



# **HOW COUNTIES ARE INVESTING CRF DOLLARS TO SUPPORT SMALL BUSINESSES AND NONPROFITS IMPACTED BY COVID-19**

July 24, 2020 at 2:00 P.M. ET

# GUEST SPEAKERS

- **Wayman Britt**, County Administrator, Kent County, Mich.
- **Brian Nelsen**, Chief of Staff, Summit County, Ohio
- **Steve Millard**, President & CEO, Greater Akron Chamber
- **Rose Washington**, CEO, Tulsa Economic Development Corporation
- **Hon. Ron Peters**, Chairman, Tulsa County Board of Commissioners

# GUEST SPEAKER

**Wayman Britt**, County Administrator, Kent County, Mich.



KENT COUNTY, MI  
CARES ACT PLAN - July 24, 2020

Presented by: Wayman Britt, County Administrator

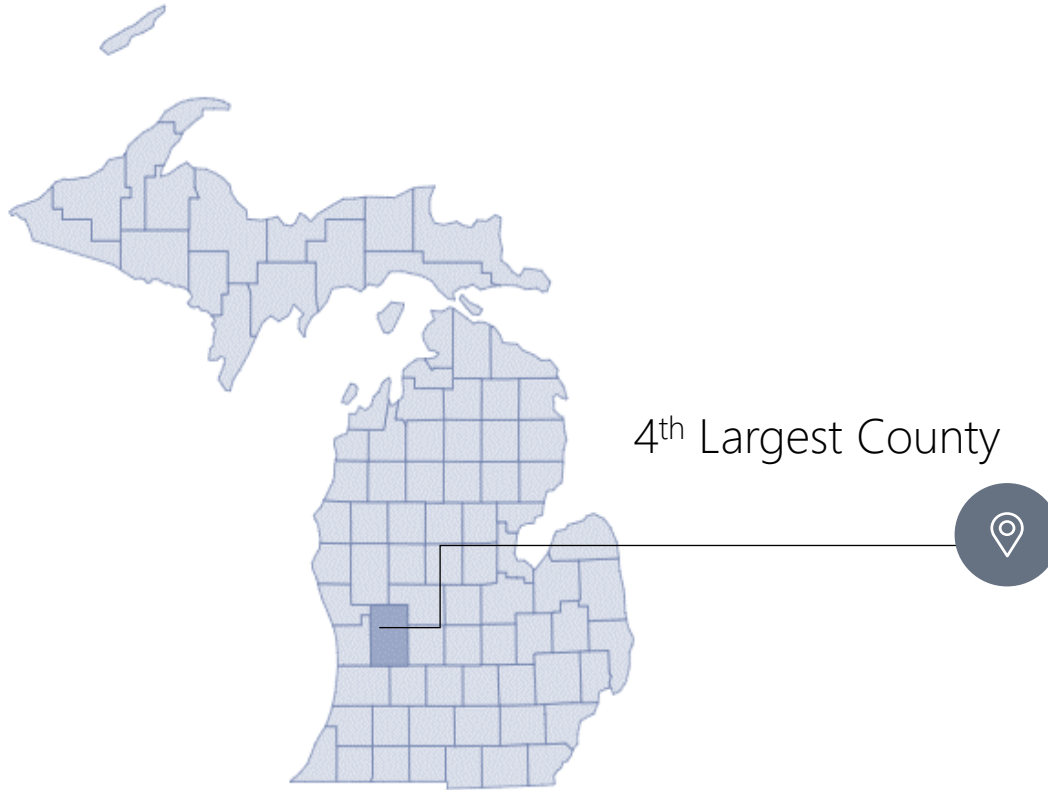




*Through thoughtful planning and responsible budgeting,  
Kent County government is committed to providing resources and services that  
foster a high quality of life for the entire community.*



# KENT COUNTY DEMOGRAPHICS



4<sup>th</sup> Largest County

Population – 656,959



Total COVID-19 case count – 5,911



Active COVID-19 cases – 1,179



Kent County is comprised of 9 cities, 21 townships, and 5 villages. 59 percent of the population in Kent County reside in urban communities and the remaining 41 percent reside in the rural cities, villages, and townships.



# COVID-19 TIMELINE

March 13, 2020

Kent County's first presumptive positive COVID-19 case



State of Michigan first presumptive positive COVID-19 case March 10, 2020

March 15, 2020

Kent County's first public health order



State of Michigan Stay Home Executive Order 2020-21 March 23, 2020

March 21, 2020

Kent County's first death linked to COVID19



State of Michigan Declaration of state emergency & disaster April 8, 2020



# KENT COUNTY CARES FUNDS

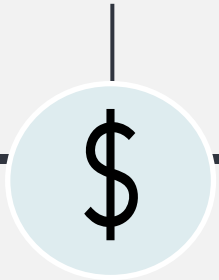
Funding Source	Amount
Coronavirus Relief Fund – CARES Act	\$114,640,476*
Other CARES Funds	\$4,417,437
CDBG – CARES Act	
ESG - CARES Act	
Health Department - MDHHS	
Housing Choice Vouchers Funds - CARES Act	
The Emergency Food Program - FFCRA	
Total	\$119,057,913





# KENT COUNTY CARES ACT RESPONSE TIMELINE

Coronavirus Relief Fund  
Kent County was awarded  
\$114.6 million in CARES Act  
Funds on April 24<sup>th</sup> 2020.



