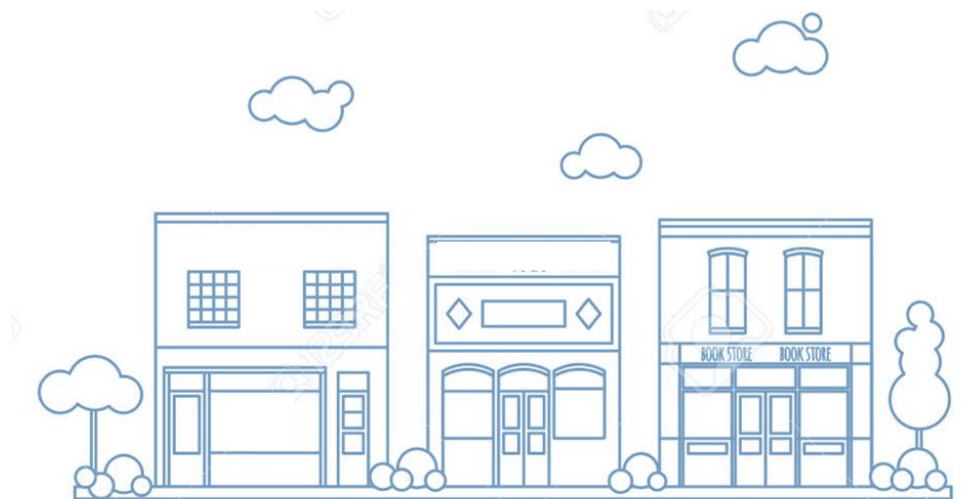




2020 Small Business Relief Grants

Through the Community Revitalization Office's resources, a grant opportunity was offered to **immediately address the needs of local, small, independently owned businesses** within Virginia Main Street designated community districts facing challenges due to the COVID-19 pandemic.

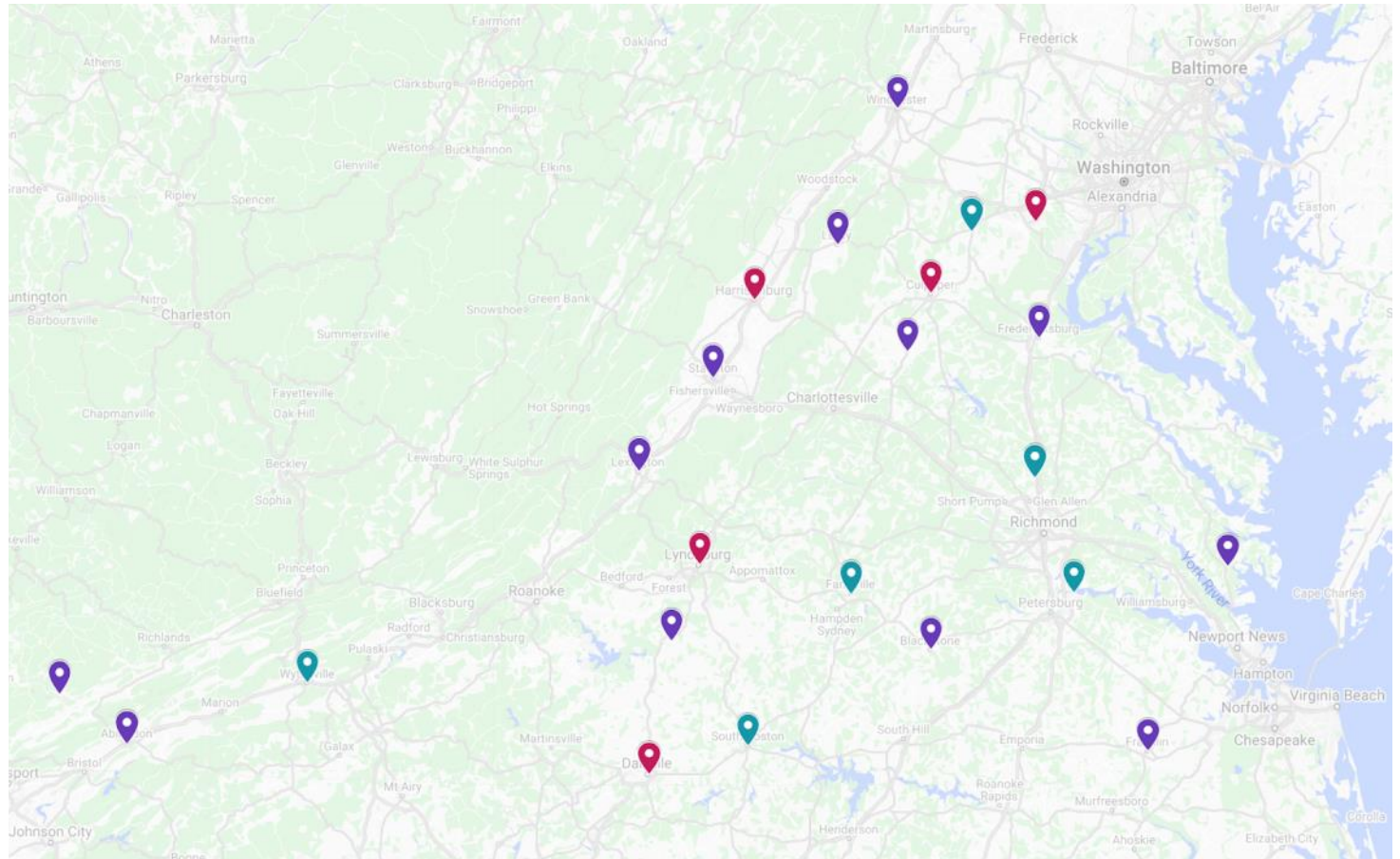
Grants were meant to aid in the immediate financial needs of district businesses.



