I. Call to Order

II. Roll Call

III. Chair Report

IV. Public Hour - Hearing of Citizens

V. Economic Development
   A. COVID Small Business Support Program Development

VI. Upcoming Meetings

VII. Adjournment

Documents:

Complete Redevelopment Authority Agenda - June 10, 2020.pdf
ATTENTION:

Due to the ongoing COVID-19 pandemic, this meeting will be conducted electronically. The public is invited to participate in the meeting, but they must register to attend. More information is available on the Borough’s website at the following link:

http://www.statecollegepa.us/3162/A-Virtual-Meeting

Call Borough Administration at (814) 234-7110 with any questions.

I. Call to Order

II. Roll Call

Sally Lenker, Chair
Mark Huncik, Vice-Chair
Elizabeth Goreham
Rebecca Misangyi
James Shincovich

III. Chair Report

IV. Public Hour - Hearing of Citizens

V. Economic Development

A. COVID Small Business Support Program Development

Staff will review the results of the Business Support Needs Survey and use it to inform decisions for program development of a Borough Revolving Loan Fund (RLF). Staff will walk through with the Board a series of program build decisions that will assist in developing program guidelines.

Redevelopment Authority Action (RDA): Provide staff with direction for developing draft RLF program guidelines.

VI. Upcoming Meeting

June 24, 2020 at Noon

VII. Adjournment
At this point in time, most states have implemented successful small business support programs at both the state and local levels. The Borough of State College is also launching a locally based survey to better gauge the economic impact of COVID-19 on its many small businesses, a strategy already used by the Dallas-Fort Worth area. Grant, loan, and hybrid programs have been implemented, and the Borough is leaning towards a low-interest loan program.

So far, most of the low-interest loan programs offer bridge loans between zero (0) and three (3) percent interest for up to five (5) years. In addition, payments on these loans can be deferred most often for up to six (6) months. Depending upon the program’s total amount of funding, maximum loan amounts vary widely from a few thousand dollars to around two hundred and fifty (250) thousand dollars. Priority is usually given to businesses with under fifty (50) employees, and the following types of businesses: retail, food service, arts/entertainment, hospitality, healthcare, fitness, personal service, and transportation. The money awarded to each business is expected to be used primarily for working capital, meaning that rent, payroll, utilities, inventory, and accounts payable are all permitted uses. The Kansas Hospitality Industry Relief Emergency Fund also allows their awarded funds to be used to cover commercial loan and lease payments in addition to the aforementioned uses. The goal is to ensure that these bridge loans are able to tie struggling businesses over until their respective communities can safely reopen.

Funding sources for these programs usually come in the form of state and local funds, major banks and local employers within their respective communities, and private donors. Crowdfunding is a strategy mostly utilized for smaller-scale grant programs, such as the Boston Main Streets Emergency Response Fund and the Encourage Lancaster program, the former of which has raised $100k. Local bank branches have also set up new policies and programs to provide some financial relief, particularly in Louisville, Kentucky. Individual branches there have several programs, including the following:

- Truist offers business relief measures including cash flow support for retail and business clients through multiple lending programs.
- PNC Bank offers an array of hardship relief options for which customers may be eligible depending on their products and needs.
- U.S. Bank has temporarily reduced pricing on the Simple Loan, Personal Loan, and the Quick Flow and Cash Flow Manager for small businesses.
- Commonwealth Bank & Trust offers interest-only payments and loan deferment options.
- Park Community Credit Union offers a Hardship Loan, allowing members to borrow up to $5,000 for up to 36 months at 3.0% APR.
To obtain the maximize the amount of funding available and its ease of accessibility, communities are taking advantage of as many reliable financial resources as possible.

Overall, the application process for these funds is being made as easy and efficient as possible to maximize the number of businesses able to benefit. Generally, businesses must demonstrate revenue losses of at least twenty-five (25) percent as well as a credit score of at least six hundred and fifty (650). The City of Lansing, Michigan, for example, requires the following documentation to demonstrate significant financial loss due to the COVID-19 pandemic:

1. 2018 Annual Revenue
2. 2019 Annual Revenue
3. 2019 Average Weekly Revenue
4. Average Weekly Revenue in February 2020
5. Average Weekly Revenue since March 16th (beginning of restricted business operations in Michigan based on COVID-19-related executive orders)
6. Anticipated Weekly Revenue over the next 2-3 months (assuming continuance of limited business operations per public health crisis/incremental re-opening of the economy)

Outside of this, tax information seems to satisfy the necessary documentation required to prove financial hardships for funding applications.

As the Borough sets up its own small business support program, staff should consider logistics of how to measure significant financial loss for each individual business, in addition to the amount of each loan, the interest rate, and its length. Priority should be given to the types of small businesses that help make the State College Borough unique. One strategy that State College is in a unique position to pursue is a crowdfunding program targeting Penn State Alumni Networks, who want to see their Alma Mater’s community thrive. The application for funds should be easy and straightforward, and a quick, efficient system for distributing fund awards should be established. These programs are most effective when they are able to reach and support as many businesses as possible. Finally, once these programs present available funds, these funds are often used up fast, often the same day they were made available. Therefore, any amount of money we make available will be put to good use by our local businesses and get used up quickly.
Business Memo Information Data and Outline

- A Group
  - Growth Partners Arizona (GP Az)
    - Loan Program with Kiva and Community Investment Corporation (CIC); Small Business Success Loans
      - No-interest, no-fee loans of $1k-$15k; $1k-$75k
      - Businesses must be in partnership with the Business Development Finance Corporation (BDFC)
  - Arkansas Quick Action Closing Fund
    - $10 million
    - Governor's Quick Action Closing Fund and Attorney General Leslie Rutledge's Consumer Education and Enforcement Fund
    - AEDC will guaranty up to 80% of the principal balance of a loan issued by a lender participating in the program. The amount of AEDC’s guaranty is capped at $250,000.
    - Borrower must demonstrate that it has been adversely impacted by the health emergency.
    - Proceeds may be used for working capital, inventory, payroll, and other uses that facilitate the continuation of business operations.
    - Borrower will be subject to the lender’s customary underwriting and collateral requirements.
    - Loan amount may be amortized for up to 5 years.
    - Initial payments may be deferred for up to 90 days at the option of borrower and lender.
    - Borrower and participating lender must sign loan guaranty agreements with AEDC, which will include job retention requirements for the borrower. Loans issued directly to borrower by AEDC. Loan amount is capped at $250,000.
    - Loans are at zero interest and may be amortized for up to two years.
    - Payments may be deferred for up to 6 months following closing on the loan.
    - Borrower must demonstrate to AEDC that it has no other satisfactory financing options available to it through commercial lending or through other government programs such as the SBA Economic Injury Disaster Loan Program.
    - Borrower must demonstrate that it has been adversely impacted by the health emergency.
    - Borrower must satisfy AEDC’s financial underwriting requirements.
    - Borrower must agree to job retention requirements.
    - $250k for both programs
    - 0% Interest
    - 2 or 5 years

- C Group
  - LA Small Business Emergency Microloan Program
    - Offering loans between $5,000 and $20,000 to for-profit and tax-exempt businesses with 100 or fewer employees
    - Interest rates range from 0-3% depending on loan terms
For loans of up to 18 months, interest rate is 0% and repayment is deferred for up to 6 months

For loans of up to 5 years, interest rate is 3% and repayment is deferred for up to 12 months for for-profit businesses

Tax-exempt businesses have the option of obtaining a loan with interest rate of 2% for a term of 5 years and a repayment is deferred for up to 12 months

- Used for working capital only
- $5k-$20k amounts
- 0-3% Interest Rate
- 18 months-5-year Period

