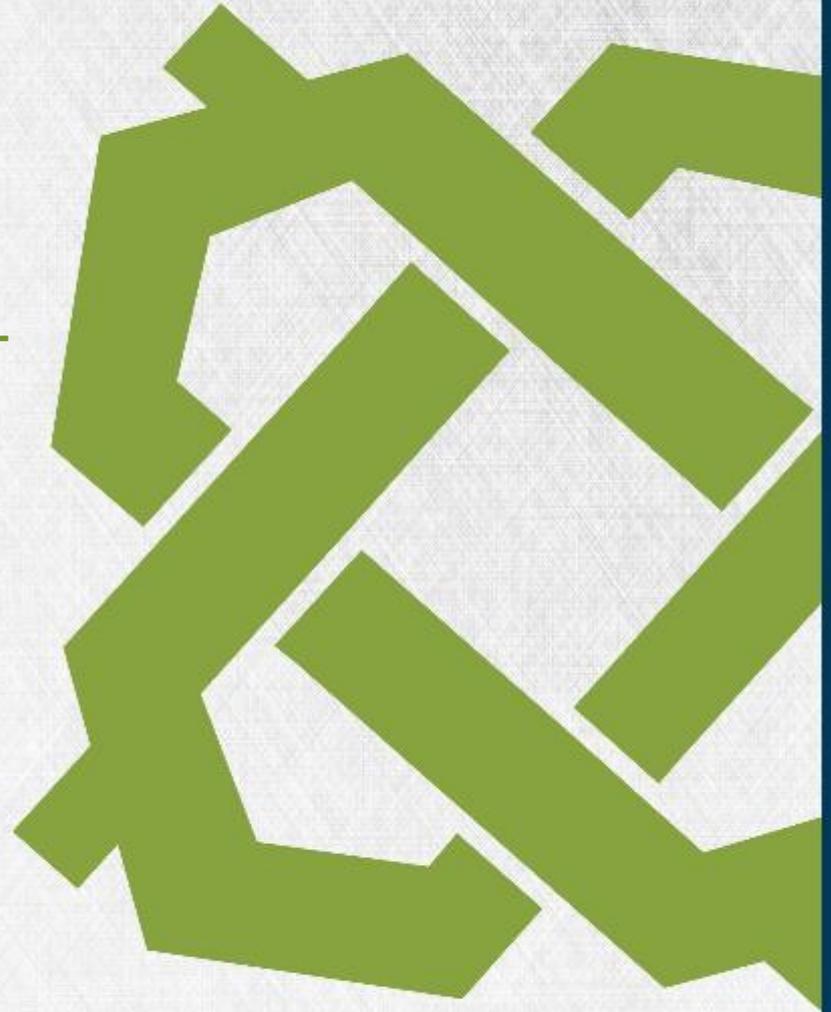


# ELEVATE

## SMALL BUSINESS GRANT



**FHLBank**  
INDIANAPOLIS

BUILDING PARTNERSHIPS.  
SERVING COMMUNITIES.

DATE: March 2020 PRESENTED BY: Megan Coler-Hasser, Community Investment Outreach Partner

# Elevate Small Business Grant

## WHAT IS IT?



- Assists growth and development of small businesses in Indiana and Michigan
- 2020 Funding Total: \$375,000

## Maximum Grant of \$25,000 for:

- Purchase of real property
- Improvements to property (owned or leased)
- Facility expansion
- Machinery, tools or equipment costs
- Workforce development or training costs
- Technology enhancements
- Working capital (max grant amount of \$12,500)

# Elevate Small Business Grant

## WHO IS ELIGIBLE?



Only small businesses headquartered in Indiana or Michigan are eligible who:

- Have been in business under current ownership for at least 12 months, prior to June 1, 2020;
- Have annual gross revenue less than \$1 Million;
- Are a for-profit business;
- Clear Office of Foreign Assets Control (OFAC search);
- Partner with FHLBank Indianapolis Member
- Submit complete application with budget and signatures
- Expend funds between June 1, 2020 and January 31, 2021

# Evaluation Factors:

## DECISIONS, DECISIONS...



- Competitive application based on:
  - Threshold
  - Scoring Categories
  - Scoring Considerations



# Evaluation Factors:

## SCORING CATEGORIES



- AMI% of census tract where business is located:
  - ≤30% AMI = 8 points
  - 31-50% AMI = 6 points
  - 51-80% AMI = 4 points
  - 81-100% AMI = 2 points
  - 101-120% AMI = 1 point
  - 121% AMI + = 0 points
- Minority ownership (woman-, minority-, disabled- or veteran-owned at least 51% = 5 points
- Time in business under current ownership:
  - 5+years = 5 points
  - 4-5 years = 4 points
  - 3-4 years = 3 points
  - 2-3 years = 2 points
  - 1-2 years = 1 point
- Completed business plan or strategic plan = 5 points
- Completed small business development course = 5 points
- Member financial participation = 8 points

# Evaluation Factors:

## SCORING CONSIDERATIONS



- How will the use of Elevate funds:
  - Advance workforce skills and training
  - Incorporate area business participation through the project and increase local economic development
  - Improve the company's product and/or service delivery
  - Enhance company and productivity processes
  - Be used and leverage other resources

# Applying for the Grant

## APPLICATION PROCESS



- All small-business applications must be submitted by a member institution
  - One submission per small-business
  - Member must submit a Master Agreement
  - Member can submit multiple small-business applications
- Applications will be available on the Bank's website ([www.fhlbi.com/elevate](http://www.fhlbi.com/elevate))

Elevate Key Dates	
Applications Due	June 1, 2020
Awards Announced	July 15, 2020
Eligible Expenses	June 1, 2020 – January 31, 2021
Disbursement Deadline	January 31, 2021

# Funding Process

## SELECTION, DISBURSEMENT & BEYOND



### Selection Process

- Incomplete applications or applications do not meet program guidelines or not fully executed will be rejected.
- Members with awarded applications will be notified via phone and email and notify business
- Members and businesses not awarded will be emailed
- Awards posted on website

### Disbursement Process

- Member submits Elevate Subsidy Agreement
- FHLBI disburses award to Member
- Small business submits proper documentation of proposed eligible expense to Member (may consist of receipts, invoices, payroll vouchers, etc.)
- Member disburses funds to small business
- Member submits expense documentation to FHLBI

### Reporting & Requirements

- By July 15, 2021, a project status report must be submitted to FHLBI
- Funds must be used as determined in application budget
- Any funds not requested by January 31, 2021, funds are forfeited
- Eligible expenses must occur between June 1, 2020 and January 31, 2021

# Elevate Small Business Grant

2018 STATISTICS



# of Awards	11 (92 applications)
Total Amount Awarded	\$255,595
# of Members Represented	10
Business Location	Indiana: 7 (64%) Michigan: 4 (36%)
Minority-, Women-, Veteran-, Disabled Owned Business	6 (55%)
New Jobs (proposed to be created):	30
Recipients with revenue <\$1Million	10
Business located in low/mod income census tract (120% AMI)	7 (64%)

# Elevate Small Business Grant

2019 STATISTICS



Awards	17 out of 71 applications
Total Amount Awarded	\$391,751
Awarded Members	10
Business Location	Indiana: 53% (9) Michigan: 47% (8)
Minority-, Women-, Veteran-, Disabled Owned Business	71% (12)
Average Number of Current Employees	3.0
Business located in low/mod income census tract (120% AMI)	94% (16)

# Horner Foods, Inc.

FIRST FARMERS BANK AND TRUST



- Example of elevating and growing their business
- Elevate funds would help with competitive edge
- Community impact and leveraging funds
- Budget:
  - Digital/On-Line Ordering System Technology
  - Telephone System Upgrade
  - Air Curtain Humidity Control
  - Updated Display Shelving



# Developing a Partnership

## ADVICE FROM A MEMBER AND SMALL BUSINESS



Member	Small Business
<b>Inquire</b>	
<ul style="list-style-type: none"><li>Identify existing relationships connected to small businesses</li><li>Ask for referrals</li></ul>	<ul style="list-style-type: none"><li>Contact FHLBank Indianapolis Member</li><li><a href="http://www.fhlbi.com/member">www.fhlbi.com/member</a></li></ul>
<b>Engage</b>	
<ul style="list-style-type: none"><li>Meet partners and small business</li><li>Inform them about opportunity and expectations</li></ul>	<ul style="list-style-type: none"><li>Meet with Member</li><li>Prepare materials and present about your business</li><li>Explain your “why”</li></ul>
<b>Assist</b>	
<ul style="list-style-type: none"><li>Work with small business to develop application</li><li>Highlight their eligibility, need, plans, goals and role in their community</li><li>Identify other resources</li></ul>	<ul style="list-style-type: none"><li>Complete application thoroughly</li><li>Give details of who, what, when, where and why</li><li>Describe history and impact on people, business, community</li><li>Provide supportive and realistic data</li><li>Incorporate feedback from Member</li><li>Seek additional resources</li></ul>
<b>Manage</b>	
<ul style="list-style-type: none"><li>Prepare documents to submit to FHLBI</li><li>Follow up on progress, expenditures, and compliance</li><li>Other ways to support the business</li></ul>	<ul style="list-style-type: none"><li>Provide documents to Member for FHLBI</li><li>Maintain relationship with Member</li><li>Let Member know about long term process and successes</li></ul>

# Elevate Small Business Grant

QUESTIONS?



Contact an Elevate team member at:

[elevate@fhlbi.com](mailto:elevate@fhlbi.com)

[www.fhlbi.com/elevate](http://www.fhlbi.com/elevate)