## COVID RELIEF SUBCOMMITTEE

Charge: Identify available funding,  
allowable uses, and recommend  
disbursement guidelines to Board of  
Commissioners  
May 7, 2020.

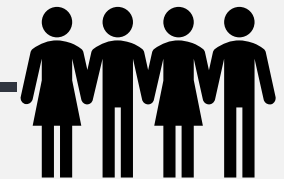
SUBCOMMITTEE ANALYSIS  
Internal expense review, funding  
analysis, needs assessments, local  
municipalities briefings, survey  
development, and community  
presentations.






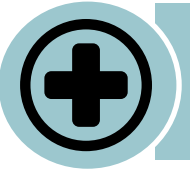

## SUBCOMMITTEE OUTCOMES

Preliminary program approvals, eligibility  
guidelines, funding allocations and  
disbursements, and community  
partnerships.

Board of Commissioners  
approval of CARES  
Funding Recommendation  
June 11, 2020.



# KENT COUNTY CARES INITIAL RESPONSE

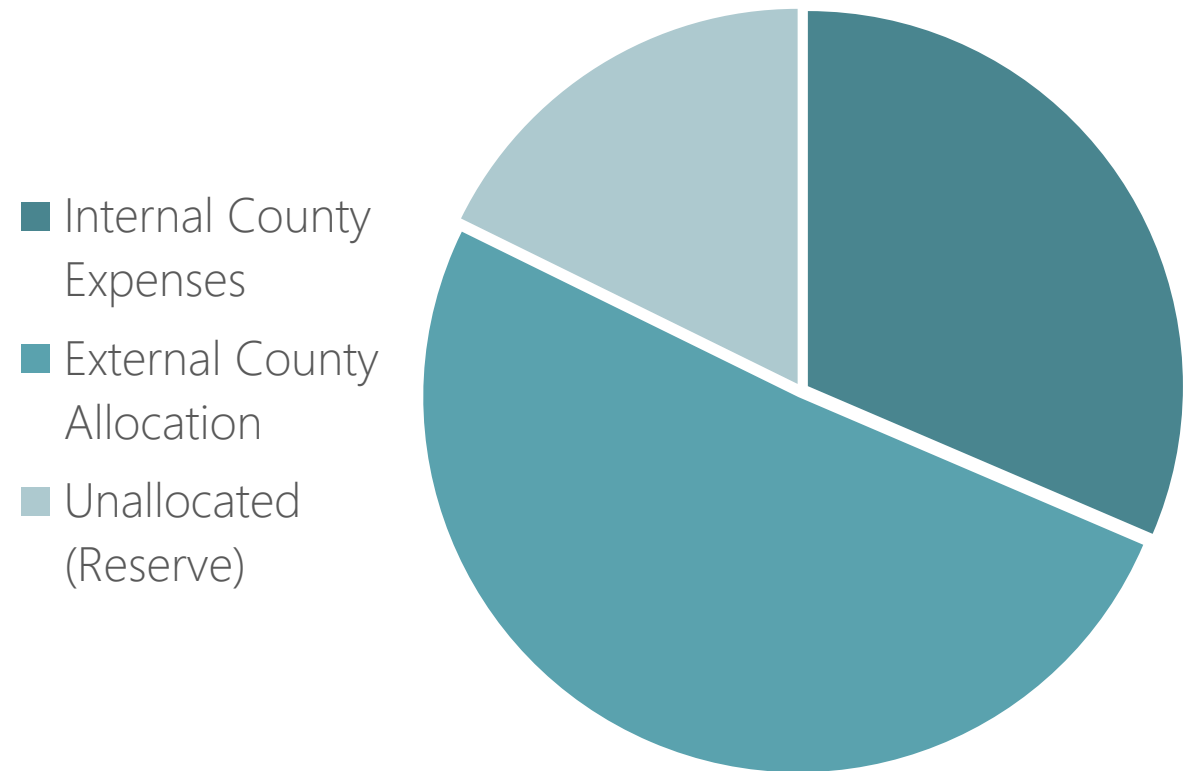
	Emergency Food Distribution	\$31,616
	Family Non-Congregant Shelter	\$500,000
	Homeless Prevention & Housing Choice Vouchers	\$91,716
	Isolation and Quarantine Shelters	\$176,000
	Kent County Small Business PPE	\$3,000,000



