

# Microbusiness Loan Program - 2024 Request for Grant Applications (RFGA)

### **Eligibility:**

Community Development Financial Institutions (CDFIs) or Nonprofit Organizations.

Multiple awards will be granted.

#### **Open Date:**

Applications may be started in eCivis on June 6, 2024.

### **Application Deadline:**

All applications are due by 17:00 on June 13, 2024.

#### For Assistance:

If you have questions about this grant solicitation or are having difficulties with eCivis, please contact:

Gregg Ghelfi, Director, Arizona Finance Authority

gregg.ghelfi@afa.az.gov

#### Overview

The Office of Economic Opportunity (OEO) is publishing this notice to announce the second round of availability of funds for the **Microbusiness Loan Program** to provide funding to eligible lending organizations starting Fiscal Year (FY) 2024. The Microbusiness Loan Program is established in accordance with <u>Laws 2023, Chapter 136, Section 4</u> and <u>Laws 2023, Chapter 133, Section 28</u> and aims to support small business development throughout the state of Arizona, to bolster economic development and job creation and retention by providing low-interest loans to microbusinesses through eligible lenders.

**Scope of Work:** State of Arizona will award funds to eligible entities with lending experience, including Community Development Financial Institutions (CDFIs) and nonprofit organizations, to facilitate loans to microbusinesses within the state and generate economic development and jobs.

- Grantees/lenders will offer individual loans to eligible microbusiness borrowers with a principal amount of up to \$50,000 per loan.
- Grantees should provide financial education and training to loan recipients, either through the use of internal training services if available, or through referrals of microbusiness loan recipients to local partner organizations that provide professional financial education.

Per <u>Laws 2023, Chapter 136, Section 4</u>, to receive funding from the program, an eligible entity must satisfy the following criteria:

- 1. Have expertise in microbusiness loan applications and evaluating microbusiness creditworthiness. [evaluation criteria #1 and #2]
- 2. Establish an administrative system to monitor the microbusiness loans provided. [evaluation criteria #3]
- 3. Evaluate whether a proposed microbusiness loan will generate economic development and jobs within this state. [evaluation criteria #4]
- 4. Refer all microbusiness loan recipients to a local organization or nonprofit organization that provides professional financial education. [evaluation criteria #5]

For each loan disbursed by an eligible entity using monies from the program, the following requirements apply:

- 1. The principal amount of an individual loan may not exceed \$50,000.
- 2. Program monies may not be used for more than twenty-five percent of the principal amount of the loan, but the Office of Economic Opportunity may set a higher cap by rule.
- 3. Any principal and interest amounts repaid on program monies shall be used only for additional microbusiness loans.
- 4. An eligible entity (Lender) that participates in the program shall certify with the Office of Economic Opportunity that a loan to a microbusiness complies with these requirements.
- 5. An eligible entity that participates in the program may charge application, commitment and loan guarantee fees as established by the eligible entity's management.

Fees charged by eligible entities pursuant to this subsection may not exceed the following:

- a. \$500 for loans with a principal amount at or below \$24,999.
- b. Two percent of the total loan principal for loans with a principal amount of \$25,000 or more.

#### Borrower Eligibility and Guidelines:

- Microbusiness eligibility: State registration in good standing, independent ownership and operation, and five or fewer employees.
- Microlending fund uses: Per <u>Laws 2023</u>, <u>Chapter 136</u>, <u>Section 4</u>, a microbusiness loan provided by an eligible entity may be used for the following:
  - 1. Operation of the microbusiness, including creation and retention of jobs.
  - 2. Working capital.
  - 3. Acquisition or improvement of real property.
  - 4. Acquisition of machinery and equipment.
  - 5. Refinancing of debt obligations.

#### Community Partnership Collaboration:

Where appropriate, applicants are encouraged to work together to provide educational outreach and training, fill in gaps where one applicant can aid another, and *maximize the reach of the borrowers*.

### Additional information requested by the applications:

Applicants are encouraged to provide a timeline and plan to show how they intend to reach underserved and rural communities. This includes seven counties in Arizona that do not currently have CDFIs, such as Cochise, Coconino, Graham, Greenlee, La Paz, Mohave and Yavapai.