San Francisco COVID-19 Small Business Resiliency Fund

- City Funds
- For small businesses with fewer than 5 employees, less than $2.5 million in gross receipts, and that can demonstrate a loss of revenue of 25% or more
- Eligible to receive up to $10,000 for staff salaries and rent
- City is also accepting tax-deductible monetary donations to bolster her COVID-19 response effort
- $10k maximum
- Under 5 employees
- Under $2.5 million in gross receipts
- Revenue loss of at least 25%

Colorado Springs Survive and Thrive COS

- City Funds
- Provides recovery funding in form of rapid, low-interest, unsecured, low-barrier loans
- Offers mentorship and other resources to support resiliency and continue building healthy businesses and nonprofits
- $25k maximum

Connecticut Recovery Bridge Loan Program

- $25 million short-term emergency loan program
- Department of Economic and Community Development (DECD)
- Hope to provide around 600 businesses with a quick cash infusion averaging $40,000 each in this first round

Eligibility:
- Have no more than 100 employees
- Be in good standing with the Department of Revenue Services (DRS) & DCED
- Have been profitable prior to March 10, 2020 and no adverse personal credit reports 60 days past due the past 6 months
- Not be involved in real estate, multi-level marketing, adult entertainment, cannabis or firearms; nor be a state elected public official or state employee

Terms and Conditions:
- Loan maximum of $75,000, or 3 months operating expenses, whichever is less
- 0% interest rate
- 12-month term, with 6-month extension available per request
• Freely pre-payable
• Working capital loan
• Personal guarantee and credit score required

• D Group
  o Delaware’s Hospitality Emergency Loan Program (HELP)
    ▪ Delaware's Division of Small Business
    ▪ Makes no-interest loans of up to $10,000 per business per month to help businesses in the hospitality industry
    ▪ Help estimated 2,700 affected Delaware businesses in hospitality industry
    ▪ Can be used for a wide range of expenses
    ▪ $10k per business per month
    ▪ 0% Interest Rate
    ▪ 10-year term with payments deferred for 9 months
    ▪ Businesses must have less than $1.5 million in annual revenues
    ▪ Must have been in operation with revenue for at least 12 months
    ▪ Operate in one of 15 four-digit NAICS industry codes

• F Group
  o Florida's Small Business Emergency Bridge Loan Program
    ▪ State Funds
    ▪ Offers loans of up to $50,000 to affected small businesses to cover gap until businesses are able to get assistance from other programs
    ▪ No other current bridge loans
    ▪ Program made over 1,000 loans totaling over $49 million on 4/13
    ▪ Program received over 38,000 applications
    ▪ $50k loans
    ▪ 0% first year, then goes up to 12%
    ▪ Must have 2-50 employees

• I Group
  o Chicago Small Business Resiliency Loan Fund
    ▪ $100 million
    ▪ City/Corporate Partners; Partnership with Catalyst Fund
    ▪ Provides low-interest loans to severely impacted small businesses, targeting historically under-resourced communities with an emphasis on minimizing hardship for those businesses and their employees
    ▪ Designed to provide much-needed cash flow relief for neighborhood entrepreneurs
  o Illinois Small Business Emergency Loan Fund
    ▪ State Funds
    ▪ Used to support working capital
    ▪ $50k low-interest loans
    ▪ 5-years with no payments for 6 months
    ▪ Located outside Chicago with <50 workers and <$3 million revenue
  o University of Chicago Small Business Relief Program
    ▪ $1 million
    ▪ Available to small, locally owned businesses who rent space from University’s Commercial Real Estate Operations
    ▪ Received over 600 applications
- First round of award 4/13
- Will make additional awards in a later distribution
- $2,500-$7,500 in grants
- Must rent space from University Commercial Real Estate Operations

- K Group
  - Kansas Hospitality Industry Relief Emergency Fund
    - $5 million
    - Kansas Dept. of Commerce
    - Provides bridge loans to hospitality industry businesses
    - Loan payments deferred four months
    - Fund is continuing to accept applications in event more capital becomes available
    - Eligibility Criteria:
      - Be an existing for-profit business located in Kansas
      - Maintain a staff of fewer than 100 employees
      - Have no outstanding state tax obligations
      - Be willing to submit a personal guarantee of repayment from the owners of the business
    - Eligible Businesses Include:
      - Restaurants
      - Bars
      - Lodging Facilities
      - Conference Centers
      - Event Centers
    - Funding Uses Include:
      - Commercial Loan Payments
      - Commercial Lease Payments
      - Utility Bills
      - Payroll
      - Accounts Payable
      - Inventory
    - $20k maximum
    - 0% Interest Rate
    - 36-Month Period
  - Must have under 100 employees

- M Group
  - Boston Main Streets Emergency Response Fund
    - $100k
    - Crowdfunding
    - Launched by Boston Main Streets Foundation on 4/1
    - Currently crowdfunding to raise additional capital
    - $1k grant
    - Must have 10 or fewer employees
    - Offer face-to-face contact
    - Classified as "non-essential"
  - Dorchester Bay Quick Capital Loans
    - Administered by Dorchester Bay Economic Development Corporation
▪ Loans approved rapidly with no application fee
▪ Also offers Neighborhood Loan Fund, which offer loans of up to $250,000 at 7% interest for up to 5 years
▪ $20k maximum
▪ 6% Interest Rate

o Massachusetts Small Business Recovery Loan Fund
  ▪ $10 million
  ▪ Administered by Massachusetts Growth Capital Corporation
  ▪ Payments deferred 6 months
  ▪ Program is now closed
  ▪ $75k loans maximum
  ▪ Must have under 50 employees

o Lansing Small Business Recovery Program
  ▪ $400k 1st phase
  ▪ Lansing Economic Development Corporation
  ▪ Applications due 4/16 and grants announced 4/27
  ▪ $10k maximum
  ▪ Must have 25 or fewer employees
  ▪ Annual revenues of less than $1.5 million
  ▪ Demonstrate income loss related to COVID-19 pandemic
    • 1. 2018 annual revenue
    • 2. 2019 annual revenue
    • 3. 2019 average weekly revenue (auto populated field based on answer to #2 divided by 52)
    • 4. average weekly revenue in February 2020
    • 5. average weekly revenue since March 16 (the beginning of restricted business operations in Michigan based on COVID-related executive orders)
    • 6. anticipated weekly revenue over next 2-3 months (assuming continuance of limited business operations per public health crisis / incremental re-opening of economy)

o Minnesota's Small Business Emergency Loan Program
  ▪ $30 million from special revenue funds
  ▪ Authorized by the Department of Employment and Economic Development (DEED)
  ▪ Provides immediate financial assistance to small business owners across the state
  ▪ Allows local units of government to issue loans to retail and service providers for 90 days, making up to $28 million accessible to local businesses
  ▪ $2,500-$35k maximum
  ▪ 50% forgivable and 0% interest rate
  ▪ Repayment deferred 6 months and loans paid back monthly over 5 years

o St. Louis Zero-Interest Loan Program
  ▪ Created by St. Louis Economic Development Partnership and St. Louis Development Corporation
  ▪ Available to small businesses that have been active for at least one year and be current on all taxes through 2018
  ▪ $5k loan maximum
- Kansas City COVID-19 Small Business Relief Fund
  - $5 million fund
  - Created by a coalition of local organizations → AltCap, Greater Kansas City Chamber of Commerce, Kansas City Area Development Council, Civic Council of Greater Kansas City, and Ewing Marion Kauffman Foundation
  - Tapped out by 4/3
  - Program open to following businesses:
    - Located in Kansas City region
    - Have 20 or fewer full-time-equivalent employees
    - $2.5 million or less in annual revenue
  - Priority given to the following businesses:
    - Retail
    - Food Service
    - Arts/Entertainment
    - Hospitality
    - Healthcare
    - Fitness
    - Personal Service
    - Transportation
  - $100k loan maximum
  - No interest and deferred payments for first 6-12 months

