

Small Business Navigator Funding Paradigm

- Funding 2 Years = \$300,00 or \$150,000 per year
 - \$125,000 CLIMBER (75K Y1 50K Y2)
 - \$50,000 EOO
 - \$50,000 MBO
 - \$50,000 SBDC
 - \$25,000 Other Source

SBN Major Duties

- Provide guidance to SBs for Federal, State and local licensing requirements.
- Provide a connection for SBs to the SBDC, MBO, EOO and outside business support entities for technical assistance.
- One off calls to CDLE, DORA, DOR and other state agencies for assistance.
- SBA- EIDL and PPP client support. EIDL assistance with the SBA for various problems experienced by clients from the SBA. SBN has been able to remove many roadblocks that clients are experiencing accessing their EIDLs.
- Small Business Legal Relief Program - SBN connects clients to volunteer attorney network for one-hour pro bono sessions.
- HOTLINE- during COVID-19 Business Support setup the HOTLINE- the SBN still oversees that program
- The EOO launched programming during COVID. The SBN is the front line as a first contact for EO inquiries regarding programs and conversion options. Makes referrals to service provider network and tracks the EO client contact and WIGS for the program Employee Ownership Tax Credit- Triage initial calls for the EO tax credit opening January 2022
- Startup Loan Fund- Client facing connector to TA resources and one off requests to support the clients and be a connection for lenders for their clients to access to TA from the SBDC/MBO.

Additional SBN Capacity (1 FTE)

- Access to Capital
 - CLIMBER-Client facing connector to TA resources
 - One off request to support the clients in navigating CLIMBER criteria, application, etc.
 - Support to lenders of the CLIMBER Fund, connection of clients, referral source for questions, etc.
 - Other climber related duties:
 - Business Overview and Qualifications
 - Technical Assistance
 - Contact and Issue Tracking
 - Referral to Business Consultant/Lenders