

# *Back to Business (B2B) Grant Program*





# Back to Business Grant Program



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# Program Overview



- Back to Business (B2B) Program builds on success of the Business Interruption Grant (BIG) program
- B2B grant program includes:
  - \$5,000-\$150,000 grants totaling \$250M made available by ARPA funds (up to \$250,000 for hotels)
  - User-friendly online application portal
  - Expansive network of Community Navigators to assist businesses in submitting applications

# B2B Program

## ARPA Requirements



- Funding for B2B is made possible by appropriation of Coronavirus State Fiscal Recovery funds awarded from the US Treasury to Illinois.
- Spending from this federal source must abide by the [terms & conditions](#) and [rules](#) outlined by Treasury.
- General assistance to small businesses must be prioritized for industries most impacted by the COVID-19 public health emergency.
  - Specific mention in guidance of travel, tourism, and hospitality.
  - States may identify other industries based on analysis.
- According to Treasury FAQ, "recipients must design a program that responds to the negative economic impacts of the COVID-19 public health emergency....This can include assistance to:
  - Adopt safer operating procedures,
  - Weather periods of closure, or
  - Mitigate financial hardship resulting from the COVID-19 public health emergency."

# B2B Program

## *Eligibility Factors and Key Priorities*



- **Eligible businesses include any for-profit and nonprofit entities with \$20 million or less in annual revenue in 2019 that experienced losses in 2020 due to COVID-19.** (\$20 million cap is annualized for businesses that started after January 2019. \$35 million for hotels.)
- Grant size will range from \$5,000 to \$150,000 (up to \$250,000 for hotels) and will be equal to the difference between 2019 revenues and 2020 revenues, divided by 6, rounded up to nearest multiple of \$5,000 (effectively two months' worth of average year-over-year revenue decline).
- Priority will be given to applicants that:
  - Did not receive emergency relief.
  - Are located in DIAs
  - Have less than \$5 million in annual revenue
  - Are in a priority industry

# B2B Program

## *Set-Aside Funding Allocations*



- At least 40% of the funds – or \$100 million – will go to businesses located in DIAs
- At least \$25 million will go to businesses that applied for BIG but did not receive a grant due to funds running out
- At least \$80 million will go to a set of hard-hit industries continuing to face ongoing hardship
  - \$25 million for hotels
  - \$25 million for restaurants that did not receive a Restaurant Revitalization Fund (RRF) award
  - \$30 million for arts organizations and businesses

# B2B Program

## Priority Industries



- The list of priority industries for Back to Business Grants is as follows. Specific definitions for who is included will be available in an “Eligibility Guidelines” document
  - Hotels
  - Restaurants *that did not receive RRF*
  - Arts organizations or businesses *that did not receive SVOG*
  - Clothing, accessory, or electronics retail establishments (excluding e-commerce)
  - Dry cleaners
  - Home health care services
  - Childcare providers *that have not received CCRG*
  - Barbershop or salon
  - Indoor recreation
  - Gym or fitness center
  - Tourism or group transportation (excluding taxis, limos, or rideshare)
  - Spectator and social event support services
  - Museum or movie theater operators *that did not receive SVOG*

# B2B Program

## *Application*



Beginning August 18, the link will be found on the DCEO website: [www.illinois.gov/dceo](http://www.illinois.gov/dceo)

Additional Resources on the website:

- Application questions and required documents
- Eligibility guidelines, including priority industry definitions
- Certification form and eligible cost list
- Upcoming webinars
- Access to Community Navigators and business assistance



# B2B Program

## *Application*



### Required documents

- Business Owner ID (driver's license, state ID, passport, or matricular consular card)
- 2019 Federal Tax Return
- 2020 Federal Tax Return
- One business bank statement from between April and December 2020, inclusive, that reflects business expenses
- Most recent business bank statement
- If the above documents do not reflect current business address, a document that does (utility bill, lease/mortgage, credit card statement, or business license)

# B2B Program

## *Application*



Features of the application portal:

- Applicants will have designated log-in so they can save their application and return to it
- Applicants will be able to verify their application is received and check on its status
- The portal will handle notifications on application status in more streamlined way throughout program
- Community navigators and DCEO frontline team will have access to application information to assist businesses

# B2B Program

## *Application*



- Applicants will receive notifications when:
  - Their account is opened
  - A week has passed since opening account without completing application
  - Application is completed
  - Review results in changed prioritization [appeal available]
  - Review results in ineligibility determination [appeal available]
  - Grant awarded

# B2B Program

## *Some FAQs*



Are sole proprietors eligible to apply?

- Yes

Are businesses with ITINs eligible to apply?

- Yes

Are nonprofits eligible to apply?

- Yes, nonprofits that are 501c3, 501c6, and 501c19 are eligible to apply

# B2B Program

## Some FAQs



What are eligible and ineligible uses for B2B grant funds?

- Grant funds can be used for a wide range of operational expenses, including rent/mortgage payments, payroll, inventory, insurance, and more.
- Expenses that have been or will be reimbursed under any other program backed by federal funds are not eligible.

Can I apply for and receive a B2B grant if I was open last year but my business is now permanently closed?

- No. Businesses that have taken any material steps to dissolve, permanently cease operations, or sell substantially all of their assets *prior to receiving an award* – even after submitting an application – are not eligible.

# B2B Program

*Outreach and Technical Assistance is Available*



- Community Navigators: 100+ community-based organizations across the state are available to assist businesses in accessing B2B grants. [Download the B2B search tool](#) to find your navigator.
- DCEO's First Stop Hotline: 800.252.2923 or at [ceo.firststop@illinois.gov](mailto:ceo.firststop@illinois.gov)
- 42 Small Business Development Centers (SBDCs): [Search Here](#)
- DCEO Frontline staff: Offices of Minority Economic Empowerment (OMEE) and Regional Economic Development (Team RED)
- A4CB will have a customer service line and online intake form for questions about applications.

# Community Navigators $\pm$

## *Statewide Coverage*

Businesses can receive the following services:

- 1-on-1 technical assistance to learn about eligibility and how to apply for economic support
- Services in 30 different languages
- Referrals to SBDCs, DCEO, and other business support opportunities
- Documentation review and preparation
- Additional business assistance



# Questions?

# Thank You!



**Illinois**  
**Department of Commerce**  
& Economic Opportunity  
JB Pritzker, Governor