

State of Maryland

2012 Bond Bill Fact Sheet

1. Senate LR # Bill #		House LR # Bill #		2. Name of Project	
lr3253	sb0973	lr2833	hb0760	Woman's Industrial Exchange Upgrade	
3. Senate Bill Sponsors				House Bill Sponsors	
Ferguson				Clippinger	
4. Jurisdiction (County or Baltimore City)			5. Requested Amount		
Baltimore City			\$50,000		
6. Purpose of Bill					
<p>Authorizing the creation of a State Debt in the amount of \$50,000, the proceeds to be used as a grant to The Woman's Industrial Exchange, Inc. for the design, repair, renovation, and capital equipping of the Woman's Industrial Exchange.</p>					
7. Matching Fund					
Requirements: Unequal \$20,000			Type: The matching fund may consist of real property or funds expended prior to the effective date of this Act.		
8. Special Provisions					
<input checked="" type="checkbox"/> Historical Easement			<input checked="" type="checkbox"/> Non-Sectarian		
9. Contact Name and Title		Contact Phone		Email Address	
Jenny Hope		(410) 685-4388		jennydhope@yahoo.com	
10. Description and Purpose of Grantee Organization (Limit Length to Visible area)					
<p>Since 1880, The Woman's Industrial Exchange provides opportunities for local craft artists to refine market and sell their handmade goods to supplement their income. More than 66% of our consignors are low income. We support our mission partially through the rental of seven apartments and three commercial spaces.</p>					

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
6/1/2011	12/31/2012	8/1/2012	6/30/2013
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
\$50,000		20,000	25,000
18. Other State Capital Grants to Recipients in Past 15 Years			
Legislative Session	Amount	Purpose	
2009	\$125,000	Capital Improvements	
19. Legal Name and Address of Grantee		Project Address (If Different)	
The Woman's Industrial Exchange of Baltimore City, Inc. 333 North Charles Street Baltimore, MD 21201			
20. Legislative District in Which Project is Located	46 - Eastern Baltimore City		
21. Legal Status of Grantee (Please Check one)			
Local Govt.	For Profit	Non Profit	Federal
<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
22. Grantee Legal Representative		23. If Match Includes Real Property:	
Name:	Audra Caplan	Has An Appraisal Been Done?	Yes/No
Phone:	410-467-4670		yes
Address:	If Yes, List Appraisal Dates and Value		
400 Calvin Avenue Baltimore, MD 21218	9/2009	\$1,600,000	

24. Impact of Project on Staffing and Operating Cost at Project Site			
Current # of Employees	Projected # of Employees	Current Operating Budget	Projected Operating Budget
3	4	\$164,000	\$175,000
25. Ownership of Property (Info Requested by Treasurer's Office for bond issuance 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?			Yes
D. If property is owned by grantee and any space is to be leased, provide the following:			
Lessee	Terms of Lease	Cost Covered by Lease	Square Footage Leased
Woman's Industrial Kitchen	5yr/2 renewal terms	\$18,000 annually	@1974 sqft
Jack and Zach Food, LLC	2yr/1 renewal term	\$13,200 annually	@520 sqft
Prospective tenant -not yet under lease	1 year term	\$15,600 annually	@800 sqft
E. If property is leased by grantee – Provide the following:			
Name of Leaser	Length of Lease	Options to Renew	
26. Building Square Footage:			
Current Space GSF	N/A		
Space to Be Renovated GSF	N/A		
New GSF	N/A		
27. Year of Construction of Any Structures Proposed for Renovation, Restoration or Conversion		1815	

28. Comments: (Limit Length to Visible area)

Thank you for giving consideration to the request of The Woman's Industrial Exchange for much needed funding for urgent repairs and improvements to our 194 year old building. The Exchange is a treasured Baltimore institution in the Mount Vernon neighborhood with a legacy of serving the community. In fact, over the years, The Exchange has supported more than 16,000 consignors. The building at 333 N. Charles Street was constructed in 1815 as a private residence. In the 1850's, a five story rear wing was added and it was operated as a boarding house. The Exchange moved to this building in 1899 and continued to operate the boarding house while opening the gift shop. Our iconic shop window was added around 1900.

We offer, on consignment basis, classic handmade items, including smocked dresses, quilts, sock monkeys, raggedy ann dolls, and knitted baby hats. More modern gifts include paintings, ceramics, stationary, handbags and jewelry. All of our items are handcrafted, so many of them are one-of-a-kind. In the last year, we helped more than 100 men and women generate income through selling their items in the store, and also by counseling them about current market trends, pricing, and even construction.

In a building this age, the list of capital improvements is long. As many of you may know, we renovated the 7 apartments and the restaurant space in 2002. As you may have heard, we have two new great restaurants in our building (Woman's Industrial Kitchen and Jack and Zach Food, LLC) and we maintain full occupancy in our apartments. We are thrilled that more people are coming to our building to shop and eat!

The Exchange received bond funds and other private and public sector funding to tackle the other areas of the building which desperately need to be updated. The Exchange installed 12 historically correct wood windows in 2009 to replace the vinyl windows that were installed in the 1970's. Starting in 2010 and completed in 2011, we installed 5 more windows, upgraded the entire electrical system and updated the shop. We also added electrical panels to the second floor and upgraded the one on the terrace level, almost eliminating all the original wiring left in the building. We also repaired the marble stoops, removed the rotten faux window on the side and pointed up the masonry.

NOW, the essential improvements needed include renovating the two restrooms on the second floor and adding one restroom to the commercial space on the lower level where Coleman's Jewelry was formerly. More importantly, we need to update the heating system. The Exchange still uses the boiler that was installed to serve the entire building even though the apartments were renovated to have their own systems. The boiler is fueled by oil costing us about \$1000 a month. We have one antique thermostat that controls the heat for 3 levels of space that are used at different times by different entities. Zoned heat is imperative to be more cost effective! Thank you