



Anne Arundel County
Restaurant & Food Services Grant Program
Final Report

February 5, 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 residents and businesses have not been spared. Measures have been put in place as COVID-19 case numbers rise and our hospital beds fill with those infected. These measures, put in place to protect our citizens and slow the spread of this horrible disease, often impact our businesses and their employees the hardest. No industry has felt that impact harder than the restaurant and food service industry. In an effort to help offset the impact on this industry, County Executive Steuart Pittman and Governor Larry Hogan each allocated funding and partnered with Anne Arundel Economic Development Corporation (AAEDC) to develop and disperse these desperately needed funds to Anne Arundel County food services businesses.

Beginning in November of 2020, Anne Arundel County allocated five million dollars in federal CARES Act funds to AAEDC for the Restaurant & Food Services Grant Program (RFS). This program specifically targeted restaurants that were dine-in and non-drive-through, food trucks, catering businesses, bed and breakfasts, and other food service businesses such as breweries, wineries, amusement centers, roller rinks, golf clubs, and fraternal organizations (with both a food service license and indoor seating). Recipients of the RFS grants received \$5,000 if a food truck business and \$10,000 if from one of the other categories. Five hundred eleven businesses were awarded grants in this initial round.

Soon after the County's program began, Governor Hogan allocated five million dollars of the state's "Rainy Day" funds towards the program. The state funding was split evenly between all the recipients of the RFS grants. That supplemental grant amount equated to an additional \$7,000 per recipient. In early January, the State of Maryland provided an additional three million dollars towards the program and AAEDC reopened the application portal and awarded an additional 37 businesses grants equal to the amounts received by previous grant awardees. The remaining funds were again split evenly between all the recipients. This 2nd supplemental grant equated to \$3,800 per recipient.

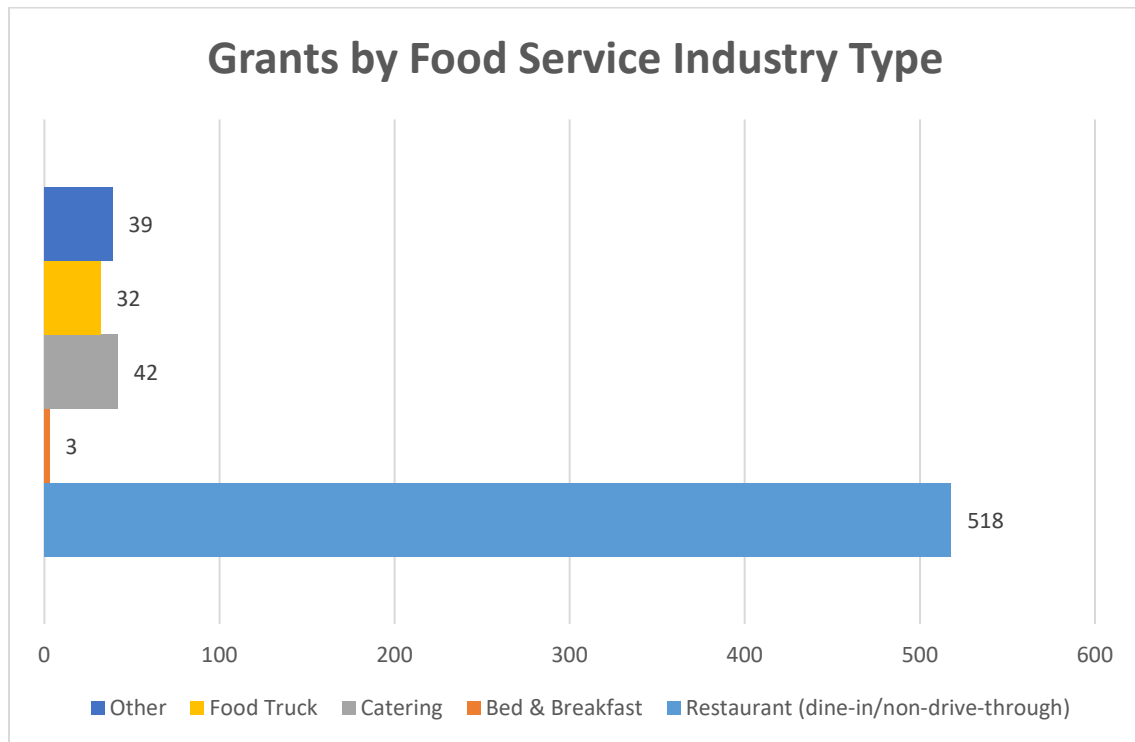
Upon completion of the program, AAEDC dispersed grants to 634 businesses; \$15,800 each to food trucks, and \$20,800 each to other eligible restaurants and food services businesses, for a grand total of \$13,016,400.

