

A modern public restroom with a long vanity, mirror, and stalls. The vanity has four sinks and a large mirror above it. The walls are dark green with a grid pattern. The floor is dark grey with a speckled pattern. The stalls have wood-grain doors. A urinal is visible on the wall. The lighting is recessed in the ceiling.

# ARP Funding for Public Restrooms in Restaurants

**SLOAN**<sup>®</sup>

# Presenters



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# Agenda

## This presentation will cover:

- Why use stimulus funding for public restrooms, and why Sloan?
- What restaurant programs exist today, and what qualifies for funding?
- Additional resources
- What do I do next?
- Summary and Q&A

What we will not cover today – PPP and other non-facility related programs



European style “gender inclusive” restroom with a [Tooshlights Restroom Traffic Management System](#) and a [Sloan AER-DEC](#) integrated sink.

# Disclaimer

1. This presentation is an educational overview, not an authoritative reference
2. Use the links we provide to access official guidance from the [US Centers for Disease Control](#), the [US Small Business Administration](#), and the [National Restaurant Association](#)
3. Information is continuously being updated. Some links may not yet include the latest guidance or rounds of funding





# Acronyms in this Presentation

- RRF - Restaurant Revitalization Fund
- RRF<sup>2</sup>G – Restaurant Revitalization Fund Grant
- ARP – American Rescue Plan
- SBA – U.S. Small Business Administration
- NRA – National Restaurant Association
- SVO – Shuttered Venue Operators Grant
- PPP – Paycheck Protection Program



A woman with brown hair, wearing a light blue button-down shirt, is in the foreground, looking distressed with her hands raised in a gesture of exasperation or pleading. She is in a public restroom. In the background, there is a white toilet with a black seat and lid. The floor is tiled and covered with several pieces of crumpled white toilet paper. A metal grab bar is visible on the wall behind the toilet.

# Why use stimulus funding for restaurants to upgrade public restrooms?





[Link to CDC](#)



National Collaborating Centre  
for Environmental Health  
Centre de collaboration nationale  
en santé environnementale

[Link to NCCEH](#)



[Link to PDF](#)

# Maintaining healthy environments and operations are key...

US Centers for Disease Control

## Transmission opportunities are fewer when “touchless” sensor-operated amenities, such as sinks, soap and paper towel dispensers, are provided.

National Collaborating Centre for Environmental Health (Canada)

# Intervention Examples by Protection Target – Built Environment Touchless fixtures (e.g., faucets, trash cans) and self-cleaning restrooms

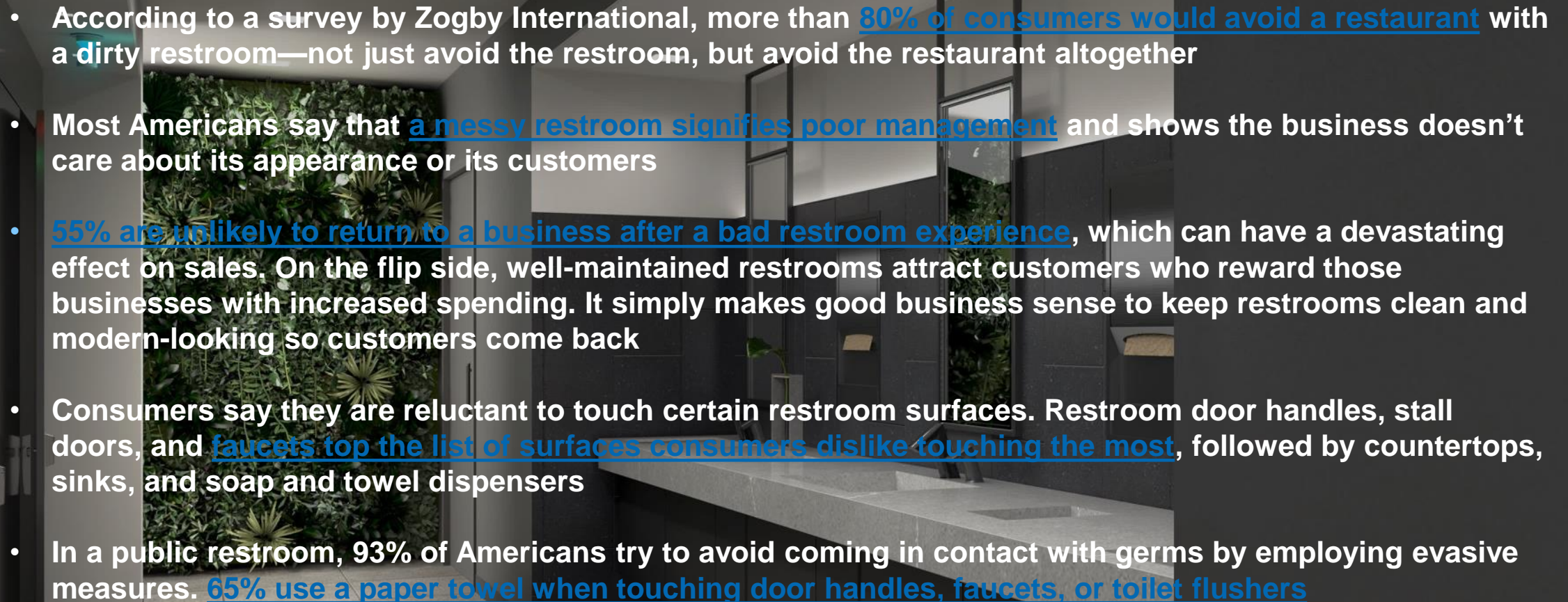
US Department of Homeland Security, Science & Technology

