

State Small Business Credit Initiative Technical Assistance Application Approvals

Announced October 2024

1. **Citizen Potawatomi Nation, Oklahoma:** Citizen Potawatomi Nation, Oklahoma, approved for \$677,005 in SSBCI Technical Assistance (TA) grant funding, has designated the Citizen Potawatomi Community Development Corporation (CPCDC) to implement the TA program. CPCDC, along with contractors, will provide legal and financial advisory services to support businesses participating in their Capital program. The Tribe will use the TA funding to assist with increasing credit readiness, enhancing investment readiness, and increasing job creation and retention.
2. **Confederated Tribes of the Umatilla Reservation:** Confederated Tribes of the Umatilla Reservation (CTUIR), approved for \$87,298 in technical assistance (TA) grant funding, will leverage the Nixyaawii Community Financial Services and other partnerships to provide legal, accounting, and financial advisory services. TA funds will be used in conjunction with CTUIR's SSBCI capital allocation to provide a level of capital access to create and drive business growth.
3. **Coushatta Tribe of Louisiana:** Coushatta Tribe of Louisiana (Coushatta), approved for \$70,755 in technical assistance (TA) grant funding, will provide technical assistance to local businesses and Tribal enterprises that are participants in the Tribe's capital loan program. The TA program will contract with third parties to provide a legal, accounting, and financial advisory services. Coushatta will track the creation of new businesses and revenue growth for new and existing businesses.
4. **Ketchikan Indian Community:** Ketchikan Indian Community (KIC), approved for \$119,722 in technical assistance grant funding, will provide financial advisory services with Spruce Root, a Native-run and staffed CDFI and a financing partner for Alaska's Small Business Development Center (SBDC) which may help finance the SBDC's SSBCI loans. Through one-on-one coaching, cohort workshops, and classroom training, Spruce Root will provide primarily technical assistance in the form of financial advisory services to KIC Tribal members who own businesses. The participants will be introduced to additional small business programs with the goal of increasing the number of loans that participants apply for, and the number of new small businesses opened as a result leveraging the KIC technical assistance and collateral support program.
5. **The Lac Courte Oreilles Band of Lake Superior Chippewa Indians of Wisconsin:** The Lac Courte Oreilles Band of Lake Superior Chippewa Indians of Wisconsin (The Lac Courte Oreilles Band), approved for \$152,738 in technical assistance (TA) grant funding, will use contractors to provide accounting, legal and financial advisory services to underserved and very small businesses. The Lac Courte Oreilles Band expects the TA providers to offer group courses and one-on-one services with the recognition that the services may change depending on provider recommendations and beneficiary needs. The performance metrics are directly related to the numbers of businesses receiving assistance and the provision of TA to businesses who have a current or potential connection to the SSBCI capital program.

6. **Lower Sioux Community Council:** Lower Sioux Community Council (Lower Sioux) for Lower Sioux Indian Community, approved for \$ 72,399 in technical assistance grant funding, will provide financial advisory services to small businesses. Lower Sioux will provide professional 1:1 business counseling services, as well as providing training sessions for small groups of businesses in the areas of financial planning and accounting services.
7. **Mesa Grande Band of Diegueno Mission Indians:** Mesa Grande Band of Diegueno Mission Indians, approved for \$69,888 in technical assistance (TA) grant funding, will use contractors to provide legal and financial advisory services to support one Tribal enterprise. This new company is a new Tribal enterprise and will use TA funding to assist with obtaining financing.
8. **Quechan Indian Tribe:** Quechan Indian Tribe, approved for \$93,337 in SSBCI Technical Assistance (TA) grant funding, will use contractors to implement the TA program. The Tribe will provide TA services focusing on startup, legal, accounting, and financial advisory needs for underserved businesses. The Tribe anticipates a 5-10% growth rate for Tribal businesses receiving TA services over 3-5 years.
9. **Aleut Community of Saint Paul Island, a.k.a. Saint Paul Island:** Aleut Community of Saint Paul Island, a.k.a. Saint Paul Island, approved for \$76K in technical assistance grant funding, will use contractors to provide legal and accounting services to the underserved businesses participating in the Tribe's SSBCI-supported direct equity program. The Tribe will track performance by tracking progress made by beneficiaries in establishing the incorporation of new businesses in the first 12 months of operation.
10. **San Pasqual Band of Diegueño Mission Indians of California:** San Pasqual Band of Diegueño Mission Indians of California, approved for \$64,769 in SSBCI Technical Assistance (TA) grant funding, will contract with the Rural Community Assistance Corporation (RCAC), a nonprofit organization and CDFI, to implement the TA program. The RCAC Building Rural Economies (BRE) Program staff will deliver six three-hour virtual trainings and follow-up one-on-one TA sessions to an expected 10-15 underserved businesses or underserved entrepreneurs throughout 12 months. RCAC anticipates 3-7 underserved businesses will access approximately \$75,000 to \$500,000 as a result of business coaching and TA. RCAC's BRE Program staff will enhance and complement the Tribe's loan participation program by providing TA to underserved Tribal businesses. Key indicators include the number of small businesses receiving assistance, the number of businesses retained or created, the number of jobs retained or created as well as new financial resources accessed.
11. **The Chickasaw Nation:** The Chickasaw Nation, approved for \$1.0 million in technical assistance (TA) grant funding, will implement the TA grant program directly through its own Chickasaw Business Network (CBN). The proposed TA program will provide accounting, financial advisory, and legal services to small business owners participating in the Tribal capital program or other small business programs. The goals of the TA program are to provide services to 60-100 small businesses on accounting, tax, and legal matters, and engage 175-250 participants in business skills and education training through networking and consultation sessions.
12. **The Choctaw Nation of Oklahoma:** The Choctaw Nation of Oklahoma, approved for \$1.0 million in technical assistance (TA) grant funding, will offer legal and financial advisory services

