



COVID-19

Economic Relief

Small Business Emergency Assistance Grant Program – Phase 3

October 19, 2020

COVID-19 Economic Relief Package





SMALL BUSINESS EMERGENCY ASSISTANCE GRANT PROGRAM (Phases 1 & 2)

20,229 businesses approved for \$59.5 million in grants



SMALL BUSINESS EMERGENCY ASSISTANCE LOAN PROGRAM

137 businesses approved for \$9.3 million in loans



PROGRAMS TO MOBILIZE CAPITAL TO MICRO-, SMALL, & MEDIUM-SIZED BUSINESSES (CDFIs)

258 businesses approved for \$6 million in loans



ENTREPRENEUR SUPPORT PROGRAM

12 companies have been approved for guarantees totaling \$1.8 million. This supports investment totaling \$2.3 million.



NJEDA SBA Technical Assistance

447 businesses assisted with SBA financing applications

Overall Program Statistics*



21,000+ Businesses Support Provided:

Over \$76 Million



ENSURING EQUITY, INCREASING ACCESSIBLITY



Phase 2 Statistics:

- ➤ 20 percent of funding awarded through Phase 2 of the grant program has gone to businesses that identified as minority-owned, 23 percent as women-owned, and 2 percent as veteran-owned.
- ▶ 36 percent of approved grants in Phase 2 were for businesses in Opportunity Zone-eligible census tracts.



SMALL BUSINESS EMERGENCY ASSISTANCE GRANT PROGRAM – PHASE 3



Expanded eligibility (up to 50 FTEs)

Larger award sizes (up to \$20,000)

Targeted funding for restaurants and micro businesses

Program Size

\$70M

33% set aside for businesses in OZ-eligible census tracts

All businesses/non-profits must pre-register online between October 19 at 9 a.m. & October 27 at 5 p.m. to be eligible to apply for a grant.

Applications will open on a rolling basis for different types of businesses.





SMALL BUSINESS EMERGENCY ASSISTANCE GRANT PROGRAM – PHASE 3 (RESTAURANTS)



Operating expense grants of up to \$20K to restaurants with 50 or fewer FTEs impacted by COVID-19

Program Size

\$35M

33% set aside for businesses in OZ-eligible census tracts

Business Eligibility

- Classified as "Food Services or Drinking Places"
 - NAICS Code 722
- Must have physical location in NJ
- Must be registered to do business in New Jersey
- Must be in Department of Labor good standing
- Must fill out and certify debarment legal questionnaire
- Must certify to negative impact of emergency
- Must certify intent to not lay off any workers

Grant Awards

# of FTEs	Grant Award
5 or fewer	Up to \$10,000
6-25	Up to \$15,000
26-50	Up to \$20,000

Application Schedule

All applicants must pre-register online between Monday, October 19 and Tuesday, October 27.

Applications will open *for restaurants* on Thursday, October **29 at 9:00 a.m.** Applications will be processed on a first-come, first-served basis.



SMALL BUSINESS EMERGENCY ASSISTANCE GRANT PROGRAM – PHASE 3 (MICRO BUSINESSES)



Operating expense grants of \$5K to micro businesses with 5 or fewer FTEs impacted by COVID-19

Program Size

\$15M

33% set aside for businesses in OZ-eligible census tracts

Business Eligibility

- Must have physical location in NJ
- Must be registered to do business in New Jersey
- Must be in Department of Labor good standing
- Must fill out and certify debarment legal questionnaire
- Must certify to negative impact of emergency
- Must certify intent to not lay off any workers

Grant Awards

Micro businesses with five or fewer employees are eligible for a maximum grant of \$5,000.

Application Schedule

All applicants must pre-register online between Monday, October 19 and Tuesday, October 27.

Applications will open *for micro businesses* on **Friday**, **October 30 at 9:00 a.m.** Applications will be processed on a first-come, first-served basis.



