

State Of Maryland 2018 Bond Bill Fact Sheet

1. Senate LR # Bill #		House 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: Equal			Type: 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

Acquisition	\$0
Design	\$164,000
Construction	\$1,870,000
Equipment	\$259,000
Total	\$2,293,000

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
Total	\$2,293,000

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

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