PC Madison, LLC 6027 University Ave #100 Cedar Falls, IA 50613

Via Email pcapplications@cityofmadison.com

City of Madison Planning Division Madison Municipal Building, Suite 017 215 Martin Luther King, Jr. Blvd. P.O. Box 2985 Madison, WI 53701-2985

RE: LETTER OF INTENT—CUP PROPOSAL FOR ROXXY NIGHTCLUB

Dear Plan Commission:

The applicant, PC Madison, LLC (d/b/a Roxxy), submits this letter of intent for its proposed 1980s and 1990s-themed retro nightclub, the Roxxy.

Proposed Nightclub. The Roxxy's primary focus will be entertainment. It will host bands, comedians, dinner shows, private events, and dancing. The applicant is separately applying for an entertainment license and an alcohol license.



of the year and the availability of acts.

The Roxxy celebrates the uniqueness and the weird little things that make us who we are. Roxxy is about music, décor, the era, weirdness, and fun.

The Roxxy will have live performances every Thursday, Friday, and Saturday. There will be a DJ and dancing if there is no live performance. It may also have live performances on the other days of the week, but it will depend on the time

Experienced Ownership. Harmonic Hospitality Group is the applicant's parent company. Harmonic Hospitality Group is owned and operated by Aaron Schurman (Partner), Jeff Hassman (Partner), Darin Beck (CEO), and Tony DeSalvo (President). Aaron, Jeff, Darin, and Tony have over 90 years of experience in the restaurant, nightclub, food, and beverage industry. The applicant owns 11 venues located in Nebraska and Iowa.

Hours of Operation. The hours of operation will depend on the time of the year and the services offered. The Roxxy will be open most days for lunch, dinner, and entertainment from 11:00 a.m. until 2:00 a.m. Monday through Friday, and from 11:00 a.m. until 2:30 a.m. Saturday and Sunday. The Roxxy may also open for brunch some days.

Capacity. With the tables removed for large shows, the Roxxy will have a capacity of up to 500 patrons.

Three Venues. The Roxxy will be part of three venues next to each other. The other two venues, Double Tap, an arcade bar that serves pizza and alcoholic beverages, and the Stuffed Olive, a martini bar & tapas restaurant, will be in the spaces next to Roxxy.

Only the Roxxy requires a CUP. The other venues are permitted uses. We are including the other venues



to provide the full picture of the applicant's project.

The Roxxy, Double Tap, and the Stuffed Olive will be independent venues with independent entrances and exits, employees, and identification checkers. The public will not be able to go between the three venues internally (i.e., they will have to leave a venue, go outside, and then enter the door for the other venue). The applicant will own and operate each of the venues. The venues complement each other in design, food & drink menus, lighting, music, and volume, providing a positive atmosphere and place for anyone looking to have a great time.

Food. A large kitchen (estimated buildout at \$525,000) will serve all three venues. Food will be served at the Roxxy the entire time it is open. It will stop taking orders approximately forty-five minutes before closing to ensure that the order can be placed, cooked, delivered, and eaten before closing.

Safety. The applicant is a professional operator of nightclubs, restaurants, lounges, and bars. The Roxxy will be a safe space for everyone. The owners, managers, and staff will all complete the Safer Bar program. The applicant is very experienced in developing and implementing security plans that include training and procedures for checking identification, de-escalating conflicts, and preventing overcrowding.

We have included a slide deck with more information regarding this project and will be available to answer any questions.

Sincerely,

PC Madison, LLC

Jeff Hassmen, Partner







C Partners & Executives



Aaron Schurman

Partner/Vision

Born and raised in the Midwest, 'Shurm' as everyone calls him has an incredible list of accomplishments. A Military Veteran serving in the United States Space Command, a division of the Air Force, Shurm worked on future satellite software, creating an interest

in software development. During his service years, he opened his first nightclub to great success. This combination of serving, in both a human capacity and an entertainment capacity, led to the founding of SciPlay, a publicly traded (Nasdaq, SCPL). Shurm continues as the company's Founder and Chief Gamer focusing on creating great leaders.