# KENT COUNTY CARES ACT BASIC ALLOCATIONS

- Internal County Expenses: \$36M
- External County Allocations
  - Business Assistance: \$28M
  - Mitigation of Homelessness: \$3M
  - Care for Vulnerable Populations: \$12.2M
  - Local Units of Government: \$15M
- Unallocated (Reserve): \$20.3M

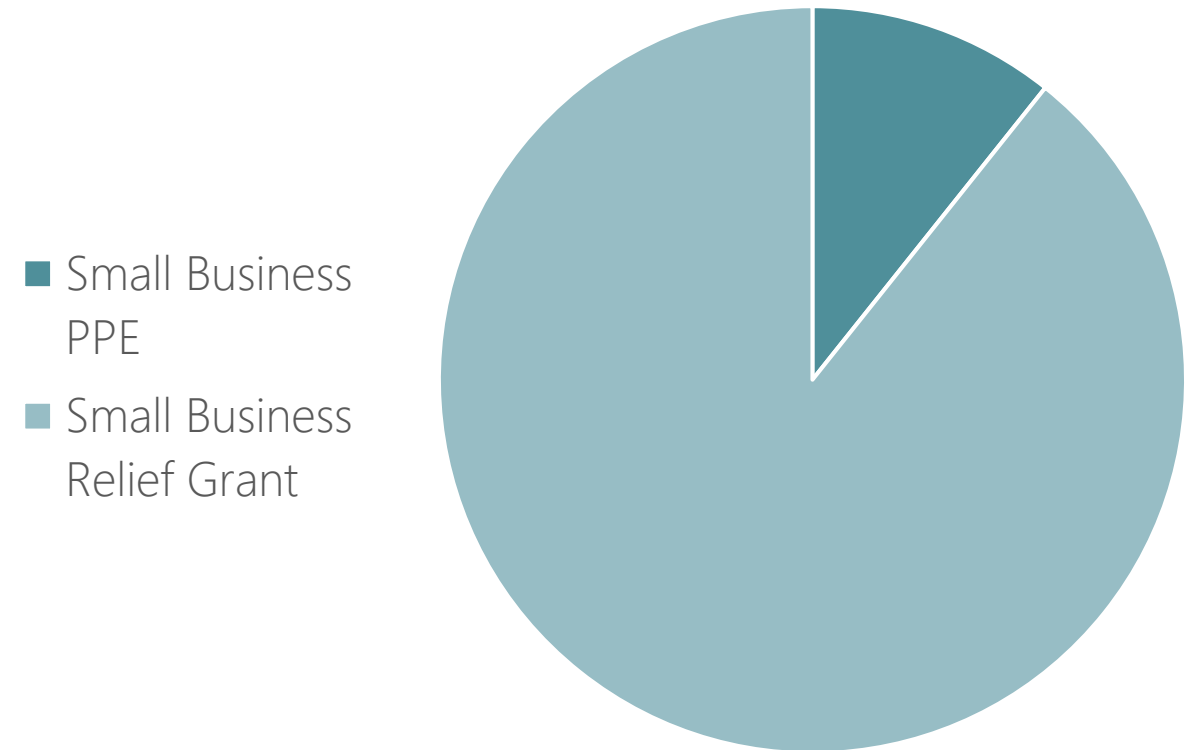
## BASIC ALLOCATIONS



# KENT COUNTY CARES ACT BUSINESS ASSISTANCE

- Business Assistance: \$28M
  - Small Business PPE: \$3M
  - Small Business Relief Grant: \$25M

