



## 2020 Small Business Relief Grants

Through the Community Revitalization Office's resources, a grant opportunity was offered to **immediately address the needs of local, small, independently owned businesses** within Virginia Main Street designated community districts facing challenges due to the COVID-19 pandemic.

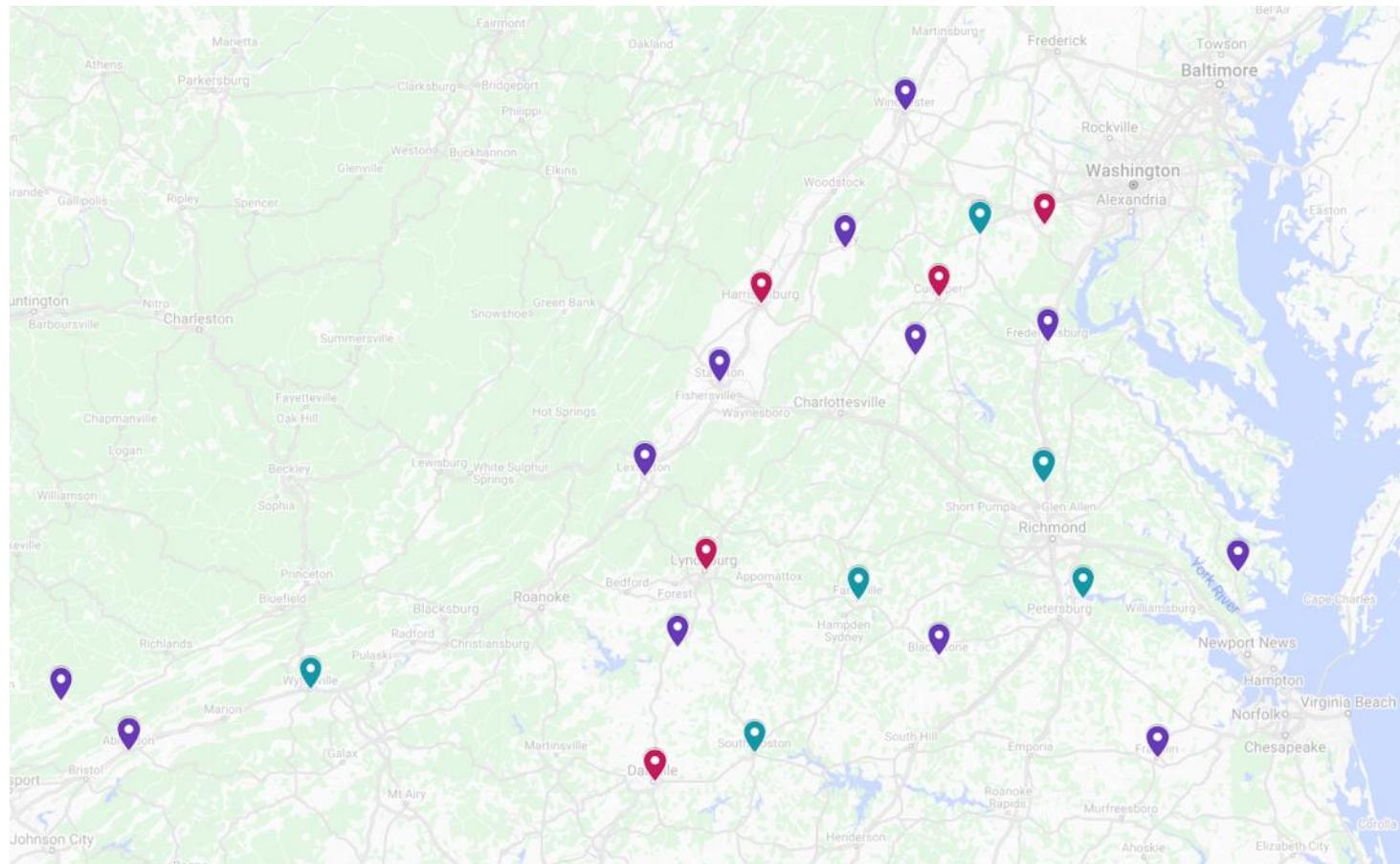
Grants were meant to aid in the immediate financial needs of district businesses.