In 2019 Shurm combined forces with Darin Beck, an original partner in SciPlay to create a new breed of entertainment venues. Roxxy, Stuffed Olive, Double Tap, and others were created. Shurm has a certification as a Gallup Strength's Coach and strives for leadership to serve others through being their authentic selves. His work in leadership, venture capital, and community earned him the 2018 'CEO of the YEAR' for the Iowa Technology sector.

- Military Veteran
- Founder of Nasdaq-traded company
- 25 years ownership in nightclub/food industry
- Gallup Strengths Coach
- CEO of the Year

Jeff Hassman

Partner/Finance

Jeff has 30 years of professional experience in a variety of corporate, consulting and entrepreneurial environments. He began his career with John Deere in marketing, sales and business development. His last position at Deere was at the HQ in the corporate M&A and Strategic Planning department.



Following his career at Deere, Jeff moved to Spain to work with the management consultancy firm Kearney in their Madrid office. He worked with numerous clients throughout Europe and Asia on strategic and financial opportunities, and to evaluate and develop new business ventures or potential investments.

In 2006, Jeff moved back to the Midwest and has continued to provide strategic and financial advice to many local companies. He has served on the boards of many non-profit organizations including Rotary, the Cedar Falls School Board, Community Foundation of Northeast Iowa and Prairie Lakes Church.

- 30 years of experience in a wide variety of industries
- Expert in strategy and finance
- Fluent in Spanish, Dutch and German
- Past District Governor for Rotary International
- President of the Cedar Falls School Board



C Partners & Executives



Darin Beck

Darin began his entrepreneurial journey at 19 years old in 1983, when he opened his first night club in Marshalltown Iowa. In 1986 Darin moved to Cedar Falls and began opening cutting edge service and entertainment venues.

Over the years Darin grew his food and beverage company's size to 18 establishments with over 650 employees in 2015. Darin has always enjoyed mentoring future leaders and watching young people become successful "rock star performers". Darin has employed tens of thousands of people in the food and beverage industry over the years and has connections almost everywhere he goes.

Darin's true passion is designing and building food and beverage concepts. He has built and developed well over 50 establishments over the past 40 years.

- 40 Years in the Food & Beverage Industry
- Vice Pres. of Iowa Assoc. of Beverage Retail Establishments
- 3 Terms as President of Iowa Restaurant Association
- Vice Chair of Gov. Affairs Iowa Restaurant Association
- Chairman of Community Main St. Org., Cedar Falls, IA



Tony has been a hospitality operations professional for over 30 years with two primary goals. The first is to exceed guest expectations in every operation he has the honor of leading. Second, he has an overwhelming passion for developing the next generation of leaders within the hospitality industry.



Tony's career has allowed him to create and lead franchise, quick-casual, casual dining, upscale casual, and bar-centric concepts. This conceptual and operational diversity has allowed him to acquire the skills and knowledge to successfully lead companies with 20+ units and revenues of over \$50MM per year.

The leadership and operational expertise Tony has developed throughout his career allowed him to be successful in growing great, multi-state, and international concepts.

- 30+ Years in the Food & Beverage Industry
- Co-Founder of 2 international franchised restaurant concepts
- Development, operational & financial oversight of 3 20+ unit restaurant/bar groups (Applebee's, Bar Louie & Redstar Tavern, Brothers Bar & Grill)
- "Developer of the Year" in 2014 for Bar Louie



CORE VALUES PURPESE Belonging + Memories + Community CORE VALUES Core CORE VALUES Core CORE VALUES Core Core

Create **memories** and build the perfect place where **we** *all* **belong**. Support and serve the needs of all humans, before our own, with genuine love and compassion. Always striving to learn and level up by encouraging curiosity and innovation.





THE STUFFED OLIVE®

From its inception, Harmonic Hospitality Group's strategy has been to combine 3-4 unique venues that complement each other and strive to make every imaginable customer & demographic feel at home.

The result has been more successful than we could have imagined!

Across our 11 locations you will find guests of all ages, all backgrounds, all preferences, all with big smiles and great times! We take pride in extremely positive feedback... a common review will say the venues feel like "something you will only find in a big city".

The venues complement each other in design, food & drink menus, lighting, music, and volume, providing a positive atmosphere and home for anyone looking to have a great time!

