AGENDA

Moderator
Welcome Remarks
Maryland State Programs
SBA Federal Programs
Maryland Department of Labor
County Employee Relief Fund
County Business Relief Fund
MODERATOR

David Iannucci
President & CEO, Prince George’s County Economic Development Corporation
WELCOME REMARKS

Angela Alsobrooks
County Executive
WELCOME REMARKS

Todd Turner
County Council Chair
MARYLAND DEPARTMENT OF COMMERCE
AGENCY PROGRAMS

Kelly Schulz
Secretary, Maryland Department of Commerce
Maryland Business Resources

- General Information and FAQ: businessexpress.maryland.gov/coronavirus
- Dept. of Commerce Emergency Relief Funds: commerce.maryland.gov/covid19relief
- SBA Disaster Assistance Funding: sba.gov/disaster
- Questions for MD Commerce? Email Secretary.Commerce@maryland.gov
U.S. SMALL BUSINESS ADMINISTRATION
FEDERAL PROGRAMS

Antonio Doss
District Director
U.S. Small Business Administration
Coping with COVID-19

Financial Tools & Resources to Help Small Business

SBA’s Disaster Declaration Makes Loans Available Due to the Coronavirus (COVID-19)

The U.S. Small Business Administration (SBA) is offering designated states and territories low-interest federal disaster loans for working capital to small businesses suffering substantial economic injury as a result of the Coronavirus (COVID-19).

The SBA has issued, under its own authority and as provided by the Coronavirus Preparedness and Response Supplement Appropriations Act, Economic Injury Disaster Loan declarations for the District of Columbia, Maryland, and Virginia.
Coping with COVID-19
Financial Tools & Resources to Help Small Business

• Loan Payment Deferrals
• Economic Injury Disaster Loans (EIDLs)
  • EIDL: Application Process
  • EIDL: Application Support
• One-on-One Mentoring / Business Coaching
Coping with COVID-19
Financial Tools & Resources to Help Small Business

Using Loan Payment Deferrals to Augment Cash Flow
(Slide 1 of 2)

Federal and state banking regulatory agencies have issued a joint letter to financial institutions, strongly recommending lenders work with borrowers to offer loan modifications in response to the COVID-19 pandemic.

Such deferments neither impact the lender’s standing with bank regulators, nor reflect negatively on the borrower’s credit score.
Using Loan Payment Deferrals to Augment Cash Flow

(Slide 2 of 2)

Small businesses with existing loans may be able to reduce their monthly outlay of cash by getting their loan payment(s) deferred.

**Existing SBA loans**
- 7(a), 504 or Microloans: Loan payments can be deferred up to six months. Business owners should talk with their lenders and ask for a loan modification.
- Existing Disaster Assistance Loans: SBA is automatically deferring payments on all outstanding disaster loans through December 31, 2020.

**Non-SBA Business Loans**
- Borrowers can discuss with their banker/lender the option to defer loan payments. The length of any deferment would be determined by the bank or lending institution.
Economic Injury Disaster Loans (EIDLs)
(Slide 1 of 6)

These Economic Injury Disaster Loans (EIDLs) are specifically available to the following organizations that have been directly affected by the disaster.

• Small businesses within the SBA Size Standards (visit https://www.sba.gov/size)
• Small agricultural cooperatives & aquaculture businesses
• Private non-profit organizations (regardless of size)
Coping with COVID-19
Financial Tools & Resources to Help Small Business

Economic Injury Disaster Loans (EIDLs)
(Slide 2 of 6)

What are some types of organizations that are ineligible to receive an Economic Injury Disaster Loan?

- Religious organizations
- Charitable organizations
- Gambling concerns (i.e., businesses that derive more than 1/3 of their annual gross revenue from legal gambling activities)
How much can I borrow?

- Eligible entities may qualify for loan amounts of up to $2 million.
- Interest rates on this disaster loan are 3.75% for small businesses and 2.75% for non-profit organizations.
- Terms of up to 30 years are available with the first payment due 12 months after funds are issued.
Economic Injury Disaster Loans (EIDLs)  
(Slide 4 of 6)

How can I use EIDL funds?

