encourage the physical and economic redevelopment of major corridors, improve infrastructure, support existing successful business districts, and enhance efforts toward business retention, expansion and attraction. The use of revenues generated by the tax are generally for project administration, land acquisition, infrastructure, water and wastewater treatment capacity, matching state or federal grants related to long-term economic development projects, marketing, training, equipment and infrastructure and other specified uses. Please refer to the "Funding Priority Guidelines" for additional information relating to the use of funds.

A nine-member volunteer Economic Development Retail Sales Tax Board helps to oversee the use of the EDRST and serves in an advisory capacity to City Council. City Council ultimately awards these funds.

WHO CAN APPLY

The EDRST is generally open to any organization, with priority given to non-profit and City sponsored projects. To be considered for funding, please complete and submit the attached application. Organizations requesting funds for multiple programs or projects must complete a separate "Section 2: Program or Project Information" for each funding request.

FY2020 EDRST APPLICATION CALENDAR

DATE	ACTION
August 1, 2019	Issue application
September 5, 2019	Application Deadline
September 9-20, 2019	Staff reviews applications & makes recommendations
September 24, 2019 - 6 p.m.	Public Hearing & Presentations by Applicants to EDRST Board
October 8, 2019 6 p.m.	EDRST Board makes final funding recommendations to City Council.
October 28	City Council Reviews & Awards Funds



**APPLICATION FOR ECONOMIC DEVELOPMENT RETAIL SALES TAX FUNDS-
FALL ROUND
FISCAL YEAR 2020 (JULY 1, 2019 – JUNE 30, 2020)**

Directions. Please complete all sections of the application. If a question does not apply to a project, please indicate “n/a” for not applicable. Please refer to “Economic Development Retail Sales Tax Board Funding Priority Guidelines” for guidance. Applications should be submitted by **September 6, 2019** to Libbey Tucker, Director of Economic Development, City of University City, 6801 Delmar Boulevard, University City, MO 63130 or ltucker@ucitymo.org. For questions call 314-505-8533. Applications submitted after the deadline will not be considered for funding.

Application Date: September 5, 2019

Project Title: Automation equipment upgrade

SECTION 1: APPLICANT/ORGANIZATION INFORMATION

1. Applicant/Organizational Information

Name of Applicant/Organization: WINCO Window Company, Inc./BMS Holdings, Inc.

Contact Person and Title: Bill Krenn, President

Mailing Address: 6200 Maple Avenue

Phone Number: (314) 725-8088

E-mail Address: BillKrenn@WINCOWindow.com

Website: www.WINCOWindow.com

Organizational Officers (Provide Name, Address, Phone and e-mail of at least three. Provide Articles of incorporation and letter or status):

- a. Gantt Miller III, Chairman
6200 Maple Avenue, Saint Louis, MO 63130 (314) 725-8088
GanttMiller@WINCOWINDOW.com
- b. Bill Krenn, President
6200 Maple Avenue, Saint Louis, MO 63130 (314) 725-8088
BillKrenn@WINCOWindow.com
- c. Woody Miller, Vice President
6200 Maple Avenue, Saint Louis, MO 63130 (314) 725-8088
woodybuilds@gmail.com

Type of Entity:

- Sole-Proprietorship
- Corporation/Partnership/Limited Liability Company
- Not for Profit Organization
- Public/Government

501(c) 3:

- Yes No If no, list type of entity:

Minority Business Enterprise (MBE) or Women Business Enterprise (WBE):

- Yes No Women owned, not federally certified.

2. **Applicant/Organization Background**

Describe the applicant/organization history and mission:
See attached. Appendix A.

Describe the applicant/organization programs and activities:

Manufacturing: Fabrication and assembly of architectural and heavy commercial aluminum window and door products. These windows are high performance products designed and built to protect buildings and occupants from thermal, air and water penetration, storm protection including hurricane and tornado, blast and forced entry. Our products also can be customized to replicate historically significant buildings. New applications provide visual barriers for buildings, temperature and solar protection and for occupant security in case of intruder threat. Additionally new applications include human protection for psychiatric facilities.

