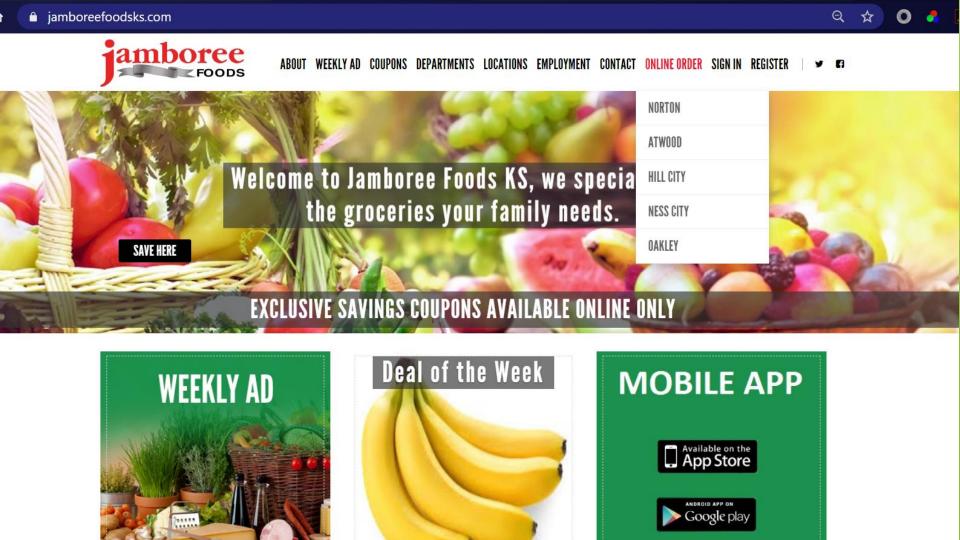


Hosted by K-State Research and Extension



Heather Hartman, Executive Director Solomon Valley Economic Development hhartman@beloitks.org 785.738.7336 www.mitchellcountystrong.com

- ✓ Buy One Give One Gift Card Program
- ✓ Hungry Hungry Heroes
- ✓ Solomon Valley Disaster Relief Fund
- Online Auction



| Canned Fruits & Vegetables               |                         |  |
|--|-------------------------|--|
| ☐ Apricots ☐ Mandarin Oranges            | s Mixed Fruit Cocktail  |  |
| ☐ Peaches ☐ Pears                        | ☐ Pinneapple            |  |
| ☐ Carrots ☐ Corn                         | ☐ Creamed corn          |  |
| ☐ Green beans ☐ Peas                     | ☐ Potatoes              |  |
| ☐ Tomatoes Diced ☐ Tomatoes Whole        | ☐ Tomato Sauce          |  |
| ☐ Tomato Paste ☐ Ro-tel                  | ☐ Provide Details       |  |
| Canned Soups & Broths                    |                         |  |
| ☐ Cream of Celery ☐ Cream of Chi         | icken Cream of Mushroom |  |
| ☐ Cream of Potato ☐ Chicken Noo          | dle Vegetable           |  |
| ☐ Potato ☐ Tomato                        | ☐ Chicken Broth Can     |  |
| ☐ Chicken Broth ☐ Beef Broth C<br>Carton | an Beef Broth Carton    |  |
| ☐ Vegetable Broth Can ☐ Vegetable Br     | oth Provide Details     |  |

C - ---

#### COVID-19 Response

- Phase 1: Non-profit and Charitable Organization Support
  - Charity Needs Assessment
  - ► Emergency Grant Funding Program
- Phase 2: Community Engagement and Economic Support
  - #NorCoBingo

Phase 1: Non-profit and Charitable Organization Support

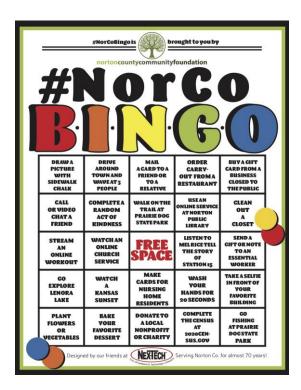
- Charity Needs Assessment Survey
  - ▶ Goal: understand the operational and support needs of nonprofit organizations
  - Google Form
  - Distributed via email, social media, and website (COVID-19 page)

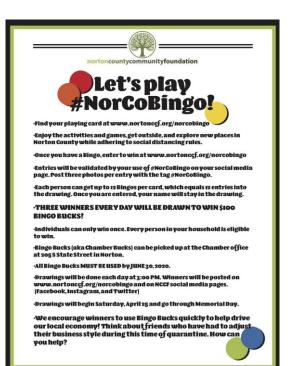
#### Phase 1: Non-profit and Charitable Organization Support