SMALL BUSINESS EMERGENCY ASSISTANCE GRANT PROGRAM – PHASE 3 (OTHER SMALL BUSINESSES)



Operating expense grants of up to \$15K to businesses with between 6 and 50 FTEs impacted by COVID-19

Program Size

\$20N

33% set aside for businesses in OZ-eligible census tracts

Business Eligibility

- Most businesses and nonprofits are eligible
- Must have physical location in NJ
- Must be registered to do business in New Jersey
- Must be in Department of Labor good standing
- Must fill out and certify debarment legal questionnaire
- Must certify to negative impact of emergency
- Must certify intent to not lay off any workers

Grant Awards (All Businesses)

# of FTEs	Grant Award
6-25	Up to \$10,000
26-50	Up to \$15,000

Application Schedule

All applicants must pre-register online between Monday, October 19 and Tuesday, October 27.

Applications will open on **Monday, November 2 at 9:00 a.m.** and will be processed on a first-come, first-served basis.



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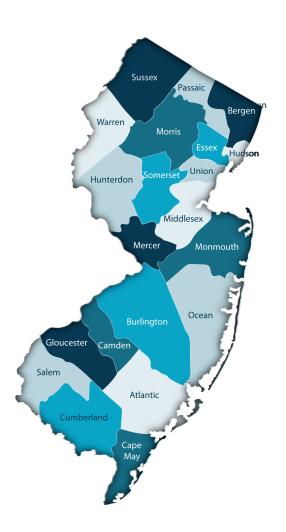


33 percent of Phase 3 funding is reserved for eligible businesses in Eligible Opportunity Zones Census Tracts (OZs)

Every county has at least one eligible Opportunity Zone census tract Link to COVID business portal for OZ map tool

Language access services are available to non-English speaking applicants:

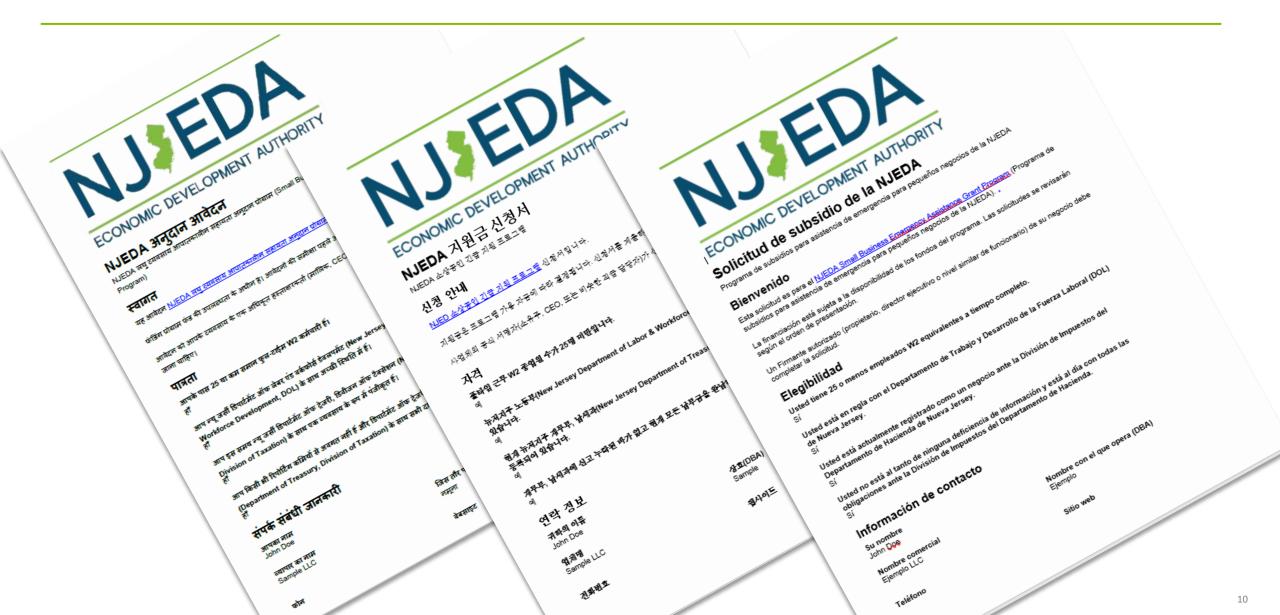
- Application and cv.business.nj.gov portal available in Spanish
- NJEDA contracted for interpretation services to support speakers of nine additional languages Arabic, Chinese (Mandarin and Cantonese), Gujarati, Hindi, Italian, Korean, Polish, Portuguese, and Tagalog. Translated versions of the application itself were available in advance of opening.
 - In advance of the application launch, applicants can contact languagehelp@njeda.com to receive a call within one business day from a representative who can communicate with them in their primary language





