

May 7,2020

VERMONT RESTAURANT EMERGENCY FUNDING & LOCAL PURCHASING GRANT REQUEST

Prepared by the Vermont Hospitality Coalition

Vermont's independently owned restaurant sector has been financially devastated by the COVID-19 crisis, and without immediate and easily accessible direct State aid many will close permanently. Imagine our town centers filled with vacant restaurant storefronts for years to come. A rescued Vermont restaurant industry will provide immediate jobs to thousands of Vermonters and provide important revenue for the State budget.

A comprehensive, multi-phased relief package is desperately needed to prevent sector collapse and to provide a long-term pathway to stabilization. **The total long term funding needs of the Vermont Restaurant Sector may exceed \$180M as the industry recovers, and then rebalances to depressed customer volume.**

Phase I Emergency Funding Grant \$30,000,000-\$40,000,000

To prevent significant restaurant closures and a potential collapse of the sector.

Support Period: Shutdown period of March 2020-May 2020

Forms of Assistance: Direct grants
Continued R&M deferral

Phase II Start-up & Recovery Funding \$45,000,000-\$60,000,000

Investment to allow reopening, rehiring of laid-off Vermonters, restart local/rural supply chains, and restart State tax revenue channels.

Support Period: Reopening period of June 2020-December 2020

Forms of Assistance: Utility payment deferral plan
Continued R&M deferral
Continued Direct Subsidies
Local Purchasing Grant (detail to be provided by coalition)

Phase III Long Term Recovery Funding \$67,500,000-\$90,000,000

Continued support to compensate for the projected suppressed tourism and customer volume forecasts caused by COVID-19.

Support Period: Stabilization period of January 2021-December 2021

Forms of Assistance: Continued Subsidies such as low/no interest loan program

Time is of the essence; significant numbers of restaurants are in danger of closing.

State of Vermont Restaurant Data Points

- Restaurants provide 6-7% of all jobs in Vermont; **20,000+** total; in addition to supporting employment in other partner sectors;
- Estimated **1,400-2,300** eating establishments located at all corners of the State;
- Annual hospitality sector sales **\$1.34B**, second highest contributor to the VT GSP, of which restaurants are a primary contributor, estimated at 600-800+million;
- Additional tax revenue contributions to local municipalities;
- Rooms & Meals collections **\$123M**, approximately \$55-75M from restaurants;
- The State estimates the COVID-19 crisis creating as many as 100,000 unemployment claims or nearly 33% of Vermont workers in total. A significant % of these workers are from the restaurant sector.

Restaurant Insurance Claims Denied

Insurance carriers have rejected all restaurant business interruption insurance claims. These carriers point to the lack of property damage and “virus exclusions”, or other reasons, for not providing coverage for these huge losses.

Federal Assistance Falls Short for Restaurants

Many deserving businesses are successfully utilizing the Federal CARES Act PPP program - but the duration of state and municipal closures/limits on operations has prevented the restaurant industry from using this lifeline. For the restaurant industry, this program is falling short of what is needed, both in terms of timing and the type of funding needed. Our industry faces unique challenges with no predictable date for business to normalize.

Overall Program Eligibility

- Limited to restaurants (eating and drinking establishments that includes all forms of service, and bars) in business on or before April 1, 2020 that have suffered significant sales and job losses related to the COVID-19 crisis;
- Applicants must demonstrate sales decline of at least 20% for the period 3/15/20 to 5/14/20 as compared to the same period 2019. State may grant assistance on a case by case basis to assist restaurants who do not meet this precise criteria;
- The grant program is intended to target Vermont’s independently owned and operated restaurant community.

******Please direct questions, comments, and requests for discussion to:**

Sue Bette - sue@bluebirdvermont.com

VERMONT HOSPITALITY COALITION *(State and Federal Relief Sub-Committee Members)*

Ed Vilandrie (St. Johnsbury), Sue Bette (Burlington), Jed Davis (Burlington), Crystal Maderia (Montpelier), Rich McSheffrey (Barre, Northfield), Eric Warnstedt (Burlington, Stowe, Waterbury), Mark Frier (Waterbury, Stowe), Keith Paxman (Barre, Northfield)

The following Vermont businesses, restaurants, and community members enthusiastically endorse

