



Anne Arundel County
Hotel Relief Grant Program
Final Report

April 26, 2021

Anne Arundel Economic Development Corporation

2660 Riva Road

Annapolis, MD 21401

Executive Summary

As the COVID-19 pandemic continues to impact our nation, Anne Arundel County's accommodation providers such as hotels, motels, and bed & breakfast establishments continue to be hit hard. Travel restrictions over the past year, combined with other limitations and the general public's reluctance to travel, have significantly hurt these businesses' revenues and employees. The Maryland General Assembly and Governor Hogan, through multiple emergency relief measures including using "Rainy Day Funds" and passing the RELIEF Act of 2021, allocated specific funding to the Maryland Department of Commerce to help this subset of hospitality businesses. Commerce partnered with Anne Arundel County, which tapped Anne Arundel Economic Development Corporation (AAEDC) to develop and disperse these desperately needed funds to county's hotels, motels, and bed and breakfast establishments.

The Hotel Relief Grant (HRG) program was conducted in three rounds. Rounds one and two were funded through state "Rainy Day" funds and went to bed and breakfast establishments with at least five rooms and hotels and motels with at least 10 rooms that demonstrated a reduction in revenue of at least 25% for the period of April 2020 through November 2020 compared to the same period in 2019. These businesses were given grant funds in round one based on a predetermined amount per room up to a maximum of 100 rooms. These grant funds were permitted to be used for normal operating costs and/or the purchase of PPE, sanitization services, or other COVID-19 related costs. Rounds one and two ran from February 19th through March 5th, 2021 and the final grant amount was determined to be \$1,900 per room, with a maximum grant amount of \$91,300. A total of 62 grants were awarded totaling \$5,072,500.

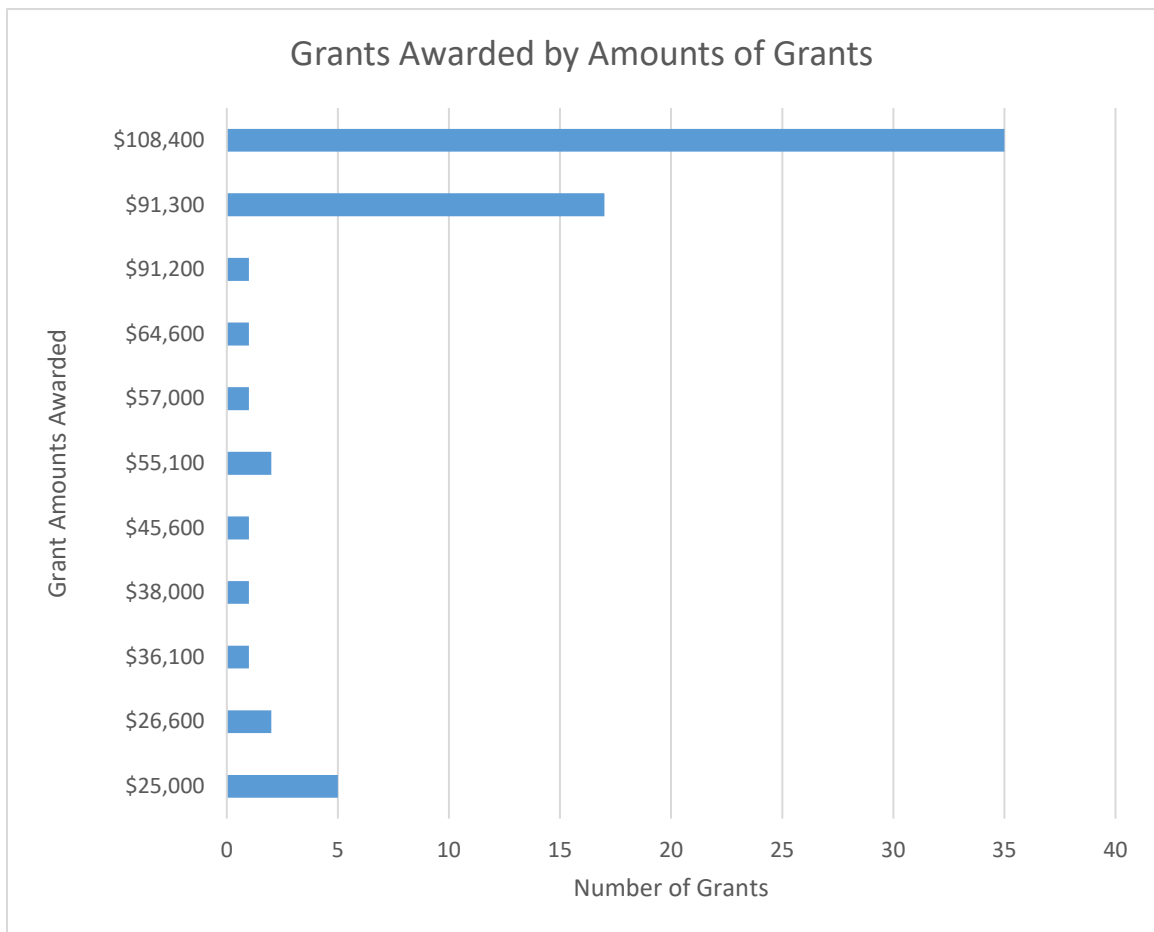
In round three, which ran from March 25th through April 9th, the State of Maryland narrowed the eligibility requirements to locally-owned establishments. State funds totaling \$894,500 were awarded to 50 hospitality businesses; five to new applicants and 45 to previous applicants that were locally-owned establishments. These applicants received \$25,000 and the remaining amount was divided equally at \$17,100 to each accommodations provider.