Madison will be our SHOWCASE as we expand to the rest of the country!



Best of the Best award winner across multiple years, including 2022

STUFFED OLIVE®

Martini Bar & Tapas Restaurant



The Stuffed Olive was founded in 2004 in the historic Blackhawk Hotel in Cedar Falls, Iowa. It began as a Martini Bar and Tapas Restaurant featuring plenty of great cocktails and small plate menu items to choose from.

Today there is over 100 martinis to choose from and amazing chef prepared appetizers, flatbread pizzas and tapas.

Stuffed Olive is full of soft leather seating in a modern, luxurious, yet minimalistic atmosphere. From the incredible food to perfectly selected background music and lighting, we think you'll find Olive to be a very sexy and sophisticated atmosphere to socialize and make yourself at home with your favorite martini.



Double Tap (or "Tap Tap" as some like to call it) is all about the gaming experience celebrating great games, great beer, great pizza, and great people!

Double Tap is truly a game lover's hang out complete with retro games, current games, pinball, ski ball, shooters and more.



MUSIC VENUE AND BAR

the laving and uncenditional qualities of compassion Pease spin the scrolls to give and receive this blessing

ained an these scralls is meant to invoke

25% About the 80's

25% About the Music

50% About the Weird

100% GOOD TIMES!



To Celebrate the Individuality that Makes Us All Unique To Encourage the Weirdness In Each Of Us to Shine To Boldly Seek New Friends, New Relationships, and Epic New Adventures And To Be Excellent To Each Other



ROXXY ENTERTAINMENT LIVE DJ's -- Dinner Theater -- Comedy -- 80's Bands



- Designed for the Perfect Night Out
 - Seating Options for a Variety of Entertainment

10 x 14 Food Cooler

io and the second secon

Fryer Fryer Flat Top Plat Top Prom Stack Game Repair & Storage Room Focus on

Design

Modern Aesthetic Environment



• Employ team members that will embody and execute the HHG Mission Statement every day.



Mission



All Team Members

Your priority is to create an atmosphere of personal welcome and helpfulness for our guests and keep that perception in the guests' minds throughout their stay. To help accomplish this, here are some things to keep in mind while on the floor. A guest's first impression needs to be a positive one. A friendly greeting and a guest's service perceptions smile set guests at ease and lets them

place to be.

based on the TYPE of product we know they are at a friendly and fun chosen to offer, the produc PRICE, the ENVIRONMENT Great service also includes a which the product is being offe professional attitude and appearance. and _most importantly____ product is delivered. No one wants to be served by someone

with bad manners and poor grooming. Keeping a professional attitude and neat appearance while on the floor will You are the key player in reflect well upon both the business and feel welcoming and Perceived value means eve

- Confidence in yourself and your ability is crucial. You also need to a sense of humor, be understanding, and most of all, be patient the guests with a smile, confidence, and good knowledge impress them with your service skills.
- Harmonic Hospitality has themed entertainment, experiences where every Team Member is a host of the party entertain the guests. If you are having fun, it's guaranteed th
- Attitude and atmosphere are a huge part of making our version Success is not determined by the décor... the music... o determined by the people who work here. You create the way you interact with guests and your attitude is what ma
- Make the guests feel like you are glad they are here. G impression they were warmly welcomed, had outsta welcomed back any time will return sooner; therefor they tip more, so you win!

- The best way to provide a safe, enjoyable guest experience is by ensuring we are responsible servers of alcohol.
- General Security Policies

The best security team members are personable, friendly : rest security team members are personaute, irrenary and aut appearing threatening or intimidating, but, still able to ar to verify that all guests are of a legal drink tive: As a member of the sect and can talk to age drinking is not taking place (RSOA). As art of your job to? ask guests to empty pitality h: ts you will be asked to hely after the

king on them, making sure hem their waitstaff if needed. I

- A clean and organized venue increases guest safety and enjoyment.
 - We train in the art and science of de-escalation when handling guest situations.

