



North Branch WORKS



Tuesday, November 9th
11:00 AM – 12:00 PM

COVID-19 and Other Resources for Small Business

Welcome



Agenda

- About North Branch Works
- Presentations
- Q & A

Housekeeping

- Microphones and cameras are disabled
- Please use *Q & A* instead of *Chat* for questions
- Webinar is being recorded

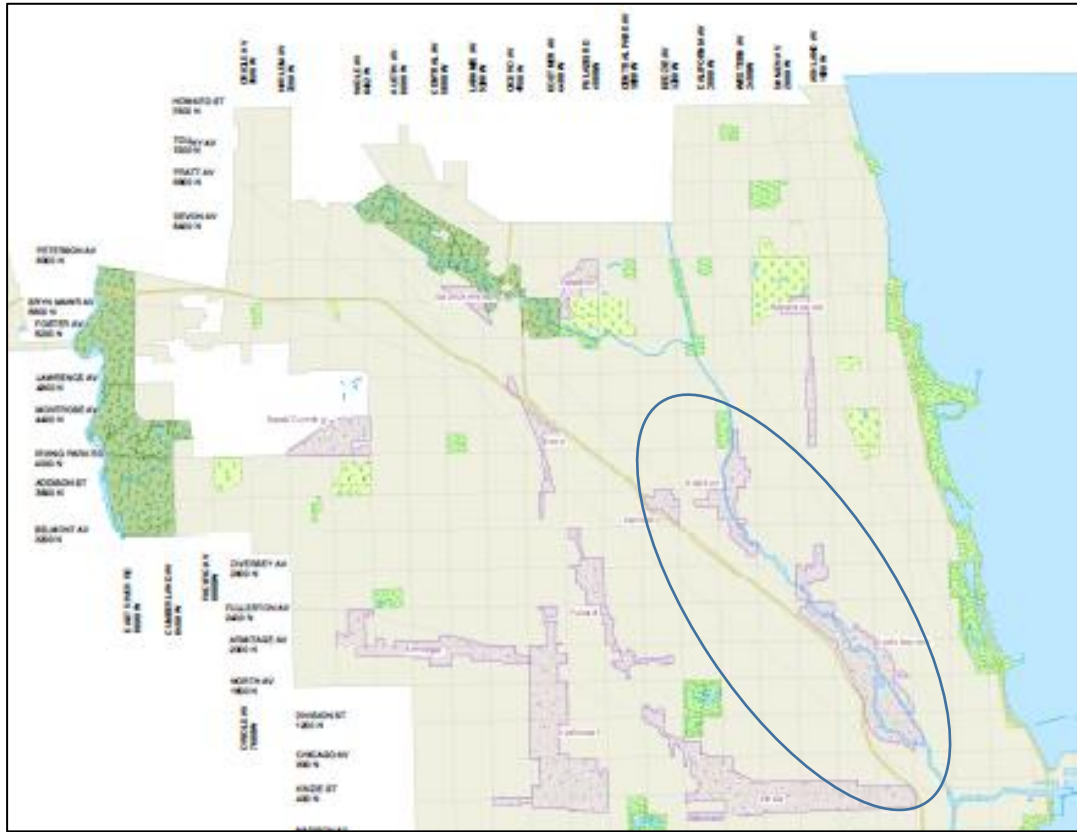


Image Credit: Port Urbanism

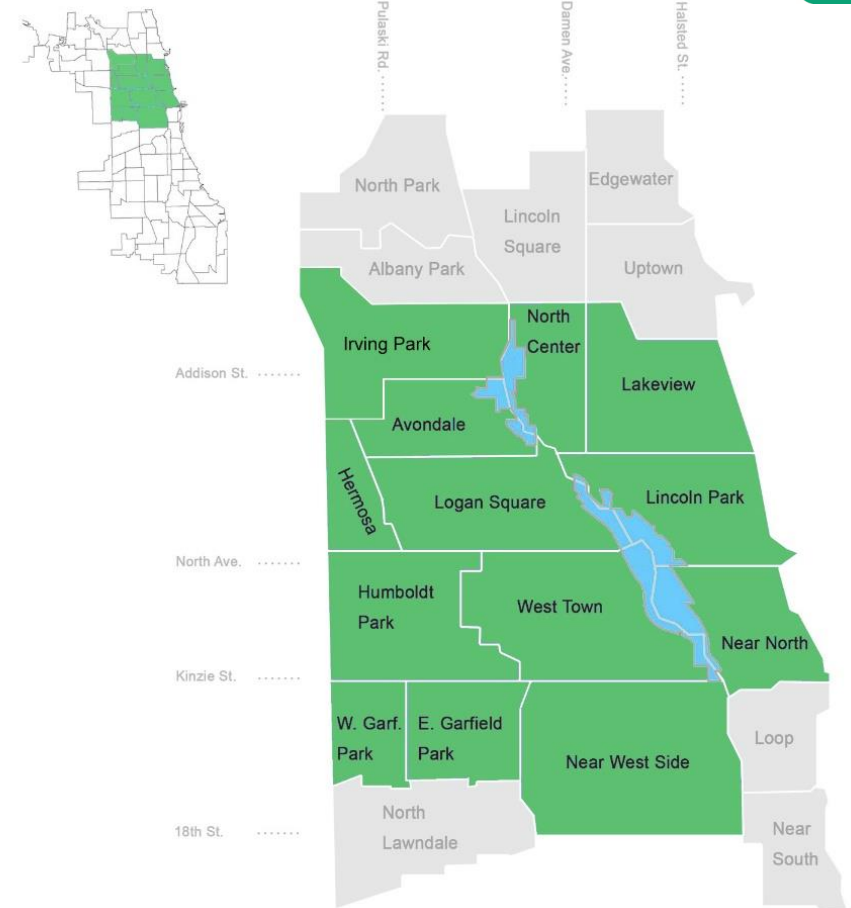
Service Area Overview





About North Branch Works

- Membership-based, 501(c)3 nonprofit organization
- Advocates for businesses along the North Branch
- Neighborhood Business Development Center (NBDC) and Local Industrial Retention Initiative (LIRI)
- Operate Small Business Loan Fund for startups and existing businesses in 13 eligible neighborhoods.



Loan Eligibility Area in Green

Panelists



Jonathan Snyder

Executive Director

North Branch Works

Krista Elam

Economic Development Program
Manager

Cook County Department of
Planning & Development

Manuel (Manny) Lopez

Northeast Region Manager, Office
of Regional Economic
Development

Illinois Department of Commerce
& Economic Opportunity

Brad McConnell

CEO

Allies for Community Business

Business Services



- Networking Connections to Community Partners
 - Neighborhood organizations
 - Business groups
- Assistance with City Services
 - Business Licenses
 - Zoning Permit advocacy
 - Resolving problems
