State Small Business Credit Initiative (SSBCI)Technical Assistance for Capital Readiness Program

Frequently Asked Questions

Last Updated 12/14/2023

1. **How will the $20M+ award be divided by the 5 funding categories?**
   o Fund allocations will be reviewed and approved by CalOSBA.
2. **What is the definition of a VSB?**
   o "Very small business (VSB)" is a business with fewer than 10 employees and includes independent contractors and sole proprietors.
3. **Is debt considered in the Capital Providers category, or is it just equity funding?**
   o Both debt and equity financing are considered for the Capital Provider category.
4. **Is there a limit to the amount a consultant can charge per hour for invoicing? (I.e. $100/hr)**
   o $100/hr is the standard acceptable state rate. Rates above $100/hr for specialized services will require written justification within the proposal and cited evidence to be reviewed by CalOSBA.
5. **Will a process chart be provided to show how all these components will coordinate?**
   o Not prior to award. Where CalOBSA is looking forward to creative proposals that demonstrate connectivity between the categories.
6. **Can you give examples of "another federal or other jurisdiction small business program"?**
   o Examples of other federal capital programs include, but are not limited to, SBA 7A, 504, and microloans, USDA business and industrial loans, and others. Other examples may also include a city or county revolving loan fund.
7. **Which application type would a current Accelerate CA Hub program participant use?**
   o This applicant type would use the Long Template for applicants without a 2023 CIP/TAP contract.
8. **How many SSBCI applicants (not applicants to this grant opportunity) do you expect to assist?**
   o CalOSBA expects approximately 73,000 unique clients will be assisted over the course of the program performance period.
9. **What capital programs apply to SSBCI technical assistance?**

- o The SSBCI TA Program caters to all small businesses that are in the process of applying for, preparing to apply for, or have previously applied for an SSBCI capital program or any other federal or jurisdiction-specific small business program. The program's purpose is to guarantee that small businesses receive the necessary support regardless of the type of capital they are seeking. Both California Infrastructure and Economic Development Bank (IBank) and California Pollution Control Financing Authority (CPCFA) are administering California's SSBCI Capital Enhancement Programs. IBank, housed within the Governor's Office of Business and Economic Development. IBank administers the SSBCI Capital Programs: Small Business Loan Guarantee and Venture Capital. CPCFA is housed within the California State Treasurer's Office. CPCFA administers the SSBCI Capital Programs: CalCAP for Small Business and CalCAP Collateral Support.

10. **Can you talk about the difference between sub-recipient and second-tier?**
    - o A "Subrecipient" means any eligible applicant that may receive an award agreement from CalOSBA. A "Second-tier Subrecipient" means any eligible applicant that may receive an award agreement from a CalOSBA Subrecipient.

11. **If we are a partner on a TAP contract, but not the primary, which form should we use?**
    - o If you are a partner on a TAP contract and intend to apply directly for a funding category within this program as a potential subrecipient, you will use the long form.

12. **Do the additional contacts entered in the submission portal have access to the application to collaborate?**
    - o To add additional contacts, you will need to add them as "collaborators". See video instructions [here](#).

13. **Is there a meta document that has the questions you're asking so we can work offline on our drafts?**
    - o The narrative templates are linked in the Program Announcement for applicants to work offline.

14. **Can you apply for multiple funding categories? I understand there is 1 award per entity.**
    - o No, you may only apply for one funding category.

15. **What is the procedure to pay grant awardees?**
    - o Payments operate on a cost-reimbursement basis.

16. **Within the Letter of Intent to Apply, do we have to specify what category we are applying for?**
    - o Yes, the provided template will prompt you to indicate which funding category you are applying for.

17. **Since awards are so limited are you seeking more collaborative applications vs individual contributor applications? For example, folks are reaching out to us to partner, we are thinking of applying on our own.**
    o We are seeking applications that best meet the requirements outlined in the Program Announcement. CalOSBA heavily encourages strong partnership and collaboration, but no preference will be given based on application-type.
18. **When applying collaboratively, are 3-5 Letters of Support required for each partner organization?**
    o We will accept 3-5 letters for the entire group application.
19. **How are Equity Advisors specifically different from Capital Readiness Coaches?**
    o Capital Readiness Coaches are federally funded, networked organizations with more than 5 years of experience providing third-party capital infusion technical assistance to small businesses and entrepreneurs. Equity Advisors are organizations that specialize in technical assistance to eligible small businesses and beneficiaries as defined by US Treasury and ensures the partners in the mesh network provide culturally competent, language accessible technical assistance services.
20. **What is the grant amount range that we can apply for?**
    o There is no specific range of funds for each funding type. We ask our applicants to provide a budget for the amount they feel is the most appropriate for their proposed programing.
21. **Can you give an example of what a collaborative application might look like? ie. number and types of orgs?**
    o There is no set number of organizations. CalOSBA encourages strong collaborative partnerships with diverse organizations that provide direct support to California small businesses. This may include, but not limited to, community-based organizations, mission-based organizations, ethnic-based organizations, chambers of commerce, local government, academic institutions, and other similar organizations.
22. **Can the submitted application differ from the submitted Letter of Intent to Apply?**
    o Yes, the submitted application may differ from the submitted Letter of Intent to Apply. We highly encourage notifying CalOSBA of any changes between your submitted LOI and final application.
23. **Will there be guidance on how CIP and TAP recipients will report on loans reported for CIP/TAP versus SSBCI?**
    o Reports are to be submitted via the online portal. Detailed instructions for SSBCI reporting will be provided to awardees. TAP/CIP metrics must be monitored and reported separately from SSBCI metrics.

24. **Can I apply as a subrecipient in one category and as a second-tier subrecipient in another application for a different category?**
    o Funding from this program will be provided to awardees as a prime subrecipient or second tier recipient, but not both. An entity may only receive funding from this program one time. In either case, funding will only be received one time.
25. **Are indirect costs allowable?**
    o No, indirect costs are not allowed.
26. **Are we required to complete the demographic metric categories?**
    o The demographic data categories are intended solely for the purpose of promoting transparency and assessing the outcomes of the program. Demographic data will not be utilized to evaluate performance or serve as a scoring category in the award-making process. Completing the demographic data categories is highly encouraged for applicants with experience in reporting such categories, but not a proposal requirement. Please ensure that the metric totals are completed.
27. **What forms of capital are accepted to be eligible for this program.**
    o Capital listed in the program announcement refers to all forms of capital, including but not limited to debt, equity, grants, non-dilutive funding, etc.