San Diego County COVID-19 Small Business & Nonprofit Loan Program (SBNLP)*

Nonprofit loan pool info session

Friday, June 12, 2020

*Administered by The San Diego Foundation
Welcome to the nonprofit loan pool info session

Here are some housekeeping items before we get started:

- If you can't get the audio through your speakers or by VOIP during the session, try dialing in using your phone.
- We have a number of participants on the call, so your phones or microphones will be muted to ensure the best audio quality for everyone.
- To ask a question, raise your hand or type it into the chat box at any time. (This feature may not available for those joining only via phone.) Questions will be addressed after the program overview.
- **This session is being recorded.** The slides and full recording will be provided to attendees and posted to our website. An email will follow with further instructions.
- If you are unable stay for the whole session, rest assured that these materials will be available to the public on our website shortly after the info session.
What you can expect today

● About the SBNLP
● Eligibility criteria
● Application process
● Our contact info
Overview

● Part of the overall SBNLP program

● $5.2M currently available as loans to nonprofits

● Collaborative effort with The San Diego Foundation, managed by Mission Driven Finance

● Separate from The San Diego Foundation COVID-19 Community Response grant program
Nonprofit loan pool

- $50,000 to $300,000
- 6 to 30 months
- 0–3% annual interest rate (not risk rated)
- Closing costs of up to 1.5%
- No prepayment penalties
- Collateral requirements will be determined on a case-by-case basis
San Diego County COVID-19  
Small Business & Nonprofit Loan Program (SBNLP)

Eligibility

- 501(c)(3)
- Serving San Diego County residents for the last 18 months
- Total revenue between $500,000 and $25M during the last fiscal year
- Have a revenue stream besides donations

SanDiegoSBNLP.org
San Diego County COVID-19
Small Business & Nonprofit Loan Program (SBNLP)

Priority

- **Not first-come, first-served**
- Front-line care to alleviate physical or mental health and economic effects of COVID-19
- Serving communities disproportionately affected by the pandemic
- Demonstrated commitment to diversity, equity, and inclusion
- Could unlock other capital with this loan
Is SBNLP right for my organization?

- Not a grant, not forgivable like the PPP
- What do you need this loan for?
- Where will the revenue come from to repay this loan within ~2 years?
Is SBNLP right for my organization?

$100k \times 1\% = \$3,377\text{ monthly payments for 2.5 years}$
APPLICATION TIMELINE

**JUNE 9, 2020**
Applications open

**JUNE 12, 2020**
Information session
(recording & materials will be available at SanDiegoSBNLP.org)

**JULY 7, 2020**
Applications due by 11:59pm PST

**JUNE-JULY, 2020**
Applications reviewed by Mission Driven Finance & The San Diego Foundation

**JUNE-AUGUST, 2020**
All organizations informed of their application status, and/or contacted to provide further information

**LATE JULY-AUGUST, 2020**
Deployment of loans
Resources

- San Diego County COVID-19 Small Business & Nonprofit Loan Program (SBNLP) sandiegosbnlp.org/nonprofits
- San Diego & Imperial SBDC https://sdsbdc.ecenterdirect.com/signup
- Other resources sandiegosbnlp.org/resources
- FORTIFY from USD SOLES & Fieldstone Leadership Network fieldstoneleadershipsd.org/fortify
- Acumen Academy acumenacademy.org/explore
- Nonprofit Finance Fund nff.org/covid-19-tools-and-resources-nonprofits

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SBNLP application process

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<th>Loan servicing &amp; reporting</th>
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<tr>
<td>SBNLP site</td>
<td>If you are eligible to apply, you will be taken to an application form.</td>
<td>You may be asked to upload documents. (Being invited to upload documents does not mean you are approved for or guaranteed a loan.)</td>
<td>If your application is approved, Mission Driven Finance will reach out to discuss transaction structure and close the loan.</td>
<td>Based on the transaction structure, your organization will make payments and submit reports accordingly.</td>
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Screening questions

If you are a nonprofit organization operating in San Diego County you may qualify for a low-to-no-interest loan. Please answer the pre-screening questions below to see if you are eligible.

**San Diego County COVID-19 Small Business & Nonprofit Loan Program (SBNLP)**

**FOR NONPROFITS**

- See if you qualify

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Are your organization’s total revenues from its last full fiscal year $500,000 or higher? Total revenues can include philanthropic donations and all other revenue.

- Yes
- No

Does your organization have an earned revenue stream that is not donation-based? Earned revenue streams may include revenue from memberships, workshops and events, or sales of products, fee for service contracts or reimbursement grants or contracts.

- Yes
- No

Does your organization or 501c3 fiscal sponsor have a 990 that has been filed within the last 18 months?

- Yes
- No

Do you forecast the ability to fully repay a low-interest loan within approximately two years?

- Yes
- No

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[SanDiegoSBNLP.org/pre-screen](http://SanDiegoSBNLP.org/pre-screen)
Begin the application process

Based on the self-screening criteria, it looks like you may be a candidate for this loan pool. The next step is to complete the following loan application. We recommend that you complete the entire application in one sitting. The application should take approximately 20 minutes to complete. If needed, there is an option to go back and edit answers after submitting.

Feel free to download our application preview to review the questions and materials you will need to have prepared for the submission. If you have any additional questions, check out our FAQs and consider signing up for our upcoming informational session.

Application preview guide

San Diego County COVID-19 Small Business & Nonprofit Loan Program
Preview of the nonprofit loan application*

*The below offers a preview of the questions so you can see what we will ask of you and plan your responses. Please note this is not the application form. Please do not fill out your responses on this document; please use the Google Form to fill out and submit your application instead.
Application requirements

- A brief summary of your nonprofit’s charitable purpose and activities
- A description that includes operational expenses and how the loan will create positive impact in communities in San Diego County
- An overview of your organization’s employment, including jobs lost/retained/expected, and wage information
- Documented revenue from grants/contracts, and letters of intent, if any
Put your ?s in the chat box:

Accessing the Chat in Meeting from a Desktop Device
Video Only or While Viewing a Screen Share

1. While in a meeting, click Chat in the meeting controls.

2. This will open the chat on the right. You can type a message into the chat box or click on the drop down next to To: if you want to send a message to a specific person.

Accessing the Chat in a Webinar from a Mobile Device

1. While in a meeting, tap the screen to make the screen to make the controls appear.

2. Click on Participants.

3. At the bottom of the participants list, click on Chat.

OR

Raise your hand:

1. Click Raise Hand in the Webinar Controls.

2. The host will be notified that you’ve raised your hand.

3. Click Lower Hand to lower it if needed.

Note:

- **Windows**: You can also use the Alt+Y keyboard shortcut to raise or lower your hand.
- **Mac**: You can also use the Option+Y keyboard shortcut to raise or lower your hand.
Thank you for joining us!

Questions/comments? Get in touch!

Learn more at SanDiegoSBNLP.org/nonprofits

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