

## State Of Maryland 2018 Bond Bill Fact Sheet

| 1. Senate<br>LR #      Bill #   |        | House<br>LR #      Bill # |   | 2. Name Of Project                              |
|---|--------|---------------------------|---|---|
| lr0984  | sb0147 | lr0983                    | hb0094  | Light House Bistro and Culinary Training Center |
| 3. Senate Bill Sponsors   |        |                           |   | House Bill Sponsors                             |
| Astle   |        |                           |   | Busch   |
| 4. Jurisdiction (County or Baltimore City)  |        |                           |   | 5. Requested Amount                             |
| Anne Arundel County   |        |                           |   | \$160,000                                       |
| 6. Purpose of Bill  |        |                           |   |   |
| the acquisition, planning, design, construction, repair, renovation, reconstruction, site improvement, and capital equipping of the Light House Bistro and Culinary Training Center   |        |                           |   |   |
| 7. Matching Fund  |        |                           |   |   |
| Requirements:<br><br>Equal  |        |                           | Type:<br>The matching fund may consist of funds expended prior to the effective date of this Act. |   |
| 8. Special Provisions   |        |                           |   |   |
| <input type="checkbox"/> Historical Easement  |        |                           | <input checked="" type="checkbox"/> Non-Sectarian   |   |
| 9. Contact Name and Title   |        | Contact Ph#               | Email Address   |   |
| Elizabeth Kinney  |        | 302-381-1049              | ekinney@annapolislighthouse.org   |   |
|   |        |                           |   |   |
|   |        |                           |   |   |
| 10. Description and Purpose of Organization (Limit length to visible area)  |        |                           |   |   |
| <p>Since 1989 The Light House has provided emergency shelter, transitional housing, homeless prevention and related support services to people who are homeless or at risk of homelessness. We are steadfast in our mission of rebuilding lives with compassion by providing shelter, support services and employment training to help individuals and families transition toward self-sufficiency. Additionally, The Light House provides mental health and addiction counseling, GED courses, financial literacy and a workforce development (Building Employment Success Training B.E.S.T.) program that includes Culinary Arts and Facilities Maintenance training and a catering program. Two transitional houses for families and one for women are also owned and operated by The Light House.</p> |        |                           |   |   |

**11. Description and Purpose of Project** (Limit length to visible area)

The Light House's former shelter located at 202 West Street has been renovated to create the first social enterprise in Annapolis, providing transitional employment to more than 45 Light House graduates of the B.E.S.T. program who remain at risk of homelessness. The renovated space includes 2,000 square feet on the second floor for two studio apartments and two one-bedroom apartments for homeless men. Residents are charged rent based on their income at entry. The first floor social enterprise restaurant includes 50 seats, counter space, a coffee bar, take out options and Bistro Catering. The employees receive advanced training and are paid a living wage in order to help them achieve long-term employment opportunities and economic stability. The social enterprise contributes to the common good of the community and provides an additional revenue stream to support the core programs and mission of The Light House.

*Round all amounts to the nearest \$1,000. The totals in Items 12 (Estimated Capital Costs) and 13 (Proposed Funding Sources) must match. The proposed funding sources must not include the value of real property unless an equivalent value is shown under Estimated Capital Costs.*

**12. Estimated Capital Costs**

|                     |                    |
|---------------------|--------------------|
| <b>Acquisition</b>  | \$0                |
| <b>Design</b>       | \$164,000          |
| <b>Construction</b> | \$1,870,000        |
| <b>Equipment</b>    | \$259,000          |
| <b>Total</b>        | <b>\$2,293,000</b> |

**13. Proposed Funding Sources - (List all funding sources and amounts.)**

|  |                    |
|--|--------------------|
| State of Maryland Bond Bill request        | \$160,000          |
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| Harry & Jeanette Weinberg Foundation       | \$600,000          |
| Frohring Foundation                        | \$200,000          |
| DHCD Legacy Grant (thru City Annapolis)    | \$200,000          |
| France Merrick Foundation                  | \$100,000          |
| MAHT                                       | \$50,000           |
| City of Annapolis (CDBG FY '15 & '16)      | \$74,000           |
| Anne Arundel County                        | \$50,000           |
| Private Individual donations               | \$199,000          |
| State of Maryland (Bond Bills 2014 & 2016) | \$500,000          |
| <b>Total</b>                               | <b>\$2,293,000</b> |

