SMALL BUSINESS GRANTS FALB 2023



THURSDAY, MARCH 9, 2023 1313 NORTH MARKET ST., WILMINGTON, DE











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DELAWARE

BUSINESS TIMES



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WELCOME

The Delaware Business Times and SBDC are excited to welcome you to the 2023 Small Business Grants Fair where you will have the opportunity to meet with vendors and gain insight about growing your small business through available Delaware Grants.

11:30 AM

Lunch + Networking

Noon

(Meeting room far left)

Charlie Tomlinson, Associate Publisher, Delaware Business Times

Margo Reign, Business Advisor, Small Business Development Center

Program: Brief introductions to representatives

12:35 PM

Networking and Vendor Booths at the Fair (far right)

Times are approximate

SUPPORTING DELAWARE'S SMALL BUSINESSES.



business.delaware.gov







GRANT NAME: EDGE

ELIGIBLE: Companies that...

- are primarily located in Delaware
- have been in business for less than 7 years
- have 10 or less FT employees

OPPORTUNITY:

Aimed at helping promising early-stage Delaware companies get the funding they need to level the playing field with larger, more established competitors. STEM-based companies can receive up to \$100,000 for eligible expenses. Entrepreneur Class (Non-STEM) businesses can get up to \$50,000. The funds are provided as a \$3 (state) to \$1 (business) match.

GRANT NAME: Small Business Lending Programs

ELIGIBLE: Companies are eligible that are small businesses with less than 750 employees

OPPORTUNITY:

These programs are a partnership between the Division and the participating lending institutions designed to increase the access businesses have to capital, usually at lower interest rates.



DAVID MATHE Regional Business Manager State of Delaware Email: david.mathe@delaware.gov





Website: https://business.delaware.gov



GRANT NAME: Delaware Graduated Lab Space Grant Program

ELIGIBLE:

Target early-stage and small to medium-sized companies that are growing out of their existing wet lab space in Delaware, as well as similar companies from outside of the state which are considering relocating to or expanding in Delaware.

OPPORTUNITY:

The purpose and spirit of this incentive program is to create more "ready-to-go" lab space for companies growing out of space that hampers their ability to continue thriving in Delaware. The Agreement will be structured so that both the company receiving the grant and the space owner/lessor are parties to ensure that: 1) the company remains operating in the state for a period of five years; and 2) the owner maintains the improved space as a community asset for the same length of time, regardless of whether the Company Grantee leaves before the end of the five-year term. Eligible applicants may apply for a grant of up to 33% of the fit-out or building costs for the lab space portion of the space (at a rate of up to \$210/ft - or \$70/sf - for a space of up to 50,000 sq ft per company).

GRANT NAME: Startup302

ELIGIBLE:

Early-stage and small companies, led by founders from an underrepresented background, looking for non-diluted funding, mentorship, and connections.

GRANT FAIR TABLE **2**

OPPORTUNITY:

Startup302 is Delaware's premier funding competition for technology and technology-enabled startups led by underrepresented founders. Entrepreneurs from across the U.S. will compete for non-dilutive funding, access to mentors, and valuable connections.



ERICA CRELL Manager Innovation Dept.

NOAH OLSON

Director of Innovation EMAIL: nolson@choosedelaware.com



Website: choosedelaware.com



GRANT NAME: Delaware STEP Grant Program

ELIGIBLE:

To qualify for STEP Grant funds, a business must meet the size requirements of the SBA, and the goods or services of the organization must be of U.S. origin *OR* have at least 51% U.S. content.

In addition, the small business must operate in Delaware at a Delaware street address, be in business longer than one year, have an export plan, and be determined export-ready by Export Delaware

OPPORTUNITY:

The State Trade Expansion Program (STEP) Grant offers eligible Delaware businesses assistance to help launch or expand export activity. Grant funds can be used to reimburse Delaware businesses for up to 50 percent of all pre-approved, eligible, export marketing expenses, up to a maximum of \$10,000 per fiscal year, per company. Here are some examples of how the STEP Grant funds may be used to expand exports:

- Booth fees for exhibiting at a trade show overseas
- Travel expenses (hotel and airfare) for visiting potential clients or distributors in another country
- Fees to work with the U.S. Commercial Service on International Partner Search
- Fees associated with obtaining your CE Mark
- Expenses for translating your product manual into another language
- Expenses for optimizing and localizing your website for a foreign market



BETH POMPER

Director International Business Development

EMAIL:

Export@delaware.gov, or beth.pomper@delaware.gov





Website: https://export.delaware.gov/step-grant/



GRANT NAME:

TIIF - Transportation Infrastructure Investment Fund

ELIGIBLE:

New and expanding businesses in the state that propose to create a significant number of direct, permanent, quality full-time jobs. Residential projects are not eligible.

