

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

**ANNUAL REPORT**

Pursuant to CH 629, Acts of 2017

Submitted by:

Maryland Department of Commerce

July 24, 2023

## **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). Beginning in fiscal year 2021, from the amount paid to the Small, Minority, and Women-Owned Businesses Account (SMWOBA), the legislation required up to 5%, not to exceed \$1,000,000, to be transferred to the NIMBL account. However, during the 2023 legislative session, Senate Bill 53 was enacted repealing the up to 5% requirement from the SMWOBA account for the NIMBL program and instead requires the Governor to include an appropriation of \$1,000,000 to the Fund for the NIMBL account in fiscal year 2024. If the \$1,000,000 appropriation is not included in the Annual Budget for fiscal year 2024, then the Governor shall include it in the Annual Budget for fiscal year 2025. There were two budget amendments processed in fiscal year 2023 totaling \$590,000 to increase the appropriation and the cash in NIMBL. The current appropriation for fiscal year 2024 is \$300,000.

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 2023**

Commerce received seventeen (17) applications from nonprofit entities and approved all of them for funding totaling \$410,000 from the NIMBL program to assist with operating costs.

Commerce's process from received application to approval of funds were for most transactions, approved and processed within 30 calendar days. However, applications that took longer to process were related to the applicant completing the application timely, or the Department was waiting for funding to become available. Disbursements were processed in under 30 days.

Client Name	Loan #	Date Current Commitment Sent	Board Approval Date	Date Current Commitment Received	Approved Loan Amount	# of Days	Disbursed Date
Phoenix International Inc.	17834-02-01	7/27/2022	8/4/2022	8/11/2022	\$ 25,000.00	8	8/19/2022
No Struggle No Success, Inc.	17875-01-01	4/1/2022	9/8/2022	9/13/2022	\$ 25,000.00	160	9/16/2022
World Arts Focus, Inc.,	2969-02-01	11/7/2022	11/9/2022	11/14/2022	\$ 25,000.00	2	11/30/2022
Druid Heights Community Dev.	17829-02-01	11/18/2022	12/1/2022	12/6/2022	\$ 25,000.00	13	12/16/2022
Imagine Me Ministries, Inc.	17890-01-01	10/13/2022	12/7/2022	12/8/2022	\$ 25,000.00	55	12/29/2022
Stella's Girls, Inc.	17819-02-01	1/13/2023	1/31/2023	2/3/2023	\$ 25,000.00	18	2/13/2023
Cross Community, Inc.	17902-01-01	2/2/2023	2/3/2023	2/3/2023	\$ 25,000.00	1	2/13/2023
Talisman Therapeutic Riding, Inc.	8043-02-01	2/6/2023	2/9/2023	2/13/2023	\$ 25,000.00	3	2/23/2023
The Pro Bono Counseling Project	17904-01-01	1/31/2023	2/10/2023	2/10/2023	\$ 25,000.00	10	2/23/2023
Community Farm Share, LLC	17908-01-01	2/2/2023	2/28/2023	2/28/2023	\$ 25,000.00	26	3/7/2023
Alice Ferguson Foundation	8190-02-01	3/7/2023	3/8/2023	3/9/2023	\$ 25,000.00	1	3/30/2023
Lighthouse, Inc.	4321-02-01	3/8/2023	3/9/2023	3/10/2023	\$ 25,000.00	1	3/17/2023
North East Housing Initiative, Inc.	2794-02-01	5/11/2023	5/15/2023	5/18/2023	\$ 25,000.00	4	6/20/2023
Luna Family Support Services, Inc.	17978-01-01	5/12/2023	6/7/2023	6/8/2023	\$ 25,000.00	26	6/19/2023
EduCare Support Services, Inc.	17982-01-01	5/11/2023	6/20/2023	6/21/2023	\$ 10,000.00	40	6/28/2023
It Takes a Village to Help Our	17984-01-01	5/16/2023	6/22/2023	6/23/2023	\$ 25,000.00	37	7/6/2023
Phase 3 Training Coprtation	17986-01-01	5/15/2023	6/28/2023	6/28/2023	\$ 25,000.00	44	7/11/2023

In fiscal year 2023, six loans were paid in full for \$150,000. Those are:

***Non-Profit Interest Free Micro Bridge Loan***

Center of Help, Inc.	82490201	\$25,000.00	12/12/2022	\$25,000.00	Paid Off Normally
Druid Heights Community Development	178290101	\$25,000.00	11/17/2022	\$25,000.00	Paid Off Normally
Phoenix International Incorporated	178340201	\$25,000.00	2/21/2023	\$25,000.00	Paid Off Normally
Phoenix International Incorporated	178340101	\$25,000.00	7/14/2022	\$25,000.00	Paid Off Normally
Stella's Girls, Inc.	178190101	\$25,000.00	11/17/2022	\$25,000.00	Paid Off Normally
World Arts Focus	29690201	\$25,000.00	1/27/2023	\$25,000.00	Paid Off Normally

**Program Sub Total**

**\$150,000.00**

**\$150,000.00**

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, forty-five (45) loans have been approved and funded for a total of \$1,099,760. Twenty-six of the loans have been repaid for a total of \$594,460.

