



Legacy Business Registry Staff Report

HEARING DATE AUGUST 8, 2016

GILMANS KITCHENS AND BATHS

Nomination Date: January 29, 2016
Application No.: LBR-2015-16-003
Business Name: Gilmans Kitchens and Baths
Business Address: 228 Bayshore Boulevard
District: District 9
Applicant: Justin Lowenthal, Accounting Assistant
Nominated By: Supervisor David Campos
Staff Contact: Richard Kurylo
legacybusiness@sfgov.org

BUSINESS DESCRIPTION

Gilmans Kitchens and Baths is a retail store that sells cabinetry, countertops, plumbing accessories, hardware, flooring materials, and screens to residents and businesses throughout San Francisco and is the only brick and mortar screen shop in the City. The family-owned business was established in 1954 and continues to serve the Bayview neighborhood on Bayshore Boulevard as well as the greater San Francisco area.

CRITERION 1: Has the applicant has operated in SF for 30 or more years, with no break in SF operations exceeding two years?

Yes, the applicant has operated in San Francisco for 30 or more years, with no break in San Francisco operations exceeding two years:

Sunset District from 1954 to 1970s (at least 16 years as a hardware store)
1325 Donner Avenue from 1970s to 1988 (at least 9 years)
228 Bayshore Boulevard from 1988-Present (28 years)

CRITERION 2: Has the applicant contributed to the neighborhood's history and/or the identity of a particular neighborhood or community?

Yes, the applicant has contributed to the Bayview neighborhood's history and identity.

The Historic Preservation Commission recommended the applicant as qualifying, noting the following ways the applicant contributed to the neighborhood's history and/or the identity of a particular neighborhood or community:

- The business is associated with retail remodeling products and services and is the only brick and mortar manufacturer of window screens in San Francisco.



SMALL BUSINESS COMMISSION

MARK DWIGHT, PRESIDENT
REGINA DICK-ENDRIZZI, DIRECTOR



CITY AND COUNTY OF SAN FRANCISCO

EDWIN M. LEE, MAYOR

- The business offers full service remodeling to homeowners and has and continues to work with other local businesses in the industrial district of San Francisco to provide personalized experiences and remodeling.

CRITERION 3: Is the applicant committed to maintaining the physical features or traditions that define the business, including craft, culinary, or art forms?

Yes, the subject business is committed to maintaining the physical features and traditions that define the business.

HISTORIC PRESERVATION COMMISSION RECOMMENDATION

The Historic Preservation Commission recommends that Gilmans Kitchens and Baths qualifies for the Legacy Business Registry under Administrative Code Section 2A.242(b)(2) and recommends safeguarding of the below listed physical features and traditions.

Physical Features or Traditions that Define the Business:

- Showroom
- Strand of multi-lite, center pivot hopper windows at second level of building

STAFF RECOMMENDATION

Staff recommends that the San Francisco Small Business Commission include Gilmans Kitchens and Baths currently located at 228 Bayshore Boulevard in the Legacy Business Registry as a Legacy Business under Administrative Code Section 2A.242.

Richard Kurylo, Manager
Legacy Business Program



SMALL BUSINESS ASSISTANCE CENTER / SMALL BUSINESS COMMISSION
1 DR. CARLTON B. GOODLETT PLACE, ROOM 110, SAN FRANCISCO, CALIFORNIA 94102-4681
Small Business Assistance Center (415) 554-6134 / Small Business Commission (415) 554-6481

SMALL BUSINESS COMMISSION
MARK DWIGHT, PRESIDENT
REGINA DICK-ENDRIZZI, DIRECTOR



CITY AND COUNTY OF SAN FRANCISCO
EDWIN M. LEE, MAYOR

San Francisco Small Business Commission

Draft Resolution

HEARING DATE AUGUST 8, 2016

GILMANS KITCHENS AND BATHS

LEGACY BUSINESS REGISTRY RESOLUTION NO. _____

Nomination Date: January 29, 2016
Application No.: LBR-2015-16-003
Business Name: Gilmans Kitchens and Baths
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Nominated By: Supervisor David Campos
Staff Contact: Richard Kurylo
legacybusiness@sfgov.org

ADOPTING FINDINGS APPROVING THE LEGACY BUSINESS REGISTRY APPLICATION FOR GILMANS KITCHENS AND BATHS, CURRENTLY LOCATED AT 228 BAYSHORE BOULEVARD.

WHEREAS, in accordance with Administrative Code Section 2A.242, the Office of Small Business maintains a registry of Legacy Businesses in San Francisco (the "Registry") to recognize that longstanding, community-serving businesses can be valuable cultural assets of the City and to be a tool for providing educational and promotional assistance to Legacy Businesses to encourage their continued viability and success; and

WHEREAS, the subject business has operated in San Francisco for 30 or more years, with no break in San Francisco operations exceeding two years; and

WHEREAS, the subject business has contributed to the neighborhood's history and identity; and

WHEREAS, the subject business is committed to maintaining the physical features and traditions that define the business; and

WHEREAS, at a duly noticed public hearing held on August 8, 2016, the San Francisco Small Business Commission reviewed documents and correspondence, and heard oral testimony on the Legacy Business Registry application; therefore

BE IT RESOLVED that the San Francisco Small Business Commission hereby includes Gilmans Kitchens and Baths in the Legacy Business Registry as a Legacy Business under Administrative Code Section 2A.242.



SMALL BUSINESS COMMISSION

MARK DWIGHT, PRESIDENT
REGINA DICK-ENDRIZZI, DIRECTOR



CITY AND COUNTY OF SAN FRANCISCO

EDWIN M. LEE, MAYOR

BE IT FURTHER RESOLVED that the San Francisco Small Business Commission recommends safeguarding the below listed physical features and traditions at Gilmans Kitchens and Baths:

Physical Features or Traditions that Define the Business

- *Showroom*
- *Strand of multi-lite, center pivot hopper windows at second level of building*

I hereby certify that the foregoing Resolution was ADOPTED by the Small Business Commission on August 8, 2016.