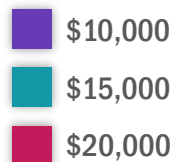
2020 Small Business Relief Grants

In April 2020 **23 grants were awarded totaling \$310,000**

- Abingdon
- Altavista
- Ashland
- Blackstone
- Culpeper
- Danville
- Farmville
- Franklin
- Fredericksburg
- Gloucester
- Harrisonburg
- Hopewell
- Lexington
- Luray
- Lynchburg
- Manassas
- Orange
- Saint Paul
- South Boston
- Staunton
- Warrenton
- Winchester
- Wytheville



Grants ranged from
\$10,000 - \$20,000



2020 Small Business Relief Grants

Of the 23 grants awarded, 21 have distributed their funds and provided us with reporting. The funding resulted in:

349

SMALL BUSINESS
GRANTS DISTRIBUTED

12

LOANS DISTRIBUTED

90

BUSINESS TECHNICAL
ASSISTANCE GIVEN

17

TRAININGS HELD



2020 Small Business Relief Grants



343

BUSINESSES RETAINED

901

JOBS RETAINED

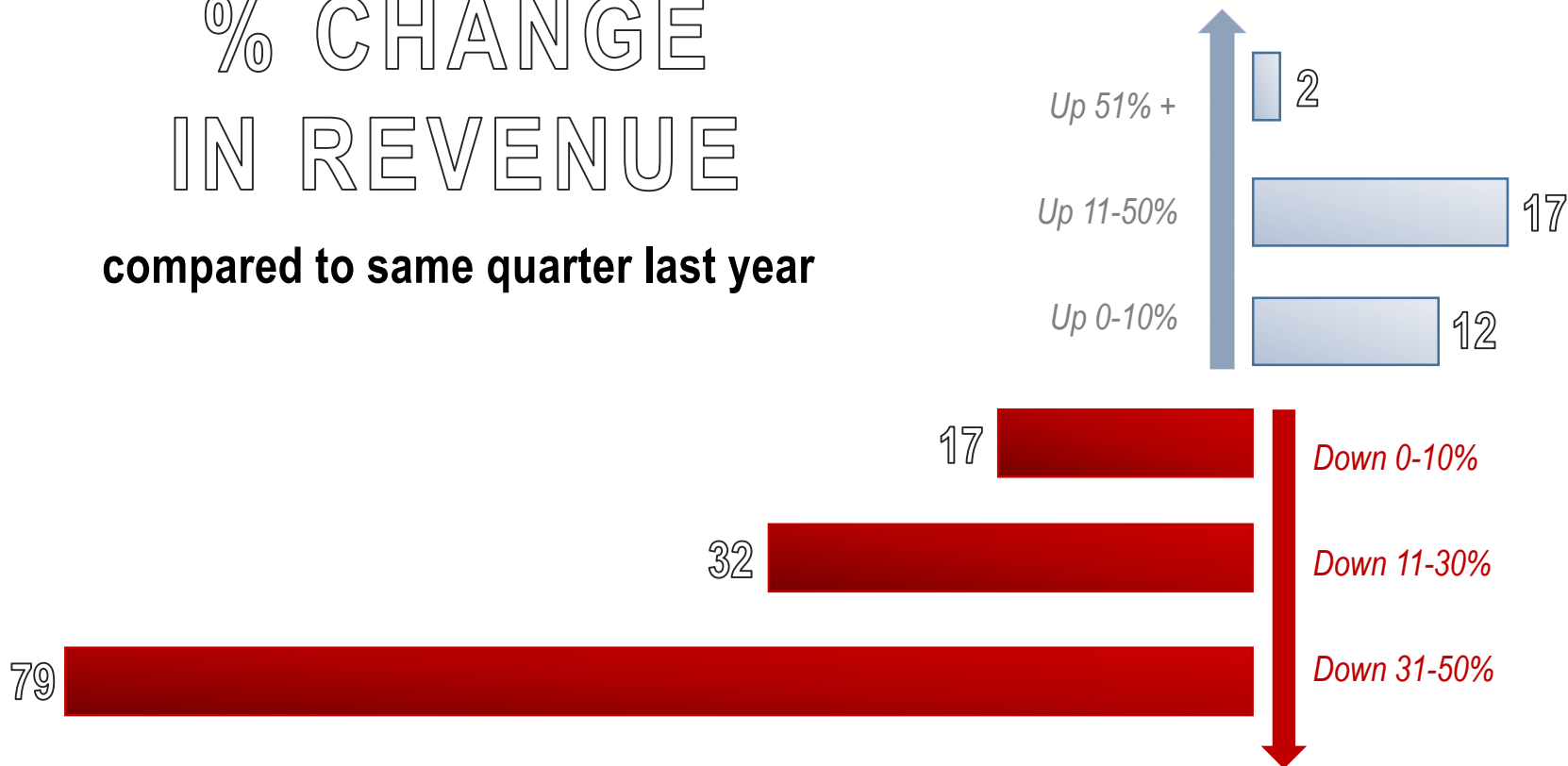


2020 Small Business Relief Grants

businesses reporting

**% CHANGE
IN REVENUE**

compared to same quarter last year



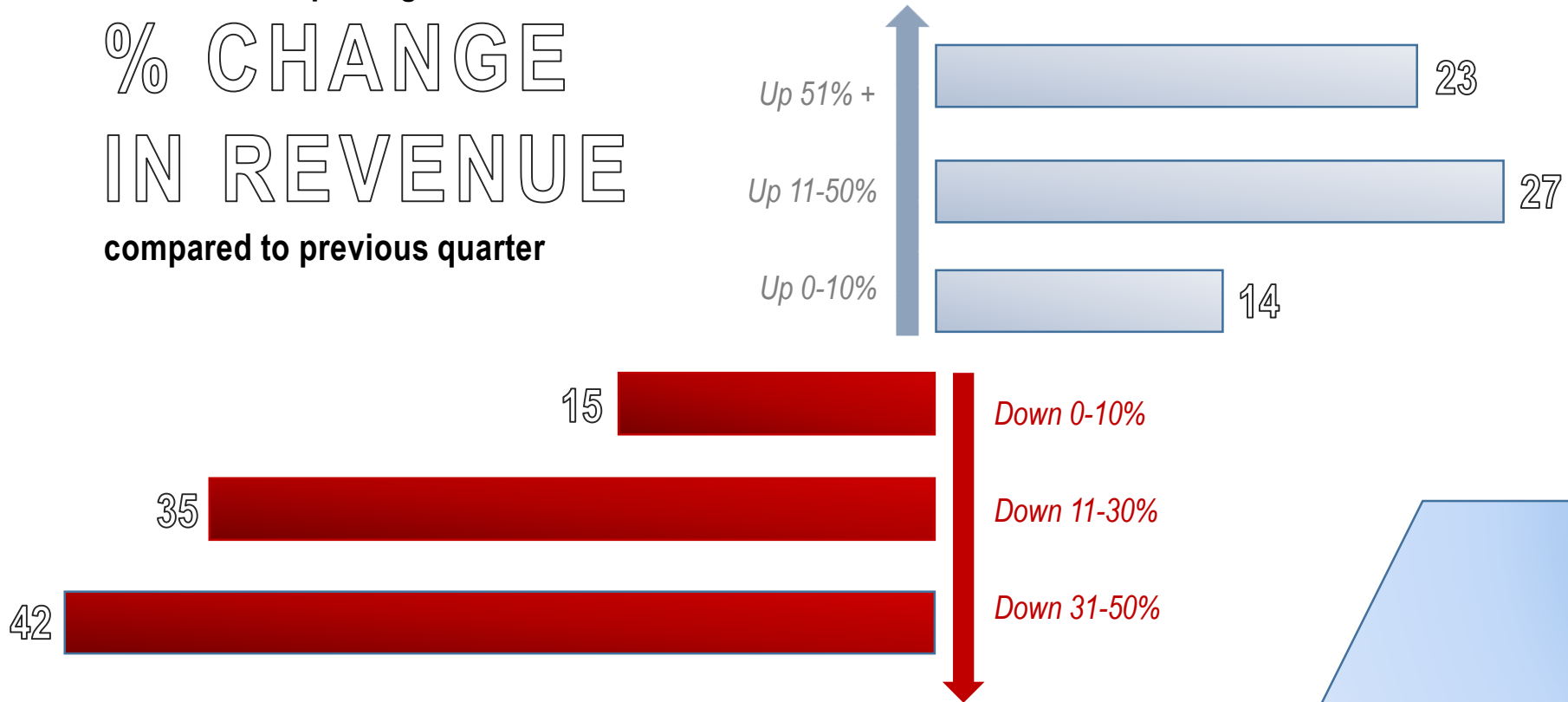
80% are down in revenue this year compared to last, with the majority experiencing significant hits to their revenue

