

Preparing for the Massachusetts Small Business Recovery

Wednesday, September 8, 2021

nationalgrid



Agenda

01 Introduction

02 Welcome – John Isberg

03 What Small Businesses Should Know Now – Chris Carlozzi, NFIB

04 Regional Report – John O'Brien, Joe Carroll & Sue Griffin, National Grid

Welcome to our Small Business Partners



John Isberg
Vice President
Customer Sales & Solutions
at National Grid

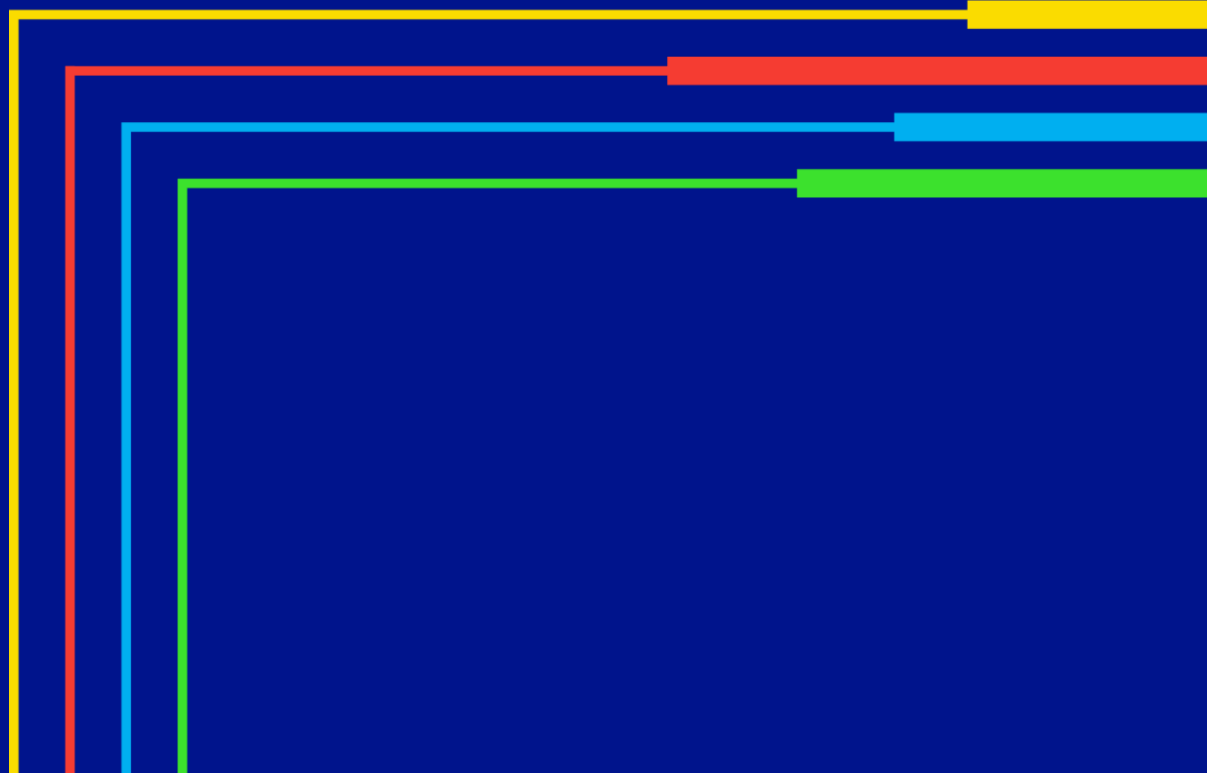
Responsible for the delivery of customer solutions including:

- Energy efficiency products
- Natural gas and electric connections
- Interconnections for distributed generation

Former Director of Community and Customer Management

What Small Businesses Should Know Now

national**grid**



Keynote Speaker



**Christopher
Carlozzi**
NFIB/Massachusetts
State Director

Christopher Carlozzi was named Massachusetts State Director of NFIB in June 2017.

Prior to being named State Director, Carlozzi spent the last nine years as NFIB Grassroots Manager working with small business owners in Massachusetts and the other five New England states. Here he learned firsthand from business owners the issues directly impacting their businesses.

Carlozzi was responsible for educational programs, membership advocacy and raising awareness on vital small business issues such as healthcare, taxation, regulations and labor matters. He worked to involve NFIB members across New England in the legislative process. Aside from working directly with NFIB members across New England, he worked to enact legislation that would help small businesses in both the Massachusetts and Rhode Island Legislatures.

Carlozzi spent 3 years working in the Massachusetts General Court for Assistant Minority Whip, State Representative John Lepper. Upon graduation, he managed two United State Congressional campaigns in Pennsylvania and New Jersey.