OEO plans to market and advertise the microloan program to microbusinesses that are unable to access traditional funding sources and offer information on other similar programs using funding from this program and in coordination with grantees. Applicants should outline existing, proven, and proposed strategies along with a proposed marketing budget and timeline. Applicants can indicate if these marketing costs will be covered by the grant or non-grant funds. Marketing costs funded by grant funds are subject to limitations and subject to approval by OEO.

Grantees can use up to 25% of the state's micro-loan fund awarded in grantee's total microlending loan pool. Proof of such may be shown through the grantee's loan agreement with the borrowers or as specified by the grantee in their RFGA application. Grantees should specify their total dollar value of microlending funds available and other sources of funding currently available.

#### **Funding Available**

Funding is made available by <u>Laws 2023, Chapter 136, Section 4</u> and <u>Laws 2023, Chapter 133, Section 28</u>. The amount of funding available for this second round of funding is \$3,095,000, and the Office of Economic Opportunity reserves the right to issue multiple awards, not to exceed \$2,000,000 per eligible lending organization.

Grantees will be notified by June 30, 2024. Funds unexpended by the end of each grant period, without an approved written extension, must be returned to the Arizona Office of Economic Opportunity.

All awards are subject to legislative appropriations and funding availability and are awarded at the discretion of the State of Arizona's Office of Economic Opportunity.

#### **Initial Grant Period**

All funding for the Microbusiness Loan Program will be funded for an initial period starting at the date of award issuance and ending June 30, 2029, subject to annual grant extensions based on the needs of the program.

Funds unexpended by the closeout of each grant (without an approved written extension) will be de-obligated and eligible for future use by the State's OEO department, as allowable based on legislative or other requirements. There will be 45 days of an administrative period post end of each fiscal year to submit eligible and approved expenses.

### **Grantee Eligibility**

Applicants must be a Community Development Financial Institution (CDFI) or other nonprofit organization, with at least two years of lending experience. "Community development financial institution" means an entity that is currently certified pursuant to 12 Code of Federal Regulations 29 section 1805.201.

- Grantees must demonstrate expertise in microbusiness loan applications and processing, knowledge of evaluating microbusiness creditworthiness, and assessment of whether a proposed microbusiness loan will generate economic development and jobs within this state.
- Grantees must have an administrative system in place for effective loan monitoring and reporting.
- Grantees must comply with Microlending rules and regulations.

### **Grantee Reporting Requirements:**

- Quarterly reports for the first year, then annually, detailing microfunding information such
  as eligible recipients receiving funding, number and types of microbusiness loans, loan
  amounts, borrower and recipient locations, outstanding loan principals, loan losses,
  principal repayments, and interest and fees earned. Reports will be based on fiscal
  quarterly cycles, beginning June 30th, 2024.
- Information reported by Grantees will be at a frequency and level of detail necessary to meet all reporting requirements and deadlines imposed by OEO and legislative

- appropriations, as applicable. If awarded, additional terms and conditions will be included in the grant agreement.
- Outreach and marketing activities and outcomes
- Lending success stories with details of the purpose of the loan and photographs of the funded project, activity, business, etc.

### **Application Guidelines:**

**Organization Overview:** Each applicant should provide an overview of your organization, which may include the following:

- Organization Name and Type of Business or nonprofit. Please upload documentation to prove CDFI or nonprofit status
- UEI (Unique Entity Identifier)
- Organization website
- Description of organization services provided, including description of current microbusiness lending program.
- Current microbusiness lending program size, total micro-lending fund pool(s), other sources of funding, etc.
- Project Narrative: Provide a project narrative to include anticipated populations this
  program will serve, service areas or geographic areas, estimated number and principal
  amount of loans to be provided, partner agencies included in the project, and the
  rationale/need for the project funding. Include proposed marketing strategy along with a
  proposed marketing budget and timeline, indicating if marketing costs will be covered by
  the grant or non-grant funds.
  - Project narrative should include a description of all "Grantee Eligibility and Guidelines" referenced within this announcement, as well as information addressing the "Evaluation Criteria" and factors.
- Budget: A comprehensive budget should include all anticipated program costs against
  the grant funds, including total loan principals, application/commitment and loan
  guarantee fees established by the eligible entity's management, etc. Please specify
  anticipated interest rates and other fees as applicable. If awarded funding, you may be
  asked for justification on each program cost. Note: Administrative and overhead costs
  are not allowable.
- **Timeline:** Include a project timeline with achievable milestones and outcomes. This should identify specific dates throughout the term of the program with anticipated accomplishments and impacts. Timelines may include items such as the marketing and advertising of the program, application review and processing times, loan issuance and monitoring, anticipated duration of loans, reporting, and evaluating economic outcomes.
- Outcome-oriented goals: Outcome-oriented goals are independent of a specific
  timeframe and typically outline what the organization is aiming to achieve at some point
  in the future. The objectives for outcome-oriented goals provide more context around
  when this goal should be completed and how to measure the success of the goal.
- **Objectives:** Include measurable, specific actions the project will take in order to meet the goals. This will include a strategy to meet the project goals.

- Outcomes: Identify how the project will measure success through implementation, performance, accountability, and reporting. This should include specific, measurable, attainable, relevant and time-based outputs.
- Provide insights into the demand for and supply of participation within your industry, partners and borrowers. Identify any trends that support the need for these project funds.
- See Exhibit A for additional forms to submit at time of application, including a subrecipient assessment questionnaire and State of Arizona Substitute W-9: Request for Taxpayer Identification Number and Certification.

#### **Evaluation Criteria**

A review committee will evaluate applications and select those applications deemed susceptible for an award, in accordance with A.R.S § 41-2702, based upon the following criteria.

Each criteria will be evaluated on a scale of 1 to 3 with a 3 being exceeds criteria (or high evaluation) and a 1 being does not meet criteria (or low evaluation). The maximum points that an applicant may receive through this process is a score of 123 points.

Grant Evaluation Criteria				
	Weight	Points per Category	Individual Points	
1. Experience in offering loans (2 years min experience)		15		
Total years lending experience			3	*ineligible for grant if less than 2 years
Total years microlending experience			3	
A currently developed microloan program Y/N			3	
Current volume # of loans, by type			3	
Current # personnel/staff with lending expertise			3	
Experience in evaluating small or microbusiness creditworthiness		12		
Current underwriting process established			3	
# of businesses evaluated in the past; # of successfully closed/completed loans (non-default)			3	
% of applications vs. loans issued (loan approval vs. denial rates)			3	
% loan default rate of prior loans			3	
Administrative system(s) in place to monitor the microbusiness loans provided	1	12		
Ability to evaluate/track applicant eligibility			3	
Ability to evaluate/track loan use of funds			3	

	Financial systems to track payments, repayments,				
	default criteria, etc.  System in place to report on loan outcomes and			3	
	metrics			3	
1 Process	to evaluate whether a proposed microbusiness				
	nerate economic development and jobs within this	1	9		
	Reporting and evaluating metrics of loan applicants			3	
	Pre-loan evaluation of business type/need, and financial outcomes anticipated			3	
	Ability to evaluate loan uses and anticipated outcomes, such as #jobs created, # businesses assisted, increased revenue by %, reduced debt by %, reduced business interest rates, improved facilities, etc.			3	
	Per OEO microlending report, examples of metrics include job creation, debt reduction, credit score improvement, financial stability, economic impact assessment on individuals and businesses, and adherence to specific financial ratios.				
5. Extent of	offering financial education and training	1	9		
	Current training program offered in house (online, &/or in person), or is training offered through a partner institution/referral			3	
	Amount of time training is required			3	
	Training required prior to loan issuance?			3	
fund/pool \$	rofunding available from other fund sources (total amount and funding sources), demonstrating accommodate a maximum of 25% State of AZ ands.	1	3	3	*ineligible for grant if total microloan funding pool is less than 3-times the amount of grant funds requested.
7. Experien	ce or capacity loaning in rural communities	x2	24		
	Represents multiple counties			3	
	Reaches Tribal communities			3	
	No CDFI representation in county(s) served			3	
	% portfolio of loans that serve rural or underserved communities, including seven counties in Arizona that do not currently have CDFIs, such as Cochise, Coconino, Graham, Greenlee, La Paz, Mohave and Yavapai.			3	
0. D.II.		4	10		
8. Bilingual	or multilingual options	1	12		
	# and % of bilingual staff			3	
	Advertisement materials in multi-languages/platforms			3	