to businesses participating in the Tribe's Capital program. The goal of the TA program is to promote growth and development of business operations and opportunities through Tribal entrepreneurs that are creating more economic impact, creating new jobs, and stimulating the local economies throughout the Tribe's reservation area.

13. **The Osage Nation:** The Osage Nation, approved for \$427,380 in technical assistance (TA) grant funding, will use contractors to provide entrepreneurial workshops and TA to underserved and very small businesses participating in the Tribe's capital program or seeking other Federal small business support. The Osage Nation's goal is that 25% of the attendees of the entrepreneurial workshops will successfully apply for business financing.
14. **Winnemucca Indian Colony of Nevada:** Winnemucca Indian Colony of Nevada, approved for \$63,751 in technical assistance (TA) grant funding, will provide legal services to the underserved and very small businesses participating in the Tribe's capital program. The proposed TA program will support the Tribe's capital program by contracting with an experienced attorney to provide legal assistance for the successful implementation of a nursery project and convenience store expansion.

Announced July 2024

1. **Alabama:** Alabama, approved for \$3.1 million in technical assistance grant funding, will utilize the Alabama Small Business Development Center (AL SBDC) at the University of Alabama to provide accounting and financial advisory services to companies preparing to apply for support from state and/or federal small business programs and connect companies directly with the state's SSBCI-supported capital programs. The AL SBDC will provide group training sessions and one-on-one advising sessions to prepare underserved and very small businesses to apply for the state of Alabama's SSBCI-supported credit and equity capital programs.
2. **American Samoa:** American Samoa, approved for \$470,304 in technical assistance grant funding, will administer the funding through the American Samoa Government Department of Commerce's partnership with the American Samoa Small Business Development Center (AS-SBDC) to provide business, legal, accounting, and financial advisory services to companies preparing to apply for support from territory and/or federal small business programs and connect companies directly with its SSBCI-supported capital programs. The AS-SBDC anticipates that it will serve 100 small businesses over the 3-year period of performance and that some of those small business will submit successful capital applications, resulting in up to \$35 million investment in these businesses.
3. **Colorado:** Colorado, approved for \$2,447,924 in SSBCI Technical Assistance grant funding, will utilize the Colorado SBDC Network and its 14 service centers and contracted consultants to provide legal, financial advisory, and accounting services to very small and underserved businesses. The Colorado SBDC Network will deliver TA services via training programs and one-on-one consulting sessions for businesses needing specialized assistance. The Colorado SBDC Network will measure success of the program by tracking the number of submitted applications to the state's Capital Program.
4. **District of Columbia:** District of Columbia (DC), approved for \$793,268 in SSBCI Technical Assistance (TA) grant funding, will use its District Capitalized Hub Management System to

implement a TA program that provides legal, financial advisory, and accounting services for businesses that are preparing to apply for SSBCI-supported capital and other small business programs. DC will engage targeted eligible beneficiaries, and use the District Capitalized Hub to create their customized funding-readiness action plans; refer them to group trainings, individual consultations, and related support resources offered by DC and its partner TA providers; and track performance. DC will increase the readiness to apply and receive funding for over 150 businesses during a three-year period.