THE VERMONT EMERGENCY FUNDING & LOCAL PURCHASING GRANT REQUEST

5.12.20

Name	Company	Comment
Brian	Cassino	Black River produce has been a supplier to local restaurants and partner groups for 42 years. The local restaurants demand and business models helped to build the structure and services that became Black River Produce. Along with providing outlets for local vendors to showcase their great products and farmers to showcase their fresh local produce, Local restaurants are part of the local network food chain. Without these local restaurants the communities will lose not only part of their identities and draws but also a cornerstone that supports our local food networks.
Joel	Schwartz	Barre Area Development, Inc. We cannot afford not to do this. Eventually, the State of Vermont, as a government, will get relief from the federal government, and some if it can be used for the purpose.
Kelly	Devine	Butlington Business Assoc. The restaurant industry is a vital part of the community in Burlington. Most of our restaurants are owned and operated by people, families, your friends and neighbors: Vermonters like you. They employ thousands, they support our local food systems, they support our strong social safety net, and they are crucial to our tourism economy. To save Vermont, we need to save business. To save businesses, we need to save our restaurants. I encourage our government officials to do everything they can to save this critical piece of our Vermont economy.
Peter	Jewett	Bytes.co & Accessible Web Restaurants have been hit really hard during this pandemic, and PPP funds and other programs aren't a great fit for them as a means of support.
Tim	Piper	Hearthside Group Supporting the Restaurant Industry will support the interconnection of the agricultural, wine & spirits, micro brew, wedding & hospitality industries throughout the State
Dan	Groberg	Montpelier Alive Montpelier's downtown is special in no small part due to our many independently-owned restaurants. These restaurants are a critical part of our community life and support the broader economic strength of our downtown. The survival of independent restaurants is critical to Montpelier and our state.
Sas	Stewart	On The Fly / Adventure Dinner
Rich	Morey	The Barre Partnership Restaurants are a valuable resource for our community, helping them reopen ensures that not only the owners survive but all the staff they employ.
John	Goodchild	
Isabelle	Chicoine	The Woodstocker B&B Restaurants in Vermont are essential to the tourism sector, which is essential to Vermont. The closing of restaurants would have a catastrophic ripple effect in the state.
Scott	Kerner	Good Measure Brewing Co. We have seen a 73% drop in sales, and with the closure of on-premise accounts we could see a long climb back. We stand with our fellow restaurants, breweries, coffee shops and stores to find a way to get back.

Shaun	Hill	Hill Farmstead Brewery	The success of our brewery is dependent upon the tourism and hospitality industries. Without a vibrant diversity of bars and restaurants to purchase our beer and pour our products at their establishments, it will be difficult for us to reestablish our operations.
Shayla	Ruland	Last Stop Sports Bar	This would help small businesses across Vermont be able to pay rent without having any income. My bar doesn't have a kitchen so I haven't been able to do take out and haven't received any income since March 17. There's been no communication about when we could possibly reopen and in order to survive, this would be the key.
Mark	Ray	Stowe Cider	
Matthew	Jennings	Red Barn Kitchen	
Sherry	Rhynard	Sherry Rhynard, Integrative Life and Stress Management Coach	Restaurants are a key part of Barre's economic health. When you survey the types of businesses in the downtown area you will find, similar to many other Vermont cities and towns, restaurants account for a substantial amount of the municipality's overall revenue. They also drive the tourism industry. Vermont is known for its local food production and our Vermont restaurants are known for showcasing a wide range of farmers' produce. The flip side to the dire need to support this proposal is the number of jobs tied to the restaurant industry. The sum total is roughly 30,000 jobs or close to 10% of all employment.
			Restaurants may be crushed unless they received the type of support that will help the owners get back into business with a financial structure that works for their industry. Our communities will feel that impact economically as well as socially. Restaurants bring people together to connect with one another. Joy, happiness, and feelings of well-being bubble up over a good meal and homebrew. These become critical amenities and need to be in place as the state transitions back from personal and financial loss and struggle.
Rebecca	McSheffrey	School Teacher	
Kim	Somaini		We live in a small town where you usually know most everyone. People are struggling and whether that person is a waitress, hostess, bartender, cook or restaurant owner. These are people who are trying to feed their families and pay bills and they can't right now. I hope something can be done to help.
Craig	Chase		
EARL W	SANBORN	Select	Restaurants are a critical part of our local vitality
Emily	Hutchison		

