OFFICE USE ONLY Date Received:



Complete this application in its entirety and submit pages 4 and 5 along with the required materials (including any required supplements) as listed on page 2 to the address below:

City of Hampton Community Development Department, Planning Division 22 Lincoln Street, 5th Floor Hampton, Virginia 23669 2 August 2022

Case Number: UP 22-00010

1. PROPERTY INFORMATION			
Address or Location 1471 Merchant L	ane Unit 102-104, H	ampton Va. 23666	
LRSN 13002022		Zoning District <u>C-2</u>	
Current Land Use Vacant			
Proposed Land Use Restaurant 3	***************************************	·	
The proposed use will be in: ☑ an	existing building	☐ a new addition	☐ a new building
2. PROPERTY OWNER INFORMATIO	_	legal entity may be liste	d as owner)
Owner's Name PTC E Grou	ip CP	<u></u>	
Owner's Name PTC E Ground Address P.O. Box 1932	City_ <i>Da</i>	nville State	CA Zip 94526
Phone 925-999-0803	_ Email Ptcb	ldge@gnail.co.	n
3. APPLICANT INFORMATION (If diffe	erent from owner)		
Applicant's Name Gregory Braxton			
Address 1 Wild Flower Circle	City_Hamp	oton State	Va Zip 23669
Phone 757-814-1093	Email_braxtong	reg@rhythmroomva.cor	n
4. APPLICANT AGENT INFORMATION (if different from applicant) Agent's Name			
			7:-
Address			
Phone	Email		

5. CERTIFICATION FOR LEGAL ENTITY PROPERTY OWNERS

PTC E Group LP

Name of Legal Entity

Complete this section only if the property owner is **not** an individual but rather a legal entity such as a corporation, trust, LLC, partnership, diocese, etc. as specified in Step 2 above.

"I hereby submit that I am legally authorized to execute this application on behalf of the fee-simple owner of this property. I have read this application and it is submitted with my full knowledge and consent. I authorize city staff and representatives to have access to this property for inspection. The information contained in this application is accurate and correct to the best of my knowledge."

Name(s), title(s), signature(s), and date(s) of authorized representative(s) of the legal entity (attach additional page if necessary):

Signed by	By 2 Si	inergize Ventures Inc,	its General Partner	
Oigiliod by	Name (printed)	Toseph Aluana	, Its (title) President	
	Signature Ju	Myling	its General Partner, Its (title) President Date 7/18/2022	
	Name (printed)		, Its (title)	
	Signature		Date	
	Name (printed)		, Its (title)	
	Signature		Date	
Name(s),	The information conta			
Signature			Date	
Name (pri	nted)			
Signature	<u> </u>		Date	
		OFFICE USE ONLY		
	☐ Application Form	☐ Narrative Statement	☐ Supplemental Form (if required)	
[☐ Application Fee	☐ Survey Plat	☐ Additional materials (if required)	



Complete this application in its entirety and submit with the completed Use Permit application form to the address below:

City of Hampton Community Development Department, Planning Division 22 Lincoln Street, 5th Floor Hampton, Virginia 23669

OFFICE USE ONLY Date Received:

Case Number: UP 22-00010 . ___ __ __

1. LOT INFORMATION	
Address _1471 Merchant La	ne Unit 102-104, Hampton Va. 23661
Current On-site Parking Space	ces Current On-street Parking Spaces
2. BUILDING & OPERATIO If not applicable, please write	
Total Square Footage594	1941 Total Square Footage of Dance Floor <u>NA</u>
Total Square Footage of Indo	oor Live Entertainment Performance Area _180 Total Square
Footage of Outdoor Live Ente	tertainment Performance Area _N/A Proposed
Type(s) of Entertainment to b	be Offered _Live Band, Poetry, Karaoke and DJ type music
Total Square Footage of Out	tdoor Dining Area _ <u>NA</u>
footage and showing	oor plan of the facility with all rooms labeled as to their use and square g the location of live entertainment performance area, dance floor ning area, if applicable.
Existing Hours of Operation:	Mon <u>N\A</u> Tue <u>N\A</u> Wed <u>N\A</u>
	Thu N\A Fri N\A Sat N\A Sun N\A
Proposed General Hours of Operation:	Mon_12 pm-12 am
Proposed Hours of Outdoor Dining:	MonN\A TueN\A WedN\A Thu N\A Fri N\A Sat N\A Sun N\A

