

State Of Maryland

2019 Bond Initiative Fact Sheet

1. Name Of Project		
Savor at 3807 Food Hall		
2. Senate Sponsor	3. House Sponsor	
	Fennell	
4. Jurisdiction (County or Baltimore City)	5. Requested Amount	
Prince George's County	\$350,000	
6. Purpose of Bond Initiative		
the acquisition, planning, design, construction, repair, renovation, reconstruction, site improvement, and capital equipping of the Savor at 3807 Food Hall facility		
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
April Richardson	240-417-5259	aprilnrichardson@gmail.com
10. Description and Purpose of Organization (Limit length to visible area)		
<p>Food Integration LLC is minority and woman owned, that partnered with Hannah's Grace Inc., a non-profit and Landex Development LLC, owner of Studio 3807, to create Prince Georges Countys first food hall business co-working incubator, called Savor at Studio 3807, to address the needs of a certified food desert and create opportunities for local minority and woman owned companies. Food Integration creates opportunities for women/minorities in the food industry. Hannah's Grace develops farmers markets in Maryland. Landex is a real estate development company focusing on community revitalization, urban in-fill developments in public-private partnerships. It works with Prince George's County and the Gateway Arts District community stakeholders. The CEOs of Food Integration and Brentwood Development sit on the board of Hannah's Grace.</p>		

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

Savor at Studio 3807 is Prince George's County's first food hall co-working incubator space. It will occupy 8735sf at Studio 3807, a new mixed-use community that includes 147 apts, 3000 sf of art studios and parking. Studio 3807 completed in Sept.2018, is in the Gateway Arts District in Brentwood. Brentwood is a certified food dessert, Enterprise Zone and Opportunity Zone. Savor has the support of the Gateway Arts District, Town of Brentwood, Town of North Brentwood, City of Hyattsville and City of Mount Rainer. The project's purpose is to address the lack of food options in the community and create opportunities for food entrepreneurs by lowering the barriers of entry and providing mentorship. The bond funding will assist in lowering startup costs and rents for the food entrepreneurs which will keep the food created affordable. Savor complements the mission of the Gateway Arts District by creating additional space for artists to perform and show their works.

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	\$55,000
Construction	\$1,651,000
Equipment	\$307,000
Total	\$2,013,000

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

Bond Bill	\$350,000
Cash	\$1,663,000
Total	\$2,013,000

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
10/1/2018	12/14/2018	1/15/2019	5/1/2019
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	
1662000.00	0	168,000.00	
18. Other State Capital Grants to Recipients in the Past 15 Years			
Legislative Session	Amount	Purpose	
n/a			
n/a			
n/a			
n/a			
19. Legal Name and Address of Grantee		Project Address (If Different)	
Hannah's Grace Inc. 9101 Croom Acres Drive Upper Marlboro, MD 20772		3807 Rhode Island Ave Brentwood, MD 20772	
20. Legislative District in Which Project is Located	47A - Prince George's 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:	April Richardson	Has An Appraisal Been Done?	Yes/No
Phone:	240-417-5259		
Address:		If Yes, List Appraisal Dates and Value	
6848 Reisterstown Road Baltimore, MD 20772			

24. Impact of Project on Staffing and Operating Cost at Project Site			
Current # of Employees	Projected # of Employees	Current Operating Budget	Projected Operating Budget
0	2/35	0.00	240000.00
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?			Lease
B. If owned, does the grantee plan to sell within 15 years?			
C. Does the grantee intend to lease any portion of the property to others?			Yes
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	
Brentwood Development LLC	15	yes	
26. Building Square Footage:			
Current Space GSF	6,300		
Space to be Renovated GSF			
New GSF	8,735		

27. Year of Construction of Any Structures Proposed for Renovation, Restoration or Conversion	none
28. Comments	
<p>Savor is a food hall co-working incubator, which will be home to several small start-up restaurants under one roof. It is providing a fully built food hall, with individual mini-restaurants that includes commercial kitchen equipment such as stoves, freezers and ovens. Our facility is making the entry into the food industry simple for food artisans to get started immediately by providing them with a ready space. To get started in the food hall, food artisans only need a vision rent and their recipes. The mission of Savor is to create a collaborative, low cost pathway into the food industry for minority and women owned businesses. The project is led by local resident April N. Richardson Esq. an Attorney and Entrepreneur who owns and operates a law practice that turns around companies. In addition, she owns and operates one of Maryland's fastest growing commercial bakeries. Ms. Richardson has been recognized as a TOP 100 Woman, Leader in Manufacturing and recently a Top 100 MBE. Savor and its partners are focused on sourcing local foods and hiring local residents. In addition to fully built min-restaurants and community seating, Savor will provide culinary artist with mentorship in a variety of areas such as legal, finance, employee training and customer service. By creating a low cost entry for culinary artists who will source ingredients locally, Savor aims to address the food dessert needs of the Gateway Arts District (Town of Brentwood, Town of North Brentwood, City of Hyattsville and City of Mount Rainier) and the surrounding communities.</p> <p>This project was brought to Maryland in collaboration with the four towns that comprise the Gateway Arts District. Savor is located on the street level of Studio 3807, a brand new mixed-use community consisting of 147 apartments, 3000 square feet of visual art studios and 200 parking spaces. The address of the business is 3807 Rhode Island Avenue, Brentwood, Maryland. The town and surrounding community made it clear that they wanted food options in their food dessert. Simultaneously, culinary artists wanted low cost space to bring their food offerings to the community. The purpose of the project is to merge the needs of the community, food entrepreneurs and answer the food deficiency. Savor will have a master lease of 8,735sf and will sub-lease to 5 culinary and artisanal concepts. The culinary concepts range from a bakery caf to international food to an indoor farmers market.</p> <p>Savor is forming partnerships with the Prince George's County Workforce Development Corporation as well as Bladensburg High School (that sits less than 5 miles away and is home to the countys top high school culinary program). The project is more than shovel ready. It has received over 1.6 million dollars from the developer of the apartment building located above the concept. Savor has been designed and submitted for permitting and the project is expected to be finished and delivered on May 1, 2019. Due to Savor's location in Brentwood and the demand for this type of inclusive project, we expect to serve over 168,000 people from the community and beyond. This initiative will create approximately 35 new jobs.</p> <p>*24. The operating budget only reflects Hannahs Grace dba Savor which holds the master lease, Savor will sublease the individual mini-restaurants to 5 culinary artist. The culinary artist will operate as individual businesses which will have their own operational budget. We estimate that the tenants and Savor will have a combined employee count of 35.</p>	