Sarah	Field	Barre Area Development Inc.,	As an economic development company, Barre Area Development company believes that the restaurant industry is essential to the strength and stability of the Vermont economy and a key component in making Vermont a tourist destination for unparalleled culinary experiences ranging from down home local fare to world class gourmet. The economic ripple effect of a strong and vibrant restaurant industry impacts many sectors of the Vermont economy including the local economies in which the restaurants are located, jobs creation, sustainable agricultural production and distribution of food, tax revenues, hospitality and lodging industry, real estate rental, leasing and development, to name a few. Save our restaurants, save our State.
Sam	Fuller	All Souls Tortilleria	As a local food manufacturer we rely heavily on the restaurant industry as a partner and purchaser of our products. Prior to Covid-19 closures over 80% of our sales were to Vermont restaurants, since then most have either closed or dramatically reduced their purchasing, to where that revenue stream is now less than 1/10th of what it was. The majority of our revenue goes to pay for our skilled and dedicated crew of six people. By supporting the recovery of the restaurant industry, we support the future financial viability of local food producers and workers like ourselves. We realize there are many competing needs for financial relief from the state and believe that restaurants, as a vital point for food access in the community, a keystone economic industry, and tax revenue generator, are a critical sector for recovery investment.
Sarah	Hamilton	BB&C Wholesale, LLC	Our wholesale bakery supplies various items to local restaurants throughout Addison and Chittenden County. As a link in the supply chain for these local restaurants, our business is also feeling the affects of these closures through reduced or canceled sales.
George	van Vlaanderen	Does' Leap LLC	Restaurants are key partners for our farm. We have taken a huge hit over the past 8 weeks with restaurants out of the picture. This proposed relief will not only help restaurants, but farms as well. Money well spent!
August	Ganzenmuller	Happy Hollow Sugarworks	Hospitality and tourism are the lifeblood of Vermont's economy. We must support restaurant owners and producers through this very difficult time to ensure that we continue to nurture a strong tourist industry in the state now and for years to come.
Christa	Alexander	Jericho Settlers Farm Inc.	Locally owned restaurants are a critical part of the local food system in Vermont. Our farm business partners with over 30 restaurants in the greater Chittenden County area, which together annually purchase nearly 25% of our farm's production.
Eric	Seitz	Pitchfork Farm	I'm a local, organic, wholesale vegetable farm. 75% of my annual revenue comes from my restaurant partnerships. Without the restaurants we work with, our business will fail as well..
James	Donegan	Trillium Hill Farm	25% of out produce sales are to restaurants
Molly	Bagnato	Vermont Bean Crafters	Restaurants and bars are crucial to our state. They bring people and communities together. They also attract tourists which many areas need to survive. As a producer we need restaurants to sustain our own business.

Alethea	Bahnck	Vermont Heritage Grazers Ilc	
Ethan	Wood	Wood Mountain Fish LLC	Quality Vermont restaurants are the main home for our New England seafood distribution. Without the restaurants we cannot weather the storm of Covid-19. We can hibernate for awhile as long as we know there will be a restaurant market to return to. If restaurants close then we close as will soo many other businesses that rely on Vermont restaurants.
Jane	Boisvert		
Nathan	Van Dusen	Brio Coffeeworks	As a local coffee roaster, we depend heavily on our locally-owned restaurant and cafe partners as venues for serving our coffee. They represent approximately 40% of our business. If this sector collapses, the effects will ripple through the entire local supply chain. The result will be better-financed national chains gobbling up local market share, selling products produced outside of the state. The share of our business represented by nationally or regionally-owned restaurant and cafe chains is 0%. This is because locally-owned restaurants and cafes understand the superior quality and service, as well as the local economic impact, that comes with partnering locally. We need to preserve this vital link in the chain or the entire local food system will suffer.
JILLIAN	ABRAHAM	Small Step Farm, LLC	
Mary Jane	Magnan	Richard J Wobby Jewelers	
Ed	Rousse	Financial Services	Eating establishments are so vital to our economy, social vibrancy, and as an employer. One restaurant affects so many people and the economic ripple is so important to the community.
Renee	Proteau	The Melted Cheesiere	
Wendy	Clark		The hospitality (food service) industry is at the heart of our state. Without further assistance by the state and federal government I am worried that many of our restaurants will have no choice but to permanently shut their doors. Not only affecting the owners personal/professional lives but also the employees that keep those businesses running and successful and the empty holes that would be left in our communities. Restaurants are always the first to donate when non profits are looking for auction items, I feel we are obligated to protect our food service industry.
Cheryl	Wild		This is Vermont, it's what we do. When we see our neighbors struggle, we are there to help them. Vermont has a tremendous growing food industry that many other places try to imitate, but there's really nothing like Vermont. We are the embodiment of Farm to Table. We cannot not afford to lose a single place that makes Vermont the special place that it is. Please don't 86 us.