# 2020 Small Business Relief Grants

In April 2020 **23 grants were awarded totaling \$310,000**

- 📍 Abingdon
- 📍 Altavista
- 📍 Ashland
- 📍 Blackstone
- 📍 Culpeper
- 📍 Danville
- 📍 Farmville
- 📍 Franklin
- 📍 Fredericksburg
- 📍 Gloucester
- 📍 Harrisonburg
- 📍 Hopewell
- 📍 Lexington
- 📍 Luray
- 📍 Lynchburg
- 📍 Manassas
- 📍 Orange
- 📍 Saint Paul
- 📍 South Boston
- 📍 Staunton
- 📍 Warrenton
- 📍 Winchester
- 📍 Wytheville



Grants ranged from  
\$10,000 - \$20,000

- ">\$10,000
- ">\$15,000
- ">\$20,000

# 2020 Small Business Relief Grants

Of the 23 grants awarded, 21 have distributed their funds and provided us with reporting. The funding resulted in:

**349**

SMALL BUSINESS  
GRANTS DISTRIBUTED

**12**

LOANS DISTRIBUTED

**90**

BUSINESS TECHNICAL  
ASSISTANCE GIVEN

**17**

TRAININGS HELD



# 2020 Small Business Relief Grants



901

JOBS RETAINED

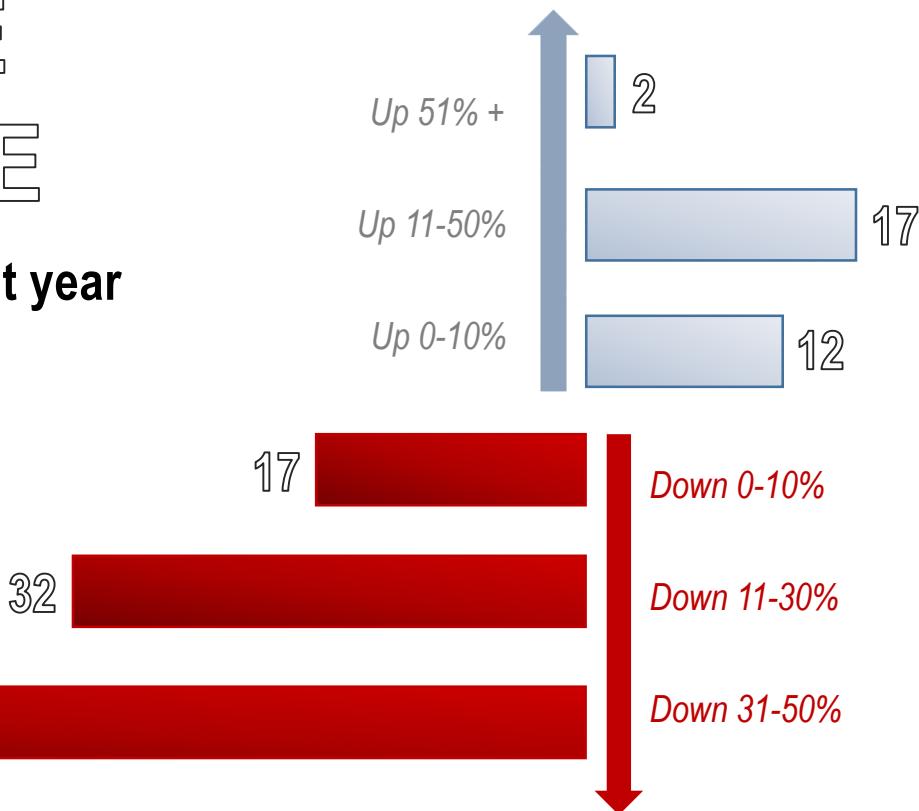
343

BUSINESSES RETAINED



# 2020 Small Business Relief Grants

businesses reporting  
% CHANGE  
IN REVENUE  
compared to same quarter last year