Non-medical Interventions: A Desk Reference to Help Planners Recover From Covid-19 and Prepare for Future Outbreaks and Pandemics



- Consumers were asked where they were **MOST** concerned about people not washing their hands:
  - [40% said restaurants](#)
  - 35% identified hospitals, clinics, and doctors' or dentists' offices
  - 15% answered schools
  - 8% said airports



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- According to a survey by Zogby International, more than 80% of consumers would avoid a restaurant with a **dirty restroom**—not just avoid the restroom, but avoid the restaurant altogether
  - Most Americans say that a messy restroom signifies poor management and shows the business doesn't care about its appearance or its customers
  - 55% are unlikely to return to a business after a bad restroom experience, which can have a devastating effect on sales. On the flip side, well-maintained restrooms attract customers who reward those businesses with increased spending. It simply makes good business sense to keep restrooms clean and modern-looking so customers come back
  - Consumers say they are reluctant to touch certain restroom surfaces. Restroom door handles, stall doors, and faucets top the list of surfaces consumers dislike touching the most, followed by countertops, sinks, and soap and towel dispensers
  - In a public restroom, 93% of Americans try to avoid coming in contact with germs by employing evasive measures. 65% use a paper towel when touching door handles, faucets, or toilet flushers

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- Over half of Americans surveyed — 52% to be exact — said that they would “definitely” or “probably” [spend more money at businesses with well-maintained restrooms](#)
  - 64% of those surveyed said they actively consider bathroom cleanliness when [choosing which businesses to go to](#)
  - Consumers have suggestions for ways to improve the situation. Key enhancements they would like to see in public restrooms include more frequent cleaning, [access to all touchless fixtures](#), regular stocking of materials, and lots of paper towels—even if dryers are available



# Why focus on touch-free public restrooms?



**“It’s a facility manager’s worst nightmare – hearing that your restroom is linked to an outbreak of COVID-19.”**

[Link to Facility Executive Magazine Article](#)  
[Link to Chunichi Shimbun Tokyo News Article](#)  
[Link to Nikkei – Nihon Keizai Shimbun Article](#)



# Why Sloan?

**Leader in the global market for smart restroom solutions focused on health, wellness, and sustainability.**

- The world's largest installed base
- The go-to source for hygienic hands-free restroom products
- Sloan invented flushometers in 1906 and sensor faucets in 1974
- Most frequently specified commercial restroom equipment
- Conversion rather than complete replacement – chances are it's already Sloan

A modern bathroom with a double vanity, mirror, and two urinals. The vanity has a white countertop with gold faucets and a large mirror above it. The urinals are white with gold flushers. The floor is dark grey tile.