- N Group
  - Syracuse COVID-19 Emergency Relief Fund
    - $500k
    - Syracuse Economic Development Corporation
    - Launched 3/24/2020
    - Board delegated loan approval authority to a specialized loan committee
    - Initial Collateral Required: Only personal guarantees from those owning 20% or more of the entity
    - 11 loans approved totaling $190k
    - Deployed funds used for a revolving loan fund through city-managed/staff Economic Development Organization
    - $25k loan maximum
    - 0% Interest Rate
    - 6 Month Period

- PA Group
  - Civic Institution Deferred Income Loan Program and Small Business Loan Fund
    - Bridgeway Capital
    - Erie County Civic Institutions that can demonstrate that they have been negatively impacted by the COVID-19 pandemic will be able to access low-interest loans with deferred repayment plans
    - Flexible repayment terms with no payment required for 3 months
    - $5k-$50k maximum
    - 4% small business interest rate
    - 3% nonprofits interest rate
    - Must have <25 employees
Encourage Lancaster

- Partnership with ASSETS and Community First Fund; crowdfunding campaign
- Local small business emergency fund
- Can apply for either grants or for loans
- Availability based on size of business
- Simple, low-barrier process

Philadelphia COVID-19 Small Business Relief Fund

- $9 million + local donations of $250k
- Department of Commerce and Philadelphia Industrial Development Corporation

Goals:
- Provide relief to small businesses in order to help them survive this crisis
- Retain as many employees as possible
- Help businesses avoid predatory lenders
- Maintain the provision of goods and services for Philadelphia’s residents

- Use of one application for 3 different relief programs

Funding Options:
- Microenterprise Grants $5,000
- Small Business Grants $25,000
- Small Business Loans $100,000

- As of March 30th, only applications for microenterprise grants are being accepted
- $5k-$100k maximum

S Group

- Aiken Loan Program
  - $1 million
  - Loans serviced by Security Federal Bank
  - Loan guarantees offering Aiken Chamber of Commerce and The Aiken Corporation
  - Businesses must have a brick-and-mortar presence within city and have fewer than 25 employees
  - https://www.dropbox.com/sh/c6ovyzla3h1soa4/AAAsZwW-zlzWYAtvQIaylwPma?dl=0&preview=City+Loan+Details.pdf;
  - Launched 3/23
  - $10k loan maximum
  - 2% Interest Rate
  - 6-month payment deferral

- South Dakota Small Business Relief Fund
  - Governor's Office of Economic Development
  - Maximum of 3 months operating expenses
  - Proceeds from the loan must be held within a separate bank account
  - Funds may not be used for distributions or dividends to business owners
  - Eligibility Requirements:
    - Be a small for-profit or non-profit business as defined by SBA, but with less than 250 employees
    - Physical presence in South Dakota
    - Established prior to March 2020
• Provide a written acknowledgement from a South Dakota bank and/or certified public accountant that the applicant has made statements or otherwise provided information or evidence that supports applicant’s claim that applicant’s business has suffered a material negative impact from the COVID-19 pandemic.

• Have a personal credit with a minimum score of 650; lower requires a special exception

• Demonstrate 1:1 debt coverage ratio with the new debt factored under normal circumstances
  ▪ $5k-$75k maximum
  ▪ 0% Interest Rate

• T Group
  o Texas PeopleFund Disaster Relief Program for COVID-19
    ▪ Requirements:
      • Proof that borrower has applied for SBA, EIDL, or PPP loans
      • 600 credit score for up to $25k
      • 650 credit score for up to $60k
    ▪ Eligible Uses:
      • Rent
      • Payroll
      • Utilities
      • Accounts Payable
    ▪ $60k bridge loans
    ▪ 0% Interest Rate
    ▪ No payments up to 6 months
  o Fort Worth Business Resiliency Microloan Program
    ▪ Partnership with PeopleFund
    ▪ At least 60% of the loans will be earmarked for minority-owned businesses and low/moderate-income business owners
    ▪ Loan repayment is deferred for first 6 months, after which interest rate will be 5%, with loans amortized over a total term of up to 78 months
    ▪ $850,000 loan fund is capitalized with $350,000 from Forth Worth Local Development Corporation and $500,000 from PeopleFund
    ▪ City also conducted a local survey to better gauge economic impact of COVID-19
    ▪ $50k in loans

• U Group
  o Salt Lake City Emergency Loan Program
    ▪ $1 million
    ▪ Repayment deferred roughly 90 days after local COVID-19 emergency expires
    ▪ Loans can only be used for working capital, including:
      • Marketing
      • Inventory
      • Payroll
      • Rent
    ▪ Currently Closed
- $20k loan maximum
- 0% Interest Rate
- 5-year working loans

Utah Leads Together Small Business Bridge Loan Program
- $11 million
- Loan amounts cannot exceed 3 months demonstrated operating expenses
- Payments deferred for 12 months
- Funding Preferences based on following criteria:
  - Businesses and nonprofits that have experienced severe economic impact due to the COVID-19 pandemic.
  - Entities that can demonstrate a multiplier impact on other industries.
  - Entities that play a key role within a strategic state supply chain.
  - Entities that employ full-time workers.
  - Entities whose complete application demonstrates solvency before the current economic crisis. Provides gap funding

- $5k-$20k loans
- 0% Interest Rate
- 60 Month loan period
- <50 employees

- V Group
  - Danville Industrial Development Authority Emergency Grant and Loan Programs
    - $50k-$300k grants and loans
    - 3 Grant and Loan Programs to help small businesses:
      - A $300,000 emergency loan program
      - Charge no interest for the first year
      - Designed as a stopgap until businesses receive a replacement loan from SBA’s Economic Injury Disaster Loan Program
      - Loan program capitalized by IDA’s city-funded loan account and from city’s economic development office’s incentive account
      - A $75,000 marketing and e-commerce matching grant
        - Funded by economic development office’s incentive account and River District Association
        - $50,000-$75,000 in small business rent relief
        - Will offer grants of up to $3,000 to provide rent reimbursement for one month
        - Funded by economic development office’s incentive account and River District Association

- Fairfax County Small Business COVID-19 Recovery Fund
  - $2.5 million
  - Fairfax County on 4/15
  - Loan repayment deferred for 6 months, after which loans will be repaid at 3.75% over a 6-year term
  - Eligibility Requirements:
    - One or more commercial locations in Fairfax County, including the principal place of business.
    - Fewer than 50 employees across all locations
- Been in business for 2+ years
- Possess a valid Business, Professional and Occupational License (BPOL) license to qualify.
- Loans support expenses such as working capital, equipment, rent, debt payments, and other operating expenses
- $20k loan maximum
- 3.75% Interest Rate
- 6-year term
- <50 employees and no tax or legal trouble

**SEDA-COG EDA COVID-19 Loan Fund**

- Total of $400k available
- Offers loans up to $10k
- 3.35% Interest Rate
- Payments deferred for up to 6 months
- Businesses must be located in the following counties:
  - Centre
  - Clinton
  - Columbia
  - Juniata
  - Lycoming
  - Mifflin
  - Montour
  - Northumberland
  - Perry
  - Snyder
  - Union

- Funds used for working capital and are disbursed based on past relevant experience
1. Have you experienced any impact on your business as a result of COVID-19?
   - Yes
   - No

2. How prepared do you think your business is to meet the needs of the changing economy as a result of COVID-19?
   - Very prepared
   - Somewhat prepared
   - Somewhat unprepared
   - Very unprepared
   - Don't know

3. Please rate how much of a problem, if at all, the following issues are to your business as a result of the COVID-19 pandemic?
   