Training/education materials in multi-languages/platforms			3	
Loan materials/documents in multi-languages			3	
Esan materials assuments in material auguages				
9. Expected interest rate charged to applicants/borrowers	1	3	3	
10. Marketing and outreach plan	1	9		
Current marketing/outreach available for prior loans and existing portfolio			3	
New or intended marketing/outreach available for current grant			3	
Will marketing plan/outreach efforts be tailored to primary microbusiness types or other geographical needs located in each county served			3	
11. Expected number of applicants served	1	3	3	
12. Expected term of loans				
Prior/existing average loan durations	1	6	3	
Economic outcomes and success levels depending on loan durations			3	
13. Ability to report requested results				
Current or available reporting and monitoring systems in place	1	6	3	
Type of metrics and level of information collected/available from active and completed loans			3	
Per OEO microlending report, examples of metrics include job creation, debt reduction, credit score improvement, financial stability, economic impact assessment on individuals and businesses, and adherence to specific financial ratios.				
Total Points Available		123		

### Financial Reports & Payment Requests

The Grantee will submit all invoices or receipts and requests for payment through a financial report in eCivis. Invoices or receipts must be from approved categories only and show date of service, expenses incurred, and line item detail. All expenditures, invoices and final financial reports must be completed by June, 2029 unless grant extensions or written approval is provided by the OEO. If awarded, specific dates and additional terms and conditions will be included in the grant agreement.

## **How to Submit Applications**

All applications must be submitted through eCivis. Paper applications will not be accepted. User guides may be accessed at the link below:

https://acrobat.adobe.com/link/review?uri=urn:aaid:scds:US:6df0fea2-46d6-3444-b806-31dedba 3d7e8

### Exhibit A

Additional forms to submit at time of application are attached.



# State of Arizona Substitute W-9: Request for Taxpayer Identification Number and Certification

Submit completed form to the State of Arizona Agency with whom you are doing business with for review and authorization.

