

**FY21 Inclusive Innovation Equity Impact Fund Grant Program (“EIF Grant Program”)
REQUEST FOR APPLICATIONS (RFA) Questions & Answers**

Q: The \$1.2M - does that include the grant funds AND the administration of the grants, or the amount paid to the fund manager for the administration of the grant program? It says up to 15% of the funds can be used for the administration of the grant. If that's the case, the grant amount dispersed would be \$1,020,000 after the fund manager is paid 180,000 (15%).

A: The \$1.25 million is the entire amount of grant funds that will be disbursed. Up to 15% of \$1.25 million (\$187,500) may be used for administration of the fund, including technical assistance.

Q: Would the grants be any amount selected by the fund manager?

A: The Fund Manager will select the amount of funding Eligible Businesses will receive.

Q: I am seeking clarification on the subject referenced EIF Program. Does the applying entity have to be a licensed business residing with in DC? Are there any other requirements for eligible business beyond the following: “Eligible Business” is an equity impact enterprise that has \$2 million or less in annual revenue and (i) certifies that its business is unable to obtain conventional financing (i.e.: a business that has attempted but failed in the attempt to obtain financing from conventional sources); or (ii) is a business enterprise that cannot reasonably be expected to qualify for financing under the standards of commercial lending.

A: The applicant for this grant must be licensed to do business in the District of Columbia and submit a copy of its basic business license with the application. There are no additional requirements to be an Eligible Business.

Q: Has the RFA been released for the FY2021 Inclusive Innovation Equity Impact Fund Grant Program? I am having difficulty finding it.

A: The RFA was released on Friday, May 7, and may be found at <https://dmped.dc.gov/node/1537231>

Q: Can matching investments come from the Fund Manager? Or do the funds need to be raised from 3rd party sources?

A: Either option is acceptable. There is a preference for applicants that can provide matching funds or a commitment for matching funds withing the first 30 days of the grant program. We ask applicants to indicate what timing they will be able to achieve

Q: Are there concentration limits on investments made with the grant funding? Specifically, is there a maximum amount of funding that can be allocated for each Eligible Business invested in and/or is there a minimum number of Eligible Businesses that the Washington DC Deputy Mayor's office would like for funds to be distributed across?

A: There are no concentration limitations. Based on the goals of the fund, we expect applicants to have a plan to support multiple businesses. Applicants should propose their plan to achieve this goal.

Q: What constraints or limitations are there for how funds can be allocated by the Fund Manager, outside of the business qualifying as an Eligible Business?

A: There are none. Applicants should explain how their plan for allocating funds to eligible businesses will meet the goals of the fund.

Q: Does the Fund Manager entity need to have a Washington DC Business License prior to submitting an application?

A: The applicant (Fund Manager) needs to submit a Basic Business License for the application to be considered complete.

Q: If the entity applying is newly / recently formed and does not have 3 years of audited financial statements, will the application still be reviewed as complete?

A: Application would be incomplete without 3 years of audited financial statement.

Q: Will there be an informational session in regard to this RFA?

A: The information sessions have passed. A recording will be available on the DMPED website.

Q: In the RFA under the Organization Capacity & Governance section. For this point: "Address how you will manage to meet the goals articulated by DMPED, including a work plan and budget." Is an explanation / narrative being requested or does the DMPED want to see a sample work plan and budget in response to this question?

A: Please submit a proposed work plan and budget for how you will manage to meet the goals articulated by DMPED, and any narrative explanation that will assist DMPED in scoring this criteria.

Q: Any expectations of fund deployment schedule within period of performance?

A: Applicants should state their plan for timing and deployment of funds. Funds should be deployed to businesses as soon as reasonably possible. It is expected that grant funds will be deployed to businesses within the first year of the performance period.

Q: Additional clarity on 1:1 match time frame?

A: There is a preference for applicants that can provide matching funds or a commitment for matching funds within the first 30 days of the grant program. We ask applicants to indicate timing for achieving this requirement.

Q: For businesses that receive funding, do they need to be an Equity Impact Enterprise when they apply to the Fund Manager, or will the Fund Manager shepherd them through the CBE process?

A: Only Eligible Businesses are eligible for funding from the Fund Manager. The Fund Manager may determine whether/how it will work with businesses to obtain CBE certification, so long as businesses receiving support from the grant funds are Equity Impact Enterprises with less than \$2 million in annual revenue, and unable to obtain conventional financing (i.e.: a business that has attempted but failed to obtain financing from conventional sources) or cannot reasonably be expected to qualify for financing under the standards of commercial lending.

Q: Does DMPED plan to extend the June 7 deadline?

A: No, DMPED has no plans to extend the deadline.

Q: Clarification on audit submission, if 2020 audit not complete is a certified financial package acceptable?

A: If 2020 audited financials are not available, please submit your 2020 financial statements, and 2018 and 2019 audited financial documents

Q: Is there a minimum or maximum response for the narrative sections?

A: We ask that you answer the questions as completely as possible to ensure adequate information for DMPED to weigh within the scoring criteria.

Q: What is the bar for Eligible Businesses past assistance? Does this include other business development programs or technical assistance?

A: Past assistance is limited to commercial lending. Technical assistance and mentorship would not limit an Eligible Business from receiving investment from the Fund.

Q: What sort of documentation is required to qualify as an Equity Impact Enterprise for the Fund Manager or the eligible businesses?

A: The Equity Impact Enterprise is a Certified Business Entity (CBE) classification administered by the Department of Small and Local Business Development (DSLBD). Eligible businesses must have this certification to qualify for funding. Applicants for the grant do not need to be Equity Impact Enterprises, however a preference will be given to grant applicants that are an Equity Impact Enterprise, at least 51% owned, operated or controlled by economically disadvantaged individuals, or individuals who have been subjected to racial or ethnic prejudice or cultural bias because of their identity as a member of a group without regard to their individual qualities.