



# PIVOT

FAIRFAX COUNTY RECOVERY GRANT PROGRAM

[www.fairfaxcounty.gov/economic-initiatives/pivot](http://www.fairfaxcounty.gov/economic-initiatives/pivot)

# \$16,836,300

Total Grant Funds Awarded

# 1016

Total Grants Awarded

# -40%

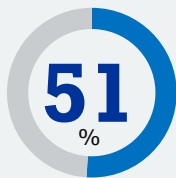
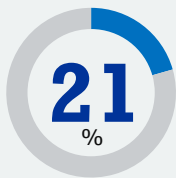
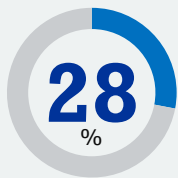
Average Revenue Loss per Business

## AWARDS BY CATEGORY

Lodging & Arts

Food

Retail



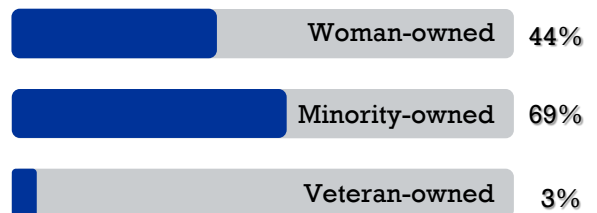
## AWARD AMOUNTS

Arts	\$330,000
Retail	\$8,664,000
Lodging	\$4,294,800
Food Service	\$3,547,500

## DEMOGRAPHICS

# 78%

Awards to Woman-, Minority-, and/or Veteran-owned Businesses





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## FAIRFAX COUNTY RECOVERY GRANT PROGRAM

[www.fairfaxcounty.gov/economic-success/fairfaxrise](http://www.fairfaxcounty.gov/economic-success/fairfaxrise)

The PIVOT Grant Program was approved by the Fairfax County Board of Supervisors in June 2021 and possible due to the teamwork of more than 75 individuals. Over 50 County staff and 16 employees from the Latino Economic Development Corporation (LEDC) were instrumental to delivering this service. They are noted below with tremendous appreciation for the work they did on behalf of Fairfax County businesses and nonprofits.

### **Clerk Services**

Cristin Farwell

### **BOS Offices**

Joe Mondoro – Providence  
Frank Anderson – Braddock

### **Chief Executive Office**

Cristina Jackson

### **Department of Economic Initiatives**

Ingrid Abernathy, Theresa Benincasa, Jamie Gaucher, Meaghan Kiefer, Wendy Lemieux, Rebecca Moudry, Scott Sizer

### **Office of the County Attorney**

Patty McCay, Erin Ward

### **Department of Finance**

Nashwa Abualsaad, Asiya Akhtar, Tanya Burrell, Jonathan Twaddell

### **Health Department**

Pieter Sheehan, Adrian Joye, Zackery Salisbury

### **Department of Information Technology**

James Callahan, Lindsey Culin, Sandra Woiak, Stephannie Calderon Yanez

### **Department of Management and Budget**

Katie Horstman

### **Neighborhood and Community Services**

Sarah Allen, Jesse Ellis, Lloyd Tucker, Sarah White

### **Department of Planning and Development**

Laura Arseneau, Denice Dressel

### **Department of Procurement & Material Management**

Andrew Janos, Doug Kissick, Cathy Muse, Lee Ann Pender, Ron Shoram, Mikko Von Kutzleben

### **Office of Public Affairs**

Jeremy Lasich, Greg Licamele, Mike Smuland, Brian Worthy

### **Department of Tax Administration**

Harjeet Pawar, Jay Doshi, Young Tarry, Juan Rengel

### **Fairfax County Economic Development Authority**

Barbara Cohen, Alan Fogg, Donna Hurwitt, Alex Iams, Karen Smaw

### **Visit Fairfax - Barry Biggar**

**Arts Fairfax - Linda Sullivan, Lisa Mariam**

**SBDC – Timm Johnson**

**Community Business Partnership – Mark Scarano**

**Town of Herndon - Dennis Holste**

**Town of Vienna - Natalie Monkou**

**Town of Clifton - Steve Effros**

**Virginia Restaurant, Lodging & Travel Association - Eric Terry**

### **Latino Economic Development Center (LEDC)**

Emi Reyes, Laura Bentley, Helen (Ellie) Owen, Jorge (Carlos) Brown, Carlos Camero, Arlyn Cortorreal, Manuel Cude-Pacheco, Sofia Ramirez Luque, Gerardo Hernandez, Rene Llanes, Ana Isis Salmeron, Sonia Castro-Maya, Eldy Pamela Adkins, Eduwidges Arcniega, Marjorie Nemes Janmarie Pena