- Mandatory TIPS Training
- Work with MPD •
- De-escalation training

ENTRÉES

FILLET MIGNON STEAK SKEWERS Tender USDA beef fillet mignon bites glazed with a

balsamic reduction grilled to perfection 20

SEARED AHI TUNA* Choice of Blackened Kamikaze or Sesame Seared Sushi Grade Ahi Tuna. Accompanied with Sautéed Vegetables and a Homemade Wasabi Cream Sauce. 18

Nordic Salmon, Seasoned New Orleans style with a Spicy House Sauce and Creamy Risotto. 18

GRILLED SALMON TACOS Three Nordic Salmon Tacos, with a Mango Salsa and Aioli on Flour or Corn Tortillas. 16

Grilled Nordic Salmon on Cauliflower Puree and topped with a fresh Mango Dill Chutney. 17

BEEF BRISKET AND FRIES Hardwood Smoked Beef Brisket with Homemade Coleslaw and BBQ Sauce on a Brioche Bun. Served with House Cut French Fries. 16 -Substitute Salad. (1)

CHICKEN SANDWICH AND FRIES Choice of Grilled or Crispy Chicken, topped with Spring Greens, Tomatoes, Red Onion and Homemade Garlic Aioli on a Brioche Bun. Served with House Cut French Fries. 16

-Add cheese. (1)

TRADITIONAL BURGER AND FRIES

Local Beef and Bacon, American Cheese, Lettuce, Tomatoes, Red Onion, & Signature Sauce, on a Brioche Bun with House Cut Fries. 16 -Substitute Salad. (1) -Make it a Veggie Burger (2)

CHICKEN AND SPINACH RISOTTO Homemade Risotto mixed with Grilled Chicken and Spinach. Served with Toasted Garlic Bread. 17

BUILD YOUR OWN MAC AND CHEESE Big Bowl of Cellentani Pasta in our Cheesy House Alfredo Sauce. Served with Toasted Garlic Bread. You'll be back for this! 14

FLATBREADS

Our house-made crab rangoon stuffing smothered in a five cheese blend and drizzled with sweet and sour sauce. Topped with crispy wontons 13

Garlic pesto and grilled Montreal chicken with PESTO CHICKEN mozzarella and spinach. 13

THAI CHICKEN Chicken sautéed in garlic sauce on top of house peanut sauce, coated with a five cheese blend with cilantro. 13

MEDITERRANEAN CAPRESE Roasted tomatoes in olive oil, fresh mozzar onion, and basil. Drizzled with a balsamic re

SWEET AND SPICY SICILIAN Balsamic jam, mushrooms, Italian sausage queso fresco, and ghost pepper cheeses. cheese blend. 13

SPINACH ARTICHOKE Our house-made spinach and artichoke smothered in a five cheese blend. 13

SIDES

ASSORTED SIDES FOR LARGE PLATI

French Fries, **Roasted Potatoes Rice Pilaf** Sautéed Seasonal Veggles Side Salad

SALADS

Spring Greens, Feta, Pickled Onion, English Cucumber, and Berry Vinaigrette. 14

Spring Greens & Chopped Romaine, Bacon Bits, Diced Tomatoes, and Shredded Cheddar Jack Cheese served with our Homemade Ranch Dressing. 14 -Add Chicken (4) -Add Salmon (5)

Robust Menus





Hand breaded and cooked until golden brown. Served with our House Sauce for dipping. 16 TUNA TARTAR*

CALAMARI

Cubed Sushi Grade Ahi Tuna, Cilantro, and Jalapeño. Served with Wontons and a Homemade Wasabi Cream

SHISHITO PEPPERS Blistered mildly spicy, Aslan Peppers served with a

MEATBALLS Bite-sized Meatballs in a Brown Sugar Bourbon Glaze.

DESSERTS

FRESHLY MADE SEASONAL DESSERTS SEASONAL CHEESECAKE 9 CRÈME BRÛLÉE 9 MACARON FLIGHT 9

STUFFED OLIVE

CREAMY CRAB DIP

A Creamy Blend of C

Artichokes and Crab.