Upon completion of the Hotel Relief Grant program, AAEDC dispersed grants to 67 accommodation provider businesses for a total disbursement of \$5,967,000 in state funds.

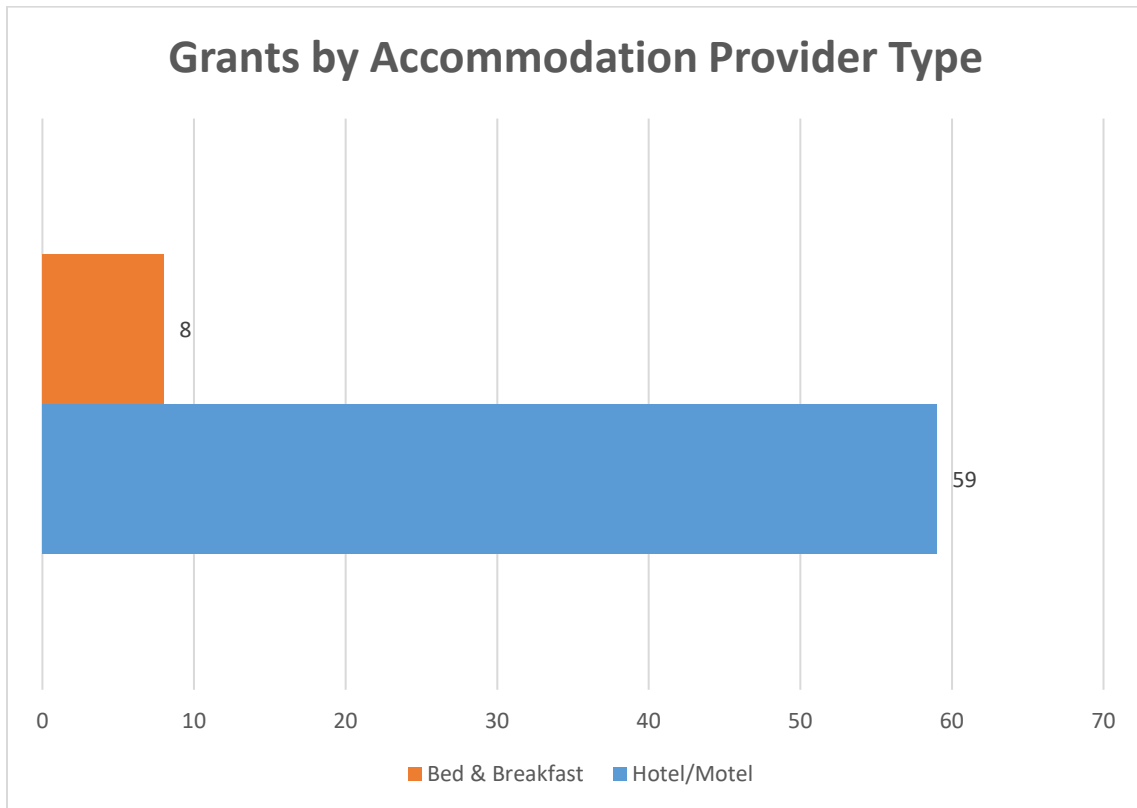
Anne Arundel Economic Development Corporation was proud to partner with Anne Arundel County, the State of Maryland, and the Maryland Department of Commerce to develop this Hotel Relief Grant Program which quickly and efficiently disbursed funds to these businesses in desperate need.

Financial Summary

- 69 – Number of Applications
- 67 – Number of Hotel Relief Grants (HRG) Awarded (97% of total applicants)
- \$5,967,000 – Total Amount Awarded
 - \$5,072,500 – Amount Awarded through State of Maryland Funds in Rounds 1 and 2
 - \$894,500 – Amount Awarded through State of Maryland Funds in Round 3 (Relief Act Funds)
 - \$1,900 per room (\$91,300 maximum) in Rounds 1 & 2
 - \$25,000 per Accommodations Provider applying for the first time in Round 3 (5 Total)
 - \$17,100 per Accommodation Provider that qualified under amended eligibility and had previously received a grant in Rounds 1 & 2 (45 Total)
- 2 – Number of Applications Denied