## **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 17 recipients of NIMBL funding and six 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:

- Did you use the Maryland Nonprofit Center?
  - Three of the six respondents responded yes and responded the Center was "Very Helpful"
- How easy was the application process?
  - 100% responded "Somewhat Easy" and "Very Easy"
- How easy was the loan settlement process?
  - 100% responded "Very Easy"
- Overall, how satisfied were you with the service you received from the Department of Commerce?
  - 100% responded "Very Satisfied"
  - 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"

## **Projected Program Performance for Fiscal Year 2024 Update**

During fiscal year 2023 a supplemental budget was passed transferring \$140,000 and \$450,000 funds into NIMBL. The appropriation was also increased. However, the Fund was appropriated \$300,000 in FY 2024 but a budget amendment is expected to increase the appropriation. Commerce has approved two deals totaling \$50,000 thus far in fiscal year 2024 and has 12 potential applicants.

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 through the Maryland Nonprofit Center to raise awareness about the NIMBL program.

# Settled Report

**7/1/2022 Through 6/30/2023**

<i>Settled Date</i>	<i>Client Name</i>	<i>Loan #</i>	<i>Loan Amount</i>	<i>Guarantor Percentage</i>	<i>Loan Guarantee</i>	<i>County</i>	<i>Total Project Costs</i>	<i>Trainees Pro / Actual</i>	<i>New Retained Jobs</i>	<i>Reason for Termination</i>
<i>Non-Profit InterestFreeMicro Bridge Loan</i>										
8/11/2022	Phoenix International Incorpor	178340201	\$25,000.00	0.0%	\$0.00	Charles	\$25,000.00	N/A	0 0	Paid Off Normally
9/13/2022	No Struggle No Success, Inc.	178750101	\$25,000.00	0.0%	\$0.00	Baltimore City	\$25,000.00	N/A	0 0	
11/14/2022	World Arts Focus, Inc.	29690201	\$25,000.00	0.0%	\$0.00	Prince	\$25,000.00	N/A	0 0	Paid Off Normally
12/6/2022	Druid Heights Community Develo	178290201	\$25,000.00	0.0%	\$0.00	Baltimore City	\$25,000.00	N/A	0 0	
12/8/2022	Imagine Me Ministries Inc	178910101	\$25,000.00	0.0%	\$0.00	Baltimore City	\$25,000.00	N/A	0 0	
2/3/2023	Cross Community, Inc.	179020101	\$25,000.00	0.0%	\$0.00	Montgomery	\$25,000.00	N/A	0 0	
2/3/2023	Stella's Girls, Inc.	178190201	\$25,000.00	0.0%	\$0.00	Charles	\$25,000.00	N/A	0 0	
2/10/2023	The Pro Bono Counseling Project	179040101	\$25,000.00	0.0%	\$0.00	Baltimore City	\$25,000.00	N/A	0 0	
2/13/2023	Talisman Therapeutic Riding, I	80430201	\$25,000.00	0.0%	\$0.00	Queen Anne's	\$25,000.00	N/A	0 0	
2/28/2023	Community FarmShare LLC	179080101	\$25,000.00	0.0%	\$0.00	Montgomery	\$25,000.00	N/A	0 0	
3/9/2023	Alice Ferguson Foundation	81900201	\$25,000.00	0.0%	\$0.00	Prince	\$25,000.00	N/A	0 0	
3/10/2023	Lighthouse, Inc.	43210201	\$25,000.00	0.0%	\$0.00	Baltimore	\$25,000.00	N/A	0 0	
5/18/2023	North East Housing Initiative, Inc.	27940201	\$25,000.00	0.0%	\$0.00	Baltimore City	\$25,000.00	N/A	0 0	
6/8/2023	Luna Family Support Services, Inc.	179780101	\$25,000.00	0.0%	\$0.00	Montgomery	\$25,000.00	N/A	0 0	
6/21/2023	EduCare Support Services Inc.	179820101	\$10,000.00	0.0%	\$0.00	Montgomery	\$10,000.00	N/A	0 0	
6/23/2023	It Takes a Village to Help Our	179840101	\$25,000.00	0.0%	\$0.00	Somerset	\$25,000.00	N/A	0 0	
6/28/2023	Phase 3 Training Corporation	179860101	\$25,000.00	0.0%	\$0.00	Baltimore	\$25,000.00	N/A	0 0	
<b>Totals:</b>		<b>17 Loans</b>	<b>\$410,000.00</b>		<b>\$0.00</b>		<b>\$410,000.00</b>	<b>0</b>	<b>0</b>	<b>0 0</b>
<b>Grand Totals:</b>		<b>17 Loans</b>	<b>\$410,000.00</b>		<b>\$0.00</b>		<b>\$410,000.00</b>	<b>0</b>	<b>0</b>	<b>0 0</b>

Monday, July 10, 2023

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