5. **Hawaii:** Hawaii, approved for \$792,935 in SSBCI Technical Assistance grant funding, will utilize the Hawaii Technology Development Corporation (HTDC), along with contractors and subrecipients, to provide legal, financial advisory, and accounting services to SEDI-owned businesses and VSBs. HTDC and its subrecipients will deliver TA services via workshops, events and one-on-one sessions for businesses needing specialized assistance. The HTDC will measure the success of the program by tracking the number of submitted applications to the HI-CAP program and other loan programs by SEDI-owned businesses and VSBs.
6. **Levelock Village:** Levelock Village, approved for \$65,327 in technical assistance grant funding, will use contractors to provide legal and financial advisory services to underserved and very small businesses participating in the Tribe's direct investment program or seeking other federal small business support. The Tribe will track performance by tracking progress made by beneficiaries to include the number of permit and license approvals per year and increases in partners, investors, and funding sources.
7. **Minnesota:** Minnesota, approved for \$1,972,321 in SSBCI Technical Assistance (TA) grant funding, will use the Minnesota Small Business Development Center (SBDC) statewide network within the Minnesota Department of Employment & Economic Development to implement the TA program. The SBDC lead center will coordinate with its nine regional SBDC offices around the state, as well as other business service organizations to identify eligible beneficiaries. Under the management of the SBDC, TA contractors will provide eligible legal and accounting services. After receiving TA services, Minnesota anticipates that 50% of eligible beneficiaries will successfully apply to receive financing from its Capital Program or other state small business program.
8. **U.S. Virgin Islands:** The U.S. Virgin Islands, approved for \$521,109 in SSBCI Technical Assistance grant funding, will utilize the Virgin Islands Economic Development Authority to provide Technical Assistance (TA) services to companies preparing to apply for its SSBCI-supported capital programs. Virgin Islands Economic Development Authority will use contractors to conduct one-on-one counseling to perform needs/ assessments, developing action plans and provide specialized TA services for very small and underserved businesses. Virgin Islands Economic Development Authority anticipates assisting up to 70 small businesses in its TA program and over 50% of those businesses will be successful in applying for capital funding.

Announced March 2024

9. **Guam:** Guam, approved for \$573,977 in SSBCI Technical Assistance grant funding, will utilize the Guam Economic Development Authority (GEDA) to provide legal, financial advisory, and accounting services to companies, including those preparing to apply for its SSBCI-supported capital programs. The GEDA will collaborate with colleges, universities and other partners to conduct training workshops in business basics for very small and underserved businesses. For

businesses needing specialized assistance, they will utilize a series of providers to provide one-on-one legal and accounting services. The GEDA anticipates building financial literacy and ultimately increasing the number of SSBCI loan recipients by 50% over a five-year period.

10. **Illinois:** Illinois, approved for \$6.8 million in SSBCI Technical Assistance grant funding, will utilize the Illinois Department of Commerce and Economic Opportunity (DCEO) to provide legal, accounting, and financial advisory services to companies preparing for support from state and/or federal small business programs and to connect companies directly with its SSBCI-supported capital programs. The Illinois DCEO will utilize its network of community navigators in seven regions across the state to support small businesses as they apply for capital with a multi-tiered approach designed to reduce barriers faced by underserved small businesses. The Illinois DCEO anticipates tracking progress with each of the seven providers to measure the impact of projects that received TA services as compared those that did not, to determine if TA services resulted in impacts such as increased capital raised, jobs created and salary, and number of customers or users.
11. **Kansas:** Kansas, approved for \$1.3 million in technical assistance grant funding, will utilize the Kansas Department of Commerce and NetWork Kansas to provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs and connect companies directly with its SSBCI-supported loan and equity capital programs. NetWork Kansas will utilize its existing statewide Partner and E-Community Partnership networks to identify underserved and very small businesses and match those businesses with technical assistance resources pre- and post-funding. NetWork Kansas estimates that it will provide technical assistance to 300 small businesses over the 5-year grant period and that 150 of these businesses will subsequently attract capital.
12. **New Mexico:** New Mexico, approved for \$1.6 million in SSBCI Technical Assistance grant funding, will utilize the Justice, Equity, Diversity, and Inclusion (JEDI) Office in the New Mexico Economic Development Department (NMEDD) to contract with vendors to provide legal, accounting, and financial advisory services to companies preparing for support from state and/or federal small business programs and connect companies directly with its SSBCI-supported capital programs, such as the VC Equity and Collateral Assistance Program (CAP). The NM JEDI Office will utilize an online portal to match businesses with technical assistance opportunities that are specific to their individual needs, while building a Community Navigator system to reach very small and underserved businesses in rural areas. The NM JEDI Office anticipates tracking progress to measure the impact of projects that received TA services compared to those that did not, to determine if TA services resulted in impacts such as growth in sales, employees, and net income.
13. **New York:** New York State Urban Development Corporation DBA Empire State Development (ESD), approved for \$10.9 million in SSBCI technical assistance grant funding, will provide technical assistance to SEDI-owned and very small businesses in five areas: Capital Access, Entrepreneurship Assistance Centers (EAC), Manufacturing Extension Partnership (MEP), Contractor Financing & Surety Bonding, and Venture. The ESD will select 5 contractors to provide specific legal, accounting, and financial advisory services to SEDI-owned and very small businesses throughout the state, through one-on-one counseling. The ESD anticipates providing