Regina Dick-Endrizzi
Director

RESOLUTION NO. _____

Ayes –
Nays –
Abstained –
Absent –



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Small Business Assistance Center (415) 554-6134 / Small Business Commission (415) 554-6481



Member Board of Supervisors
District 9

City and County of San Francisco

DAVID CAMPOS

January 29, 2016

Re: Nomination of Gilmans Kitchens and Baths to the Legacy Business Registry

Dear Director Regina Dick-Endrizzi:

I am writing to nominate to the Legacy Business Registry – Gilmans Kitchens and Baths. Founded in 1954, Gilmans Kitchens and Bath has been selling cabinetry, countertops, plumbing accessories, hardware, flooring materials, and screens to residents and businesses throughout San Francisco. In fact, the business is the only brick and mortar screen shop in the City. This family owned and operated local business, currently located on Bayshore Blvd, plays a critical role in the local economy and the community where it operates. Many customers of the business often remark how they remember shopping at the store with their parents when they were children. Gilmans Kitchens and Baths is one of the dwindling businesses that allows families to purchase materials for a home improvement project without having to shop at a big-box chain store.

This business plays an essential role in the identity of the Bayshore area in District 9 and it is my distinct honor to nominate Gilmans Kitchen and Baths to become part of San Francisco's Legacy Business Registry.

Sincerely,

A handwritten signature in cursive script that reads "David Campos".

David Campos

APPLICATION FOR

Legacy Business Registration

Legacy Business registration is authorized by Section 2A.242 of the San Francisco Administrative Code. The registration process includes nomination by a member of the Board of Supervisors or the Mayor, a written application, and approval of the Small Business Commission.

1. Current Owner / Applicant Information

NAME OF BUSINESS:		
Gilmans Kitchens and Baths		
BUSINESS OWNER(S) (identify the person(s) with the highest ownership stake in the business)		
Larry Lowenthal		
CURRENT BUSINESS ADDRESS:		TELEPHONE:
228 Bayshore Blvd San Francisco, CA 94124		(415) 550-8848
		EMAIL:
		larry@gilmanskb.com
WEBSITE:	FACEBOOK PAGE:	YELP PAGE
www.gilmanskb.com	www.facebook.com/GilmansKitchens	Gilmans Kitchens and Baths (several)

APPLICANT'S NAME	
Justin Lowenthal	<input type="checkbox"/> Same as Business Owner
APPLICANT'S TITLE	
Accounting Assistant	
APPLICANT'S ADDRESS:	TELEPHONE:
228 Bayshore Blvd San Francisco, CA 94124	(415) 550-8848
	EMAIL:
	justin@gilmanskb.com

SAN FRANCISCO BUSINESS ACCOUNT NUMBER:	SECRETARY OF STATE ENTITY NUMBER (if applicable):
0139747	

BACKGROUND INFORMATION
Founding Location: 1325 Donner Ave, San Francisco, CA 94124
Current Headquarters Location: 228 Bayshore Blvd, San Francisco, CA 94124
Operating in San Francisco since: 1954

NAME OF NOMINATOR:	DATE OF NOMINATION:
Supervisor Campos	Jan 29, 2016

2. Business Addresses

ORIGINAL SAN FRANCISCO ADDRESS:	ZIP CODE:	DATES OF OPERATION
1325 Donner Ave, San Francisco	94124	1970s-1988
IS THIS LOCATION THE FOUNDING AND/OR HEADQUARTERED LOCATION? (check all that apply)		
<input checked="" type="checkbox"/> Founding Location	<input type="checkbox"/> Current Headquarters	

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
530 W. Francisco Blvd, San Rafael, CA	94901	2004-Present

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
2612 S. El Camino Real, San Mateo, CA	94403-2332	2014-Present

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
2039 W. El Camino Real, Mountain View, CA	94040	1999-Present

OTHER ADDRESSES (if applicable):	ZIP CODE:	DATES OF OPERATION
228 Bayshore Blvd, San Francisco, CA (headquarters)	94124	1988-Present

3. Eligibility Criteria

Attach the business's historical narrative.

4. San Francisco Taxes, Business Registration, Licenses, Labor Laws, and Public Information Release

Please read the following statements and check each to indicate that you agree with the statement. Then sign below in the space provided.

- I am authorized to submit this application on behalf of the business.
- I attest that the business is current on all of its San Francisco tax obligations.
- I attest that the business's business registration and any applicable regulatory license(s) are current.
- I attest that the Office of Labor Standards and Enforcement (OLSE) has not determined that the business is currently in violation of any of the City's labor laws, and that the business does not owe any outstanding penalties or payments ordered by the OLSE.
- I understand that documents submitted with this application may be made available to the public for inspection and copying pursuant to the California Public Records Act and San Francisco Sunshine Ordinance.
- I hereby acknowledge and authorize that all photographs and images submitted as part of the application may be used by the City without compensation.

Justin Lowenthal

11/30/15

Justin Lowenthal

Name (Print):

Date:

Signature:

1. Criterion 1:

a. Describe the business and the essential features that define its character.

Gilmans Kitchens and Baths (and Screens) offers retail remodeling products and services. We are dealers for manufactured products such as: cabinetry; countertops; plumbing accessories; hardware; flooring materials; and other periphery items. In addition, we have developed contractor services in the past ten years. Also, we manufacture and install window screens. Thousands of residents have benefited from our products. These happy customers have contributed to a happier San Francisco.

Every project we work on in and around the city has an effect on San Franciscans. Every dinner party, bridal or baby shower, family holiday, and even daily breakfasts and dinners are complemented by our products. We are in the business of improving lifestyles, through form and function. Our designs make people feel at home, because our customers put their signature on their space. And in the unfortunate event someone has to leave this city, the new residents will be warmly welcomed by cherry cabinets and stone countertops. We help to define "place" for the residents of this city.

