



FALL QUARTERLY MEETING

October 19, 2023

Statewide Association of Community and Economic Development Organizations

AGENDA

- Welcome
- HUD Section 3 and IDIS Reporting Accomplishments
- Break
- JobsOhio Inclusion Grant – Global Medical Foam
- Break
- Microenterprise and Beyond. . .CDBG and Small Business Development
- Lunch

AGENDA

- OCCD Business Meeting
- Legislative Update
- Break
- Paths to Small Business Success
- Break
- Lead Safe Ohio Program Update

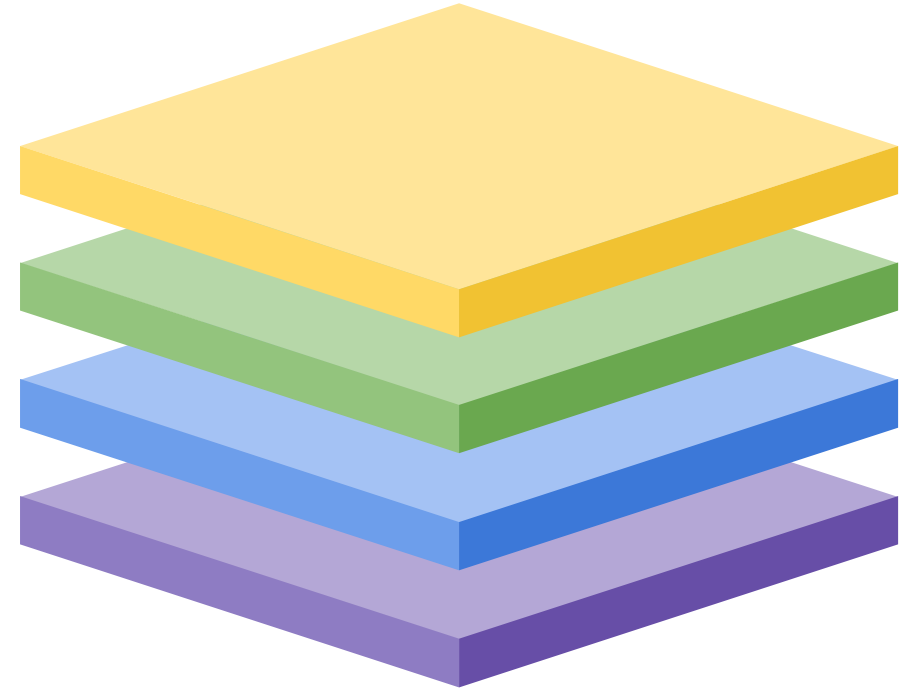
Increasing Economic Opportunity through **HUD's Section 3**





TOPICS COVERED

- Intent & Regulations
- Definitions
- Requirements
- Reporting
- Resources



1

Section 3 Intent & Regulations

Intent and Regulatory Basis for Section 3



To ensure that the **employment and other economic opportunities** generated by Federal financial assistance for housing and community development programs **shall, to the greatest extent feasible, be directed toward low- and very low-income persons**, particularly those who are recipients of government assistance for housing.

Section 3 of the Housing and Urban Development Act of 1968 (12 U.S.C. § 1701u(b))



Recipients of HUD Funding



Residents

Economic Opportunity

§1701u. Economic opportunities for low- and very low-income persons

(a) Findings
 The Congress finds that—
 (1) Federal housing and community development programs provide State and local governments and other recipients of Federal financial assistance with substantial funds for projects and activities that produce significant employment and other economic opportunities;
 (2) low- and very low-income persons, especially recipients of government assistance for housing, often have restricted access to employment and other economic opportunities;
 (3) the employment and other economic opportunities generated by projects and activities that receive Federal housing and community development assistance offer an effective means of empowering low- and very low-income persons, particularly persons who are recipients of government assistance for housing; and
 (4) prior Federal efforts to direct employment and other economic opportunities generated by Federal housing and community development programs to low- and very low-income persons have not been fully effective and should be intensified.

(b) Policy
 It is the policy of the Congress and the purpose of this section to ensure that the employment and other economic opportunities generated by Federal financial assistance for housing and community development programs shall, to the greatest extent feasible, be directed toward low- and very low-income persons, particularly those who are recipients of government assistance for housing.

(c) Employment
 (1) Public and Indian housing program
 (A) In general
 The Secretary shall require that public and Indian housing agencies, and their contractors and subcontractors, make their best efforts, consistent with existing Federal, State, and local laws and regulations, to give to low- and very low-income persons the training and employment opportunities generated by development assistance provided pursuant to section 1437c of title 42, operating assistance provided pursuant to section 1437g of title 42, and modernization grants provided pursuant to section 1437l of title 42.
 (B) Priority
 The efforts required under subparagraph (A) shall be directed in the following order of priority:
 (i) To residents of the housing developments for which the assistance is expended.
 (ii) To residents of other developments managed by the public or Indian housing agency that is expending the assistance.
 (iii) To participants in YouthBuild programs receiving assistance under section 3226 of title 29.
 (iv) To other low- and very low-income persons residing within the metropolitan area (or nonmetropolitan county) in which the assistance is expended.

(2) Other programs
 (A) In general
 In other programs that provide housing and community development assistance, the Secretary shall ensure that, to the greatest extent feasible, and consistent with existing Federal, State, and local laws and regulations, opportunities for training and employment arising in connection with a housing rehabilitation (including reduction and abatement of lead-based paint hazards), housing construction, or other public construction project are given to low- and very low-income persons residing within the metropolitan area (or nonmetropolitan county) in which the project is located.
 (B) Priority
 Where feasible, priority should be given to low- and very low-income persons residing within the service area of the project or the neighborhood in which the project is located and to participants in YouthBuild programs receiving assistance under section 3226 of title 29.

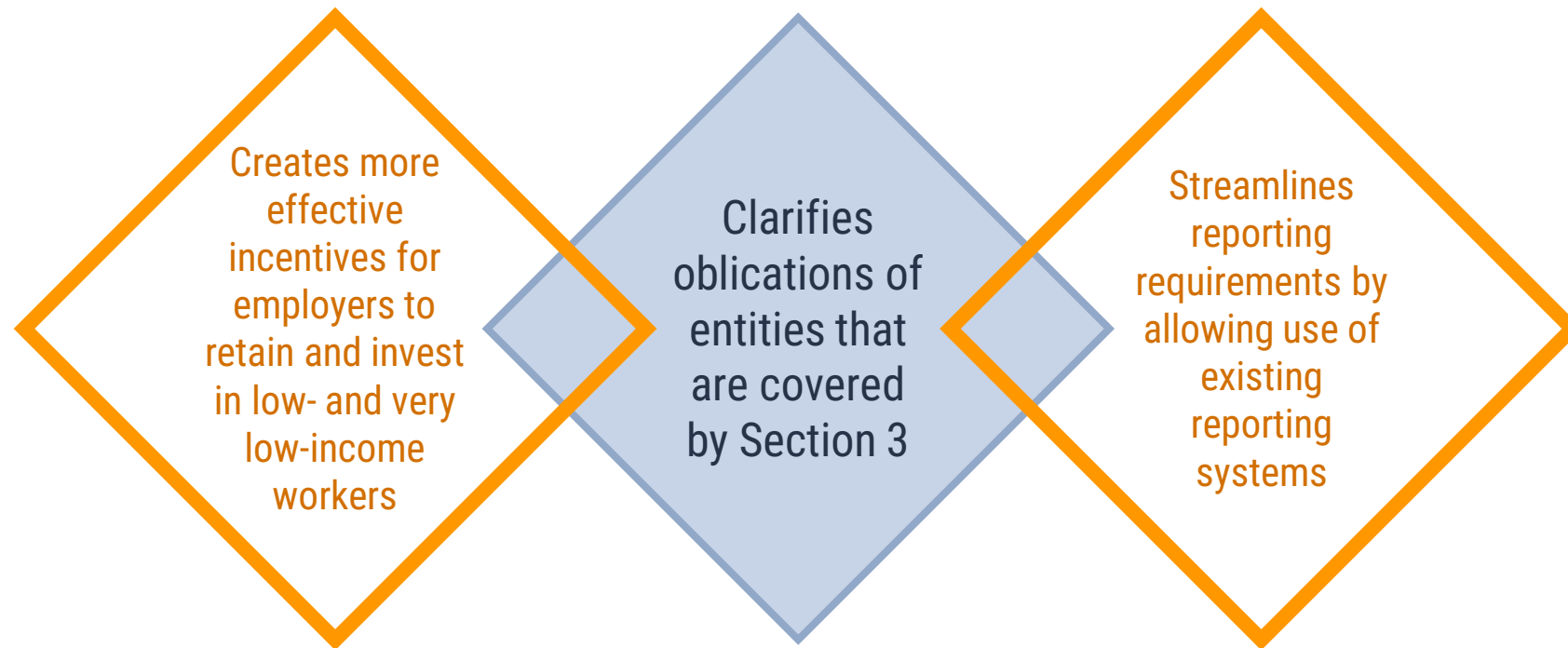
(d) Contracting
 The term "a business concern that provides economic opportunities" means a business concern that—
 (A) provides economic opportunities for a class of persons that has a majority controlling interest in the business;
 (B) employs a substantial number of such persons; or
 (C) meets such other criteria as the Secretary may establish.

(f) Coordination with other Federal agencies
 The Secretary shall consult with the Secretary of Labor, the Secretary of Health and Human Services, the Secretary of Commerce, the Administrator of the Small Business Administration, and such other Federal agencies as the Secretary determines are necessary to carry out this section.

(g) Regulations
 Not later than 180 days after October 28, 1992, the Secretary shall promulgate regulations to implement this section.