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 Restaurant and Food Services Grant Program to quickly and efficiently disperse the federal CARES Act and State of Maryland funds to these businesses in desperate need.

Financial Summary

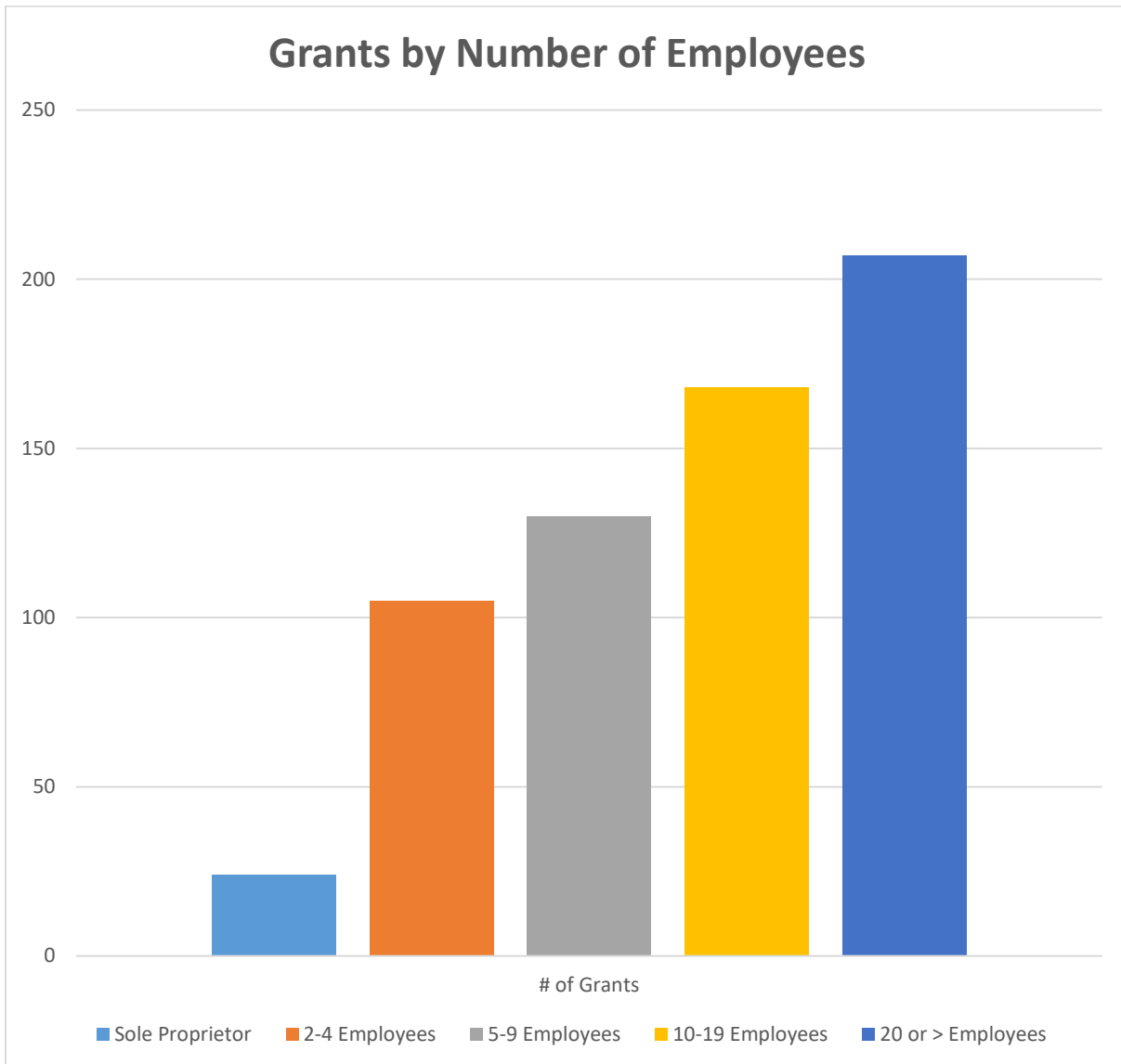
- 698 – Number of Applications
- 634 – Number of Restaurant and Food Services (RFS) Grants Awarded (91% of total applicants)
- \$13,016,400 – Total Amount Awarded
 - \$5,000,000 – Amount Awarded by Anne Arundel County through CARES Act funds
 - \$8,016,400 – Amount Awarded by the State of Maryland through Rainy Day Funds
 - \$15,800 each to Food Truck Businesses
 - \$20,800 each to Restaurants (dine-in & non-drive-through), Catering, Bed & Breakfasts, and Other (breweries, wineries, amusement & roller rinks, bowling alleys, etc.)
- 64 – Number of Applications Denied (9% of total applicants did not meet the eligibility requirements for the grant)

