

VSBFA SSBCI 2.0

**Subrecipient Application Webinar
Wednesday, December 22, 2021**

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Department of Small Business and Supplier Diversity
SSBCI Grants Manager – Virginia Small Business Financing Authority**

AGENDA

- › INTRODUCTION
- › INSTRUCTIONS
- › APPLICATION COMPONENTS
- › DEFINITIONS
- › APPLICATION OVERVIEW
- › APPLICANT INFORMATION
- › AWARDABLE AMOUNT
- › PROGRAM OVERVIEW
- › PROGRAM DETAILS
- › COMPLIANCE AND OVERSIGHT
- › APPLICATION CERTIFICATION
- › DOCUSIGN DEMONSTRATION

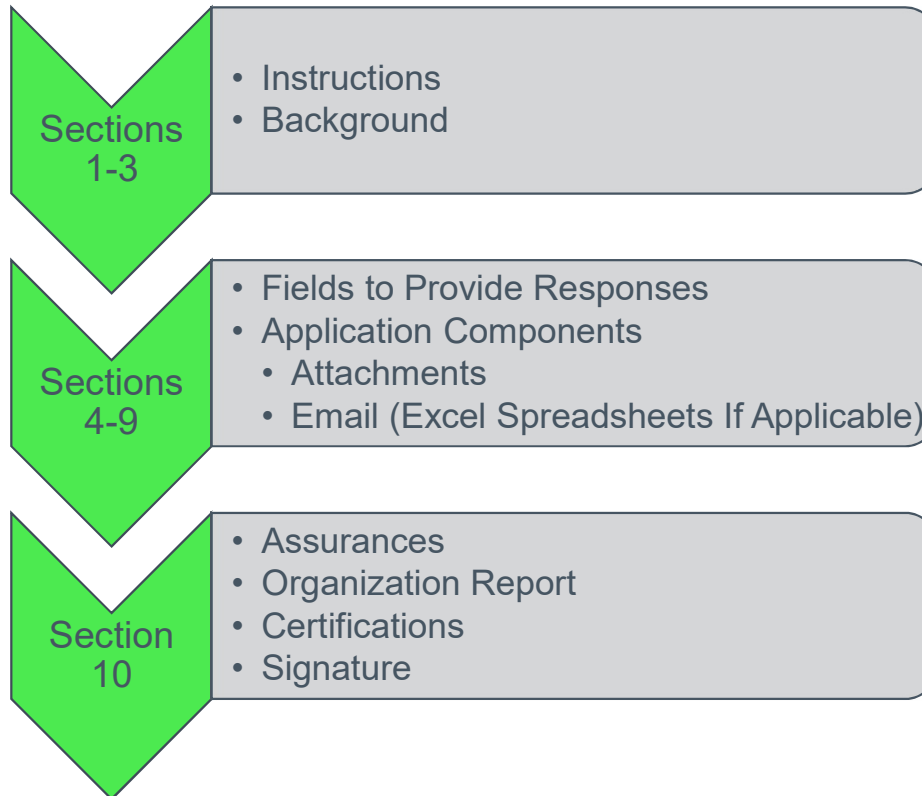
INTRODUCTION



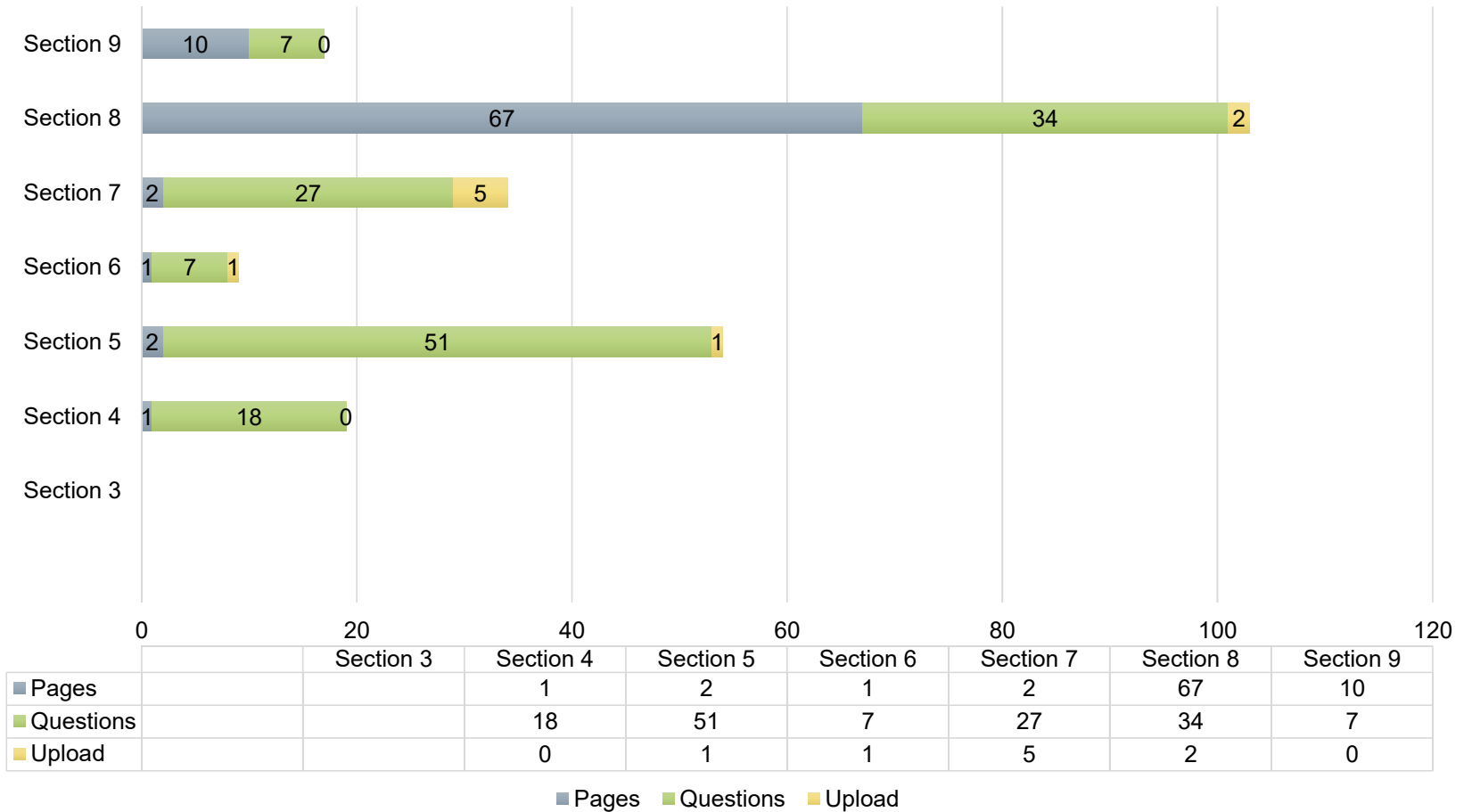
- › **PURPOSE: Support Small Businesses by Expanding Access to Capital through Lending and Investment Programs**
- › **American Rescue Plan Act of 2021 Reauthorizes and Amends the Small Jobs Act; State Small Business Credit Initiative (SSBCI) 2.0**
 - <https://home.treasury.gov/policy-issues/small-business-programs/state-small-business-credit-initiative-ssbci>
 - Priorites Very Small Businesses of 9 Employees or Less and Socially and Economicall Disadvantaged Individual-owned Businesses (SEDI)
 - VA’s Awardable Amount is up to \$230,435,003 (Subrecipients WANTED – Request for Information via Survey Monkey – 41 Respondents)
 - Subrecipient Application is Due by Friday, January 14, 2022; 11:59 EST via DocuSign and Excel Spreadsheets, If Applicable, by Email
 - Cheryl P. Bostick, SSBCI Grant Manager – CHERYL.BOSTICK@SBSD.VIRGINIA.GOV