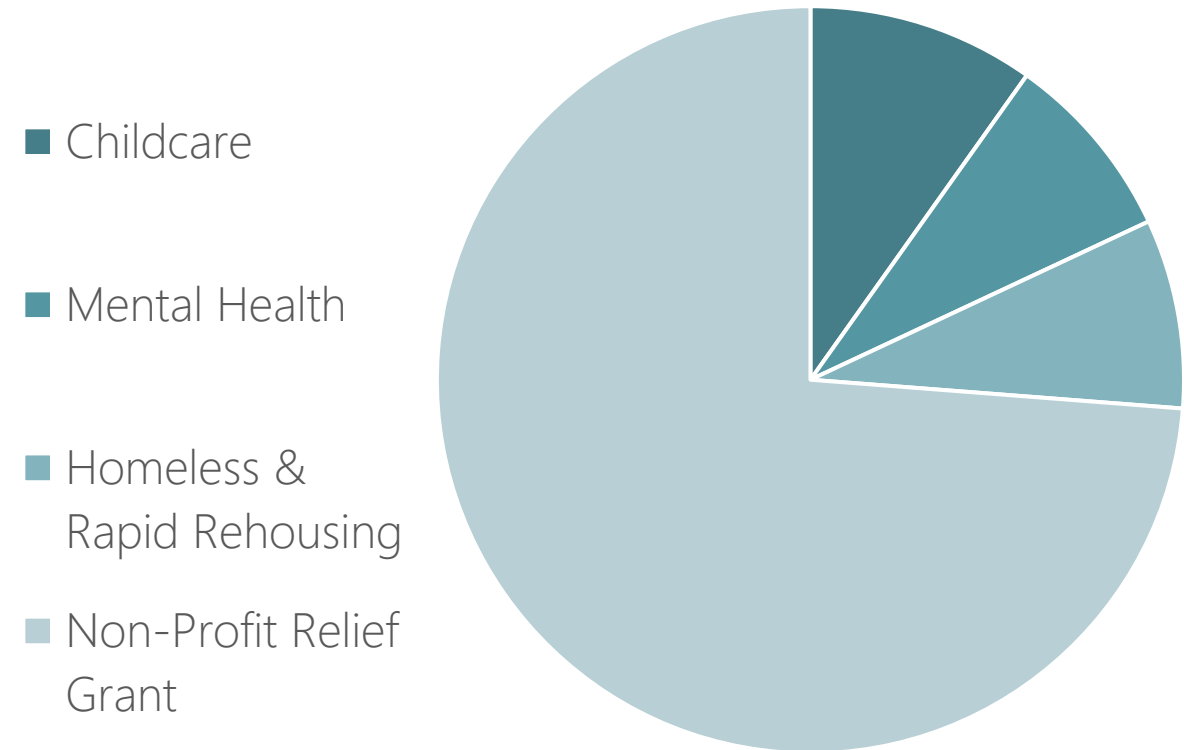
## BUSINESS ASSISTANCE



# KENT COUNTY CARES ACT VULNERABLE POPULATIONS

- Vulnerable Populations: \$12.2M
  - Childcare: \$1.2M
  - Mental Health: \$1M
  - Homelessness & Rapid Rehousing: \$1M
  - Non-Profit Relief Grant: \$9M

## VULNERABLE POPULATIONS



# KENT COUNTY DASHBOARD



\$10,644,000

Pending: \$1,761,000

YTD COVID-19 INTERNAL EXPENSES



108,899

COVID-19 TESTING



5,911

COVID-19 CASES

SMALL BUSINESS PPE APPLICATIONS

2,849

SMALL BUSINESS RELIEF  
APPLICATIONS

1,542

NON-PROFIT GRANT  
APPLICATIONS

41



Thank You

# GUEST SPEAKERS

**Brian Nelsen,**  
Chief of Staff, Summit County, Ohio



**Steve Millard,**  
President & CEO, Greater Akron Chamber





# Summit County Small Business Grant Relief Program

Information Session



GREATER ALBANY CHAMBER

# Who initially created the fund & for what reason?



- Leadership of Summit County Executive Ilene Shapiro, Summit County Council and Summit County Chief of Staff Brian Nelsen initiated the creation of the fund to help small businesses in Summit County with \$750K from Summit County - \$530K in general funds and \$220K County CDBG dollars
- Local Summit County cities, municipalities and townships contributed over \$300K in support and \$100K in additional CDBG funds
- Private and philanthropic sources including the Burton D. Morgan Foundation and their Fasenmyer Fund, JumpStart/KeyBank, and private donations added over \$400K in funding
- For every Summit County dollar, there was at least one additional dollar from other funders
- City and Municipality funding was able to be restricted to their communities
- Authorized by Summit County Council on March 30, the grant program was designed to provide grants of up to \$5,000 to small for-profit businesses impacted by COVID-19.
- Funds can be used for any deductible business expense
- Round 1 was significantly over-subscribed and Round 2 was funded with \$6.3 million in additional CARES Act Resources recently provided to Summit County

# What businesses are eligible?

- Must be a for profit business with its principal place of business located within the County of Summit.
- Any form of business is eligible. If not a sole proprietorship, needs to be registered with Ohio Secretary of State to do business in state of Ohio. Principal place of business must be in Summit County.
- In operation since December 15, 2018 (need a 2018 or 2019 federal business tax return or 1040 with Schedule C)
  - Two programs based on employee size – businesses with up to 30 employees are eligible
  - One person businesses where owner is sole employee - \$2,000 max grant
- 2-30 person businesses (count can include or exclude owner to benefit of the applicant—more later) - \$5,000 max grant
- At least 50% of employees must be permanent Summit County residents
- The business must be current on all Summit County municipal and Joint Economic Development District income tax obligations and Summit County property tax obligations. “Finalists” will be reviewed by local government team.
- Must provide EIN and/or SSN under which business operates and SSN of owners with more than 20% ownership in business

