



THE DREXEL BROOK

CORPORATE EVENTS • WEDDINGS • RESTAURANT • HOTEL

Senate Majority Policy Hearing

Talking Points by:

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How Closures have affected Pennsylvania Caterers

First and foremost, **Financial**, vast majority lost over 80% of their revenue, some 100%.

My Business Revenue:

2019: 5.9 million dollars

2020 March – December: 557,000.00

Revenue Loss actual: 5.3 million dollars or **94% loss**

Caterers/Venues plan events months to years ahead of time, lack of a clear plan by the current administration continues to impede our ability to re-open.

Employees: Your fellow Pennsylvanians lost their jobs, careers, passion and have been left to fend for themselves. Federal programs help in the beginning but hurt now.

Owners: Many of your fellow Pennsylvanians lost their dream, their livelihoods, and their retirement to attempt to stay in business with ZERO help from the Commonwealth.

Navigating the PPP loan process, EIDL credits, Grants vs. loans is challenging at best for smaller PA Catering Companies

Psychological: Fear of the unknown. Many of our workers have left the industry for fear of being closed at any moment. Your fellow Pennsylvanians want job security and the ability to earn their own wages.

Communication: the current administration has chosen not to engage your fellow Pennsylvanian though leaders, the ones who actually Cater for a living. Press conferences are sporadic, unannounced, provided on short notice or incomplete such as the most recent April 1st update to mitigation.

We are unable to provide any information to our clients (wedding, corporate, fundraisers) as to when we can operate at 100% capacity.

Unintended Consequences/No Solutions: The trickle-down effect is massive, when caterers do not work at 30 other industries, their owners and employees suffer including PA Agriculture/Farmers, Dairy, Distilleries, Breweries, Wineries and all other food/PLCB suppliers. DJ's, Bands, Planners, Bakeries, Dresses, Photographers, Video, Planners etc.

The Result: More timely, effective and continuous financial support from Local, State and Federal sources in the form of grants, not loans will be the only way to save our industry until 100% reopening is achieved.

