



City of Madison Liquor/Beer License Application

On-Premises Consumption: ☒ Class B Beer Class B Liquor ☒ Class C Wine
Off-Premises Consumption: ☐ Class A Beer ☐ Class A Liquor ☐ Class A Cider

Section A – Applicant

1. If needed, a qualified interpreter can be provided at no charge to you. Would you like an interpreter?
☐ Yes (language: _____)
☒ No (If you answer no and you do require an interpreter, the ALRC will refer your application to a subsequent meeting and this may delay your application process)

Si usted requiere o necesita un/a intérprete, nosotros podemos proveer un/a intérprete sin costo alguno. ¿Le gustaría tener un/a intérprete?
☐ Sí, lenguaje _____
☐ No. Si usted escoge “no” en la solicitud/aplicación, y usted sí requiere un/a intérprete, el comité remitirá su solicitud para una nueva junta y esto puede atrasar el proceso de su solicitud.
2. This application is for the license period ending June 30, 2018.
3. List the name of your ☐ Sole Proprietor, ☐ Partnership, ☐ Corporation/Nonprofit Organization or ☒ Limited Liability Company exactly as it appears on your State Seller's Permit.
Bell Great Lakes LLC
4. Trade Name (doing business as) Taco Bell #
5. Address to be licensed 534 State Street, Madison, WI 53703
6. Mailing address P.O. Box 507, West Linn, Oregon 97068
7. Anticipated opening date 12/15/17
8. Is the applicant an employee or agent of, or acting of behalf of anyone except the applicant named in question 3?
☒ No ☐ Yes (explain) _____
9. Does another alcohol beverage licensee or wholesale permittee have interest in this business?
☒ No ☐ Yes (explain) _____

Section B—Premises

10. Describe in words the building or buildings where alcohol beverages are to be sold and stored. Include all rooms including living quarters, if used, and any outdoor seating used for the sales, service, and/or storage of alcohol beverages and records. Alcohol beverages may be sold and stored only on the premises as approved by Common Council and described on license.
Please see the attached floor plan. Kegs of beer will be stored in a walk in back in the kitchen area.
Beer & Wine will be stored in the back kitchen area dry storage area in a locked cage
and the door to that room will also be kept locked. The beer taps will be located on the
front counter in between the registers.

11. ☒ Attach a floor plan, no larger than 8 ½ by 14, showing the space described above.
12. Applicants for on-premises consumption: list estimated capacity 72 Seats
13. Describe existing parking and how parking lot is to be monitored.
We will not have a parking lot, customers and employees will park in the parking deck down the street.
14. Was this premises licensed for the sale of liquor or beer during the past license year?
☒ No ☐ Yes, license issued to _____ (name of licensee)
15. ☒ Attach copy of lease.

Section C—Corporate Information

This section applies to corporations, nonprofit organizations, and Limited Liability Companies only. Sole proprietorships and partnerships, skip to Section D.

16. Name of liquor license agent Ramon Santana III
17. City, state in which agent resides Janesville, WI
18. How long has the agent continuously resided in the State of Wisconsin? 7 years
19. ☒ Appointment of agent form and background check form are attached.
20. Has the liquor license agent completed the responsible beverage server training course?
☐ No, but will complete prior to ALRC meeting ☒ Yes, date completed October 2017
21. State and date of registration of corporation, nonprofit organization, or LLC.
Delaware - 12/8/15

22. In the table below list the directors of your corporation or the members of your LLC.
☐ Attach background check forms for each director/member.