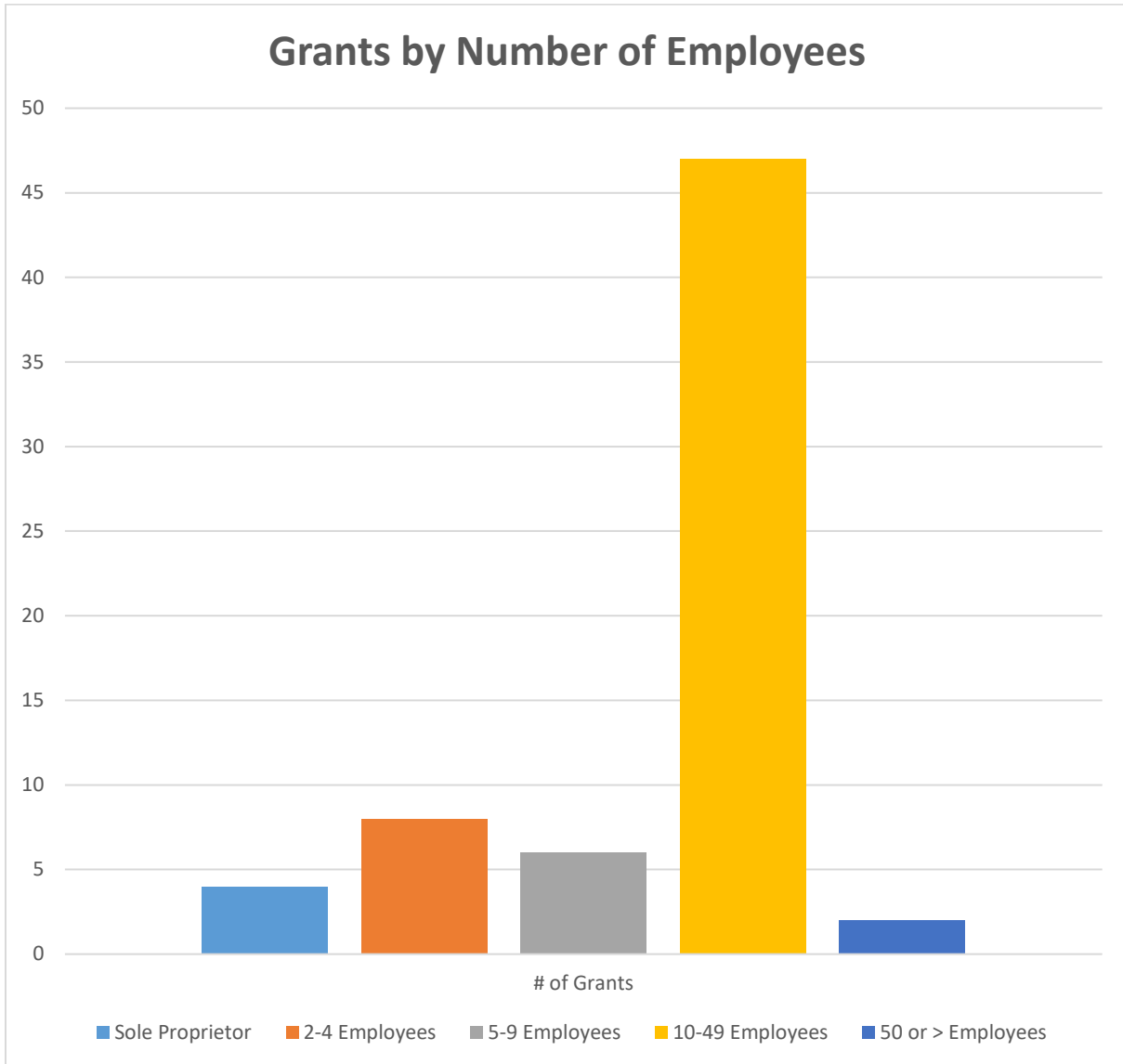


Breakdown by Accommodation Provider Type



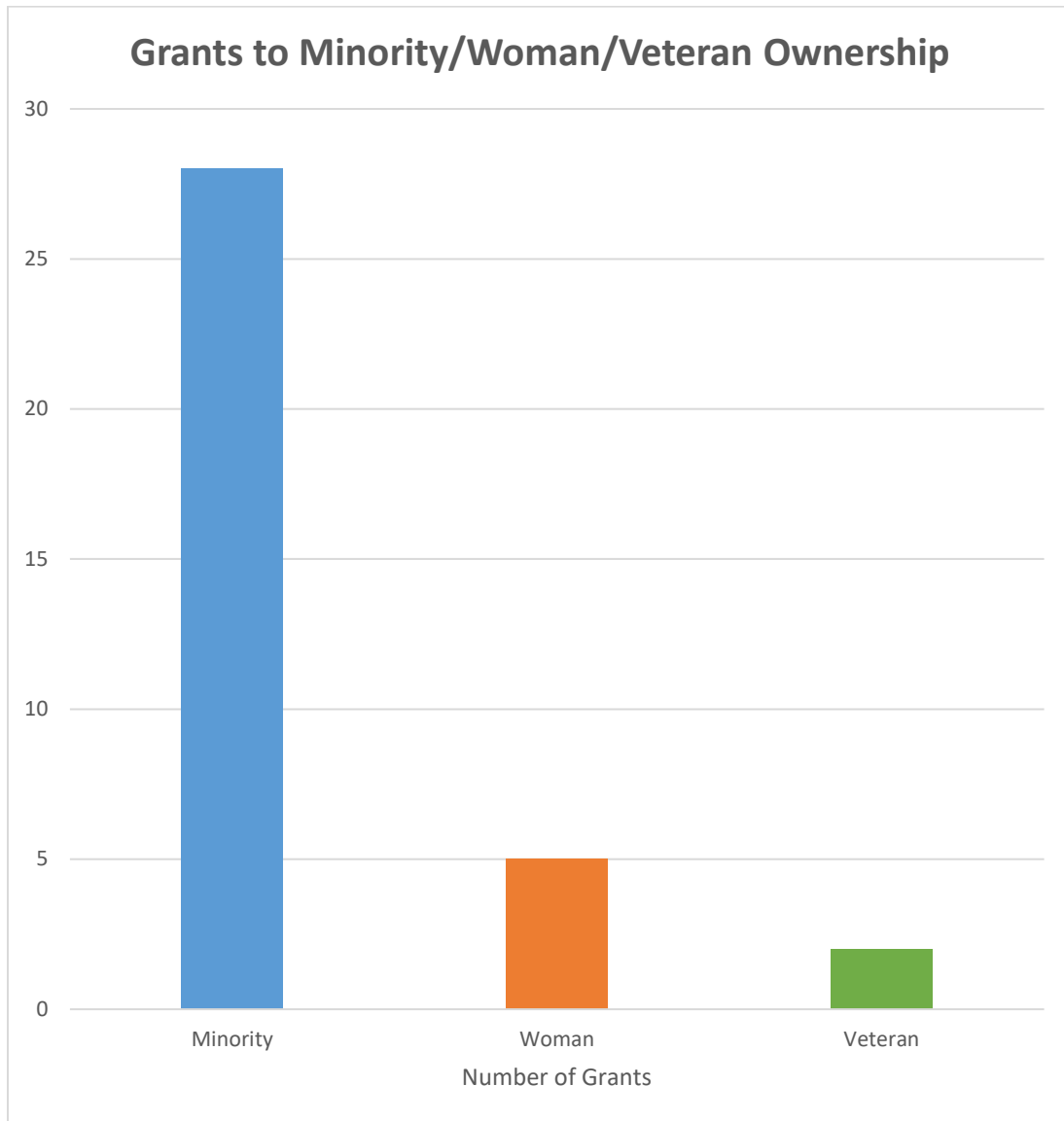
Category	# of Grants	Amount of Grants	% of Grants
Hotel/Motel	59	\$5,722,600	88%
Bed & Breakfast	8	\$244,400	12%