services to 1000 small businesses, resulting in 250 new business starts, 500 businesses expansions, and 800 total loans developed.

14. **Puerto Rico:** Puerto Rico, approved for \$3.8 million in SSBCI Technical Assistance grant funding will utilize the Economic Development Bank of Puerto Rico (EDB) to provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs and connect companies directly with its SSBCI-supported capital programs. The EDB will conduct data analysis to understand small business TA needs and continually evaluate desired program outcomes and will provide group training sessions, one-on-one counseling and online education to prepare small businesses to apply for funding. The EDB anticipates measuring performance metrics such as number of businesses assisted, number of outreach activities, number of successful applications submitted, and the total number of jobs created through this funding.
15. **Vermont:** Vermont, approved for \$526,819 in SSBCI technical assistance grant funding, will utilize the Vermont Small Business Development Center (VTSBDC) to provide legal, accounting, and/or financial advisory services to underserved and very small businesses applying for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. The VTSBDC will provide training events, including a bootcamp style legal training program, and 1:1 advising to connect small businesses directly with support for the legal, accounting, and/or financial advisory services that they need to successfully apply for SSBCI and/or other small business capital programs. The VTSBDC anticipates that it will provide services to 175 small businesses, resulting in 40 capital applications submitted.
16. **West Virginia:** West Virginia, approved for \$1.5 million in Technical Assistance (TA) grant funding, will work with Partner Community Capital, Inc. (PCAP) to administer its TA program to applicants and participants of the West Virginia Capital Access Program. PCAP, a leading Community Development Financial Institution serving small businesses in West Virginia, will provide financial advisory services, one-on-one consulting and educational programs. It will also contract TA providers to provide legal and accounting services. West Virginia anticipates that it will serve 140 small businesses through the four-year program, including helping up to 10 start-up small businesses a year.

Announced November 2023

17. **Alaska:** Alaska, approved for \$654,712 in SSBCI allocation formula-based technical assistance (TA) grant funding, will work with the Alaska Small Business Development Center (Alaska SBDC) within the University of Alaska at Anchorage to provide legal, accounting, and financial advisory services (TA services) to companies preparing to apply for support from state and/or federal small business programs, including connecting companies directly with the state's SSBCI-supported loan and equity programs. The Alaska SBDC will provide mentorship, networking opportunities and one-on-one training, including multi-lingual services to meet the needs of underserved businesses and VSBs and connect them directly with support for TA services. The Alaska SBDC anticipates assisting 250 companies through the TA grant program and estimates that this will result in 210 applications for funding and 105 successfully funded applications.
18. **Arizona:** Arizona Commerce Authority (ACA), approved for \$3.8 million in technical assistance grant funding, will provide legal, accounting, and financial advisory services to companies

preparing to apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported debt and equity capital programs. The ACA will provide TA services through peer groups, group mentoring, and one-on-one support and will supplement these services through outreach events and assistance provided by partner CDFIs, ultimately connecting underserved businesses and VSBs directly with support for legal, accounting, and financial advisory services. The Arizona Commerce Authority anticipates assisting 400 companies through the technical assistance program and estimates that this will result in 100 successfully funded applications.

