

American Rescue Plan Act (ARPA) Funding Application

[Print](#)**Submitted by:****Status:** Open**Priority:** Normal**Assigned To:** Jonathan Storage**Due Date:** Open**American Rescue Plan Act (ARPA)****Funding Application****Non-Profit, Community Groups, Neighborhood Associations, and Businesses****APPLICATION DEADLINE: December 15th 2021**

Application must be completed in full to be considered. Applications may be submitted online using this fillable form. But forms and attachments may also be submitted by email to ARPA@cityofcharleston.org or by U.S. Mail to City Manager's Office, 501 Virginia Street East Charleston, WV 25301.

All requests for funding **must be directly related to COVID-19 mitigation or recovery efforts** and must fall within the parameters of at least one of the goals set by the treasury department along with other requirements listed within this application.

GENERAL INFORMATION*** Name of Project/Program:**

Dem 2 Brothers Expansion Project

*** Organization Name:**

Wright Group LLC dba D2B and a Grill

*** Address:**

423 Virginia Street West, Charleston, West Virginia 25302

*** Primary Contact Person:**

Ashley Wright

Title:

Owner

*** Phone:**

8034034276

*** Email:**

ashleyw@wrightgroupwv.com

Federal Tax ID:

83-3031451

If applicable: DUNS Number:

094160013

To obtain a DUNS number please visit <https://fedgov.dnb.com/webform> After obtaining, please register your organization with the System for Award Management at <https://sam.gov/SAM/>

List the organization's owner(s), Board of Directors, senior staff members, and other key members:

Ashley Wright, Owner

Describe any partner organizations, their roles, and your relationship with them:

ANR Construction Company- This company will be responsible for the renovation and construction related to the expansion of the Dem 2 Brothers and a Grill

BUDGETARY OVERVIEW - Must match Budget Worksheet

* Funds Requested	* Total Program/Project Cost	Annual Organization Budget
444200	444200	

Request Summary

1. Provide a narrative overview/summary of the request.

Topics that may be included but not limited to:

- a. Purpose and anticipated outcomes
- b. Individuals, entities, or communities served
- c. How the pandemic has necessitated this request
- d. Amount of any estimates and bids received to date
- e. Timeline for project completion

Located on the Five Corners of Charleston's West Side, Dem 2 Brothers and a Grill has been a community staple for over 12 years. The founder, Adrian "Bay" Wright established the first D2B & a Grill location at 426 Virginia St. West after selling his now award winning barbecue without a brick and mortar location for over two years. From humble beginnings to becoming a "must try" local cuisine for folks traveling both across and out of the country, the business took an impossible to anticipate revenue loss during the pandemic; 80% in the first three months, and 50% in the first full year of the COVID-19 pandemic. Dem 2 Brothers recovered approximately \$163,060 of profits in the second year of the pandemic and retained 6 staff members. Even with a 25% recovery, D2B and a Grill expended these profits along with their business fund of \$50,000 to cover staffing, operational expenses including rent, inventory, increased personal protective equipment for staff and customers, and the modification of their current facility to safely serve guests. Over the years, D2B and A Grill has employed over 50 community members. Dem 2 Brothers and A Grill has always utilized partnership and hiring from vulnerable communities which include; women, youth, and people of color. The business is a supporter of the city's Ban the Box ordinance allowing reformed community members a fair chance at employment. The impacted communities this business serves are those that have statistically been hit harder and have seen the highest unemployment rates amid the pandemic. The primary purpose of this application is to request funds for the purchase and renovation of the original Dem 2 Brothers and a Grill building at 426 Virginia Street W. The renovation of the building will aid in the recovery of D2B & a Grill from the COVID-19 pandemic by creating job opportunities for West Side residents and supporting the revitalization of the historic Five Corners business district. Outcomes include: Increase full time staff capacity from three to seven full time employees over a period of 18 months - including dental, vision, and health benefits. Increase part time staff capacity from four to eight part time employees over a period of 18 months Support the renovation of the building's back patio to offer an outdoor dining option for our dine-in customers Expansion of catering services and food truck capacity Expansion of online and mobile consumerism. Promote community revitalization by refurbishing a building on Charleston's West Side, while creating more than 20 construction jobs. In 2022, D2B and a Grill expects to further financial recovery through the expansion of food truck capacity and catering services, incentives for convenient online/mobile consumerism, the upgrade of the patio for outdoor dining, and the supplemental hired base to support smooth and efficient operations. The planned implementation, over the next year, is beneficial to the business, the customer base and all while bolstering revenue for the city for years to come.