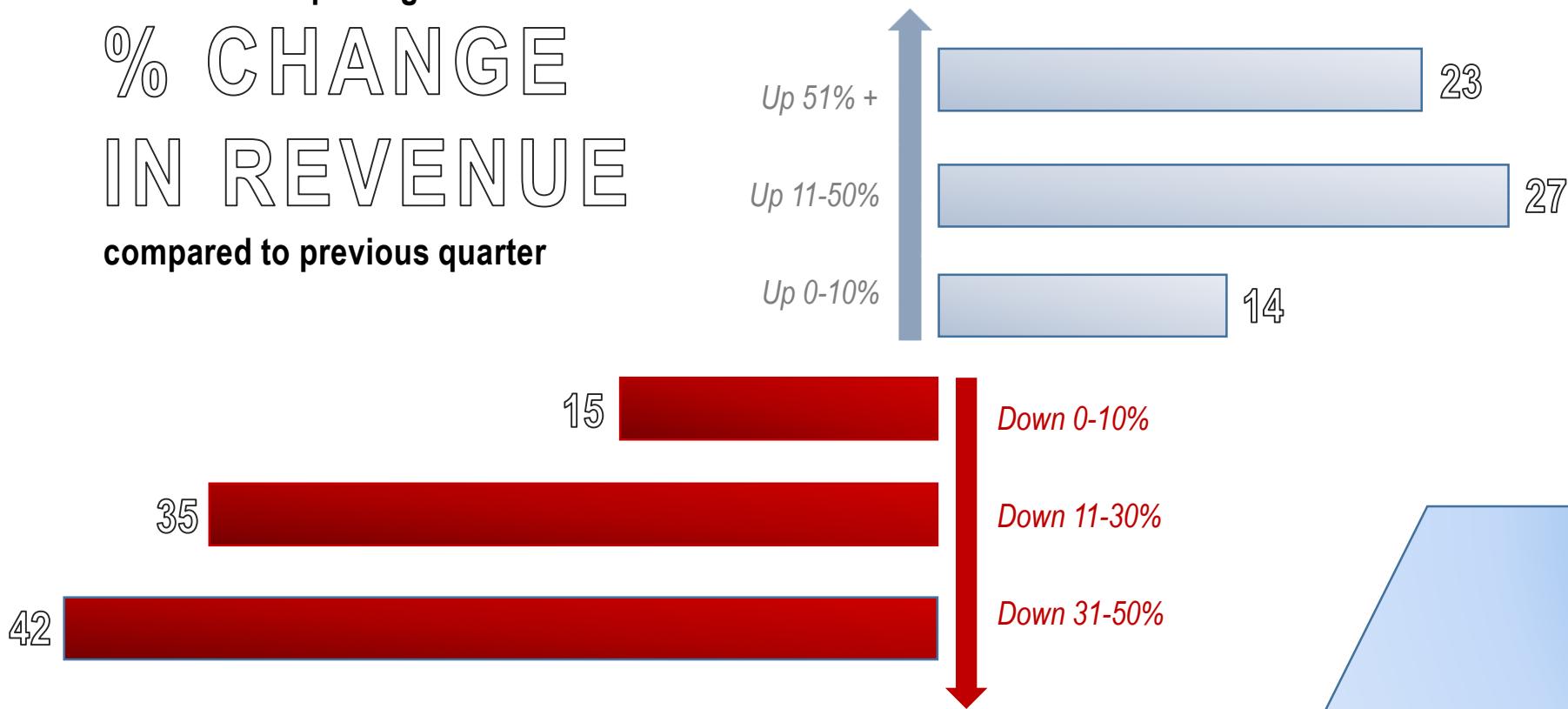
**80% are down in revenue this year compared to last, with the majority experiencing significant hits to their revenue**