Proposed Hours of Live Entertainment:	Mon_6pm-11pm Tue <u>6pm-11pm</u> Wed_6pm-11pm Thu_6pm-11pm	
	Fri <u>6pm-11pm</u> Sat <u>6pm-11pm</u> Sun <u>1pm-4pm</u>	
Will there be smoking area(s	s) in conjunction with the restaurant? 🛮 Yes 🗆 No	
☐ Please indicate th	ne floor plan to show the dedicated smoke area(s), if applicable	
Does the restaurant have a	security plan? 웹 Yes □ No	
☐ Please attach or provide a security plan for the restaurant, if applicable		

The Rhythm Room Narrative Statement

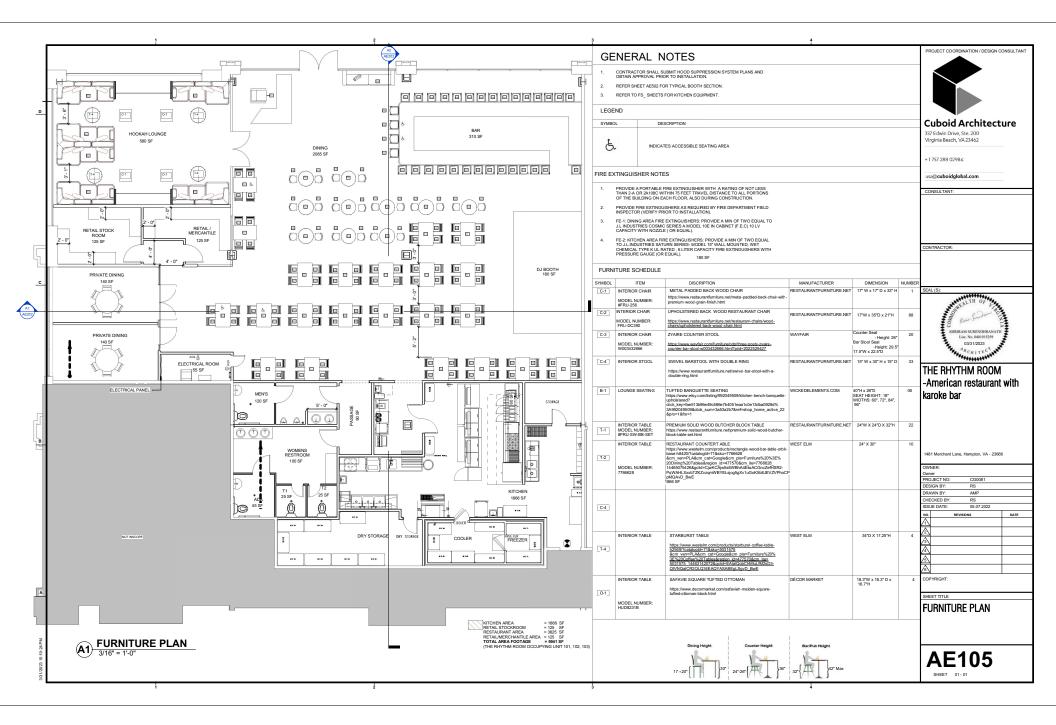
Dr. Gregory Braxton, Owner and Youlande Thomas, Operations Manager, presents The Rhythm Room, Good Time Karaoke Entertainment, LLC's new 5941sqft. luxury lounge and music venue, that fills 3 suites (101, 102, and 103) within the Peninsula Town Center. This new facility will accommodate roughly 150 guests and 20 staff members (FOH and BOH managers, cooks, bartenders, servers, table buss associates, greeters, hookah attendants and karaoke jockey) during normal operations Monday through Saturday between 12 pm and 12 am and Sunday between 11 am and 5 pm. The Rhythm Room will feature the Rhythm House Band with live entertainment as well as provide a platform for emerging and upcoming local artists. For many years, I've worked in the karaoke industry and witnessed firsthand the abundance of talent in Hampton, Virginia. They simply lack the resources to form their own bands. We're giving these artists the opportunity to perform live with our fantastic house band! The fun doesn't have to stop there; several of Hampton's most popular bands will perform smooth jazz and some of your favorite R&B classics.