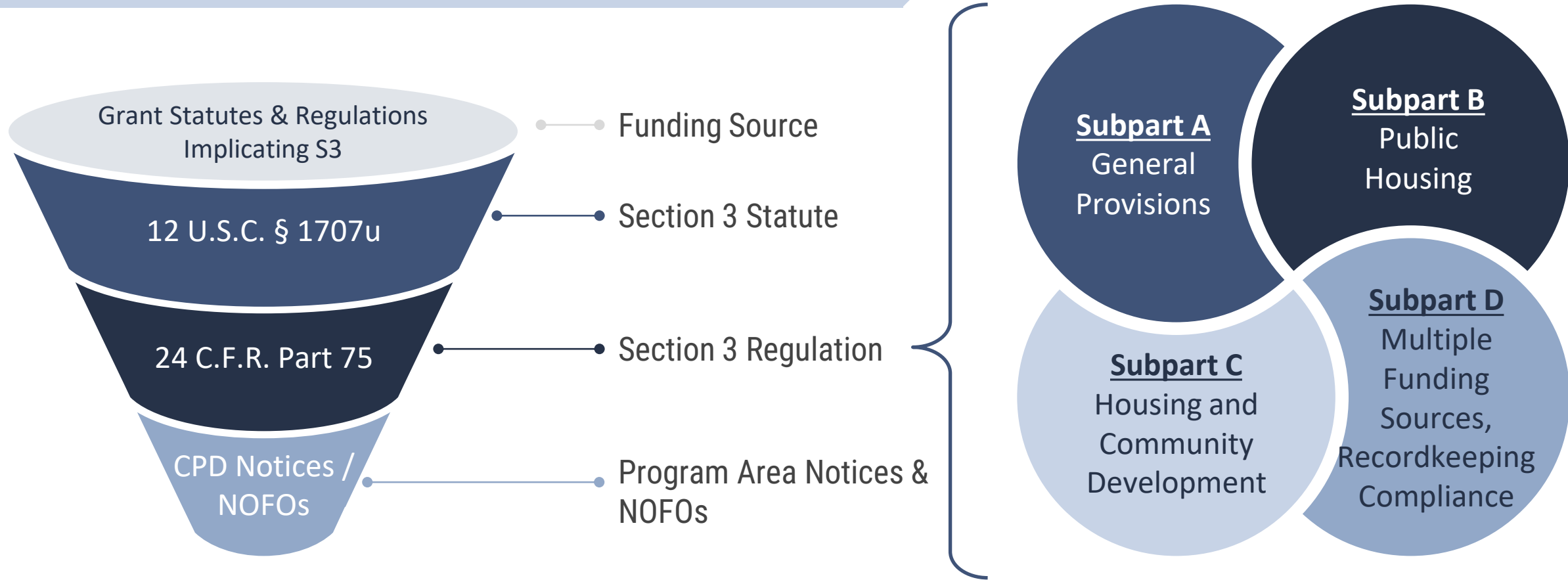


Statute Promulgated by 24 C.F.R. Part 75



Section 3 is a requirement of certain HUD funding, not a separate program!

Section 3 Rules & Requirements



Who in HUD is responsible for Section 3?

■ FPM Delegations

- ▶ Manage reporting system
- ▶ Administer T/A Funds
- ▶ Coordinate/Offer best practices to external stakeholders

■ Program Area Delegations

- ▶ Compliance/Enforcement
- ▶ Section 3 Administration within Grant Programs

Secretarial Delegation promulgated in *Delegation of Authority for the Office of FPM* 85 Fed. Reg. 62753:


- **FPM** assigned the responsibility and authority to ...“manage the [SPEARS], or any successor system, and other related systems of record, to administer Section 3 T/A funds, and to coordinate and offer best practices to external stakeholders.”
- **Program areas** are responsible “...to administer Section 3 compliance and enforcement as part of their grant administration process.”

2

Section 3 Definitions

Section 3 Key Term Definitions

Section 3 Worker & Business Concern Definition

 A **Section 3 worker** is, or when hired in the past 5 years* was:

 A low- or very low-income individual; or

 A Youthbuild participant; or

 Employed by a Section 3 business concern



A **Section 3 business concern** is, documented within the last six-month period:



51% or more owned/controlled by low- or very low-income persons; or



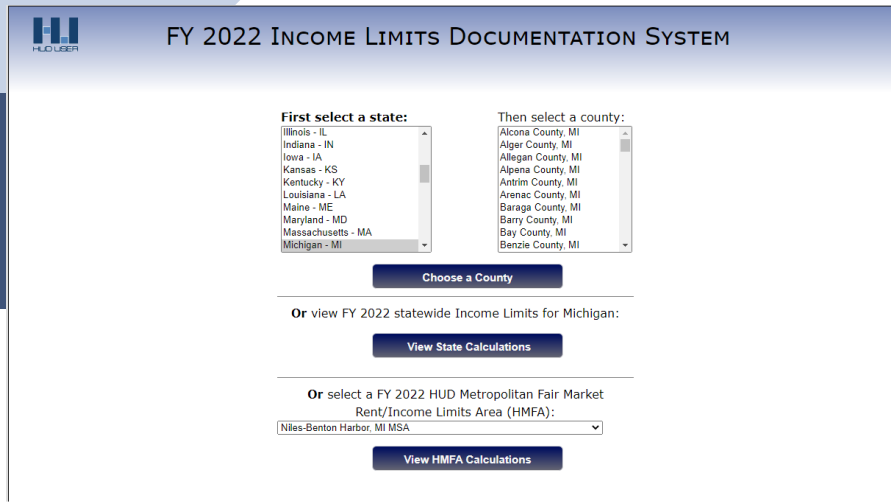
> 75% labor hours performed over prior three-month period are performed by low- or very low-income workers; or



≥ 51% owned/controlled by current residents of public housing or Section 8-assisted housing

* Only able to look back to November 30, 2020 – the effective date of 24 Part 75

Individual Income Limits



Individual Income Area	Low-Income Limit
Akron	\$48,650
Brown County	\$43,900
Canton/Massillon	\$45,600
Cincinnati	\$56,650

Individual Income Area	Low-Income Limit
Cleveland	\$50,650
Columbus	\$55,550
Dayton/Kettering	\$49,850
Hocking County	\$44,000
Ottawa County	\$50,350

Sample Michigan Income Limits
 Source: <http://www.huduser.org/portal/datasets/il.html> (May 2023)

Targeted Section 3 Workers



A **targeted Section 3 worker** is a Section 3 worker who is:

- Employed by Section 3 business concern; or
- Who currently fits or when hired fit one of the following definitions, as documented in the previous five years:



Public Housing Recipients

- ✓ Resident of public housing or Section 8 assisted housing; or
- ✓ A resident of another project managed by the PHA; or
- ✓ A YouthBuild participant



- Employed by Section 3 business concern; or
- Who currently fits or when hired fit one of the following definitions, as documented in the previous five years:

Housing & Community Development Recipients

- ✓ Living within the service area or the neighborhood of the project; or
- ✓ A YouthBuild participant

3

Section 3 Requirements

Applicability and Requirements of
Section 3



Section 3 Applicability

Determined by source of HUD funding

\$4.18 Billion

Public Housing:

Grant based – applies to all activities funded with the following funds regardless of amount funded:

- Operating Funds
- Capital Funds
- Development/ Modernization Funds
- RAD – Partially (See Notice)
- Check NOFOs!

NOTE: Does not apply to HCV only program funding or RAD post-conversion



\$2.06 Billion

Housing & Community Development:

Project based – applies to only those activities that meet the funding threshold (Section 3 Projects):

- CPD Formula Grants
- CPD Competitive Grants
- Lead Grants
- CARES/ARP Funding

NOTE: Special provision for multiple funding sourced projects

(HCD) Section 3 Applies to Section 3 Projects

Section 3 Project Defined:

- Housing rehabilitation, housing construction, and other public construction project;
- Assisted under HUD programs that provide Housing and Community Development financial assistance;
- When the total amount of HCD assistance to the project exceeds a threshold of \$200,000.
 - ❖ The threshold is \$100,000 where the assistance is from the Lead Hazard Control and Healthy Homes program

A project for this purpose is the site or sites together with any building(s) and improvements on the site(s) that are *under common ownership, management, and financing*.

HOME
CDBG
ESG
HTF
NSP
HOPWA
CoC
EDI
Lead
RAD
§ 202/817
VHRMP

Applies to Section 3 projects for which assistance or funding is committed on or after July 1, 2021 – See CPD Notices for more information



Section 3 Requirements

* Intent is to maximize impact of funding in L/VLI areas where funding is spent

PHAs & their contractors and subcontractors

Consistent with existing Federal, state, and local laws & regulations must make their best efforts to provide to Section 3 Workers

Make Best Efforts to Provide

Employment & Training to:

PH 24 C.F.R. § 75.9

Contracting with S3 businesses providing economic opportunity to:

- Targeted Section 3 Workers living in PHA Project
- Targeted Section 3 Worker subsidized by funding PHA
- Youthbuild Participants
- L/VLI Persons residing within Metro/County where assistance provided

Recipients of HCD Funding

Consistent with existing Federal, state, and local laws & regulations shall provide to Section 3 Workers in Metro/County where project is located

To the Greatest Extent Feasible

Employment & Training to:

24 C.F.R. § 75.19

Contracting with S3 businesses providing economic opportunity to:

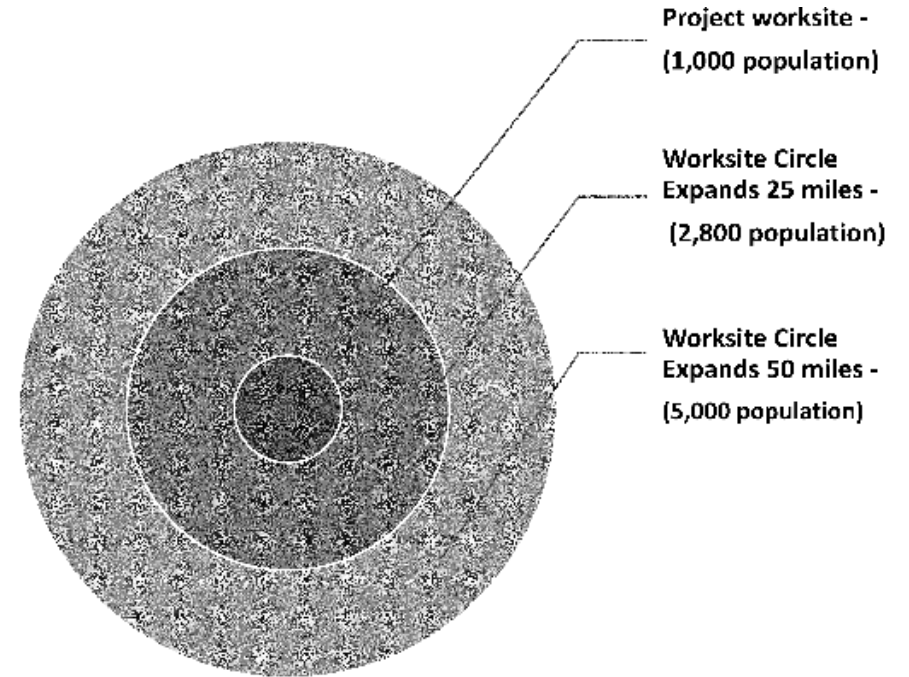
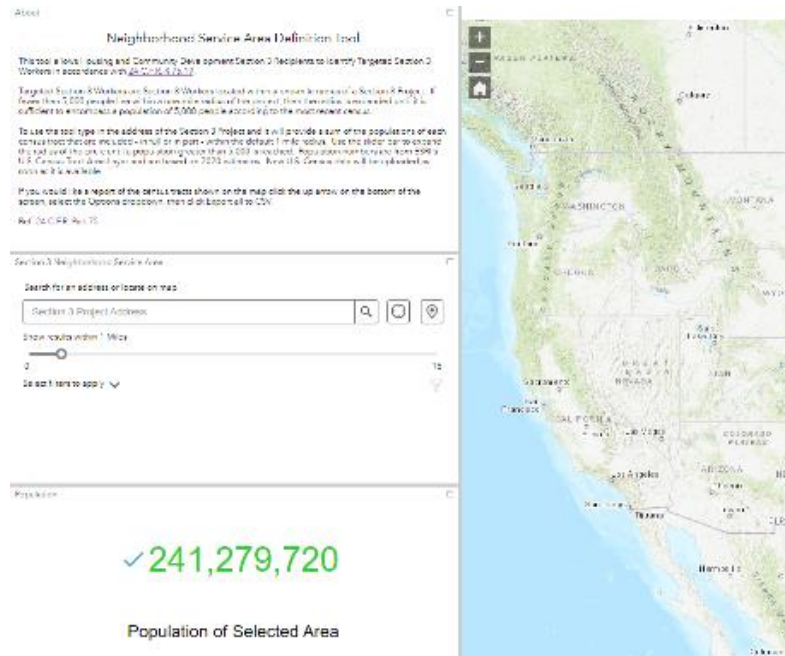
- Section 3 Workers residing within neighborhood of the Section 3 Project – **See Neighborhood Tool**
- Youthbuild Participants / Programs

Material Only contracts are exempted from Section 3 Requirements



Neighborhood Service Area Definition

- An area within one mile of the Section 3 project
- If fewer than 5,000 people live within a one-mile radius of the Section 3 project, then the circle is expanded until it is sufficient to encompass 5,000 people
- Utilize [HCD Neighborhood Service Area Tool](#) on Region 5's Section 3 Resource Hub



Above: Graphic depiction showing how the one-mile radius can be expanded where there are fewer than 5,000 people until the 5,000-person population is found.



Multiple Funding Sources

Housing rehabilitation, construction, or other public construction is funded by Public Housing and Housing and Community Development funds:

- Public Housing must follow their normal requirements (Subpart B)
- Housing and Community Development recipient may follow *either* their normal requirements (Subpart C) **OR** public housing requirements (Subpart B)
 - *May use either* definition of a Targeted Section 3 worker (§ 75.11 or § 75.21)

Recipients of both sources of funding shall report on the project as a whole and shall identify the multiple associated funding sources while reporting on the labor hour numbers:

Total labor
hours worked

Worked by
Section 3
workers

Worked by
Targeted Section
3 workers

Highlight Section 3 Opportunities in your newsletters



Hold informational meetings on Section 3 with your community and residents (may request field or regional support from HUD)



Include Section 3 information in your contractor briefings, indicating the advantages of hiring a Section 3 worker and becoming a Section 3 business

Maintain a list of businesses that self-certify as Section 3 for affirmative outreach when contracting opportunities become available

Develop local/regional Section 3 Plan and Shared Business List and put it online

Section 3 Worker Certification

Would you like to apply for Section 3 preference in hiring? Click below for the Section 3 Worker Certification form.

[Section 3 Worker Certification \(PDF, 2MB\)](#)

Section 3 Business Certification

Are you a business seeking Section 3 preference? Fill out our form below.

[Apply for Section 3 Preference \(PDF, 278KB\)](#)

Section 3 Plan

You also need to fill out a "Section 3 Plan" form. It certifies you are committed to complying with the Section 3 act, Section 3 regulations, and the City of Grand Rapids Section 3 Guidelines.

[Section 3 Plan- Owner/Developer and Contractors \(PDF, 270KB\)](#)

[Section 3 Plan- Subcontractors \(PDF, 270KB\)](#)

Section 3 Business List

For a list of the Section 3 businesses that have submitted certification to the City of Grand Rapids, click below.

[Section 3 Business List](#)



Family Self-Sufficiency (FSS) PROGRAM

Integrate Section 3 into Employment programs such as FSS and Jobs Plus



Working with Federal Partners and promoting federal/state incentives for hiring low-income individuals



4

Section 3 Verification and Reporting

Required Documentation and Reporting



Reporting

REGULATION

24 C.F.R. Part 75 outlines regulatory reporting requirements

R

PROGRAM NOTICES

Program area notices detail specifics required by recipients of program funding

N

Recipients of HUD funding will have a Section 3 Plan outlining local requirements

SECTION 3 PLAN

S

Section 3 Recipients include required Section 3 language within Section 3 funded activities

CONTRACT

C



When Status is Determined

Section 3 Business Concern:



Businesses self-certify Section 3 status when signing up for the business registry



Verification that a business meets the definition of a Section 3 business concern is done at the time of contracting



Once verified a Section 3 business concern maintains its Section 3 status for as long as it continues to meet the definition (24 C.F.R. § 75.5)

Section 3 defers to local, state, and other federal rules and regulations. (24 C.F.R. §§ 75.9 & 75.19)

Section 3 worker:



Workers are established as Section 3 workers or Targeted Section 3 workers at either:

- Date of initial hire/contract; or
- Employee Certification Date (if after date of initial hire)



Established Section 3 workers or Targeted Section 3 workers may count their labor hours for five-years from the date used to establish their status.*



Workers may reestablish their status as a Section 3 worker or Targeted Section 3 worker at end of the five-year period.

*Do not look back prior to the effective date of the rule (November 30, 2020)



Step 2 - Recordkeeping Requirements

Recipients must maintain documentation, or ensure that a subrecipient, contractor, or subcontractor maintains documentation, to ensure workers meet the definition of a Section 3 worker or Section 3 targeted worker:

Section 3 worker record requirements

- ✓ Worker's self-certification that their income is below the income limit from the prior calendar year ([HUD Form 4736C & D](#))
- ✓ Worker's self-certification of participation in a means-tested program such as public housing or Section 8 ([HUD Form 4736C & D](#))
- ✓ Certification from a PHA or Section 8 program manager that the worker is a participant in such a program ([HUD Form 4736](#))
- ✓ Employer's certification that the worker's income from that employer is below the income limit ([HUD Form 4736A & B](#))
- ✓ Employer's certification that the worker is employed by a Section 3 business concern ([HUD Form 4736A & B](#))

Targeted Section 3 worker record requirements

- ✓ Worker's self-certification of participation in a means-tested program such as public housing or Section 8
- ✓ Certification from a PHA or Section 8 program manager that the worker is a participant in such a program
- ✓ Employer's certification that the worker is employed by a Section 3 business concern
- ✓ Worker's certification that the worker is a YouthBuild participant



If you don't meet the benchmarks, you **must report qualitatively**: Basically, show what steps you took in an effort to meet the benchmarks



Safe Harbor – Presumption of Compliance

HUD considers recipients to have complied with Section 3, absent any contrary evidence, if they:

- ✓ *Certify that they have followed the prioritization effort* outlined in § 75.9 or § 75.19 (as applicable), and
- ✓ Meet or exceed the applicable Section 3 Benchmarks (published in Fed. Reg. for comment at least every three years)

“5 in 25” Benchmarks

$$\frac{\text{Section 3 worker labor hours}}{\text{Total Section 3 labor hours}^*} \geq 25\%$$

MUST INCLUDE WITHIN THE TOTAL (“AND”)

$$\frac{\text{Targeted Section 3 worker labor hours}}{\text{Total Section 3 labor hours}^*} \geq 5\%$$



A **Section 3 worker** is, or when hired in the past 5 years* was:



A low- or very low-income individual; or



A Youthbuild participant; or



Employed by a Section 3 business concern

*May excludes labor hours from professional services (24 C.F.R. § 75.15(a)(4))

HCD Reporting Systems

HCD Reporting Systems

- Each system has its own reporting method and process
- All will ultimately “flow” into S3RS



U.S. Department of Housing and Urban Development
Office of Community Planning and Development
Integrated Disbursement and Information System
Section 3 Report
Filed Office: DETROIT

REPORT FOR CPD PROGRAM CDBG, HESG, HOME, HOME-ARP, HOPWA, HOPWA-C, HTF
PGM YR

Section 3 Total By Program		CDBG	HESG
Total Number of Activities		33	1
Total Labor Hours		19,123	0
Section 3 Worker Hours		2,450	0
Targeted Section 3 Worker Hours		2,634	0
Qualitative Efforts			