 - Access to the latest city updates and grant opportunities
- Advocacy
 - Infrastructure Improvements
 - Partnership directory

Business Services



- Small Business Improvement Fund (SBIF)
- TIFWorks
- Tax Credit Application
- Banking Referrals
- Loan Fund



Small Business Loan Program



- Loans of up to \$25k for startups, \$50+ for existing businesses
- Low interest rates (2-8%)
- Terms 6-36 months
- Loans can be used for business purposes including:
 - Working Capital
 - Equipment Purchase
 - Inventory
 - Leasehold Improvements
- NBW Loan Committee reviews and approves applications.
- Closing costs (2%)
- Collateral and personal guarantee required

Allies for Community Business





**Allies for
Community
Business**

Our Vision and Mission



Allies for
Community
Business

Supporting small businesses.
Strengthening communities.

A4CB.ORG



Our vision is that entrepreneurs from any background can start and grow businesses that create generational wealth for their families and communities.

Our mission is to provide the capital, coaching, and collaboration entrepreneurs need to grow great businesses in their communities.



Loans

Allies for Community Business offers loans between \$500 and \$100,000 to early, emerging, and established businesses at fair prices.

Grants

We frequently manage grant programs with partners who share our mission to provide funds to business owners who will put those dollars to good use in their communities.