The window screen business is high volume. In fact, we are the only brick and mortar screen shop in the city. Customers bring their screens right to our doorstep, and often leave within an hour, fully satisfied. The staff of many apartment buildings refer all of their tenants to us. In the warmer months, our business is buzzing with phone calls about being attacked by mosquitoes, and people desperately trying to stay cool with their windows open. We have put screens in San Francisco hospitals, firehouses, restaurants and assisted living facilities. This service allows for a greater state of public health.

While staying true to its origins by providing window and door screen services, Gilmans also offers turn-key solutions to clients and contractors alike. Gilmans offers full service remodeling to homeowners, while providing cabinetry and parts to contractors. GK+B works with all allied professionals and designs kitchens, bathrooms, laundry rooms, offices or any room that needs cabinetry.

Gilmans is a family-owned and operated business. There are four members working for the company in various roles: president, construction manager, designer, and administration. We are all committed to each other as a family, and extend this sentiment to the employees who share the same vision in improving peoples' home lives. Because we are a small business, we offer a personal touch that big box stores like Lowes and Home Depot cannot match.

And, our service has not gone unnoticed. Gilmans staff and service have received numerous awards and recognitions for excellent design quality, exceptional customer service, and astute business practices. Our designers pack hundreds of years of experience into a collaborative community that strengthens not only San Francisco, but the entire Bay Area

b. Provide a short history of the business from the date the business opened in San Francisco to the present day, including the ownership history. For businesses with multiple locations, include the history of the original location in San Francisco (including whether it was the business's founding and or headquartered location) and the opening dates and locations of all other locations.

In 1954, Dick Gilman opened a hardware store in the Sunset District. Eventually, he found that specialization was the best economic move, and transformed his business into a much narrower vision: window and door screens. This transformation in the 1970s also resulted in a new name: Gilman Screen Company, residing on Underwood Ave. Mr. Gilman moved Gilman Screen Co. to Donner Street in the early 1980s, and in 1983, he gave up the reins to Larry Lowenthal, the current owner.

Larry had previous experience working with general contractors whom were working on remodeling homes throughout San Francisco. He felt that he could provide additional services by offering kitchen and bathroom cabinets to the same contractors that were purchasing screens from him. It would save them time, be of convenience and provide one point of contact for multiple services.

As word spread, Larry realized the need for a larger space to display the various cabinets and more specialized service. In 1988, he moved the store to its current 5000 sq. ft. location on Bayshore Blvd. and hired qualified kitchen designers to further assist contractors and home owners with their kitchen and bathroom remodels. Gilman Screen Company was now Gilman Screens and Kitchens. This location at 228 Bayshore Blvd has and continues to operate as the company headquarters.

In 1993, Gilman Screens and Kitchens continued to grow, and the first satellite location was opened in Foster City. A few years later (1999), a Mountain View branch opened up. The following year, GSK moved across the Golden Gate Bridge into Marin County, with our first location in Greenbrae (2000). Following a flood, the Greenbrae moved to San Rafael in 2004, where Gilmans continues to have a presence in the North Bay. In the Peninsula, a Burlingame branch opened in the mid-2000s, which has since moved to San Mateo in 2014. The Foster City location has since closed (2012), due to several circumstances. So today, Gilmans Kitchens and Baths has a total of 4 locations and over 40 employees located in San Francisco, San Rafael, San Mateo, and Mountain View.

c. Describe any circumstances that required the business to cease operations in San Francisco for more than six months

Gilmans has operated continuously in San Francisco since 1954

2. Criterion 3:

a. Describe the business's contribution to the history and/or identity of the neighborhood. How does the building occupied by the business relate to the immediate neighborhood?

Gilmans is at the intersection of a variety of major thoroughfares, including: Bayshore Blvd, Cesar Chavez, and Highway 101. Visitors to the city have often found our doorstep, first, and were able to escape the chaotic nature of Bayshore Blvd. If they

needed assistance finding their way, they were given directions from some well-traveled residents of the city, and probably a map, too.

There is a bus stop directly out front of Gilmans, so there are a lot of interactions between the business and the commuters of the city. A lot of people have seen our company on a regular basis, and can use the location as a point of reference. Riders occasionally come into the store in urgent need of a restroom, and they are welcomed to the facilities. The planter boxes out front sometimes doubles as a bus bench, or a waste receptacle. And the large overhang protects people from the elements, when they occur.

People often reminisce about visiting Gilmans from when they were children, saying "I remember coming here with my parents when I was a kid!" We support a wide variety of businesses in the industrial district of San Francisco, including:

- Beronio Window and Door
- Cabinetry World
- Simply Floors
- Floorcraft
- Otto Marble
- Collier Skylights
- Lowes
- Ashley Furniture
- Window and Door Shop
- Sartor Saw Works
- Antique Furniture
- StoneWorks
- Jenson
- MacMurray Pacific
- Fox Marble

Not only do we often refer customers to these local businesses, we often purchase supplies from them directly to assist our operations or the projects of our customers. We provide this home improvement district with remodeling services, which welcomes walk-in traffic. These businesses are directly related to our line of work, but we patronize dozens of local businesses for food, auto repair, laundry services, and janitorial services among others.

The Gilmans staff are constantly interacting with the homeless population of the city. People in various states of sobriety and composure will setup camps nearby. Refuse, unwanted belongings, and various combinations of the two are regularly strewn across the employee parking lot. This lot is maintained on weekly basis, with time, materials and professional services provided by Gilmans.

b. Describe any special exterior and interior physical characteristics of the space occupied by the business (e.g., signage, murals, architectural details, neon signs, etc.).

The building housing Gilmans Kitchens and Baths is age eligible to be a historic resource in the community, having been built in the 1920s. A sliding iron fire door has been preserved as a relic of the past. The age is unknown, but it was buried behind a wall that separated two distinct units for over fifty years. In addition to the existing structure, we have made leasehold improvements which maintain the viability of the historical structure. We have installed an ADA bathroom, a full air conditioning system, plumbing, electrical wiring, among many other improvements that could be used in the future.