Breakdown by Food Services Industry Type



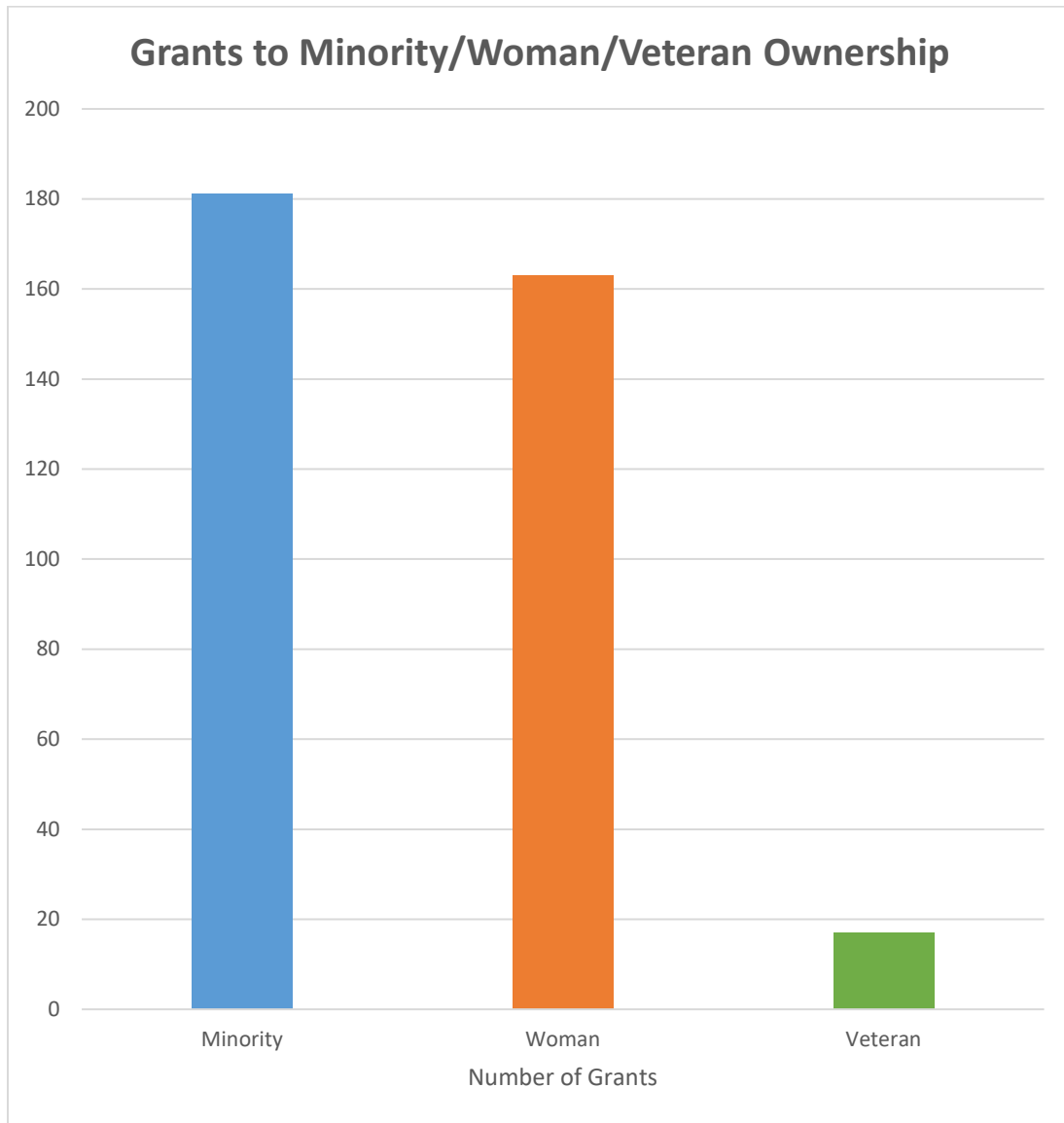
Category	# of Grants	Amount of Grants	% of Grants
Restaurant (dine-in/non-drive-through)	518	\$10,763,600	82%
Bed & Breakfast	3	\$62,400	0.5%
Catering	42	\$873,600	7%
Food Truck	32	\$505,600	5%
Other	39	\$811,200	6%

By Business Size



Category	# of Grants	Amount of Grants	% of Grants
Sole Proprietor	24	\$459,200	4%
2-4 Employees	105	\$2,108,200	17%
5-9 Employees	130	\$2,684,000	21%
10-19 Employees	168	\$3,459,400	26%
20 or > Employees	207	\$4,305,600	33%