The company is vertically integrated to include metal forming and finishing and glass fabrication.

If the request is from an organization, please provide proof of organizational support for the application (i.e. letter from organization on official letterhead, meeting minutes, etc.).

See attached Appendix B

SECTION 2: PROGRAM OR PROJECT INFORMATION

3. Program or Project Summary (attach additional sheets if necessary)

Description of the Program or Project. In addition to a detailed description of the project, include a summary of the need for the program or project, goals and objectives, partners, and how the program or project meets any City plans or policies.

Automated thermal break application process to provide additional capabilities to increase throughput and access additional markets for products. Also purchase additional automated CNC equipment for frame and sash components, increasing accuracy and precision in cutting milling and inserting holes and access points for assembly and hardware application.

This acquisition will increase employment by bringing additional processing in-house rather than out sourcing to other manufacturers.

Describe the number of part-time and full-time jobs to be created by the specific request and average wages for these jobs.

The company estimates that the workforce will grow by an incremental 10% per year during this expansion. At our current employment of 185 that would equate to 18 full-time positions in 2020, 20 FTEs in 2021 and 23 FTEs in 2022.

The additional processing brought in-house will add an incremental 5 positions

Define the expected outcomes of the project, milestones and how the project success will be measured.

Expected outcomes include:

- Increased processing accuracy
- Increased throughput and reduced cycle time
- Increased efficiency in material movement

Capacity and efficiency increases will allow for:

- Increased production throughput to allow taking on the additional 20% growth per year
- Increased production capacity will allow for the additional hiring for workforce expansion

Program or Project Location (Attach photos of location or site, if appropriate):

6200 & 6315 Maple Avenue, current building locations.

Program or Project Timetable:

Early 2020

Type of Funding Request (check all that apply):

- X Project
- Program

Other (such as marketing, legal, professional services, grants or loans to companies for job training)

Total Budget: \$1,342,000

Amount of funding requested from EDRST: \$463,900

This amount when leveraged with the financing to be received from UMB Bank will allow us to realize the efficiencies and growth opportunities to be provided by this investment. In addition the savings that this grant will enable (\$42,000 per annum) can be applied to assisting in the hiring and onboarding of new employees required for staff this growth.

Is this request anticipated to be a one-time request or multi-year? If multi-year, please provide additional details, including anticipated future funding request, project details, and any other helpful information.

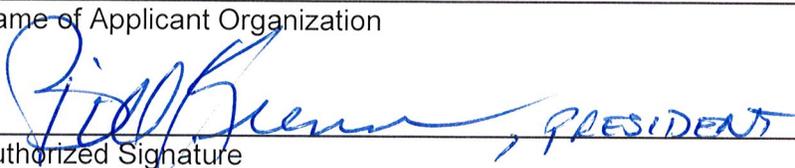
This is a one time request.

Complete and attach form EDRST B-1 with budget cost summary.

I CERTIFY THAT ALL INFORMATION IN THIS APPLICATION IS TRUE AND COMPLETE TO THE BEST OF MY KNOWLEDGE AND BELIEF.

WINCO WINDOW COMPANY, INC.

Name of Applicant Organization

 PRESIDENT

Authorized Signature

09/05/2019

Date

EDRST B-1

City of University City
 Economic Development Retail Sales Tax
 FY19 Request for Funds: Budget Cost Summary

Applicant WINCO Window Company, Inc.
Project Automation equipment upgrade

Amount of Request
 Provide a listing of each project or program proposed and the associated cost allocation.