• These are working capital loans that may be used to pay fixed debts, payroll, accounts payable, and other bills that could have been paid had the disaster not occurred.

• Economic Injury Disaster Loans help entities stay afloat during the declared disaster, ready to “restart” their operations once circumstances allow.

• EIDLs are not meant for business expansion.
Coping with COVID-19  
Financial Tools & Resources to Help Small Business

Economic Injury Disaster Loans (EIDLs)
(Slide 5 of 6)

General Loan Approval Criteria

**Credit History:** Applicants must have a credit history acceptable to the SBA.

**Repayment Ability:** The SBA must determine that the applicant business has the ability to repay the Economic Injury Disaster Loan.

**Eligibility:** The applicant business must be physically located in a disaster-designated area and have suffered working capital losses due to the declared disaster.
What are the collateral requirements?

- Economic Injury Disaster Loans of over $25,000 require collateral.
- The SBA takes real estate as collateral when it is available.
- The SBA will not decline a loan for lack of collateral but requires borrowers to pledge what is available.
- Given the severity of the COVID-19 pandemic and its economic impacts, the SBA will make reasonable efforts to work with applicants toward a favorable decision.
MARYLAND DEPARTMENT OF LABOR
STATE UNEMPLOYMENT BENEFITS

Bryan Moore
Deputy Assistant Secretary
Maryland Department of Labor
New Emergency Legislation


- Provisions of the bill - The bill provides flexibility to Maryland Secretary of Labor (in conjunction with Division of Unemployment Insurance) to allow workers who have not been terminated to collect unemployment insurance benefits.

COVID-19 Maryland Temporary Work Search Exemption

- Due to the state of emergency proclaimed by Governor Hogan and labor conditions across the state of Maryland, Secretary of Labor Tiffany Robinson ordered a temporary exemption from the work search requirement for individuals receiving unemployment insurance benefits, effective March 20th, 2020.

- The temporary exemption began on the week ending March 21st, 2020

- Claimants MUST still file their weekly certifications, either through the online Weekly Claim Certification or by calling 410-949-0022.

<table>
<thead>
<tr>
<th>Claim Certification Filed</th>
<th>Exemption End Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week Ending: 03/21/20</td>
<td>Week Ending: 05/30/20</td>
</tr>
<tr>
<td>Week Ending: 03/28/20</td>
<td>Week Ending: 06/06/20</td>
</tr>
<tr>
<td>Week Ending: 04/04/20</td>
<td>Week Ending: 06/13/20</td>
</tr>
</tbody>
</table>
COVID-19 Maryland Reemployment Requirement

- All claimants are still strongly encouraged to engage in Maryland’s approved list of Self-Service Reemployment activities that can be completed virtually via the online Maryland Workforce Exchange-Reemployment Exchange
- Total claims - See aggregated data chart for Prince Georges County and Maryland:

<table>
<thead>
<tr>
<th>Week of March 2020</th>
<th>Phone</th>
<th>Internet</th>
<th>Total</th>
</tr>
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<tbody>
<tr>
<td>March 1-7</td>
<td>117</td>
<td>140</td>
<td>257</td>
</tr>
<tr>
<td>March 8-14</td>
<td>244</td>
<td>274</td>
<td>518</td>
</tr>
<tr>
<td>March 15-21</td>
<td>479</td>
<td>3313</td>
<td>3792</td>
</tr>
<tr>
<td>March 22-28</td>
<td>239</td>
<td>8497</td>
<td>8736</td>
</tr>
</tbody>
</table>
Layoff Aversion Program

• This program preserves employees’ jobs and employers’ trained workforce during times of lowered economic.

• Work-sharing allows employers to reduce hours of work for employees rather than laying off some employees, while others continue to work full-time.