19. **Arkansas:** Arkansas, approved for \$2.0 million in SSBCI allocation formula-based technical assistance (TA) grant funding, will utilize the Arkansas Small Business and Technology Development Center (ASBTDC) based at the University of Arkansas at Little Rock to provide legal, accounting, and financial advisory services (TA services) to companies preparing to apply for funding from state and/or federal small business programs and connect companies directly with its SSBCI-supported capital programs. The ASBTDC will provide training events for potential SSBCI loan applicants on topics such as business credit, financial literacy, and the capital acquisition process. These events will help the ASBTDC identify borrowers in need of one-on-one consulting before submitting their application to a lender. The ASBTDC anticipates training 750 small businesses throughout the five-year program and providing individual consulting to 875 small businesses, resulting in 230 applications to the state's SSBCI capital programs.
20. **Idaho:** Idaho, approved for \$1,031,720 in SSBCI Technical Assistance grant funding, will work with the Idaho SBDC at Boise State University to provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. The technical assistance program will combine traditional in-person advising with an online educational platform designed to educate underserved and VSBs on the SSBCI-funded capital program and to connect them with legal, accounting, and/or financial advisory services. The Idaho SBDC anticipates meaningfully engaging nearly 800 small businesses and maintaining a 90% client satisfaction score for the provision of these services.
21. **Indiana:** Indiana Economic Development Corporation (IEDC), approved for \$2.8 million in SSBCI allocation formula-based technical assistance (TA) grant funding, will provide legal, accounting, and financial advisory services (TA services) to companies preparing to apply for state and/or federal small business capital programs including connecting companies directly with the IEDC's lending-based SSBCI capital programs. The TA services provided will specifically focus on providing financial counseling and training to underserved and very small businesses submitting applications under the state's SSBCI capital programs. The IEDC anticipates that it will serve 1,000+ businesses over the 5-year period of performance and plans to track the applications submitted to SSBCI and other capital programs with the goal of increasing the number of applicants and successful loan applications.
22. **Iowa:** Iowa, approved for \$1,396,269 in SSBCI allocation formula-based technical assistance (TA) grant funding, will work with America's Small Business Development Center (SBDC) Iowa to provide legal, accounting, and financial advisory (TA services) to companies preparing to apply for support from state and/or federal small business programs, including connecting

companies directly with the state's SSBCI-supported loan participation and venture capital programs. The SBDC will provide outreach and training events as well as one-on-one counseling to connect underserved and very small businesses directly with TA providers. America's SBDC Iowa anticipates that it will provide training to 620 companies, engage 1315 clients in one-on-one counseling, and assist 205 companies with the submission of applications to the state's SSBCI capital programs.

23. **Louisiana:** Louisiana, approved for \$3.0 million in SSBCI allocation formula-based technical assistance (TA) grant funding, will utilize the Louisiana Department of Economic Development (LED) to provide TA services to companies preparing to apply for support from state and/or federal small business programs and connect companies directly with the state's SSBCI-supported capital programs, particularly the collateral support, micro-lending, and loan guaranty programs. LED will identify resource providers, programs, and events throughout the state in order to create a searchable listing of the small business ecosystem in the state to make these resources more accessible to its small businesses. LED will also build upon its multi-layered approach to assist small businesses based on development stage, with services including mentoring, classroom training and peer-to-peer roundtables, to work with small business support organizations across the state as partners in the delivery of TA services through training offerings, as well as direct one-on-one counseling. This assistance will focus on preparing underserved and very small businesses to access capital to increase in the number of successful applications to the state's SSBCI capital program, as well as improve the businesses' capacity for sustainability and growth.
24. **Maine:** Maine, approved for \$806,715 in SSBCI TA grant funding, will work with the Maine Small Business Development Center (SBDC), within the University of Southern Maine, to provide TA services to companies preparing to apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported loan and equity capital programs. The Maine SBDC will provide business advising and training, in a group setting and one-on-one, to meet the needs of underserved and very small businesses and connect them directly with TA providers. The Maine SBDC anticipates that it will assist 850 small businesses, resulting in 160 applications to the state's SSBCI capital programs and 105 successfully funded applications.
25. **Maryland:** University of Maryland, Maryland Small Business Development Center (MD SBDC), approved for \$3.3 million in TA grant funding will utilize the Maryland Business Opportunity Center (MBOC) to provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. The MBOC, which is managed by the MD SBDC, will connect underserved and very small businesses and VSBs with existing academic, government, nonprofit, and business efforts that provide planning, financing, and other services to entrepreneurs, engage business owners to serve as mentors, and provide networking opportunities for underrepresented MD business owners.
26. **Michigan:** Michigan, specifically the Michigan Economic Development Corporation (MEDC), approved for \$5,290,360 in SSBCI technical assistance grant funding, will oversee the provision of local legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs, including connecting companies

directly with its SSBCI-supported loan guarantee program. MEDC will work with nine technical assistance providers to deliver technical assistance, particularly in the areas of financial loan preparedness and the development of financial statements as well as wrap around support for borrowers, to support underserved businesses and VSBs. MEDC anticipates supporting 1,000 small businesses, of which 500 will receive pre-loan technical assistance services and 500 will receive post loan close technical assistance, 337 will be approved for loan funding, and 125 will increase their personal or business credit score.