   a. Decline in business/sales
      - Major problem
      - Moderate problem
      - Minor problem
      - Not a problem
      - Not applicable (N/A)

   b. Business closed or hours reduced by government ban
      - Major problem
      - Moderate problem
      - Minor problem
      - Not a problem
      - Not applicable (N/A)

   c. Lack of technology/web resources to complete on-line sales
      - Major problem
      - Moderate problem
      - Minor problem
      - Not a problem
      - Not applicable (N/A)

   d. Getting the supplies we need
e. **Lack of events to promote our downtown/business area**
   - Major problem
   - Moderate problem
   - Minor problem
   - Not a problem
   - Not applicable (N/A)

f. **Difficulty paying our commercial rent, commercial mortgage or lines of credit**
   - Major problem
   - Moderate problem
   - Minor problem
   - Not a problem
   - Not applicable (N/A)

g. **Not having the funds to pay our employees**
   - Major problem
   - Moderate problem
   - Minor problem
   - Not a problem
   - Not applicable (N/A)

h. **Ability of employees to pay rent/mortgages on reduced income**
   - Major problem
   - Moderate problem
   - Minor problem
   - Not a problem
   - Not applicable (N/A)

i. **Lack of technology for employees to work from home**
• Major problem
• Moderate problem
• Minor problem
• Not a problem
• Not applicable (N/A)

j. Concern about the well-being of our employees being exposed to COVID-19 on the job
   • Major problem
   • Moderate problem
   • Minor problem
   • Not a problem
   • Not applicable (N/A)

k. Concern about the liability of our employees being exposed to COVID-19 on the job
   • Major problem
   • Moderate problem
   • Minor problem
   • Not a problem
   • Not applicable (N/A)

l. Absenteeism of employees due to illness
   • Major problem
   • Moderate problem
   • Minor problem
   • Not a problem
   • Not applicable (N/A)

m. Daycare/childcare challenges for our employees
   • Major problem
   • Moderate problem
   • Minor problem
   • Not a problem
   • Not applicable (N/A)
n. The emotional health of our employees
   • Major problem
   • Moderate problem
   • Minor problem
   • Not a problem
   • Not applicable (N/A)

4. Please include any other issues your business is facing as a result of the COVID-19 pandemic that was not listed above.

5. Estimate the reduction in revenue that your business has experienced due to COVID-19 beginning in March 2020.
   • Less than 10%
   • 10-25%
   • 26-50%
   • 51-75%
   • 76-90%
   • More than 90%
   • No impact
   • Growth in revenue

6. Do you anticipate needing financial assistance for your business as a result of COVID-19?
   • Yes
   • No

7. If yes, please indicate what funds would be used for:
   • Payroll
   • Rent Payment
   • Other Loan Payments
   • Paid Leave Payment
   • Insurance Payment
   • Other

8. If other, please specify:
9. If yes, would you prefer access to a smaller amount ($10,000 or less) with no interest that would be required to be paid back within two years or a larger amount ($10,000-$50,000) that would be paid back at a low-interest rate over the course of 3-5 years?

- Smaller Amount
- Larger Amount
- Both

10. With scarce public resources, the Redevelopment Authority (RDA) must determine the best way to provide support for Borough businesses. Please rank the following five uses of assistance with 1 being most preferred and 5 being least:

   a. Grants/no-interest loans to businesses for mitigations measures (PPE for businesses, no-contact thermometers, etc...)
   b. Loans to businesses for retrofitting spaces to improve social distancing and other safety considerations
   c. Grants/no-interest loans to businesses to pay for facility cleaning services
   d. Direct loans to businesses for working capital
   e. Funds for public infrastructure to create safer social and physical environments (widening sidewalks, paying for roving temperature-takers, creating a contact tracing system to inform business owners of positive patrons, etc...)

11. One program model the RDA is exploring is a crowdfunding campaign. Do you know of customers and/or clients of your business that would financially contribute to a campaign to support Borough businesses?

- Yes
- No

12. How many employees do you have?

- Self-Employed
- 1-4
- 5-20
- 21-49
- 50-99
- More than 100

13. What is the annual revenue for your business?

- Less than $50K
- $50K to $99,999
- $100K to $499,999
• $500K to $999,999
• $1M-$2M
• $2M or More

14. What is your industry?
• Accommodations
• Administrative Services
• Arts and Recreation
• Construction
• Education Services
• Financial and Insurance
• Food Service/Restaurant/Bar
• Health Care
• Information Services
• Manufacturing
• Personal Services (Fitness, Grooming, etc...)
• Professional Services (Legal, Design, Engineering, etc...)
• Real Estate
• Retail Trade
• Technology
• Transportation and Warehousing
• Wholesale Trade
• Other

15. If other, please provide a description:

16. For businesses with multiple locations, which best describes your location(s) within the Borough of State College:
• Single location within the Borough of State College
• Regional presence with additional locations within Centre and surrounding counties
• Statewide presence with additional locations in Pennsylvania
• A national presence with ten or fewer other locations/franchises nationally
• A national presence with more than ten locations/franchises nationally
17. Any loans the RDA may issue will require underwriting analysis. This will likely include reviewing your business’s profit and loss statements, balance sheet, and a "sources and uses" statement. Are you able and willing to provide such financial information to indicate financial need?
   - Yes
   - No

18. Any comments for staff on resources or programs that would help stabilize your business during the COVID-19 emergency?

19. Business name:
20. Business address:
21. What is the 5-digit zip code of your business?
22. Business type:
23. Contact name:
24. Email:
25. Phone:
26. Please provide a valid email address to submit a response:
COVID-19 Business Needs Survey

Survey Results
FINAL

06/08/2020
Have you experienced any impact on your business as a result of COVID-19?

- Yes: 97%
- No: 3%

How prepared do you think your business is to meet the needs of the changing economy as a result of COVID-19?

- Very prepared: 14%
- Somewhat prepared: 49%
- Somewhat unprepared: 16%
- Very unprepared: 12%
- Don't know: 9%

Please rate how much of a problem, if at all, the following issues are to your business as a result of the COVID-19 pandemic?

<table>
<thead>
<tr>
<th>Question</th>
<th>Major problem</th>
<th>Moderate problem</th>
<th>Minor problem</th>
<th>Not a problem</th>
<th>Not applicable (N/A)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Decline in business/sales</td>
<td>77%</td>
<td>16%</td>
<td>0%</td>
<td>4%</td>
<td>3%</td>
</tr>
<tr>
<td>Business closed or hours reduced by government ban</td>
<td>64%</td>
<td>9%</td>
<td>5%</td>
<td>7%</td>
<td>15%</td>
</tr>
<tr>
<td>Lack of technology/web resources to complete on-line sales</td>
<td>9%</td>
<td>12%</td>
<td>14%</td>
<td>41%</td>
<td>24%</td>
</tr>
<tr>
<td>Getting the supplies we need</td>
<td>14%</td>
<td>27%</td>
<td>31%</td>
<td>24%</td>
<td>4%</td>
</tr>
<tr>
<td>Lack of events to promote our downtown/business area</td>
<td>42%</td>
<td>16%</td>
<td>8%</td>
<td>11%</td>
<td>23%</td>
</tr>
<tr>
<td>Difficulty paying our commercial rent, commercial mortgage or lines of credit</td>
<td>49%</td>
<td>23%</td>
<td>11%</td>
<td>11%</td>
<td>7%</td>
</tr>
<tr>
<td>Not having the funds to pay our employees</td>
<td>31%</td>
<td>22%</td>
<td>19%</td>
<td>11%</td>
<td>18%</td>
</tr>
<tr>
<td>Ability of employees to pay rent/mortgages on reduced income</td>
<td>31%</td>
<td>22%</td>
<td>20%</td>
<td>7%</td>
<td>20%</td>
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<tr>
<td>Lack of technology for employees to work from home</td>
<td>8%</td>
<td>4%</td>
<td>12%</td>
<td>23%</td>
<td>53%</td>
</tr>
<tr>
<td>Concern about the well-being of our employees being exposed to COVID-19 on the job</td>
<td>24%</td>
<td>30%</td>
<td>20%</td>
<td>18%</td>
<td>8%</td>
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<tr>
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<td>Moderate problem</td>
<td>Minor problem</td>
<td>Not a problem</td>
<td>Not applicable (N/A)</td>
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<tr>
<td>Concern about the liability of our employees being exposed to COVID-19 on the job</td>
<td>28%</td>
<td>22%</td>
<td>22%</td>
<td>16%</td>
<td>12%</td>
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<tr>
<td>Absenteeism of employees due to illness</td>
<td>9%</td>
<td>12%</td>
<td>19%</td>
<td>36%</td>
<td>23%</td>
</tr>
<tr>
<td>Daycare/child care challenges for our employees</td>
<td>12%</td>
<td>11%</td>
<td>12%</td>
<td>14%</td>
<td>51%</td>
</tr>
<tr>
<td>The emotional health of our employees</td>
<td>19%</td>
<td>24%</td>
<td>34%</td>
<td>11%</td>
<td>12%</td>
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<tr>
<td>Decline in business/sales</td>
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<td>Moderate problem</td>
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<td>Minor problem</td>
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<tr>
<td>Not a problem</td>
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<td>4%</td>
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<tr>
<td>Not applicable (N/A)</td>
<td></td>
<td>3%</td>
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<tr>
<td>Business closed or hours reduced by government ban</td>
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<tr>
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<tr>
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</table>
### Absenteeism of employees due to illness