Since The Rhythm Room will not be functioning as a dance club but more appropriately, as a restaurant lounge. We will maintain sound levels that are consistent with dinning and socializing. Management will also monitor sounds emanating from the facility to ensure that it does not create an unpleasant environment for neighboring tenants. For the hookah lovers, we have created dedicated cozy comfort lounge spaces where guests can enjoy the hookah experience while networking and watching games or live entertainment on flat screen monitors without infringing on guest outside of the dedicated spaces. At The Rhythm Room, safety is always a top priority. When required, management will implement our security plan and contract resources to provide security support to ensure the safety and security for those who visit. In effort to be consistent with current policies, The Rhythm Room will enforce traffic guidance as directed by the Peninsula Town Center management. We will also encourage our guests to utilize available parking spaces on the street as well as the parking lots and garage near The Rhythm Room's location.

The Rhythm Room will be the go-to spot for a safe, service-oriented and sensual ambiance with well-designed lighting, comfortable seating, a "conversation- allowing" music system, and beautiful decor. The Rhythm Room Restaurant and Lounge addresses a critical and long overdue need, not only for the City of Hampton but for the entire region of Coastal Virginia.

EXHIBIT





Good Time Karaoke Presents:

THE RHYTHM ROM

Prepared by: Dr. Gregory Braxton Youlande Thomas, MBA

"You have to be here to be apart of the experience"

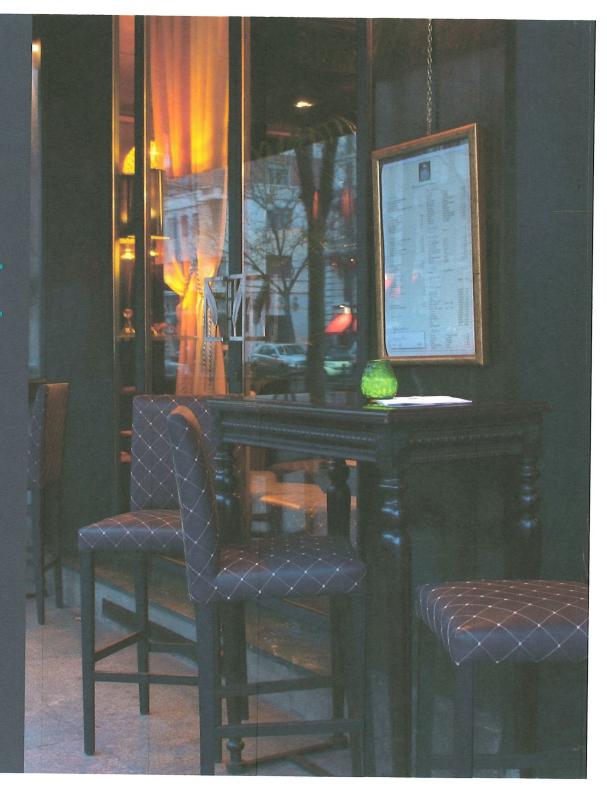


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VISION & MISSION STATEMENT



Create and sustain the premier, opulent eating and entertainment experience where everyone feels like a star.



Create a space for Artists and
Fans to get together and be
immersed in an extraordinary
musical experience in a plush and
elegant setting.

EXECUTIVE SUMMARY

Professionals of Hampton Roads are ready for a thrilling new entertainment and dining experience, and we are ready to provide it. The Rhythm Room is Good Time Karaoke Entertainment's newest luxury lounge and music venue, featuring our Rhythm House Band and some of Hampton's top karaoke performers, as well as a platform for emerging and upcoming local artists. Not your typical grab a microphone and start singing event, but rather an experience filled with lights, elegance, and fun. For many years, I worked in the karaoke industry and witnessed firsthand the abundance of talent in Hampton, Virginia. They simply do not have the financial means to form their own band. We're giving these artists the opportunity to perform live with our fantastic house band! The fun doesn't have to stop there; several of Hampton's most popular bands will perform smooth jazz and some of your favorite R&B classics. We will not only book established local acts, but also seek bands from other major cities to bring a fresh perspective to the region's musical offerings.

Add the rapidly expanding popularity of hookah lovers to this community. For them, we're creating an extra lounge dedicated to their smoking enjoyment sitting in cozy comfort and watching games or live entertainment on flat screen monitors. The Rhythm Room's menu reflects the establishment's contemporary sensuality. Each dish is simply beautiful to look at and ecstatic to taste. Grilled lamb chops, blackened salmon, Cajun pasta, ribeye steak, and pan seared chicken breast are among the menu items. Everything about The Rhythm Room has been thoughtfully constructed to ensure that guests feel at ease and attended to on a level not found anywhere in the area. Customers will be treated like family as we strive to engage all their senses, enticing them to come frequently and literally making The Rhythm Room their go to spot.