# 2020 Small Business Relief Grants

businesses reporting

## % CHANGE IN REVENUE

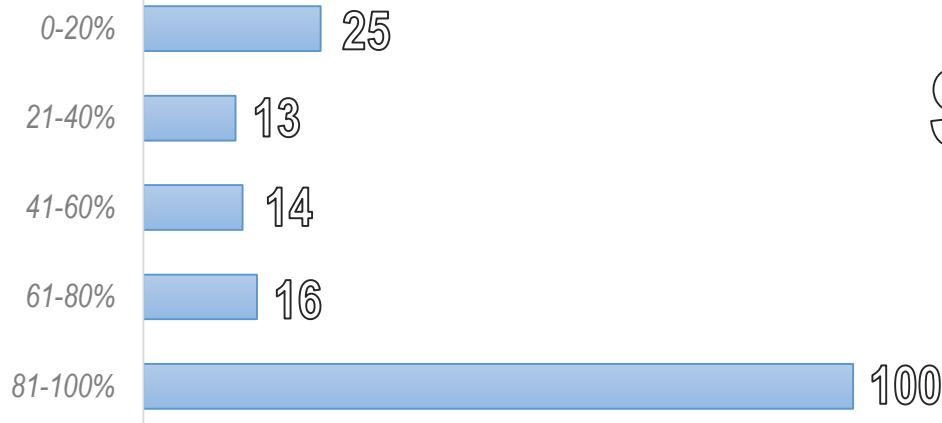
compared to previous quarter



*Of the businesses reporting, 41% saw an increase in revenue this quarter over last, while 59% experienced a decrease*

# 2020 Small Business Relief Grants

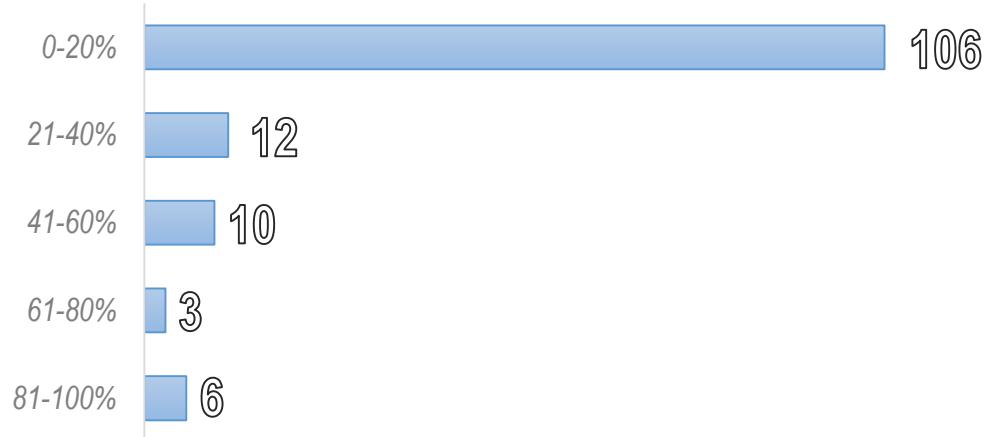
Businesses reporting percentage of revenue/sales  
onsite (in-store or takeaway) this quarter



## % ONSITE SALES

*Of the businesses reporting,  
the vast majority of their sales  
are still happening onsite*

Businesses reporting percentage of revenue/sales  
offsite (delivery or shipped) this quarter



## % OFFSITE SALES

All 28 businesses assisted by our SOS grant program coupled with support programs from our community partners remains in business and a large portion of them are on the path to growth.

- FRANKLIN

Out of the 8 loans given out, we have had 3 already completely pay it back. One business stated that because of this loan alone, it allowed them to keep their doors open and serving the community.

- WYTHEVILLE

The grants have contributed to these 5 businesses staying afloat. Revenue is at an all time low for nearly every business. Every bit of capital helps to keep the lights on at this point to weather the storm.

- HARRISONBURG

The \$500 helped most of them pay their rent or utilities or both, because expenses in Altavista are low. They report that it helped them keep going until they were able to open again.

- ALTAVISTA

One of the businesses that received the grant is a meal planning business that allows patrons to order meals a week in advance. This business model has flourished during the time of COVID-19 and the grant funds allowed the business owner to market her business beyond her usual customer base of downtown residents.

- WINCHESTER