• Employees experiencing a reduction in hours are allowed to collect a percentage of their UC benefits to replace a portion of their wages.

• Labor has collaborated with Governor Larry Hogan to launch the new COVID-19 Layoff Aversion Fund.

• $7 million dollars is available to support our state’s small businesses and workers who are undergoing financial stress because of the coronavirus.

• Businesses can apply for up to $50,000 in flexible funding ...to help continue operations and keep Marylanders working.

• All businesses who apply will receive approval or denial within just 2 business days of submitting a simple application.
CARES Act

• Under the Coronavirus Aid, Relief, and Economic Security (CARES) Act, there is a substantial expansion of unemployment insurance benefits for workers sidelined for specified reasons associated with COVID-19.

• Claims CANNOT be filed for any of these 3 programs until USDOL provides guidance on benefit eligibility and filing procedures.

• The three (3) programs in the bill that extend the availability, amount, and/or duration of Unemployment Insurance (UI) programs are detailed below.

Federal Pandemic Unemployment Compensation (FPUC) (§ 2104)

• FPUC provides an additional $600 per week to recipients of UI or PUA.

• FPUC applies to weeks of unemployment from March 28, 2020 through July 31, 2020.

Pandemic Emergency Unemployment Compensation (PEUC) (§ 2107)

• PEUC provides an additional 13 weeks of UI, through December 31, 2020.

• PEUC is available for individuals who have exhausted their regular UI in a benefit year ending after July 1, 2019 and are able, available, and actively seeking work.

• The amount of UI payable under PEUC is their regular UI entitlement plus the $600 under FPUC.
CARES ACT. Continued

Pandemic Unemployment Assistance (PUA) ($ 2102)

- PUA is effective from January 27, 2020 through December 31, 2020.
- PUA amount is the same as under Maryland law, except that it may not be less than the minimum WBA provided under DUA (20 C.F.R. § 625.6).
- PUA cannot exceed 39 weeks and any weeks of regular UI count towards that maximum.
- PUA covers individuals who are ineligible for UI, including:
  - The self-employed;
  - Independent contractors and gig workers;
  - Those who lack sufficient work history; and
  - Those who have exhausted their unemployment benefits including PEUC.
- Individuals who can telework with pay or who receive any paid leave benefits are ineligible to receive benefits under PUA.
- Claimants must certify that they are fully or unemployed, or unable or unavailable to work due to COVID-19. The law provides for a list of suitable reasons, including:
  - The Claimant or a member of their household has been diagnosed with COVID-19;
  - The Claimant is providing care for a family member diagnosed with COVID-19;
  - The Claimant is unable to work because they have primary caregiving responsibility for a member of their household that is unable to attend school due to a COVID-19 related closure.
  - The Claimant is unable to work because of a government-imposed quarantine or self-quarantine advised by a health care provider.
  - They quit their job as a direct result of COVID-19.
EMPLOY PRINCE GEORGE'S
COVID-19 HOURLY EMPLOYEE RELIEF FUND

Walter Simmons
President & CEO
Employ Prince George's
PRINCE GEORGE’S COUNTY
COVID-19
HOURLY EMPLOYEE RELIEF FUND
SUPPORT OUR CAUSE AT EMPLOYPG.ORG/HOW-YOU-CAN-HELP/
Raising $500,000 to support 2,000+ Prince George’s County hourly workers laid off due to the COVID-19 pandemic

$200 Employ Prince George’s Visa Cash Cards disbursed weekly, via drive-thru pickup’s

Applications for the Covid-19 Relief Fund begin Monday, April 6, 2020, at www.employpgedge.com

Priority will be given to Prince George’s County residents who earned $19 or less per hour

Employ Prince George’s Visa Cash Card disbursements begin Friday, April 10, 2020
Discount Partners will be listed on COVID-19 Relief Fund flyers, social media postings, and the Employ Prince George’s website.

Discount Partners maybe selected to host a drive-thru Employ Prince George’s Visa Cash Card disbursement.