CHIBIZSTRONG

Agenda:

- Funding
- Eligibility
- Priority
- Application
- Assistance

Chicago businesses will receive at least \$22 million, including at least:

- \$16M for nonprofit organizations
- \$4M for for-profit small businesses
- \$2M for restaurants

Grant winners will receive:

- \$5,000 if 2020 revenue was less than \$60K
- \$10,000 if 2020 revenue was between \$60K and \$3M

Funding (continued)



The funds must be used for the following purposes:

- For Chi Biz Strong recipients, funds can be spent on operations, staff, overhead costs, inventory, insurance
- For Outdoor Dining recipients, funds must be spent on the purchase of outdoor furniture, COVID-related signage, or personal protective equipment

Applicants must attest to COVID-related costs or revenue losses in excess of the grant amount, and that they have not received prior government relief for these costs or revenue losses.

Chicago businesses are eligible if you:

- Earned less than \$3M in revenue in 2020
- Are a Chicago-headquartered chain with less than \$3M in overall revenue
- Are a franchise operator with no more than 2 locations with less than \$3M in overall revenue

Eligibility (cont'd)

The following businesses are NOT eligible:

- Businesses owned or operated by City employees
- Liquor stores, cannabis dispensaries, strip clubs or adult entertainment facilities, track wagering facilities, trailer storage yards, junk yards, storage facilities
- Night clubs (except those whose primary mission is performing arts, e.g., live DJs)
- Places of worship (except religious organizations running community programs)
- Private clubs and businesses that limit membership
- Businesses that primarily profit from price fluctuations, pyramid businesses
- Businesses that earn 25%+ revenue from lending (unless CDFI)
- Business with 33% revenue from gambling, or 50% income from real property
- Political/lobbying organizations
- Temp agencies (except agencies that provide employment support services)
- Non-Chicago chains, franchises that operate more than 2 locations

The program will prioritize businesses who:

- have not received prior federal, state, or local government aid or financial relief
- operate in low- to moderate-income (LMI) communities (at least 50% of the funds)

Grant applicants will provide information on the following:

- Business owner background
- Business background
- Business operations
- Attestations

Application (continued)



Grant applicants will upload the following documents:

- Business Owner Valid ID (driver's license, State ID, Passport, Consular Registration Card)
- City/State business license with Chicago business address OR other proof of Chicago address
- City business license required (*Outdoor Dining only*)
- 2020 Federal Business Tax Return all pages (Form 1120, 1065, 990 OR Form 1040 w/ Schedule C)
- Most recent business bank statement

Applicants can receive assistance through the help desk forms:

English: bit.ly/3CedvDj

Español: bit.ly/3bbg796

Loans



Overview

Allies for Community Business offers term loans and lines of credit between \$500 and \$100,000 to early, emerging, and established businesses in Illinois and Indiana.

We are a little different from other lenders: we do not use credit scores and do not put liens on your personal assets. Instead, we evaluate how well you have managed your debts over the past two years and how much cash you have available to make monthly loan payments to us.

Terms and policies

We can approve loan requests in as little as 24 hours for eligible borrowers, but we often will ask you follow-up questions that will take additional time.

We charge 3% in interest and 1% in closing fees.

Our standard term is 24 months, but we can adjust that if required.

Apply for a loan at a4cb.org/loans

Partner With Us

*Laine's Bake Shop
Chicago, IL*



- **Learn more at a4cb.org**
- **Apply for a grant at a4cb.org/grants**
- **Apply for a loan at a4cb.org/loans**
- **Schedule a free coaching session at a4cb.org/schedule**
- **Refer an entrepreneur at a4cb.org/clients**
- **Follow us @Allies4CB**



Allies for
Community
Business

Questions?