**What programs exist today,  
and what qualifies for  
funding?**

# Restaurant Revitalization Fund Grants (RRFG) administered by the U.S. Small Business Administration



## FACILITIES

Eligible Entities shown on Slides 17 & 18



## AMOUNTS

- **Minimum per Grantee:** \$1k
- **Maximum per Location:** \$5 million
- **Maximum per Entity:** \$10 million



## AVAILABILITY

- **Application Period:** TBD
- **Access Period:** TBD
- **Coverage Period:** Retroactive from 2-15-2020 To 12-31-2021

[Link to Sloan RRFG White Paper](#)

[Link to NRA FAQs for Restaurant Revitalization Grants](#)

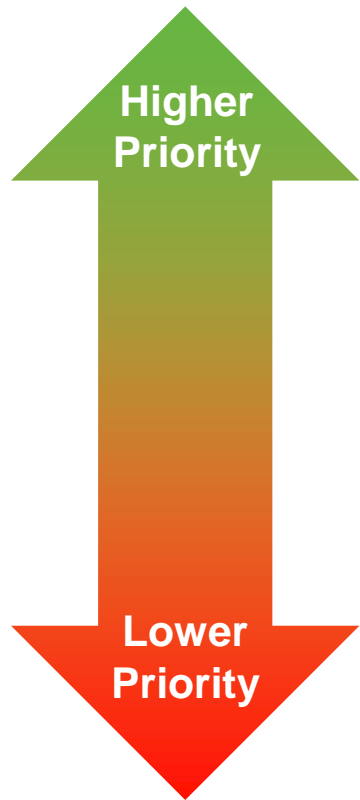




# Who gets Restaurant Revitalization Funding priority?

Image courtesy of Todd Marti

# Restaurant Revitalization Fund Grants – RRFSG Applicant Priority



ELIGIBLE CLASSES	AMOUNT RESERVED	PRIORITIZATION AVAILABILITY
Owned and operated or controlled by women, veterans, or socially and economically disadvantaged individuals <b>AND</b> \$500,000 or less in 2019 gross receipts	\$5 Billion	First 21 Days of Grant Applications
\$500,000 or less in 2019 gross receipts		After 21 Days
All others, in classes yet to be declared by the SBA	\$23.6 Billion	After 21 Days



# Disqualified Entities

Source: National Restaurant Association

Entity is a publicly traded corporation or is majority owned and controlled by a publicly traded corporation

Entity owns or operates (together with any affiliated business) more than 20 locations, regardless of whether those locations do business under the same or multiple names

Entity does not have a place of business located in the U.S., does not operate primarily within the U.S., and does not make a significant contribution to the U.S. economy through payment of taxes or use of American products, materials or labor

Entity has received a Shuttered Venues Operations Grant (SVOG) or has a pending SVOG application

Permanently closed

Filed for bankruptcy under Chapter 7 or is liquidating under Chapter 11

State- or local government-owned or operated business

Filed for bankruptcy under Chapter 11, 12, or 13 but does not have an approved plan for reorganization.



# Eligible Entities

Entities that own a place of business where the public or patrons assemble for the primary purpose of being served food or drink, including:



**Restaurant, Food Stand, Food Truck, Food Cart**



**Snack and Nonalcoholic Beverage Bar**



**Caterer**



**Bar, Lounge, Saloon, Tavern**

# “Limited Eligibility” Entities

Entities that own a place of business where the public or patrons assemble for the primary purpose of being served food or drink, including:



**Inn**



**Brewery, Brew Pub,  
Microbrewery,  
Taproom or Tasting  
Room**



**Bakery**



**Winery**



**Distillery**

- Eligibility may be limited to entities that have onsite sales to the public of at least 33% of gross receipts
- When applying, entities may need to share evidence of onsite sales



# Acceptable RRFG Applications and Uses

(Source: [Journal of Accountancy](#))

<p><b>Maintenance expenses, including construction to accommodate outdoor seating, and walls, floors, deck surfaces, furniture, fixtures, and equipment</b></p>		
<p><b>Supplies, including protective equipment and cleaning materials</b></p>	<p><b>Payments of principal or interest on any mortgage obligation</b></p>	<p><b>Rent payments, including rent under a lease agreement</b></p>
<p><b>Utilities</b></p>	<p><b>Payroll Costs</b></p>	<p><b>Food and beverage expenses that are within the scope of the normal business practice of the eligible entity before the covered period</b></p>
<p><b>Paid sick leave</b></p>	<p><b>Covered supplier costs, as defined in section 7A(a) of the Small Business Act (as redesignated, transferred, and amended by section 304(b) of the Economic Aid to Hard-Hit Small Businesses, Nonprofits, and Venues Act (Public Law 116–260))</b></p>	
<p><b>Operational expenses</b></p>	<p><b>Any other expenses that the Administrator determines to be essential to maintaining the eligible entity</b></p>	



# Process to Pursue Funding Under Restaurant Revitalization Fund Grants



[Link to NRA FAQs for Restaurant Revitalization Grants](#)

Facility conducts a site “audit” with the support of a local Sloan Rep

[Sloan Rep](#) provides a budget proposal to the Facility

Sloan can help the Facility craft their “justification statement”

Grants may be used to cover eligible expenses already incurred back to February 15, 2020, and additional expenses until December 31, 2021 (or longer if the SBA extends the covered period).