CR-58 – Section 3
Identify the number of individuals assisted and the types of assistance provided

Total Labor Hours	CDBG	HOME	ESG	HOPWA	HTF
Total Number of Activities	2	0	0	0	0
Total Labor Hours	0				
Total Section 3 Worker Hours	0				
Total Targeted Section 3 Worker Hours	0				

Table 15 – Total Labor Hours

Qualitative Efforts - Number of Activities by Program	CDBG	HOME	ESG	HOPWA	HTF
Outreach efforts to generate job applicants who are Public Housing Targeted Workers					
Outreach efforts to generate job applicants who are Other Funding Targeted Workers					
Direct, on-the job training (including apprenticeships)					
Indirect training such as arranging for, contracting for, or paying tuition for, off-site training					
Technical assistance to help Section 3 workers compete for jobs (e.g., resume assistance, coaching)					
Outreach efforts to identify and secure bids from Section 3 business concerns					
Technical assistance to help Section 3 business concerns understand and bid on contracts					
Division of contracts into smaller jobs to facilitate participation by Section 3 business concerns					
Provided or connected residents with assistance in seeking employment including: drafting resumes, preparing for interviews, finding job opportunities, connecting residents to job placement services.					
Held one or more job fairs.					
Provided or connected residents with employment agencies that can provide					



What is Reported: Step 1 – Activity Setup

On the “Add Activity” screen, indicate whether the Activity is subject to Section 3

HOPWA-C	None
HTF	None
*Is this activity subject to Section 3 at 24 CFR Part 75? ⓘ <input checked="" type="radio"/> Yes <input type="radio"/> No	
*Environmental Review: Select	

(HCD) Section 3 Applies to Section 3 Projects

24 C.F.R. § 75.3(a)(2)

Section 3 Project Defined:

Housing rehabilitation, housing construction, and other public construction project; Assisted under HUD programs that provide Housing and Community Development financial assistance;

When the total amount of HCD assistance to the project exceeds a threshold of \$200,000.

- ❖ The threshold is \$100,000 where the assistance is from the Lead Hazard Control and Healthy Homes program

A project for this purpose is the site or sites together with any building(s) and improvements on the site(s) that are *under common ownership, management, and financing*.

HOME
CDBG
ESG
HTF
NSP
HOPWA
CoC
EDI
Lead
RAD
\$ 202/811
VHRMP

Applies to Section 3 projects for which assistance or funding is committed on or after July 1, 2021 – See CPD Notices for more information



What is Reported: Step 3 – Outcomes Reporting

Add or Edit “**CDBG Accomp.**” in the Activity.

Enter gathered labor hours into the system

System will identify if “**Safe Harbor Benchmark Met**” by indicating “**Yes**” or “**No**”

Accomplishments for Program Year: 2022 Select Another Year:

Accomplishment Narrative: (maximum 4000 characters)
 Example

*Accomplishments

Accomplishment Type	Proposed Unit
11 - Public Facilities	

*Section 3

	Calculated Percentage	Safe Harbor Benchmark Met
Total Labor Hours	2000	
Section 3 Worker Hours ⓘ	500	25
Targeted Section 3 Worker Hours ⓘ	100	5

Quick Checks:

1. Total Labor Hours **must be** \geq Section 3 Worker Labor Hours **must be** \geq Targeted Section 3 Worker Labor Hours
2. Do the total labor hours make sense for the scope of the project?
3. Are all labor hour entries the same (indicates inaccurate and misrepresented data – think all 1’s)



Examples of Qualitative Efforts

Nature of Agency Efforts

This section is required if, based on the labor hours reporting above, the reporting agency did not meet the safe harbor benchmarks.

Check all that apply. Maintain records available for HUD review to document any efforts checked.

- Outreach efforts to generate job applicants who are Public Housing Targeted Workers
- Outreach efforts to generate job applicants who are Other Funding Targeted Workers.
- Direct, on-the job training (including apprenticeships).
- Indirect training such as arranging for, contracting for, or paying tuition for, off-site training.
- Technical assistance to help Section 3 workers compete for jobs (e.g., resume assistance, coaching).
- Outreach efforts to identify and secure bids from Section 3 business concerns.
- Technical assistance to help Section 3 business concerns understand and bid on contracts.
- Division of contracts into smaller jobs to facilitate participation by Section 3 business concerns.
- Provided or connected residents with assistance in seeking employment including: drafting resumes, preparing for interviews, finding job opportunities, connecting residents to job placement services.
- Held one or more job fairs.
- Provided or connected residents with supportive services that can provide direct services or referrals.
- Provided or connected residents with supportive services that provide one or more of the following: work readiness health screenings, interview clothing, uniforms, test fees, transportation.
- Assisted residents with finding child care.
- Assisted residents to apply for, or attend community college or a four year educational institution.
- Assisted residents to apply for, or attend vocational/technical training.
- Assisted residents to obtain financial literacy training and/or coaching.
- Bonding assistance, guaranties, or other efforts to support viable bids from Section 3 business concerns.
- Provided or connected residents with training on computer use or online technologies.
- Promoting the use of a business registry designed to create opportunities for disadvantaged and small businesses.
- Outreach, engagement, or referrals with the state one-stop system, as designed in Section 121(e)(2) of the Workforce Innovation and Opportunity Act.
- Other. Specify:

Section 3 Worker Hours Safe Harbor Benchmarks Not Met:

• **“Nature of Agency Efforts”** menu will be presented to indicate efforts undertake.

• When completed, select **“Save and Continue”** to complete adding or updating the Activity Accomplishments.

HCD Reporting Considerations

Indicators of Accurate S3 Reporting

Some of the key things to look for when reporting on HCD Section 3 Projects.



Know what is a S3 Project and Commitment Dates

Knowing where an activity falls within your specific program area notices (e.g. CPD Notice 21-07 & 21-09)



“Activity” ≠ “Section 3 Project”

System activity entries do not always line up with the definition of a Section 3 Project



Labor Hour Anomalies

Total Labor Hours *must be* ≥ S3 Worker LHs *must be* ≥ Targeted S3 Worker LHs



Update IDIS Activity Entry Process

Processes updated to reflect new rule and notices relating to S3 Project identification & LH reporting

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Section 3 Resources

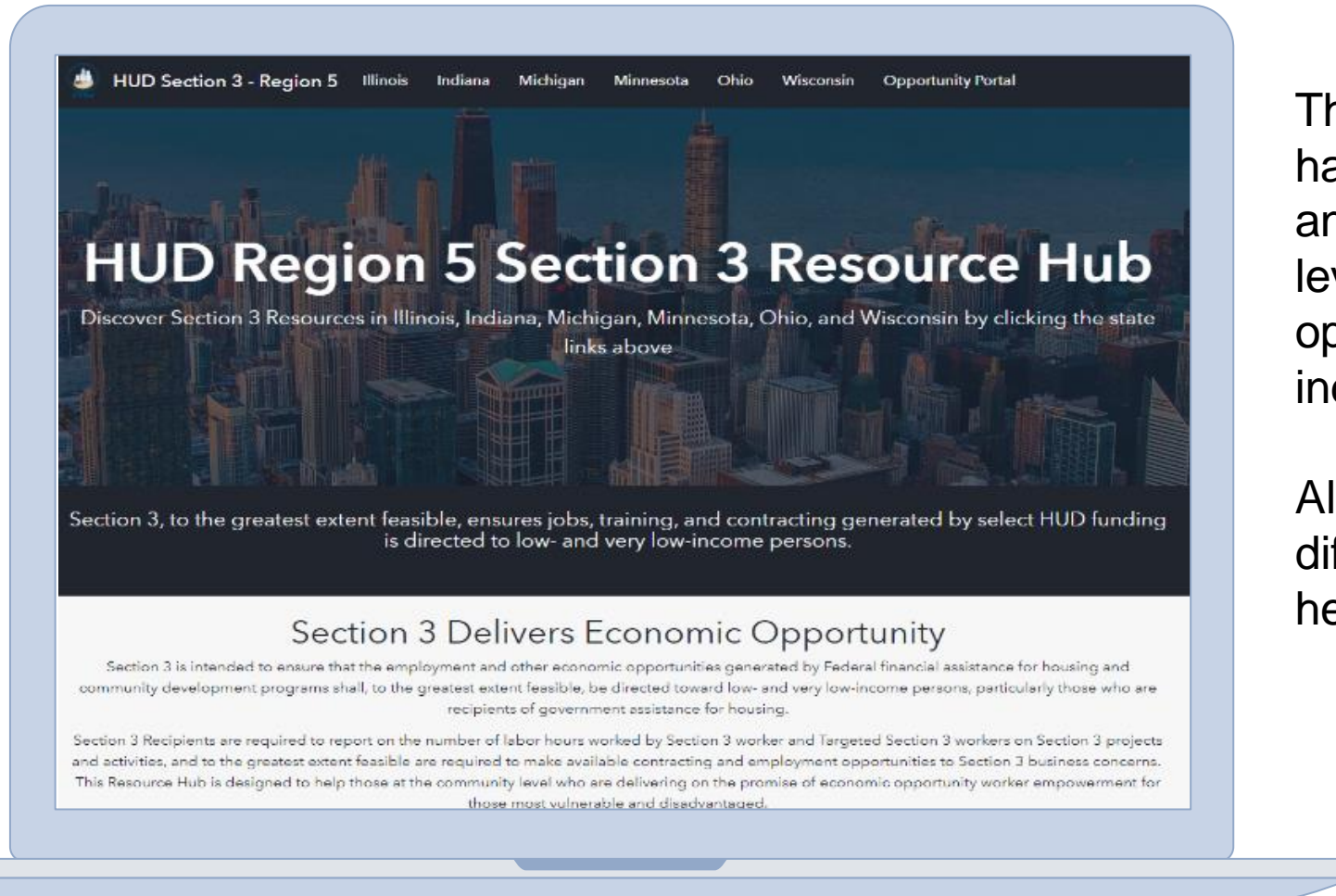
Resources and Best Practices

Resources

- [Section 3 Final Rule](#)
- [24 C.F.R. Part 75](#)
- [Section 3 Benchmark Notice](#)
- [Section 3 Program](#)
- [Section 3 HUD Exchange](#)
- [HUD Exchange Ask a Question](#)
- [Section 3 Guidebook](#)
- [Section 3 Frequently Asked Questions](#)
- [HHGMS Section 3 Instructions](#)
- [IDIS Section 3 Instructions](#)
- [DRGR Section 3 Instructions](#)
- [Region 5 Section 3 Resource HUB](#)
- [HCD Neighborhood Service Area Tool](#)
- [Sample Section 3 Certification Forms \(HUD-4736 Series\)](#)
- [Sample Section 3 Utilization Forms \(HUD-4737 Series\)](#)
- [PIH Notice 2022-38/FPM-19-2022](#)
- [PIH Notice 2022-10](#)
- [CPD Notice 21-07 and 21-09](#)
- [RAD Section 3 Guidance](#)
- [Bipartisan Infrastructure Act Preferences](#)