ENSURING EQUITY, INCREASING ACCESSIBLITY





PHASE 3 REQUIRED INFORMATION

Be Prepared:

- ▶ View the sample application on the Covid-19 Business Portal: https://cv.business.nj.gov
- ► Have your contact information and primary business address readily available
- ► If you have received other Government assistance (NJEDA, PPP, EIDL, EIDG, County or municipal funding, insurance, etc), be prepared to provide information regarding status, uses and amounts.

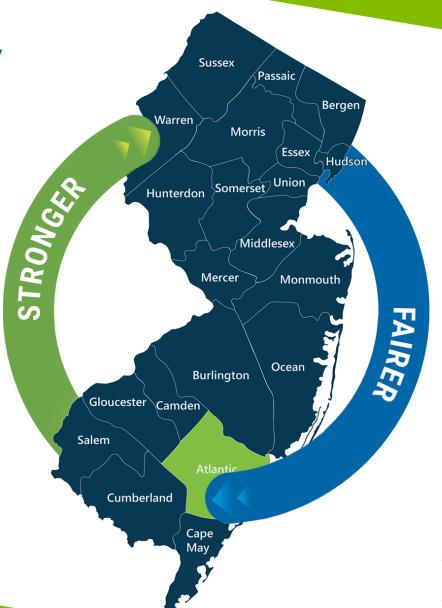
Know Your:

- Business's full legal name the one used when your registered with the State of NJ
- Entity type (Sole Prop, LLC, C-Corp, S-Corp, etc.)
- Year established
- Tax ID Number
- Employment numbers for Q1 of 2019 through Q2 of 2020
- ► North American Industry Classification System (NAICS Code)
- 2019 Annual Revenue, Revenue lost due to COVID 19



Small Business Emergency Assistance Grant Phase 3

Sample Pre-Registration





Interested business owners will need to pre-register in order to apply.

Pre-registration will be open from

Monday, October 19th at 9:00 a.m. and will Close Tuesday, October 27th at 5:00 p.m.

Pre-registered applicants will need to return to the portal to complete an application based on the following schedule:

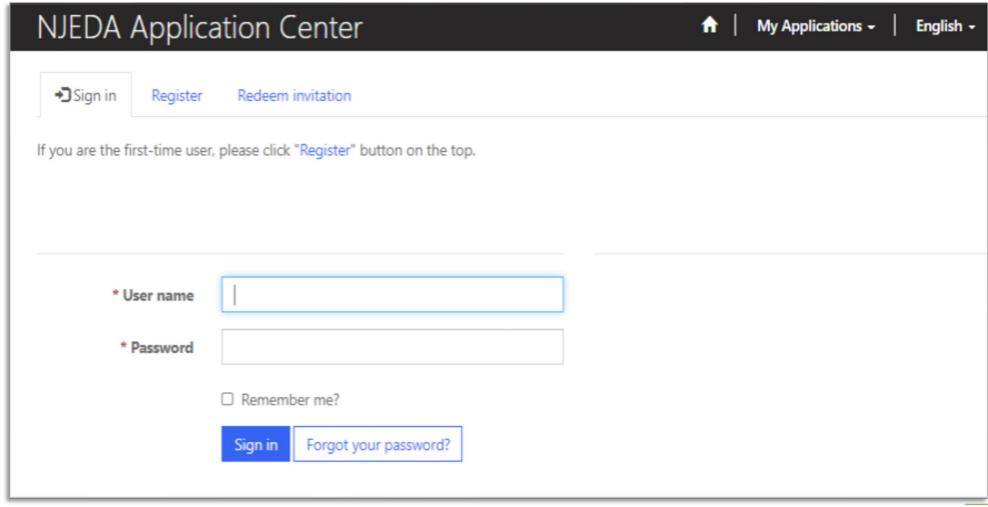
Restaurants: Food Services and Drinking Places: NAICS Code must start with 722 — 9:00 a.m. on Thursday, October 29, 2020

