



Larry Hogan | Governor
Boyd Rutherford | Lt. Governor
Kelly M. Schulz | Secretary of Commerce
Benjamin H. Wu | Deputy Secretary of Commerce

August 28, 2019

The Honorable Thomas V. Mike Miller, Jr.
President, Maryland Senate
State House, H-107
Annapolis, Maryland 21401-1991

The Honorable Adrienne A. Jones
Speaker, Maryland House of Delegates
State House, H-101
Annapolis, Maryland 21401-1991

RE: Nonprofit, Interest-Free, Micro Bridge Loan (NIMBL) Account – Annual Report

Dear President Miller and Speaker Jones:

Pursuant to Chapter 629, Acts of 2017, I am pleased to submit the Department of Commerce's Nonprofit, Interest-Free, Micro Bridge Loan (NIMBL) Account Annual Report.

I look forward to your review of this report and will be available to furnish any additional information that is needed. If my staff or I can be of further assistance, or if you have any questions regarding this report, please contact me at 410-767-6301.

Sincerely,

Kelly M. Schulz
Secretary

cc: Sarah Albert, DLS
Enclosure

Nonprofit, Interest-Free, Micro Bridge Loan (NIMBL) Account

ANNUAL REPORT

Pursuant to CH 629, Acts of 2017

Submitted by:

Maryland Department of Commerce

August 31, 2019

History and Program Description

Chapter 629, Acts of 2017, established the Nonprofit, Interest-Free Micro Bridge Loan (NIMBL) Program to be administered by the Maryland Department of Commerce (Commerce).

NIMBL is a loan program under the Maryland Nonprofit Development Center Program. Nonprofit entities request funding support through the Maryland Nonprofit Development Center. The purpose of the program is to foster, support, and assist the economic growth and revitalization of qualifying nonprofit entities in the State by providing bridge loans to nonprofit entities.

Program funds should enable nonprofit entities to fill a funding gap between the award dates of a government grant or contract and the actual receipt date of those awarded funds that allow for the continued financial support of the nonprofit entity's program.

Program Performance for Fiscal Year 2019

Commerce received six applications from nonprofit entities and approved all of them for funding from the NIMBL program to assist with operating costs. Those entities and loan amounts were:

Adventure Theatre, Inc.¹ \$25,000

Adventure Theatre MTC, founded in 1951, educates and inspires new generations of theater artists and audiences with exceptional theatrical experiences. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving a grant funded through the Maryland State Arts Council.

The Nonprofit Village Center \$25,000

The Nonprofit Village Center is Montgomery County's first and only multi-tenant nonprofit center. They provide affordable office space, opportunities for collaboration, capacity building, and variety of office services with the goal of reducing operating and administrative costs to its members. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving a grant funded through Montgomery County.

Taylor Wellness Center, Inc. \$25,000

Taylor Wellness Center, Inc. provides trauma-informed mental health and wellness services for victim-survivors of sexual trauma, relationship violence, and/or stalking. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving funds from the Governor's Office of Crime Control and Prevention.

Mental Health Association of Frederick \$25,000

Mental Health Association of Frederick, established in 1965, works to supports the whole community by preparing resilient children, securing vulnerable families, and standing with people to face crises together. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving several local and State grants.

¹ *Received \$25,000 in fiscal year 2018 as well.

Generations Family Services, Inc. \$25,000

Generations Family Services, Inc. provides community based services free of charge to the citizens of various communities with the purpose of bridging the gap between clients’ quality and well-being of individuals’ lives within their established communities. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving funds from the Governor’s Office of Crime Control & Prevention.

Delmarva Community Services, Inc. \$25,000

Delmarva Community Services is a multi-service organization dedicated to assisting local residents in maintaining their dignity and independence. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving funds from the Maryland Capital Budget for the erection of a new facility.

Commerce’s process from received application to approval of funds took an average 3.2 days, far exceeding Commerce’s goal of 30 calendar days.

Client Name	Board Approval Date	Loan #	Approved Loan Amount	Date Current Commitment Sent	Date Current Commitment Received	# of Days	Disbursed
The Non Profit Village Center	10/1/2018	1951-01-01	\$ 25,000.00	9/25/2018	10/1/2018	0	10/18/2018
Adventure Theatre, Inc.	10/12/2018	1859-02-01	\$ 25,000.00	10/9/2018	10/12/2018	0	11/2/2018
Taylor Wellness Center, Inc.	11/14/2018	1960-01-01	\$ 25,000.00	10/9/2018	11/1/2018	13	12/21/2018
Mental Health Associations of Frederick	1/9/2019	1983-01-01	\$ 25,000.00	1/1/2019	1/8/2019	1	3/5/2019
Generations Family Services, Inc.	1/18/2019	1984-01-01	\$ 25,000.00	1/2/2019	1/17/2019	1	1/31/2019
Delmarva Community Services	5/13/2019	2004-01-01	\$ 25,000.00	4/26/2019	5/9/2019	4	6/18/2019
						19	
Total			\$ 150,000.00		AVG Days	3.2	

Out of the six approvals in Fiscal Year 2019, two were repaid within six months of receiving the NIMBL. Those are:

Adventure Theatre, Inc. Repaid 03/26/2019
 The Nonprofit Village Center Repaid 05/31/2019

Repayments of the remaining NIMBL transactions are due no later than the date of the final grant or contract payments owed to the nonprofit entity.

Since inception of the program, ten loans have been approved and funded for a total of \$239,760. Seven of the loans repaid for a total of \$139,760.

Survey Results

As part of Commerce’s commitment to customer service each NIMBL recipient was asked to complete a survey on the NIMBL process. Commerce will use these survey results to make any necessary improvements to the program. Results from four respondents are as follows:

- Q1: Did you use the Maryland NonProfit Center?
 - 100% responded “Yes”
- Q2: How helpful was the Nonprofit Center?
 - 75% responded “Very Helpful” and 25% “Somewhat Helpful”
- Q3: How easy was the application process?
 - 50% responded “Somewhat Easy” and 50% “Very Easy”
- Q4: How easy was the loan settlement process?
 - 75% responded “Very Easy” and 25% responded “Somewhat Easy”
- Q5: Overall, how satisfied were you with the service you received from the Department of Commerce?
 - 100% responded “Very Satisfied”
- Q6: Would you use this program again?
 - 100% responded “Yes”
- Q7: Would you recommend this program to other nonprofit organizations?
 - 100% responded “Yes”
- Q8: Are there any other issues related to your experience that you would like to tell the Department of Commerce? Please use the space below to explain.

“Only wish we could have had a larger loan. As a newly established non-profit, not having a ‘storehouse’ of funds available makes it difficult. However, we did management the funds available to us well.”

“Had a group reach out to me asking about the program and they couldn’t find it on their own. I had to refer them.”

“We appreciated how the Department staff guided us through the process and worked with us on a flexible repayment plan when our local funding was further delayed.”

“Darla made the experience easy-I only wish you had more funds as this program is transformative for small nonprofits for whom cash flow is everything.”

Projected Program Performance for Fiscal Year 2020

The Fund was appropriated \$187,500 in FY 2020. Commerce expects to appropriate the entire amount. Currently there are two approvals in Fiscal Year 2020 and two more in the pipeline. Commerce has been working with its partners at the Maryland Nonprofit Center to communicate the funding availability and flexibility of the NIMBL program to stakeholders. Commerce has updated its website to include information about NIMBL and created an online Portal for the application submission process. Additionally, Commerce has created some marketing materials for its business development representatives and other partners to distribute during events. Commerce will continue its outreach efforts in order to raise awareness about the NIMBL program.