By Business Size



Category	# of Grants	Amount of Grants	% of Grants
Sole Proprietor	4	\$183,400	6%
2-4 Employees	8	\$395,900	12%
5-9 Employees	6	\$429,600	9%
10-49 Employees	47	\$4,775,500	70%
50 or > Employees	2	\$182,600	3%

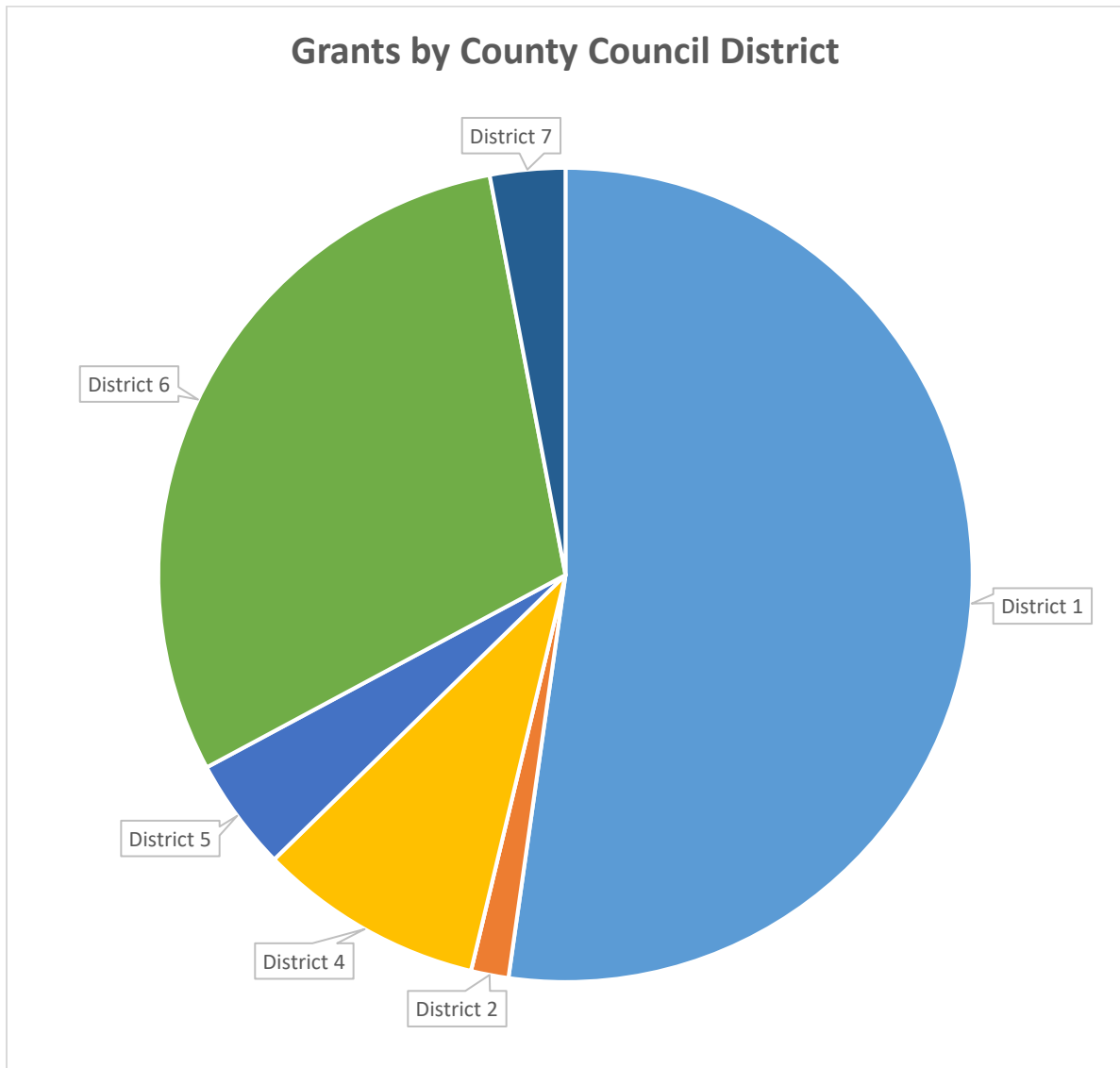
By Minority/Woman/Veteran Ownership*



Category*	# of Grants	Amount of Grants	% of Grants
Minority	28	\$2,592,200	42%
Woman	5	\$361,300	7%
Veteran	2	\$50,000	3%