	Type of Request (Must select at le	ast ONE)									
1	New Loca New Request (Additional ID)	al Address C ty	hange - Selec /pe(s) of chan ne following:		Tax ID Main A	Legal Na	ame Enti	ty Type [ ress	Minority Bu	usiness Indio	:ator
_ 1	Taxpayer Identification Number (	TIN) (Provide ONE	Only)								
2	TIN -		OR	SS	N	-	-				
,	<b>Entity Name (</b> As it appears on IRS EI If Individual, Sole Proprietor, Single N	·	•			ial Security A	dministration	Records	, Social Securi	ity Card.	
기	Legal Name										
	DBA Name										
	Entity Type (Must select ONE of the	following)									
	Individual/Sole Proprietor or Single-	Member LLC				f its political su					ı
4	Corporation					ssion of the US,	or any of their	political s	ubdivisions or		1
	Partnership Limited Liability Company (LLC) includes the Partnerships	uding Corporations &		Othe	ımentalitie r: Tax Repo r: Tax Exen	rtable Entity	Des	ription			
1	Minority Business Indicator (Must	solost ONE of the fo	llowing)	Othe	i. Tax Exem	прешину					—
	-						0.00				_
	Small Business		all, Woman Ow					Minority Owned Business- African American  Minority Owned Business- Asian			_
	Small Business- African American		all, Woman Ow								-
_	Small Business- Asian		all, Woman Ow		ss- Other Mir	nority	Minority Owned Business- Hispanic				
5	Small Business - Hispanic		man Owned Bu				Minority Owned Business- Native American  Minority Owned Business- Other Minority				_
	Small Business - Native American		man Owned Bu			n				у	$\dashv$
	Small Business- Other Minority		man Owned Bu				Non-Profit,			Owned	-
	Small, Woman Owned Business		Woman Owned Business- Hispanic				Non-Small, Non-Minority or Non-Woman Owned Business				
	Small, Woman Owned Business- African Ar				_ Individual		l, Non-Business				
_	Small, Woman Owned Business- Asian	[	man Owned Bu	usiness- Oth	er Minority						
5	Veteran Owned Business	YES N	10								
1	Entity Address										
	Main Address (Where tax information and	d general corresponde	ence is to be i	mailed)	Remittar	nce Address (V	/here payment	is to be m	ailed) Sa	ame as Mair	1
7	Address Line 1				Address L	ine 1					
<b>'</b>	Address Line 2				Address L						
	City Sta	ato 7ir	o code		City			State	Zin	code	
- 1		21,	Code		City			- Tute			
۱	Vendor Contact Information										
ס	Name					Title					
	Phone Ext.	Fax	Κ			Email					
a l	Exemption from Backup Withhold	ling and FATCA Re	porting: Co	omplete t	his sectio	n if it is appli	cable to you.	See instr	uctions for m	ore details	;
]	Exemption Code for Backup Withholding	l		Exen	nption Cod	le for FATCA Re	eporting				
0	Certification Under penalties of perjury, I certify that:  1. The number shown on this form is my correc 2. I am not subject to Backup Withholding beca failure to report all interest or dividends, or (c) t 3. I am a US citizen or other US person, and 4. The FATCA code(s) entered on this form (if ar The Internal Revenue Service does not require y Certification instructions: You must cross out interest and dividends on your tax return. For redebt, contributions to an individual retirement	use: (a) I am exempt from he IRS has notified me th ny) indicating that I am ex your consent to any provi item 2 above if you have eal estate transactions, ite	n Backup Withh at I am no long cempt from FAT ision of this doo been notified I em 2 does not a	er subject to CA reportin cument othe by the IRS the apply. For m	Backup Wit g is correct. er than the c lat you are c ortgage inte	thholding, and ertifications requ urrently subject t rest paid, acquisi	ired to avoid bac to backup withho tion or abandon	kup withho Ilding becau ment of sec	lding. Ise you have faile ured property, cai	d to report all ncellation of	tails  esult of a
	provide your correct TIN.  Signature		Print Na	me				Date			]

#### The State of Arizona Substitute W-9 Form Instructions

The State of Arizona (State), like all organizations that file an information return with the IRS, must obtain your correct Taxpayer Identification Number (TIN) to report income paid to you or your organization. The State uses the Substitute W-9 Form to obtain certification of your TIN in order to ensure accuracy of information contained in its payee/vendor system and to avoid Backup Withholding as mandated by the IRS. According to IRS regulations, the State must withhold 28% of all payments if a vendor/payee fails to provide the State its certified TIN. The Substitute Form W-9 certifies a vendor/payee's TIN. Any vendor/payee who wishes to do business with the State must complete the Substitute W-9 Form.

Part 1 - Type of Request: Select only one.

**Part 2 - Taxpayer Identification Number (TIN):** Enter your nine-digit TIN. The TIN is either your nine-digit Social Security Number (SSN) assigned by the Social Security Administration (SSA) or Employer Identification Number (EIN) assigned by the Internal Revenue Service (IRS).

**Part 3** - **Entity Name:** Enter the legal name as it appears on IRS EIN records, IRS Letter CP575, IRS Letter 147C or Social Security Administration Records, Social Security Card. If Individual, Sole Proprietor, Single Member LLC, enter First, Middle, Last Name. Enter your DBA in the designated line if applicable.

Part 4 - Entity Type: Select only one for TIN given.

Part 5 - Minority Business Indicator: Select only one for TIN given.

Part 6 - Veteran Owned Business: Select only one for TIN given.

Part 7 - Entity Address: List the locations for tax reporting purposes and where payments should be mailed.

Part 8 - Entity Contact Information: List the contact information.

**Part 9 - Backup Withholding and FATCA Exemptions:** If you are exempt from Backup Withholding and/or FATCA reporting, enter in the Exemptions box, any code(s) that may apply to you.