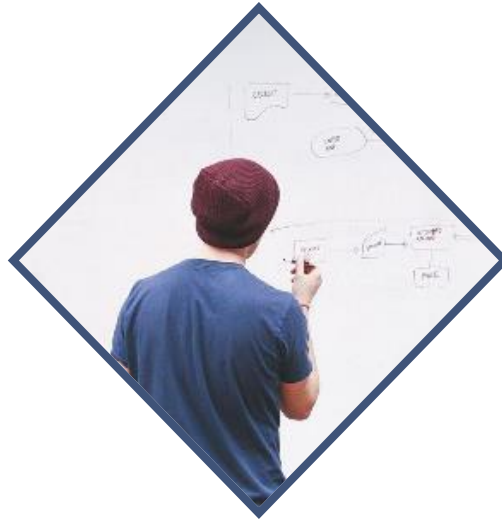


Region 5 Resource Hub



The HUD Region 5 Section 3 Resource Hub has been designed to provide Businesses and Recipients with a starting point in leveraging Section 3 to increase economic opportunity for low- and very low- income individuals.

Allow me to walk you through the hub and the different tools that have been put together to help de-mystify Section 3.



Thank you!

Daniel Huyck

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Region 5 Section 3 Contact
Field Policy and Management
daniel.j.huyck@hud.gov

Nathan Roush

Section 3 Compliance Specialist
Atlanta Field Office
Field Policy and Management
nathan.a.roush@hud.gov
Section3@hud.gov



15-Minute Break
Next Session begins at
10:15 a.m.

October 19, 2023

Statewide Association of Community and Economic Development Organizations

GLOBAL MEDICAL FOAM EXPANSION IN RICHLAND COUNTY, OHIO



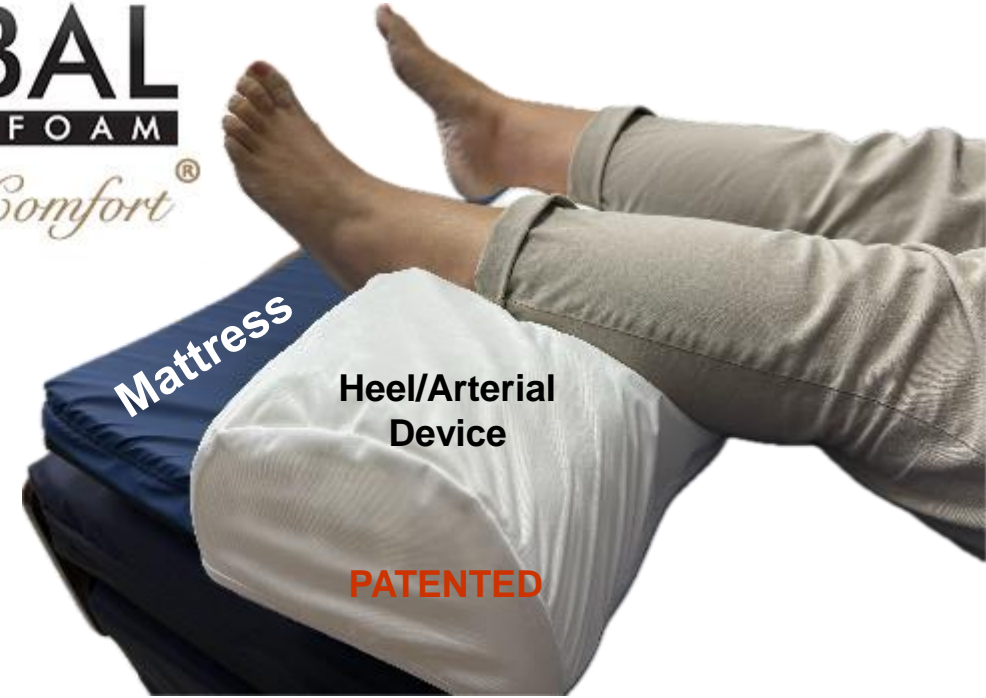
GMF – What they do



- Bed sores have become pressure injuries
- Pressure management products address this problem
- Customers include:
 - Long Term Care
 - Hospitals
 - Hospice – Home Healthcare
 - Alzheimer's Units
 - Wound Care Centers
 - Burn Units
 - Diabetics Clinics
 - Rehabilitation Centers

**GMF – What they manufacturer,
distribute and provide to medical
facilities.**

GLOBAL
MEDICAL FOAM
Conforming Comfort®



Mattress

**Heel/Arterial
Device**

PATENTED



**Reusable Bariatric
Positioning Wedge**



**Articulated
Disposable
Wedge**



Dignity Bed



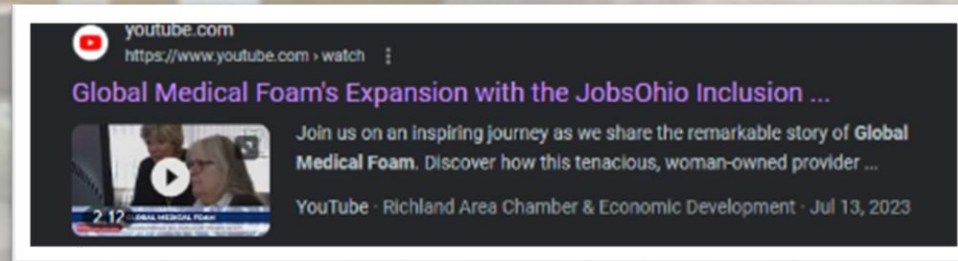
**Kyphosis
Cushion**
PATENTED



**Customizable
Head Support**
PATENTED

GMF – Constantly growing

- GMF was at capacity on space to substantiate ability for future growth
- Additional sales are lost
- Inability to expand sales team because of space confines for products and storage.





NEW BUILDING: 6,630 SQ. FT.

Solution

**FRONT BUILDING: 3,400 SQ. FT.
1,500 SQ. FT. ADDITIONAL NEXT DOOR**

Solution



- \$25,000 JO inclusion grant
- Creative leasing
- 3 new jobs \$200,000+ payroll
- Planning to double revenue



<https://www.jobsohio.com/programs-services/inclusion/inclusion-grant>

QUESTIONS?

Victoria Langer

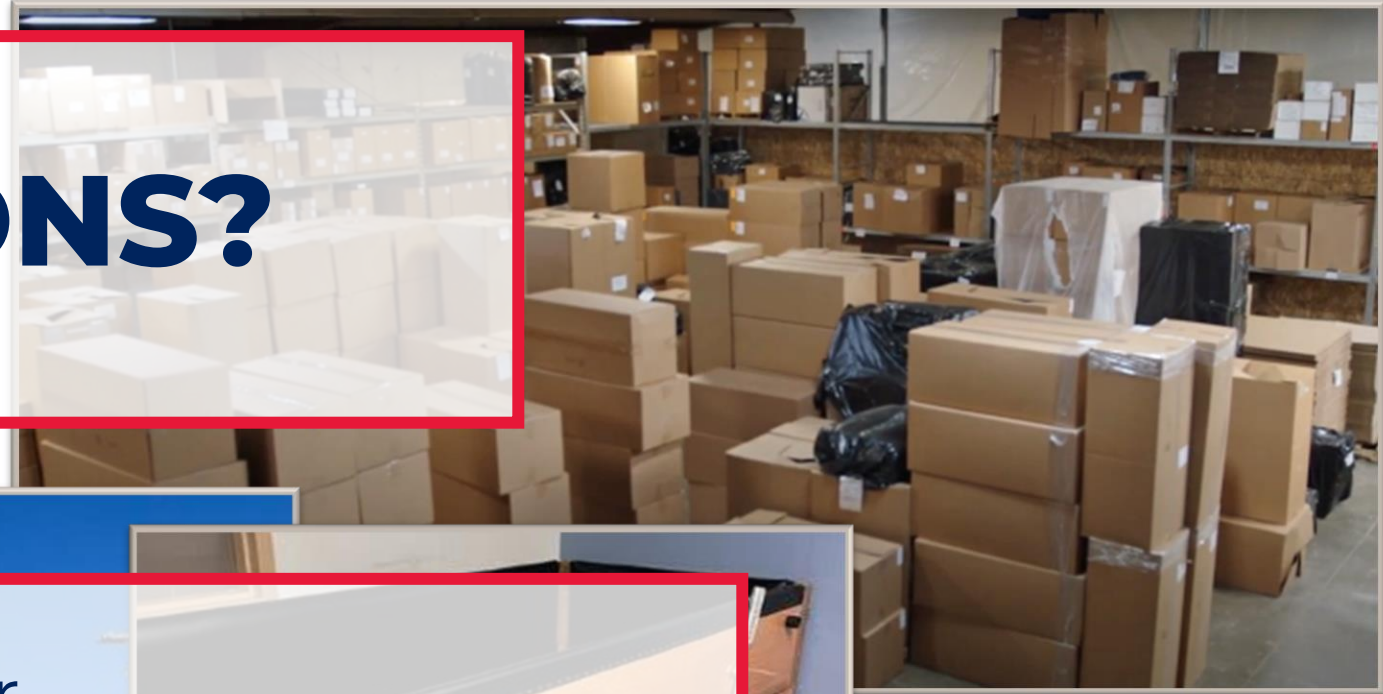
vlanger@globalmedfoam.com

419.884.9354

Barrett Thomas

bthomas@chooserichland.com

419.755.7234





15-Minute Break
Next Session begins at
11:30 a.m.