27. **Mississippi:** University of Mississippi, Small Business Development Center (Mississippi SBDC), approved for \$2.3 million in technical assistance grant funding, will provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs and connect companies directly with its SSBCI-supported capital programs. Mississippi SBDC will utilize 5 business counselors across the state to facilitate outreach, training, and individual business assistance, connecting small businesses directly with support from underserved legal, accounting, and/or financial advisory service providers. Mississippi SBDC anticipates assisting approximately 1540 small businesses over the five-year program with individual counseling, resulting in 240 completed capital applications.
28. **New Hampshire:** Department of Business and Economic Affairs approved for \$756,778 in SSBCI technical assistance grant funding, will utilize the New Hampshire Small Business Development Center (NH SBDC) to provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. The NH SBDC will contract with local consulting small businesses (including attorneys, accountants, and financial consultants) to provide up to five hours of specialized consulting to underserved businesses and VSBs.
29. **North Dakota:** North Dakota Department of Commerce approved for \$572,143 in SSBCI technical assistance grant funding will utilize ILT Academy to provide legal, accounting, and financial advisory services to underserved and very small businesses preparing to apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. ILT Academy will deliver intensive training, education and one-on-one coaching while providing networking opportunities and direct introductions to underserved businesses and VSBs. The ND Department of Commerce and ILT Academy anticipate assisting beneficiary businesses with clarifying business concepts, creating feasible and viable financial business models, and providing financial advisory support throughout the program to maximize the chances of successful funding and growth.
30. **Pennsylvania:** Pennsylvania Department of Community and Economic Development (DCED) approved for \$5.5 million will utilize Kutztown University, which hosts the Pennsylvania Small Business Development Center, to provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs and connect companies directly with its SSBCI-supported capital programs. The Pennsylvania DCED will work with the SBDC and administer SSBCI TA services, to deliver in-person classroom and one-on-one consulting. Advising, coaching and mentoring, no cost business legal services, for fee accounting, and/or financial loan packaging services if the business requires more support than what the SSBCI TA team can deliver. The program will include new MasterMind peer-to-peer

learning groups that will be formed around common themes that members of the group come together monthly to resolve. The PA DCED anticipates serving 695 small businesses during the 5-year program with individual consulting, resulting in 417 successful loan applications.

31. **Rhode Island:** The state's Department of Administration will use \$773,624 in SSBCI allocation formula-based technical assistance (TA) grant funding to support the Rhode Island Commerce Corporation (RI Commerce) in providing legal, accounting, and financial advisory services (TA services) to underserved and very small businesses preparing to apply for support from state and/or federal small business programs, including connecting companies directly with the state's SSBCI-supported capital programs. RI Commerce will provide ongoing outreach to underserved and very small business and will contract with vendors as necessary to assist these businesses directly with TA services needed so that they can compete more successfully for federal, state, local government, and commercial contracts. RI Commerce anticipates that it will provide technical assistance to 242 underserved and very small businesses and that this will result in 121 successful applications to the state's SSBCI capital programs.
32. **South Carolina:** South Carolina Jobs-Economic Development Authority (SC-JEDA) approved for \$3.1 million in SSBCI technical assistance grant program will engage the South Carolina Small Business Development Center (SC-SBDC) hosted by the University of South Carolina to provide legal, accounting, and/or financial advisory services to underserved and very small businesses applying for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. The SC-SBDC will offer a series of training events throughout the state, networking opportunities with lenders, one-on-one assessments with business consultants, who will connect businesses directly with support for legal, accounting, and/or financial advisory services, as needed. The SC-SBDC anticipates that it will serve 560-618 small businesses through classroom training, provide counseling to 2847 total small business clients, and that these services would result in 364 completed SSBCI capital applications.
33. **Tennessee:** Tennessee, approved for \$3.8 million in SSBCI Technical Assistance grant funding will utilize Middle Tennessee State University (MTSU) and its Tennessee Small Business Development Center network program who will work in cooperation with the university's Office of Research and Sponsored Programs to provide legal, accounting, and financial advisory services to companies preparing for support from state and/or federal small business programs and connect companies directly with its SSBCI-supported capital programs. MTSU will assess the needs of very small and underserved businesses to refer them directly to legal, accounting, and or financial advisory services. MTSU anticipates that it will improve the closing rate of underserved and very small businesses applying to capital access and venture funding.
34. **Virginia:** Virginia, approved for \$4.1 million in SSBCI allocation formula-based technical assistance (TA) grant funding, will work with the Virginia Small Business Financing Authority (VSBFA) and its selected TA providers to offer legal, accounting, and financial advisory services (TA services) to small business owners preparing for capital support from small business programs and connect companies directly with funding sources. The technical assistance providers will offer one-on-one mentoring, workshops, webinars, job and resource fairs, and community events to underserved businesses and very small. The VSBFA anticipates providing assistance to 1,000 beneficiaries through the TA grant program, resulting in 500 applications or

pitches submitted to the state's SSBCI capital programs and other federal programs.