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<tr>
<th>Percentage</th>
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### Daycare/child care challenges for our employees

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<th>Percentage</th>
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<td>0%</td>
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### The emotional health of our employees

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<th>Percentage</th>
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<td>0%</td>
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Please include any other issues your business is facing as a result of the COVID-19 pandemic that was not listed above.

**None**

Issues for dealing with regulations that are half baked and inconsistent

PPP loans have been helpful during this time window in keeping company at full salary; full extent of need going forward is hard to assess.

None

Trouble accessing funding and enough of it to cover the expenses for the return to business.

We're closed .. no revenue... and we've exhausted our savings to keep our bills paid.

Stress of staff doing curbside care.

Really none so far but very concerned about cuts to emergency and public services or massive property tax increases.

We have no sales due to the university being closed

Major reduction in foot traffic related to other businesses in town forced closure.

Have had no ability to contact any government officials for programs that were supposed to be available to us. NO ONE and NO HELP!

List was pretty complete for me.

not able to order in as much new merchandise

When reopening, small class sizes with fewer class options due to more time needed to clean between the workouts. Less members and less offerings means less income.

None

n/a

We may be forced to file for bankruptcy if we are not able to open the doors for events.

None additional. As stated, decline in business, inability to pay rent/payroll.

All financial

Lack of testing options for staff and patients

Cancellation of local events such as Arts Festival, Special Olympics, sports camps, business conferences and alumni reunions.

parking

LACK OF STUDENT POPULATION

We supply PPE footwear to security guards, police, emts, fire as well as uniform pants and we could not get a waiver. Inconsistency of the waiver process.

Na

talent pool missing for hiring

Teachers (independent contractors) and clients do not feel safe to practice together. Business expenses continue and revenue has stopped.

n/a

No employees. Volunteer alumni that manage fraternity property.

Need money for inventory
Not being able to secure enough employee (part timer students) due to COVID-19

Travel has ceased so business has come to a stand-still for our company.

none

We are a non-profit and government funding is likely to be reduced while demand for service increases.

State College is not under a stay at home order...it is under an evacuation order. While we're open, we are not sure there is enough population to support our business.

N/A

No solid guideline for businesses how to protect ourselves and community; especially after the county goes green.

None. The fact that we can't have large gatherings and have no space for rehearsals are our main problems, but I understand why we can't have those things and am in no hurry as most of our patrons are older.

The fact that you cancelled every event for the summer.

More cleaning supplies to keep everyone safe. Hard to find.

The lack of revenue during a peak period of the year was devastating, can't pay bills without the revenue coming in

Our business may not survive. We have been accepted and received funds from the Small Business Administration, which will help us for now. However, if there is a second wave in late summer, the students won't be returning to campus in the fall. Long term, things will not be looking good.

N/a

N/A

Penn State is closed and the majority of our customers are PSU students. Our specific target audience is PSU students w/ about 90% of our revenue.

Our fundamental challenge is that we rent our space for events and our customers are not comfortable holding events during the pandemic.

listed below

Even though we are able to tutor online, because schools were closed and switched to remote learning, our ability to let parents know about our services through school contacts and local advertising declined greatly, causing our new sales to decline over 90% versus last year.

None

virtually no shoppers out on street, understandable considering the circumstances we're in.

With students gone, I have very few opportunities.

NA

none

Concern about the possibility of having to layoff employees

Our primary issue is not being able to open safely as an event venue

Loss of Seasonal events (summer) and a serious hit to the confidence around the state of the economy, based on PSU being in session and Football operating with its normal volume.

Social Distancing requirements dictate that we have less patrons in order to meet requirements/ social distancing while requiring additional staff to enforce those requirements. While we are allowed to open back up, it will near impossible to profit, we will be lucky to pay our bills and survive this...

I am answering as a House Corporation Officer of a fraternity. If the university does not open in the fall, we will not have rental income to offset fixed expenses like insurance, taxes, utilities, etc.

No

We do not have employees we are a small Mom and Pop shop. We still have to do all the same things for our business, which is a full time job in and of itself. On top of that we got the full time job of teaching our children. So we have been working 16 hours a day through this and are overwhelmed and exhausted.

Taxes charged by the Borough and by the DID are killing my businesses, in addition to the Covid-19 impact. The parking spaces I own downtown are getting taxed, for goodness sake. I cannot continue to operate much longer under these severe taxation conditions!

Exposing others while we work

1. Employees don't want to return to work due to concern of their health and they are collecting unemployment + 600 a week benefit.
2. Customers don't follow safety rules and social distancing. 3. There is virtually NO beef / pork supply now, and when I finally find
supply, the price is at least 150-250% of usual level. That covers all of it.

Lost or rental income and safety of tenants.

What all this means to the status quo in State College/ PSU...on-campus classes, housing, sports, activites and tourism in Happy Valley...etc...

None

Availability of maintenance, repair & construction services
Supply Chain/Product availability
None
Not applicable

supply chain issue with getting our wholesale products from suppliers
Reduction in contracts with increased need.
No other issues at this time.

Estimate the reduction in revenue that your business has experienced due to COVID-19 beginning in March 2020.

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Less than 10%</td>
<td>1%</td>
</tr>
<tr>
<td>B 10-25%</td>
<td>14%</td>
</tr>
<tr>
<td>C 26-50%</td>
<td>9%</td>
</tr>
<tr>
<td>D 51-75%</td>
<td>16%</td>
</tr>
<tr>
<td>E 76-90%</td>
<td>23%</td>
</tr>
<tr>
<td>F More than 90%</td>
<td>32%</td>
</tr>
<tr>
<td>G No impact</td>
<td>3%</td>
</tr>
<tr>
<td>H Growth in revenue</td>
<td>1%</td>
</tr>
</tbody>
</table>

Do you anticipate needing financial assistance for your business as a result of COVID-19?