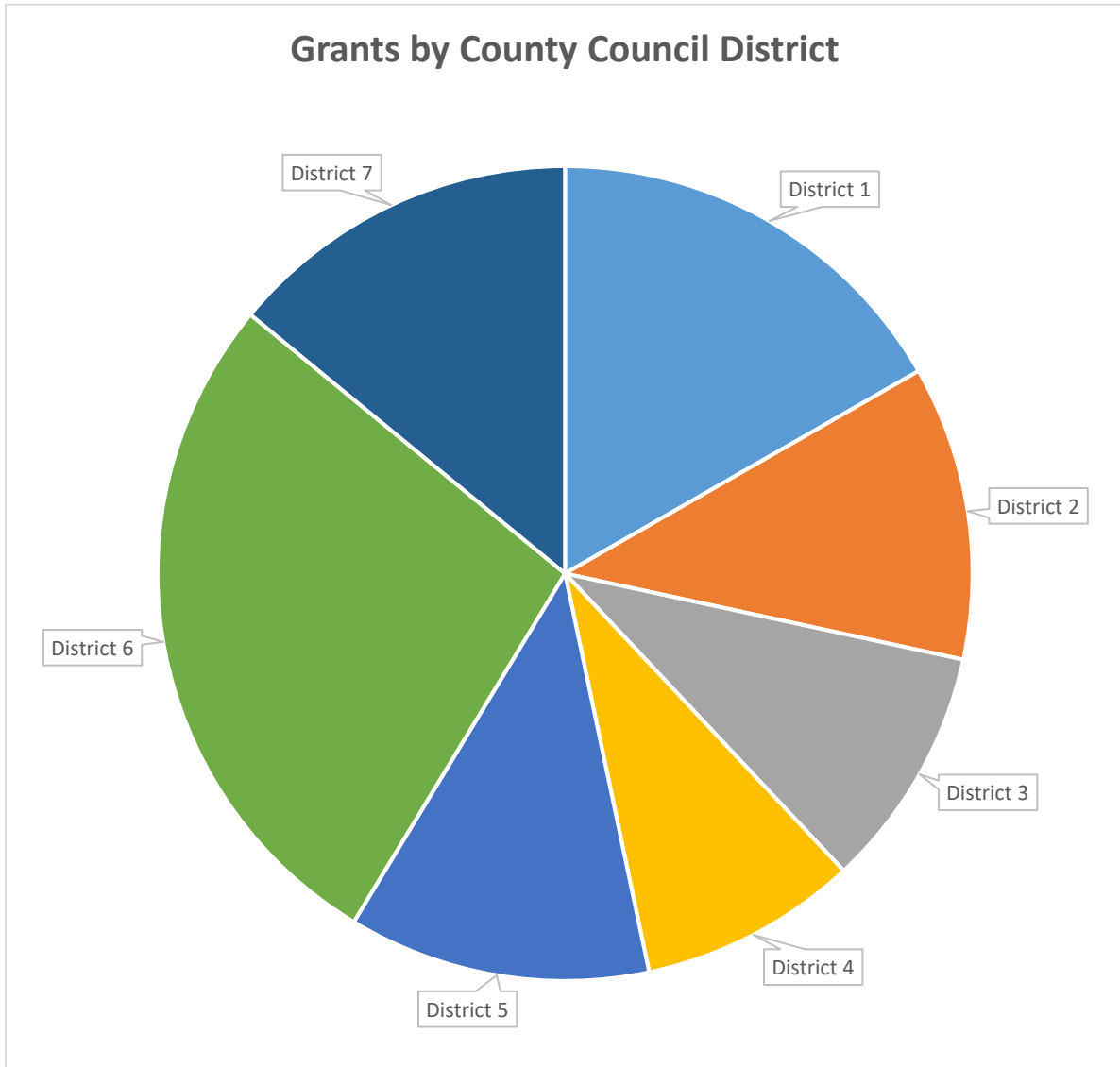
By Minority/Woman/Veteran Ownership*



Category*	# of Grants	Amount of Grants	% of Grants
Minority	181	\$3,689,800	29%
Woman	163	\$3,315,400	26%
Veteran	17	\$348,600	3%