# Round 2 Major Changes

- Initially funded with \$5 million in CARES Act dollars; \$1.3 million more added to close out all eligible applicants
- Removed SBA EIDL or PPP COVID Relief loan application requirements
- Changed employee size eligibility to 2 – 30 employees (from 3-25)
- Added single employee \$2,000 grant program with allowance for owner income replacement
- Approximately \$1.4 million used to fund existing applicants who were eligible in round 1 but not funded.
- Approximately \$1.0 million used to fund existing applicants who are rescored and may be deemed eligible
- Approximately \$1.6 million used to fund \$5,000 grants to new applicants
- Approximately \$1.0 million used to fund \$2,000 grants to new applicants
- Final \$1.6 million was added to fund all eligible applicants left after \$5 million exhausted



# What businesses will be disqualified from consideration?

- Any business permanently closed and/or not intending to continue its business operations following COVID-19 pandemic.
- Any business in receivership or bankruptcy.
- Any business organized as a non-profit corporation
- Any business operating as an entertainment device arcade, as defined in Chapter 755 of the Codified Ordinances of the County of Summit, regardless of the location within Summit County.
- Any business operating as a sexually oriented business as that term is defined in Section 2907.40 of the Ohio Revised Code
- Any business that primarily sells tobacco products, cigarettes, electronic smoking devices, or vapor products as those terms are defined in Section 2927.02 of the Ohio Revised Code.



# What businesses will be disqualified from consideration?

- Any financial institution that makes loans or issues credit to the public, including, but not limited to, banks, credit unions, payday lenders, or any other similar business.
- Any business that has received grant funds previously from through this Program or from another Summit County local government or private grant fund related to relief for small businesses as a result of the COVID-19 pandemic shall be ineligible to receive grant funds under the Program if:
  - (i) they employ two to thirty employees and they were awarded \$5,000 or more in grant funds, or, in the event the business received less than \$5,000 in grant funds from the other grant, then any grant they receive under the Program shall be reduced by the amount of the grant funds already awarded, or
  - (ii) they employ one employee and they were awarded \$2,000 or more in grant funds, or, in the event the business received less than \$2,000 in grant funds from the other grant, then any grant they receive under the Program shall be reduced by the amount of the grant funds already awarded.

# What can I use the grant for?

**Unless excepted in the guidelines, all expenses of the business that related to the costs of business interruption caused by required closures or that the business faces uncertainty as to its ability to pay due to the pandemic and that are deductible as ordinary and necessary business expenses under the U.S. Internal Revenue Code may be paid for with grant funds from the Program. Examples of eligible expenses include, but are not limited to:**

- Mortgage payments for the business's principal place of business or such other business location in Summit County. Mortgage payments for businesses that are located in an owner's primary residence are not eligible.
- Rent payments for the business's principal place of business or such other business location in Summit County. Rent payments for businesses that are located in an owner's primary residence are not eligible.
- Utility payments – electric, gas, sewer, water, trash removal – for the business's principal place of business or such other business location in Summit County. Utility payments for businesses that are located in an owner's primary residence are not eligible.
- Health, property and casualty and liability insurance payments.
- Vehicle and equipment lease or rental payments for vehicles and equipment leased on or prior to March 15, 2020.
- Salaries or wages of all employees employed by the business. For owners that file a Schedule C, up to 2 months (1/6<sup>th</sup> of annual total) of reported annual owner income on last tax return can be qualified as a use of grant funds.
- Such other costs related to interruption of the business caused by required closures, including the closure of the business's suppliers and/or customers.