	Total EDRST Funds	Applicant's Cash Funds	Applicant's Non-Cash Contributions	Other Funds	Project Total
I. Project or Program Direct Costs*					
Automated thermal break application equipment	\$ 150,000	\$ 200,000	\$ 10,000	\$ 30,000	\$ 390,000
Automated CNC equipment					\$ -
Milling and material processing	\$ 100,000	\$ 100,000	\$ 8,000		\$ 208,000
Automated saws	\$ 90,000	\$ 90,000	\$ 10,000		\$ 190,000
Programming software and automated links to engineering and production control, including equipment set-up and training	\$ 60,000	\$ 60,000	\$ 10,000	\$ 120,000	\$ 250,000
Automated Stockroom storage system	\$ -	\$ 200,000			\$ -
Total Direct Costs	\$ 400,000	\$ 650,000	\$ 38,000	\$ 190,000	\$ 1,278,000
II. Indirect Costs**					
Operations	\$ 63,900			100	\$ 64,000
BUDGET TOTAL - ALL ACTIVITIES	\$ 463,900	\$ 650,000	\$ 38,000	\$ 190,100	\$ 1,342,000

*Examples of direct costs are project materials, salaries, fringe and benefits, supplies and equipment that are tied to a particular cost objective such as a project or program. Consultation with City staff is advised in defining direct costs.

**Examples of indirect costs are expenses relating to operations, such as general office and building expenses. These costs must represent a reasonable and proportional rate in relationship to direct costs. Consultation with City staff is advised to assist with defining indirect costs.

Throughout much of the 20th Century St. Louis was defined by its industrial sector. Although the region became part of the Rust Belt after the decline of American manufacturing, several industrial firms are still contributing to the region's economic fabric. Winco Windows, located in the Olive Link's Industrial District, is a perfect example of that fact.

Winco Windows was founded in 1915 by German immigrant Johann Otto Kubatzky. From its location on the north side of St. Louis, the company produced aluminum ventilators that were sold to builders in the City and surrounding vicinity. Johann ran the company for two decades before turning it over to his two sons, Theodore and Woodrow. By that time, Winco was offering a full line of ventilator windows and had started distributing its products all over the country. As the company's new owners, Theodore and Woodrow further expanded Winco's product line and advanced its business practices in order to keep up with an evolving market. In the 60s, the company began to use computerized order entry data in its manufacturing process. In same decade, it also became a charter member of the American Architectural Manufacturers Association (AAMA).

In 1980, Winco Windows experienced another change in ownership after the death of Woodrow Kubatzky. Woodrow's daughters, Karen Barnes, Kris Sherman and Kory Miller, became the third generation owners of the company, and Kory's husband, Gantt Miller, became chairman of the board. A transition in leadership wasn't the only major change at Winco Windows in the 80s. In 1984 the company left its North City location for 6200 Maplewood Avenue in University City. This new location was chosen for its large size, which could accommodate new operations and features, such as two AAMA-certified window testing chambers added in 1985 and 1992.

Over the next thirty years, Winco would continue to lead innovations in window manufacturing while adopting new technologies and reaching new markets across the United States.

Today, Winco supplies built-to-order windows to buyers concentrated in the Midwest, Northeast and Southeast, though they are expanding into the rapidly growing Western market as well.

Winco's products are defined by high resistance and performance that allow them to last for up to 50 years, versus 15 to 20 years for the average window. Thanks to its solid reputation, Winco has been involved in several restoration projects in recent years. These include the Ellis Island New Immigration Building in New York and the Kelly Cullen Building in San Francisco.

Additionally, Winco engineers have also continued the company's tradition of innovation by creating new products. Among these are the Psychiatric Window, which helps provide healing natural light to mental health inpatients, the Hurricane-resistant 3250 Steel Replica Window, which can resist winds above 150 mph and also provides ample protection from noise and water infiltration and our recently developed tornado resistant product used in FEMA Command Centers and safe room applications.

There's no denying that University City and the Greater St. Louis area benefit from having Winco Windows in their economic ranks, but the company itself benefits just as much from being located here. According to Bill Krenn, Winco's President and a former member of the University City Chamber of Commerce's board of directors, "St. Louis is centrally located in the country at large, and that helps with distribution." Bill specifically praises the Olive Link for providing unique advantages to the company due to its "central location in the County/City region, which makes it easy for employees and other parties to reach us via car, the Metro Link,

or the bus line.”