October 19, 2023

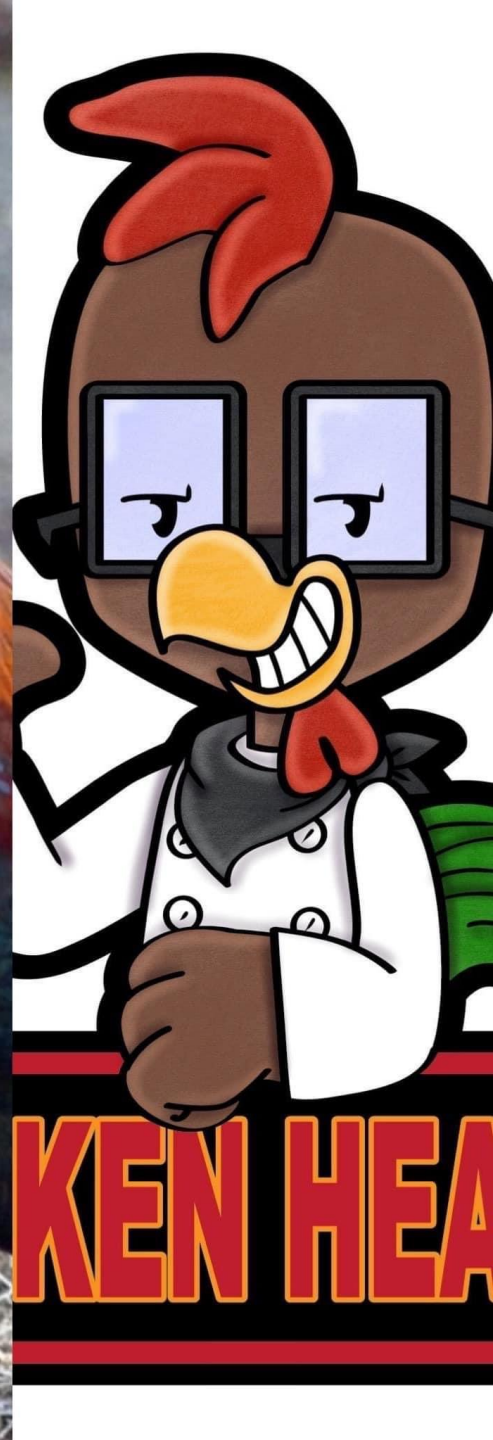
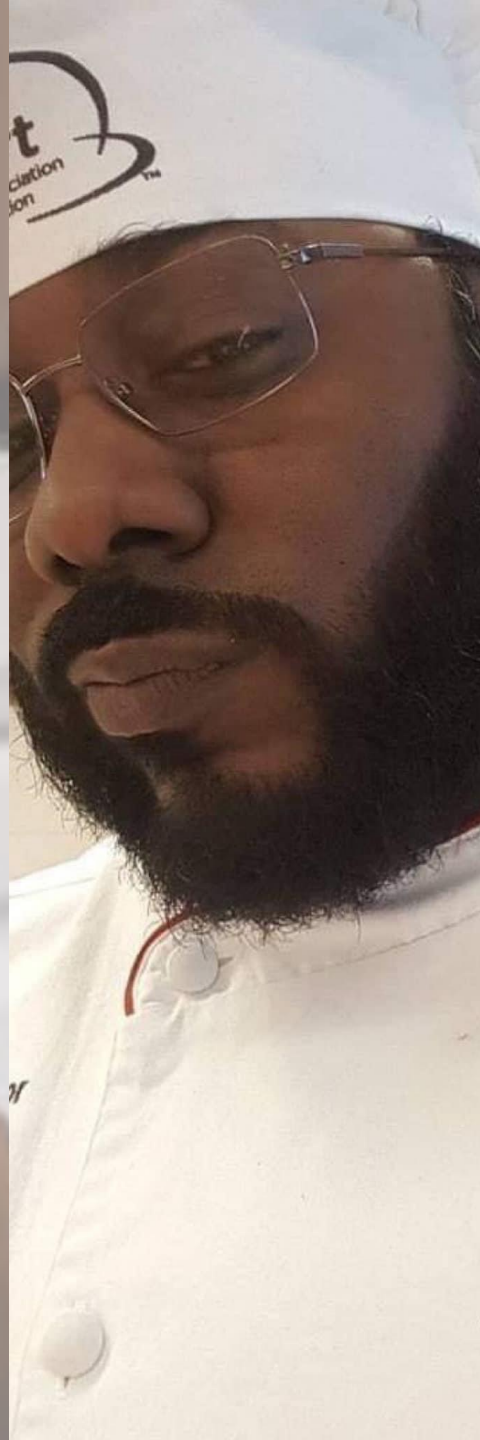
Statewide Association of Community and Economic Development Organizations

The Chicken Spot LLC
dba
Chicken Head's™



Anthony T. Head, Sr. “Chef, Executive, Owner”

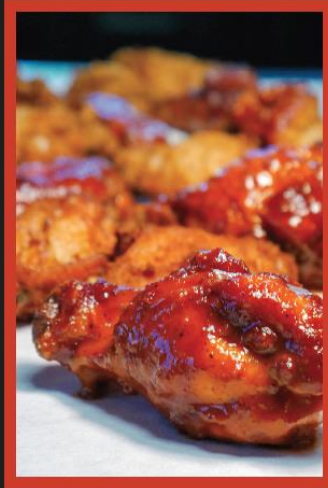
- Divorced Father of Four
- Graduate Education from Ball State University and THE Ohio State University
- 15 yr Professional Chef
- 20 yr Business Analyst





Founded in 2019, Chicken Head's is a fast casual concept specializing in chef-crafted fried chicken sandwiches, tenders and wings along with an assortment of southern-inspired side dishes, drinks and desserts.

CHICKEN HEAD'S



LUNCH-DINNER-CATERING



1
ORDER ONLINE
SELECT YOUR PICK-UP OR DELIVERY DATE AND TIME. BROWSE THE MENU, ADD YOUR ITEMS TO YOUR CART AND PAY-ALL ONLINE!

2

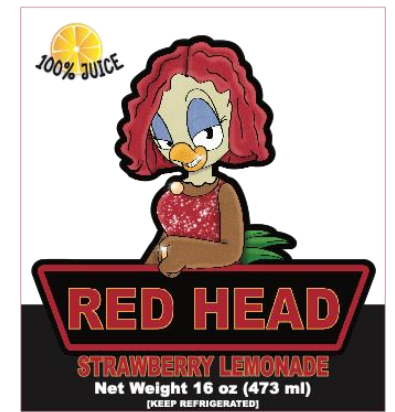


GRUBHUB
DOORDASH
Uber **Eats**



1122 EAST DOROTHY LANE KETTERING, OH
www.chickenheadsdayton.com

The advertisement features a large image of fried chicken at the top. Below it, a red circle with the number '1' contains the text 'ORDER ONLINE' and instructions to select pick-up or delivery date and time, browse the menu, add items to the cart, and pay online. A white circle with the number '2' contains a QR code for online ordering. To the right of the QR code is a photograph of the restaurant's exterior, a red building with a teal balcony. At the bottom left, the logos for GrubHub, DoorDash, and Uber Eats are displayed. At the bottom right, the address '1122 EAST DOROTHY LANE KETTERING, OH' and the website 'www.chickenheadsdayton.com' are listed.





“Fueling Growth”

- Working Capital = Biz Credit
- Marketing (8-10%)
- Juice Bottling HACCP Training
- ODA/FDA Bottling License
- Capital Equipment Investments
- *Liquor License

Top Numbers

● Jan 1 - Oct 13, 2023 ● Jan 1 - Oct 13, 2022

Net Sales

Discounts

104.02%

-55.2%

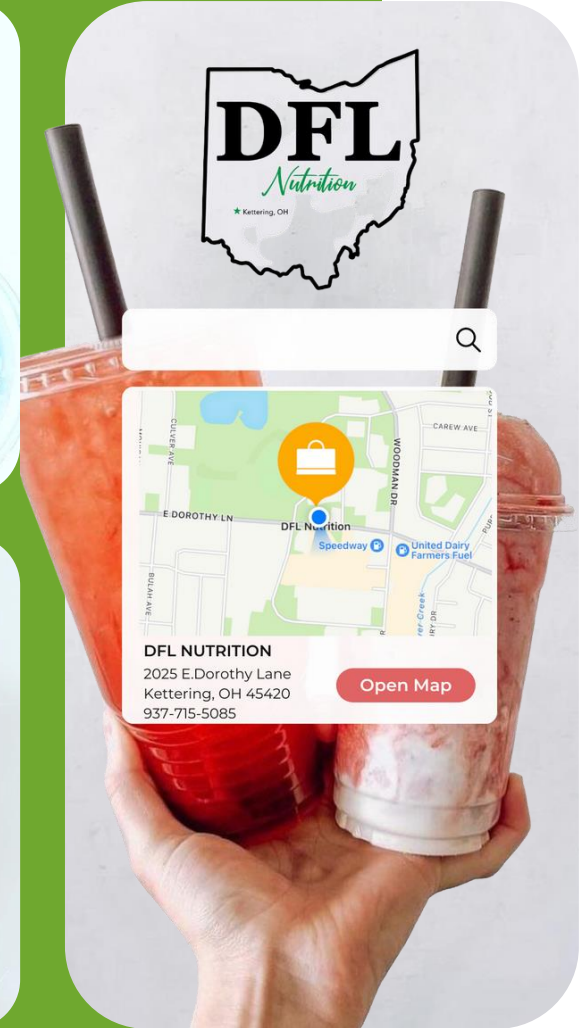


2025 E. DOROTHY LANE
KETTERING, OH 45420

ABOUT DFL NUTRITION

Finding a quick, healthy meal can be challenging. At DFL Nutrition, we offer fresh acai bowls, meal replacement shakes, and energy boosters in a welcoming atmosphere that empowers you to lead a vibrant life.