TYPE	Eligible Program	Description	
Lending	Capital Access (CAP)	the borrower and state contribute to a bank’s loan loss reserve account to provide additional coverage for losses in its loan portfolio	
	Other Credit Support Programs (OSCP)	Loan Participation (LPP)	two subtypes that are economically the same but entail different structures and administration: (a) direct “companion” loans for transactions in which the state makes a direct loan that closes at the same time as a larger private sector loan in the transaction; or (b) loan participations, in which the state purchases a participation interest in a loan (the Participant) that has been made by the lender (the Lead Bank)
		Loan Guaranty (LGP)	the state guarantees a percentage of the bank’s loss on a loan
		Collateral Support (CSP)	the state pledges cash to the bank as additional collateral to support a loan that does not meet all of the bank’s credit criteria
Equity Investment (Funds)	Venture Capital (VCP)	investors provide capital by purchasing an ownership interest or providing subordinated debt to small businesses that typically do not participate in debt financing markets due to the business stage or structure.	

SECTION 1 – INSTRUCTIONS (Pages 1-2)



SECTION 2 – APPLICATION COMPONENTS(Pages 3-4)



SECTIONS 3-5 – DEFINITIONS & APPLICANT INFO

SECTION 3-TERMINOLOGY (PAGES 4-7)



SECTION 4-APPLICANT OVERVIEW (PAGES 7-8)

- › Experience
- › Contacts
 - Primary
 - Secondary

SECTION 5 - APPLICANT INFORMATION (PAGES 10-11)

Applicant Information
Authorized Official

Designee
Subcontractors

LETTER OF DESIGNATION UPLOAD



SECTION 6 – AWARDABLE AMOUNT (Pages 11-12)

UNDESERVED NARRATIVE **UPLOAD**

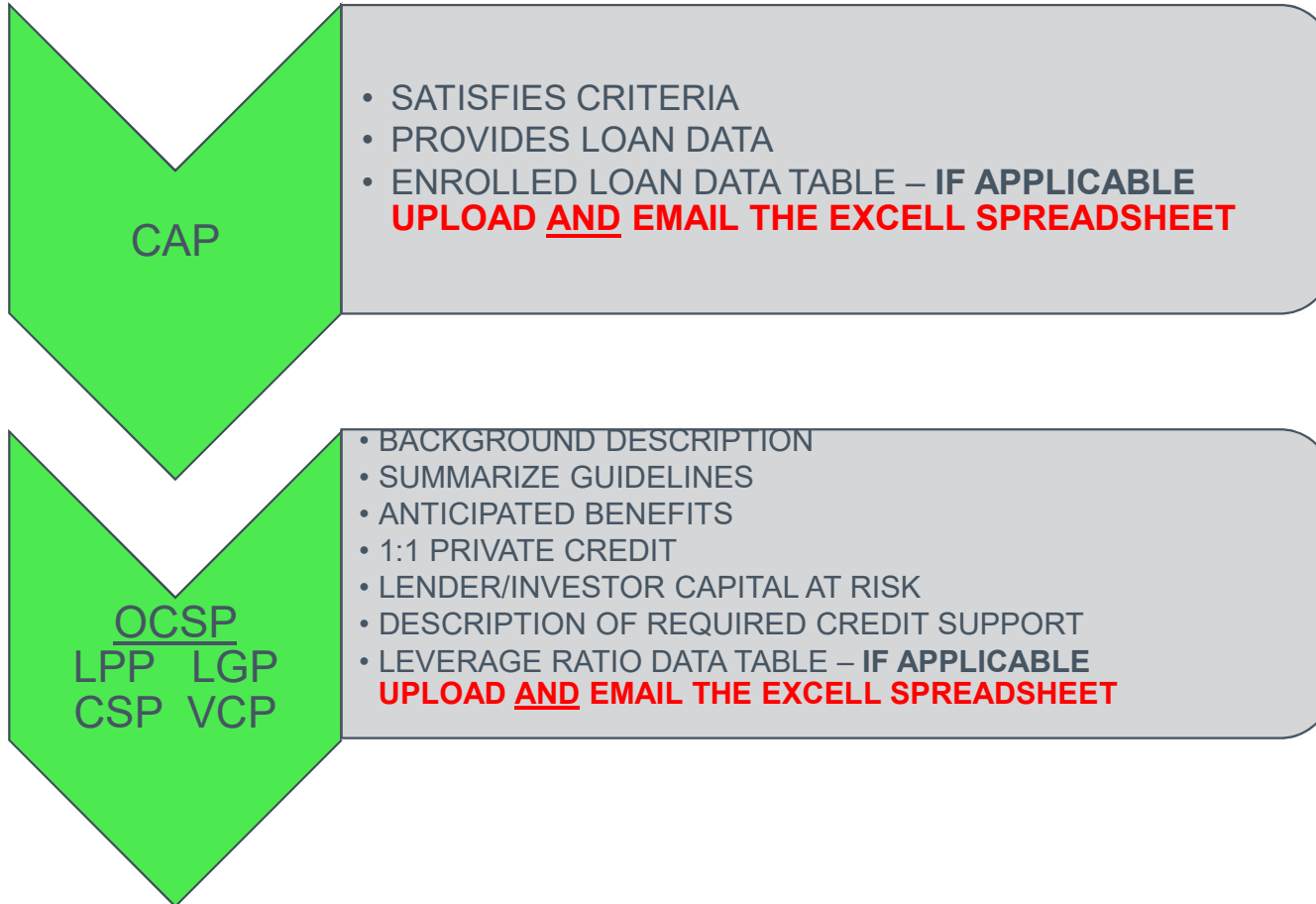
- describe efforts to reach underserved communities that are specific to each program; if similar measures are being deployed across two or more programs, please indicate that.
- provide information sufficient for VSBFA to evaluate whether your plan to help provide access to capital for underserved communities is substantive and relevant to local market conditions.
- describe how you will monitor performance with your plan, including relevant metrics, as you will be required to provide a description of any updates to your plan and your progress toward the metrics cited in your plan in your annual report