With its advantageous location, strong business model and quality products, not to mention its long history as a locally owned family business in its fourth generation, it's safe to say Winco Windows will continue to be a major player in the window industry. There's also no doubt that it will remain a crucial employer to our region's industrial workers. In fact, Winco is currently hiring production workers to help manage its very high backlog of projects. Seeing a locally owned company that has been growing and expanding since the Great Depression continue to rise is simply astounding, and Winco's innovations and involvement in restoration projects guarantee that it will continue to thrive for decades to come.

WINCO involvement in Community Activities

Gantt Miller served in various leadership positions including President of the board of Directors of American Architectural Manufacturers Association "AAMA" for over 20 years. AAMA is the industry trade association for the fenestration industry.

Gantt Miller involved in study group for the redevelopment of the Olive Boulevard corridor

Bill Krenn involved with the planning group on development of the Olive Boulevard Link and Streetscape Districts

Bill Krenn serves as Treasurer of the Board of Directors of the University City Chamber of Commerce

WINCO developed a zero energy demonstration structure "Crete House" in partnership with the School of Architecture and Engineering at Washington University in Saint Louis

WINCO provided office space that served as a temporary overnight shelter for the homeless during severe winter weather in liaison with Saint Louis Winter Outreach from 2011 through 2015

WINCO provided storage and parking for Saint Louis' Operation Food Search for their converted Metro Bus that provided fresh vegetables to food deserts in the Saint Louis area.

John Campbell is a founding member and served in various leadership positions, including President of the Board of Directors, of Monroe Actors Stage Company for over twenty years.

Bill Krenn served in several official positions on the Board of Directors for Places for People, Inc. including Treasurer and President for over 20 years. This not for profit organization serves homeless and indigent individuals in the Saint Louis area with housing and mental health services.

Bill Krenn serves as President of Assisi House, Inc. a not for profit housing development company serving the homeless of the Saint Louis area.

WINCO WINDOW COMPANY, INC.

RESOLUTION OF THE BOARD OF DIRECTORS

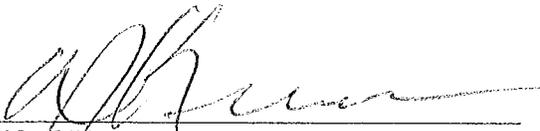
The meeting was called to order by Gantt Miller, Chairman. Attendance was taken. Gantt Miller, Chairman, Wilfred Krenn, President, Treasurer were in attendance.

Mr. Krenn proposed a motion in the form of a resolution, to authorize the Company to apply for these funds as offered by the City of University City for assistance in financing a capital equipment purchases totaling \$800,000. \$400,000 would be requested from the City of University City from a grant program available from the Economic Development Retail Sales Tax Fund of the City to incentivize the project.

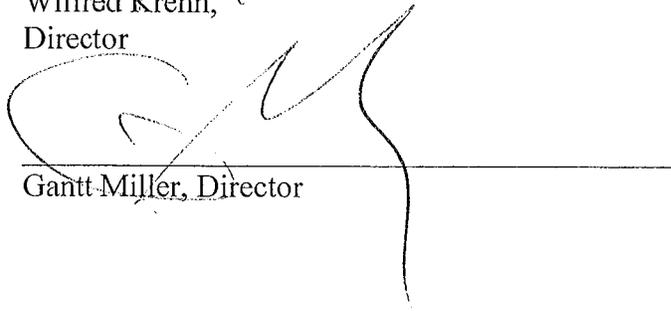
The motion was seconded by Mr. Miller. All in attendance voted to approve the resolution.

There being no other business to come before the meeting, the same adjourned.

Resolution dated this 9th day of August, 2019.



Wilfred Krenn,
Director



Gantt Miller, Director