Not only do we put a great effort in maintaining the grounds, we have also invested a tremendous amount of money and resources to create a space where customers can find a practical, elegant, and tech-forward showroom space. Our state of the art showroom stays true to the spirit of modernization in this rapidly changing culture. Advanced kitchen technologies in lighting, plumbing, and carpentry are featured to meet the needs of the San Francisco populace.

c. Provide a description of the community the business serves.

Gilmans has products to suit a wide variety of budgets, so you will find our products in a wide variety of homes and neighborhoods. People come to us if the third fix to their kitchen sink has failed, and it's really time to renovate. Landlords will utilize our products to improve a space for their tenants. Tenants will come to us to replace a sink, faucet, and certainly for window screens. Many customers come to us to fill a creative need to have their personal space express their lifestyle. To make their vision come alive.

We have served hundreds of contractors throughout the Bay Area. We establish relationships of confidence, resulting in frequent repeat business, and referrals that go both ways. There is a certain symbiosis that exists within the contracting world, and our designers have maintained some relationships for decades. Interior designers utilize our showroom to bring definition to the concepts discussed with their clients. They are allowed to borrow our samples, free of charge, in the spirit of connectivity and future business.

Our customer community is highly diverse. The window and screen business produces heavy traffic, especially in the summer. The special design projects may require a dozen trips to our showroom, months of planning and correspondence, and a special attention to detail that results in more than just satisfied customers, but a community representing our name. Despite the varying degrees of project scope, each customer is offered the same respect and courtesy.

3. Criterion 4:

a. How does business demonstrate a commitment to maintaining the special physical features that define the business?

Gilmans is committed to being on the cutting edge of design. San Francisco homes will reflect the highest quality of form and function. With every transaction we are evolving, so our customers can rely on us to be up to date and relevant. Our showrooms will always look beautiful while we are in business, and allow people to dream up their perfect space. Many designers and cabinet salespeople operate without showroom spaces, and this limits options for customers. So, along with fresh ideas and technology, we will continue to offer a tangible, comfortable creative space.

b. How does business demonstrate commitment to maintaining the traditions that define the business, including business model, goods and services, craft, culinary, or art forms?

We have a staff which includes: Certified Interior Designers (C.I.D), Certified Kitchen Designers (C.K.D), and Certified Aging in Place Specialist. These credentials are not to be taken lightly. The staff is well-versed in the San Francisco building codes, so during

remodeling projects, we make sure that the public is safer than when their project started. We will always provide expert services in the remodeling industry. We are members of the National Kitchen and Bath Association (NKBA), the National Association of the Remodeling Industry (NARI), and the SEN Design Group. These associations demonstrate our commitment to the industry as a whole, so we will continue to provide relevant and up-to-date service.

One of our designers still employs hand-drafting service. There are very few people who practice, or are even familiar with this kind of design style.

Our screen shop is the only brick and mortar manufacturer of window screens in San Francisco. The next closest is Belmont and Sacramento. So, customers who rely on a face to face interaction to feel comfortable making purchases will find our services welcoming and approachable.

c. How does the business demonstrate its commitment to the community?

Despite many of the challenges that impact the location of this business, we have maintained residency, and continue to serve as a beacon of interior design. This company made it through a devastating recession, and without laying off a single employee. The family atmosphere that the owners maintains is very personal. He understands the value of hiring qualified locals.

We are committed to effective pricing for the business and the community. We are not in the business of gouging customers, so people can continue to rely on us for fair pricing on the best materials possible. Because of our long history, we can provide a much stronger guarantee for our service. You never know if one of these startups will be able to back up their product 10 years down the line, but we have stood behind our products for decades. Old projects are often resurrected to replace a single door or hinge, and we gladly step in to get our customers back on track.

Our employees serve as Boy Scout leaders, participate in Friends of the Urban Forest, Rotary International, and spend endless amounts of money at the bars and restaurants of the city. We use local companies for catering needs, and often use San Francisco restaurants for much bigger events like holiday parties.

d. How would the community be diminished if the business were to be sold, relocated, shut down, etc.?

Our business has a big economic impact. We refer business to other locally-based companies, so if we went away, other local businesses would suffer. We provide the city with a significant amount of revenue in gross sales tax every month, so the city would find a gap in their funding if Gilman's had to relocate or close its doors. Gilman's currently employs 6 San Francisco residents, and provides benefits to many more working San Franciscans. In addition, customers might be faced with higher prices and/or a lower quality of service, without our personal touch and forward-thinking design elements.

The home improvement district would change markedly. Several other shops have had to close their doors because of changes in the economy, rents, etc, and now when they come to us for help, it is much harder to refer customers with special needs. We are an anchor in the home improvement district on Bayshore Blvd, providing very unique services, and with a vast network of relationships which helps homeowners define their unique place in this world. If our customer end up at places like Home Depot or Lowes, there will a smaller palette of expression within the homes of this area. We don't just provide value to customers, but we provide quality, and a distinct level of service that would be lost without us.

GILMANS SCREENS AND KITCHEN SHOWROOM



1983 BILL OF SALE

BILL OF SALE

We, RICHARD GILMAN and SARAH LEE GILMAN, doing business as GILMAN SCREEN COMPANY, at 1325 Donner Street, San Francisco, California, in consideration of down payment to us of Twelve Thousand Five Hundred Dollars (\$12,500.00) in cash and the note executed by LARRY LOWENTHAL, JUDITH LOWENTHAL, and Mr. and Mrs. GERHARD LOWENTHAL in the principal amount of Thirty-Two Thousand Five Hundred Dollars (\$32,500.00), for a total purchase price of Forty-Five Thousand Dollars (\$45,000.00), the receipt of said cash and said note being hereby acknowledged, do hereby grant, sell, transfer and deliver unto LARRY LOWENTHAL and JUDITH LOWENTHAL the following goods and chattels representing our entire business interest in GILMAN SCREEN COMPANY, located at 1325 Donner Street, San Francisco, California:

(a) The business equipment including trade fixtures, machinery and office equipment as listed in Exhibit A to the Agreement for the Purchase of Business Assets and Good Will executed on January 25, 1983 by LARRY LOWENTHAL, JUDITH LOWENTHAL, RICHARD GILMAN, and SARAH LEE GILMAN;

(b) Our inventory of supplies, tools, materials and other property used and consumed in the said business, including inventory in good and usable condition valued at a minimum of Five Thousand Dollars (\$5000.00). The inventory of said items are attached to the said Agreement

1983 BILL OF SALE

GKB-501 (12/14)

CALIFORNIA ASSOCIATION OF REALTORS® STANDARD FORM

BUSINESS PURCHASE CONTRACT AND RECEIPT FOR DEPOSIT

THIS IS MORE THAN A RECEIPT FOR MONEY. IT IS INTENDED TO BE A LEGALLY BINDING CONTRACT. READ IT CAREFULLY.

San Francisco, California, 19__

Received from Larry Lowenthal and Judy Lowenthal, husband and wife,
 herein called Buyer, the sum of Two Hundred Dollars \$ 200.00
 evidenced by cash cashier's check or personal check payable to escrow agent and/or
Richard Gilman to be held uncashed until acceptance of this offer, as deposit on account of purchase price of
Forty-five Thousand Dollars \$ 45,000.00
 for the purchase of the business known as Gilman Screen Company
 and situated in San Francisco, County of San Francisco, California,
 located at 1325 Donner Avenue.

1. Buyer will deposit in escrow with _____ the balance of purchase price as follows:
- A. Purchaser will make payment in cash in the amount of \$12,500.00 including
above deposit, at time of transfer of business. Additional closing costs
at time of transfer of business will be shared equally between purchaser
and seller, or paid as agreed upon under provisions of this contract.
- B. Purchaser, along with Mr. and Mrs. Gerhard Lowenthal of San Francisco, will
 execute note in favor of seller and secured by Deed of Trust, on property
 located at 126 Avocado Court, San Ramon, California. Principal amount of
 note to be for remainder of purchase price, \$32,500.00. This principal is
 to be reduced by purchaser making payments of \$5,910.00 or more on or
before the following dates: November 1, 1983; February 1, 1985; February 1, 1987;
February 1, 1987; February 1, 1988 and one payment of \$2,980.00 on or before
July 1, 1988. Entire balance due 5 1/2 years from date of closing or upon sale
 or transfer of business. Interest on the unpaid principal balance will be
 computed at a rate of 10% per annum and will be due and payable simultaneous
 with each of the above payments. Purchaser may pre-pay note without penalty.
 All costs, if any, in connection with the execution of the above Deed of
 Trust, is to be at sellers expense.
- C. Selling price to include all items indicated in item 5 of this contract,
 and purchaser and seller to determine allocation of purchase price upon
 consultation with representative tax advisors. Agreement should be reached
 within 15 days after receipt of books as per item #13. If agreement cannot be
 reached then this contract is void and deposit is to be returned.

Set forth above any terms and conditions of a factual nature applicable to this sale, such as financing, liabilities to be assumed by buyer, the assistance to be provided by seller to buyer after sale and if the sale includes real property whether a separate Real Estate Purchase Contract is to be executed by the parties.

2. Deposit will will not be increased by \$ _____ to \$ _____ within _____ days of acceptance of this offer.
3. The supplements initialled by buyer below are incorporated as part of this agreement:
- | | | |
|--|--|-------------|
| <input checked="" type="checkbox"/> Inventory of personal property included in purchase price | <input checked="" type="checkbox"/> Allocation of purchase price | Other _____ |
| <input checked="" type="checkbox"/> Financial Statements for the years <u>1980 and 1981 to date.</u> | <input checked="" type="checkbox"/> Agreement not to compete | _____ |
| <input checked="" type="checkbox"/> Schedule of accounts receivable | <input checked="" type="checkbox"/> Copy of lease | _____ |
4. Buyer and Seller acknowledge receipt of a copy of this page, which constitutes Page 1 of 3 pages plus addendum

BUYER _____ SELLER _____

X _____ X _____

X _____ X _____

A REAL ESTATE BROKER IS THE PERSON QUALIFIED TO ADVISE ON BUSINESS TRANSACTIONS AND REAL ESTATE. IF YOU DESIRE LEGAL OR TAX ADVICE CONSULT A COMPETENT PROFESSIONAL.

THIS STANDARDIZED DOCUMENT FOR USE IN SIMPLE TRANSACTIONS HAS BEEN APPROVED BY THE CALIFORNIA ASSOCIATION OF REALTORS® IN FORM ONLY. NO REPRESENTATION IS MADE AS TO THE APPROVAL OF THE FORM OF SUPPLEMENTS, THE LEGAL VALIDITY OF ANY PROVISION OR THE ADEQUACY OF ANY PROVISION IN ANY SPECIFIC TRANSACTION. IT SHOULD NOT BE USED IN COMPLEX TRANSACTIONS OR WITH EXTENSIVE RIDERS OR ADDITIONS.