help@a4cb.org

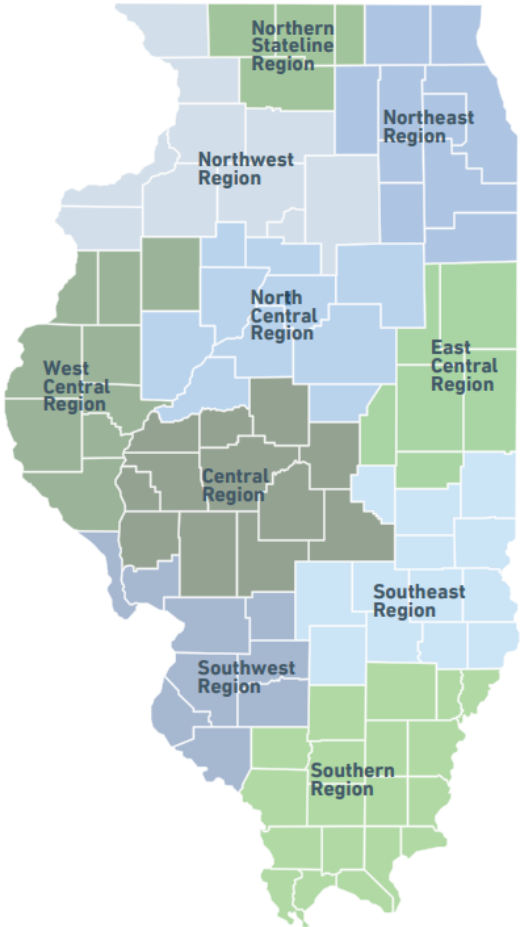
312.275.3000

Illinois Department of Commerce and Economic Opportunity





Illinois
Department of Commerce
& Economic Opportunity
OFFICE OF REGIONAL ECONOMIC DEVELOPMENT



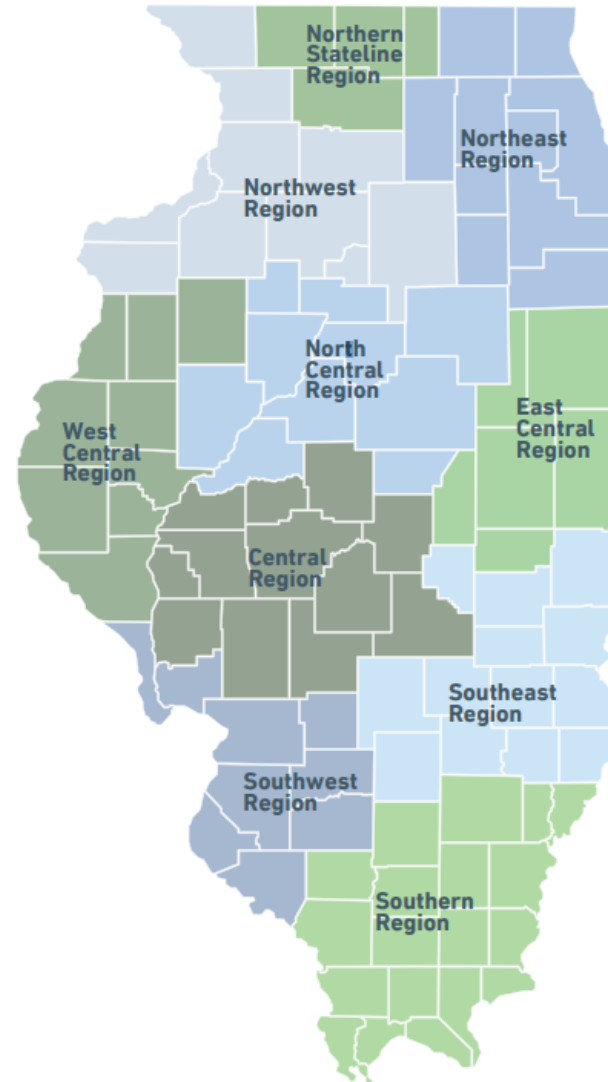
Team RED's Mission



Mission: To Promote Economic Development in the State of Illinois through Attraction, Retention and Expansion Programs

Objective: Team RED lives and works in the communities they serve and are charged with facilitating economic development efforts in their regions, in addition to providing communities with front-line access to state programs and services.