OPPORTUNITY:

The Transportation Infrastructure Investment Fund is established to provide economic assistance for renovation, construction, or any other type of improvements to roads and related transportation infrastructure in order to attract new businesses to this state, or expand existing businesses in this State, when such an economic development opportunity would create a significant number of direct, permanent, quality full-time jobs.

DEADLINES:

The next round of applications are due May 8, 2023.



PAMELA STEINEBACH

Director of Planning Delaware Department of Transportation & Division of Small Business

EMAIL:

pamela.steinebach@delaware.gov





Website: https://www.deldot.gov/Business/subdivisions/index.shtml?dc=tiif



GRANT NAME: Energy Efficiency Investment Fund

ELIGIBLE:

Commercial or Industrial customers in Delaware who pay into the Public Utility Tax

OPPORTUNITY:

Environmental Control (DNREC) provides incentives through the EEIF to help commercial and industrial customers replace aging, inefficient equipment and systems with energy-efficient options.

Affordable efficiency upgrades can help your business: Decrease operating costs, Reduce annual energy use, Lower your environmental footprint.

DEADLINE:

Ongoing until funds are exhausted.



GEORGE SAKELARIS DNREC Division of Climate, Coastal, and Energy

CONTACT: george.sakelaris@nv5.com C: 908.489.3922





Website: https://dnrec.alpha.delaware.gov/climate-coastal-energy/ efficiency/energy-efficiency-investment-fund/



GRANT NAME: Brownfields Development Program

ELIGIBLE:

Public, non-profit, and private prospective purchasers are eligible to apply for State Brownfield Grant funding.

OPPORTUNITY:

The Brownfields Redevelopment Program means the redevelopment of real property where there is a reasonably held belief that the real property may be environmentally contaminated, which is hindering the expansion, redevelopment, or reuse of the property.

The purpose of providing Brownfields grant funding is to reimburse eligible costs incurred at Certified Brownfield Sites. Reimbursement may only be made to a Certified Brownfields developer who has entered into a Brownfield Development Agreement (BDA) with DNREC prior to taking title to the property.

DEADLINE: Ongoing until funds are exhausted.



SANDRA WOOLSTEN

DNREC Division of Waste & Hazardous Substances -Remediation Section

EMAIL: Sandra.Woolston@delaware.gov







Website: https://dnrec.alpha.delaware.gov/waste-hazardous/ remediation/brownfields



GRANT NAME: Downtown Development District Program

ELIGIBLE:

Property Owners (occupant and non-occupant) Tenants making leasehold improvements may apply with property owner's permission.

Investors can be for-profit developers, nonprofit organizations, businesses, and homeowners. Federal, state or local agencies and quasi-governmental organizations are ineligible to participate as an investor or a property owner.

OPPORTUNITY:

The Downtown Development District Program is a partnership between the State of Delaware and local governments. A Resource Team comprised of members of the Delaware State Housing Authority, Division of Small Business, Office of State Planning Coordination, and a private-sector Development Coach meet regularly to plan for and provide ongoing support to the 12 designated downtown districts within these communities to:

Spur Private Investment, Improve commercial vitality, and build a stable community of long-term residents. The DDD Rebate program provides cash rebates to Qualified District Investors that make a Qualified Real Property Investment (QRPI) within the boundaries of a District. Rebates are performance-based; therefore, investments are required to be completed, paid in full and placed-in-service prior to rebate application. Investors are eligible for rebates of up to 20% of the QRPI.

DEADLINES:

Ongoing until funds are exhausted.



Website: Destatehousing.com



Large Projects

(apply when funding round opens typically Spring and Fall)

QRPI greater than \$350,000 Rebate calculated at 20% for QRPIs up to \$2.5M

QRPIs over \$2.5M calculated at a lower-rate (\$60K per million) Maximum rebate \$2M (\$27.5M QRPI)

Small Projects

(Applicants can apply on a "rolling basis" throughout the year)

QRPI between \$25,000 and \$350,000 Rebate calculated at 20% of final

QRPI Maximum rebate \$70,000



RICK FERRELL on behalf of Delaware State Housing Authority

CONTACT(S):

For Rebate Program Assistance: Tunisha Scott, Community Development Manager E-mail: Tunisha@destatehousing.com Phone: (302) 739-4263, ext. 221

Rick Ferrell, Retail Market Answers, Community Development Coach E-mail: rickferrell@hotmail.com Phone: (917) 335.1961



GRANT NAME:

Rural Energy for America Program (REAP)

ELIGIBLE:

Agricultural producers with at least 50% of gross income coming from agricultural operations.

Small businesses in eligible rural areas.

