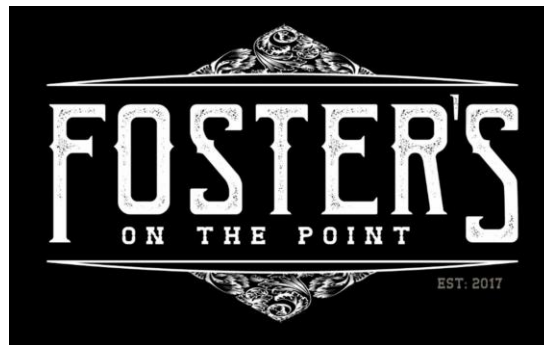




## Council Connections

Bridging Allegany, Garrett and Washington Counties  
March 3, 2022



**Foster's on the Point**, located at 1437 Salem Ave in Hagerstown, opened in June 2017 offering affordable American food & drink in a rustic and industrial atmosphere with a homegrown feel. The building operated as a diner for over 65 years until Michael and Kelli took over to open Foster's. The company requested financing through Tri County Council to purchase the real estate, complete the construction of an outdoor dining patio as well as add additional restrooms.

In 2021, **Foster's on the Point** was voted #1 best burger, best casual restaurant, and best happy hour spot by Hagerstown Magazine. The company currently has seven full time and thirteen part time employees with plans to create one new full time and seven new part time jobs within the next three years.

*"When our bank advised us that traditional funding was not an option during the uncertainty of the pandemic, even though we showed profitable numbers, we felt our dream slipping away. Our banker mentioned an organization called Tri County Council and sent me their website information. I was anxious to see who Tri County was and what they offered...boy am I glad we did! After a few conversations with their team, our dream was not only coming back, it was coming back with perks that I could hardly believe were real. We not only purchased the property with amazing terms, we were able to secure extra funds to expand, something that we didn't think was 'in the cards' for a few more years. More often than I ever thought possible, I find silver linings during this pandemic...our bank referring us to Tri County Council has certainly been a huge one for us. Thank you so much for everything you did to help make our dream come true!" -Kelli Foster, Owner*

Tri-County Council for Western Maryland's **Summit Financing Solutions Loan Fund** serves as a source of financing for small businesses seeking to locate or expand in Garrett, Allegany, and Washington counties and has resulted in the creation and retention of over 4,500 jobs in the Appalachian region.

**[Follow this link to learn more about the Loan Fund Program](#)**



### **Help Us Find You!**

If you do not have internet service or rely on satellite or cellular service at your home or place of business in Allegany County, we want to hear from you!

Click the email below and send us your name, street address and the best way to contact you. You can also call 301-777-2438.

[connect@allegan.gov](mailto:connect@allegan.gov)



### **Upcoming Webinars**

#### **Strategies For Growth And Brand Awareness In Your Business**

Tuesday, March 8, 2022

10:00 AM - 11:30 AM

Click [here](#) for more information and to Register

#### **Employee Classification & Wage Hour Matters**

Thursday, March 10, 2022

10:00 AM - 11:30 AM

Click [here](#) for more information and to Register

---

Tri-County Council for Western Maryland | 301-689-1300  
One Technology Drive, Suite 1000, Frostburg, MD 21532 | [www.tccwmd.org](http://www.tccwmd.org)