Team RED



TEAM RED

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Business Development, External Stakeholder Outreach, Technical Assistance, & Customer Service

As DCEO's primary frontline Bureau, Team RED has both internal (10 bureaus) & external customers



Ambassadorship

- ❑ Regional Business Briefings & Meetings
- ❑ External Stakeholder Engagement Meetings
- ❑ Staffing Director/ Governor at RED Events
- ❑ RED/Business Development/Retention Site Visits
- ❑ Regional Tours
- ❑ Ribbon Cuttings/Groundbreaking Event Coordination & Support Statewide Stakeholder Feedback



Major Program Initiatives

Illinois Economic Development Week and Manufacturing Month



Economic Development Week

May 9-15, 2021



Illinois
Department of Commerce
& Economic Opportunity
J.B. Pritzker Governor

INTERSECT Illinois



ILLINOIS

DCEO Program Snapshot

ADVANTAGE ILLINOIS

Advantage Illinois is a Participation Loan Program (PLP) where DCEO partners with approved lenders to provide small businesses with loans. The purpose is to increase capital to businesses and support projects that create or retain jobs and/or modernize their business to improve competitiveness. This program offers two types of low-interest loans to help entrepreneurs jumpstart their business idea.

OFFICE OF MINORITY ECONOMIC EMPOWERMENT

The overarching purpose of the Office of Minority Economic Empowerment (OMEE) is to create a business ecosystem that will facilitate the growth and development of minority entrepreneurs and minority-owned enterprises which will in turn advance the growth of the larger Illinois economy.

DCEO INCENTIVES AND TAX ASSISTANCE

Illinois offers a competitive range of incentives for locating and expanding your business, including tax credits and exemptions that encourage business growth and job creation. This includes the Apprenticeship Educational Expense Tax Credit, Enterprise Zones, Data Center Tax Credit, and the EDGE Tax Credit. All incentives prioritize sustained economic growth for underserved communities.

STATE OF ILLINOIS BUSINESS ENTERPRISE PROGRAM

The program is geared towards businesses owned by minorities, women, and persons with disabilities and is committed to fostering an inclusive and competitive business environment that will help business enterprises increase their capacity, grow revenue, and enhance credentials.

DCEO Program Snapshot

ILLINOIS SMALL BUSINESS DEVELOPMENT CENTERS (SBDCs)

To support small business owners and entrepreneurs in growing their businesses, SBDCs are located throughout the state and provide information, confidential business guidance, training and other resources to start-up and existing small businesses. With 42 community-based locations, Illinois boasts one of the largest state-run small business networks in the nation.

INTERNATIONAL TRADE CENTERS (ITCs)

ITCs provide assistance with international trade and exporting. The centers offer information, confidential one on one business advice and training to existing and new-to-export companies interested in pursuing international trade opportunities.

ILLINOIS PROCUREMENT TECHNICAL ASSISTANCE CENTERS (PTACs)

PTACs are a resource for small businesses looking to enter the world of government contracting. The centers provide one-on-one counseling, certification assistance, technical information, marketing assistance and training for firms seeking to do business with local, state, and/or federal government agencies.

Questions??



Illinois
Department of Commerce
& Economic Opportunity
OFFICE OF REGIONAL ECONOMIC DEVELOPMENT

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Cook County Department of Planning & Development



Good Morning, North Branch Works




Toni Preckwinkle

Cook County Board President

Krista Elam

Program Manager, Economic Development

November 9, 2021



The Bureau of Economic Development leads and promotes equitable economic growth and community development.



Office of Economic Development

drives the County's regional economic growth collaboration efforts and policy initiatives to support small businesses, key sectors, talent solutions, digital equity and address income inequality while leveraging public and private resources



The Department of Planning and Development

helps revitalize communities through business development, expansion of social services, and increasing access to affordable housing.



The Building and Zoning Department

promotes the health, safety, and welfare of residents by inspecting buildings and enforcing building codes through zoning ordinances.



Zoning Board of Appeals

serves the public and assists the County Board in promoting proper development of land in unity with the Cook County Zoning Ordinance and Comprehensive Land Use Plan.

And offers resources and support to businesses and residents.