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Yes</td>
<td>86%</td>
</tr>
<tr>
<td>B No</td>
<td>14%</td>
</tr>
</tbody>
</table>

If yes, please indicate what funds would be used for:

<table>
<thead>
<tr>
<th>Option</th>
<th>Percentage</th>
</tr>
</thead>
</table>
| A Payroll | }
<table>
<thead>
<tr>
<th></th>
<th>Rent Payment</th>
<th>85%</th>
</tr>
</thead>
<tbody>
<tr>
<td>C</td>
<td>Other Loan Payments</td>
<td>43%</td>
</tr>
<tr>
<td>D</td>
<td>Paid Leave Payment</td>
<td>6%</td>
</tr>
<tr>
<td>E</td>
<td>Insurance Payment</td>
<td>42%</td>
</tr>
<tr>
<td>F</td>
<td>Other</td>
<td>34%</td>
</tr>
</tbody>
</table>

**If other, please specify:**

- Compliance costs that may arise
- Utilities, supplies and to refresh inventory.
- Day to day costs of doing business. Also personal costs. No one seems to care that small business owners aren’t getting personal pay, seems everyone is just worried about employees
- None
- Quarterly and sales tax
- Bills associated with the business
- INVENTORY
- Inventory
- other costs of doing business outside those covered by PPP loan - linen costs, liquor liability and general insurance (these go up to 10,000 a month) Pest Control, etc...
- Utilities, including software and memberships for online platforms. At this point I am interested in assistance and support.
- Mortgage Taxes
- Need to buy inventory
- normal operating costs of a dental office.
- Services
- Being an inventory intensive business, vendor payables are our most challenging problem.
- Marketing bills since February, mainentance bills, operational costs to reopen from scratch, the loss of food when shut down, repairs
- Equipment
- fixed monthly expenses such as internet/phone service, contract-bound advertise agreement, etc.
- Supplies, PPE, etc.
- utilities supplies once we open back up
- As stated above, without rental income in the fall we will have difficulty paying fixed expenses.
- Taxes. Give some tax relief from the egregious Borough taxes.
- Paying suppliers
- Utilities and inventory.

If yes, would you prefer access to a smaller amount ($10,000 or less) with no interest that would be required to be paid back within two years or a larger amount ($10,000-$50,000) that would be paid back at a low-interest rate over the course of 3-5 years?

**A Smaller Amount**
With scarce public resources, the Redevelopment Authority (RDA) must determine the best way to provide support for Borough businesses. Please rank the following five uses of assistance with 1 being most preferred and 5 being least:

<table>
<thead>
<tr>
<th>Question</th>
<th>1</th>
<th>2</th>
<th>3</th>
<th>4</th>
<th>5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants/no-interest loans to businesses for mitigations measures (PPE for businesses, no-contact thermometers, etc...)</td>
<td>42%</td>
<td>18%</td>
<td>12%</td>
<td>11%</td>
<td>18%</td>
</tr>
<tr>
<td>Loans to businesses for retrofitting spaces to improve social distancing and other safety considerations</td>
<td>11%</td>
<td>18%</td>
<td>28%</td>
<td>27%</td>
<td>16%</td>
</tr>
<tr>
<td>Grants/no-interest loans to businesses to pay for facility cleaning services</td>
<td>15%</td>
<td>24%</td>
<td>23%</td>
<td>19%</td>
<td>19%</td>
</tr>
<tr>
<td>Direct loans to businesses for working capital</td>
<td>45%</td>
<td>20%</td>
<td>12%</td>
<td>11%</td>
<td>12%</td>
</tr>
<tr>
<td>Funds for public infrastructure to create safer social and physical environments (widening sidewalks, paying for roving temperature-takers, 20% creating a contact tracing system to inform business owners of positive patrons, etc...)</td>
<td>5%</td>
<td>22%</td>
<td>11%</td>
<td>42%</td>
<td></td>
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</tbody>
</table>

Grants/no-interest loans to businesses for mitigations measures (PPE for businesses, no-contact thermometers, etc...)

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Loans to businesses for retrofitting spaces to improve social distancing and other safety considerations

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Grants/no-interest loans to businesses to pay for facility cleaning services

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Direct loans to businesses for working capital

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</table>
Funds for public infrastructure to create safer social and physical environments (widening sidewalks, paying for roving temperature-takers, creating a contact tracing system to inform business owners of positive patrons, etc.)

One program model the RDA is exploring is a crowdfunding campaign. Do you know of customers and/or clients of your business that would financially contribute to a campaign to support Borough businesses?

- **A Yes** 23%
- **B No** 77%

How many employees do you have?

- **A Self-Employed** 16%
- **B 1-4** 30%
- **C 5-20** 30%
- **D 21-49** 16%
- **E 50-99** 4%
- **F More than 100** 3%

What is the annual revenue for your business?

- **A Less than $50K** 5%
- **B $50K to $99,999** 14%
- **C $100K to $499,999** 34%
- **D $500K to $999,999** 18%
- **E $1M-$2M** 14%
- **F $2M or More** 15%

What is your industry?
<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accommodations</td>
<td>5%</td>
</tr>
<tr>
<td>Administrative Services</td>
<td>3%</td>
</tr>
<tr>
<td>Arts and Recreation</td>
<td>8%</td>
</tr>
<tr>
<td>Construction</td>
<td>3%</td>
</tr>
<tr>
<td>Education Services</td>
<td>4%</td>
</tr>
<tr>
<td>Financial and Insurance</td>
<td>0%</td>
</tr>
<tr>
<td>Food Service/Restaurant/Bar</td>
<td>19%</td>
</tr>
<tr>
<td>Health Care</td>
<td>5%</td>
</tr>
<tr>
<td>Information Services</td>
<td>0%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>0%</td>
</tr>
<tr>
<td>Personal Services (Fitness, Grooming, etc...)</td>
<td>8%</td>
</tr>
<tr>
<td>Professional Services (Legal, Design, Engineering, etc...)</td>
<td>3%</td>
</tr>
<tr>
<td>Real Estate</td>
<td>4%</td>
</tr>
<tr>
<td>Retail Trade</td>
<td>19%</td>
</tr>
<tr>
<td>Technology</td>
<td>0%</td>
</tr>
<tr>
<td>Transportation and Warehousing</td>
<td>1%</td>
</tr>
<tr>
<td>Wholesale Trade</td>
<td>1%</td>
</tr>
<tr>
<td>Other</td>
<td>16%</td>
</tr>
</tbody>
</table>

If other, please provide a description:

- Municipal consulting
- Automotive repair and maintenance
- Childcare
- Tattoo shop
- No
- Yoga Studio (1 employee plus 10-20 independent contractors)
- Volunteer alumni manage fraternity property.
- Travel
Contract furniture dealer to Penn State and other local businesses

Photography
Home and Pet Sitting
Party & Event Rental Equipment
Green industry. Trees and landscapes.
Human Service

**For businesses with multiple locations, which best describes your location(s) within the Borough of State College:**

- **A** Single location within the Borough of State College  75%
- **B** Regional presence with additional locations within Centre and surrounding counties  18%
- **C** Statewide presence with additional locations in Pennsylvania  5%
- **D** A national presence with ten or fewer other locations/franchises nationally  0%
- **E** A national presence with more than ten locations/franchises nationally  2%

Any loans the RDA may issue will require underwriting analysis. This will likely include reviewing your business’s profit and loss statements, balance sheet, and a "sources and uses" statement. Are you able and willing to provide such financial information to indicate financial need?

- **A** Yes  91%
- **B** No  9%

**Any comments for staff on resources or programs that would help stabilize your business during the COVID-19 emergency?**

Already enrolled in a PPP loan

My business is a service business, which has come to a complete halt. My concerns are about the space I lease and the payments that I have not been able to pay. As well as our clientele base going without service for the last three months.

The continuance of public services at current levels is of utmost importance. Outreach efforts to encourage social distancing, hygiene, and masking to help stop the virus spread so our healthcare system is not overwhelmed is also extremely important. If we have an outbreak and return to "Red," an unimaginable amount of damage to Borough households and businesses will occur.

We have had to close due to no customers. 99% of our customers are students and with them gone, we don’t know what to do.

Please work with property owners. Find a way to help them, so they can help us. They need rent, we need customers, and our customers need more time....and real data about the virus.