Additionally, we take pride in making our very own peanut butter and granola in-house.



OUR GROWTH

In the last three years, DFL Nutrition has experienced consistent **GROWTH** in both sales and profits, and there has been a steady increase in customer demand, a growing awareness of the health benefits associated with acai bowls, and a heightened engagement with the community.

2022

equipment
investment

2023

marketing &
branding

2024

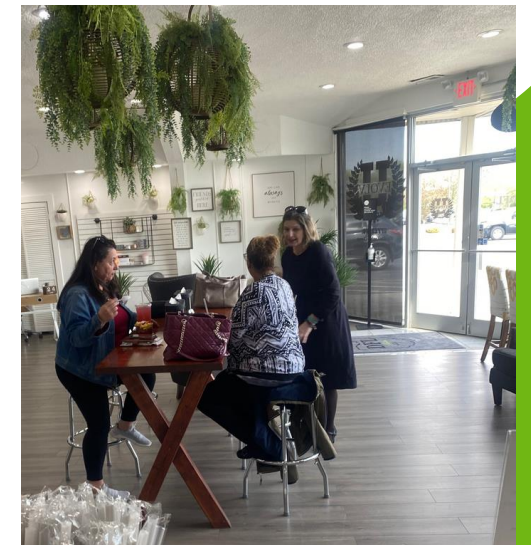
expansion
food truck

COMMUNITY

Community engagement is the heart and soul of building a healthier, happier, and more vibrant community.

Our goal is not only to provide nutritious options but also to be a positive and active presence in Kettering, Ohio.

DFL Nutrition engages with the community through events, fundraisers, sponsorships, volunteer work, and actively seeking customer feedback to better serve the local community.





Thank You



Lunch
Next Session begins
at 1:30 PM

October 19, 2023

Statewide Association of Community and Economic Development Organizations



Business Meeting

October 19, 2023

Statewide Association of Community and Economic Development Organizations

OCCD BUSINESS MEETING

- Call to Order
- Committee Reports
 - Membership – Rita Parise
 - Sessions & Training – Dawn Fish
 - State Programs – Nikki Reese
 - Legislative – Steve Torsell
 - Finance – Adam Blake

OCCD BUSINESS MEETING

- Opportunity for Engagement
 - OCCD Standing Committees
 - Membership
 - Sessions & Training Programs
 - State Programs
 - Legislative
 - Finance

*If you are interested
in participating in one
of the committees,
please contact
Patricia Richards at
office@occd.org*

OCCD BUSINESS MEETING

- Adjournment

LEGISLATIVE UPDATE

- Tony Core, Senior Attorney, Squire Patton Boggs





15-Minute Break
Next Session begins at
2:30 p.m.

October 19, 2023

Statewide Association of Community and Economic Development Organizations



Investing in the growth
of small business

ECDI Orientation

For Existing Businesses in
Operation for 2+ Years



Agenda

- About ECDI
- Small Business Resources
- ECDI Loan programs
- Additional Resources available to small businesses



About ECDI



Investing in the growth
of small business



Our Mission

Investing in people to create measurable and enduring social and economic change.

Locations



Columbus (HQ)
Central Ohio

Cleveland
Northern Ohio

Cincinnati
Southwest Ohio and Greater Cincinnati (IN and KY)

Portsmouth
Southeast Ohio and Central Appalachia, (KY and WV)

Field Offices in Toledo, Akron, Canton

About ECDI

Nonprofit small business support center

One-stop resource, supporting small businesses with:

- Training
- Coaching
- Access to Capital

Largest SBA intermediary microlender in U.S. by loan volume

Community Development Financial Institution (CDFI)





About CDFIs

What are they?

- Private (often nonprofit) financial institutions that deliver affordable capital to small businesses
- Seek to create stronger communities by helping business owners become financially self sufficient through coaching, training, and access to capital



Educate. Invest. Innovate.

Business Incubation and Innovation Center (BIIC)

Wrap-around services, training and incubator/accelerator programs to increase business success

Lending

Access to capital for entrepreneurs who are underserved by traditional lenders



Loan readiness and beyond

BIIC and ECDI Women's Business Centers:

- 1:1 business coaching
- Business plan and projections review
- Access to computer lab with Wi-Fi
- Networking events
- Professional Advisory Network
- Meeting and coworking space
- Printing and notary services
- Legal assistance referrals
- Basic assistance is available for any entrepreneur; additional benefits with affordable membership





BIIC: Training, Education, Mentoring

**Giving entrepreneurs the foundation they need
to succeed**



Investing in the growth
of small business



BIIC, current programs

Women's Business Centers of Ohio

General support (for all genders) from business planning to industry trainings and beyond

Food Business Incubation Services

Restaurant and food truck incubator/accelerator

Minority Contractor Resource Center

Enabling minority sub-contractors to grow

Social Enterprise Hub

Supporting meaningful job creation for vulnerable populations



Lending Basics

General lending requirements



Most lenders require:

- Business plan and 3-year detailed monthly financial projections
- Personal financial statement
- Business financial statements and tax returns
- Cash flow → ability to pay back debt
- Collateral and equity injection requirements
- The 5Cs of credit

The 5 Cs of Credit

Points of interest for all lenders

As a non-traditional lender, ECDI focuses on the same points – with the ability to place more emphasis on communication, while providing support to help you strengthen other areas





Small Business Lending Programs

Providing fair access to responsible, affordable
loan capital



Investing in the growth
of small business

Things to Know

Requirements

- Personal guarantee
- Collateral and equity injection requirement
- Training may be required
- Ongoing reporting and job creation activity

ECDI cannot lend to

- Individuals or businesses that have:
 - Defaulted on a federal loan
 - Been convicted of financial crimes



Community Advantage

Small business loans for inventory, equipment and working capital

- Start-up and existing businesses
- Loan sizes \$50,000 - \$350,000
- Qualifying SBA score
- Additional collateral and equity considerations
- Loan terms: up to 120 months (10 Years)
- Interest rate: prime +6%
- Closing costs: maximum 5% of loan amount



Microloan Program

Small business loans for inventory, equipment and working capital

- Start-up businesses: up to \$75,000
- Established businesses: up to \$500,000
- 590+ credit score
- Loan terms: 6-84 months
- No early repayment penalty
- Fixed interest rate: 6%-12%
- Closing costs: 1% to 5% of loan amount



Scored Loan

Microloans with pre-determined qualifying eligibility for working capital or asset purchase.

Credit Score	Working Capital		Equipment		Term in Months
	Startup Biz	Existing Biz	Startup Biz	Existing Biz	
600	\$2,500	\$5,000	\$2,500	\$5,000	<\$10,000 = 36
615	\$5,000	\$7,500	\$5,000	\$10,000	
625	\$7,500	\$10,000	\$7,500	\$15,000	<\$20,000 = 60
640	\$10,000	\$20,000	\$10,000	\$20,000	
680	\$10,000	\$20,000	\$15,000	\$30,000	>\$20,000 = 78
720	\$10,000	\$20,000	\$20,000	\$50,000	

- Increased speed of credit decision once a completed loan application is received
- No more than \$20,000 in working capital
- Ineligible Uses of Funds: No Franchise Fees, Construction, or Debt Refinance
- Closing costs: maximum 5% of loan amount plus \$100 Filing fee
- Secured by personal guaranty and UCC lien on all business assets



Lending Process

What to expect when preparing and applying for a business loan

ECDI Lending Process

- \$25 fee for background and credit check
- Gather required documentation (business plan, taxes, financials, etc.)
- Underwriting
- Letter of intent
- If not approved, you will understand why and build a plan to gain approval
- Post loan technical assistance and ongoing reporting and compliance requirements

Application

**Relationship
Manager**


Training if
Required

Loan Application and
Packaging

Approval

Letter of
Intent/Loan Closing

Lending Process

-  **Application**
-  **Background Check**
-  **Checklist Review**
-  **Underwriting**
-  **Credit Decision**
-  **Review and Due Diligence**
-  **Loan Closing Scheduled**
-  **Closing**
-  **Funds Disbursement**
-  **Post-Loan Business Assistance and Training**
-  **Job Reporting and Financial Statements**



Next Steps

Here's what to do if you want to apply for a small business loan from ECDI:

1. If you have not already done so, visit: ecdi.org/loans
2. Click “inquire about a loan”
2. Gather required documents
 - Copy of State issued ID
 - 3 years of tax returns
 - Business financials or bank statements
3. You will be sent a link to the application from a Relationship Manager in your area



Investing in the growth
of small business

Questions?

Connect with us:



@ecdioh



@ecdioh



@ecdi_oh



Economic and Community
Development Institute

www.ECDI.org



15-Minute Break
Next Session begins at
3:45 p.m.

October 19, 2023

Statewide Association of Community and Economic Development Organizations

Lead Safe Ohio Program

Creating lead-safe homes for
more of Ohio's children and
families



Department of
Development

Community Services Division

Office of Community Enhancements

Lead Safe Ohio Program

Signed into law by Gov. Mike DeWine on Jan. 6, 2023, House Bill 45 provides \$150 million to be used in coordination with the Ohio Department of Health (ODH) for an American Rescue Plan Act (ARPA) lead poisoning prevention and mitigation program.