This all takes place in a service-oriented and sensual ambiance with well-designed lighting, comfortable seating, a "conversation-allowing" music system, and beautiful décor. The Rhythm Room Restaurant and Lounge addresses a critical and long overdue need.not only for the citizens of Hampton, but for the entire region of Coastal Virginia.

MEET THE TEAM

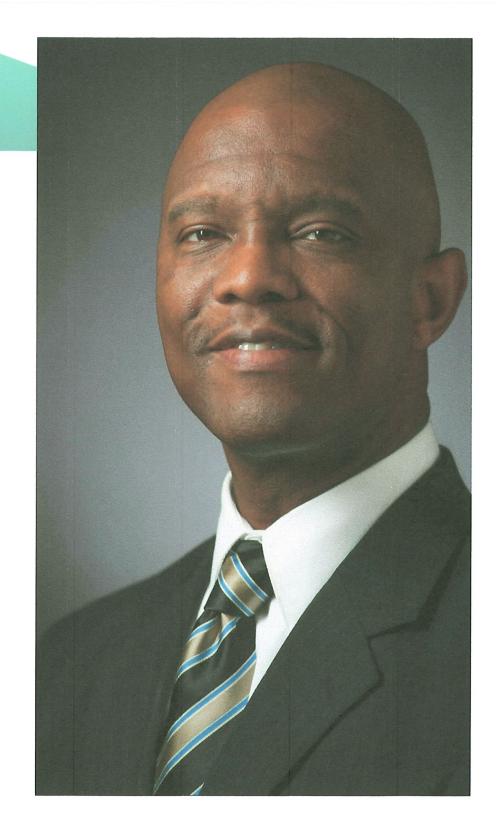
Dr. Gregory Braxton is the founder and CEO of Good Time Karaoke Entertainment, a company specializing in providing high quality musical experiences where everyone can feel like a star.

After being part of the karaoke scene over the past 10 years, Dr. Braxton realized that there were so many artists who lacked the resources to display their talents on a professional level. This motivated him to start a business that would help these artists achieve their goals.

He began Good Time Karaoke after he recognized that the artist's level of talent exceeded the quality of the venues where they performed. He believes that lack of resources should not prevent these artists from sharing their gifts to the world.

Dr. Braxton's new vision, the Rhythm Room is a venue where artists and fans can come together in a plush and elegant setting and be immersed in an extraordinary musical experience.

Dr. Braxton currently lives in Hampton Virginia and uses his free time to spend with his family.



MEET THE TEAM

Ms. Youlande Thomas is a 17-year Army veteran with more than two decades of logistics experience. She possesses a broad range of experience in inventory and vendor management, supply chain management, and client relationship management gained through domestic and international operations.

Ms. Thomas is also a local artist who has performed in the various Hampton Roads and Tidewater area's entertainment venues. She will be instrumental in bringing in musical talent and establishing a loyal consumer base through her broad network. Ms. Thomas' educational background equips her with exceptional organizational abilities and branding and marketing knowledge.



TARGET MARKET





We will be focusing on elite professionals and business personnel, throughout the region, specifically residents of Hampton Roads' seven cities, which have a median income of \$50,000.

They are singles and couples aged 25 to 65. They dine out at least twice a week on average. They have high expectations for their dining experience and have been disappointed that their expectations have been sorely disappointed thus far.

They want a space where they can unwind, network, make new friends, eat delicious food and cocktails, listen to great music, watch sporting events, and enjoy hookah. They want a posh and comfortable establishment that is open late and serves excellent "take-out."

They want a place that treats them with genuine respect and encourages them to return.

Thanks to its location in the heart of Hampton, Virginia's entertainment district, which includes military facilities, the new Amazon Distribution facility, and Newport News shipyard, we will be able to convince these numerous groups of people to become loyal consumers because of our approach to obtaining their participation.

MARKETING PLAN & COMPETITOR ANALYSIS

COMPETITOR ALTERNATIVE

The level of competitiveness is quite low. Although there are competitors in the market, there are no establishments that concentrate in high-end, daily entertainment within a reasonable distance of our potential Hampton location.

