

ALL KAN

SMALL BUSINESS ASSISTANCE GRANT APPLICATION



Kanawha County Commission

407 Virginia Street East
Charleston, WV 25301

For more information call 304-357-0101

I. APPLICANT INFORMATION

Applicant:

Name: Brandy Chandler

Address: 94 Dickens Road

City: Elkview State: WV Zip Code: 25071

Phone: 304-989-4011 Email: chandler.pumpkinfarm@gmail.com

Individual Business Entity Non-profit

Business Information:

Name: Chandler Pumpkin Farm, LLC

Address: 94 Dickens Road, Elkview, WV 25071

Type of Ownership:

Sole Proprietor Corporation LLC Nonprofit

Type of Business:

Retail Business Service Restaurant Manufacturing

Other: Agriculture and Agritourism

Is your business registered with SAM.gov? Yes No

Provide a brief description of the business that is starting or expanding. Your attached business plan can more fully explain your products or services, so please be brief but informative.

Chandler Pumpkin Farm, LLC is a seasonal business that operates in the fall of every year. It was founded in 2019 in Elkview, West Virginia of Kanawha county. The 150 acre farm provides plenty of room for agriculture and activities. I own and operate the pumpkin farm to provide multiple activities for children and adults to enjoy as a family. We offer pumpkin picking, apple sling shots, archery, an obstacle course, corn pits, water pump ducky races, petting zoo, and more. I designed a safe place in our community for families to not only have fun together, but to also have an educational experience to learn about agriculture techniques and farm activities together. I also host local school, church, and organization field trips.

1. How many employees does your small business employ? One (1). Myself
2. In what industry is your small business? Agriculture and Agritourism
3. Has your small business incurred costs for COVID-19 mitigation and prevention measures? If so, describe the costs, mitigation, and prevention measures:

Yes. Chandler Pumpkin Farm, LLC was unsure if it was going be able to open and operate in 2020. After coordination with the health department the farm was able to open, but did incure extra expenses. Sanitation and clean practices have always been a priority for Chandler Pumpkin Farm, but with the COVID-19 pandemic our efforts had to be amplified. Hand washing stations are common to find on the farm during our business season, but extras were rented for the year to provide more oportunities for handwashing to make our farm safer for our participants. We also incurred more expenses buying excessive hand sanitizer, bleach, and other cleaning supplies to place at each of our activity locations. I operate with family volunteers at this time. I had to reach out to more volunteers during the 2020 season to have more coverage cleaning all activities between use. We also bought masks to supply to the public as needed and encouraged physical distancing. We bought special markings and paint to provide the proper physcial distancing at each of our activity.

4. How will you use the funds received from the Small Business Assistance program? (e.g., Will you hire new workers, provide on-the-job training, obtain technical assistance, support payroll, benefits, rent, utilities, or other operating costs?)

The Small Business Assistance (SBA) program funds would greatly be appreciated. Chandler Pumpkin Farm, LLC would use these funds to help build and provide new attractions to expand the business and provide more kid friendly and family activities in Kanawha county. Chandler Pumpkin Farm would use the funds to add an educational play garden, playhouse, new slides with a rockwall, an educational pumpkin lifecycle wall, a ticket booth (also used for supply storage) and a crop storage building. Remaining funds of the SBA program would be allotted for payroll and needed gravel and road maintenance leading to the farm. Chandler Pumpkin Farm is located on a private drive. The road requires extra maintenance due to the increased travel during its business season. Adding these attractions to the farm will benefit the community and the youth of our area. Chandler Pumpkin Farm promotes a healthy lifestyle to its visitors. It encourages the visitors to be active and to learn how to grow their own healthy foods. Expanding the farms

5. Has your small business faced periods of closure as a result of the COVID-19 pandemic? If so, please describe.

Chandler Pumpkin Farm worked closely with the health department and were able to remain open during the COVID-19 pandemic. The health department, at one point during the summer of 2020, was not going to allow the farm open that fall because of the pandemic. All fairs and festivals were canceled and they did not foresee allowing the pumpkin farm activities to occur. Thankfully COVID-19 outbreak numbers resided enough to allow the farm to open. The farm was not allowed to open their concession stand through the pandemic. Temporary food permits were not permitted during this time. I was able to hire a food truck at this time to provide my customers with food, but this decreased the overall revenue for the season.