			The restaurant industry is the backbone of Vermont's hospitality industry and is inextricably connected to the success of many other sectors of Vermont's economy. Restaurants buy food from farmers who then truck their products, , which supports the trucking industry, which uses gas for their vehicles, that need maintenance, repair and replacement which in turn supports the automotive industry; and revenues are generated by meals and rooms and excise taxes, and restaurants consume oil, gas, electricity, water from vendors and municipalities, pay rent, and employ people, and provide a community gathering place for people to connect socially, and spend money, and the cycle repeats, and prosperity grows. Free market economy.
Sarah	Field	Field & Field PC	
Karl	Rinker	Rinker's Communications	Restaurants are vital to the local economy as well as the tourist industry in general.
Jay	Tosi	Busy Bubble laundromat	
Clement	Vaillancourt	Spruce Mountain Granites	Allow businesses to open up again to become viable and provide jobs for those that are currently on government funded programs to transition back into the workforce. Give the public places to spend the extra money the government has sent out for the purpose of feeding people while putting people back to work.
James	Kerrigan	Jake's ONE Market	
Bob	Avonda	Avonda Air Systems Inc	We provide HVAC and Plumbing service to local restaurants and bars. It is imperative that they are able to gain funds to secure their survival. Their ability to function long term will enable me to maintain my business.
george	clain		
Heather	Alger	142 EASTERN LLC	Vermont's independent, locally owned restaurants are a vital part of our communities and essential for our economic recovery and rebuilding of our Vermont brand!
Jes	Berry	BB & C Wholesale, LLC	The restaurant industry is vital to the Vermont economy. Restaurants provide meaningful work for Vermonters and contribute significantly to the local farming and food producer sectors. This proposal is important to me because I have friends and loved ones who's livelihoods rely on opening the doors for business. Restaurants not only provide a place for people to come together, share food, drink, smiles & laughter it's a place where creativity happens. Cooking is an art, an outlet for those passionate about their work to express themselves and share it with the community. In addition, as a food producer we've been directly impacted by the decrease in sales resulting from the COVID-19 shutdown.
Jennifer	Lawrence	Lawrence Holdings LLC	We need to support our local restaurants! Without them our residents will struggle to find dining options. Many of our tenants are older and rely on take out or dine in options for themselves. Our amazing local restaurants bring so many residents and visitors to downtown Barre, we need the revenue as a city.

Michael	McNeill	Essex Resort & Spa	The length of the shutdown combined with anticipated heavy restrictions on volume when allowed to "re-open" has created a situation that makes it unlikely that we will be able to generate enough revenue to stay in business. We need substantial funds to keep in business long enough operate without restrictions and for demand to return. Without having any idea when when and how we can re-open our cancellations volume for future events rises putting additional pressure on the business as refunds of advance deposits increase. Vermont is likely to announce it's re-opening and will not have businesses able to re-open or stay open for long.
Joe	Buley	Joe's Kitchen @ Screamin' Ridge Farm	The CARES act does not take into consideration a realistic time line or restart of any kind of a hospitality business. Current predictions have the pandemic impacting day to day life for the next 12-36 months. Social distancing and safety requirements will greatly impact revenue generation and employment of staff.
Eric	Montgomery	3 Squares Cafe	The health and well being of my friends and family
Chiuho	Sampson	A Single Pebble	Even though the restaurant is still opened for take out, the revenue generated is not enough to cover all the fixed costs and increased expense (due to new guidance) to continue operating.
bill	bissonette	alsfrys	We are working hard to keep 35 employees working and have significant expenses to gear up for the eventual opening of the restaurant . Wlthin 8 weeks we have dropped 50% in sales .
Danielle	Boyce	American Flatbread Middlebury Hearth	This is important to me because it is not realistic for my business to take on a loan at this time. We entered into our shutdown period with over \$40K in debt, and then the best offer we received was another potential loan for over \$100K. Our industry has small margins as it is-- we often take a small line of credit to get through the slower months and are always able to make good on it when the busy season rolls around again. Roughly 25% of our annual sales come during the months of July and August due to Middlebury College and tourism, as well as wedding events of larger groups. Our restaurant is zoned for 150 people, and all signs point to an extended social distancing time. Our takeout business will likely amount to roughly 25-40% of the sales we are used to, and it is completely unrealistic to expect that we will need to hire back the 45 staff members we once employed, in order for the PPP to be forgiven. For that reason, the \$ sits in our bank account collecting dust. I don't see how we can expect to buy food from the vendors to whom we owe so much money, but I am working on that as well. We need a grant, not a loan. The companies with whom I work are starting to send out mild threats of bill collecting, and I have no solutions as of yet. My debt is not a result of poor business practices, it is a result of this fast moving pandemic that no one expected, and we couldn't have been more responsible in responding to it.