OUR ADVANTAGE

To maintain a competitive edge, we will hire a business analyst/developer to assist us with our sales and marketing requirements.

Our current clientele consists of dedicated customers from the five cities that surround our proposed location. We have located the ideal site in the middle of Hampton Virginia's entertainment district. This ideal site is in Peninsula Town Center, which has a continual flow of prospective new consumers and with the new residential building in PTC (Peninsula Town Center), we will cater to those who appreciate great food and incredible entertainment. The planned location is just two blocks from both the Hampton Coliseum and the Hampton Convention Center.

Our personnel will be formed of highly qualified members of the local community.

Customers of The Rhythm Room are divided into two categories: Artists and Fans who will be thrilled by a diverse selection of musical styles. Karaoke artists will have the option of performing in beautiful private rooms in front of friends and family in an intimate atmosphere. Fans will be able to sit back, relax, sing along, and enjoy karaoke and live band performances in a new state-of-the-art main entertainment room including plush seats and sophisticated lighting that creates an enhanced concert lounge atmosphere.

We place a premium on exceptional customer service and an exceptional entertainment experience. We strive to ensure that each Artist and Fan receives unmatched value for their time, money, and enjoyment. The ambiance and attention to detail are intended to provide an exciting and secure setting in which everyone's entertainment needs can be fulfilled.



MARKETING PLAN & COMPETITOR ANALYSIS Continued....

We want to leverage a variety of marketing tactics to effectively reach both men and women in the target market. These techniques include using social media to attract new potential customers and ensure that our offerings are indexed by Google and other search engines. This will also ensure that we are visible on Google Maps while enhancing our ability to advertise critical information such as our address, contact information, and business hours. We will send out press release to key media outlets or key individuals to create coverage. We also plan to sponsor events in Virginia to push the brand in the region.

Naturally, once we have consumers through the door, we want them to return and bring friends and family with them. The Rhythm Room will offer themed events throughout the week. These nights will include karaoke, game nights, open mic, and poetry nights. These events will be heavily promoted on all social media platforms, word of mouth, and on our website. We will have live music, which we'll promote on our website, as well as have a section for musicians, booking agents, and event coordinators to submit requests. We recognize that the most ardent music fans are devoted to bars and restaurants that support their neighborhood and scene and hence believe that collaborating with and treating local musicians properly can result in increased customer loyalty.

We will conduct pop-up events in collaboration with local businesses to maintain an expanded presence throughout Hampton Roads. Numerous small businesses and entrepreneurs in Hampton roads are looking for a suitable location to promote their products, Pop-Up events can help us generate more business while also benefiting the businesses with which we partner.

To keep our consumers informed about upcoming events, we intend to send promotional SMS and email messages to our target demographic. Finally, because we recognize the significance of a repeat customer, we will implement a loyalty program to encourage repeat business.



SWOT ANALYSIS

STRENGTHS

We strive for excellence through superior customer service and attention to detail in order to provide an unsurpassed entertainment environment where anyone may feel like a celebrity. Our karaoke events consist of an extensive song catalog that enables Artists and Fans to embark on a lyrical trip that spans multiple genres, meeting both the appetites of those seeking to entertain and those seeking to be entertained. We can earn customer confidence by utilizing our private rooms to overcome or lessen concerns caused by customers' unwillingness to venture out to karaoke events during current and future pandemics. Additionally, our concept of using private rooms provides a secure, anonymous, and intimate location for individuals or groups to engage in songful gatherings in a more intimate setting. Our main entertainment area will provide sound and lighting that gives those in attendance, a concert like environment to enjoy their favorite artists. The venue's size and design provide both comfort and intimacy. The menu is impeccable and reasonably priced. The venue will attract bands with a significant following, as well as upcoming artists.

WEAKNESS

Being a newly formed business is our biggest weakness

OPPORTUNITIES

- People are looking at other options beyond what is available.
- Potential to grow the brand and move to other geographies
- The rhythm has an opportunity to leverage its luxurious approach to the karaoke to capture imagination of those seeking a greater karaoke experience.
- It is also in a great position to redefine and ensure that bands and local artists are showcase in a way that enhances the entire entertainment experience.