Eligible Uses in Legislation

- Lead-safe building certification
- Screening and testing for lead poisoning
- Education
- Community engagement
- Early intervention
- Workforce development of lead contractors
- Window and door replacement in pre-1978
- Residential properties, congregate shelters, and childcare facilities (pre-1978)

Buckets of Funding



\$20 million

Ohio Department of Health
(Legislative Set-aside)



\$22.5 million

Workforce Development



\$ 4 million

Contractor Liaisons

\$3.5 million
Administration



\$100 million

Construction Activities



ODH Set-Aside

\$20 million

Lead Safe Housing Fund

- Lead-safe building certification
- Screening and testing for lead poisoning
- Education
- Community engagement
- Early intervention

Workforce Development

\$22.5 million

- Subsidized Lead Training
 - **\$5 million**
- Capital Assistance Program
 - **\$14.5 million**
- Ohio Department of Rehabilitation and Corrections
 - **\$2 million**
- Marketing and Education
 - **\$1 million**



Contractor Liaison

\$4 million

- Technical Assistance to new contractors
 - Lead-Safe Measures
 - ODH Compliance
 - Required Paperwork
- Attend subsidized lead training to recruit new contractors

Administration

\$3.5 million

- Development Administration
 - Staffing, Monitoring, Grant Operations
- Training and Technical Assistance
- Specialized virtual trainings

Construction Activities

Community Housing Impact and Preservation Lead Abatement Program
(CHIP-LAP) \$5 million

- Enhance existing CHIP program to address lead abatement
- Serves households up to 80% AMI receiving HOME rehabilitation assistance

Construction Activities

County Allocation: \$95 million

- Allocation to all 88 Counties
 - High-risk Zip codes
 - Homes built before 1978
 - Percentage of Ohio's LMI population
- Set-aside for cities with local lead ordinance
- Congregate Shelters
- Childcare Facilities
- Single-Family Units (1-4 units)

Lead Safe Ohio County Allocations

County	Allocation
Adams	\$ 200,000
Allen	\$ 1,008,000
Ashland	\$ 545,000
Ashtabula	\$ 900,000
Athens	\$ 952,000
Auglaize	\$ 457,000
Belmont	\$ 1,227,000
Brown	\$ 295,000
Butler	\$ 2,075,000
Carroll	\$ 505,000
Champaign	\$ 357,000
Clark	\$ 1,274,000
Clermont	\$ 930,000
Clinton	\$ 228,000
Columbiana	\$ 897,000
Coshocton	\$ 306,000
Crawford	\$ 870,000
Cuyahoga**	\$ 13,525,000
Darke	\$ 642,000
Defiance	\$ 305,000
Delaware	\$ 511,000
Erie	\$ 510,000
Fairfield	\$ 783,000
Fayette	\$ 200,000

County	Allocation
Franklin*	\$ 7,203,000
Fulton	\$ 200,000
Gallia	\$ 316,000
Geauga	\$ 512,000
Greene	\$ 1,374,000
Guernsey	\$ 390,000
Hamilton*	\$ 7,316,000
Hancock	\$ 655,000
Hardin	\$ 206,000
Harrison	\$ 586,000
Henry	\$ 507,000
Highland	\$ 200,000
Hocking	\$ 307,000
Holmes	\$ 253,000
Huron	\$ 450,000
Jackson	\$ 205,000
Jefferson	\$ 1,323,000
Knox	\$ 429,000
Lake	\$ 1,303,000
Lawrence	\$ 323,000
Licking	\$ 1,052,000
Logan	\$ 404,000
Lorain	\$ 1,892,000
Lucas**	\$ 4,529,000
Madison	\$ 218,000

County	Allocation
Mahoning	\$ 2,736,000
Marion	\$ 448,000
Medina	\$ 802,000
Meigs	\$ 230,000
Mercer	\$ 362,000
Miami	\$ 710,000
Monroe	\$ 328,000
Montgomery*	\$ 4,750,000
Morgan	\$ 645,000
Morrow	\$ 386,000
Muskingum	\$ 724,000
Noble	\$ 311,000
Ottawa	\$ 359,000
Paulding	\$ 200,000
Perry	\$ 402,000
Pickaway	\$ 260,000
Pike	\$ 200,000
Portage	\$ 975,000
Preble	\$ 690,000
Putnam	\$ 202,000
Richland	\$ 1,358,000
Ross	\$ 441,000
Sandusky	\$ 349,000
Scioto	\$ 644,000
Seneca	\$ 586,000

County	Allocation
Shelby	\$ 382,000
Stark	\$ 2,923,000
Summit*	\$ 3,991,000
Trumbull	\$ 1,837,000
Tuscarawas	\$ 788,000
Union	\$ 289,000
Van Wert	\$ 455,000
Vinton	\$ 200,000
Warren	\$ 976,000
Washington	\$ 536,000
Wayne	\$ 766,000
Williams	\$ 244,000
Wood	\$ 660,000
Wyandot	\$ 200,000
*Cities included in the County Amt	
Akron	\$ 1,847,000
Cincinnati	\$ 3,443,000
Cleveland	\$ 4,942,000
Cleveland Heights	\$ 526,000
Columbus	\$ 5,356,000
Dayton	\$ 1,573,000
Toledo	\$ 3,446,000



Department of
Development

Construction Activity: County Allocation

Lead Prevention and Mitigation

Pre-1978

Residential

Congregate Shelters

Childcare Facilities

Window and Door Replacement

Waterline Replacement

Siding Enclosure

Soffit Enclosure

Fascia Enclosure

Porch Components

Supportive Measures for Lead Prevention/Mitigation

Lead Cleaning Program

Eligibility

- Single-Family Units
 - \$50,000 per unit limit
 - Prioritize households up to 80% Area Median Income (AMI)
 - Owner or Renter-Occupied
 - Households experiencing housing insecurities due to LBP
 - \$314,000 Home Value Limit
- Facilities (Childcare & Shelter)
 - \$100,000 per facility
- Administration
 - 10% Administration
 - Subject to Clawback
- Equipment
 - New XRF Analyzer: \$23,000
 - Re-sourcing/Repairs of Existing XRF Analyzer: \$8,500
 - Maintain Invoice
 - MOU detailing ownership/use
 - City/County/Consultant

Program Activities

Program Activity	Eligible Items	Contractor
Lead Safe Renovation	Windows and Doors	EPA RRP Certified
	Siding, Soffit, Fascia, Painting	EPA RRP Certified
Lead Abatement	Abatement of Identified Hazards	ODH licensed Lead Contractor
	Interim Controls, Relocation	ODH licensed Lead Contractor
	Supportive Measures to allow Abatement with other funding source.	ODH licensed Lead Contractor
Expedited Cleaning Program	Specialized Cleaning to address hazards where hazards have been identified	RRP Certified
Equipment	XRF analyzer, HEPA-vac, or air monitoring equipment	ODH licensed Lead Risk Assessor (XRF)
Clearance	Must be completed on every project	ODH licensed Lead Risk Assessor ODH licensed Clearance Technician

Construction Grant Timelines

Event	Deadline
Application Due:	September 2023
Grant Start Date:	December 2023
Obligation Deadline:	June 2024
Reallocation/Claw back:	August 2024
Work Completion Date:	Feb. 28, 2026
Draw Deadline:	March 31, 2026
Grant End Date:	April 30, 2026

Lead Abatement Project Inspections

Required Credentials:

- Current ODH-issued Lead Risk Assessor's License
- Current ODH-issued Lead Abatement Contractor's License
- *Not* a lead renovation, repair, and painting (RRP) Certified Rehab Specialist

Inspections:

- Initial inspection (recommended)
- Interim inspection(s) (required)
- Final inspection (required)

Cross Cutting Regulations

Procurement

- Federal and State Procurement Standards: 2 CFR 200
- UEI and SAM.gov registry
- Training provided by OCCD starting Sept. 5: <https://occd.org>

Environmental Review

- Not applicable

Construction Standards

- Local Building Codes
- Residential Code of Ohio
- Minimum Window and Door Requirements
- Encourages Ohio-Manufactured Windows, Doors & Products

Application

Who can apply?

- Only one application per jurisdiction
- County/City apply as applicant
 - Administer within organization
 - Procure Administrative Agency(ies) to carry out
- Appoint agency to apply on County/City behalf

Application

Applicant Information

- Primary Application Contact
- Authorized Official (CEO)
- Primary Fiscal Contact
- SAM.gov Registry
- Administrative Point of Contacts
 - Project administrators
 - Grant Writers

Application

Application Budget

- Administration
- Program Delivery Costs
- Projected Activity Breakdown

Activities:	Amount	Projected Outcomes
1 Lead Safe Renovations (LSR)	\$	
2 Lead Abatement	\$	
3 Lead Cleaning Only	\$	
4 Equipment	\$	
Activity Subtotal	\$ Auto-calculated	Auto-calculated
Administration	\$	
Total	\$ Auto-calculated	

Projected Projects	Estimated Amount	Projected Outcomes
Residential Properties (1,2,3)		
Owner Occupied	\$	
Renter Occupied	\$	
Non-Residential Properties (1,2,3)		
Childcare Facilities	\$	
Congregate Shelters	\$	
Equipment(4)		
XRF	\$	
HEPA-vac	\$	
Total	\$ Auto-calculate	Auto-calculate

Application

Capacity

Administrative Staff

Client Intake Process

Staff Experience

Field Staff

RRP Certified

ODH licenses

Equipment

Purchase

Repairs

Contractors

RRP Certified

Lead Abatement

Timeline

Bidding Date

Pipeline of Projects

<https://development.ohio.gov/LeadSafeOhio>

Matthew (Moose) Spiess Matthew.Spiess@development.ohio.gov

Colleen Siadik Colleen.Siadik@development.ohio.gov

Barbara Richards Barbara.Richards@development.ohio.gov



Department of Development

Development.Ohio.gov



**Thank you for attending the OCCCD
Fall Quarterly Meeting.**

*You will receive an email invitation for HUD
Entitlement Breakout to be held via Zoom.
ODOD Breakout was held on October 13, 2023*