Summit County Emergency Relief Small Business Grant Program -- Underwriting Rubric Round 3							Total Weight (must=100)	Applicant Points	
		Disqualifying Level	Level 1	Level 2	Level 3	Level 4	Total Applicant Points	Weighting of Criteria (of 100%)	Weighted Point Contribution
<b>1 Business Profile</b>							<b>20</b>	<b>15%</b>	<b>3</b>
The length of time the business has been in operation.		<1 year	>1, <3	>3, <7	>7, 20	>20			
scoring		0	3	7	10	6	10	6.8%	
Applicant Points (mark x)									
The average years of experience in the industry for the business' owners.		<1 year	>1, <3	>3, <7	>7, 20	>20			
scoring		0	2	4	7	10	10	6.8%	
Applicant Points (mark x)									
<b>2 Business Financial Impact</b>							<b>20</b>	<b>25%</b>	<b>5</b>
The financial impact of COVID-19 on the business, defined as [the decrease in revenue plus the increase in expenses] due to COVID-19, divided by 2019 operating revenue.		0	<20%	>20, <40	>40, <60	>60			
scoring		0	2	4	7	10	10	11.4%	
Applicant Points (mark x)									
2019 operating revenue			<100K	>100K, <\$250K	>250K, <1 MM	>1 MM			
scoring			3	7	10	5	10	11.4%	
<b>3 Business Employment Impact</b>							<b>20</b>	<b>35%</b>	<b>7</b>
The number of full-time employees employed by the business on March 15, 2020.		<2 or >30	>2, <7	>7, <15	>15, <22	>22, <30			
scoring		0	2	4	7	10	10	15.9%	
Applicant Points (mark x)									
% FT Employees that Reside in Summit County		<50%	>50, <65	>65, <90	>90				
scoring		0	5	8	10		10	15.9%	
Applicant Points (mark x)									
<b>4 Sector &amp; Community Economic Impact</b>							<b>30</b>	<b>20%</b>	<b>6</b>
Is the business located in a low-middle income area and/or a job hub?		Not in Summit	Neither JH nor LMI	Job Hub Qualifier	LMI Qualified	Job Hub and LMI Qualified			
scoring		0	0	4	7	10	10	9.1%	
Applicant Points (mark x)									
Weight the relative vulnerability of the industry the business operates in, relative to the economic effects of COVID-19.			Industry has long-term vulnerability to COVID-19	Industry has near-term vulnerability to COVID-19	Industry has immediate vulnerability to COVID-19				
scoring			3	6	10		10	9.1%	
Applicant Points (mark x)									
Is the business is a minority-owned, woman-owned, veteran-owned or other disadvantaged business?			Not Disadvantaged	Single-Disadvantaged Business	Multiple-Disadvantaged Business				
scoring			0	5	10		10	9.1%	
Applicant Points (mark x)									
<b>5 Bonus Scoring Factors</b>							<b>20</b>	<b>5%</b>	<b>1</b>
Recommendations or support from (i) the municipality or township where the business is located, (ii) the grantor that contributed funds to the Program from which the grant will be funded, or (iii) other businesses, non-profits or other			No Specific Recommendation		Recommendation or Support				
scoring			0		20		20	4.5%	
Applicant Points (mark x)									

# Who got grants?

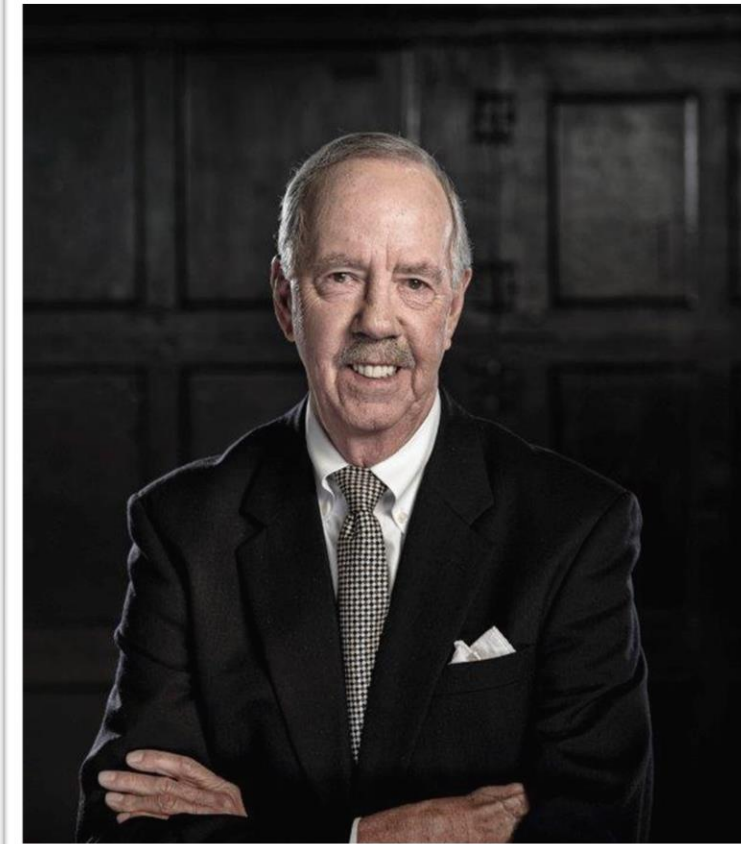
- 2,797 Submissions; 1,889 awarded; \$7,680,936 in grants
- We awarded 923 disadvantaged businesses (923 of 1,889 = 49%)
- 78% of DBE applicants were awarded, compared to 60% of non-DBE applicants
- 73% of Black-owned business applicants were eligible; 78% of WBE applicants were eligible; 62% of non-Black and non-WBE owned business applicants
- Due to additional funding all eligible businesses were awarded
- 73% of awardees have under 7 employees, with 30% solopreneurs; 27% had 8 or more employees
- 32% of awardees have less than \$100K in revenue
- 52% of our awardees are located in either a LMA or Job Hub (7% in Job Hub; 34% in LMA; 11% in both Job Hub and LMA)