He received his bachelor's degree from the University of Massachusetts Amherst. He was raised in Brockton and now resides in Malden.



Small Business COVID-19 Resources

Christopher Carlozzi
State Director
NFIB

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- [Economic Injury Disaster Loan Review](#)
 - [Employee Retention Credit](#)
 - [Paid Leave Tax Credit](#)
 - [Shuttered Venue Operations Grants](#)
 - [Restaurant Revitalization Fund](#)
 - [Business Loans for Boston](#)
 - [SBA Surety Bonds](#)
 - [MGCC Biz-M-Power Grants](#)
 - [MGCC Empower Digital](#)
 - [UI Relief for Employers](#)

Economic Injury Disaster Loan – The Basics

PURPOSE

To meet financial obligations and operating expenses that could have been met had the disaster not occurred.

LOAN AMOUNT

For loans approved starting the week of April 6, 2021: 24-months of economic injury with a maximum loan amount of \$500,000. For loans approved prior to the week of April 6, 2021, see loan increases. (may be increasing to \$2 million soon)

TERMS

3.75% for businesses (fixed), 2.75% for nonprofits (fixed)

MATURITY

30 years

APPLY

[HERE](#) (directly through the SBA)

USE OF PROCEEDS

Working capital and normal operating expenses (health insurance, rent, utilities, fixed debt payments).

* can't use funds for business expansion purposes



Economic Injury Disaster Loan – The Basics, pt. 2

COLLATERAL REQUIREMENTS

Required for loans over \$25,000

SBA uses a general security agreement (UCC) designating business assets as collateral, such as machinery and equipment, furniture and fixtures, etc.

FORGIVABLE

NO – EIDL Loan, YES – EIDL Advance

Application Questions?

Check EIDL application status: Customer Service Center at 1-800-659-2955 (1-800-877-8339 for the deaf and hard of hearing) or email DisasterCustomerService@sba.gov

PAYMENTS

Set up online payments through Pay.gov OR mail payments to:

U.S. Small Business Administration

721 19th Street

Denver, CO 80202

Be sure to include EIDL loan number on mailed-in checks.



Economic Injury Disaster Loan – and more!

LOAN DEFERMENT

SBA is extending deferment periods for all disaster loans, including COVID-19 EIDLs, until 2022 to offer more time for businesses to build back. SBA will extend the first payment due date for disaster loans made in **2020 to 24-months** from the date of the note and to **18-months** from the date of the note for all loans made in the calendar year 2021.

RECONSIDERATION REQUEST for Declined Application

Application declined?

- Decline letter sent via email.
- Applicant can request reconsideration in writing within six (6) months of the date of decline letter.

Send to: E-mail: pdcrecons@sba.gov



Economic Injury Disaster Loan – and more!

Need additional EIDL loan \$\$

If you were approved for a loan and would like to request additional funds, log into your SBA loan portal account at <https://covid19relief1.sba.gov/>. Once logged on, take these specific steps to request the increase:

1. Click on the button that reads “Request More Funds.” NOTE: That button will only be visible if your current loan amount is not already at the maximum loan limit (currently \$500,000).
2. Borrowers will then be asked to disclose if any changes have occurred since the original EIDL application was submitted, such as any owners of 20 percent or more of the applicant business being currently involved in a bankruptcy.
3. Borrowers will be asked to identify the form used for their most recent tax return [e.g., Form 1040 (Schedule C, E or F), 1065 (Partnership), 1120S (S Corporation), or 1120 (C Corporation)].
4. Borrowers will use the slider bar to select a new (increased) loan amount.
5. Borrowers may be required to electronically sign an IRS Form 4506-T, which allows the SBA to obtain tax transcripts directly from the IRS.
6. When these steps are completed, borrowers will submit the loan increase for processing



Economic Injury Disaster Loan – and more!

Follow these instructions if you wish to request a loan increase:

- Send email to CovidEIDLIncreaseRequests@sba.gov
- Use subject line "EIDL Increase Request for [insert your 10-digit application number]"
- Be sure to include in the body of your email identifying information for your current loan including application number, loan number, business name, business address, business owner name(s), and phone number.
- **Important: Do not include any financial documents or tax records with your initial request. You will receive a follow up email notification if we need additional documents.**

We will process increase requests in the order they are received. Due to the expected high volume of incoming requests, it may be several weeks before you receive a response from SBA on next steps to follow. Please do not resend multiple requests if you do not hear back right away as the extra emails could slow down the overall response time.

If you have any questions regarding the COVID-19 EIDL program, or SBA's other COVID relief program, please visit our website at SBA.gov/relief for the most current updates.