# Applicable Sloan Products



[Manual to Sensor Upgrade Kits for Toilets and Urinals](#)



[Touch-free Faucets](#)  
[Soap Dispensers](#)  
[Toilets and Urinals](#)



[Sinks](#)

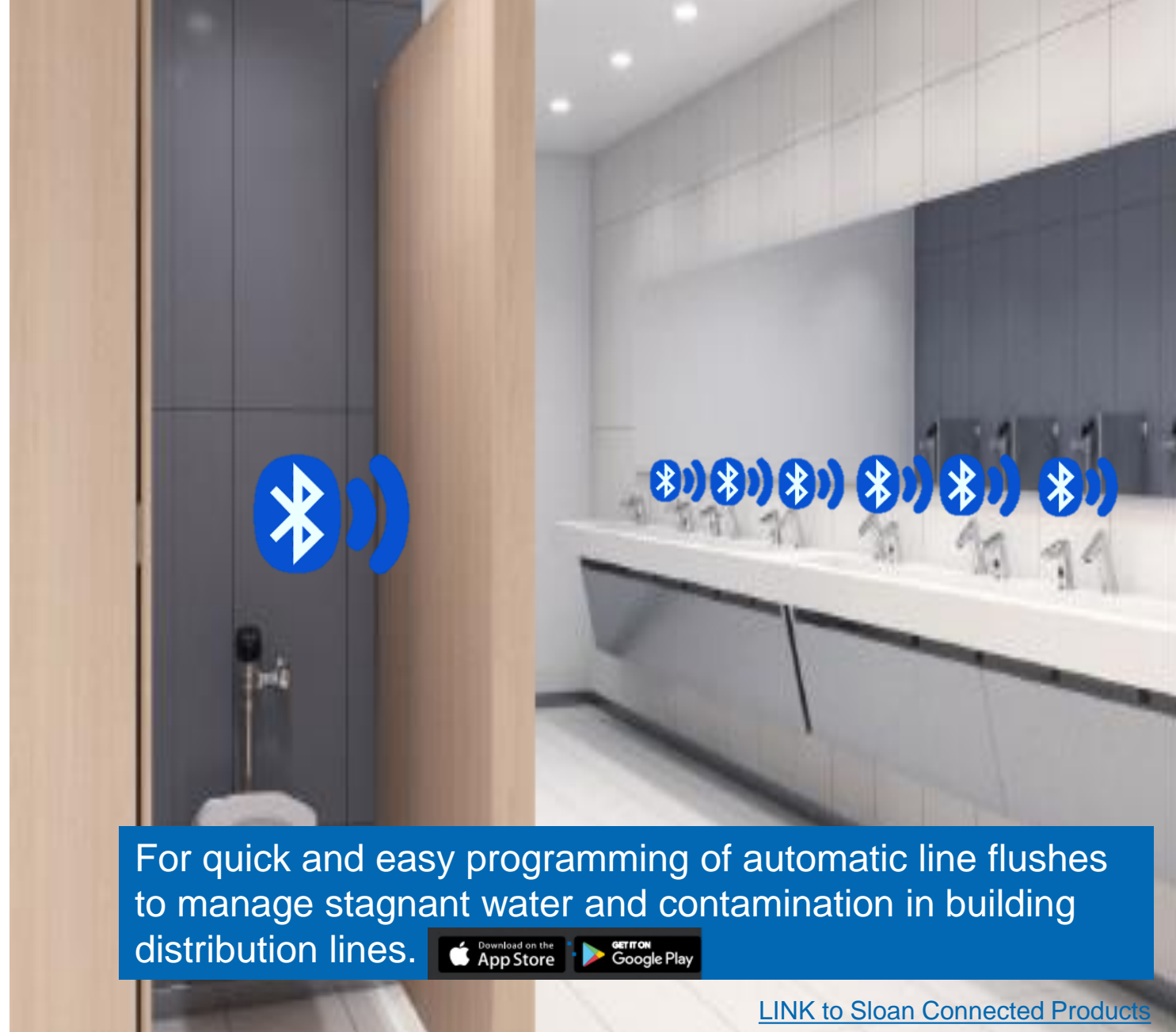
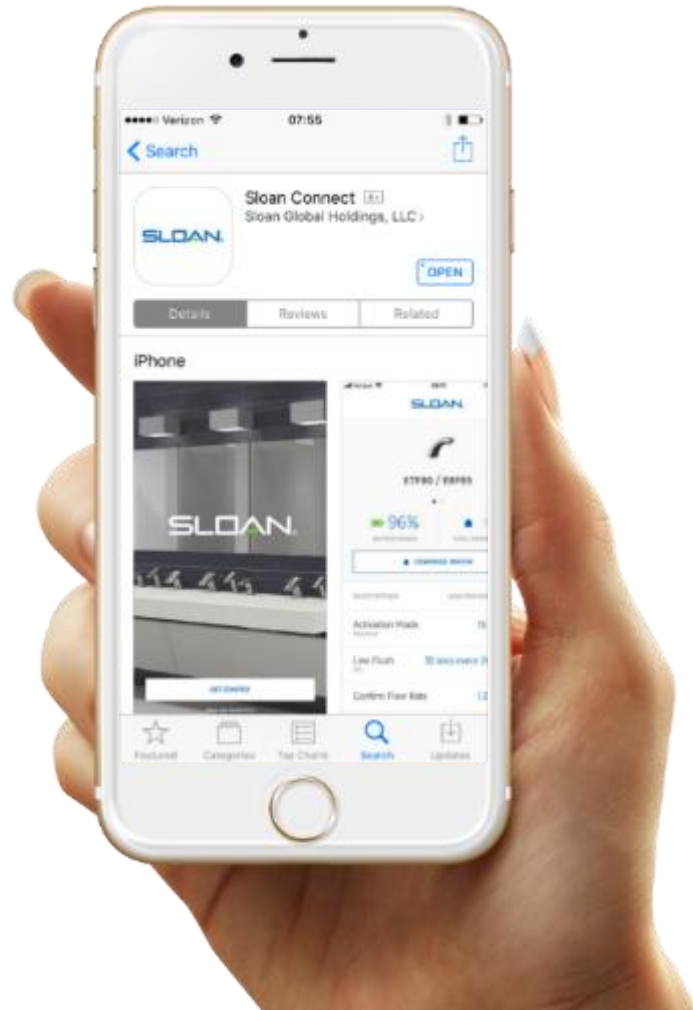