35. **Washington:** Washington, approved for \$3.4 million in SSBCI Technical Assistance grant funding will utilize the Washington Department of Commerce (DOC) to provide legal, accounting, and financial advisory services to companies preparing for support from state and/or federal small business programs and connect companies directly with its SSBCI-supported capital programs specifically designed for businesses farthest from opportunity including lending circle programs and loans with a zero percent interest rate. The Washington DOC will provide a concierge style of supportive business assistance tools that are designed to prepare businesses to apply for their suite of capital loan programs, based on individual business need. The Washington DOC anticipates assisting 120 underserved and very small businesses with technical assistance, education, mentorship, and training, resulting in successful applications to SSBCI and other federal capital programs.
36. **Wisconsin:** Wisconsin, approved for \$1.9 million in technical assistance grant funding, will utilize the Wisconsin Department of Administration and the Wisconsin Economic Development Corporation to make subawards to providers who will provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs, and will connect companies directly with SSBCI-supported capital programs. These providers, including the University of Wisconsin Law & Entrepreneurship Clinic, who will provide legal advice to advise underserved and very small businesses, and provide training and outreach events designed to identify borrowers in need of one-on-one counseling and supportive referrals. Wisconsin anticipates that it will serve 1,150 small businesses through the five-year program, including helping 120 new small businesses form through the development of an on-demand LLC formation tool.

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37. **California:** The California Office of the Small Business Advocate (CalOSBA), approved for up to \$25.3 million in SSBCI technical assistance grant funding, will oversee the provision of regionally-based legal, accounting, and financial advisory services to help small businesses apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. The SSBCI Navigators Network Program will utilize a technology platform and local outreach partners to connect underserved and very small businesses to a network of technical assistance providers while building the service capacity of member organizations through a train-the-trainer curriculum. The CalOSBA anticipates bringing in 113,000 small businesses to engage with the services, resulting in 40,000 loans received.
38. **Connecticut:** The Connecticut Department of Economic & Community Development (DECD), approved for up to \$1.9 million in SSBCI technical assistance grant funding, will work with Connecticut Innovations (CI) to provide legal, accounting and financial advisory services to help small businesses apply for assistance from state and/or federal small business programs and connect companies directly with its SSBCI-supported venture capital programs. CI will provide technical assistance seminars, webinars, and break-out sessions at sponsored events to connect underserved and very small businesses directly with support from legal, accounting, and financial advisory providers. CI anticipates assisting 120 companies through the TA program and estimates

that 75 percent of the companies benefiting from these services will go on to raise seed capital from angel investors, SSBCI, institutional investors and/or follow-on investment from CI.

39. **Delaware:** The Delaware Division of Small Business, approved for up to \$724,423 in SSBCI technical assistance grant funding, will work with the University of Delaware – Small Business Development Center (DSBDC) to provide accounting and financial advisory services to help small businesses apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. The Delaware Small Business Development Center will host outreach events and provide diverse programming, including classroom training and one-on-one counseling to meet the needs of underserved and very small businesses and to connect them directly with support for legal, accounting, and financial advisory services. DSBDC anticipates that it will assist at least 280 small businesses within two years, resulting in at least 30 completed credit applications.
40. **Georgia:** Department of Community Affairs (DCA), approved for \$6,212,315 in SSBCI technical assistance grant funding, will work with The University of Georgia Research Foundation, Inc. (UGARF) / University of Georgia Small Business Development Center (UGA SBDC). UGA SBDC will provide legal, accounting, and financial advisory services to companies preparing to apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported lending programs. Technical assistance will be provided through a multi-faceted approach involving topical programs, group training events and individual counseling to connect underserved and very small businesses directly with support for legal, accounting, and financial advisory services. UGA SBDC anticipates that it will provide services to 5850 individuals throughout its five-year program, resulting in 702 loan applications and \$105,300,000 in loans generated.
41. **Nebraska:** The Nebraska Department of Economic Development, approved for up to \$922,515 in SSBCI technical assistance grant funding, will work with subrecipients to provide legal, accounting, and financial advisory services to help small businesses apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported loan participation and equity/venture capital financing programs. Nebraska and its subrecipients will provide support focused on the needs of early-stage founders and tech entrepreneurs, to assist underserved and very small businesses and to connect them directly with support for legal, accounting, and financial advisory services. Through the SSBCI TA program, Nebraska and its subrecipients anticipate that they will assist 110 small businesses, resulting in 88 funded applications, and, ultimately, in 1,844 new jobs.
42. **Nevada:** The Nevada Governor's Office of Economic Development, approved for up to \$2.0 million in SSBCI technical assistance grant funding, will work with the Nevada Small Business Development Center (Nevada SBDC) to provide legal, accounting, and financial advisory services to help small businesses apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported loan participation and venture capital programs. The Nevada SBDC will provide training, including a 10-week bootcamp, and networking opportunities as well as one-on-one counseling to connect underserved and very small businesses directly with support for legal, accounting, and financial advisory services. The Nevada SBDC anticipates assisting 1,155 companies through the technical assistance grant program and estimates that this will create 1,100 jobs.