PREVIOUS OWNERS 1979 LEASE

LEASE

This Indenture, Made and executed in duplicate this 3 day of JAN, 1979

By and Between MARK H. OLSON and ANDREW T. MACAREY hereinafter called the Lessor, and

RICHARD GILMAN

hereinafter called the Lessee,

Witnesseth: That for and in consideration of the sum of \$ 6,000.00 to the Lessor paid by Lessee, receipt of which is hereby acknowledged by Lessor, and for and in the further consideration of the payment of the rents and the performances of the covenants contained herein on the part of the Lessee and in the manner hereinafter stated, the Lessor does hereby demise, lease and let to the Lessee, and in consideration of the premises, the Lessee does hereby lease, hire, and take from the Lessor upon the terms and conditions hereinafter set forth, the following described property and its appurtenances, situate in the City of SAN FRANCISCO County of SAN FRANCISCO State of CALIFORNIA, particularly described as follows, to-wit:

AN AREA 18 FT X 36 FT Bounded by South WALL and West wall of 1335 DONNER ST. SAN FRANCISCO, CA 94114

For the term of 24 MONTHS commencing on the FIRST day of February, 1979 and ending on the LAST day of January, 1981 at and for the total rent or sum of 6,000 DOLLARS payable monthly in advance, in installments of 250 DOLLAR

FIRST and LAST MONTHS RENT to be paid in advance.

each in lawful money of the United States of America, on the FIRST day of each and every calendar month. In the event Lessee has paid the rental hereunder, as herein provided, and has duly complied with the terms and provisions hereof, Lessee may occupy and enjoy the leased premises for the first 30 months of the term, free from obligation to pay any rental for such 30 months.

This lease is made subject to the following terms and conditions:

- 1. Said Lessee agrees to pay said rents to said Lessor at the time and in the manner herein provided, without any deduction whatever and free of and from any and all claims and demands against said Lessor of any kind or character.
2. Should the said Lessee fail to pay any part of the rents herein specified, at the times or in the manner here provided, or fail faithfully to comply with or perform any other of the terms, conditions, covenants and agreements of this lease on the part of said Lessee to be performed or complied with, or should said Lessee abandon the said leased premises, then and in that event, said Lessor, at the sole option of said Lessor, may terminate this lease, and said Lessee and said Lessee shall have all the rights and remedies as provided in California Civil Code, Section 1951.2, or said Lessee may pursue any remedy whatsoever provided for by law, and in any of said events, said Lessor shall be forthwith entitled to the possession of said leased premises, and may enter into and upon said leased premises, without notice to said Lessee, and exclude said Lessee therefrom and from in any manner having access thereto, and remove all person and property therefrom, and by process of law, or otherwise, take and resume possession of said leased premises, and the removal of such property, the said Lessor shall in nowise be responsible or liable either to said Lessee, or to any other person whomsoever, for any such property or the safekeeping thereof, or for any damage whatsoever thereto, to any part thereof, and said Lessor is hereby further authorized to store such removed property in any warehouse or other place at the expense and for the account of said Lessee; or else, even though said Lessee has breached any of the provisions of this lease and has abandoned the said leased premises, said Lessor and said Lessee shall have all the rights and remedies as provided by California Civil Code, Section 1951.4, so long as this lease, and said Lessee's rights to the possession of the leased premises, are not terminated by said Lessor. The rights of said Lessor under this section 2.1 this lease shall be cumulative to all other rights or remedies given to said Lessor by law or by the terms of this lease.
3. That said leased premises shall be used, occupied and conducted exclusively as and for and for no other purpose; and shall be used, occupied and conducted in a thoroughly orderly and respectable manner without let, hindrance, annoyance, disturbance, detriment, injury or offense to the Lessor; that said Lessee shall maintain or commit, nor suffer to be maintained or committed any nuisance or waste in or about said leased premises; that said Lessee shall not do or permit anything to be done in or about the said leased premises, nor bring or leave anything therein, which will in any way affect fire or other insurance on said building or any of its contents, or which shall in any way conflict with any law, ordinance, rule or regulation affecting the occupancy and use of said premises which are or may hereafter be enacted or promulgated by any public authority.
Lessee shall not construct, maintain or permit to be constructed or maintained, any sign or bill board on the roof of the building located on said demised premises, nor paint, nor hang, nor permit or authorize others to paint or hang, a sign on the outside walls thereof, unless written permission to do so be first obtained from the Lessor.

1983'S BUSINESS REGISTRATION

BUSINESS TAX REGISTRATION CERTIFICATE

CITY AND COUNTY OF SAN FRANCISCO

ACCOUNT NO.	SIC	CLASS	CLASSIFICATION DESCRIPTION	EFFECTIVE DATE
139747	000	08	RETAIL SALES	02/01/83
BUSINESS NAME			BUSINESS ADDRESS	
GILMAN SCREEN CA			1325 DONNER AV	

OWNER LOMENTHAL LARRY & JUDITH
DBA GILMAN SCREEN CA

CARE OF 126 AVOCADO CT
MAILING ADDRESS SAN RAMON CA 94583
CITY-STATE

DATE ISSUED 02/24/83

THAD BROWN
TAX COLLECTOR

NOTE: THE TAX COLLECTOR IS WARNING OF ANY CHANGE IN OWNERSHIP OR ADDRESS - 107 CITY HALL, SAN FRANCISCO 94102 - READ REVERSE SIDE

1980'S SCREEN PRICING

~~10/1/87~~
~~11/1/87~~
 9/6/87
 3/87

Frame Screens FG.35

48 = 16.80
54 = 18.90
60 = 21.00
66 = 23.10
72 = 25.20
78 = 27.30
84 = 29.40
90 = 31.50
96 = 33.60
102 = 35.70
108 = 37.80

Additions:
 Clips + 1.00 pr
 Alum wire + 30%
 Super Screen + 35%
 Bronze + 50%
 $\frac{3}{4}$ SO + 10%
 Alum L $\frac{1}{4}$ inch $\frac{1}{2}$ inch
 x Bar 1.00 per foot

Installed Screen

1 = 62.00
2 = 99.00
3 = 136.00
4 = 172.00
5 = 207.00
6 = 240.00
7 = 272.00
8 = 303.00
8+ 28.00

Crackout window screens

$14\frac{1}{2} \times 23\frac{1}{2} = 12.00$	$22\frac{1}{2} \times 23\frac{1}{2} = 14.00$
$36 = 18.00$	$36 = 15.00$
$48\frac{1}{2} = 14.00$	$48\frac{1}{2} = 16.00$