- Emergency Grant Funding Program
  - ► Goal: respond to the short and long-term challenges that Norton County nonprofits and charitable organizations are facing due to COVID-19
  - Google Form
  - Publicize via email, social media, website (COVID-19 page), press release, radio interview, and newspaper article
  - Qualifications
  - Opportunity to contribute to the fund via GNWKCF's Neighbor Helping Neighbor Fund
  - Grant committee votes weekly via Zoom

#### Phase 2: Community Engagement and Economic Support

- #NorCoBingo
  - ▶ Goal: promote community engagement and support local economy
  - Game logistics:
    - ▶ Bingo card tasks encourage players to get outside, enjoy their community, and do acts of kindness for others (all while observing social distancing guidelines).
    - ▶ Participants must post 3 photos to social media with the hashtag #NorCoBingo.
    - ▶ Once a Bingo is complete, participants fill out an entry form on our website.
    - ▶ Winners receive \$100 in Bingo Bucks (Chamber Bucks), which they are encouraged to use at a business struggling as a result of COVID-19. Must be used by June 30, 2020.
  - Promote via social media, email, website, press release, radio ads, front page newspaper story

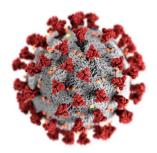








# Best practices for safety of retail products, store and staff after reopening



Based on our current scientific understanding







- Health and safety of staff after re-opening
- Safety of customers
- Safety of products
- Resources available







# Background

- Coronaviruses- generally spread person-toperson through respiratory droplets.
- Currently NO evidence that COVID-19 is transmitted through food or food packaging.
- May be possible to get COVID-19 by touching surface/object with virus on it and then touching mouth, nose, or possibly eyes
  - Not thought to be the main way the virus spreads.



#### Re-opening after COVID

- Learn: ensure you are following all guidance (particularly local public health dept)
- Listen: to workers and customers on their concerns
- Communicate: plans with workers, stakeholders, customers
- Evaluate and implement
  - Consider using a 3-phase approach to re-opening
    - 1) Minimal re-opening
    - 2) Re-opening with physical distancing
    - 3) Return to (new) normal



# Protecting health of staff

- Avoid close contact with others as much as possible (social distancing)
  - From other workers, delivery people, customers, etc
- Provide handwashing stations and encourage frequent handwashing
  - WHEN: particularly after blowing nose, coughing or sneezing, before eating or drinking (and after using restroom, before handling food)
    - Don't touch eyes, nose, mouth with un-washed hands
  - HOW: use soap and water, for at least 20 seconds

    UNIVERSITY OF MISSOURI al" soap is fine







# **Proper hand washing**





# Protecting health of staff

- Actively encourage sick employees to stay home!!
- Provide PPE (cloth face coverings, gloves, etc)
   to workers and training on how to use
- Provide tissues and trash cans
- Plexi-glass shields for cashiers
  - No-cash payments if possible (ideally remote)
- Other modifications- specific to industry
  - Ex: restaurants- space out tables/chairs/block some booths
  - May have corporate guidance also



# Protecting customer health

- Retail stores: disinfect cart handles
- Encourage customers not to come if sick
- Provide sanitizing wipes for customers
- Remind customers of social distancing
  - Put marks on floor for check-out areas
- Monitor number of people in building
- Clean and stock bathrooms more frequently
- Clean frequently touched surfaces often
  - Door handles, shelves, credit card terminal



# Safety of your products

- Encourage customers to "look at our products with your eyes, not your hands"
- Not well known how long coronavirus stays on surfaces
- Increase cleaning
  - Clean and disinfect store shelves, handles, etc



# Cleaning

- If surfaces are dirty, clean with a detergent or soap and water prior to disinfection.
- Disinfect: EPA-approved product list against coronavirus:

www.epa.gov/sites/production/files/2020-03/documents/sars-cov-2-list 03-03-2020.pdf

- Follow the manufacturer's instructions (e.g., concentration, application method, contact time, etc
- Bleach: 5 T bleach/ 1 gallon water