Cook County at your service:



- Business Advising
- Clean Energy Improvements (C-PACE)
- Environmental remediation
- Exporting
- Government Procurement
- HUD 108 Loans
- Infrastructure investments
- Private activity bonds
- Property tax reductions
- Sector focus
- Site selection
- Talent Solutions
- Technical Assistance



County Small Business Agenda:

County Roles		Key Initiatives
<p>Champion and Convener</p> 	<p>Promote small business initiatives and foster collaboration and shared services among the local small business ecosystem</p>	<p>Small Business Assistance Program provides business advising, webinars, and educational resources to regional small businesses through a network of 35+ local small business stakeholders.</p> <p>Establish Cook County's One-Stop Shop in 2022 to serve as a central hub for small businesses, offering concierge support and online tools to connect businesses with the services they need.</p> <p>Advocate and work to shape an equitable economy that supports the growth of profitable businesses that capture a fair share of revenue, address the racial wealth gap and create jobs</p>
<p>Ecosystem Investor</p> 	<p>Provide funding and thought partnership among the region's business service organizations (BSOs) and capital providers to offer business advising services and capital products for the region's small businesses</p>	<p>Expand access to capital by addressing market gaps, administering and promoting federal and state-funded small business grant programs and offering thought partnership for regional loan funds and/or loan guarantee programs</p> <p>Offer capacity building and grant support to the Small Business Assistance Program network of business service organizations to increase support for Cook County businesses.</p>
<p>Inclusive Procurement/ Anchor Institution</p> 	<p>Support equitable small business growth by expanding County purchasing for local goods and services.</p> <p>Encourage business diversity spend among the region's anchor institutions</p>	<p>Advance business diversity initiatives to streamline County procurement and certification practices.</p> <p>Increase business assistance and outreach to small businesses for accessing Cook County MWBE certification and government contracts</p>

Small Business Assistance Program: Program Overview

Program Goal:

Provide direct
financial and
technical
assistance to
small businesses

Program Components:

- One-on-one business advising**, also known as technical assistance, available to Chicago and Cook County small businesses to help address their unique needs, use new tools, and navigate resources
- Webinars and Toolkits** available to Chicago and Cook County businesses to explain program resources and guide small businesses through information that will help analyze their business needs with a COVID-19 recovery lens
- ~\$17M fund for \$10,000 recovery grants** available to suburban Cook County small businesses that have seen losses due to COVID-19

Results		
\$ grant funding distributed to date		\$17.08M
# of business supported through this program (including PPP TA, webinars, and more)		9,000+
# of businesses received direct assistance (received one-on-one technical assistance and/or grant)		2,200+
% of grant and advising recipients who are	People of Color	60%+
	Women	45%+



