



Larry Hogan | Governor  
Boyd Rutherford | Lt. Governor  
Kelly M. Schulz | Secretary of Commerce

September 28, 2020

The Honorable Bill Ferguson  
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

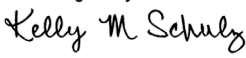
**RE: Nonprofit, Interest-Free, Micro Bridge Loan (NIMBL) Account – Annual Report**

Dear President Ferguson 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,

DocuSigned by:  
  
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Kelly M. Schulz  
Secretary

cc: Sarah Albert, DLS  
Enclosure



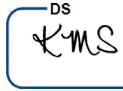
**Maryland**  
DEPARTMENT OF COMMERCE

Larry Hogan | Governor  
Boyd Rutherford | Lt. Governor  
Kelly M. Schulz | Secretary of Commerce

**MEMORANDUM**

**TO:** The Honorable Larry Hogan  
Governor

**FROM:** Kelly M. Schulz  
Secretary



**THRU:** Allison Mayer  
Deputy Chief of Staff, Governor's Office

**DATE:** September 28, 2020

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

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Attachment

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

**ANNUAL REPORT**

Pursuant to CH 629, Acts of 2017

Submitted by:

Maryland Department of Commerce

September 2020

## **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 2020**

Commerce received five 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:

<b>Maryland Business Roundtable Ready At Five (Ready At Five)</b>	<b>\$25,000</b>
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Ready At Five is a resource for early childhood education in Maryland, providing research and data driven solutions for educators, parents and communities. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving a grant funded through the Maryland State Department of Education.

<b>Together We Own It (TWOI)</b>	<b>\$25,000</b>
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Together We Own It serves the needs of children across Maryland; primarily in Carroll and Wicomico County. TWOI fosters connection between youth and their community by connecting people and resources, mentoring, providing educational enrichment, and recreational empowerment. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving a grant funded through the Governor’s Office of Crime Control and Prevention.

<b>Historic Sotterley, Inc.</b>	<b>\$25,000</b>
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Historic Sotterley, Inc. a designated National Historic Landmark is dedicated to reserve, research, and interpret Sotterley Plantation’s diverse cultures and environments, and to serve as a public educational resource. The NIMBL assistance supported ongoing operating costs in anticipation of receiving a grant from the Maryland Historical Trust African American Heritage Preservation Program.

<b>Arts on the Block</b>	<b>\$25,000</b>
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Arts on the Block is an arts organization and is the only hands-on studio art apprenticeship program in the region offering youth and young adults the opportunity to learn about art, design, and business by engaging in real-world public art commissions. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving a reimbursable Maryland State bond.

**Adventist Community Services of Greater Washington Inc.**

**\$25,000**

Adventist Community Services of Greater Washington serves to help the disadvantaged and disenfranchised in the community by empowering individuals through compassionate emergency care, life education and community development to attain self-sufficiency and independence. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving funds from several County recreation grants.

Commerce’s process from received application to approval of funds took an average 1.5 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
Adventist Community Services of Greater Washington, Inc.	7/2/2019	2018-01-01	\$ 25,000.00	4/25/2019	6/28/2019	4	8/13/2019
Together We Own It	7/15/2019	2024-01-01	\$ 25,000.00	7/11/2019	7/12/2019	3	8/28/2019
Historic Sotterley, Inc.	11/22/2019	1922-02-01	\$ 25,000.00	9/24/2019	11/22/2019	0	1/28/2019
Arts on the Block	3/19/2020	2053-01-01	\$ 25,000.00	3/17/2020	3/17/2020	2	4/2/2020
Maryland Business Roundtable Readity At Five	4/20/2020	1096-01-01	\$ 25,000.00	04/02/200	4/20/2020	0	9/9/2020
						9	
<b>Total</b>			<b>\$ 125,000.00</b>		<b>AVG Days</b>	<b>1.5</b>	

If fiscal year 2020, three loans were repaid for \$75,000. Those are:

Mental Health Associates	Repaid 09/30/2019
Generations Family	Repaid 07/31/2019
Adventist Community Services of Greater Washington	Repaid 06/26/2020

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, fifteen (15) loans have been approved and funded for a total of \$339,760. Ten of the loans repaid for a total of \$215,260.

**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?
  - 50% responded “Yes”
- Q2: How helpful was the Nonprofit Center?
  - 100% responded “Very Helpful”
- Q3: How easy was the application process?
  - 33% responded “Somewhat Easy” and 33% “Very Easy”

- Q4: How easy was the loan settlement process?
  - 100% responded “Very Easy”
- Q5: Overall, how satisfied were you with the service you received from the Department of Commerce?
  - 66.6% responded “Very Satisfied”; 33.33% “Somewhat 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.

*“I was made aware of the program through a colleague and I'm so glad for that. I would guess that many of my peer professionals are not aware. I would be happy to share our story if that would help. It was exactly what we needed at precisely the right moment. Thank you!”*

### **Projected Program Performance for Fiscal Year 2021**

The Fund was appropriated \$187,500 in FY 2021. Commerce expects to appropriate the entire amount. Currently there is one approval in Fiscal Year 2021 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 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.