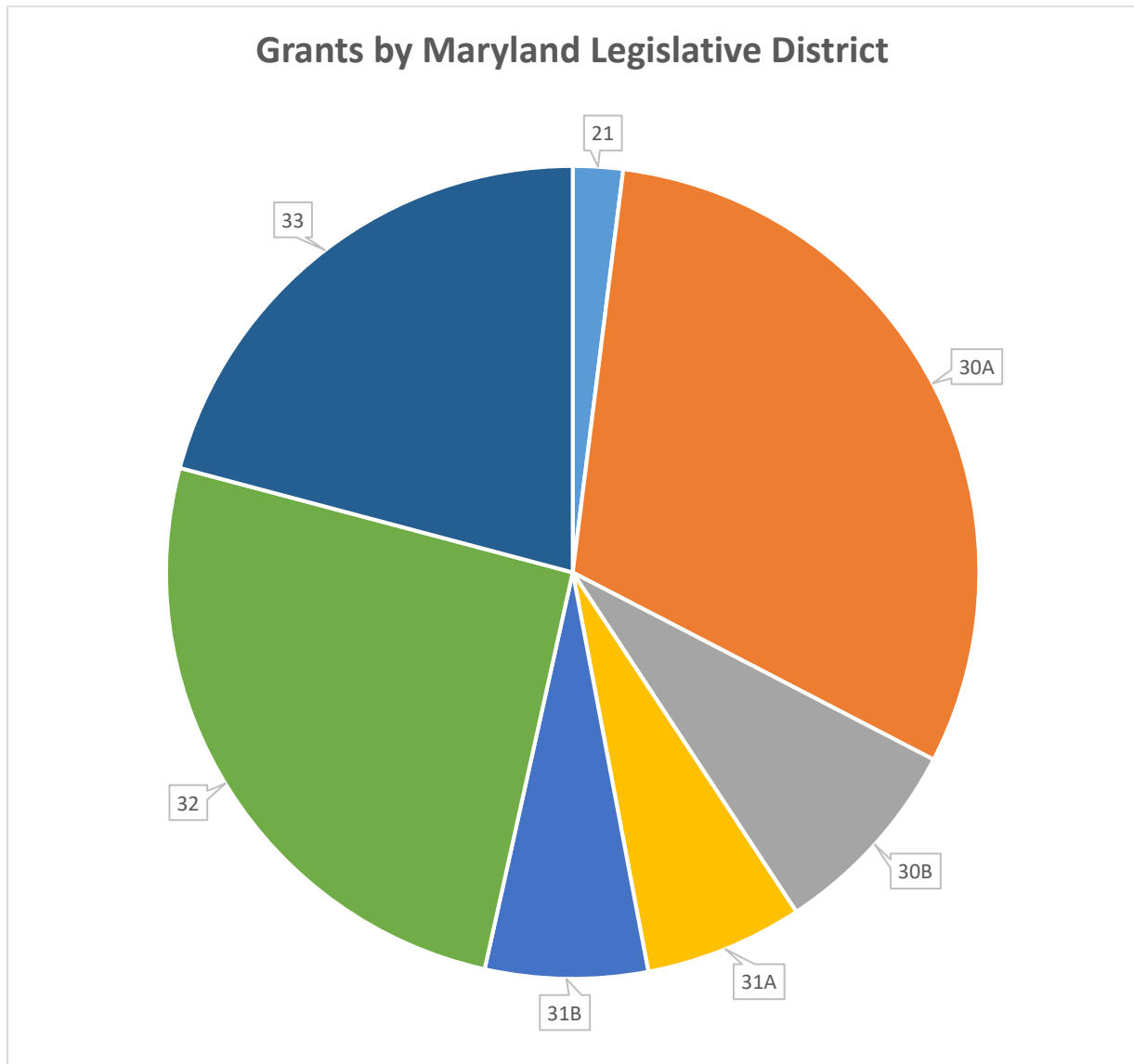
*Note: Information provided by the applicant at time of application; some applicants counted in multiple categories (example: Minority & Woman; Woman & Veteran; Minority, Woman, & Veteran)