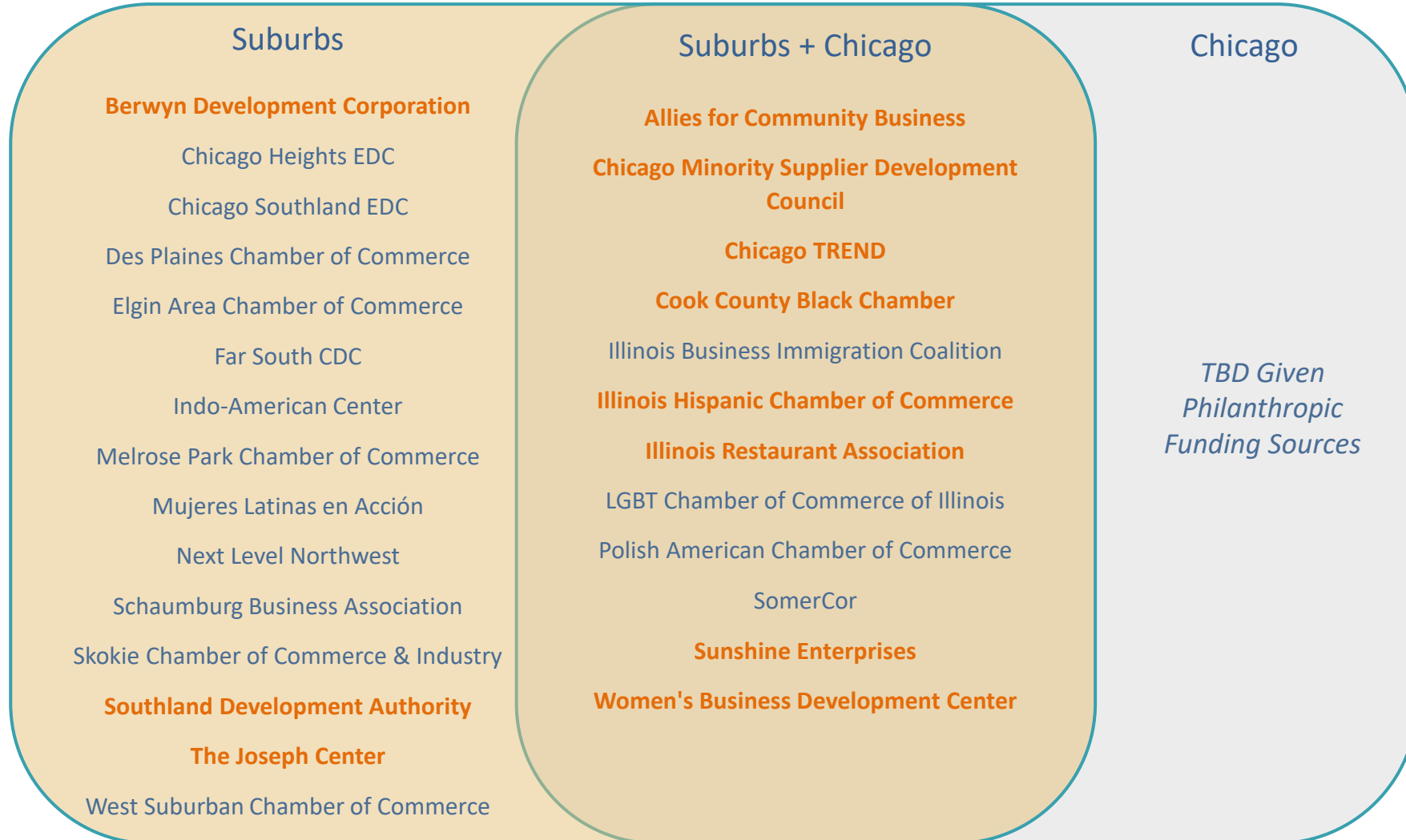
Program Structure

- Cook County serves as one of 13 “Hubs” for the Illinois Small Business Navigator program which features a statewide network of organizations dedicated to assisting businesses access resources.
- As a “Hub,” Cook County engages and coordinates 10 partner organizations, also known as “Spokes” (*outlined to the right*)
- “Spokes” provide direct 1:1 assistance to help businesses apply for B2B grants.
- Cook County **Back 2 Business Call Center:**
872.304.2785
- Businesses can schedule appointments on our website: cookcountysmallbiz.org

Cook County Spokes/Partners



TA Partners are in yellow





ASK THE EXPERTS

Getting Ready for the Holidays: E-Commerce Webinar
October 21, 2021, 11:00 AM

*This interactive session will get you connected to resources
in your community to support your small business.*