As mentioned above. We are people too with personal needs. Stop addressing us like all we need is to keep our business open and employees paid, we need paid too!

no

No
free parking in surface lots and meters for an appropriate time period say 2 hours free parking so customers can shop without fear of
ticketing. Keep garages free for up to 2 hours anything over must pay.

Commercial rent assistance

Grants and low interest loans would be most helpful.

Keep Allen Street open.

Rent Forgiveness

Tax forgiveness or delay.

Need a grant

We received the PPP loan. However, with the condition to maintain 75/25 will bot help us with other expenses. Our business falls into
30/30/30 where each of them are payroll cost, food cost and other expenses. Plus most of our part time employees are PSU students.
When there's no actual class, they haven't returned back to work. I'm pretty sure other business could as well find it not helping. For
now, if we receive other kind of helps toward rents, insurance and utilities, it will be very helpful. Also, please provide solid guideline
as a business to do to protect the business and community.

Promote business and free parking downtown. The streets are empty and pick up is easy.

Help educate the public about the importance of safety distancing in the bars and restaurants

Free or lower cost day care options.

Because our salon's main customer group is PSU students, the university's opening schedule for fall 2020 is critical.

Please help our local small businesses thank you

Help get the students back!

Utilize the DID to reverse the flow of funds back towards the businesses, and fund the DID internally thru the Borough thru an
alternative method for the short term. Work out tax/credit/whatever with property owners to extend rent cancellations, or something
similar.

If the University delay opening then a delay in paying fall taxes would be helpful to us.

Opening the Pennsylvania State University in the fall makes all the difference. Even just a partial reopening would be fine with small
classes open with distancing and large classes online or some variation like this would be helpful. If the university opens we will make
it through this a little beat down but we can get back up again without needing help. If the university does not open I am not sure how
we will make it through this.

Tax abatement or elimination of Borough taxes for one year. No grants or loans required to do this.

None

Remove all Covid-19 restrictions now and encourage Penn State to implement all classes as usual for the summer and fall semesters.
Do not recommend crowd funding as noted in question above unless it is to a tax deducticble entity established by the borough. This
will encourage more giving.

Business name:

Peter S. Marshall & Associates

Gemini Ent TAMR Inc.

Weber Murphy Fox

Childspace

S'H16801air-Eng Styling Salon

Paper Moon Tattoo Company

University drive Veterinary hospital

ERIM Systems

Penn Kebab

Happy Valley Optical, Inc.

J P Hicks

The Nittany Quill

collections clothing
<table>
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<tr>
<td>F45 Training State College</td>
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<td>The Makery of Central Pennsylvania</td>
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<td>Kitchen Kaboodle</td>
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<td>Hair DeZigns</td>
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<tr>
<td>Tri-County Oral-Facial Surgeons</td>
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<td>Rapid Transit Sports</td>
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<td>McLanahan's Student Store &amp; Downtown Market</td>
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<tr>
<td>BASTIAN TIRE AND AUTO CENTER, INC</td>
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<tr>
<td>Centre Boot Company</td>
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<tr>
<td>The Family Clothesline</td>
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<tr>
<td>Dante's Restaurants, Inc</td>
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<td>Lila Yoga Studio</td>
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<tr>
<td>DSL Management, LLC</td>
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<td>Styles By Candace</td>
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<td>Cold Stone Creamery</td>
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<tr>
<td>Collegiate Athletic Travel</td>
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<tr>
<td>Chris J Devlin DMD PC</td>
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<tr>
<td>Schlow Centre Region Library</td>
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<td>Harpers</td>
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<td>Pho 11</td>
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<td>Cozy Thai Bistro</td>
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<td>Jersey Mike's Subs</td>
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<td>frame factory &amp; gallery</td>
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<tr>
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<td>Ethereal Clothing LLC</td>
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<td>Soccer Shots of Central &amp; North Central PA</td>
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<td>JK Lash &amp; Brow</td>
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<td>3 Dots Downtown</td>
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<td>Suplysourse Inc.</td>
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<tr>
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<tr>
<td>Rita's Italian ice</td>
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<tr>
<td>Uncle El's/Douglas Albert Gallery</td>
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<td>William Ames Photography / Studio One</td>
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<tr>
<td>Days Inn Penn State</td>
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<tr>
<td>Hansen Home and Pet Sitting</td>
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<td>Best Event Rental</td>
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<td>3 Dots Downtown</td>
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<tr>
<td>Bradley's Cheesesteaks</td>
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<tr>
<td>Alpha Chi House Corporation of Sigma Chi Fraternity</td>
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<tr>
<td>Dunkin' Donuts</td>
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<tr>
<td>Trout Housing</td>
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</table>
255305, LLC 255508, LLC 456708, LLC

Uncle Chen's Chinese
Phi Sigma Kappa Association of State College
Student Book Store Inc
Delta Delta Property Association of Sigma Nu Fraternity
The Honeybaked Ham Co.
Miska Jewelers
Barry Lee Myers Rentals
Nittany Beverage
S'Hair-Eng Styling Salon

Business address:

500 E. Marilyn Ave H-127 State College PA
601 W. College Ave, State College PA 16801
115-403 S. Allen St.
611 East Prospect
139 Kelly Alley
125 S Pugh St
1602 university dr
323 West Fairmount Avenue
418 E. College Avenue
208 S. Allen St.
132 Old Evergreen Lane Apt 4
111 S. Fraser St. State College
130 s. allen street state college, pa
232 E College Ave State College PA
209 W Calder Way State College PA
104 W. Beaver Ave.
130 W College Ave, State College.
127 S. Fraser St. State College, PA
214 West Hamilton Avenue
200 West Beaver Av Suite 100
115 South Allen Street
414 E. College Ave., State College, Pa. 16801
260 WEST HAMILTON AVE
380 Phoenix Ave
352 E College Ave, State College, PA 16801
138 Moses Thompson Lane; State College, PA
103 Beaver Ave State College, PA
Fraternity property at 500 S Allen Street, State College Mailing address 524 Saint Paul Circle, Bellefonte, PA 16823
231 East Beaver Ave. State College, Pa.
321 East Beaver Ave.
310 S Burrows St
227 South Burrowes St
211 S Allen St
224 E College Ave
146 N Atherton Street
232 S. Allen Street
119 S Fraser St Suite D
128 S. Allen St.
426 Westerly Parkway
130 South Fraser Street, Suite #200 State College, PA 16801
216 E College Ave State College PA 16801
P.O. Box 545 State College, Pa 16804
N/A
301 S Allen Street Ste 109, State College, PA 16801
137 E Beaver Ave State College PA 16801
Corporate: 415 West Third Street, Williamsport, PA Local: 200 East Calder Way, State College
139 S Pugh St, Ste 001, State College, PA 16801
119 east beaver Ave, state college, pa
129 E. Beaver Ave 107 McAllister Alley
204 E Calder Way, Suite 206D
240 S. Pugh Street
257 Homan Avenue State College PA
118 N Sparks St
137 East Beaver Ave.
119 S Pugh St
400 East Prospect Ave. State College, PA
200 west college ave, state college, pa,16801
852 Webster Drive, State College, PA 16801
255 East Beaver Avenue, SC , 456 East Beaver Avenue, SC and 1112 Woodberry Circle, SC
430 E Calder Way
501 South Allen Street, State College, PA 16802
330 E. College Ave
State College Food Bank
Location: 340 N. Burrows Road; Mailing address: 19 Colonnade Way, Suite 117, #239, State College, PA 16803
1724 S. Atherton St.
100 E. College Ave. State College, PA
561 Balmoral Circle, State College, PA 16801
139 N Patterson St
139 Kelly Alley State College, PA