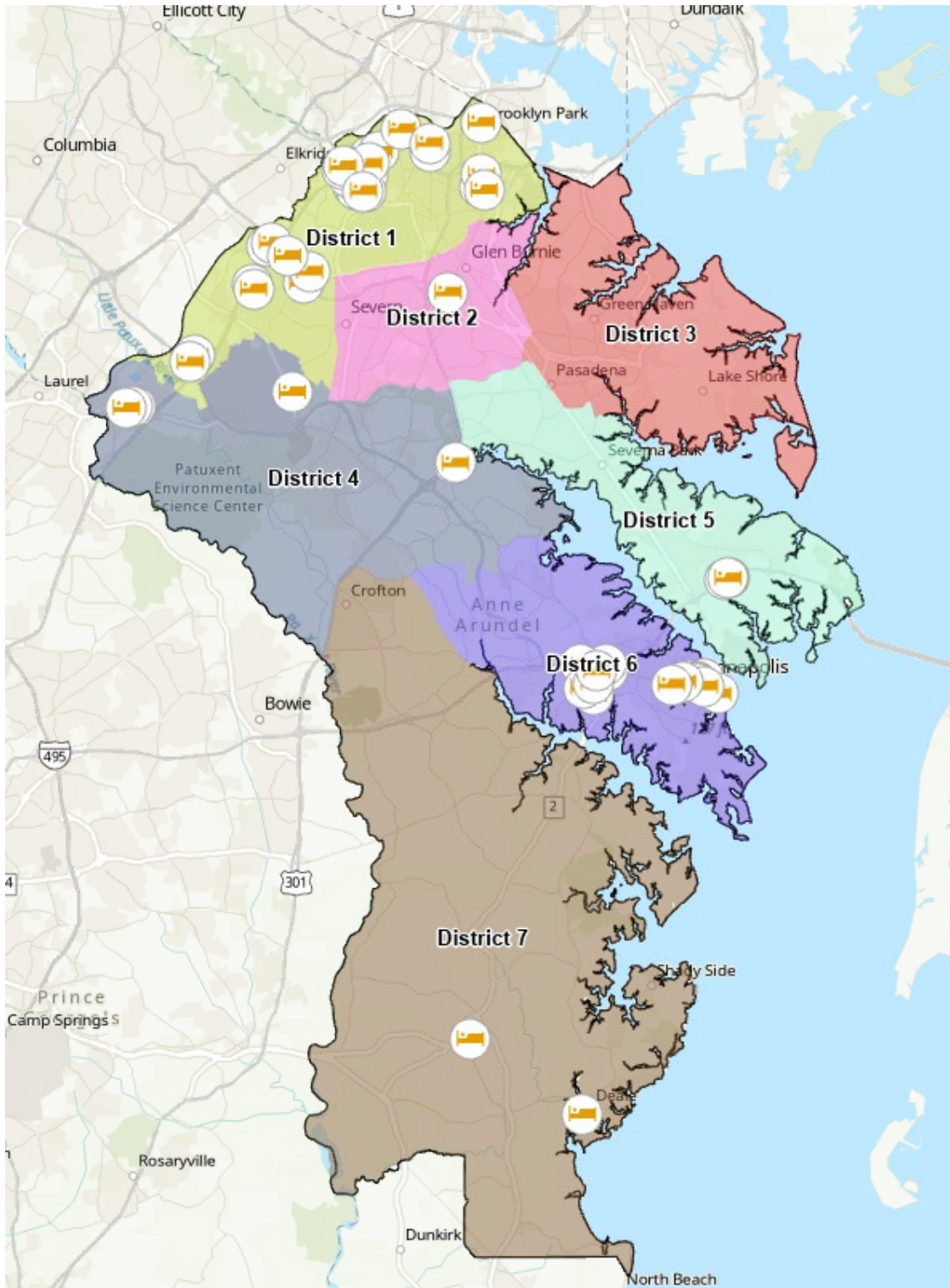
*Note: Information provided by the applicant at time of application; some applicants counted in multiple categories (example: Minority & Woman; Woman & Veteran; Minority, Woman, & Veteran)

