

# State of Maryland

## 2012 Bond Bill Fact Sheet

1. Senate		House		2. Name of Project
LR #	Bill #	LR #	Bill #	
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:		Type:		
Unequal \$20,000		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>				

**11. Description and Purpose of Project** (Limit Length to Visible area)

We need to upgrade our heating system to allow for separate control of five (5) different areas of the building to make us more efficient. We also need to upgrade the bathrooms and repair existing exterior doors.

*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>	0
<b>Construction</b>	\$70,000
<b>Equipment</b>	\$40,000
<b>Total</b>	<b>\$110,000</b>

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

Source	Amount
Abell	\$50,000
WIE LLC	\$10,000
Bond	\$50,000
<b>Total</b>	<b>\$110,000</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>
6/1/2011	12/31/2012	8/1/2012	6/30/2013
<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>
\$50,000		20,000	25,000
<b>18. Other State Capital Grants to Recipients in Past 15 Years</b>			
<b>Legislative Session</b>	<b>Amount</b>	<b>Purpose</b>	
2009	\$125,000	Capital Improvements	
<b>19. Legal Name and Address of Grantee</b>		<b>Project Address (If Different)</b>	
The Woman's Industrial Exchange of Baltimore City, Inc. 333 North Charles Street Baltimore, MD 21201			
<b>20. Legislative District in Which Project is Located</b>	46 - Eastern Baltimore City		
<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>
<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<b>22. Grantee Legal Representative</b>		<b>23. If Match Includes Real Property:</b>	
<b>Name:</b>	Audra Caplan	<b>Has An Appraisal Been Done?</b>	Yes/No
<b>Phone:</b>	410-467-4670		yes
<b>Address:</b>	<b>If Yes, List Appraisal Dates and Value</b>		
400 Calvin Avenue Baltimore, MD 21218	9/2009	\$1,600,000	

<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>
3	4	\$164,000	\$175,000
<b>25. Ownership of Property (Info Requested by Treasurer's Office for bond issuance 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>			Yes
<b>D. If property is owned by grantee and 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>
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
<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>	
<b>26. Building Square Footage:</b>			
<b>Current Space GSF</b>	N/A		
<b>Space to Be Renovated GSF</b>	N/A		
<b>New GSF</b>	N/A		
<b>27. Year of Construction of Any Structures Proposed for Renovation, Restoration or Conversion</b>			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