Micro businesses: 5 or less Full-Time Equivalent W2 employees or any entity that does not file a NJ-WR30 — 9:00 a.m. on Friday, October 30, 2020

Small Business: More than 5 Full-Time Equivalent W2 employees (excluding restaurants) — 9:00 a.m. on Monday, November 2, 2020

Application will be available at cv.business.nj.gov.







How to Register Your Email Address for the Phase 3 Grant Program

- 1. Enter your email, username (can be the same as your email) and password.

 Passwords must contain 1 upper case letter, 1 lower case letter and be at least 8 characters
- 2. Once information is filled in click "Register"

PLEASE MAKE SURE TO WRITE-DOWN YOUR USERNAME AND PASSWORD

NJEDA Applica	ation Center	*	My Applications -	English - Sign in
Sign in Register	Redeem invitation			
* Email	sample@sample.com			
* Username	Sample			
* Password	******			
* Confirm password				_
	Register			

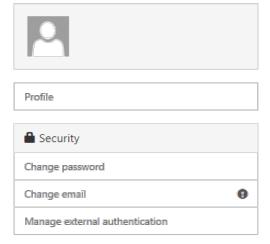


Home > Profile

Setting up your Profile

- Once you click Register, you must enter
 "Your Information"
- First Name, Last Name and PhoneNumber is Required
- Confirm your email address is correct
 (this will be the primary way the NJEDA contacts your business)
- 4. Once complete, click "Update"

Profile



Please provide some information about yourself.

If you need language assistance, please send NJEDA your name, spoken language and telephone number to languagehelp@njeda.com

Last Name *

You must complete your profile before using the features of this website.

Your information

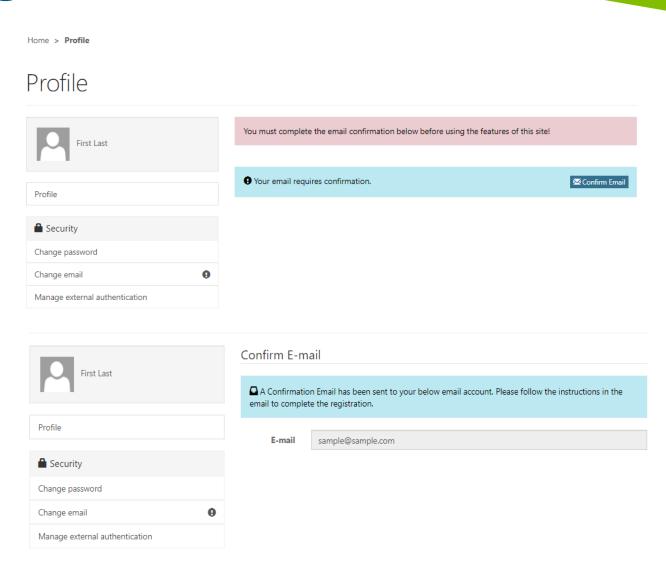
First Name *

E-mail		Phone *
sample@sample.com		
Organization Name		Title
Web Site	_	



Confirming Your Email

- Once "Your Information" is complete, you will need to confirm your email.
- 2. Within the blue box, click on "Confirm Email"
- 3. An email will be sent to the email address listed.
- Go to your email and follow the instructions within the email.
- You MUST confirm your email address, in order to begin the Pre-Registration.
- Once your email is Confirmed you MUST come back into the NJEDA Application Center to begin the Small Business Emergency Grant Phase 3 pre-Registration.



