

Queen Street Business Corridor Grant Program Implementation & Outcomes Summary

At the end of March 2022, the Queen Street Business Corridor Grant Program was finalized with 21 community-serving businesses receiving \$5,000 grants to support their ongoing recovery and long-term resiliency. This initiative is one part of a larger effort by the Alexandria Economic Development Partnership (AEDP), Department of Planning & Zoning (P&Z), and other community partners to engage and support business owners in the Queen Street Business Corridor (defined as North Columbus Street to N. West Street (East to West) and Cameron Street to Oronoco Street (South to North)). This one-time grant program is the result of City Council's decision to appropriate special funds from the Braddock Community Amenities Fund that were set aside for the preservation and expansion of community-serving businesses as called for in the Braddock Metro Neighborhood Plan Area.

Over the past year, AEDP and P&Z staff partnered with the Social Responsibility Group (SRG) to engage business owners within the Queen Street Business Corridor. Through this process, we learned that many businesses within this corridor were impacted by and are still experiencing the effects of the COVID-19 economic downturn. Once funding was identified, AEDP staff worked with our partners to develop the Queen Street Business Corridor (QSBC) Grant Program.

Prior to the application period last fall, we worked with our partners to conduct focused outreach efforts, that included neighborhood canvassing, social media posts, and meeting with the Braddock Implementation Advisory Group, among other tactics. These efforts resulted in 24 applications out of a population of approximately 35 businesses. Ultimately, AEDP awarded 21 grants (of the 3 grants that were not finalized- 1 applicant was a duplicate, 1 was from outside the QSBC, and 1 awardee declined the grant).

A full list of the 21 grant awardees is available on AEDP's [website](#). A preliminary analysis of the 21 grant recipients revealed that:

- 67% of business owners identify as a minority with 38% identifying as Black or African American
- 71% of business owners are women
- 43% of businesses identify as Personal Services (i.e., barbershops, salons, gyms, etc.)
- 3 childcare facilities received grants
- In total, the QSBC grantees employ 147 workers

Administering grant programs requires significant staff time and costs which is why AEDP is extremely grateful for the assistance provided by P&Z, the City's Finance Department, and the Alexandria Health Department. We are also excited that we strengthened our relationship with the SRG which helped AEDP extend our reach into parts of the business community that have not historically engaged with AEDP or city departments. To build on this effort, we will continue to work with the SRG and the Alexandria Small Business Development Center (ASBDC) to ensure that grantees and small business throughout the city know about and can take advantage of existing and future programs that support small businesses.