| <b>14. Project Schedule (Enter a date or one of the following in each box. N/A, TBD or Complete)</b> |   |  |   |
|--|---|--|---|
| <b>Begin Design</b>  | <b>Complete Design</b>  | <b>Begin Construction</b>                                    | <b>Complete Construction</b>  |
| 11/1/2013  | 3/15/14   | 11/5/2015  | Completed 1/12/2018   |
| <b>15. Total Private Funds and Pledges Raised</b>  | <b>16. Current Number of People Served Annually at Project Site</b> |  | <b>17. Number of People to be Served Annually After the Project is Complete</b> |
| 1099000.00   | 45,0000 customers   |  | 55,000 customers  |
| <b>18. Other State Capital Grants to Recipients in the Past 15 Years</b>                             |   |  |   |
| <b>Legislative Session</b>   | <b>Amount</b>   | <b>Purpose</b>   |   |
| 2016   | \$250,000   | Repurpose former shelter at 202 West Street for social       |   |
| 2014   | \$250,000   | Repurpose former shelter at 202 West Street for social       |   |
| 2009   | \$50,000  | Construct Light House Homeless Prevention and Sup            |   |
| 2008   | \$222,000   | Construct Light House Homeless Prevention and Sup            |   |
| <b>19. Legal Name and Address of Grantee</b>   |   | <b>Project Address (If Different)</b>                        |   |
| The Light House Inc.<br>10 Hudson Street<br>Annapolis, MD 21401                                      |   | Light House Bistro<br>202 West Street<br>Annapolis, MD 21401 |   |
| <b>20. Legislative District in Which Project is Located</b>  | 30A - Anne Arundel County   |  |   |
| <b>21. Legal Status of Grantee (Please Check One)</b>  |   |  |   |
| <b>Local Govt.</b>   | <b>For Profit</b>   | <b>Non Profit</b>  | <b>Federal</b>  |
| [ ]  | [ ]   | [ X ]  | [ ]   |
| <b>22. Grantee Legal Representative</b>  |   | <b>23. If Match Includes Real Property:</b>                  |   |
| <b>Name:</b>   | TJ Mulrenin   | <b>Has An Appraisal Been Done?</b>                           | Yes/No  |
| <b>Phone:</b>  | 410-517-2780  |  | No  |
| <b>Address:</b>  |   | <b>If Yes, List Appraisal Dates and Value</b>                |   |
| Yumkas Viamar Sweeny & Mulrenin<br>185 Admiral Cochrane Drive #130<br>Annapolis, Maryland 21401      |   |  |   |
|  |   |  |   |
|  |   |  |   |
|  |   |  |   |
|  |   |  |   |

| <b>24. Impact of Project on Staffing and Operating Cost at Project Site</b>                 |                                 |                                 |                                   |
|---|---------------------------------|---------------------------------|-----------------------------------|
| <b>Current # of Employees</b>   | <b>Projected # of Employees</b> | <b>Current Operating Budget</b> | <b>Projected Operating Budget</b> |
| 34  | 50                              | 1161186.00                      | 1221000.00                        |
| <b>25. Ownership of Property (Info Requested by Treasurer's Office for bond purposes)</b>   |                                 |                                 |                                   |
| <b>A. Will the grantee own or lease (pick one) the property to be improved?</b>             |                                 |                                 | Own                               |
| <b>B. If owned, does the grantee plan to sell within 15 years?</b>                          |                                 |                                 | No                                |
| <b>C. Does the grantee intend to lease any portion of the property to others?</b>           |                                 |                                 | No                                |
| <b>D. If property is owned by grantee any space is to be leased, provide the following:</b> |                                 |                                 |                                   |
| <b>Lessee</b>   | <b>Terms of Lease</b>           | <b>Cost Covered by Lease</b>    | <b>Square Footage Leased</b>      |
| N/A   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
| <b>E. If property is leased by grantee - Provide the following:</b>                         |                                 |                                 |                                   |
| <b>Name of Leaser</b>   | <b>Length of Lease</b>          | <b>Options to Renew</b>         |                                   |
| N/A   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
|   |                                 |                                 |                                   |
| <b>26. Building Square Footage:</b>   |                                 |                                 |                                   |
| <b>Current Space GSF</b>  | 5,000 (original)                |                                 |                                   |
| <b>Space to be Renovated GSF</b>  | 6,465 (added 1,200 sq ft)       |                                 |                                   |
| <b>New GSF</b>  | 6,465                           |                                 |                                   |

**27. Year of Construction of Any Structures Proposed for Renovation, Restoration or Conversion**

1899

**28. Comments**

The Light House has successfully brought social enterprise to Annapolis and remains committed to being at the forefront of nonprofit innovation in order to achieve our mission to break the cycle of poverty and homelessness. The Light House Bistro has proven to be a unique model that many other organizations in the state are interested in replicating. In addition to providing sustainable employment opportunities and affordable housing for Light House alumni, the repurposing of 202 West State Street has been an economic boost to the Upper West Street Corridor. Revenue generated from the Bistro is currently paying all salaries and operations costs of this social enterprise. We hope to grow daily sales and catering to both sustain the costs of training and support for our employees, as well as provide additional revenue for The Light House Shelter. The Light House continues to serve over 2,000 people experiencing homelessness and those at risk of homelessness. True success of the Bistro social enterprise model means, both changing lives and sustaining the work of The Light House.

Due to a number of unavoidable circumstances during construction and start-up we are requesting additional support from the State to help us close out the financial cost of creating this extraordinary model that provides people with a second chance opportunity to work toward self-sufficiency and sustainable employment.

We incurred unexpected expenses in this building that was originally constructed in 1899. When we began excavating the basement, it was discovered that the building had no foundation. Moving electric utilities was more costly than anticipated and involved other buildings on our block. Other challenges such as the HVAC system in the building evolved as we moved forward with construction. We underestimated the cost, time and necessary support involved in training 45 people coming out of the crisis of homelessness and into the workforce. We were able to use a \$200,000 unrestricted grant from Bank of America to pay for the necessary training needs but were then short those funds for capital expenses. Additionally, over the past 29 years, The Light House has consistently raised 90% of its operating funds through private donations, therefore we made a concerted effort to avoid tapping into those same resources that continue to support The Light House Shelter.

The State of Maryland has been a great partner in this project and we appreciate the past support we have received. We are confident that with the State's support of this Bond Bill, the Light House Bistro will be able to continue to provide a pathway to sustainable employment and self-sufficiency for those in our community who are homeless or at risk of homelessness.