OPPORTUNITY:

This program has historically provided cost-share grants for up to 25% of total project costs for agricultural producers and rural small businesses to make energy efficiency improvements or purchase and install renewable energy systems. The Inflation Reduction Act of 2022 provides additional funding authority with the following enhanced program provisions:

- Grants for up to 40% of total project costs
- Maximum energy efficiency improvement grant request of \$500,000
- Maximum renewable energy system grant request of \$1 million

DEADLINE:

March 31, 2023 is the next deadline.



The deadlines will change to quarterly following the March 31st deadline making the second deadline 6/30/2023.

Website: VAPG: https://www.rd. usda.gov/programs-services/ business-programs/value-addedproducer-grants



GRANT NAME:

producer groups.

OPPORTUNITY:

ELIGIBLE:

products.

Value Added Producer Grant (VAPG)

Agricultural producers or agricultural

This program helps agricultural

producers enter into value-added

activities related to processing and/or

marketing of bio-based, value-added

Website: https://www.rd.usda.gov/ programs-services/energy-programs/ rural-energy-america-program-renewable-energy-systems-energy- efficiencyimprovement-guaranteed-loans#overview



LETITIA NICHOLS

Deputy State Director Delaware – Maryland State Office Rural Development United States Department of Agriculture

CONTACT: E-mail: letitia.nichols@usda.gov



GRANT FAIR TABLE



GRANT NAME:

Small Business Innovation Research Program and Small Business Technology Transfer Program

ELIGIBLE:

All Science and Technology based businesses up to 500 employees are encouraged to apply.

OPPORTUNITY:

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are highly competitive programs that encourage domestic small businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization. Through a competitive awards-based program, SBIR and STTR enable small businesses to explore their technological potential and provide the incentive to profit from its commercialization. Central to the STTR program is the partnership between small businesses and nonprofit research institutions. The STTR program requires the small business to formally collaborate with a research institution in Phase I and Phase II. STTR's most important role is to bridge the gap between performance of basic science and commercialization of resulting innovations.

DEADLINE:

Multiple deadlines depending on Federal funding agency





LOUIS DINETTA Manager, Technology Business Development

CONTACT: ldinetta@udel.edu (302) 831-0778



Website: Special Programs: https://delawaresbdc.org/special-programs/fast-innovation/





GRANT NAME:

Building From Within; Small Business Commercial Corridor Stabilization & Innovation

ELIGIBLE:



OPPORTUNITY:

The decline of Wilmington's local economy due to COVID-19 has impacted neighborhoods in unprecedented ways. Public health measures to stop the spread of the COVID-19 virus have had the unintended consequence of reducing business operations and mandating temporary business closures. As leaders in local economic development, Cornerstone West CDC observed that state and federal government assistance for small businesses were only loans, requiring repayment and interest rates. Cornerstone West CDC & its partner Wilmington Alliance saw that if action was not taken, our small business community would not survive. In 2020, our organizations worked swiftly and diligently to meet the changing needs of our small business community at the start of the pandemic, and many of these programs continue today.

DEADLINE:

Next Due Dates: Opening soon - see website for details.



GABRIELLE LANTIERI

Economic Development Manager Cornerstone West CDC/ West Side Grows Together

CONTACT:

glantieri@westsidegrows.org





Website: https://www.westsidegrows.org/small-businesses



GRANT NAME: Northeast Revitalization Fund

ELIGIBLE:

All eligible business projects

OPPORTUNITY:

This program was created to incentify the revitalization of one of Wilmington's neglected neighborhoods (The North East), but is now open to other neighboring areas depending on the project. This program focuses on projects that include building improvements and/or construction to currently unused commercial and mixed-use buildings. The lender is offering a 3% interest rate, as-well-as 30% loan forgiveness, once the improvement project is complete.

DEADLINE:

Ongoing until funds are exhausted.





ATOYA LEATHERBURY Community Lending Officer True Access Capital

CONTACT: aleatherbury@trueaccesscapital.org



Website: https://www.westsidegrows.org/small-businesses

GRANT NAME: Empowerment Fund Grant

ELIGIBLE:

Minority-Owned businesses located in Wilmington, DE.

OPPORTUNITY:

The grant is offered in conjunction with our loan products; it offers the borrower a 20% grant along with their financing request. There is a \$20,000 cap on the grant piece.

SCORE Delaware

OPPORTUNITY:

SCORE Delaware mentors are highly successful and seasoned business professionals and entrepreneurs with the experience and knowledge to help you achieve your small business goals.



Delaware SBDC

OPPORTUNITY:

Provides training programs and FREE professional consulting services to help innovators, startups, and existing businesses (with 0-500 employees*) formulate and execute strategies to grow and succeed.



U.S. SMALL BUSINESS **ADMINISTRATION**

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GRANT FAIR

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