SECTION 7 – PROGRAM OVERVIEW (Pages 13-14)

PROGRAM PARTICIPATION

- Type (CAP, LPP, LGP, CSP, VCP)
- Name
- Amount
- History
- Experience
- Administrative Costs (Tranches: 5%, 3%, 3%)
- Equity Support Costs (1.71% over the life of VCP)

SECTION 8 – PROGRAM DETAILS (Page 14-78)



STAFF COMPLIANCE AND OVERSIGHT REQUIREMENT

- Management Team
- Infrastructure to Accommodate Increases in Volume
- Internal Accounting and Administrative Controls
- Research and Market Demand
- Updated 1-10-2022
 - Address Underserved Community
 - Most Recent Independent Audit
 - Financial Statement

SECTION 9 – COMPLIANCE AND OVERSIGHT (Page 79-88)

MECHANISMS, AUDITS, AND INTERNAL CONTROLS

- PER PROGRAM (CAP, LPP, LGP, CSP, VCP)
- REPORTING REQUIREMENTS
 - LOBBYING ACTIVITY
 - SUBCONTRACTOR SELECTION
- ASSURANCES-CIVIL RIGHTS REQUIREMENTS

SECTION 10 – CERTIFICATIONS (Pages 89-90)

REPORTS – IF APPLICABLE

- **UNIFORM BANKING AND PERFORMANCE REPORT (UBPR)**
 - <https://www.ffiec.gov/UBPR.htm>
- **FINANCIAL PERFORMANCE REPORTS**
 - <https://fpr.ncua.gov/>

**CERTIFICATION, SIGNATURE AND SUBMITTAL VIA DOCUSIGN
AND EMAIL: DUE DATE – FRIDAY, JANUARY 14, 2022; 11:59 PM EST**

DISCLAIMERS

VSBFA

Virginia Small Business
Financing Authority

At its sole discretion, the Virginia Small Business Financing Authority reserves the right to

- › ***request additional information as needed in order to evaluate the application.***
- › ***award allocations based upon a comprehensive view of Virginia SSBCI and the total pool of approved subrecipients.***

VSBFA

**Virginia Small Business
Financing Authority**

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