2020 Small Business Relief Grants

businesses reporting

**% CHANGE
IN REVENUE**

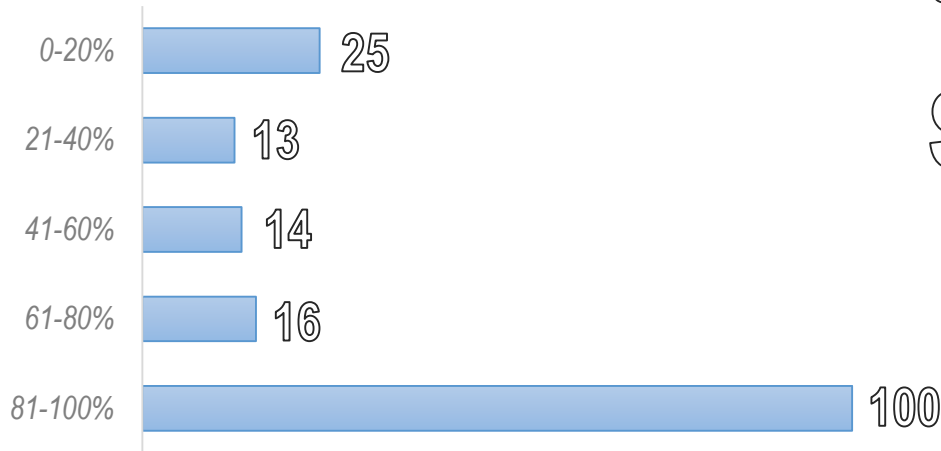
compared to previous quarter



Of the businesses reporting, 41% saw an increase in revenue this quarter over last, while 59% experienced a decrease

2020 Small Business Relief Grants

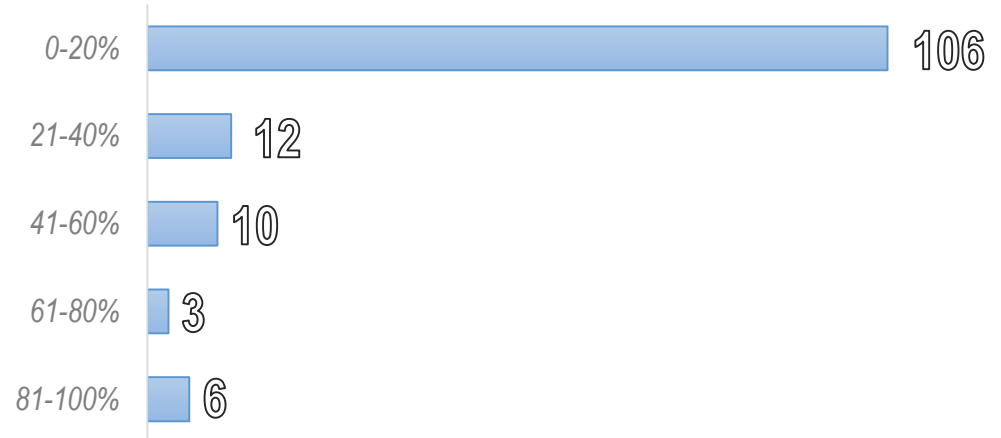
Businesses reporting percentage of revenue/sales onsite (in-store or takeaway) this quarter



% ONSITE SALES

Of the businesses reporting, the vast majority of their sales are still happening onsite

Businesses reporting percentage of revenue/sales offsite (delivery or shipped) this quarter



% OFFSITE SALES

All 28 businesses assisted by our SOS grant program coupled with support programs from our community partners remains in business and a large portion of them are on the path to growth.
- FRANKLIN

Out of the 8 loans given out, we have had 3 already completely pay it back. One business stated that because of this loan alone, it allowed them to keep their doors open and serving the community.
- WYTHEVILLE

The grants have contributed to these 5 businesses staying afloat. Revenue is at an all time low for nearly every business. Every bit of capital helps to keep the lights on at this point to weather the storm.
- HARRISONBURG

The \$500 helped most of them pay their rent or utilities or both, because expenses in Altavista are low. They report that it helped them keep going until they were able to open again.
- ALTAVISTA

One of the businesses that received the grant is a meal planning business that allows patrons to order meals a week in advance. This business model has flourished during the time of COVID-19 and the grant funds allowed the business owner to market her business beyond her usual customer base of downtown residents.
- WINCHESTER