# GUEST SPEAKERS

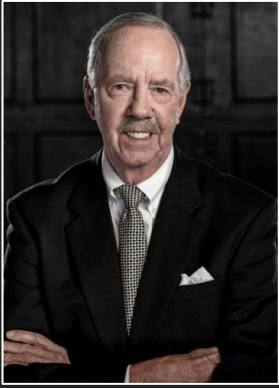
**Rose Washington,**  
CEO, Tulsa Economic Development Corporation



**Hon. Ron Peters,**  
Chairman, Tulsa County Board of Commissioners







## **The Honorable Ron Peters**

*Chairman*

*Tulsa County Board of County Commissioners*



## **Rose Washington**

*CEO, Tulsa Economic Development Corporation*



# COVID-19 RELIEF



# County Government in Oklahoma

- Each county has three commissioners
- Open Meetings Act prohibits a Commissioner from speaking to another Commissioner
- Complicates discussions about priorities for CARES spending



# Funding of County Government

- 90% of operating revenue comes from ad valorem taxes
- Capital projects funded primarily by 15-year Bond issues financed by a temporary sales tax



# Tulsa County Oversight

- **County Jail with capacity of 1,700 inmates**
- **Election Board**
- **700 miles of urban roads and 200 bridges**
- **Juvenile and Family Justice Courts and Detention**
- **Tulsa Public Facilities Authority - Fairgrounds**
- **Social Services Center**
- **Only County Parks System in Oklahoma**





# U.S. CARES In Oklahoma

## Overview

- **77 Counties in Oklahoma**
- **Only 2 of the 77 Counties have 500,000+ in population**
- **Oklahoma City only city with 500,000+ in population**
- **Tulsa County received \$114 million in CARES Funds**
- **State received \$1.3 billion**
  - **Other 75 Counties and more than 500 cities to be covered by state funds**



# Tulsa County CARES Funding Priorities

## County Departments impacted by Coronavirus

- Election Board
- Jail
- Tulsa Area Emergency Management
- Tulsa Health Department
- Tulsa Housing Authority





# Additional CARES Funding Priorities

- **9 Municipalities within the County**
- **Small Businesses**
- **Nonprofit Organizations**
- **Civic Nonprofit Organizations**



# Record Keeping and Transparency

- Office of Inspector General given \$36 million
- Entity receiving funds required to provide documentation
- Sign Affidavit



# Process of Awarding and Expending Funds

- **County Review Committee-vets**
- **BOCC has final approval**
- **Funds to Small Business and Nonprofit Organizations are screened and qualified by the Tulsa Economic Development Corporation (TEDC)**



# **TEDC** CREATIVE CAPITAL

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*Progressive Lending for Promising Businesses*





# About TEDC

- Economic development corporation
- Incorporated in 1979
- ***Progressive lending for promising businesses*** to build economic prosperity
- Serve small companies and entrepreneurs that create sustainable economic impact
- In 2018, TEDC clients produced more than \$150 million in revenue
- Currently manage \$50 million in loans
- Originated \$250 million in loans
- Serviced \$500 million in assets



# **TEDC Credentials**

- **Small Business Economic Development Loan Fund expert**
- **Community Development Financial Institution, certified by U.S. Department of Treasury**
- **Micro Loan Intermediary, U.S. Small Business Administration**
- **Certified Development Company, U.S. Small Business Administration**
- **Experienced Landlord and Commercial Property Owner**
- **Trusted advisor with widespread credibility**
- **Respected Servant Leader**
- **Accountable through active Board of Directors, annual 990 Tax Return filing, annual A-133 Audit, annual CDFI (U.S. Department of Treasury) certification, SBA, EDA and Tulsa/CDBG/HUD compliance**



# Tulsa County Business **RESET** Program

**RESET** = Resources to Empower Small Enterprises for Tomorrow



# Tulsa County Business **RESET** Program

A series of financial resources in the form of forgivable loans (**\$25 million**), grants (**\$5 million**) and technical assistance solutions for small businesses and non-profits located throughout Tulsa County that suffered economic injury due to COVID-19.