By County Council District

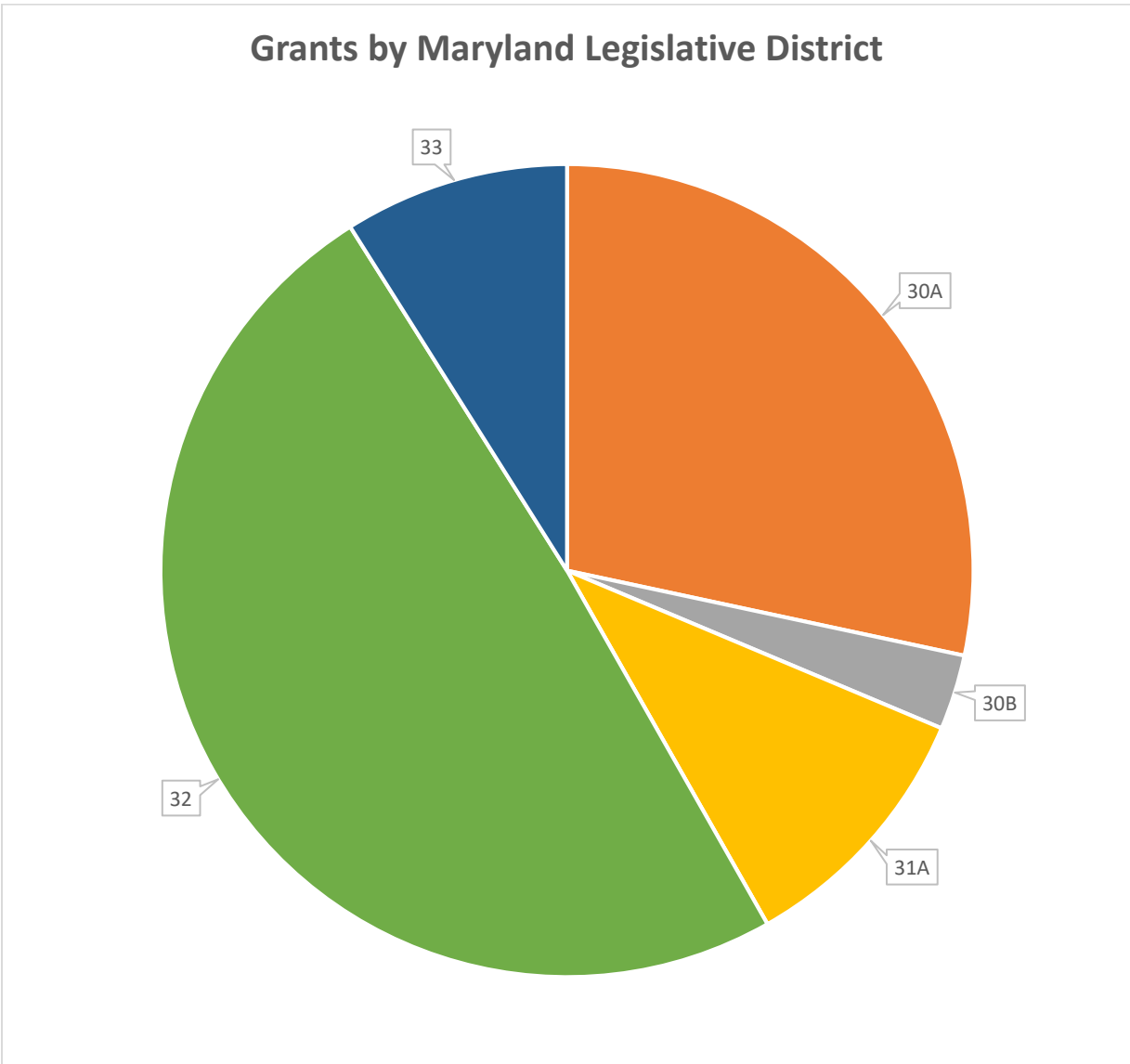


County Council District	# of Grants	Amount of Grants	% of Total Amount
1	35	\$3,510,700	59%
2	1	\$25,000	0.4%
3	0	\$0	0%
4	6	\$526,700	9%
5	3	\$308,000	5%
6	20	\$1,526,000	26%
7	2	\$70,600	1%