By County Council District



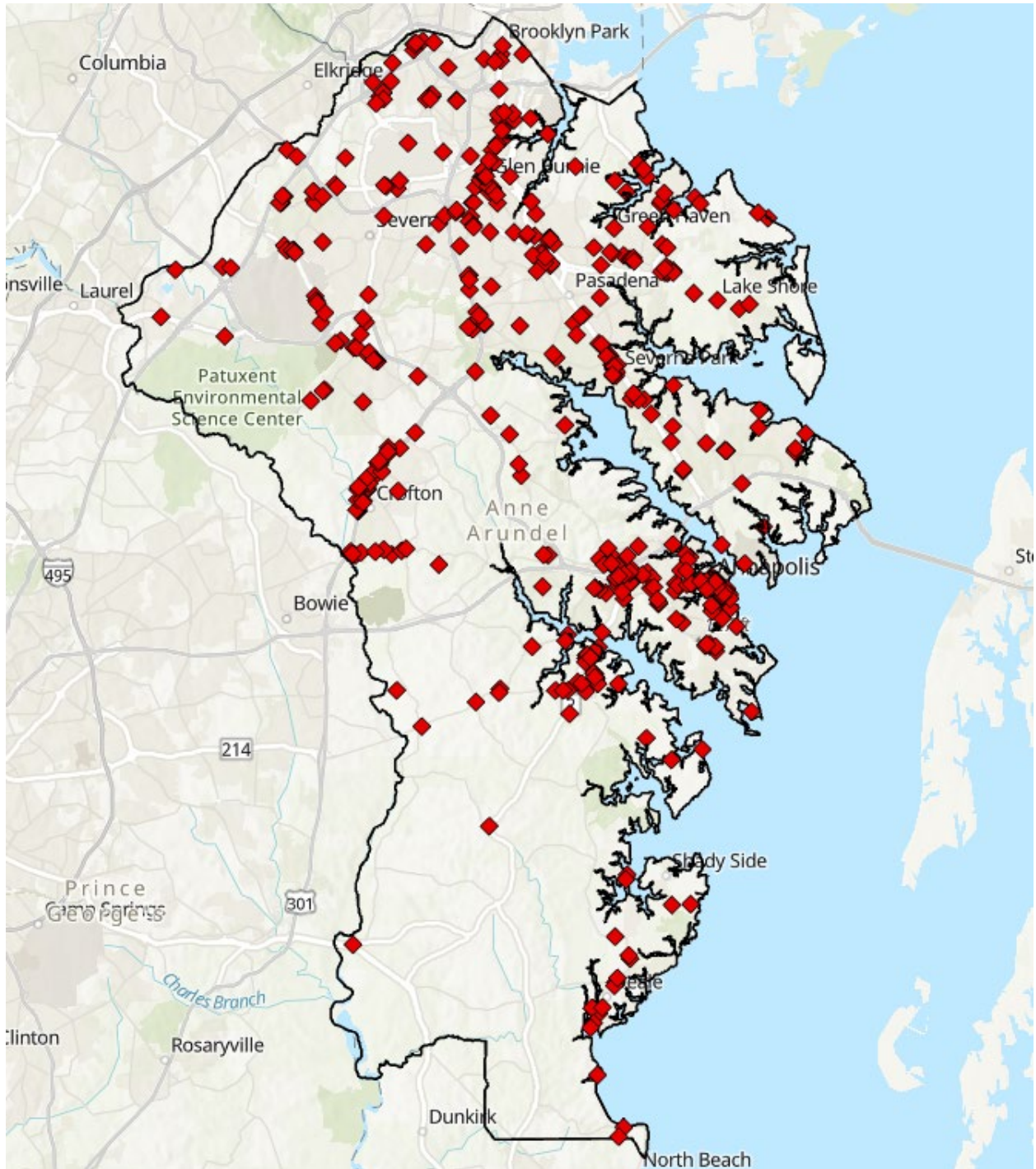
County Council District	# of Grants	Amount of Grants	% of Total Amount
1	106	\$2,179,000	17%
2	74	\$1,514,200	12%
3	61	\$1,243,800	10%
4	55	\$1,134,000	9%
5	76	\$1,555,800	12%
6	173	\$3,573,400	27%
7	89	\$1,816,200	14%

