



REQUIRED Supplemental Questions for Economic Development Applications

All applicants **must** answer the first two questions, and then answer **only** those questions which pertain to the specific type of Economic Development application submitted.

All Economic Development Applicants

Type your responses in the box below the question. It will expand if needed.

Are you involved in or an active member of any network, association or group of other nonprofit organizations that operate similar programs or projects?

How will you measure success?

Which specific type of Economic Development application are you submitting?

*Please mark **only one type**, with an X in the appropriate box.*

- | | |
|---|---------------------------------|
| <input type="checkbox"/> Community-Owned Real Estate Initiatives | Go to questions |
| <input type="checkbox"/> Business Incubators and Marketplaces | Go to questions |
| <input type="checkbox"/> Community Development Financial Institutions | Go to questions |
| <input type="checkbox"/> Social Purpose and Training Businesses | Go to questions |
| <input type="checkbox"/> Worker-Owned and Community-Owned Businesses | Go to questions |

Questions for specific types of Economic Development applications

*Please answer **only** those questions which pertain to the specific type of application you are submitting.*

Community-Owned Real Estate Initiatives

How does your program ensure permanent affordability—affordable housing for future purchasers or generations?

Business Incubators

How do you prepare incubator tenants for their “graduation” to independence and a separate location?

What is the expected timeframe for that graduation?

Marketplaces

How do (or will) you build “community” or a sense of mutual responsibility among the vendors in the marketplace?

CDFIs

What is your current and expected deployment ratio?

Of all the capital you have to make loans, what proportion is out “on the street” financing the housing, projects, businesses or entrepreneurs that it is intended to serve?

Describe some of the steps you take or strategies you employ to improve the likelihood of success for your borrowers: success with their project or business AND success repaying their loans.

What have been your loan losses to date, in dollars and in percentage of total loans closed?

What is your analysis of the reason(s) for those losses, and what steps are you taking to manage future losses?

Social Purpose/Training Businesses

How are you developing leadership skill and capacity among the workers – skills and experience that they can take with them to future life and employment situations?

How do you prepare workers for their eventual “graduation” to employment with other businesses?

What is the expected timeframe for that graduation?

Worker-Owned and Community-Owned Businesses

When will this business enterprise be financially self-sufficient—that is, break even, bring in sufficient revenues to cover its expenses without outside assistance?
(This might be a specific future date, or a circumstance, such as “When we get at least 12 members and 45 customers.”)

How have the potential workers in the cooperative demonstrated their support and “buy-in” to the concept of cooperative ownership of the business?