Distribution by County Council District

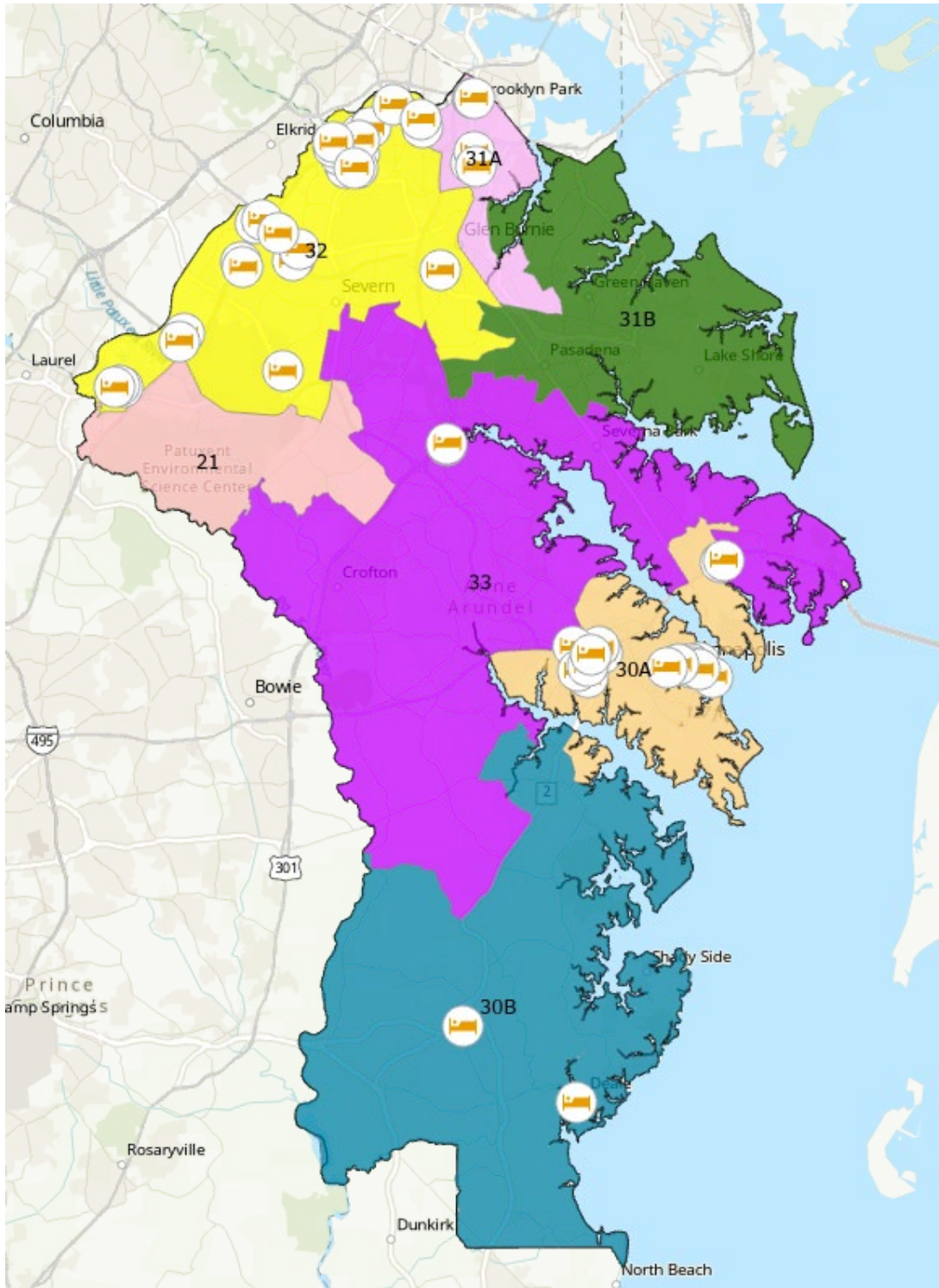


By State Legislative District

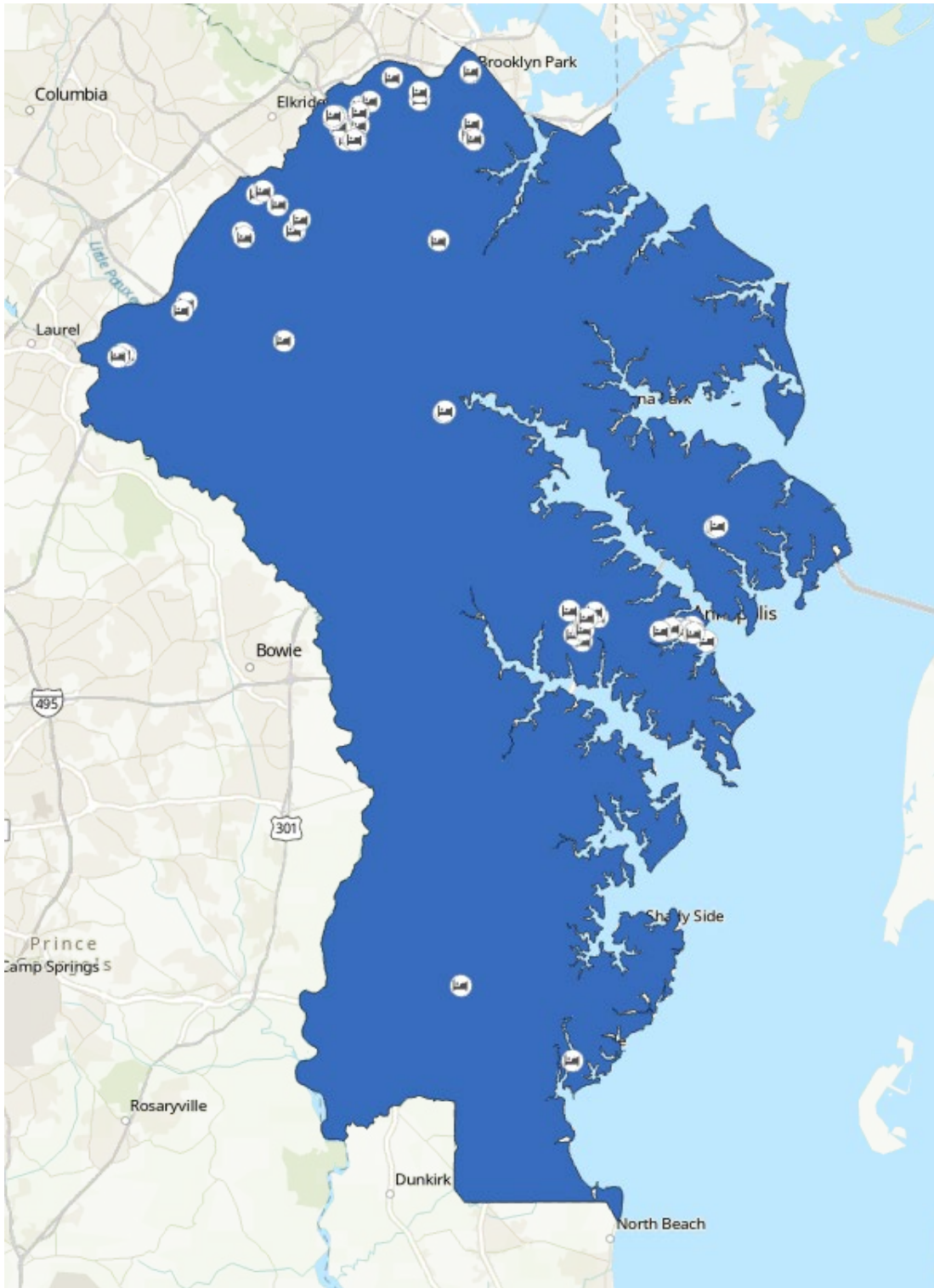


State Legislative District	# of Grants	Amount of Grants	% of Total Amount
21	0	\$0	0%
30A	19	\$1,417,600	24%
30B	2	\$70,600	1%
31A	7	\$646,500	11%
31B	0	\$0	0%
32	33	\$3,322,800	56%
33	6	\$509,500	9%

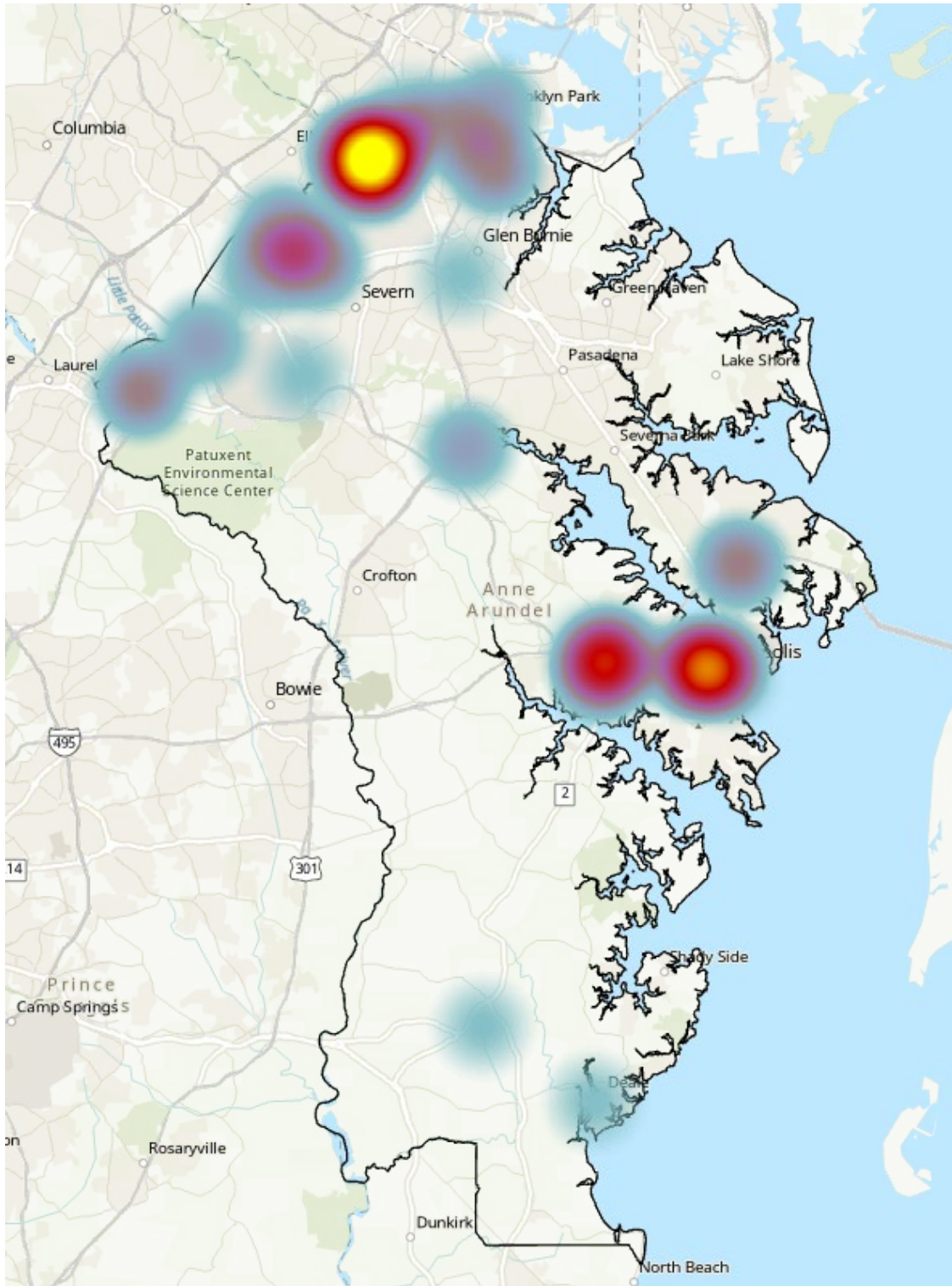
Distribution by Legislative District



Point Distribution of Grants



Heat Map of Grants



Testimonials

Jill Porter, MITAGS

Our accounting office said the application submission process was very easy. She wishes all grants or financial relief applications were like this one.

Marty & Carmel Etzel, Flag House Inn

We really appreciate the support by AAEDC of small businesses in AA CO. Programs such as this...have allowed us the security of knowing our business will survive and eventually thrive again... We are hopeful for improving business conditions in 2021.

Marilyn Burge, Reynolds Tavern

We certainly appreciate you reaching out to us... and the lightning fast turnaround. This will be very helpful for us. Thank you again!