



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

August 31, 2021

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,

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, 2021

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 2021

Commerce received two 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:

Maryland Reentry Resource Center

\$25,000

Maryland Reentry Resource Center works to reduce Maryland’s recidivism rate by empowering inmates and formerly incarcerated individuals to create a reentry transition plan that will prepare them for their release and help them to establish goals once they are released. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving a grant funded through the Anne Arundel Community.

Learning Is For Tomorrow Inc. (LIFT)

\$25,000

LIFT serves the southeast Baltimore residents with educational support services for adults who struggle with daily skills, such as job applications, reading, understanding rental agreements, etc. LIFT works to help adults overcome these barriers with basic education (ABE), GED preparations, and computer lab instruction. The NIMBL assistance provided support for ongoing operating costs in anticipation of receiving a grant funded through the Baltimore City’s Department of Housing Community Block Grant.

Commerce’s process from received application to approval of funds took an average 6 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
Maryland Reentry Resource Center	8/5/2020	8427-01-01	\$ 25,000.00	7/28/2020	7/31/2020	5	9/3/2020
Learning Is For Tomorrow	4/23/2021	17187-01-01	\$ 25,000.00	4/15/2021	4/16/2021	7	5/18/2021
						12	
Total			\$ 50,000.00		AVG Days	6.0	

If fiscal year 2021, three loans were paid in full, and one was one was partially paid for \$104,200. Those are:

Ready at Five
Historic Sotterley
Delmarva Community Services, Inc.
Artspreneurs, Inc.
Maryland Resource Reentry Center

Repaid 06/09/2021
Repaid 03/15/2021
Repaid 01/31/2021
Repaid 07/06/2020
Partial 06/28/2021

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, seventeen (17) loans have been approved and funded for a total of \$414,760. Fifteen of the loans repaid for a total of \$319,460.

Survey Results

As part of Commerce's commitment to customer service each NIMBL recipient was asked to complete a survey on the NIMBL process. There were two recipients of NIMBL funding and both responded to the survey. Commerce will use these survey results to make any necessary improvements to the program. Results from our two respondents are as follows:

- How easy was the application process?
 - 100% responded "Somewhat Easy" and "Very Easy"
- How easy was the loan settlement process?
 - 100% responded "Somewhat Easy" and "Very Easy"
- Overall, how satisfied were you with the service you received from the Department of Commerce?
 - 50% responded "Very Satisfied"; 50% "Very Unsatisfied"
 - The unsatisfied response was due to a delay in receiving funds during the pandemic.
- Would you use this program again?
 - 100% responded "Yes"
- Would you recommend this program to other nonprofit organizations?
 - 100% responded "Yes"

Both recipients indicated they had received a State Business Relief Grant or Cares Act funds.

Projected Program Performance for Fiscal Year 2022 Update

The Fund was appropriated \$187,500 in FY 2022. Over the past year, demand has been low primarily due to the pandemic. Many nonprofits sought grant funding through other State and Federal programs during this time, and put off programming activities. As the economy begins to open up, Commerce expects to appropriate the entire amount. Currently there are two applications pending completion. 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 [https://commerce.maryland.gov/fund/maryland-nonprofit-development-center-program-fund-nonprofit-interest-free-micro-bridge-loan-account-\(nimbl\)](https://commerce.maryland.gov/fund/maryland-nonprofit-development-center-program-fund-nonprofit-interest-free-micro-bridge-loan-account-(nimbl)) 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.