By State Legislative District

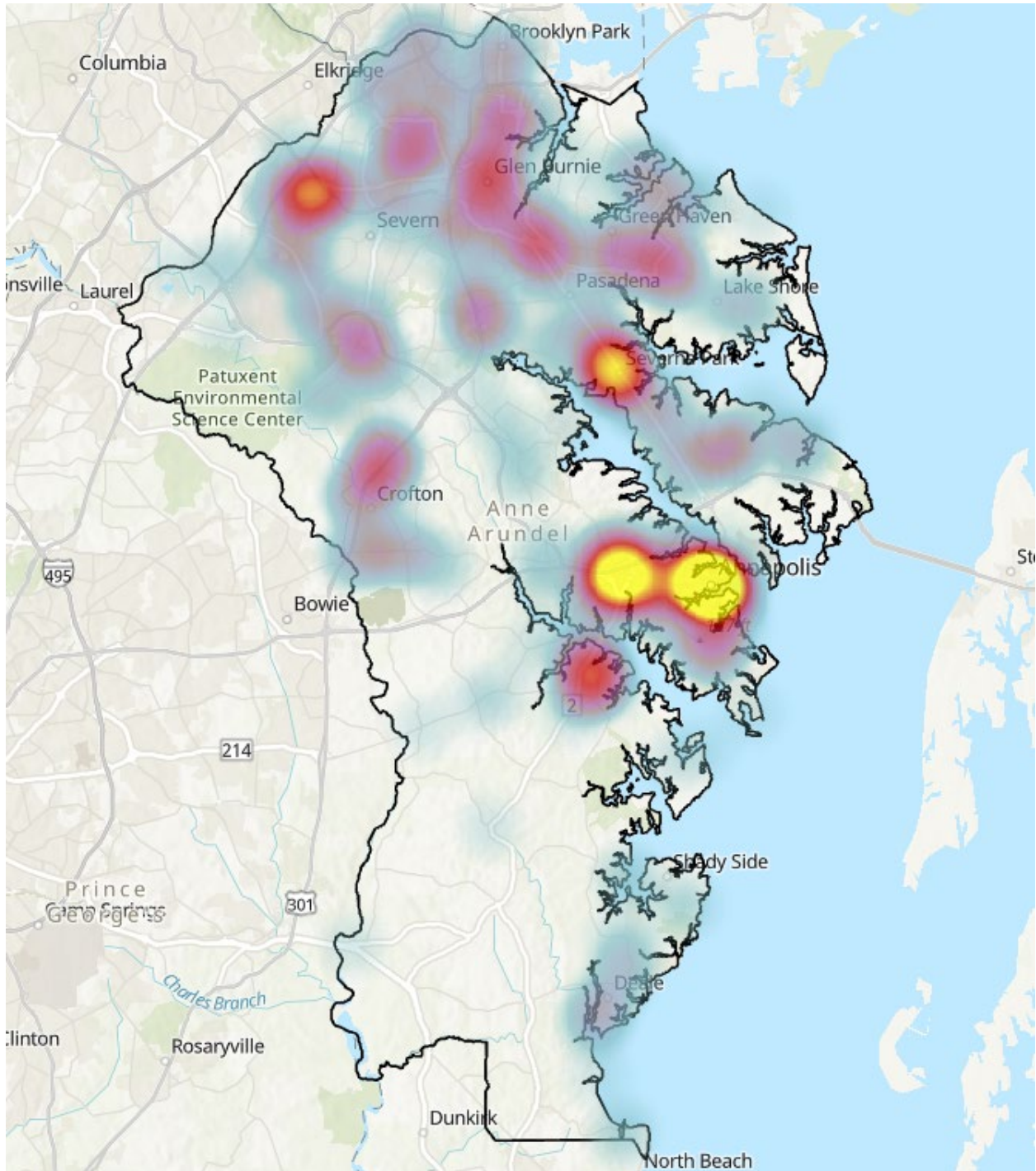


State Legislative District	# of Grants	Amount of Grants	% of Total Amount
21	12	\$244,600	2%
30A	185	\$3,818,000	29%
30B	49	\$1,009,200	8%
31A	38	\$775,400	6%
31B	39	\$1,410,200	11%
32	155	\$3,183,200	24%
33	126	\$2,575,800	20%

Point Distribution of Grants



Heat Map of Grants



Special thanks to the Anne Arundel County ArundelStat team for their GIS breakdowns and mapping included in this document.

Testimonials

Joseph Lespier, The Annapolis Inn

Please thank everyone there who has been involved with this grant award for me and please let them know how invaluable this grant is to me for my business survival. God bless you and I wish you a wonderful Holiday Season.

Maasum Anowar, Deale Subway

I appreciate the generosity. It will definitely help during the difficult months ahead.

Jeffrey Jacobs, Carrols Creek

I would like to thank you for working on getting us the Restaurant & Food Service Recovery Grant. I hope you and your family had a nice holiday and I wish you a safe and happy new year.

Rob Goyena, Catering by Uptown

Thank you for letting me know! Every bit helps these days!

Rudy Adriano, Jenos Steaks

This is a life saver for my family.

Geum Mong Son, Ja Kum Sung Korean Chinese Restaurant

Good morning. Because of the good news, I think today will be a very happy day. Thank you so much for the good news. It will help a lot in difficult times. I really appreciate it. Hope you have a good day and have a Merry Christmas. Thank you again.

Julie St. Marie, Julie St. Marie Catering/Events

OMG...it couldn't have come at a better time. I can get caught up on rent!! It's been either feast or famine... We are still open and operating, so I guess being small isn't such a bad thing! I still have my two full time Chef's and have had them on full pay since this mess started... So, happy to keep paying my team.

Tom Balsamo, Mutiny Pirate Bar

I thank all the AAEDC staff for the additional grant. I will say working with AAEDC is 1000 times easier than other counties or the state. I have no idea how you make it so smooth and easy for the businesses, but in case not enough people say it, we appreciate it very much.

Maria Hamrock, Allison's Restaurant

THANK YOU, THANK YOU for your help and guidance!! This means so much to us and is the best Christmas gift we could ask for. We are so grateful.

[Dana Hotra, The Y in Central Maryland](#)

Thank you for making additional funding available through the Restaurant & Food Service Recovery Grant. The Y in Pasadena, and all of us at the Y, deeply appreciate your ongoing support of our efforts to provide health and wellness (and a relaxing cafe!) in Anne Arundel County.