THREATS

Restrictions imposed by local environmental health regulations are threats to the business. This type of threat has the ability to trigger an economic slump, eroding purchasing/spending power and ultimately impairing social life. Personal home karaoke systems may pose a danger to Good Time Karaoke when local health conditions worsen and clients stay at home to avoid associated risks. Another potential threat is the establishment of a new lounge in the same location as our target market, that may choose to pursue a similar business approach.

COMPETITION

Legacy Live lounge, located at 2330 McMenamin in Hampton Va., will be a close competitor. Their hours of operations are Wednesday thru Saturday with hours varying from 3pm to 2am. The strength of Legacy Live is that it's a lounge for adults 25 and older specializing in weekend DJs, dance floors, live music, full bar, appetizers, and entrees. The prices on their menu range from \$3.50 to \$20 per item. The uncomfortable seating, which limits patrons' views of live entertainment, is a challenge for Legacy Live. Another concern is that the music is loud throughout the venue, which takes away from the intimate ambience. There are, however, no restaurants/lounges in the vicinity of our potential Hampton location that specialize in upscale entertainment, including daily karaoke, poetry night, open mic, and private karaoke and hookah rooms.

WHY US?

Our environment is created for mature adults to unwind while sipping amazing drinks, savoring delectable cuisine, smoking premium hookah, and listening to live and recorded music. The Rhythm Room will have a more intimate, lounge ambiance, while the others tend to have a more "clubbish" feel. We want to celebrate and demonstrate the power of music to bring people together.

EXPECTATIONS

FORECAST

The Rhythm Room is projected to make \$1.9M in revenue in the first year. In the second year The Rhythm Room is projected to make \$2.3 with an increase of 21%. This assumes that we will be able to conduct normal business within the current COVID environment.



Countering Covid 19

The pandemic has reshaped the hospitality industry, and we've reimagined our restaurant strategy to complement our on-premise dining experience while also focusing on delivery and take-out orders. Local studies conducted in 2020 indicated that 68% of consumers are more likely to order takeout from a restaurant now than they were pre-pandemic, and 53% feel takeout and delivery are critical to their way of life. We intend to establish solid ties with Grubhub and Uber Eats to make it easier than ever to attract new clients and re-energize relationships with existing ones by providing quick click ordering and stress-free pickup or delivery. Customers will soon be able to order and pay for pickup orders directly from our website.

PRODUCTS & SERVICES







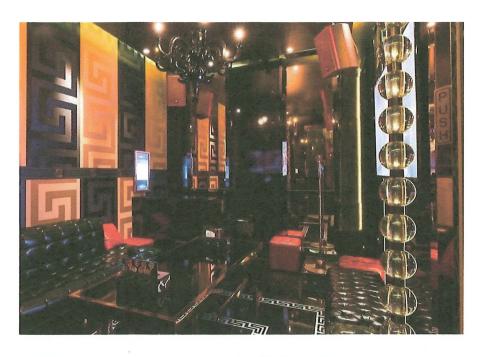
The Rhythm Room located in the entertainment district of Hampton, Virginia, is a for-profit business that will operate in accordance with applicable state and local regulations to accomplish our business goals and objectives.

Our range of products and services includes the following:

- Karaoke operations
- Alcohol consumption
- Non-alcoholic beverages
- Food services
- Live Music
- Hookah









