

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: David Haney

Address: P. O. Box 3810

City: Charleston

State: WV

Zip Code: 25338

Phone: 304-344-9875

Email: david@eandhmanufacturing.com

Individual

Business Entity

Non-profit

Business Information:

Name: E & H Manufacturing, Inc.

Address: P. O. Box 3810, Charleston, WV 25338

Type of Ownership:

Sole Proprietor

Corporation

LLC

Nonprofit

Type of Business:

Retail

Business Service

Restaurant

Manufacturing

Other: _____

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.

We feel the business activity that will lift us from the downturn we have seen over the last few years is the manufacturing and selling of our timber bridges. With current engineering work currently underway, we hope to expand our product mix and be able to provide a much larger target market with timber bridges capable of addressing an increased number of applications. As soon as engineering justifies the new designs we feel will sell, we will need funds to develop a marketing program and funds to build some prototypes.

1. How many employees does your small business employ? 10

2. In what industry is your small business? Manufacturing

3. Has your small business incurred costs for COVID-19 mitigation and prevention measures? If so, describe the costs, mitigation, and prevention measures:

No.

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?)

As soon as our new designs are approved by Thrasher Engineering we will be ready to market and produce new bridges. Some funds will go toward marketing and the balance toward hiring more workers to allow us to go into production.

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

No.

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.

We saw a significant drop in sales. The activity level of our primary customers, conventional oil and gas operators, came to a screeching halt during the pandemic. Many of them did not survive or sold out. We do not expect this part of our business to recover to the levels we had pre-pandemic. We are hopeful the timber bridges can replace some of these lost sales and enable us to provide for our current employees and offer additional employment opportunities to others.

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?

No.	
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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. We incorporated in 1991.	
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II. FINANCING NEEDS

Total Amount of Investment: 175,000.00

Total Amount of ARP Funding Request: \$25,000.00

III. SOURCES AND USES OF FUNDING

Sources of Funding

Source	Amounts	Terms	Is Funding Committed Yes/Pending
ALLKAN	25,000	Grant	Pending
E & H	150,000	Cashflow/LOC	Pending

Use of Funds

Item and Description	Budget Amount	ARP Funds Needed	
		Yes	No
Engineering	10,000	x	
Online Marketing	10,000		x
Sales Materials	5,000	x	
Tooling	10,000	x	
3 New Hires (3 mos)	70,000		x
Raw Materials	70,000		x

IV. NUMBER AND TYPE OF JOBS CREATED

Year One: 3

Type(s): 1 Shift Supervisor, 2 Laborers

Year Two (projected): 4

Type(s): Laborers

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

David Haney
Applicant Signature

7-19-22
Date

Printed Name and Title: David Haney, President

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.