We look forward to assisting with your recovery from this pandemic.



Employee Retention Credit (ERC) – The Basics

	2020 3/13/202 – 12/31/2020	2021 1/1/2021 – 12/31/2021
Maximum Tax Credit per Employee	\$5,000 for 2020	\$28,000 for 2021
Tax Credit Calculation	50% of the first \$10,000 in qualified wages per employee in a quarter	70% of the first \$10,000 in qualified wages per employee in a quarter
Eligibility	100 employees or less	500 employees or less
	50% reduction in gross receipts a quarter compared to same quarter in 2019 OR subjected to mandatory partial or full shutdown	20% reduction in gross receipts a quarter compared to same quarter in 2019 OR subjected to mandatory partial or full shutdown

Employee Retention Credit (ERC) – More FAQs

What is “subjected to mandatory partial or full shutdown” exactly?

The IRS has previously stated that “more than a nominal portion” of operations had to be suspended. In Notice 2021-20, explains :

- Gross receipts from the suspended operations measure 10% or more of total gross receipts during the same period in 2019,
- Hours of service performed by employees in the suspended operations measure 10% or more of total hours of service performed during the same period in 2019, or
- Modifications to operations result in a reduction of 10% or more of the employer’s ability to provide goods or services.



Employee Retention Credit (ERC) – The Basics

How to claim the credit

Eligible employers claim the ERC by reducing employment tax deposits on their 941 form.

Retroactive

Employers who didn't claim the ERTC on their originally filed IRS Forms 941 may retroactively claim the credits using the IRS Forms 941-X.

Employers have three years from the date the original return was filed, or two years from the date the taxes were paid, to file an IRS Form 941-X.

Advanceable

Eligible employers can request advance payment of the credit on Form 7200, Advance Payment of Employer Credits Due to COVID-19, after first reducing their employment tax deposits.

“Eligible employers may continue to access the employee retention credit for the first and second calendar quarters of 2021 prior to filing their employment tax returns by reducing employment tax deposits in anticipation of the employee retention credit”



Employee Retention Credit (ERC) – More FAQs

Q3 and Q4 2021

ERC for Recovery startup

Employers that started conducting business after February 15, 2020 can take the ERTC if their average annual gross receipts did not exceed \$1 million for the three tax years ending with the tax year preceding the calendar quarter for which the employer seeks to take the credit. These employers are eligible even if they do not satisfy either the gross receipts test or the suspension test.

ERC for Severely distressed

Eligible business is one that experienced a gross receipts reduction of more than 90% compared to the same calendar quarter in 2019. These businesses will be able to treat all wages up to the \$10,000 limitation per employee, per quarter as qualified wages, even if the business is a large employer.

Are you eligible but it's too complicated?

Find a CPA or accountant who understands the ERC



Paid Leave Federal Tax Credit

2020 & Q1 2021

- Small and mid-sized businesses eligible for the credit, meaning fewer than 500 employees
- Paid sick leave provided to employees for their own COVID-related reason, credit for wages paid up to 80 hours (10 days) and up to \$511 per day (\$5,110 total)
- Paid family leave provided to employees, credit for 2/3 wages paid up to 10 weeks and up to \$200 per day (\$10,000 total)
- Credit allowed if received PPP loan, but not for forgiven loan amounts

2021 Q2 & Q3

- Small and mid-sized businesses eligible for the credit, meaning fewer than 500 employees
- Paid sick leave provided to employees for individual COVID-related reason, credit for wages paid up to 80 hours (10 days) and up to \$511 per day, total of \$5,110
- Paid family leave provided to employees to care for sick individuals, immunizations, quarantining etc, credit for 2/3 wages paid up to 12 weeks and up to \$200 per day (\$12,000 total)
- Credit allowed if received PPP loan, but not for forgiven loan amounts
- Tax credit claimed against the employer portion of Social Security or Medicare tax

Self-employed individuals eligible for the credit.



Shuttered Venue Operators Grant

This program is no longer accepting new applications

Eligible entities include:

- Live venues, theatrical producers, live performing arts organizations, museums, movie theaters

Details:

- For an eligible entity in operation on 1/1/19, grants will be for an amount equal to 45% of their 2019 gross earned revenue OR \$10 million, whichever is less.
- For an eligible entity that began operation after 1/1/19, grants will be for the average monthly gross earned revenue for each full month you were in operation during 2019 multiplied by six OR \$10 million, whichever is less.
- \$2 Billion reserved for venues with 50 or fewer employees.