NJEDA Online Application Center

Welcome to the NJEDA's online application for the NJEDA Online Application Center. We look forward to helping you as you grow your business in New Jersey!





COVID Phase 3 Grant Pre-Registration

This pre-registration is for the NJEDA Small Business Emergency Assistance Phase 3 Grant Program.

Funding is subject to Program Funds availability.

Organization Name ↑ Application Id Status Reason (EIN) Created On Modified On

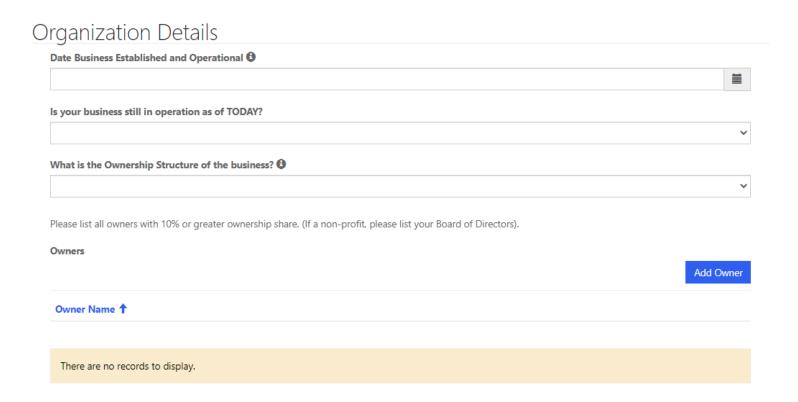


t lafa was ation	
et Information	
e	
umber	
n authorized signer for the business entity? 🐧	
istered Business Name 🐧	
siness As (DBA) 😉	



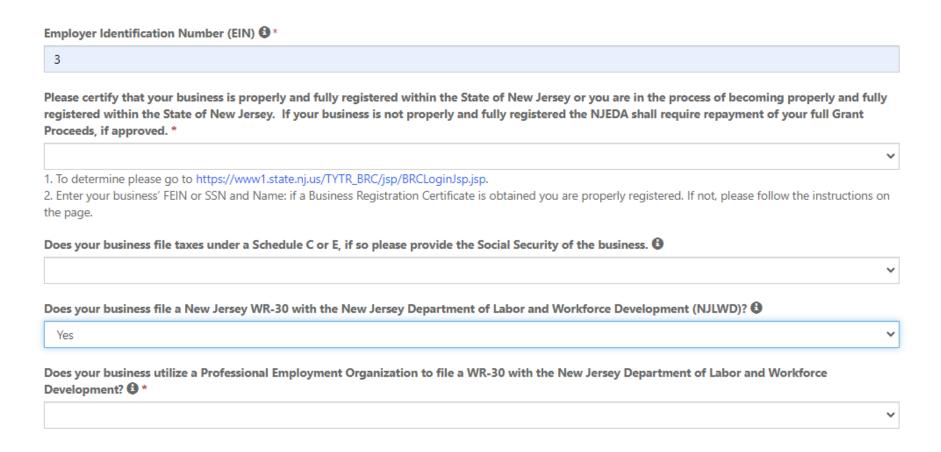
Street Address	
Street Address	
Street Address 2 6	
NJ Zip Code	
	Q
NJ City	
	Q
State	
State	
County	
_	
Is this is a commercial location?	
	~
Is the entity a home-based business?	
,	~







Organization Details Continued......





Organization Details Continued......