6. Has your small business experienced loss of revenue or financial hardship as a result of the result of the COVID-19 pandemic? If so, please describe.

As stated above, Chandler Pumpkin Farm lost revenue due to not being able to obtain a temporary food permit for the concession stand. In 2020, the total revenue from admission and pumpkin sales were not affected by the pandemic. The revenue actually increased because the community had not participated in activities all summer due to the pandemic. Chandler Pumpkin Farm was able to provide a safe place for the community to experience some normalcy during the pandemic, but the farm incurred extra expenses in doing so as noted above. The farm allowed the community to return to some type of normal activity, because all of our attractions remained outside. The 150 acre farm was able to provide increased distance between attractions for safety and physical distancing. Last year, supply inventory was still limited and affected some of our necessary supplies. The farm experienced a total decrease in the revenue last year. This was partially due to COVID-19 occurrences in the area increasing in the fall again and new variants occurring. This year

6. Do you intend to use your small business assistance funds for capital expenditures? If so, what capital expenditures do you intend to make and what is your time for completion of capital expenditures?

Yes. The SBA funds would assist in building a permanent structure that would allow cover and storage for crops and activities. This structure would help minimize the waste and loss of product, which would increase total profits of the business. The SBA funds will also be allocated towards a ticket/storage booth and expanding attractions for the farm. A ticket booth would provide a permanent structure that would also be used for easier storage of supplies necessary to operate the farm. A permanent slide and rock wall will be amongst the farms attraction expansions. Chandler Pumpkin Farm has already received bids from local contractors for the structures. If funding is secured, the structures will be completed in the next two to six weeks. The projects are projected to take about one to three weeks to complete. These expansions are providing jobs for local contractors during this continuing pandemic.

7. Are you requesting funds to open a startup business? If yes, did you lose expected startup capital or face other difficulties, cost increases, or delays due to the COVID-19 pandemic? Please describe fully.

No.

II. FINANCING NEEDS

Total Amount of Investment: \$61,413

Total Amount of ARP Funding Request: \$25,000

III. SOURCES AND USES OF FUNDING

Sources of Funding

Source	Amounts	Terms	Is Funding Committed Yes/Pending
SBA Funds	\$25,000	N/A	Pending
2021 Revenue	\$3,525	N/A	Yes
Personal Funds	\$9,650	N/A	Yes

Use of Funds

Item and Description	Budget Amount	ARP Funds Needed	
		Yes	No
Educational play garden	\$800	X	
Crop storage Building	\$4,766	X	
Slide/ Rock wall	\$4,672	X	
Gravel and Road Maintenance	\$6,271	X	
Payroll	\$5,040	X	
Educational Pumpkin Wall	\$310	X	
Ticket Booth/Storage Building	\$3480	X	
2022 Start Up Costs	\$11,843		X
Playhouse, Concrete, and Barn	\$11,281		X
Concession Stand, Appliances, Smoker	\$12,950		X

IV. NUMBER AND TYPE OF JOBS CREATED

Year One: Three (3) to six (6)

Type(s): Activity Managers. Ticket Booth Workers. Pumpkin Pickers

Year Two (projected): Five (5) to ten (10)

Type(s): More activity mangers. Grounds keeper. Concession stand workers.

This application is being submitted with the information that is correct and complete, to the best understanding of the applicant.

Applicant Signature

07/08/2022

Date

Printed Name and Title: Brandy Chandler. Owner/Operator

ATTACHMENT: Your business plan MUST contain the following information:

- Description of the business and its goods and/or services
- Demand for proposed for goods or services
- Target market and marketing approaches
- Amount of funding required to capitalize the business and operate with adequate cash flow
- How the ARP funds will be used including a description of the work done or equipment purchased
- Three year operating pro forma

The ARP program requires the following information:

- Personal financial statement
- Personal or business tax return
- Building lease if applicable

HOW DO I SUBMIT MY APPLICATION?

Email the completed application to: kimmallory@Kanawha.us

Mail the completed application to:

Kanawha County Commission
Attention: Kim Mallory
PO Box 3627, Charleston, WV 25336

Submitted applications will be made publicly available and will be posted on the County's website.