#### Information sources

- Safe Return KC: https://bit.ly/SafeReturnKC
- KDHE, local public health dept
- Local authorities
- Commerce Regional Project Managers <a href="https://bit.ly/2YlslXr">https://bit.ly/2YlslXr</a>
- CDC: www.cdc.gov/coronavirus/2019-ncov/community/reopen-guidance.html
- OSHA: www.osha.gov/Publications/OSHA3990.pdf
- Equal Employment Opportunity Commission (EEOC): www.eeoc.gov/coronavirus/
- Trade association guidance



#### KSRE Food Safety and Covid

https://www.ksre.k-state.edu/foodsafety/topics/covid19.html







#### Contacts

Londa Nwadike: <a href="mailto:lnwadike@ksu.edu">lnwadike@ksu.edu</a>

State Extension Food Safety Specialist- KS/MO

Karen Blakeslee: kblakesl@ksu.edu

**KSRE** Rapid Response Center Coordinator

# SBA

U.S. Small Business Administration



# **SBA Program Updates**

Economic Injury Disaster Loans
Economic Injury Disaster Loan Advance
Paycheck Protection Program

# **First Round of Funding**

Economic Injury Disaster Loans and Advances
As of April 24, 2020

#### **National**

- Loans Approved
  - 38,984 loans
  - \$7.967 billion
- Advances Processed
  - 1,192,519
  - \$4.8 billion

#### Kansas

- Loans Approved
  - 202 loans
  - \$42.89 million
- Advances Processed
  - 7,994
  - \$34.3 million



# **First Round of Funding**

Paycheck Protection Program
As of April 16, 2020

#### **National**

- Loans Approved
  - 1,661,367 loans
  - \$342.3 billion

#### **Kansas**

- Loans Approved
  - 26,245 loans
  - \$4.29 billion

#### Second Round – 9:30 AM April 27 through April 29

960,000+ approved for >\$90 billion

Lenders < \$10 billion in assets processed 61% of total volume

Lenders \$10 billion - \$50 billion in assets • Nearly 206,000 loans for > \$20 billion



# **Changes with latest funding**

- \$320 billion for PPP
  - \$30 billion designated for lenders with assets < \$10 billion
  - \$30 billion designated for lenders with assets >\$10 billion < \$50 billion
- \$60 billion to EIDL
  - \$10 billion for advances
- Agricultural enterprises now eligible for EIDL



#### **Current Status of EIDL and Advances**

- SBA has resumed processing EIDL loan and advance applications that were already in the system on a first come, first-served basis
- As of this date, SBA is not accepting new applications for EIDL
- When SBA resumes taking new applications, including those for newly eligible agricultural enterprises, you can apply online at <a href="https://www.sba.gov/disaster">www.sba.gov/disaster</a>

#### I Applied for EIDL & Advance Already...Now What?

- We do not have the ability to check the status or your application, either locally or at the Disaster Customer Service Center
- If your application begins with "3" it is currently being processed
- At this time you will NOT receive any communication from SBA
- You may notice a credit inquiry EIDL loans do have a credit score requirement (PPP does not)
- If you are approved for an advance, it will show up in your bank account in the amount of \$1,000 per employee you reported on the application



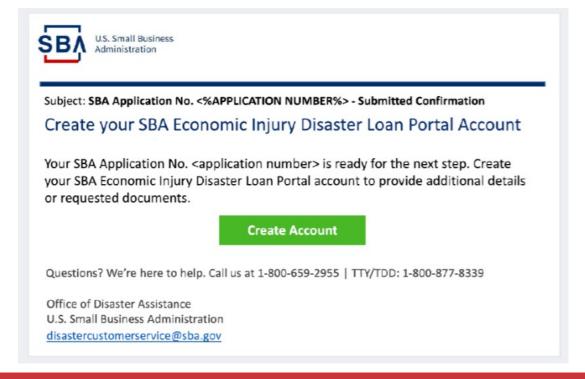
#### I Applied for EIDL & Advance Already...Now What?

As of April 29, 2020

 After receiving the advance, you will either be approved or declined for a full loan

 If you are approved (may be a week or longer after seeing the advance) you will receive an email from SBA inviting you to create a