Number of Full-Time Employees as reported on your Q1 2020 or Q2 2020 WR-30 filing (please use the most recent of the Q1 2020 or Q2 2020) 6 *
of Part-Time W2 Employees listed on your WR-30 😉 *
Number of 1099 Employees Full-Time
Number of 1099 Employees Part-Time
Total 2019 Annual Revenue
Previous Next



Please select any business tax returns you have filed with the State of New Jersey	
□ 2018 □ 2019 □ None	
Previous Next	



Designations		
 Minority-Owned		
Previous Next		



AICS Code ② *		_	
101010 - Not Labeled		×	Q
the previous 6 quarters (1st Quart	ter 2019-2nd Quarter 2020), which quarter did your business have the highest employment? 🛭 *		
the highest quarter, per your answ	ver above, did your business file a NJ-WR30 with the New Jersey Department of Labor and Workforce De	evelopn	nent?
		evelopn	nent?
	ver above, did your business file a NJ-WR30 with the New Jersey Department of Labor and Workforce Do	evelopn	nent?
		evelopm	nent?



Business Details

Does the entity host gambling or gaming activities (selling lottery tickets or similar activities are not considered gambling and gaming)?
~
Does the entity conduct or purvey "adult" activities, services, products or materials?
~
Does the entity conduct auctions, bankruptcy sales, fire sales, "lost-our-lease", "going-out-of-business", or similar sales?
~
Is the entity a transient merchant ("peddler," "popup store," or "itinerant vendor")?
~

	~
Ooes the entity conduct any activities that may o	onstitute a nuisance?
	~
Ooes the entity conduct business for any illegal	ourposes?
oes the entity conduct business for any illegal	ourposes?
Ooes the entity conduct business for any illegal p	•



New COVID Grant 3 Pre-Registration

Electronic Signature

I authorize the EDA to provide information submitted to it by or on behalf of the applicant to any bank or State agency which might participate in the requested grant with the EDA.

I understand that if such information is willfully false, I am subject to criminal prosecution under N.J.S.A. 2C:28-2 and civil action by the EDA which may at its option terminate its financial assistance.

Pursuant to written policy, the New Jersey Economic Development Authority allows documents to be signed electronically and hereby agrees to be bound by such electronic signatures. Please confirm that you, as a signatory to this document, also agree to be bound by electronic signatures.

ı	agree	to	be	bound	bν	electro	nic	siar	natures.

I am an Authorized Signer for this organization and I accept the above terms and conditions.

Full Name

Email Address

sample@sample.com

The EDA will communicate updates, status and Agreements regarding your pre-registration and application at the registered email address above. Please continue to check all your email folders (spam, junk, etc.) for these communications.





New COVID Grant 3 Pre-Registration

Pre-Registration Submitted

Thank you for Pre-Registering for NJEDA Small Business Emergency Assistance Phase 3 Grant.

THIS IS A PRE-REGISTRATION ONLY. YOU MUST SUBMIT A FULL APPLICATION TO BE CONSIDERED FOR THIS PROGRAM. THE FULL-APPLICATION WILL BE AVAILABLE ON THE SCHEDULE BELOW. APPLICATIONS WILL BE CONSIDERED ON A FIRST COME, FIRST SERVED BASIS.

To submit your full application please log back into the NJEDA Portal on the schedule below.

Restaurants (Food Services and Drinking Places, NAICS begins with 722): October 29, 2020, 9:00 am EST.

Micro Business (5 or Less Full Time Equivalent Employees): October 30, 2020, 9:00 am EST.

Small Business (Non-Restaurant and 6 or More Full Time Equivalent Employees): November 2, 2020, 9:00 am EST.

Your pre-registration number is:

MOLA - XXXXXX

All communications will be emailed to

sample@sample.com

NJEDA will send additional information on the Full Application to this email as well.