43. **New Jersey:** The New Jersey Department of the Treasury, approved for up to \$4.3 million in SSBCI technical assistance grant funding, will work with New Jersey Small Business Development Centers Network (NJSBDC), within Rutgers Business School, the State University of New Jersey-Newark, to provide legal, accounting, and financial advisory services to small businesses, including connecting companies directly with its SSBCI-supported capital programs and utilizing data of target small business needs to inform programming. NJSBDC will utilize extensive outreach partners to recruit underserved and very small businesses and connect them directly with support for legal, accounting and financial advisory services that meet the individual business needs, including in-person and hybrid offerings. NJSBDC anticipates that it will create a multi-faceted approach to technical assistance that addresses the needs of the small businesses it serves by focusing on implementing solutions to the problems faced by these eligible beneficiaries.
44. **North Carolina:** The North Carolina Department of Commerce, approved for up to \$6.2 million in SSBCI technical assistance grant funding, will work with the Rural Economic Development Center, Inc. (The Rural Center) to provide legal, accounting, and financial advisory services to help small businesses apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported venture capital and loan participation programs. The Rural Center and its partners will provide outreach events and training, both one-on-one and in a group setting, to meet the needs of underserved and very small businesses and to connect them directly with legal, accounting, and financial advisory services. The Rural Center and its partners anticipate that they will assist 2,198 small businesses, resulting in 1,789 successfully funded applications.
45. **Ohio:** The Ohio Department of Development, approved for up to \$5.2 million in SSBCI technical assistance grant funding, will provide legal, accounting, and financial advisory services to help small businesses apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. The Minority Business Development Division (MBDD) will work with seven regional assistance centers in Ohio to provide access to regional financial advisory, accounting, and/or legal services to connect underserved and very small businesses with traditional and non-traditional financing sources, including the state's SSBCI-funded capital programs. By the fourth year of the program, the MBDD anticipates reaching up to 360 businesses annually to provide these services.
46. **Oklahoma:** The Oklahoma Center for the Advancement of Science and Technology (OCAST), approved for up to \$2.0 million in SSBCI technical assistance grant funding, will work to provide legal and financial advisory services to help small businesses apply for support from state and/or federal small business programs, including connecting companies directly with its SSBCI-supported capital programs. OCAST will host outreach and training events and provide mentoring and coaching services to meet the needs of underserved and very small businesses and connect them directly with legal, accounting, and financial advisory services. OCAST anticipates that it will reach 5,000 program participants and deliver 8,000 hours of technical assistance services throughout the grant program.
47. **Oregon:** The Oregon Business Development Department (Business Oregon), approved for up to \$2.1 million in SSBCI technical assistance grant funding, will provide legal, accounting and

financial advisory services to help small businesses. Business Oregon will contract with service providers to offer one-on-one technical assistance to underserved and very small businesses. Technical assistance will include legal, accounting, and financial advisory services to support businesses applying for funding from Oregon's SSBCI-supported Credit Enhancement Fund, Oregon Royalty Fund, Business Oregon Relender Program, Business Oregon Venture Direct Program, or Business Oregon Venture Fund Program. Business Oregon anticipates assisting 120 underserved businesses through the TA program.

48. **South Dakota:** The South Dakota Governor's Office of Economic Development, approved for up to \$661,542 in SSBCI technical assistance grant funding, will work with its robust Small Business Development Center (SDBC) network and other partners to provide legal, accounting and financial advisory services to connect with SSBCI and help small businesses apply for state and/or other federal small business programs. The SD SBDC and others will employ a one-on-one approach to provide education, coaching and consulting services to underserved and very small businesses, including in underserved communities throughout the state. South Dakota anticipates assisting 400 eligible businesses each year and estimates that 75% of the companies receiving services will be able to move forward and be eligible to apply for financing.