Attach any additional information such as bids, concepts, designs, letters of support, etc. If submitting electronically the documents must be in PDF, Excel, or Word format and total file size must not exceed 10 megabytes.

Program/Project Details

* 1. The funding will be used to:

- Start a new program/project
- Maintain an existing program/project
- Expand an existing program/project

* 2. If funded, will the program/project be completed within FY 2022?

- Yes No

If no, when is expected completion year?

December 2023

3. Which eligible ARPA Expenditure Category does this program/project represent (See

<https://home.treasury.gov/system/files/136/SLFRF-Compliance-and-Reporting-Guidance.pdf> for further details)? Please check all that apply:

*

- Public Health
- Negative Economic Impacts
- Services to Disproportionately Impacted Communities
- Premium Pay
- Infrastructure
- Other

4. Briefly describe the program/project funds are being requested for:

Dem 2 Brothers and a Grill plans to expand their location to their original location at 426 Virginia Street West. During the pandemic, D2B and a Grill depleted their building fund in response to loss of operation revenues due to the COVID - 19 Pandemic. Dem 2 Brothers and A Grill will utilize the requested funds for the following: To purchase and revitalize the original D2B & a Grill building To purchase equipment for the main location at 423 Virginia Street West. To provide full time employees with competitive pay to a minimum of \$10 per hour upon hire with the opportunity for an increase in pay over time. To provide current full time employees with healthcare benefits including dental, vision, and hearing. Purchase of the original location would allow for an expansion of catering services which currently makes up 20% of business. By purchasing a building on Charleston's West Side, D2B and a Grill will continue to stimulate the economy by working with local construction agencies to make repairs and improvements on the original building. With this project's construction and renovation, there will be over \$342,000 placed in our local economy. After renovations, this space will serve as a space to hold small gatherings such as meetings, fundraisers, and intimate dinners. If rented at the rate of \$100 per hour with a minimum of 4 hours, the space is projected to bring in \$41,600 in the first year with an average of 2 events per week. With attached catering ranging from \$500 to \$2000 per event, this event space could bring in from \$52,000 up to \$208,000. By increasing staff, D2B and a Grill will be able to maximize on restaurant delivery services such as Chow Now, DoorDash, and Grubhub ultimately increasing to 20-30 orders per day. With the expansion of these services, D2B and a Grill plan to increase their staff by 4 serving staff and 2 kitchen staff as well as provide benefits to full time staff members.

5. Describe the need for this program/project:

Charleston's West Side is one of the most diverse communities in West Virginia with a high concentration of African American individuals and mixed individuals. Prior to and during the pandemic, these groups experienced twice the levels of unemployment than their white counterparts at every education level. The "Investing in Our Communities Initiative: West Side of Charleston" report by the Greater Kanawha Valley Foundation, states that the median income for residents of the Dem 2 Brothers census tract was around \$16,000 in 2019. In the same report, it was estimated that around 40% of West Side residents live below the poverty line. Charleston's unemployment rate was up to over 17% in the height of the pandemic. West Virginia Center for Budget and Policy estimates that if D2B and a Grill account for those leaving the workforce, unemployment in West Virginia remained around 6% in September 2021. While this rate has significantly lowered, residents of the West Side historically experience higher rates of unemployment. With the ability to hire additional employees, each employee will start at \$10 per hour with the gross income of full time employees being \$20,800 annually. According to IBISworld, the catering industry is expected to expand along with the increase of corporate profit and household spending. Nationally, catering and food truck services are outgrowing the traditional brick and mortar restaurant.

6. List other Charleston organizations in Charleston that address this need:

N/A

7. Describe the level of collaboration with other organizations on this program/project:

Dem 2 Brothers and a Grill plans to collaborate with the A&R Construction, a locally owned business in order to renovate and revitalize the 426 Virginia Street location.

8. How will duplication of services be prevented?

N/A

Program Requirements and Objectives

1. Identify the target recipients of proposed services. Specify the number of City residents the program will serve during the fiscal year and explain the basis upon which this number is calculated.

Dem 2 Brothers and a Grill serves approximately 150 guests per day ranging from the ages 25-65. This totals to around 37,200 individuals dining in or purchasing take out per year. This include around 75 events utilizing one of the two food trucks. With catering, D2B and a Grill average 75 guests per catering with a minimum 4 catering events per week. This totals to approximately 15,000 individuals served per year with over 200 catering events.

2. List any eligibility requirements the program has with respect to age, gender, income, or residence.

Dem 2 Brothers and a Grill invite all to experience the delectable Southern Style barbecue served. As a communal cuisine there are no eligibility requirements, but we do hope to prioritize the hiring of those in marginalized communities (women, BIPOC, reformed offenders, etc.)