SBA plans to reopen this for existing grants, increasing the amount to 50%



Restaurant Revitalization Fund (RRF)

Applications are now closed

Eligible entities:

- Restaurants, Food stands, food trucks, food carts, caterers, bars, saloons, lounges, taverns, snack bars, bakeries (onsite sales to the public comprise at least 33% of gross receipts), brewpubs, tasting rooms, taprooms (33% rule), breweries (33% rule), wineries and distilleries (33% rule), inns (33% rule)
- This program provides restaurants with funding equal to their pandemic-related revenue loss up to \$10 million per business and no more than \$5 million per physical location. Recipients are not required to repay the funding as long as funds are used for eligible uses no later than March 11, 2023.

Used for:

- Payroll costs, payments on any business mortgage obligation, rent, debt service (both principal and interest), utility payments, maintenance expenses, construction of outdoor seating, supplies (including PPE & cleaning materials), food and beverage expenses (including raw materials), supplier costs, operating expenses.

There is an effort underway to put more money in this fund, so stay tuned



Business Loans for Boston (BLDC)

In order to be eligible:

- The business must be located in Boston.
- The Standard BLDC Loan Fund is available for existing businesses, new ventures, and businesses relocating to the City of Boston. These loans range from \$25,000 to \$150,000.
- The Backstreets Boston Back-up Loan Program provides financing for Boston companies in the industrial and manufacturing sectors. These loans differ from our standard program in that loan amounts can reach up to \$250,000.

Used for:

- working capital needs of a growing small business
- purchase of a new business property
- fund construction of leasehold improvements
- purchase new equipment and machinery
- construct an addition to an existing plant
- provide for expanded inventories

www.Bostonbusinessloans.org/bldc/



SBA Surety Bonds

SBA says: Surety bonds help small businesses win contracts by providing the customer with a guarantee that the work will be completed. Many public and private contracts require surety bonds, which are offered by surety companies. The SBA guarantees surety bonds for certain surety companies, which allows the companies to offer surety bonds to small businesses that might not meet the criteria for other sureties.

How the SBA Surety Bond Program works

1



Surety bonds are requested

Some contracts require that the business doing the work be properly bonded.

2



Surety partners with business

Authorized surety companies provide surety bonds to businesses that meet their qualifications.

3



The SBA guarantees

The SBA guarantees surety bonds for private surety companies, so more small businesses can qualify.

4



Small businesses benefit

Small businesses get SBA-guaranteed surety bonds so they can get to work.

Eligibility: Qualify as a small business, have a small contract (up to \$6.5M non-fed, \$10M fed) & meet the surety company's credit, capacity, and character requirements.

<https://www.sba.gov/funding-programs/surety-bonds>



MA Growth Capital Corporation Biz-M-Power Grants

Assists low to moderate income entrepreneurs with their acquisition, expansion, improvement or leasing of a facility, purchase or lease of equipment, or with meeting other capital needs of a business through crowdfunding.

Two stages:

Stage 1: Apply to the program, which requires a partnership with an organization from MGCC's network of Small Business Technical Assistance (SBTA) Providers, who will serve as a sponsor to the applicants.

Stage 2: Pending MGCC application approval and Patronicity's approval, will be to utilize Patronicity's crowdfunding platform to leverage community support and raise funds to match the amount requested in their grant application.

Eligibility:

- Based in MA with a public-facing, brick-and-mortar location, operating within MA.
- 1-20 FTEs (including business owner)
- Annual revenue cannot exceed \$2.5M & primary source of owner's revenue
- Nominated by a Technical Assistance Provider through MGCC's Small Business Technical Assistance Program
- Operating for at least 3 months
- Cannot be a non-profit, franchise w/more than 2 locations, real estate rental, lobbyist, or cannabis related
- <https://www.empoweringsmallbusiness.org/bizmpower>



MA Growth Capital Corporation Empower Digital

According to MGCC: The Development of Digital Capabilities grant is a match of up to \$5,000 awarded to small businesses in MA. This program provides funding for the needs of small businesses owned by socially and economically disadvantaged individuals seeking tools and services to develop their digital capabilities in partnership with a Small Business Technical Assistance (SBTA) provider.

Eligibility:

- Based in MA with a public-facing, brick-and-mortar location, operating within MA.
- 1-20 FTEs (including business owner)
- In operation at least 1 year
- Annual revenue cannot exceed \$2.5M & primary source of owner's revenue
- Nominated by a Technical Assistance Provider through MGCC's Small Business Technical Assistance Program
- Completed and submitted the Digital Assessment to their SBTA Sponsor for review
- Cannot be a non-profit, web design or provide digital services, franchise w/more than 2 locations, real estate rental, lobbyist, or cannabis related

Maximum Grant Amount: \$5,000

<https://www.empoweringsmallbusiness.org/empowerdigital>



Unemployment Insurance Tax Relief

- UI Trust Fund Solvency 2020
- UI rate schedule change
- Employer Q1 tax bills
- Solvency assessment
- ARPA funds
- Gov. Baker's supplemental budget
- Need for relief

<https://www.nfib.com/massachusetts/now/>



Become a Member of NFIB!

