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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: David Matthew Holbert

Address: 177 Dewey Drive

City: Elkview State: WV Zip Code: 25071

Phone: 304-982-1917 Email: sn00p09@yahoo.com, nikki_holbert@yahc

Individual Business Entity Non-profit

Business Information:

Name: Clendenin Brewing LLC

Address: 2 Main Street, Clendenin, WV 25045

Type of Ownership:

Sole Proprietor Corporation LLC Nonprofit

Type of Business:

Retail Business Service Restaurant Manufacturing

Other: Brewery & Eatery

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.

Clendenin Brewing Co. produces craft beer for retail purchase at its location on Main Street in Clendenin. In addition to the brewery where the beer is made, the business includes an onsite taproom where patrons may consume beer onsite or purchase in cans for offsite consumption. The taproom also includes food for guests to enjoy. The food options will continue to expand the kitchen construction continues.

Clendenin Brewing Co. is an integral part of the revitalization of Clendenin after the devastating flood of 2016. The business recently opened (June 25, 2022) and has been busy since that date.

1. How many employees does your small business employ? 8
2. In what industry is your small business? Craft Brewery
3. Has your small business incurred costs for COVID-19 mitigation and prevention measures? If so, describe the costs, mitigation, and prevention measures:

Clendenin Brewing Co. experienced delays and costs for COVID-19 mitigation and prevention during construction. We purchased five industrial fans to create consistent airflow throughout the building's main floor. COVID tests were purchased for construction employees to maintain a safe worksite. All construction employees were vaccinated at the first opportunity.

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?)

Clendenin Brewing Co. seeks funding to install new windows and heating, venting and air conditioning (HVAC) system in the brewery taproom. The existing windows do not open. The new windows will open, creating a consistent flow of fresh air for patrons and workers as weather permits. The new HVAC will also improve airflow while also providing an air filtration system to improve air quality and reduce the risk of breathing pathogens. The existing HVAC system is old and outdated, requiring repairs that exceed the costs of a new system. The new HVAC is compatible with climate regulations.

We expect the improved air quality to increase the number of guests that come into our taproom. We also expect to expand our business hours, resulting in hiring more employees to operate the business.

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

The brewery was not yet open during the pandemic, but the Airbnb (four rooms) upstairs did experience a dramatic slowdown in business during the pandemic. In addition, brewery construction was significantly delayed due to COVID-19.

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.

The pandemic created a significant decrease in income for the Airbnb portion of the business. Many people stopped traveling during the pandemic, which resulted in fewer rooms being rented. The resulting loss of income created delays and cost overruns in construction, as these funds were used to pay for construction materials and labor. The supply chain caused by the pandemic increased material costs, causing the construction costs to exceed those estimated in our business plan.

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?

The small business assistance funds will be used to purchase and install new windows and HVAC in the taproom. Upon approval of grant, we intend to immediately purchase materials and commence construction. We expect construction to be completed within 2 weeks of acquisition of materials.

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.

The requested funds are part of the ongoing opening of Clendenin Brewing Co. Although the business opened June 25, 2022, the business continues investments to fully open the business pursuant to the business plan. Two additional fermenters were recently purchased at a cost of \$15,000 and another 100 kegs were recently purchased at a cost of \$7500.

II. FINANCING NEEDS

Total Amount of Investment: \$380,091

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
Self	\$315,091	N/A	Yes
Tower FCU	\$15,000	4 years @ 3.95%	Yes
Wyoming Co. EDA	\$50,000	7 years @ 6%	Yes

Use of Funds

Item and Description	Budget Amount	ARP Funds Needed	
		Yes	No
New Windows for Taproom	\$10,000	X	
New HVAC system for Taproom	\$15,000	X	
Real Estate & Improvements	\$146,783		X
Brewery Equipment	\$165,498		X
Taproom Furniture & Fixtures	\$40,000		X
Delivery Vehicle	\$15,000		X

IV. NUMBER AND TYPE OF JOBS CREATED

Year One: 6

Type(s): Bartenders, servers & cooks

Year Two (projected): 8

Type(s): Bartenders, servers & cooks

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

Applicant Signature

6 July 2022
Date

Printed Name and Title: David Matthew Holbert, Member

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.