3. If this is a continuing activity, describe a measurable outcome of the previous year's work regardless of funding source.

Expand Catering events by 50% totalling approximately 300 events per year. Expand online sales and delivery by 40% increasing from 513 orders in 2021 in Hire two additional full time employees to expand mobile consumerism such as the food truck events, deliveries and online orders.

4. If this is a new program describe two anticipated measurable outcomes for the proposed program.

N/A

Budget

* 1. Has the organization received funding from the City of Charleston in the past for a similar program/project?

Yes No

* 2. Has the organization requested funding from other Federal, State, or Local government entities for any program/project support related to COVID-19?

Yes No

3. If yes, explain from which entities and the amounts requested for each program/project.

Federal-Two Installments of the Paycheck Protection Program in the amount of \$90,142 Federal-Restaurant Relief Fund granted by the SBA in the amount of \$212,000.00 Federal- Economic Disaster Relief Advance - \$10,000

4. List any other Federal, State, Local, or private funding or grant awards received in the last three years and the amount and status of each award.

Federal-Two Installments of the Paycheck Protection Program in the amount of \$90,142 Federal-Restaurant Relief Fund granted by the SBA in the amount of \$212,000.00 Federal- Economic Disaster Relief Advance - \$10,000

5. Briefly summarize project revenues and expenses related to this request. This should coincide with the budget worksheet.

With this project, Dem 2 Brothers and a Grill request the total funds of \$444,200 to aid in COVID-19 recovery. The expenses include the purchase of the building at \$125,000, the renovations of the building estimated to total \$217,000, an employee benefits package costing Dem 2 Brothers approximately \$10,200 for full time employees, and the addition of four full time employees with gross salaries of approximately \$20,000 per year totalling \$80,000. Dem 2 Brothers will continue to pay the salaries and wages of all existing employees which total to around \$151,000 annually.

6. If this request is not fully funded, what adjustments to the program/project is the organization prepared to make?

If this project was not fully funded, Dem 2 Brother’s would prioritize the purchase of a building using the \$100,000 requested as down payment assistance on another building. Dem 2 Brother’s would also adjust to prioritize benefits and the creation of four full time positions.

7. Describe the plan for sustainability of the program/project or initiative after the requested award has been exhausted.

With a 25% profit recovery from the pandemic, Dem 2 Brothers plans to continue its efforts to expand its catering services and mobile consumer elements such food trucks, online ordering, and delivery services. According to our projections, the catering and food truck portion of businesses will have grown by at least 100%. They will utilize the increase in profits to supplement exhausted grant funds.

8. Briefly describe the organization’s fiscal oversight / internal controls to minimize opportunities for fraud, waste, and mismanagement.

Dem 2 Brothers will continue to implement its current fiscal management system by implementing a series of auditing activities , both prescribed and random designed to effectively and efficiently establish internal controls to mitigate all opportunities for fraud, waste , and mismanagement. All internal fiscal staff will be provided with training to mitigate these potential issues .

9. How does your agency plan to separate ARPA funds from other agency funds for purposes of identification, tracking, reporting and auditing?

Dem 2 Brothers will open a separate operations account specifically designated to separate ARPA funds to ensure they are properly accounted for at each stage of the project.

REQUESTED BUDGET WORKSHEET

Revenue Source Projections

List all Estimated Funding for this Program/Project

* Proposed City ARPA Funding	Internal/Self-Funding
444200	\$151000
Donations/Other Fundraising	Government Grants/Other
* TOTAL REVENUE	
\$595000	

Expenses Projections

List all Estimated Expenses for this Program/Project

Salaries/Wages

Amount Requested from City	Amount from Other Sources	Total Estimated Expenses
80000	151000	231000

Benefits & Matchings

Amount Requested from City	Amount from Other Sources	Total Estimated Expenses
10200	0	10200

Contracted Services

Amount Requested from City	Amount from Other Sources	Total Estimated Expenses
217000	0	217000

Program Materials

Amount Requested from City	Amount from Other Sources	Total Estimated Expenses

Marketing

Amount Requested from City	Amount from Other Sources	Total Estimated Expenses

Supplies

Amount Requested from City	Amount from Other Sources	Total Estimated Expenses
12000	0	12000

Other

Amount Requested from City	Amount from Other Sources	Total Estimated Expenses
125000	0	125000

Total Expenses

* Amount Requested from City	* Amount from Other Sources	* Total Estimated Expenses
444200	\$151000	595,000

NOTE: Revenues and Expenses must balance, and the use of requested funds must be directly related to COVID-19 recovery efforts.