We Advocate | We Influence | We Offer Benefits



Join us to
**FIGHT FOR SMALL
BUSINESS**

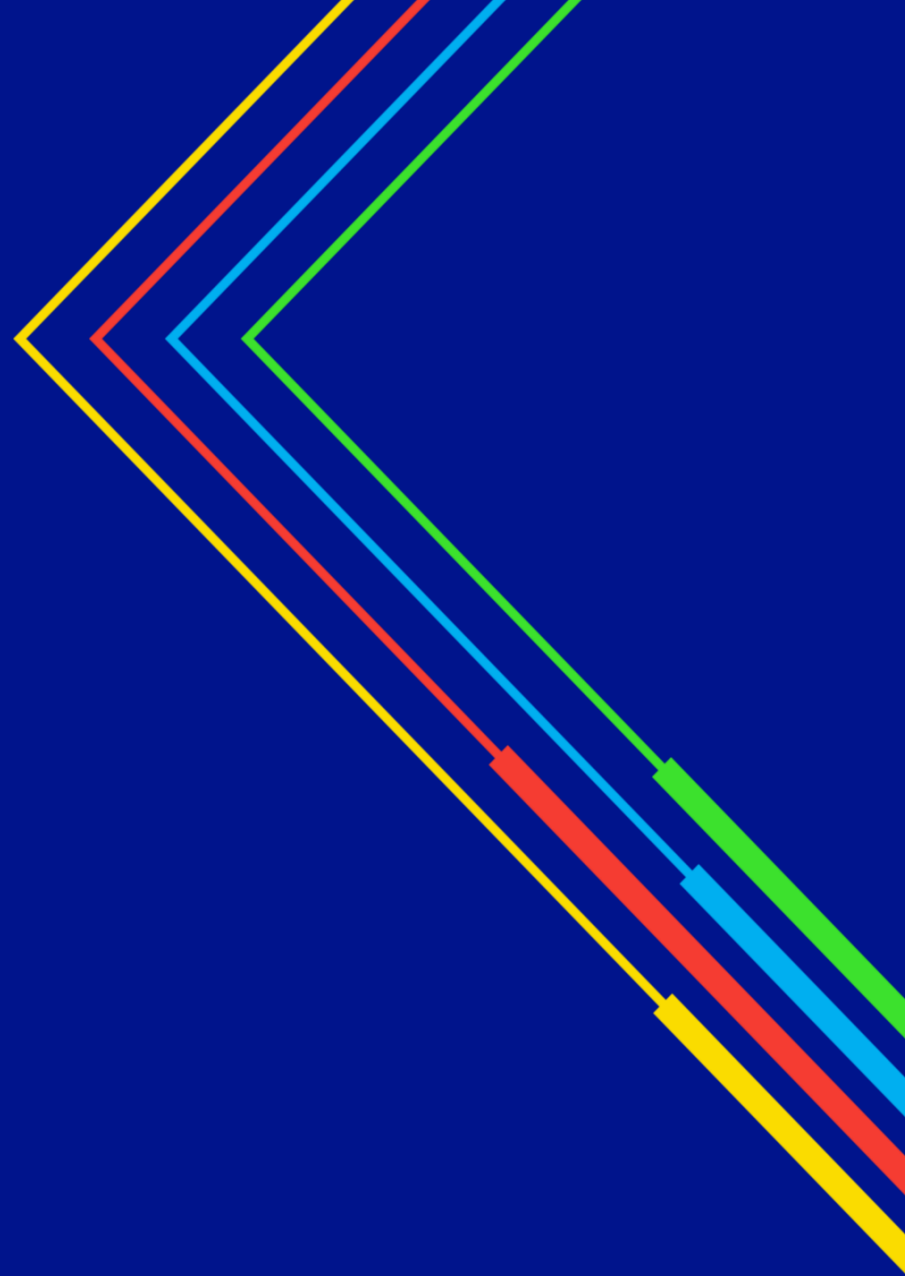
More Members = Bigger Voice

Visit www.NFIB.com/signupweb to join now!