Discounts are at the discretion of the business, and listed on the COVID-19 Relief Fund outreach materials.

Contact Annette Chisolm at AJChisolm@co.pg.md.us to register as a COVID-19 Relief Fund Discount Partner.

Soliciting Discount Partners to provide discounts to residents shopping with Employ Prince George’s Visa Cash Cards.
Donations can be submitted via check or online at [https://www.employpg.org/how-you-can-help/](https://www.employpg.org/how-you-can-help/)

Donations to the COVID-19 Hourly Employee Relief Fund are tax deductible

For more information contact Jamie Gunnell at JNGunnell@co.pg.md.us or (240) 623-4286
FSC FIRST
PRINCE GEORGE’S COUNTY
COVID-19 BUSINESS RELIEF FUND

Shelly Gross-Wade
President & CEO
FSC First
Prince George's County
COVID19 Business Relief Fund
COVID19 Business Relief Fund

PURPOSE: The Prince George’s County COVID19 Business Relief Fund is to provide assistance to businesses so that they may retain their pre-pandemic workforce and sustain operations through social distancing.

USE OF FUNDS: To support cash operating expenses including payroll, suppliers, rent, fixed debt payments and other business critical cash operating costs.
COVID19 Business Relief Fund

ELIGIBILITY:
Principal business office or location must be physically located in Prince George’s County
Business meets U.S. Small Business Administration definition of small business
New business ventures are not eligible

HOW TO APPLY: Beginning April 13, 2020, businesses may apply online though a link on the Economic Development Corporation webpage.
# COVID19 Business Relief Fund

## LOAN TERMS

<table>
<thead>
<tr>
<th>Term</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Term</td>
<td>3 years; 10 year amortization</td>
</tr>
<tr>
<td>Rate</td>
<td>3.75% Fixed</td>
</tr>
<tr>
<td>Loan Amount</td>
<td>Up to 6 months of verified payroll &amp; operating expenses; not to exceed $100,000</td>
</tr>
<tr>
<td>Deferred Payments</td>
<td>12 months of deferred principal &amp; interest payments</td>
</tr>
<tr>
<td>Personal &amp; Corporate Guaranty</td>
<td>Yes</td>
</tr>
<tr>
<td>Collateral</td>
<td>UCC lien filing on business assets</td>
</tr>
<tr>
<td>Application Fee</td>
<td>$0</td>
</tr>
<tr>
<td>Requirements</td>
<td>Business must retain jobs (certified to County) with a goal of hiring County residents for future vacancies. Borrower must maintain its operations in the County for the term of the loan. Commit to best effort to have 35% County based small business participation in any future construction work. Provide evidence that application has been submitted to the U.S. SBA and State of Maryland.</td>
</tr>
</tbody>
</table>
COVID19 Business Relief Fund

COUNTY GRANT* TERMS

<table>
<thead>
<tr>
<th>Businesses with less than 10 employees</th>
<th>Up to $5000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Businesses with 10 or more employees</td>
<td>Up to $10,000</td>
</tr>
<tr>
<td>Requirements</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Same documentation as loans and employee certification</td>
</tr>
<tr>
<td></td>
<td>Provide evidence that application has been submitted to the U.S. SBA and State of Maryland</td>
</tr>
</tbody>
</table>

**Required Documents:**

1. Completed Application
2. Completed 4506T form
3. Payroll/Employee Roster (for week of March 2, 2020) & Signed Employment Certification
4. 2018 Business Tax Return as filed with IRS
5. 2019 Income Statement or Business Tax Return
6. 2020 Year to Date Income Statement (January – March)
WE'RE HERE TO HELP

EMAIL US

covid19@fscfirst.com

www.fscfirst.com
QUESTIONS AND ANSWERS

Please submit your questions in your chat box. We will answer as many as we can.
THANK YOU FOR JOINING US

Business Information and Resources
www.PGCEDC.com/COVID19
County COVID-19 Business Relief Fund
www.PGCEDC.com/covid-business-fund-2020