Double Hung add. 300 ea

Rescreens

Flt 1.20 ^{pr}	Screen by
Alum 1.50 ^{pr}	the sq foot
Super Screen 1.65 ^{pr}	ig 50% less
Screen 1.75 ^{pr}	Aluminum Screens
Warder 2.40 ^{pr}	Stock
	20" x 8" = 9.00
	30" x 15" = 12.75
	28" x 15" = 10.50
	30" x 15" = 12.50

Swinging Screen doors

20, 32, 36	180	Sheerwood (Stock Silver)	115.00
		Montego (Stock Black)	140.00
		Bz Archival	140 + Fct

Custom sizes 2-4 w/hg
 Under 36 x 80 + 30.00
 Over 36 x 80 + 40.00

New Sliding Screen doors

4x7	5x7	3x8	4x8	5x8	measuring
75.00	81.00	76.00	82.00	89.00	Install
102.00	115.00	112.00	121.00	130.00	+40.00
117.00	133.00	129.00	139.00	152.00	

Installation sliding screen doors 1/15
 $40, 36, 36 = 22.90$
 $40, 36 = 30.00$

AWARDS



HISTORY OF SHOWROOM PRE 1994



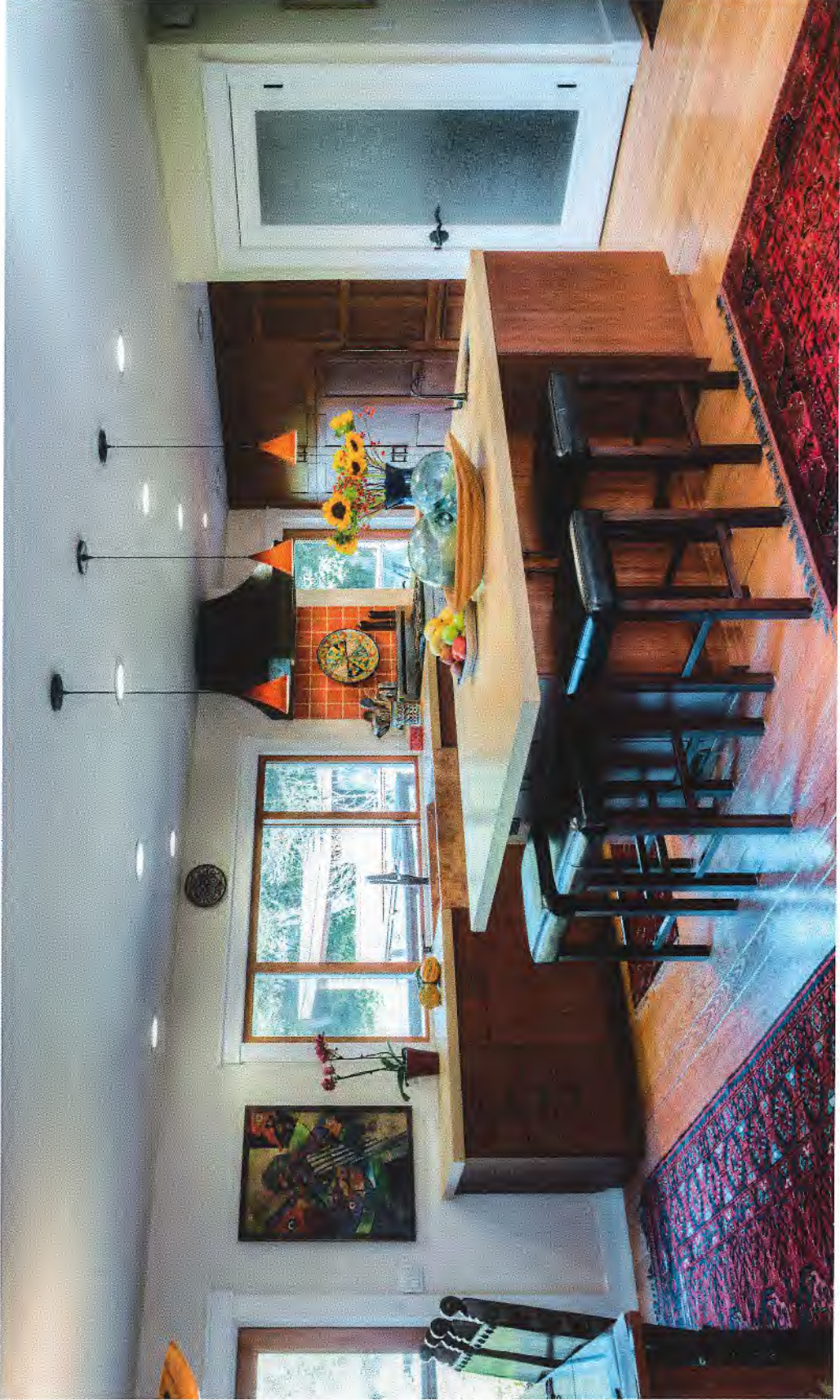
HISTORY OF SHOWROOM 1994



HISTORY OF SHOWROOM - TODAY



CURRENT WORK



To Whom it May Concern:

November 20, 2015

I have been a resident of Potrero Hill for more than 50 years, a neighborhood that has experienced significant changes over that time span. One of the joys of having been a resident of Potrero Hill has been about access to the small businesses, not only on the Hill but to the adjoining industrial neighborhoods, whose dedicated owners have provided meaningful employment and services throughout the city.

Bayshore Boulevard is home to many businesses that now run the risk of being pushed out due to excess cost of rent; these solid businesses provide living-wage income to residents of San Francisco.

One such business is Gilman's Kitchens and Baths.

I urge you to give legacy status to Gilman's Kitchens and Baths so that they may continue to do good business in San Francisco and not be pushed out due to increasing, exorbitant rents.

Thank you for your consideration.

I am,

Sincerely,

Mara Iaconi

300 Pennsylvania Avenue, San Francisco, CA 94107

Cornelia Raisner
832 Kathryne Ave
San Mateo, CA 94401

11/24/15

Re: Legacy Business

To whom it may concern:

I believe Gilmans Kitchens & Baths should qualify as a legacy business. It's been around for a long time and provides services unique to the Bayshore Blvd. area.