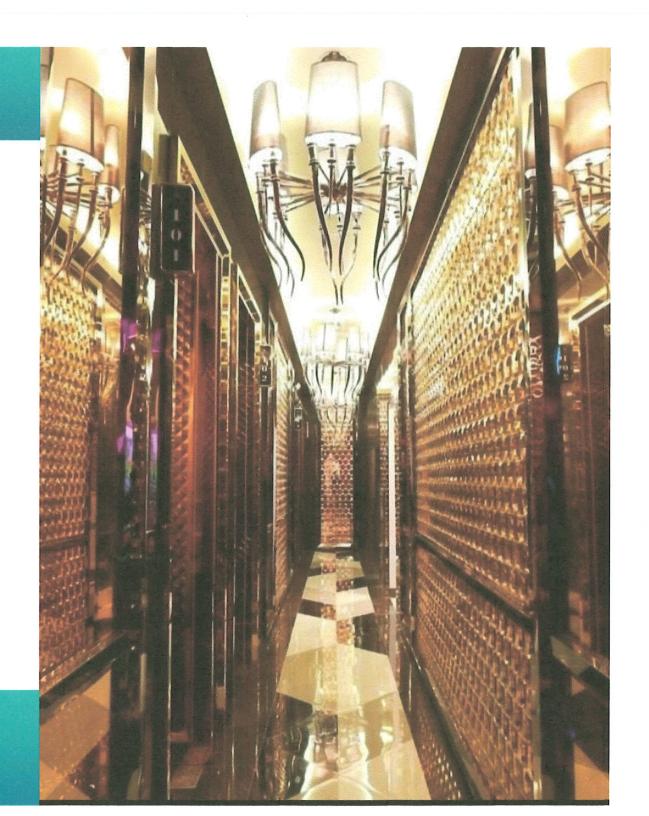
THE RHYTHM ROOM





THE RHYTHM ROOM

KARAOKE ROOM CONCEPTS





MENU SAMPLE MENU

BUSINESS HOURS

12:.00 PM 12:00 AM

APPETIZERS

LOADED FRIED Topped with cheese sauce, bacon, chives & sour creat	\$8 n
SPINACH DIP Tortilla chips	\$9
CHICKEN TENDERS Honey mustard BBQ sauce	\$10
FRIED CALIMARI Rhythm Room Marinara sauce	\$11
CRAB DIP Tortilla chips SALMON BITES	\$13
Wasabi sauce FRIED CHICKEN WINGS	\$12
Your choice of buffalo, lemon pepper, old bay, BBQ	\$10



ENTREES

JERK CHICKEN WINGS Mando Buttermilk Sauce	\$18
GRILLED LAMB CHOPS Herb roasted served with mashed potatoes and sautéed green beans	\$32
SALMON FILET Grilled or Blackened served with Mashed potatoes and Brussel Sprouts	\$24
ANGUS RIBEYE STEAK Served with garlic mashed potatoes & asparagus	\$29
CAJUN PASTA Blackened chicken breast, andouille sausage parmesan cream, fettuccine noodle	\$17
PAN SEARED CHICKEN	\$22

SIDES



100		直接 新華 多 多
MAC N C	CHEESE	\$5
MASHED	POTATOES	\$5
SEASON	ED FRIED	\$5
LOADED	BAKED POTATO	\$6
ASPARA	GUS	\$5
BROCCO)LI	\$5

SALADS



HOUSE SALAD	ė0
Crisp greens, crumbled feta, sliced onions,	99
tomato, and croutons	
CAESAR SALAD	\$1
Chopped romaine lettuce, parmesan cheese,	,
croutons and caesar dressing	
ACCOMPANIMENTS	

Chicken \$6 Salmon \$8

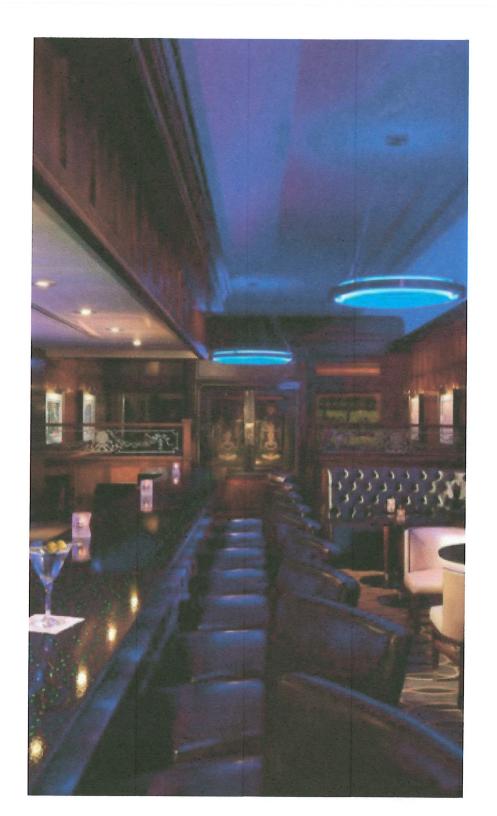
DESSERTS



ASK YOUR SERVER FOR TODAY'S SELECTION

DRESS CODE

To enhance the experience of all of our guests, we ask that you respect our dress standards. We consider, some athletic wear, extremely provocative, tattered or poorly maintained clothing too informal for the dining experience we provide. While we want our guests to be comfortable, we consider overly casual attire to be inappropriate at The Rhythm Room. We request that no T-SHIRTS be worn to the venue. Guests that arrive in t-shirts may not be allowed access into the venue. Make sure to inform ALL guests! Please respect the discretion of our staff



The Rhythm Room Crime Prevention Program



Honesty Policy

Theft or conversion of any restaurant asset is unacceptable.

