



CITY OF STOCKTON

2022 Stockton Entrepreneurship Ecosystem Grant Program Final Response to Written Questions

Entrepreneur/Small Business focused Questions

Q: The application asks for my business's website, but we use Yelp/Facebook/Instagram to communicate with customers. Does this grant require businesses to own site with its own domain?

A: A third party site, such as Yelp, is fine.

Q: A profit and loss statement for the most recent year of business is required. What should I submit if my business is under a year old and does not have a previous year's profit and loss statement?

A: Financial documents are requested in order to provide the Selection Committee a better understanding of your business finances. Provide a profit and loss statement for the current year. To provide further details for the Selection Committee's consideration, a proforma with financial projections for the rest of the year and projections for next year may be helpful during the application review process. A pro forma with projections may also be a helpful alternative in this situation.

Q: The application asks about the economic impact of the proposed project and if it would create more jobs. If I don't have employees but consult with other 1099 entities, can I include them in the job count?

A: Yes. If you will be increasing the amount of economic activity by creating more opportunities for 1099 contractors, please include that in the response and provide details; make sure it is clear they would be 1099 employees. Details to support economic impact is highly recommended.

Q: The application asks for a brief description of the negative impact experience from the COVID 19 pandemic and how it relates to your current business status. My business was not open during COVID. Can I still apply?

A: Yes. This program is funded through the American Rescue Plan with the goal to rebuild the economy. If your business was open during the pandemic, please describe your experience and how you adapted. If your business is open as a reaction to events related to the pandemic, please explain your experience and how you adapted.

Organization focused Questions

Q: \$200,000 is available for organizations? We're not sure if we should go for the full \$200,000 or a smaller amount. Does the City typically allocate all funds to one organization or multiple?

A: In the past the City has distributed funds to multiple business service organizations. Organizations are able to request the full \$200,000 but it is recommended they provide a financial breakdown by program if they are not awarded the full amount.

Q: Does a business service organization that serves businesses and entrepreneurs in Stockton need to have a physical location in Stockton to apply?

A: A business service organization does not need to be physically located in Stockton to apply; however, the organization must have a Stockton Business License and the activity area for businesses assisted must be 51% or more of households that earn less than 80% of the area median income in order to be in compliance with the program's funding source guidelines (CDBG). Please use this [HUD GIS Census Tract map](#) to determine eligible service areas. Contact the City Economic Development for further information or assistance.

Q: I am having difficulty obtaining my Unique Entity Identifier (UEI) from SAM.gov. Can I still apply?

A: If you are having technical difficulties in acquiring your UEI please make a note in your application and provide supporting documents that clearly explains the issue in detail and provide proof of the technical difficulty in the attachments section of the application. It is highly recommended that the UEI is obtained prior to submitting your application, so all efforts should be made with SAM.gov to rectify the issue.

For further information, reference the recorded version of the "[How to fill out the Entrepreneurship Grant Application](#)" Webinar. The second webinar is scheduled for June 20th, [register now](#).