What is the 5-digit zip code of your business?
16801
16801
16801
16801
16801
Business type:
Consultant
Automotive repair and maintenance
Architect
for profit multipartner LLC with S-corp status
Beauty Salon
Tattoo shop
Veterinary
Management and Technical Services
Restaurant
Optical Retail
General Contractor
Stationery/Gift
retail clothing store
Group Fitness classes
Non-profit
Retail Housewares and Gift
Performing Arts Centre
Retail tobacco shop
Hair salon and spa
Oral Surgery
Retail/Sporting Goods
Retail
AUTO REPAIR SERVICE AND TIRE SALES
Retail Boot sales
Retail
Restaurants
S Corp
bar
Volunteer alumni manage fraternity property.
Beauty Salon
Frozen Dessert / Ice Cream
Travel
Dentistry
Public library
Men's & women's apparel
Restaurant
Restaurant
Orchestra/Performing Arts
quick serve restaurant
Retail
Restaurant and Bar
Retail
Recreation/Sport
Health Care
beauty salon
Arts and Innovation Center
Contract Furniture Dealer
Tutoring Business
Ice cream store
art supplies, gifts, picture frames, fine art, American crafts
Photography
Hotel
Pet Care
Equipment Rental Store (Party & Event)
non profit arts/entertainment venue
Restaurant
restaurant/bar
Student Housing
Coffee and breakfast
Residential Rental
Commercial real estate
Food service / restaurant
Fraternity
College Bookstore
Food Bank
| Fraternity housing corporation - rental housing property ownership & management |
| Restaurant |
| Retail Jewelers |
| Rental real estate |
| Beverage wholesale |
| Hair, Skin and Nail Salon |

**Contact name:**
- Peter Marshall
- John Simbeck
- Anna Childe
- Kelly Johnson or Emmalia Lutz
- Vivian Y. Black
- Adam Zimmer or Jordan Haines
- Susan lincoski
- Susan Venegoni
- Sait Satici
- Scott Dutt
- Joseph Hicks
- Joy Rodgers_Mernin
- theresa ritzman
- JR Duffy
- Amy Frank
- Katie Dawes
- Elizabeth Yoder, Board President
- Tony Ghaffari
- Luann Nyiri
- Stephen Engroff
- Terry Losch
- Raymond Agostinelli
- PHIL QUINN
- Deborah Rhoades
- Caroline Gummo
- Jennifer Zangrilli
- Erica Kaufman
- Robert Meinen
- Candace Lyons
- Don Kim
- Jen Krippel
- Chris Devlin
- Cathi Alloway
- Brian Cohen
- Hue (Cindy)
- Peeranee Musichai
Anna Skrupky
Matt Patterson
Bill Ebken
Jessica Wargo
Miranda Sheetz
Eric Wales
N/A
Sor Hwa Kim, Minseok Chang
Jeff Erickson
Larry Basile
Kevin Price
Mike Patel
Douglas Albert
William Ames
Edward Tubbs
Diana Hershberger
Susan Glenn
Jason Browne
Ben Lippincott
Andrew C. Gildersleeve, Alumni House Manager
Max Patel
Pamela Trout
Greg Pierce, Managing Partner
Tienhwa (Michael) Lin
Ben Jarmul, Treasurer
Thad Johnson / John Lindo
Allayn Beck
Robert A. Nelson
Joe Beddall
Stephen Miska
Barry Lee Myers
tom katancik
Vivian Y. Black

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nittanyquill@earthlink.net
theresa@connectionsclthing.com
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Lweaver2@hotmail.com
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devinchris@me.com
calloway@schlowlibrary.org
brian@harperstatecollege.com
phoeleven@gmail.com
Cozythai@gmail.com
anna@pachamberorchestra.org
jmstatecollege@gmail.com
framefactory_sc@yahoo.com
Jwargo@federalphouse.com
mirandasheetz@gmail.com
ericwales@soccershots.org
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jeffreyberickson@gmail.com
larryb@supplysourceinc.com
kprice@tutordotcom.com
mehul9703@gmail.com
elidoug@aol.com
info@amesphotos.com
etubbs@centrehotel.com
hansheneandpet@gmail.com
susy@bestevent.com
jasonoroitary@gmail.com
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Max@jdqsr.com
trouthousing@gmail.com
grp3psu@gmail.com
jhdilth@gmail.com
ben.jarmul@gmail.com
tjohnson@sbspasu.com jlindo@sbspasu.com
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nittanyhambone@windstream.net
Steve@miskajewelers.com
Barry.Lee.Myers@myersmith.com
tom@nittanybeverage.com
shairengstylesalon@hotmail.com

**Phone:**

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908-461-1862
814-237-1134
814-880-8816
(814) 381-4660
814-590-6267
000-000-0000
814-954-5017 (business) 917-969-7576 (Sor Hwa Kim, mobile) 619-417-8934 (Minseok Chang, mobile)
703-625-8031
570-337-2504
814-201-6000
3179798103
814234-9822
8142388454
8149354133
814-238-3037
609-519-8585
412-721-7403
215-208-4768
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412956.6075
814 237 7617
814.234.2310
814-278-8575
814 272-4267
814-237-7941
814-867-3952
814-237-2542
814/235-4695 (salon) or 814/883-8715 (cell)

Please provide a valid email address to submit a response:
See above
John@geminite.com
achiide@wmf-inc.com
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shairengstylesalon@hotmail.com alexvonbik@comcast.net
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jmstatecollege@gmail.com
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Jwargo@federaltaphouse.com
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shairengstylingsalon@hotmail.com
State College COVID-19
Small Business Support Program

Borough of State College Planning Department
Getting Started

• Small Business Low-Interest Loan Program
• Short Survey to address needs
Loan Structure Trends

- Bridge Loans to tie businesses over until they can reopen
- 0-3% Interest Rates
- Up to 5 years
- Payment deferral of up to 6 months
- Loan amounts between $1k and $250k
Who Qualifies?

• Businesses with less than 50 employees
• Types
  • Retail
  • Food Service
  • Arts/Entertainment
  • Hospitality
  • Healthcare
  • Fitness
  • Personal Service
  • Transportation
Permitted Uses

- Working Capital
  - Rent
  - Payroll
  - Utilities
  - Inventory
  - Accounts Payable

- Commercial Loans
- Lease Payments
Funding Sources

- City and State Funding Packages
- Major Local Employers
- Private Donors
- Crowdfunding
  - Boston Main Streets Emergency Response Fund has raised $100k
  - Encourage Lancaster
  - Smaller Scale
Support from Local Bank Branches

- Louisville, Kentucky has several local bank branches implementing supportive programs.
- Truist offers business relief measures including cash flow support for retail and business clients through multiple lending programs.
- PNC Bank offers an array of hardship relief options for which customers may be eligible depending on their products and needs.
- U.S. Bank has temporarily reduced pricing on the Simple Loan, Personal Loan, and the Quick Flow and Cash Flow Manager for small businesses.
- Commonwealth Bank & Trust offers interest-only payments and loan deferment options.
- Park Community Credit Union offers a Hardship Loan, allowing members to borrow up to $5,000 for up to 36 months at 3.0% APR.
Application Process

• Maximize accessibility, ease, and efficiency
• Revenue losses of at least 25%
• Credit score of at least 650
• Annual Tax Information
Lansing, Michigan’s Required Documentation

- 2018 Annual Revenue
- 2019 Annual Revenue
- 2019 Average Weekly Revenue
- Average Weekly Revenue in February 2020
- Average Weekly Revenue since March 16th (beginning of restricted business operations in Michigan based on COVID-19-related executive orders)
- Anticipated Weekly Revenue over the next 2-3 months (assuming continuance of limited business operations per public health crisis/incremental re-opening of the economy)
Considerations Moving Forward

• Priority should be given to businesses that give the Borough a unique sense of place
• Overall loan structure
• Crowdfunding from Penn State Alumni Networks
• Easy and Straightforward Application to help as many businesses as possible
• Funds are often used up fast, so any amount available will get used up