[Tooshlights](#)



[Mobile Handwashing Stations](#)

# Sloan Connect



For quick and easy programming of automatic line flushes to manage stagnant water and contamination in building distribution lines.



[LINK to Sloan Connected Products](#)







[Sloan Clark Street Collection](#)





Sloan Rush Street Collection















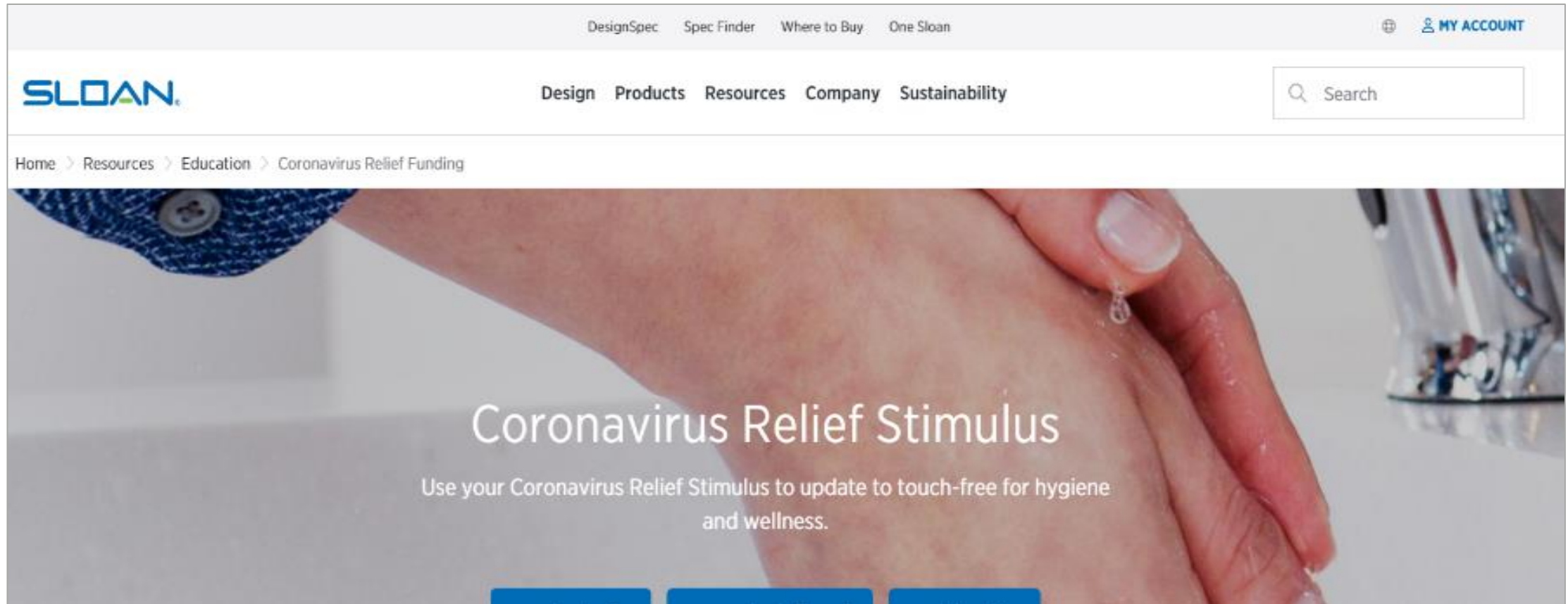








# Sloan Coronavirus Relief Landing Page



<https://www.sloan.com/resources/education/coronavirus-relief-funding>

# Additional Resources

- [LINK](#) to Sloan Coronavirus Relief Stimulus Landing Page
  - Find your local Sloan Rep
  - Sign Up for Automatic Stimulus Funding Updates from Sloan
- [LINK](#) to Funding Program Details and White Papers
- [LINK](#) to Facility Check-list / Audit Form
- [LINK](#) to Sloan Product Education Webinars
- [LINK](#) to Sloan Case Studies

**Sloan Restaurant Revitalization Fund Hotline  
(starting May 3, 2021)**

**1-844-621-7054**

# What do I do next?

- **Collect** – prepare the data needed to establish your claim eligibility and grant request amount
- **Collaborate** – work with Sloan by calling the hotline or your [local Sloan Rep](#) for help conducting a site assessment and selecting appropriate Sloan products for your facility
- **Decide** – which products fit the design and operation of your facility. Use your [local Sloan Rep](#) and [Sloan training webinars and materials](#) to aid selection
- **Finish and Submit Early** – work with us to finalize your application and check costs while funding is still available



# Summary

- Public Restrooms are key to safe and effective returns to post-COVID environments
- Touch-free Public Restrooms make customers comfortable and willing to spend more time and money
- Sloan is the basis of design, has the largest installed base, and more options to meet each facilities' needs
- Contact your local Sloan Rep to discuss detailed options and learn the best solution for your restaurant, brew pub, bar, bakery, catering service, inn, snack bar, winery, or distillery



# Questions?



Find your local Sloan representative for more information

## Sloan Rep Locator tool

- Local code knowledge
- Familiarity with existing sites
- Product knowledge
- Available for onsite consultation

### **Sloan Customer Care Center**

Phone: 800.982.5839

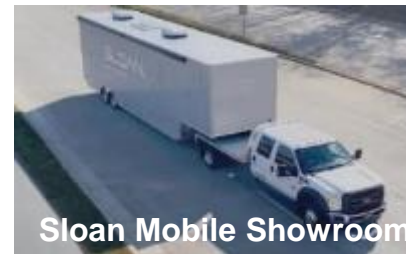
Hours: 7:00 AM - 5:00 PM (CST) Mon – Fri  
[customer.service@sloan.com](mailto:customer.service@sloan.com)

### **Sloan Technical Support**

P: 888.756.2614

F: 800.737.3061

[techsupport@sloan.com](mailto:techsupport@sloan.com)





# Upcoming Sloan Training Webinars

Click on Link to Register



April 22, 2021

[Sustainability Updates –  
LEED v4 vs LEED v4.1  
and WELL v1.0 vs  
WELL v2.0](#)

# For professional advice and support

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# Training Comments, Questions, or Suggestions?

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