[Kathryn and Ruben Evangelista, Lista's Grill](#)

We are most grateful that the funds were deposited today. They couldn't have come at a better time. Hopefully this will come at a turnaround in business. We have an amazing following but expenses of taxes, payroll, utilities and, food and supplies keep us always on the edge. We are so grateful you and those who decide who participated in decisions chose us as benefactors. Thank You!

[Judy and Bob Schwartzberg, The Big Cheese](#)

My wife and I greatly appreciate the efforts put forth by you and Stephen on our behalf. The Grant Funding will be a lifeline at a time when help is most needed. Again, thank both of you and stay well.

[Angelo Micklos, Greek on the Street Inc.](#)

As a small business owner I would like to thank Anne Arundel County. The Restaurant & Foodservice Recovery Grant is such a great help to our industry. We are in a fight for our economic survival. Our business has 14 employees who depend on this business. Many are single moms. This Grant will truly help us survive the winter months. Our employees will continue to work, and we will survive. I would like to thank Anne Arundel County for this great act of kindness. Thank you to everyone that put it together. We will never forget it.

[Beth Creager, The Coffee Table](#)

I want to thank the AAEDC for choosing The Coffee Table, LLC, a southern Anne Arundel County food truck, as one of the recipients for the Restaurant & Food Service Recovery Grant. 2020 has come with its challenges for all businesses. I, as a small business owner, have taken various personal cutbacks in 2020 to be able to keep my business running and I am thankful that AAEDC has extended a hand to help as we enter the slowest season of the year, not to mention a Covid19 pandemic year, for food trucks. This grant will aid in menu changes, rent payments and payroll through the next few months to set us at a better position as 2021 begins. This grant will help us stay local and continue to service southern Anne Arundel County.

[Pam Triggs, Walden Country Club](#)

This program could not have come at a better time for our community based business. Winter time is usually hard for us as a golf course so we depend heavily on holiday parties to sustain us in the winter months. With this grant we will be able to keep staff employed through these tough times in the Food & Beverage industry. Thank you Anne Arundel Economic for this great opportunity!

[Rick Pardew, Benfield Community Sportscenter, Inc.](#)

We thank you very much for the near instantaneous reply and approval of our request. We are used to it being days, weeks, months, etc. for even a response and you granted our request in a day. WOW! The monies are sorely needed to keep us going and we truly appreciate your consideration and approval.

[Marty Etzel, Flag House Inn](#)

Yay, thank you! We are in a group chat with other restaurants and B&B's and we are very aware you have been working hard on these applications today. We REALLY appreciate your support!!

[Chris Keller, Old Mill Creamery](#)

Thank so very much. This will be a great help. Thanks to AA County for thinking about small businesses in their county!

[Kevin Murphy, Plymouth Cove Associates, Inc./Jimmy Johns Main Street Annapolis](#)

Thank you very much for letting us know we have been approved for a Recovery Grant. This will help us keep that store open and people employed for another couple of months. We appreciate your concern and assistance!

[Andrew Tupitsyn, Sadaco Annapolis LLC / Cinnabon Westfield Annapolis Mall](#)

I really feel like Maryland in general was so much more supportive to its businesses compared to a lot of other states. If we make it through this we will only open a new business in Maryland and in Anne Arundel County. You guys really care about your small business. Thank you very much for your assistance in these difficult times. It's much appreciated.

[Susan Milukas, Lemongrass \(Annapolis and Arnold\)](#)

On behalf of the entire Lemongrass crew, I would like to thank the AAEDC for their efforts to support the food service community in Anne Arundel County. Without their infusion of working capital, we might not be able to purchase all the PPE needed to safely remain open during these challenging times, let alone keep up with utility and rent payments. This funding affords us a chance to step back & take a breath.

[Monica Alvarado, Bread and Butter Kitchen](#)

As the year draws to a close and restaurants begin to brace for the winter season with tightened COVID-19 related restrictions, the timing of this grant couldn't be better. Knowing that I will have \$10,000 available to help cover payroll and rent through the leaner months is such a relief to me. My staff is like family and I feel confident that I'll be able to keep all on payroll through the winter. Thank you for making the application process clear and straightforward. I applied at 9:10AM and received news that my application had been approved just a few hours later.

Amazing!

Adam Greenberg, Bagels and Grinds

You and your team are absolutely amazing! I can't believe how fast you got back to me. Thanks you so much! This is greatly appreciated!

Liz Filter, Eastport Yacht Club

On behalf of EYC, I thank you and the AAEDC! We're all paddling as fast as we can - this grant is a real shot in the arm! Every little bit helps our employees, our hospitality team, and our connection with the community! Sincerely grateful!!