Title	Name	City and State of Residence
CEO	Gregory G. Flynn	San Francisco, California
COO	David B. Pettinger	Manson, Washington
EVP/CFO	Lorin M. Cortina	Hillsborough, California
Senior VP	Sarat Koneru	Carmel, Indiana
Secretary	Ronald S. Igarashi	Eastlake, Ohio
Asst. Treasurer	Deena Libertosky	Ridgedale, OH

23. Registered agent for your corporation or LLC. This is your agent for service of process, notice or demand required or permitted by law to be served on the corporation. This is not necessarily the same as your liquor agent.
Corporation Service Company

24. Is applicant a subsidiary of any other corporation or LLC?
☐ No ☒ Yes (explain) Bell American Group LLC - See attached organization chart.
25. Does the corporation, any officer, any director, any stockholder, liquor agent, LLC, any member, or any manager hold any interest in any other alcohol beverage license or permit in Wisconsin?
☐ No ☒ Yes (explain) (4) Applebee's Neighborhood Grill & Bar locations in WI

Section D—Business Plan

26. What type of establishment is contemplated?
☐ Tavern ☐ Nightclub ☒ Restaurant ☐ Liquor Store ☐ Grocery Store
☐ Convenience Store without gas pumps ☐ Convenience Store with gas pumps
☐ Other _____
27. Business description Fast Food Taco Bell Cantina serving mexican food, non-alc. beverages, beer,
and wine

28. Hours of operation Sunday - Thursday 7 am - 2 am, Friday and Saturday 7 am - 4 am
Beer and Wine service stops at 10 pm Sunday -Thursday and Stops at 11 pm Fri & Sat.
29. Describe your management experience The officers of the company operate 475 Applebee's
Neighborhood Grill and Bar locations in several states and have been in business operating full service
restaurants in multiple states since 2001 serving, food, liquor beer and wine. We also operate over 400 Panera
Bread and Taco Bell locations.
30. List names of managers below, along with city and state of residence.
Ramon Santana - Area Coach- Wisconsin

31. Describe staffing levels and staff duties at the proposed establishment 30
Cooks - heating up food and preparing orders and cashiers - taking orders and providing ordered
items to the guests.

32. Describe your employee training _____

33. Utilizing your market research, describe your target market.

Our core demographic is males in their late 20's to early 30's.

34. Describe how you plan to advertise and promote your business. What products will you be advertising?

Bell American Group is a franchisee of Taco Bell which has a large advertising fund that employees national television radio, social and digital P.R. and CRM to advertise and promote their restaurants.

35. Are you operating under a lease or franchise agreement? ☐ No ☒ Yes

36. Private organizations (clubs): Do your membership policies contain any requirement of "invidious" (likely to give offense) discrimination in regard to race, creed, color, or national origin?
☒ No ☐ Yes

Section E—Consumption on Premises

This section applies to Class B and Class C applicants only. Class A license applicants (consumption off premises) may skip to Section F.

37. Do you plan to have live entertainment? ☒ No ☐ Yes—what kind? N/A

38. What age range do you hope to attract to your establishment? _____

39. What type of food will you be serving, if any? Mexican - fast food
☒ Breakfast ☐ Brunch ☒ Lunch ☒ Dinner

40. Submit a sample menu if applicable. What will be included on your operational menu?
☒ Appetizers ☐ Salads ☐ Soups ☐ Sandwiches ☒ Entrees ☒ Desserts
☐ Pizza ☐ Full Dinners