I'd like to tell you why I enjoy working at Gilmans. I've been the full-charge bookkeeper for the last 10 years. It's a small, family-owned/operated business. It differs from a large corporation, in that there's a personal interaction between the owners and all the employees. When there's a problem, whether it's personal or business, I can have a dialogue with the owner. That really means a lot to me. I like to know that I'll be listened to.

The small business atmosphere provides a fair amount of flexibility in my work schedule. There are no elaborate vacation request sign-up sheets; and, if you need to see a doctor, or stay home to take care of a sick family member, it's understood that the employees need the time off and there are no repercussions.

I also think it's noteworthy that Gilmans has been in business for over 30 years. There's not a lot of employee turnover – just enough to keep the company fresh with new ideas while retaining some older traditions.

Thanks for taking the time to read my comments.

Sincerely,

A handwritten signature in blue ink, appearing to be 'C. Raisner', written in a cursive style.

Filing Date: June 20, 2016
Case No.: 2016-008429LBR
Business Name: Gilmans Kitchens and Baths
Business Address: 228 Bayshore Boulevard
Zoning: PDR-2 (PDR Production, Distribution, and Repair)/
40-X Height and Bulk District
Block/Lot: 5533/048
Applicant: Justin Lowenthal, Accounting Assistant
228 Bayshore Boulevard
San Francisco, CA 94124
Nominated By: Supervisor David Campos, District 9
Staff Contact: Stephanie Cisneros - (415) 575-9186
stephanie.cisneros@sfgov.org
Reviewed By: Tim Frye – (415) 575-6822
tim.frye@sfgov.org

BUSINESS DESCRIPTION

Gilmans Kitchens and Baths is a retail store that sells cabinetry, countertops, plumbing accessories, hardware, flooring materials, and screens to residents and businesses throughout San Francisco and is the only brick and mortar screen shop in the City. The business was established in 1954 and continues to serve the Bayview neighborhood on Bayshore Boulevard as well as the greater San Francisco area. The family-owned business is located in a utilitarian, industrial style building that was previously used as a paint factory, dry color mixer & steel kettles company, and an iron & steel construction company according to the 1950 Sanborn map.

STAFF ANALYSIS

Review Criteria

1. *When was business founded?*

1954

2. *Is the business unique to San Francisco?*

Yes. The business offers full service remodeling to homeowners and has and continues to work with other local businesses in the industrial district of San Francisco to provide personalized experiences and remodeling.

3. *Is the business associated with culturally significant events?*

No.

4. *Is the business associated with culturally significant persons?*

No.

5. *Is the business associated with a culturally significant art/craft/cuisine/tradition?*

Yes. The business is associated with retail remodeling products and services and is the only brick and mortar manufacturer of window screens in San Francisco.

6. *Is the business associated with a culturally significant building/structure/site/object/interior?*

Unknown. The 1921 property has not been previously evaluated by the Planning Department for potential historical significance. The property is considered a "Category B Property" that requires further review per the Planning Department's CEQA review procedures for historical resources.

7. *Is the property associated with the business listed on a local, state, or federal historic resource registry?*

No.

8. *Is the business mentioned in a local historic context statement?*

No.

9. *Has the business been cited in published literature, newspapers, journals, etc.?*

No.

Physical Features or Traditions that Define the Business

Recommended by Applicant

- Showroom

Additional Recommended by Staff

- Strand of multi-lite, center pivot hopper windows at second level of building



SAN FRANCISCO PLANNING DEPARTMENT

Historic Preservation Commission Resolution No. 772

HEARING DATE: JULY 20, 2016

1650 Mission St.
Suite 400
San Francisco,
CA 94103-2479

Reception:
415.558.6378

Fax:
415.558.6409

Planning
Information:
415.558.6377

Case No.: 2016-008429LBR
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ADOPTING FINDINGS RECOMMENDING TO THE SMALL BUSINESS COMMISSION APPROVAL OF THE LEGACY BUSINESS REGISTRY NOMINATION FOR GILMANS KITCHENS AND BATHS, CURRENTLY LOCATED AT 228 BAYSHORE BOULEVARD (BLOCK/LOT 5533/048).

WHEREAS, in accordance with Administrative Code Section 2A.242, the Office of Small Business maintains a registry of Legacy Businesses in San Francisco (the "Registry") to recognize that longstanding, community-serving businesses can be valuable cultural assets of the City and to be a tool for providing educational and promotional assistance to Legacy Businesses to encourage their continued viability and success; and

WHEREAS, the subject business has operated in San Francisco for 30 or more years, with no break in San Francisco operations exceeding two years; and

WHEREAS, the subject business has contributed to the Bayview neighborhood's history and identity; and

WHEREAS, the subject business is committed to maintaining the physical features and traditions that define the business; and

WHEREAS, at a duly noticed public hearing held on July 20, 2016, the Historic Preservation Commission reviewed documents, correspondence and heard oral testimony on the Legacy Business Registry nomination.

THEREFORE BE IT RESOLVED that the **Historic Preservation Commission** hereby recommends that Gilmans Kitchens and Baths qualifies for the Legacy Business Registry under Administrative Code Section 2A.242(b)(2) and recommends safeguarding of the below listed physical features and traditions.

Physical Features or Traditions that Define the Business

- *Showroom*
- *Strand of multi-lite, center pivot hopper windows at second level of building*

BE IT FURTHER RESOLVED that the **Historic Preservation Commission** hereby directs its Commission Secretary to transmit this Resolution and other pertinent materials in the case file 2016-008429LBR to the Office of Small Business.

I hereby certify that the foregoing Resolution was **ADOPTED** by the Historic Preservation Commission on July 20, 2016.



Christine L. Silva
Acting Commission Secretary

AYES: Hyland, Hasz, Johnck, Johns, Pearlman, Matsuda, Wolfram

NOES: None

ABSENT: None

ADOPTED: July 20, 2016