To learn about other COVID-19 relief programs available to businesses, visit https://formx.business.nj.gov/programs



PHASE 3 Grant

Full Application

Questions will focus heavily on COVID-19 Impact

Applicants will need to be able to answer the following:

- ► Were you deemed an essential business based on Executive Order #104?
- ► If non-profit, what type (501 C-3,4,6 etc)?
- ► To what capacity was your business able to re-open?
- What other COVID-19 Assistance have you received (Federal, State, Local, Insurance)?
- ► What was your Revenue Loss as a result of COVID-19?
- ▶ What is your Additional Financial Need as a result of COVID-19 (after other COVID-19 Assistance)?
- What will the Grant Proceeds be used for (if approved)?



Phase 3 Grant Size Estimator



NJEDA Phase 3 Grant Size Estimator

A tool for helping understand how NJEDA determines grant size, as calculated from employee wage data in your most recently filed form WR-30.

NOTE: This tool is for the October grant program (Phase 3), not the April grant program (Phase 1) or the June grant program (Phase 2). If you want to estimate the size of an April grant (Phase 1), please use the <u>April Grant Size Estimator</u>. If you want to estimate the size of a June grant (Phase 2), please use the <u>June Grant Size Estimator</u>.

REMINDER: This is the Grant Size calculator, if you would like to determine eligibility please use the Phase 3 Grant Eligibility Estimator

Is your business classified as "Food Services and Drinking Places," with NAICS beginning with 722?



Employees

Please enter the wages earned by each W2 employee (full-time and part-time) and reported on your NJ-WR30. To determine your estimated award size please use the highest reported quarter between 1st Quarter 2019 – 2nd Quarter 2020 (enter only the highest quarter, do not enter more than one quarter of data). Also, do not enter 1099 contractors.

FTE Equivalent	Quarterly Wages *	Employee Name	
0.00	\$3,500	John Doe	8
FTE equivalents: 0.00	Total payroll: \$0.00		

+Add Employee



Phase 3 Grant Eligibility Estimator



NJEDA Phase 3 Grant Eligibility Estimator

A tool for helping understand how NJEDA determines eligibility, as calculated from employee wage data in your most recently filed form WR-30.

NOTE: This tool is for the October grant program (Phase 3), not the April grant program (Phase 1) or the June grant program (Phase 2). If you want to estimate the size of an April grant (Phase 1), please use the <u>April Grant Size Estimator</u>. If you want to estimate the size of a June grant (Phase 2), please use the <u>June Grant Size Estimator</u>.

REMINDER: This is the eligibility calculator, if you would like to estimate the size of your award please use the Phase 3 Grant Size Estimator

Employees

Please enter the wages earned by each W2 employee (full-time and part-time) for your most recently filed 1st Quarter 2020 or 2nd Quarter 2020 NJ-WR30 (enter only the most recent of the two listed quarters). Do not enter 1099 contractors.

FTE Equivalent	Quarterly Wages *	Employee Name
0.00	\$3,500	S John Doe
FTE equivalents: 0.00	Total payroll: \$0.00	
		+Add Employee

Estimate Grant Eligibility

Save







A new resource to ensure small and micro businesses and non-profit organizations have access to the PPE they need to reopen safely.

Program Size

~\$24M

More information at covid19.nj.gov/ppeaccess

Phase 1

- Online PPE Planning Tool to help small business owners estimate their PPE needs for the rest of year / flu season
- Vetted list of Designated Vendors that provide at least a 10% discount to any businesses that purchases PPE through covid19.nj.gov/ppeaccess
- \$3.5M funding for NJ-based manufactures and small wholesalers that sell to Designated Vendors
- New Designated Vendors listed soon

Phase 2

- ~\$20.5M in grant funding to be launch targeted by end of October / early November
- Additional 25% discounts on PPE purchases for NJbased businesses under 100 FTE
- Covers up to \$400 per company, \$500 if company is located in an Opportunity Zone Eligible Census Tract
- Must be used through Program's Designated Vendors
- Grant funds automatically applied at checkout