41. During what hours of operation do you plan to serve food? All hours

42. What hours, if any, will food service not be available? N/A

43. Indicate any other product/service offered. _____

44. Will your establishment have a kitchen manager? ☐ No ☒ Yes

45. Will you have a kitchen support staff? ☐ No ☒ Yes

46. How many wait staff do you anticipate will be employed at your establishment? N/A

During what hours do you anticipate they will be on duty? _____

47. Do you plan to have hosts or hostesses seating customers? ☒ No ☐ Yes

48. Do your plans call for a full-service bar? ☒ No ☐ Yes We will offer beer and wine
If yes, how many barstools do you anticipate having at your bar? _____
How many bartenders do you anticipate having work at one time on a busy night? _____
49. Will there be a kitchen facility separate from the bar? ☐ No ☒ Yes
50. Will there be a separate and specific area for eating only?
☐ No ☒ Yes, capacity of that area 72 Seats
51. What type of cooking equipment will you have? Grill is like a panini grill to heat up food only
☐ Stove ☐ Oven ☒ Fryers ☒ Grill ☐ Microwave
52. Will you have a walk-in cooler and/or freezer dedicated solely to the storage of food products?
☐ No ☒ Yes
53. What percentage of payroll do you anticipate devoting to food operation salaries? 24%
54. If your business plan includes an advertising budget:
What percentage of your advertising budget do you anticipate will be related to food? 4 1/2 %
What percentage of your advertising budget do you anticipate will be drink related? 0
55. Are you currently, or do you plan to become, a member of the Madison—Dane County Tavern League or the Tavern League of Wisconsin? ☒ No ☐ Yes
56. Are you currently, or do you plan to become, a member of the Wisconsin Restaurant Association or the National Restaurant Association? ☐ No ☐ Yes
57. All restaurants and taverns serving alcohol must substantiate their gross receipts for food and alcohol beverage sales broken down by percentage. New establishments estimate percentages:
10 % Alcohol 90 % Food _____ % Other
58. Do you have written records to document the percentages shown? ☐ No ☐ Yes
You may be required to submit documentation verifying the percentages you've indicated.

Section F—Required Contacts and Filings

59. I understand that liquor/beer license renewal applications are due April 15 of every year, regardless of when license was initially granted. ☐ No ☒ Yes
60. I understand that I am required to host an information session at least one week before the ALRC meeting. ☐ No ☒ Yes
61. I agree to contact the Alderperson for this location to discuss my application and to invite the Alderperson to my information session. ☐ No ☒ Yes
62. I agree to contact the Police Department District Captain for this location prior to the ALRC meeting. ☐ No ☒ Yes
63. I agree to contact the Deputy Clerk prior to the ALRC meeting. ☐ No ☒ Yes
64. I agree to contact the neighborhood association representative prior to the ALRC meeting.
☐ No ☒ Yes
65. I intend to operate under the alcohol license within 90 days of the Common Council granting this license. The license shall be considered surrendered if not issued within 90 days of being granted. ☐ No ☒ Yes

66. I understand we must file a Special Occupational Tax return (TTB form 5630.5) before beginning business. [phone 1-800-937-8864] ☐ No ☒ Yes
67. I understand a Wisconsin Seller's Permit must be applied for and issued in the same name as that shown in section 2, above. [phone 608-266-2776] ☐ No ☒ Yes
68. Is the applicant indebted to any wholesaler beyond 15 days for beer or 30 days for liquor?
☐ No ☐ Yes

Section G—Information for Clerk's Office

69. State Seller's Permit 4 5 8 - 1 0 2 9 0 2 3 7 4 3 - ____

70. Federal Employer Identification Number 90-0903491

71. Who may we contact between 8 a.m. and 4:30 p.m. regarding this license?

Contact person Cheryl Mills, License Manager

E-mail address cmills@flynnrg.com

Phone 503-722-2825 or 503-475-0575 Preferred language English

72. Corporate attorney, if applicable: Name _____

Phone _____ E-mail _____

Read carefully before signing in front of a notary: Under penalty provided by law, the applicant states that the above information has been truthfully completed to the best of the knowledge of the signer. Signer agrees to operate the business according to law, and that the rights and responsibilities conferred by the license(s), if granted, will not be assigned to another. Lack of access to any portion of licensed premises during inspection will be deemed a refusal to permit inspection. Such refusal is a misdemeanor and grounds for revocation of this license.

Subscribed and Sworn to before me:

this ____ day of _____, 20____

(Clerk/Notary Public)

(Officer of Corporation/Member of LLC/Partner/Sole Proprietor)

My commission expires _____

Clerk's Office checklist for complete applications

☐ Orange sign ☐ WI Seller's Permit Certificate (matching articles of incorporation) ☐ FEIN ☐ Notarized application ☐ Written description of premises	☐ Background investigation form(s) ☐ Form for surrender of previous license ☐ *Articles of Incorporation ☐ *Notarized Appointment of Agent * Corporation/LLC only	☐ Floor Plans ☐ Lease ☐ Sample Menu ☐ Business Plan
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Date complete application filed with Clerk's Office _____

Date of ALRC meeting _____ Date license granted by Common Council _____

Date provisional issued _____ Date license issued _____ License number _____