JODI	WHALEN	AUGUST FIRST	I endorse this, but I don't support the requirement that the funds can only be used for food and beverages that are produced in Vermont. This limits many restaurants that serve cuisine that relies on ingredients that simply can not be produced here. Our Asian, African, Middle Eastern and South/Central American restaurant owners are just as valuable as those of us who produce "American" cuisine.
			This proposal is important to me, for all of the reasons stated in it. Not just for my own family's economic stability, or for that of my staff, but for the economy of Vermont as a whole. The hospitality and tourism industry is the economic heartbeat of Vermont. We are all struggling beyond anything we ever imagined. This is a disaster, a nightmare, and one with very little security or answers. We need leadership, we need help. We hope that our restaurant can survive this disaster, but without assistance, it's going to be close to impossible.
Sarah	Morris	Basin Harbor	
David	Juenker	Blackback Pub	Our business celebrates the State of Vermont and our uniqueness as a destination for the world. Our industry sustains Vermont and we need Montpelier to recognize us in our time of need. This proposal will go a long way to ensure our safe reopening and mutually assuring Vermont's sustainable budget. You need us. Thank you.
Robert	Larabee	Central Cafe	
Bruce	Nourjian	Commodores Inn	Important to note that once you receive PPP funds, you have 8 weeks to bring back employees. Stay at home regs prevent employees to return AND more importantly, Restaurant and Hotels will not be operating at least into mid June at the earliest. The opportunity to use the PPP funds and have them forgiven is impossible. The 8 week regulation needs to be extended to the end of 2020. The additional being requested is a MAKE or BREAK for restaurants and hotels. Thank you for immediate attention...Bruce Nourjian, Owner/General Manager, COMMODORES INN, Stowe, VT...802-253-7131 35 yrs in business...!!!
Danielle	Nichols	Cork Wine Bar & Market	Under the current circumstances and potential partial opening I will be unable to keep up with my regular expenses plus payroll. Additionally we expect to incur 10-15k in inventory purchases to reopen and we certainly don't have the cash to do so.
Rich	Mcsheffrey	Cornerstone	
Michael	Allen	Cornerstone	
Lindsey	Lozier	Cornerstone pub and kitchen	
Chalie	Coughlin	Coughlin Inc	The coronavirus has hit the restaurants industry in Vermont extremely hard and if there isn't any help or assistance found in the very near future many of the restaurants won't be able to open up again. Seeing how the tourism and hospitality industry play such an important roll in the financial health of the state it would make all the sense in the world to do what ever it takes to help our fellow Vermonters stay in business. We employ a significant number of people and we need to keep those businesses healthy and we need to keep every job we can in our local communities.

JESSE	STACY	EDSON HILL	
Terence	Suskin	Finnigan's Pub	This grant would help greatly in paying for fixed costs like rent and utilities in a business climate where so many uncertainties exist.
Alex	Crothers	Higher Ground	Without additional support and resources from the State, Higher Ground won't be able to weather the long runway needed to start back up. Our business has a 4-6 month lead time in terms of performing arts booking – and is only viable financially at full capacity.
Cara	Tobin	HoneyRoad	
Doug	Paine	Hotel Vermont	
Matthew	Canning	Hotel Vermont	The hospitality industry is a cornerstone of Vermont's business and cultural identity of which we can not afford to loose. Our state's government officials need to understand the importance of moving quickly and decisively to ensure the short and long term viability of this industry,
Jacqueline	Oktay	Istanbul Kebab House LLC	
John	Mayfield	Julio's Cantina	Our industry has been devastated and without support in the form of grants tens of thousands of jobs will disappear and our towns and cities will be very different places in the future.
James	Murphy	Kingdom Taproom & Table	The restaurant industry is critical to Vermont's economic well-being and without this type of support most restaurants won't be able to open.
Valerie	Beaudet	Ladder 1 Grill	
Robert	Hutchins	Lajeunesse Interiors, Inc.	Restaurants were the first to be closed and last to be allowed to reopen. When and if they do reopen, customers will be very hesitant to go back, do to social distancing during these times. Catering events will be the very last to get back to a normal, so the PPP Loan doesn't work for this industry. They need the help or they will not be able to reopen.
Donnell	Collins	Leunigs Bistro	I'm endorsing this proposal for providing economic assistance for all the independent restaurant owners it's one of the most critical investments to bring our economy back, and the most visible step to give all Vermonters confidence that we will all come out of this together and Stronger.
			Restaurants are small businesses. But, unlike many other small businesses, our cash flow is completely dependent on current business. The bills from 45 days ago are paid with revenue earned today. If there is no revenue, those bills go unpaid. restaurants need emergency cash flow just to pay our current bills, rent, and taxes — and that's before we pay our employees, who are the front line of service in this hospitality industry and the backbone to our local economy.
Thomas	BRYANT	Maxis rmRestaurant	We need help if we are ever going to reopen.
Ana	Dan	Millbrook Hospitality	For the coming year we anticipate limited ability to return to our full capacity, coupled with higher costs of operations for assuring the higher level of sanitation necessary. These are serious financial hardships that will be difficult to weather without additional help.