Backup Withholding Exemption Codes: Generally, Individuals (including Sole Proprietors) are not exempt from Backup Withholding. Additionally, Corporations are not exempt from Backup Withholding when supplying legal or medical services. If you do not fall under the categories below, leave this field blank. The following codes identify payees that are exempt from Backup Withholding:

Code 1: An organization exempt from tax under section 501(a), any IRA, or a custodial account under section 403(b) (7) if the account satisfies the requirements of section 401(f) (2)

Code 2: The United States or any of its agencies or instrumentalities

Code 3: A state, the District of Columbia, a possession of the United States, or any of their political subdivisions or Instrumentalities

Code 4: A foreign government or any of its political subdivisions, agencies, or instrumentalities

Code 5: A corporation

<u>Code 6</u>: A dealer in securities or commodities required to register in the United States, the District of Columbia, or a possession of the United States <u>Code 7</u>: A futures commission merchant registered with the Commodity Futures Trading Commission

Code 8: A real estate investment trust

Code 9: An entity registered at all times during the tax year under the Investment Company Act of 1940

Code 10: A common trust fund operated by a bank under section 584(a)

Code 11: A financial institution

Code 12: A middleman known in the investment community as a nominee or custodian

Code 13: A trust exempt from tax under section 664 or described in section 4947

**FATCA Exemption Codes**: The following codes identify payees that are exempt from reporting under FATCA. These codes apply to persons submitting this form for accounts maintained outside of the United States by certain foreign financial institutions. If you are only submitting this form for an account you hold in the United States, leave this field blank. The following codes identify payees that are exempt from FATCA Reporting:

Code A: An organization exempt from tax under section 501(a) or any individual retirement plan as defined in section 7701(a) (37)

<u>Code B</u>: The United States or any of its agencies or instrumentalities

Code C: A state, the District of Columbia, a possession of the United States, or any of their political subdivisions or instrumentalities

Code D: A corporation the stock of which is regularly traded on one or more established securities markets, as described in Reg. section 1.1472-1(c)(1)(i)

Code E: A corporation that is a member of the same expanded affiliated group as a corporation described in Reg. section 1.1472-1(c) (1) (i)

<u>Code F</u>: A dealer in securities, commodities, or derivative financial instruments (including notional principal contracts, futures, forwards, and options) that is registered as such under the laws of the United States or any state

Code G: A real estate investment trust

Code H: A regulated investment company as defined in section 851 or an entity registered at all times during the tax year under the Investment Company Act of 1940

Code I: A common trust fund as defined in section 584(a)

Code J: A bank as defined in section 581 Code K: A broker

Code L: A trust exempt from tax under section 664 or described in section 4947(a) (1)

Code M: A tax-exempt trust under a section 403(b) plan or section 457(g) plan

Part 10 - Certification: Please sign, date and provide preparer's name in appropriate space.

Subaward Assessment Questionnaire						
Area	#	Question	Answer	Comments		
	1	Is your entity new to operating or managing state and/or federal funds?				
	2	Is this type of program activity new for your entity?				
General	3	Has there been high staff turnover or agency reorganization that affects this program?				
	4	Does your organization have effective procedures and controls to monitor grant and compliance activity?				
Logal	5	Is your organization currently or previously suspended or debarred?				
Legal	6	Does your organization have an active SAM.gov registration?		Active EID/DUNS # of organization (REQUIRED) :		
	7	Have more than 3 funding cycles passed since your entity had an on-site monitoring visit?				
	8	Were there findings/violations in the prior audits or on-site monitoring visits?				
Audit	Audit 9	Is your organization subject to a federal single audit? Note: Single audit not required re: for-profit organziations or non-profits expending less than \$750,000 in federal/sub-federal funds per fiscal year.				
	10	Attach you most recent annual audited financial statement to this report.		Note: Agencies will be responsible for forwarding a copy of audited financial reports on an annual basis to State of Arizona, or upon request.		
	11	Does your entity have a financial management system in place to track and record expenditures against this grant?				
Financial/Program Assessment	12	Are time distrubution records maintained for all employees and the associated cost objective, if applicable?				
	13	Is this grant large in terms of percentage of overall funding for your organization?				
	14	Does your organization have a system in place to track and report programmatic outcomes?				

Organization Name:

Name of Authorized Official or Individual Completing this Form:

Date of Completion: