



## North St. Louis Small Business & Non-Profit Grant Program Questions from Informational Webinar – February 23, 2024

**Q: I received an email saying that my business address does not fall within the geographical eligibility area. However, my business does fall within the criteria expressed throughout this process. What should I do next?**

A: All applicants receiving communication that their business is not geographically eligible will have an opportunity to schedule a 1:1 session with SLDC staff or Morgan Graves Consultants, an SLDC agent, to review the eligibility requirements and determination.

**Q: Please explain what QCT means.**

A: HUD designated Qualified Census Tract

**Q: If you applied for the Small Business Expansion grant initially, can you qualify for the Stabilization Grant?**

A: All businesses are required to participate in a 1:1 session with SLDC staff or Morgan Graves Consultants, an SLDC agent, to review file completeness and select/confirm grant(s) they would like to be considered for funding.

**Q: How do we get the competitive documents to fill out?**

A: The application contained a list of the required documents and budget templates. Each file will be reviewed with the business during the mandatory 1:1 session with SLDC staff or Morgan Graves Consultants, an SLDC agent, for completeness.

**Q: Is a non-profit located and operating within an included neighborhood no longer eligible for the Community Needs grant? Are you only funding outside non-profit organizations?**

A: Non-profits located on or north of Delmar Blvd. are geographically eligible. Non-profits expanding into this area with site control prior to the application deadline are eligible for funding consideration under community need.

**Q: Is step 5 optional?**

A: The financial assessment by Grow America is mandatory. Attendance and completion of the Technical Assistance Academy courses is optional.

**Q: How do you sign up for the one-on-one file review and also the training classes?**

A: All businesses will receive communication on how to register for a 1:1 session. Businesses passing the viability assessment will be contacted by Grow America to register for the Technical Assistance Academy and begin their financial assessment.

**Q: If someone has already come out for Step 2 will this be done again?**

A: Some completed viability assessments may require additional verification. The status of your viability assessment will be discussed at the 1:1 session.

**Q: Is the \$5,000 Capacity Building Grant for all eligible applicants or did we need to specify that we were applying for this grant on our initial application?**

A: Capacity building grants are available to all eligible applicants.

**Q: If the NDC/Grow America rep already performed a site visit on our site, will Morgan Graves have to come again and perform a 2nd site visit?**

A: Some completed viability assessments may require additional verification. The status of your viability assessment will be discussed at the 1:1 session.

**Q: What does CBI stand for?**

A: Central Business Index

**Q: When will the first disbursements happen?**

A: SLDC anticipates funding disbursements to begin in March 2024 for businesses that have completed the Technical Assistance Academy and/or a Financial Assessment **AND** received clearance from the St. Louis City Collector of Revenue and Business License offices.

**Q: We had a site visit in September or October with Grow America (Henri). Will we need another with the new consultant group? Same question for the financial assessment. We worked with Grow America to send several documents and create spreadsheets for financial review which they reported was “successful.” Will we need to do these steps again with the new consultant? I believe we’ve completed with all documents steps 1-5 so just curious if we’ll need to redo any?**

A: Some completed viability assessments may require additional verification. The status of your viability financial assessment will be discussed at the 1:1 session.

**Q: When and how will we be contacted about our file?**

A: Via email. Please monitor your email address.

**Q: We've already submitted financial documents with the application. Why is this necessary to do again?**

A: The application contained a list of the required documents and budget templates. Each file will be reviewed with the business during the mandatory 1:1 session with SLDC staff or Morgan Graves Consultants, an SLDC agent, for completeness.

**Q: Please confirm whether the training is mandatory for organizations that have been in operation for more than 20 years?**

A: The financial assessment by Grow America is mandatory. Attendance and completion of the Technical Assistance Academy courses is optional.

**Q: How many hour commitment is the 8-week training program? And how many hours is it expected to take to compile/complete the financial assessment packet?**

A: One hour for each course. Once Grow America receives all required financial documents, the assessment takes on average two hours to complete.

**Q: How does each business know where they are in the process? Step 5, Step 6, etc.?**

A: A status update will be provided at the 1:1 session with each business.

**Q: I'm applying for a Community Enhancement/Façade grant. Realizing the strong demand for the SLDC's competitive grant program, I wondered whether the grants are "all or nothing," or whether the SLDC will also consider partial grants, giving the limited Federal funding?**

A: For the competitive grants, funding awards and amounts (including all, in part or none) will be based on the business' rating criteria score.

**Q: What about those who have full time jobs as well. Do you have any 1:1 sessions on the weekend?**

A: The 1:1 session schedule is currently being developed.

**Q: Can you use a Letter of Good Standing from the Missouri Secretary of State?**

A: Yes.

**Q: I assume the signed grant selection statement is not something received to date, is that correct? Does this mean I will receive and complete this in the 1:1 session?**

A: Correct.

**Q: We submitted all nonprofit docs with grant application, although I don't think that MO Sales Tax Waiver was required at that time. We will bring copies of grant application.**

A: MO State tax waiver was on the required documentation list in the application.

**Q: How does one find out where you are in the process of application?**

A: A status update will be provided at the 1:1 session with each business.

**Q: How do we communicate with our grant contact person?**

A: All communication will come from and should be directed to [nstl-grant@stlouis-mo.gov](mailto:nstl-grant@stlouis-mo.gov). Current program information will also be available at [www.developstlouis.org/nstlsmallbizgrant](http://www.developstlouis.org/nstlsmallbizgrant)

**Q: We have SLACO as our fiscal sponsor. I don't believe that it is necessary for them to also attend our 1:1 session, but if you do want them there, please let us know.**

A: Each business should make the determination of who should represent the business at the 1:1 session.

**Q: The category of business owner does not apply to not-for-profit. What is the preferred comparable category?**

A: The non-profit should make that determination. The executive director or Board Chair are both acceptable.