Community & Customer Management

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Regional Roundup



John O'Brien

**Vice President
Corporate Affairs,
New England**

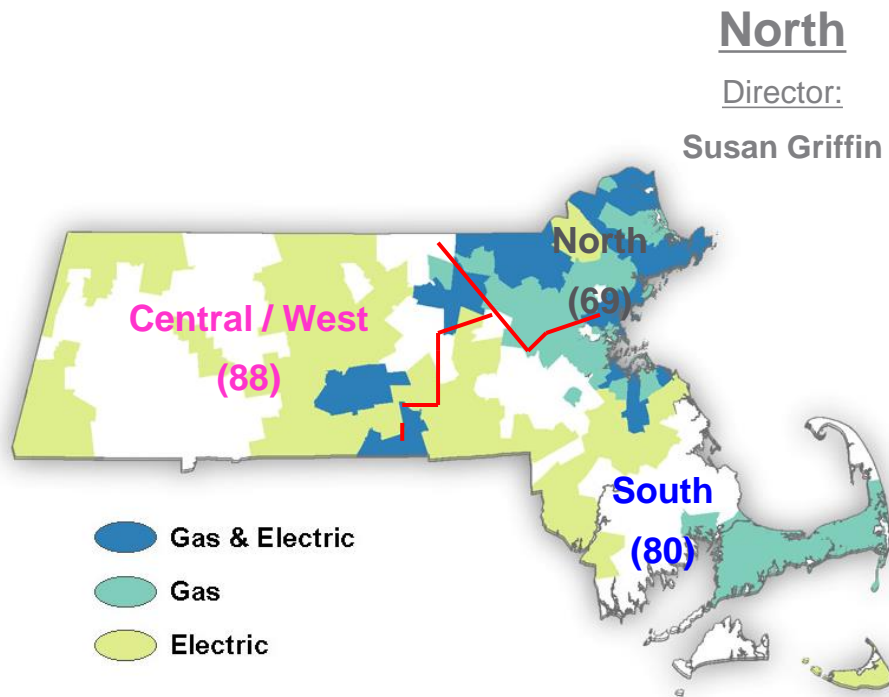
John has worked for a number of energy companies in the US primarily in roles with responsibility for government, communications and regulatory affairs.

John served as a Massachusetts State Senator from 1992-1998. He is a graduate of Brown University and Suffolk University Law School.

Our Massachusetts Community & Customer Management

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**Central /
West**
Director:
Joanne DeRose



South
Director:
Joe Carroll

How We Engage With Our Communities

Business and Government

Chambers of Commerce

Regional Planning
Authorities

Economic Development
Councils

Environmental Business
Council of New England

Charitable and Civic

United Way Organizations

YMCA / YWCA

Project New Hope

The Lowell Plan

Red Cross of North Shore

Veterans Inc

Greater Boston Food Bank

Education and Skills

Boys and Girls Clubs

Girls Inc

Mentorships

STEM and STEAM

Youth Options Unlimited

Financial Literacy Programs

We're Wicked Local

Boston / South Shore Southeast / Cape Cod

Greater Boston Chamber

South Shore Chamber

Metro South Chamber

Metropolitan Area Planning Council

Old Colony Planning Council

Blackstone Valley Chamber

495 Corridor Chamber

Milford Area Chamber

North Shore / Merrimac Valley

Everett Chamber

North Shore Chamber

Merrimack Valley Chamber

The Lowell Plan

Boys and Girls Clubs

Girls Inc

Greater Lawrence Community Action

Community Teamwork of Lowell

Central and Western MA

Worcester Regional Chamber

Worcester Business Development Council

Veterans Inc

Vocational School Advisory Group

Worcester Downtown Redevelopment

How We Support the Community

Focus Areas	<ol style="list-style-type: none">1. Education & Skills2. Energy & the Environment3. Community Investment
A Few of the Organizations We Support	

Ways To Engage With Us

Your First Stop Phone Numbers

Electric: 800-233-5325 Gas: 800-322-3223

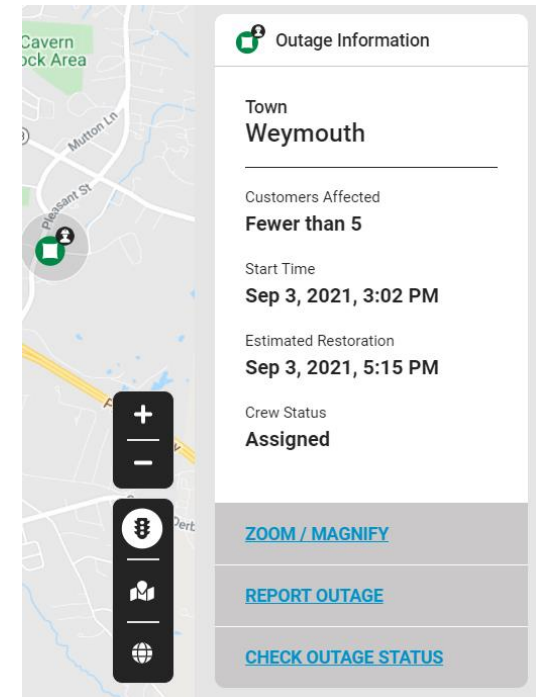
Stay Informed Through Outages

- See outage status & estimated restoration times on our National Grid Outage Map. Available via web or our mobile app

