

RESOLUTION NO. 2021- 381

A RESOLUTION APPROVING VINELAND REVOLVING  
LOAN FUNDS FOR GHOSTLIGHT THEATRICAL  
PRODUCTIONS, LLC (OR ASSIGNS).

WHEREAS, the Vineland Revolving Loan Fund, LLC Committee has submitted a proposal dated July 27, 2021, for use of Vineland Revolving Loan funds for Ghostlight Theatrical Productions, LLC (or assigns); and

WHEREAS, it is considered to be in the best interest of the City of Vineland and the community in particular that Vineland Revolving Loan Funds be utilized for the above-mentioned project; now, therefore,

BE IT RESOLVED by the City Council of the City of Vineland that said Council does hereby approve the use of Vineland Revolving Loan Funds for the following project, in accordance with the proposal submitted by the Vineland Revolving Loan Fund, LLC Committee:

To: Ghostlight Theatrical Productions, LLC (or assigns)                      \$100,000.00

BE IT FURTHER RESOLVED that the Mayor is hereby authorized to execute all documents associated with this loan.

Adopted:

\_\_\_\_\_  
President of Council

ATTEST:

\_\_\_\_\_  
City Clerk



ECONOMIC DEVELOPMENT  
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MEMORANDUM

TO: City Council President and Members

FROM: Vineland Revolving Loan Fund, LLC

SUBJECT: **Applicant:** Ghostlight Theatrical Productions, LLC  
**Loan Amount:** \$100,000.00

DATE: July 27, 2021

Dear Council President Arthur, Councilmen Acosta, Franceschini, Spinelli, and Vargas:

On behalf of the Vineland Revolving Loan Fund Committee, please accept this letter recommending a commitment be given to the above applicant for a Vineland Revolving Loan Fund loan in the amount as stated herein above.

Please note that the committee finds that the purpose of the loan meets the criteria set forth in the Statute made and provided governing Urban Enterprise Zones. The Committee further finds that the loan will promote economic development, creation/retention of jobs, and/or tax ratable(s) that will benefit the City of Vineland.

Further, please note that the loan would be properly protected in that the pledged collateral has a net value which equals or exceeds the amount of the requested funding.

Respectfully submitted,

Sandra Forosisky  
Director of Economic Development

SF/fd

cc: Frank DiGiorgio  
file





CITY OF  
**VINELAND**  
WHERE IT'S ALWAYS GROWING SEASON

# Memo

**To:** Vineland Revolving Loan Fund  
**From:** Sandy Forosisky  
**Date:** July 22, 2021  
**Re:** Ghostlight Theatrical Productions LLC – Landis Theater

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Because of COVID, many arts venues have closed or have faced severe hardship. The state and federal governments have rolled out several programs providing financial assistance to these venues based on loss of revenue between 2019 and 2020. The State just rolled another grant up to \$300,000 for arts venues to assist for-profit community arts centers in the state that were hit particularly hard by the pandemic. Unfortunately, Landis Theater does not qualify for any of this assistance due to the fact that Ghostlight was not operating the theater in 2019. The same criteria applied to federal grants that were rolled out for the arts. They provided hundreds of thousands of dollars to these venues for which Ghostlight was unable to receive.

Last year, VRLF approved a loan for \$100,000 to assist Ghostlight Theatrical Productions LLC to pay expenses restricted to City of Vineland utilities and taxes. The theater has reopened and there have been several shows and community theater; however, they are not yet at full capacity and the restaurant has not yet opened. The upstairs has been remodeled and will open as a sports bar and restaurant in August and the downstairs restaurant and bar are still being remodeled. In order to continue support for our theater, which was a major redevelopment project and now a vital component of our downtown and community theater, an additional \$100,000 is being requested, restricted to Vineland expenses. The original loan would be modified to \$200,000 with a lien on the property and repayment would be based on cash flow.

The VRLF approved \$100,000 per year to Vineland Development Corp. to support expenses prior to Ghostlight Theatrical Productions LLC purchasing the property. In addition to this financial support, the Economic Development Department staff spent many hours managing the theater box office in addition to paying a consultant \$3,000 per month for managing the shows. It is much more economical and effective to give Ghostlight the financial support.