Laura	Wade	Misery Loves Co.	As a small business operator and employer, our survival isn't just about sustaining our livelihoods; it's about keeping our community intact. Our small state is made up of small businesses that have a big impact on our state's wellbeing- this is a Vermont Value. By supporting Vermont's hospitality operations the State is supporting it's workers, it's citizens, and it's message that we are resilient and strong. There is too much at stake here and we ask that you consider the waves of support this will most definitely include as our businesses support our local farms, producers, growers and makers.
Mike	Perrin	Mister Z's	
Andrew	LeSturgeon	Monarch and the Milkweed	
Megan	Brady	Notte	Without help, our restaurant will not be able to reopen. Winter is our slowest time of year, and we survive month-to-month. We only survive when business continues to come through the door. This year, on March 16 it stopped coming through the door. We had thousands and thousands of dollars worth of bills (which are Net 30), insurance payments, rent and mortgage payments and Rooms & Meals taxes due (now due on July 15) when our business was mandated to close. We have no income with which to pay these bills. Reopening will be impossible without relief funding, and we will personally be in debt - and could lose our home. Our restaurant is part of the fabric of the Middlebury community, and our town - like others throughout the State - need small businesses to employ residents, contribute to charitable organizations, and attract visitors. It's not just our business that needs help, but the make-up of our State overall. Please help.
Kevin	Harper	Parkside Cafe	Our landlord wants his rent, our bank wants their loan payments and our vendors want to get paid for the supplies they have sent us to make food for our guests. How can I pay these expenses if we are not allowed to open our doors to the public? We need help to stay alive and work our way through this pandemic.
Trevor	Sullivan	Pingala Cafe	
Leslie	McCrorey Wells	Pizzeria Verita, Trattoria Delia	Prior to COVID-19 closures, we were realizing our strongest sales in our restaurant's history. The necessary closures wiped out our gains and made us question the viability of reopening. The PPP Loan is problematic in our industry and could have disastrous effects on our businesses if not handled properly. The thought of adding a loan to our burdens with so much uncertainty around future sales, staff safety and consumer behavior doesn't make sense. We need the opportunity to open properly and safely so we can instill confidence in our customers, contribute to our community and put our staff back to work. This grant would give us the footing to get our businesses on track in a way that we control.

			How will restaurants navigate the next 12-18 months and balance profits with public health? It has been very difficult for me and business partners to imagine. When we think about our newly renovated coffeehouse and bar, we think: "Not yet, not now. Not this year? Not ever?" The fact is: traffic would be too slow to justify the time and attention required to maintain a 4,000 square foot community center. We can't re-open while projecting a year of losses. But we can't close, we just got started! Either prospect is insanely daunting.
Jaquelyn	Rieke	Rabble-Rouser	
			With the approx. \$50,000 that Rabble-Rouser would be granted through phase 1, for example, our jumping-off point to re-opening would be a less terrifying prospect than it is now. It would only just barely get us out of the starting block, covering 2 weeks of inventory costs, 1.5 weeks of payroll, and 3 months of overhead. Then, although we'd have to make a lot of progress toward profitability, and FAST!... at least we'd be off and running. And in the food and beverage industry, we're used to running.
			The \$600,000 of foodservice revenues generated at Rabble-Rouser are on hold, with no comfortable plan to resume before there is a COVID-19 vaccine, and that is not likely to be less than a year. We don't know how to get from here to there, but this program would be bring a shred of hope in conceiving of how we could ever re-open at all.
			I appreciate the multitude of decisions and priorities you are balancing. It must be stressful, and I look forward to serving you cocktail again soon!
Lee	Anderson	Radio Bean	
Tyler	Stratton	Stone's Throw Pizza	
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David	Melincoff	Sweetwaters American Bistro	Sweetwaters is a cornerstone of the Burlington downtown scene. Open since 1981, our restaurant represents the VT experience- leisurely strolls down the marketplace, glimpses of the lake and mountains, outdoor dining, historical architecture, our 30 year history of the feeding those in need each Thanksgiving and the daily serving of local food and beverage. Our business is in jeopardy. The realities of losing Easter, Mother's Day, graduations, marathon weekend, Jazz festival and the Fourth of July will have a dramatic impact on our bottom line. Money is made in the summer to carry us through the winter months. Start up inventory costs, retraining our staff of 100+ employees, and retrofitting to accommodate a new way of business, coupled with operating at less than 100% capacity, will add further financial hardships. We are determine to see things through to the other side but if our business, and those businesses like ours, are valued we will need some financial help. If we don't want to lose the Vermont experience and face a shuttered down town that will ultimately have a much higher long-term financial impact, the collective effort and support of grant dollars such as this proposal is essential.
matthew	corrente	The Arcadian	
Mark	Frier	The Bench	
eben	hill	The Drake	Vermont restaurants spend a lot of money in their own community, local beer, meat, cheese, carrots etc.

Steve	Atkins	The Kitchen Table Bistro	Restaurants are a true version of "trickle down economics". Especially for restaurants who work hard to buy from and support our local community, support for restaurants is support for the community directly through our purchasing from farmers, brewers, distillers, bakers, artists, etc. A vibrant restaurant community means a vibrant Vermont.
Mark	Frier	The Reservoir	
Sarina	Gulisano	The Sweet Spot	We are continuing to adjust our business to fit the needs of our community. This takes quite a bit of effort. Any type of relief to ensure we will be able to continue to serve people, employ people, and keep this hub of our valley alive would be greatly appreciated.
Stacy	Capurso	The Windsor Station Restaurant and Barroom	Restaurants that have been closed down and plan to re-open will require funding to do so. It is essentially starting all over again with a new set of rules. All shut-down restaurants will need money for opening inventory, new sanitation stations, training employees on the new health guidelines, and general work that needs to be done to comply with running a post pandemic business. All of this needs to be done before we can open the kitchen and start generating revenue.
Mark	Frier	Tres Amigos/Rusty Nail	
Holmes	Jacobs	Two Brothers Tavern	With razor thin profit margins, the restaurant industry is sadly not built to sustain long interruptions of business. And with EIDL money held up after being sucked up by corporate chain restaurants and the PPP payback terms impossible to meet, we need all of the assistance we can possibly get in order to keep what was once a vibrant Vermont restaurant industry, alive. We alone, have 45 employees who are depending on your help. Thank you for your consideration.
Adeline	Druart	Vermont Creamery	Vermont Restaurants are key partners and customers supporting local food makers and farmers such as Vermont Creamery. They are vital to the state economy, a key employer, VT culinary tourism creator, and the viral link to our local food ecosystem.
Kevin	Lasko	Vermont Farms Catering/ The Backroom/ The Original General Store	
Elise	Pecor	Vermont Pub & Brewery	This is a comprehensive package that will help to ensure the survival of the Vermont restaurant industry as we know it. The Vermont restaurant industry is a vital part of the economy, and we are in dire need of state and federal assistance, as the current federal relief packages, specifically the PPP, are not designed for the restaurant sector.
Jacqueline	Oktay	Vural Oktay INC dba Tuckerbox	
Sarah	Johnson	Waterworks Food + Drink	

David	Mcinnis	Wicked awesome bbq	The restaurant business is a labor of love...we have worked hard to build a successful business..just to watch it be shut down through no fault of our own....crazy as it may seem we are willing to put the work back into to bring it back and to rehire ALL OF OUR EMPLOYEES...but we need help...we have bills adding up with no way to pay them...we need help...
Dan	Phelan	Windjammer Hospitality Group	This grant would be paramount in enabling our business to even have a chance of continuing to keep our doors open.
Andrea	Wasson		
Herve	Mahe		Having the PPP loan will not really be working for restaurant since we have no visibility as to when we will reopen. the 75% needed to be spent on payroll is too high of a limit and the calculation seems to be very complicated at first sight especially since nobody seem to be able to provide a definitive answer.
Jean	Dysinger	Sneakers Bistro	
Owen	Daniel-McCarter	Babes Bar Inc.	We are a local pub in Bethel VT owned by myself and my spouse (we are both LGBTQ-identified). In 2017, he and I completely switched careers by buying the town's old train depot (built in 1850 and always needing more repair) and moving to Vermont from Chicago IL to be part of the younger generations of folks chasing to move to (or stay in) Vermont. We poured our physical energy, love, and personal savings into bar renovations needed to become healthcode compliant. Since opening June 15, 2018, business has been terrific and we've been surprisingly well received by the local community. We were featured in the Seven Days newspaper and in its annual "Seven Nights" magazine, have hosted birthday parties, retirement parties, memorial services, showers, and fundraisers for local charities. As owners and curators of the culture of our bar, we prioritize people who don't often have comfortable spaces to convene - queer people, women, people of color - and design our programming, offerings, and events to reflect those values. After a year of my just spouse and I working at the bar, collecting no salary, and reinvesting cash tips we'd receive, we were able to hire and train two incredible staff members who both grew up in the area. Since our business is not yet two years old, we are faced with start-up debt, increased insurance premiums, ongoing utilities and maintenance needs, and a very uncertain future. Without our large events, we will not make our bottom line. At the same time, we also believe in (and want to do everything we can to support) flattening the curve of COVID19 and keeping our customers and staff as safe as possible.
Justin	Heilenbach	Citizen Cider	As a restaurant owner and craft beverage supplier, Citizen Cider has experienced substantial losses due to Covid 19. We are endorsing this proposal because it speaks both to our current dilemma and perhaps more importantly the clear reality that re-opening will be a phased process over many months, during which the industry will continue to need financial support and regulatory reform to serve as a runway towards returning to business as usual.