TURN
THE PAGE



**CLICK HERE TO
REGISTER TODAY!**

Support for solving workforce challenges while prioritizing equity and diversity



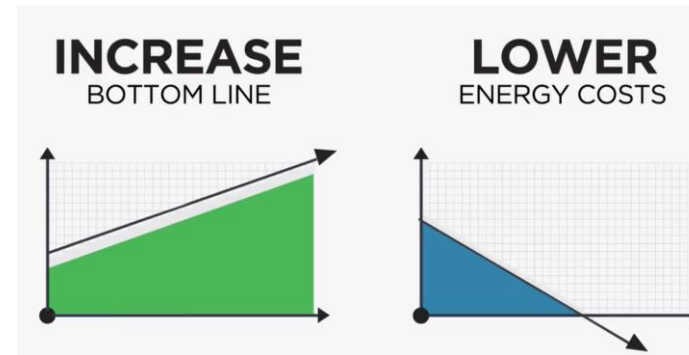
talentsolutionsconnector.net/

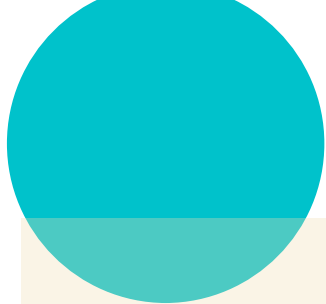
Property Assessed Clean Energy: C-PACE

Cook County Bureau of Economic Development



- C-PACE is a tool to assist commercial property owners with financing:
- C-PACE are funded by private capital and may be repaid through the property tax bill.
- Finance up to 100% of eligible costs
 - No personal guarantees
- Fixed rate, long-term: up to 20 – 30 years
 - Yields positive cash flow
 - Boost Property Value



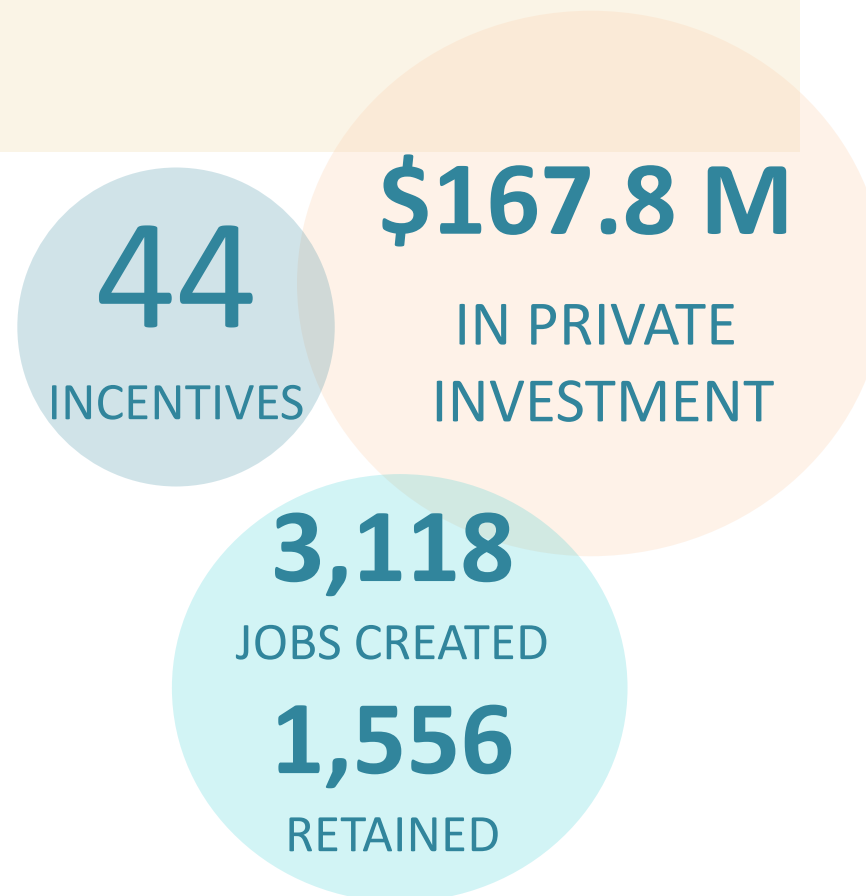


Property Tax Incentives

Cook County Bureau of Economic Development



- Re-activate vacant buildings and land in City and Suburbs
- Significant reduction of Property Taxes for a decade with options for renewal
- Criteria tied to vacancy, location in designated 'blighted areas'
- Eligible uses include commercial, mixed-use, industrial, warehouse and distribution, etc.



2018 to 2020 Tax Incentives
in 15th District

Stay Connected



Our Website Link:

<https://cookcounty-smallbiz.org/>



Instagram:

@CookCountySmallBizAsstnc



Call the Cook County B2B
Hotline for any questions
872-304-2785



Twitter:

@CookCtySMBAsstnc



LinkedIn:

<https://www.linkedin.com/company/cook-county-covid-19-recovery-small-business-assistance>



Facebook: Cook County Covid-19
Recovery Small Business Assistance



Sign up for an Advisory Session through
this link:

<https://nextstreet.submittable.com/submit>

Thank You



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