Employees must sign the honesty policy acknowledging that they understand it and will comply with it.

Prosecution Policy – Prosecution for all crimes in the restaurant will be fairly and consistently pursued.

Loss Reporting – All losses due to criminal activity will be reported and properly investigated.

Employee Screening

Employment screening procedures will include the conduct of reference checks with previous employers.

Criminal and credit checks will be conducted on any employee with access to the safe or keys to the building.

Training

Honesty and prosecution policy Robbery prevention and response procedures Operation of security systems and equipment

Secure opening and closing times.

Use the "buddy system" for opening and closing the restaurant. Law enforcement says this is one of the most important things you can do to curtail robberies at the place of business.

- When opening, one enters and checks for security-related problems.
- The other employee waits outside until they receive an "all clear" signal.
- When closing, one employee should exit the restaurant, proceed to his/her motor vehicle, and drive around the restaurant to look for any security concerns.
- If no problems are observed by the first exiting employee, an "all clear" signal should be given before others leave the restaurant under the observation of the first employee.
- If problems occur during either opening or closing procedures, one employee should always be in a position to go for help or call for help.

There are specific security protocols for how one employee should open, unlock, enter, and check the premises while another employee stands ready to call for help should anything be amiss. *Recommendation:* Never schedule an employee to be alone in a restaurant at any time.

Follow established protocol for cash handling.

Keep cash on-hand to a minimum; don't let cash accumulate in the cash drawer. Keep large bills in a time-controlled safe. Ensure that employees and public know that large bills are not accepted. Combinations to safes should be changed regularly and especially when an employee entrusted with the access code is terminated. Don't schedule bank trips at the same time each day. Your habits may be watched and assessed for a "robbery" opportunity.

Recommendation: Change the route that the depositor takes to the bank each day and don't have him/her carry a "cash bag" – use a container that is less obvious.

Crime Prevention Through Environmental Design (CPTED)

All nooks and crannies (hiding places) on the exterior of the restaurant should be eliminated.

Exterior lighting should be no less than five (5) footcandles.

Closed-circuit television cameras may be used to monitor exterior areas.

Physical Security

Restaurants should have electronic alarm systems.

- Preventive maintenance (PM) of electronic alarm systems is vital
- Electronic alarm system components will periodically need to be replaced and updated.
- Restaurant electronic alarm systems should be centrally monitored.
- Key restaurant staff need special training in disabling and activation procedures.

CCTV

- Place monitors near cash registers
- Allow customers to see it is in use
- Video recorder should be out of sight.
- Among the exterior areas that may be monitored by CCTV cameras are the loading/receiving area, trash disposal area and exterior doors.
- CCTV systems need preventive maintenance (PM)
- Appropriate restaurant staff should be trained in the use and employment of CCTV systems.

Freezers and Coolers

- May serve as safe rooms
- Should be capable of being unlocked from the inside
- Should have an alarm or communication device inside the freezer and cooler

Restrooms

- Should not have dropped ceilings could be used by "stay-behinds."
- Stalls should be checked before closing

Exterior Doors

- All solid exterior doors should have through-the-door viewers.
- The rear door leading to the trash or waste containers should have a buzzer to request re-entry. These doors should never be propped open.

Roof Access

- Any roof access to the restaurant should be locked on the inside of the building.

Safe Management

- The combination to a restaurant safe should be changed every time an employee

with access to the combination terminates or is terminated.

- Never hide a safe combination in proximity to the safe.
 Always scramble combinations upon closure of a safe.
- Wheels should be removed from safes.

City of Hampton, Virginia

Community Development Department

www.hampton.gov/cdd 757.728.2444 Fax:757.728.2445

Your payment was successful.

Order Status Successful
Account <u>Gregory Braxton</u>
Process Date 2/24/2023 2:24 PM

Payment Chip Transaction

Amount \$650.00

 Related To
 Type
 Total
 Outstanding

 UP22-00010
 Application Fee
 \$650.00
 \$0.00

Thank you for your transaction with the Community Development Department today. We appreciate your business and look forward to serving you in the future.