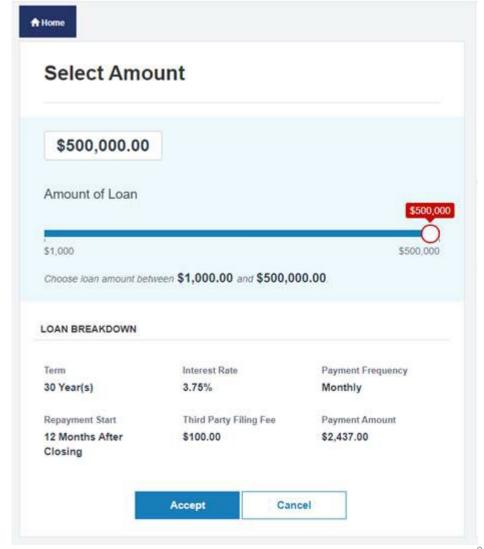
loan portal account



#### **EIDL Portal**

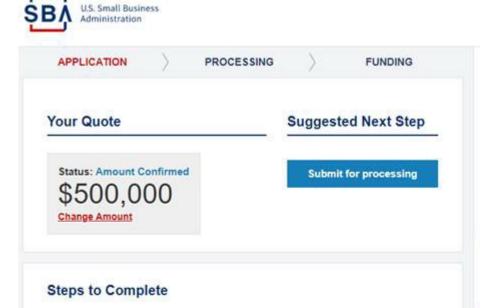
- You will be presented with a min and max amount
- Use the sliding scale to adjust your desired amount
- Loan breakdown will show you the terms and payment amount based on the total loan





#### **EIDL Portal**

- When you have confirmed your loan amount, submit for processing
- You should then receive communication from a loan processor
- Once your loan package is complete you will return to the portal to sign the closing docs
- Funds are disbursed within 5 days



Verify Identity

Electronic Disbursement

Sign Closing Documents

Completed



View

Edit

#### What If I Don't Receive the Email for the Portal?

- You may receive an advance for EIDL if eligible, but you still could be declined for a full loan at any point in the process
- Reasons for decline
  - Credit history
  - Not an eligible business activity (based on NAICS code)
  - Delinquent child support (more than 60 days)
  - Economic injury is not substantiated (EIDL advance is more than a loan would be)
  - Character reasons (criminal activity)
  - Unverifiable information
  - Applicant withdraws or fails to proceed (not sure on the time limit yet)
- If you are declined, you will receive an email or letter with options to request reconsideration



#### **PPP Details – Eligible Businesses**

- Most businesses including non-profits, agricultural enterprises, those that derive income from legal gambling
- Hospitals if they receive <50% of funding from state and local government, not counting Medicaid
- Businesses that are not eligible include financial services (if they derive >50% of income from loans, investments, etc.), marijuana (direct growers/sellers), prurient sexual nature
- Self-employed businesses that were too "new" to file schedule C for 2019 but will for 2020 – although eligible, guidance is not available to determine loan amounts



#### **PPP Details – Loan Amount Calculations**

- Self-employed, no employees:
  - 2019 Schedule C, line 31 net profit (capped at \$100,000)
  - Average monthly net profit line 31 / 12 x 2.5 = max loan amount (\$20,833)
  - Forgiveness is 8 weeks owner compensation + qualified expenses
    - Owner compensation = 2019 Schedule C, line 31 net profit / 52 weeks
    - Amount from above x 8 weeks = max owner compensation (\$15,385)
    - Other qualified expenses (25% of loan) are allowable for the following items that you claimed or are entitled to claim a deduction for on the 2019 Schedule C including
      - Mortgage interest payments on real or personal property (business buildings, interest on auto loan for business vehicle)
      - Business rent
      - Business utilities (with a service agreement in place before Feb. 15, 2020)
      - Interest on any other debt incurred before Feb. 15 are qualified, but not forgivable



#### **PPP Details – Loan Amount Calculations**

As of April 29, 2020

- Self-employed, with employees (not for partners in partnership)
  - 2019 Schedule C, line 31 net profit capped at \$100,000

+

• 2019 gross wages and tips (2019 941, line 5c – column 1 for each quarter) capped at \$100,000 per employee, reduced for any non-US residents

+

• 2019 Schedule C line 14 employer contributions to health insurance

+

• 2019 Schedule C line 19 employer contributions to retirement plans

+

- 2019 employer state and local taxes assessed on employee compensation (unemployment)
- Divide the total above by 12 for monthly payroll x 2.5 = max loan amount