Scott	Kerner	Carrier Roasting Company	Carrier breathes with the cafes/ people we serve. We have two cafes that just recently opened with very limited curbside service. To get back to full strength, we need not just Federal assistance, but State level help as well.
Marnie	Long	The Great Northern	Restaurants are vital to the economic fabric of Vermont. Our restaurant has always been rooted with strong ties to our local agricultural suppliers. The VT Hospitality State Grant will enable our restaurant to continue to operate and innovate through these uncertain times, thus continuing to strengthen our local supply chain and Vermont's economy as a whole. We endorse this grant proposal not only because we believe in the importance of continuing to support the Vermont agricultural system but also because many employees that fuel the hospitality industry are affected by the potential long term closures of hospitality establishments. The need for support as our establishments must re-design and innovate is crucial to our communities, and the vulnerability we face as the tourism industry has temporarily come to a halt as well as the loss we have endured as the stay home restrictions effect our day to day operations significantly.
John	Patterson	The Inn At Shelburne Farms	
Martha	Leszko	Retired	I feel all of the industries above have worked so hard before the shut down happened. They work hard to give us great food and service.
Dan Brown		Jessica's at Swift House Inn (Swift Hospitality)	Already maxed my line of credit of \$100K, have a PPP loan which I can not use due to closure
Holly	Machanic	Flavor Plate	Our website platform is dedicated to the restaurant industry—specifically small, independent restaurants. Our clients and their employees have been some of hardest hit during the pandemic. Most are doing whatever they can to stay afloat for now, but they will need help to navigate the uncertainty ahead and remain a viable part of our economy. I think our VT legislators can help by passing the Hospitality Grant.
Bob	Nelson	Nelson Ace Hardware	Our downtown's will be devastated if restaurants cannot reopen. They are part of our cultural hubs, where we meet to discuss and process or day, have a drink to unwind and break bread with our friends and families. Please do anything possible to help the food industry!
Desiree	Treon - Mears	Posh Salon & Spa	Cornerstone was the start to our community comeback. They provide our small town with much more than just good
			Food and company. As a business owner I fully endorses this grant and hope to see our restaurants get the help they deserve.
Mark	Foley	Foley Services	The restaurant industry in many ways is the lifeblood of our local communities and economies. Downtown vibrancy is not possible without these important businesses.
Maurice	Paquette	Papa Franks Italian Restaurant	Will be more apt to rehire more employees back without the fear of several limited rules
Barbara	Goulette	RCS	Restaurants are a source of entertainment, business meetings, and family and friends gatherings.
MARTHA	SANBORN	Select	

Lori	Lacroix	Sidewalk Village, LLC	We have been struggling in downtown Barre, like most downtowns. Lately I was seeing a lot of positive changes and now this. Restaurants are our community!
Mark	Browning	Stone & Browning Property Management	This is crucial to our economy, I am very concerned about how/if many restaurants will rebound after COVID.
Brandon	Fowler		Aside from the obvious economic impact these business provide, its the community that they endorse that a price cannot be placed upon
			Need to bring back these local restaurants! They need help right now!
bill	bissonette	als french frys	
Jason	Zuliani	Dedalus	
Laura	O'Connell	The Windjammer Hospitality Group	We employed close to 160 vermonters up until March 18th when we closed our doors due to COVID-19. We have 21 on the payroll right now and have been serving curbside pick-up for the past few weeks. We are losing money by doing this but we are trying to stay in the minds of our community and connect with our loyal customers. We cannot keep operating this way much longer. We need support so that we can come through this and try to build our business again. It will not be easy and it may not even be possible.
FM	Munoz	On the Fly	Hospitality businesses are a cornerstone of our economy and communities. They are critical to the vitality of our food system, provide meaningful employment to countless Vermonters and bring us acclaim and recognition from beyond our borders. Their suffering ripples throughout our communities and if we let them fail, the failure is ours collectively.
Karen	Wisehart	Windjammer	Our restaurants need help in order to survive. It will take months if not years for our industry to recover. We are an important piece of the fabric that makes Vermont so unique. Independently owned and operated small businesses that give back to our communities. We need help, please don't forget about us.
Ali	Amrani	Little Morocco Cafe	Simply because without direct and meaningful financial support, I will be forced to lose my only source of income!
Kim	Prins	Seesaw's	
Douglas	Doenges	Soup n Greens Restaurant	
Brian	PARKER	Smolder Mist Pub	
Dani	Casey	Foam Brewers & Deep City	
Steve	Atkins	The Kitchen Table Bistro	
Patty and Doug	Doenges	Soup N Greens Restaraunt	We have been in business for 35 years.Two months of closure and no cash flow has been devastating.
			The PPP loan will be of no help as we have not
			Been allowed to open yet. We have Only 6 weeks to use it for payroll. We have fixed Monthly bills .We cannot afford to bring people back when we are not open! Please save our locally owned family restaurants!
Matthew	Wisell	Hatch 31 LLC	

Mao	Hartwell	Kei Asian Cuisine LLC	You shut us down, we need help.
Mark	Joyce	Foley Services	The great restaurants of VT are vital to our identity, our economy, our rural way of life and our collective well being...and they are filled with creative, hard working people who bring together all VT'ers! Please help them get through this!
Susan	LeClair	Santini Catering by chef Susan LeClair	It has taken well over a decade for VT to have created a farm to table, local product industry and we can not allow for this to be destroyed!