Organizational Details

1. Describe the history of the organization and its current programs and activities.

Dem 2 Brothers and a Grill started as a single man, Adrian "Bay" Wright, with a passion for barbecue and for his community. After years of street vending, Mr. Wright purchased the first Dem 2 Brothers and a Grill location at 426 Virginia Street West on Charleston's Five Corners.

This location immediately attracted local barbecue connoisseurs and many others from around the country. D2B and a Grill has since expanded the initial brick and mortar to a new location at 423 Virginia Street West and two food trucks with the ability to serve across our state. D2B and a Grill has been featured on Buzzfeed, being awarded for West Virginia as 'The Best Mac And Cheese In Each State'. D2B and a Grill has been featured on Food Network's "Southern Fried Road Trip."

2. Provide the organization's mission statement/purpose.

The mission of D2B and a Grill is serve the greater Charleston-Kanawha community with delicious barbecue and Southern cooking. D2B and a Grill supports the West Side community through the creating of jobs for marginalized individuals. They uplift the community through events such as the Back to School Party and the Christmas Extravaganza, gifting local children with school supplies and holiday gifts.

3. List any third-party references that can verify the organizations qualification or prior grant experience.

N/A

COVID-19 Impact

1. Explain the impact of the COVID-19 pandemic and how it relates to your request. For example, reduction in services, closures, increased costs, community impact, etc.

Dem 2 Brothers and a Grill lost up to 80% of profits in the first year of the pandemic due to the loss of indoor dining and the significant decline in catering events. This also meant that catering staff and wait staff numbers were reduced. Prices of supplies have significantly increased with the price of pork, our best selling item, has gone up 28% since the start of the pandemic. Chicken prices, which is another popular item of ours, have gone up 12%. Food prices have generally risen by 7%.

2. If funds are being requested to replace revenue lost due to COVID-19, provide details, and attach supportive documentation.

N/A

3. If awarded, how will ARPA funding aid in the recovery from the COVID-19 pandemic?

With the development of a new location dedicated to small gatherings and catering expansion. D2B and a Grill has the opportunity to increase the number of employees by more than half. By offering four more full time positions with the starting rate of \$10 per hour, D2B and a Grill ensure that their employees have opportunity for growth. With a focus on catering and food truck sales, D2B and a Grill will invest in a growing industry.

THE APPLICANT UNDERSTANDS:

*

1. This application and other materials submitted to the City may constitute public records which may be subject to disclosure under the West Virginia Freedom of Information Act. Documents containing sensitive information may be marked as "confidential."

*

2. Submitting false or misleading information in connection with an application may result in the applicant being found ineligible for financial assistance under the funding program, and the applicant or its representative may be subject to civil and/or criminal prosecution.

THE APPLICANT CERTIFIES THAT:

*

1. I have reviewed the US Treasury guidelines regarding the eligible uses of American Rescue Plan State and Local recovery funds. <https://home.treasury.gov/policy-issues/coronavirus/assistance-for-state-local-and-tribal-governments/state-and-local-fiscal-recovery-fund/request-funding>

*

2. By submitting this request, I represent that I am an authorized officer, or member of the organization for which I am submitting, and the information contained in my submittal is true and correct to the best of my knowledge and belief.

*

3. The information submitted to the City of Charleston ("City") in this application, and substantially in connection with this application, is true and correct.

*

4. The applicant is in compliance with applicable laws, regulations, ordinances and orders applicable to it that could have an adverse material impact on the project. Adverse material impact includes lawsuits, criminal or civil actions, bankruptcy proceedings, regulatory action by a governmental entity or inadequate capital to complete the project.

*

5. The applicant is not in default under the terms and conditions of any grant or loan agreements, leases or financing arrangements with its other creditors that could have an adverse material impact on the project.

*

6. I understand and agree that I must disclose, and will continue to disclose, any occurrence or event that could have an adverse material impact on the project.

*

7. I certify that the requested funding is needed to ensure this program/project will occur within the City limits of Charleston West Virginia.

*

8. The Board of Directors or governing body of the organization has approved submission of this application. Please attach a copy of the authorizing resolution or meeting minutes using the file upload.

* Signature

* Date

Ashley Wright

12/15/2021

Authorized representative of Applicant/Organization

Format: MM/DD/YYYY

* PRINTED NAME:

Ashley Wright

* TITLE OF APPLICANT:

owner

* ORGANIZATION NAME:

Wright Group LLC dba D2B and a Grill

Upload a File

Choose File No file chosen