Served with Toasted G

SPINACH ARTICHOKE

A Creamy Blend of Spin

and Cream Cheese. Ser

with Toasted Garlic Bread

BRUSSEL SPROUTS

Served with Balsamic Glaze

- Add Bacon or Blue Cheese

STUFFED MUSHROOMS

Cremini Mushrooms filled with

Dip and lightly toasted. 14

Hand Cut Fries topped with a Re

shredded Beef Shoulder,

SMALL PLATES Tomatoes, Fresh Mozzarella, and Basil. Served on Toasted Batard Bread, and Drizzled with a Balsamic

CRISPY CAULIFLOWER & ROMANESCO Lightly Breaded and Seasoned. Served with a

RISOTTO CROQUETTES Six bite-sized Croquettes made with Risotto, Parmesan

and Provolone Cheese. Served with Marinara Sauce, 12 MINI CHIMIS Four Crispy Chimis stuffed with Grilled Chicken, topped with Homemade Pico de Gallo, and Sour Cream.

Served on a bed of Fresh Romaine, 14 CRAB RANGOONS

Real Crab and a Cream Cheese Mix in Crispy Wonton rear crab and a cream creese with in crispy workon Wrappers, Served with a Homemade Hawaiian Sauce.

and Wisconsin Cheese Curds. 16 CHICKEN SKEWERS

Four Chicken Skewers marinated in Served with Mixed Greens and Garli CHEESEBURGER SLIDERS

POUTINE

3 Mini Cheeseburgers topped with Arr Lettuce, Tomatoes, Red Onion and Sigi Served on a Brioche Bun. 15

NASHVILLE HOT CHICKEN SLIDERS Three Hot Sauce Drenched Chicken Sliders topped with chopped Romaine and Served with a side of Ranch, 16

A barbecue sauce-glazed juicy burger with BBQ Bacon Burger - \$12 crisp grilled bacon, grilled onions, and cheddar cheese on a toasted brioche bun.

Mushroom Swiss Burger - \$12 Juicy, tender burger with creamy melted Swiss cheese and caramelized mushrooms and top it with a perfectly toasted brioche bun.

Mexican Avocado Burger- \$12 Lean ground beef with crema and avocado sauce add a rich creaminess to our jucy burger on a toasted brioche bun.

Side Salad - 8 Spring Salad - 12 Caesar Salad - 12

SIDES

Coconut Shrimp & Homemade Roxxy Chips - \$12 Golden, sweet, and crisp coconut shrimp served with our homemade sweet and spicy sauce.

Homemade Chicken Strips - \$12 Lightly breaded with our homemade seasoning and batter and fried to a crispy perfection perfect for sharing or individual.

Fresh ingredients on a tortiall shell with your choice of chicken, beef or fish.

NREARI FS

White Cheddar Nuggets - 10 Fresh Fried Mushrooms - 9 Nacho Platter - 12 - I Dickles - 9

60z chicken breast grilled with our house seasoning to a perfect grill on a toasted brioche bun.

6oz chicken breast smothered in our homemade tangy BBQ sauce served a toasted brioche bun.







Robust Menus

Large Plates

Small & Shareable Plates

Appetizers

Thin Crust Pizza with Classic, Modern,

& Unique Toppings

Specialty Dizzas - \$9/\$16 Order 8" Small (4 slices) or 14" Large (8 slices) Spinach Artichoke Jalapeño Popper Crab Rangoon Nashville Hot Chicken Philly Cheese Steak Margarita Vegetarian

BEER

Level Up Apps -\$10

Loaded French Fries Ghost Pepper Cheese Balls Spinach Artichoke Dip

Salads - \$8 House Salad Ceasar Salad

Additional Toppings - \$I each Pepperoni Sausage Mushroom Canadian Bacon Black Olive Onion Pineapple Green Peppers Ghost Pepper Bacon Cheese

8" Small F

Cheese Steal

Margarita Piz

Or Create Your Own First topping is FREE!

Food Hours by Venue



Every hour will have food available

(will stop taking orders at 1:15AM at some establishments but will deliver until close)

Responsible Specials

NO Specials promoting binge drinking NO Inflated cover with free alcohol NO "Drink all you can" specials



GAME DAY SPECIALS

DURING EVERY IOWA GAME

DOORS & KITCHEN OPEN AT



Large Advertising Budget Dedicated to Food & Fun





Our advertisements lead with unique activities, fun, and food!