Forgiveness on owner compensation will be limited to 8 weeks net profit



#### **PPP Details – Loan Amount Calculations**

- Farmers use schedule F line 34 in place of schedule C line 31
- Partnerships one application for the partnership, individual partners should not apply
  - 2019 Schedule K-1 box 14a net earnings (reduced by section 179 expenses) multiplied by 0.9235 (remove employer share of self-employment tax) up to \$100,000 per partner + 2019 payroll expenses for employees (covered in previous slide) = 2019 Total Payroll Expense
  - 2019 Total Payroll / 12 = avg monthly payroll x 2.5 = max loan amount
- S or C corporations
  - 2019 employee payroll expenses following all previous guidance
  - Total payroll expense / 12 x 2.5 = max loan amount
- Non-profits same as S or C, unclear for those with no employees
- LLC choose the scenario that applies to your tax filing situation
- Seasonal employers 12-week period Feb. 15 or March 1, 2019 to June 30, 2019 or any consecutive 12-week period May 1 Sept. 15, 1019



#### **PPP Loan Amount Documentation**

- Lenders will determine additional documentation needs. Common forms are:
  - W2s or W3s
  - Payroll processor reports
  - Quarterly or annual tax reports
    - Use the above if no IRS Form 941
  - IRS Form 944 for very small businesses
  - IRS Form 943 for agricultural businesses
  - Records from a retirement administrator for a self-insured plan



#### How should I use the PPP funds?

- Payroll expenses you must use at least 75% of these funds for employee compensation
- Qualified business expenses (for self-employed, must qualify for deduction on Schedule C)
  - Mortgage interest (not principal, no pre-payment)
  - Rent
  - Utilities (with service agreement)
  - Interest on any other debt obligations incurred before Feb. 15 (not forgivable for self-employed)
  - Refinancing EIDL loan made before April 3 if used for payroll



#### When should I use the PPP funds?

- Immediately for the 8 weeks beginning on the day you receive the funds
  - The 8 weeks cannot be delayed if a business is still closed due to local orders
- Lenders must make one, full disbursement within 10 calendar days of receiving SBA loan number
- If a borrower fails to provide needed documentation to the lender within 20 days of receiving SBA loan number, the loan will be cancelled



#### What else should I know about PPP funds or forgiveness?

- You must maintain FTE count equivalent to your average FTE count in 2019 either the same time frame average or the 2019 average
- You must maintain employee wages during this timeframe (cannot reduce more than 25%)
- For any staff level changes made between February 15 and April 26, 2020, you will need to rehire
- If you cannot maintain FTEs or wages, the amount of forgiveness will be reduced. More guidance to come on forgiveness...



#### **Using both EIDL and PPP**

As of April 29, 2020

#### **EIDL**

- Financial & operating expenses
- Up to \$2 million
  - 3.75% interest
  - 2.75% interest for non-profits
  - 30 years, 12 months deferred
- Advance forgiven, loan is not
- Advance = \$1,000/employee up to \$10,000

#### **PPP**

- Payroll 75% and certain operating expenses
- Up to \$10 million
  - 1% interest
  - 24 months, 6 months deferred
- Forgivable when used properly
- Amount of EIDL advance reduces the amount that can be forgiven



#### **Using both EIDL and PPP**

- It is very important to use your PPP funds for payroll and qualified expenses FIRST and over the period of 8 weeks before using EIDL for similar expenses
- PPP can be used to pay debt interest only, EIDL can be used to pay principal. For both there is no pre-payment allowed

# **Other Relief Program Implications**

- In PPP you cannot receive forgiveness for qualified sick leave amount or qualified family leave equivalent claimed under section 7002 and 7004 of the Families First Coronavirus Response Act
- IRS employee retention credit fully refundable tax credit for employers equal to 50% of qualified wages, max credit \$5,000 per employee. Not compatible with PPP



#### **Additional SBA Debt Relief Options**

- For current borrowers with other SBA products (regular 7(a) programs and 504 loan) SBA will make payments to the lender on behalf of the borrower. Payments will include principal, interest and any borrower fees.
- Borrowers may request 6 months deferment of payments on existing SBA loans
- Borrowers that have already requested 6 months deferment will also receive 6 months payments to the lender from SBA at the end of the deferment period
- New 7(a) and 504 loans made through September 27, 2020 will be provided the same debt relief benefits



#### **U.S. Small Business Administration**

Wichita District Office 316-269-6616 www.sba.gov/ks

Sarah Haymaker, Deputy District Director <u>sarah.haymaker@sba.gov</u> Cell – 316-250-5612

Janelle Jones, Lender Relations Specialist <u>janelle.jones@sba.gov</u> Cell – 202-845-4184

Christie Henry, Lender Relations Specialist <u>christie.henry@sba.gov</u> Cell – 316-272-6023

> Michael Aumack, Public Info/Economic Dev. Specialist <u>michael.aumack@sba.gov</u> Cell – (202) 845-4170