<https://outagemap.ma.nationalgridus.com/>

- Report an outage & check status via text message
 - Register With Cell Phone or Account Number by texting “REG” to “NGRID” (64743)
- Check community outages anytime
 - Text “SUM” then “MA” or [YOUR COMMUNITY NAME HERE] to NGRID (64743)
 - Example: SUM MA or SUM MILFORD to 64743

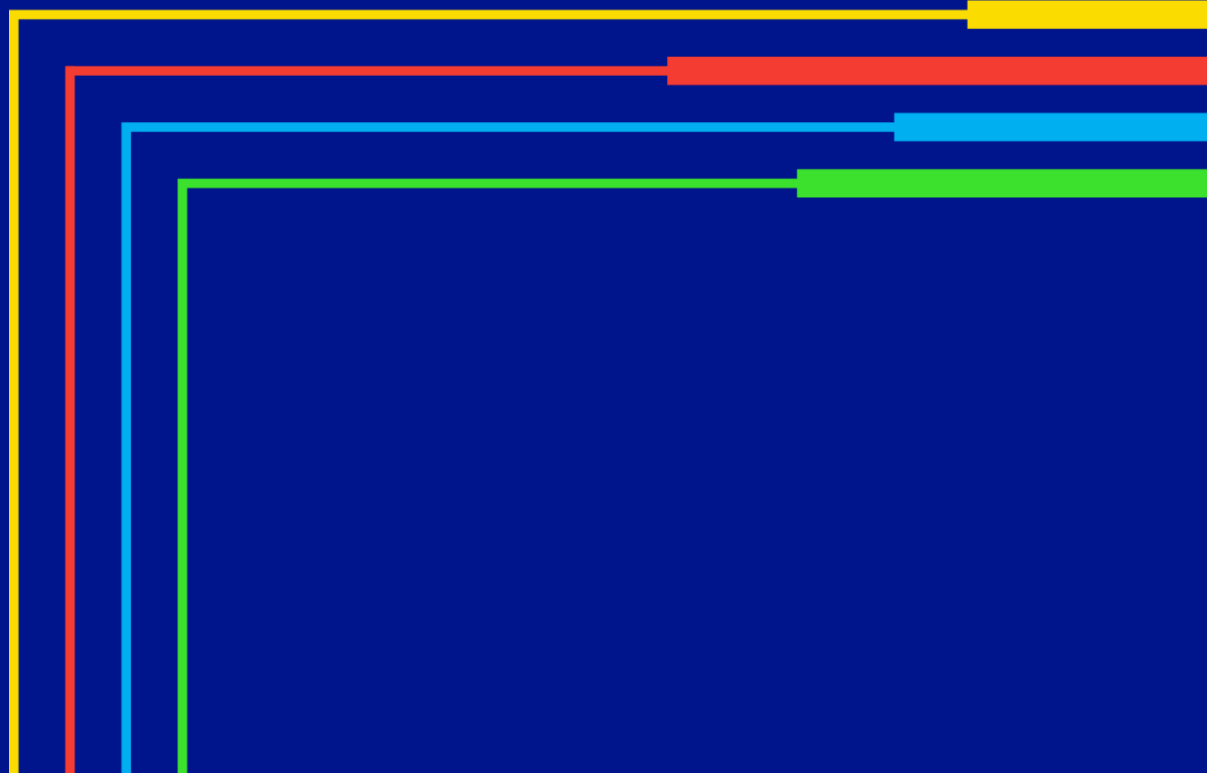
Online: nationalgridus.com



Screenshot from our outage map

Q&A

national**grid**

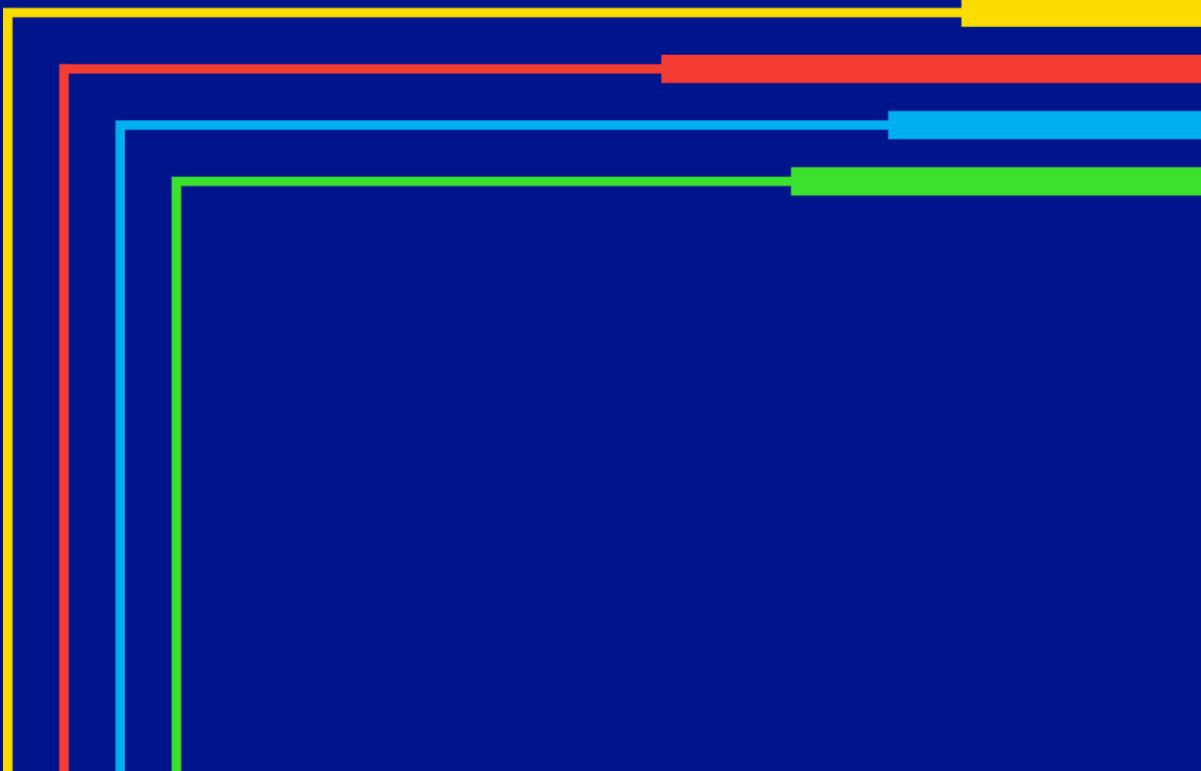


Thank you!

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Additional Resources



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Assistance You Can Count On

Speak with an Energy Expert about your COVID-19 Payment Agreement Options



Learn online – scan the QR code
or visit **Ngrid.com/moretime**



Leave your name and phone number
in the chat to request a call back.



Call us when it's most convenient for you:

MA Electric	MA Gas
1-800-322-3223	1-800-233-5325

For a limited time we have COVID-19 Assistance Programs that are available with as low as \$0 down, 12 month installments – contact us for more information!

Contacts + Resources

Payment Assistance Programs	https://www.nationalgridus.com/regionalized/bill-help/more-time-to-pay