# The four goals of **RESET**

- Help companies and organizations absorb operating expenses incurred during the economic shutdown
- Provide financial relief and working capital support to businesses during reopening and adjustment
- Help companies pivot business model with technical advice and resources as they adjust to new short- and/or long-term operating norm
- Support non-profits that are providing additional services to injured individuals/households or that need operating assistance due to COVID-19



# **RESET** Forgivable Loans and Grants

## **Solopreneur Fund**

Sole Proprietors

Up to \$5,000

Census 40,000

## **Micro Fund**

Businesses with up to 4 employees

Up to \$15,000

Census 13,000

## **Stability Fund**

Businesses with 5 to 9 employees

Up to \$35,000

Census 3,500

## **Power Fund**

Businesses with 10 to 49 employees

Up to \$75,000

Census 4,700

## **Vitality Fund**

Businesses with 50 to 99 employees

Up to \$125,000

Census 700

## **Non-Profit Fund**

Up to \$250,000



# **RESET** Technical Assistance

- Virtual Business Assistance Platform
- Business/Owner Assessment
- Learning Modules
  - Listening to Your Business
  - Learning to Pivot Your Business Model
  - Managing Your Business through Financials



## **RESET Use of Funds**

- **Current Past Due Business Operating Expenses incurred March 1 – May 31, 2020, due to COVID-19 (Invoices must be provided at forgiveness.)**
- **Estimate of June 1 – October 31, 2020, Operating Expenses Not Offset By Normal Operating Revenue**
  - **Estimated COVID-19 Workplace Adjustment, PPE, PP Supplies, Technology and Other Upgrade Costs**
  - **Estimated Cost of Sales; Estimated Perishable/Non-Perishable Inventory Costs**
  - **Estimated Employee Payroll & Benefits**
  - **Estimated Rent, Utilities, Insurance, Communications Costs, Etc.**
  - **Other Expenses Incurred to Serve Individuals and Households in Need**





## **RESET Eligibility**

- **Must have physical office location within boundaries of Tulsa County**
- **Must be doing business in Oklahoma as evidenced by DBA, LLC or Corporate documentation, Oklahoma Certificate of Good Standing or other acceptable form**
- **Must have been in business and operating on March 17, 2020**
- **Must certify COVID-19 impact and provide official evidence of financial hardship of at least 25% reduction in revenues**
- **Must produce tangible evidence of operating costs**
- **For forgiveness, must demonstrate use of funds including verifiable invoices, billing statements, executed contracts, or lease agreements, along with payment documentation (proof of cleared payments)**



## **RESET Ineligibility**

- Large businesses (100+ employees)
- Marijuana dispensaries and grow farms/facilities
- Speculative investors
- Real Estate investors without staff
- Gambling enterprises
- Religious organizations
- Lenders
- Businesses opening after 03/17/2020
- Companies with <\$15,000 2019 revenue (including side hustles or Schedule-C consultancy with W-2 income)
- Businesses of a prurient nature





## **RESET Process**

- **Online Application by Business/Organization**
- **Chat, Email & Phone Support by Atento Navigators**
- **Eligibility Assessment by TEDC Review Team**
- **Approval by TEDC Management and TC Commissioners**
- **Closing by TEDC Attorney**
- **Funding by TEDC Accounting Team**
- **Forgiveness by TEDC Review Team**



# Tulsa County **RESET** Stats

RESET	To Date	Current Period	Previous Periods	
	Grand Totals	07/16/2020-07/22/2020	07/09/2020-07/15/2020	07/02/2020-07/08/2020
Applications Started	1,117	163	154	800
Application Submitted	543	95	106	342
Applications Assigned	301	109	93	99
Applications in Review	245	88	93	64
Applications in Approval Process	392	211	153	28
Applications Funded	18	18	0	0
Applications Declined	11	2	9	0
TEDCnet.com Visits	16,052	3,976	5,176	6,900
TEDCnet.com Chats	3,627	915	1,133	1,579



# Tulsa County **RESET** Stats

BUSINESSES		NON-CIVIC NON-PROFITS		CIVIC NON-PROFITS	
TOTAL REQUESTED	# Apps Completed	TOTAL REQUESTED	# Apps Completed	TOTAL REQUESTED	# Apps Completed
\$ 21,921,001.98	495	\$ 4,004,121	37	\$ 3,711,625	23
Total Apps	495	\$ Requested	\$ Target	Actual % Apps	Actual % \$\$
Bixby	7	\$ 185,000	\$ 1,000,000	1.41%	0.84%
Broken Arrow	36	\$ 1,138,000	\$ 4,250,000	7.27%	5.19%
Collinsville	7	\$ 305,000	\$ 250,000	1.41%	1.39%
Glenpool	6	\$ 370,000	\$ 750,000	1.21%	1.69%
Jenks	14	\$ 572,499	\$ 1,000,000	2.83%	2.61%
Owasso	17	\$ 845,000	\$ 1,500,000	3.43%	3.85%
Sand Springs	8	\$ 240,000	\$ 750,000	1.62%	1.09%
Skiatook	0	\$ -	\$ 250,000	0.00%	0.00%
Tulsa	396	\$ 18,145,503	\$ 15,250,000	80.00%	82.78%



# Tulsa County **RESET** Program

Learn more at [www.TEDCnet.com](http://www.TEDCnet.com)



# QUESTIONS



**COVID-19 RELIEF**



# THANK YOU!

## STAFF CONTACT

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