Small Business Energy Efficiency Programs	https://www.nationalgridus.com/regionalized/energy-saving-programs/small-business EnergyEfficiencySmallBusiness@nationalgrid.com
NFIB	1-800-NFIB-NOW (800-634-2669) https://www.nfib.com/about-nfib/contact/

STORM PREPARATION

3-DAY ADVANCE
WEATHER TRACKING

STORM
CLASSIFICATION

DEPLOY CONTRACTOR
CREWS

DEPLOY EMPLOYEES

OPEN STORM ROOMS
| MUNI ROOMS

PRE-DEPLOY
RESOURCES

COMMUNICATE WITH
STATE & MUNI
OFFICIALS

INFORM CUSTOMERS

WHAT IS OUR ELECTRIC RESPONSE PLAN?

It starts with practice and preparedness:

- Training drills | Tabletop exercises
- Incident Command Structure
- \$MMM electric grid and natural gas network improvements
- \$MM Forestry Management

WHEN WILL POWER BE RESTORED?

Safety guides every action.
Restoration begins when wind, flood and
precipitation levels enable safe operation of
bucket trucks, helicopters and heavy equipment.

INITIAL PRIORITIES

0 - 24 HOURS

Emergency Response
Wires Down
Potential Loss of Life

Transmission Lines
Substations
Fire

RESTORATION SEQUENCE

A

Main Distribution
Large Feeders

B

Hospitals
Critical Sites
Life Support

C

Neighborhoods
Fuses
Single Outages

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