

EDGE Information Session Webinar Q & A

Question:

I am a consulting business currently just doing business coaching/planning, etc, But now I am expanding by bringing on a different type of client with different needs, such as event planning, social media marketing. Can I do an EDGE grant for what I need to handle these new capabilities? If so, would I use the businesses of the new clients that will gain with these additional capabilities?

Division of Small Business Response:

The company that is doing the EDGE project should apply. Remember it's a competition so you have to show how it's strengthening your business.

Question:

going back to Peter's question and the Division of Small Business Response in the chat... what are some specific examples of "personal property" that are prohibited? Thanks

Division of Small Business response:

you cannot use EDGE funding to build on your property. Example Pole building or fit out a space in your home.

*DSB note: please review the Budget and Matching Guidelines document on de.gov/edge for examples as well

Question:

Would blacktopping a gravel parking lot be considered? We have had multiple injuries due to the gravel.

Division of Small Business Response:

This is a competition, and we are looking to see how this will strengthen and grow your company.

Question:

Does this grant apply to non-profits?

Division of Small Business Response:

No

Question:

can we apply for more than one business?

Division of Small Business Response:

Yes – as long as it's one project per business/company.

Question:

Is there another program DE offers for non-profits?

Division of Small Business Response:

Yes. There are many programs that the state offers to help non-profits. In our office, we have a workforce training grant. Feel free to reach out to business@delaware.gov if you are looking to train your employees.

Question:

Can we get “model awarded grant application” that has been awarded in the past in STEM category.

Division of Small Business Response:

Good Morning, we suggest you register with SBDC to get a template to assist with your STEM application. We do not provide copies of previous winning proposals.

SBDC DIRECTOR RESPONSE:

To add some clarity, while the SBDC can't give any client a "model" of previously awarded grant application because of privacy reasons, we can offer assistance to help you fine-tune and get your application in a strong position. We (SBDC) also suggest you reach out to the regional business mgr. in your county to help you through the process as well. Thank you!

Question:

What if you have 4 co-founder and only 1 resides in Delaware? Does that satisfy the 51% majority requirement? If not, how to rectify that?

Division of Small Business response:

Your business needs to have a physical presence here in Delaware and be incorporated and hiring employees here in Delaware. If you are an online business only, 3 of the founders would have to live in Delaware.

Question:

Are Pre-Revenue Start-Ups eligible to apply - including those in which the start-up founders are not able to pay themselves at this precise time?

Clarification: Current funding is being utilized to build-out our proprietary web-software application. And we do have a physical office in Wilmington, DE.

Division of Small Business Response:

Yes.

Question:

Can we get “awarded grant copy” to gauge the quality of the grant as compared to just the template?

Division of Small Business response:

No, you have the rubric to use as a guide for each section. The Division does not provide copies of previous successful applications.

Question:

and the 5-page application that needs to be completed does NOT count toward the 20, is this correct?
Does this application need to be notarized?

Division of Small Business Response:

Correct and yes.

Question:

My business is established over the 7 years - it is a design studio - however I am working on an expansion plan to open a retail location to produce my designs for a boutique - this would be a separate new business but does not have any financial history - is this eligible

Division of Small Business Response:

Yes, a new business is eligible.

Question:

Sussex. I am launching an innovative business in the construction of affordable, high-quality houses on metal frames. I need help filling out my application correctly EDGE. Who can help me?

Division of Small Business response:

You will need to reach out to Lauren.swain@delaware.gov

Question:

How do I get in contact with you? (Northern NcCo attendee)

Division of Small Business Response:

joe.zilcosky@delaware.gov

Question:

I was told by my regional lead that they cannot provide feedback on submission.

Division of Small Business Response:

We can Division of Small Business Response high level questions. SBDC can help you take a deep dive on your proposal. Once your application is actually submitted, the Business Managers cannot provide feedback until after the awards have been issued.

Question:

Do we count the Balance Sheet and Income Statement count against the 20-page limit?

Division of Small Business Response:

Yes

Question:

The information says you can enter without having the business started. If the business isn't started yet, do you still need a business license?

Division of Small Business Response:

Yes. You can get one here onestop.delaware.gov.

Question:

Do we need to combine the application and proposal as a PDF?

Division of Small Business response:

Not required but you must submit each item as a PDF, if not submitting together. Please be sure to use the new template.

Question:

Is 1/3 match only for the amount money you apply for? Example: if STEM applicants apply for 60k, they will need to show 20k?

Division of Small Business Director:

correct

Question:

Can the funds be used for our project name trademark and product patent? We are going for DoD funding but want to secure our technology before talking about the details.

Division of Small Business Director:

yes, that has been an eligible expense for previous winners.

Answer:

how to show balance sheet if the business has not started and is waiting on funds?

Division of Small Business response:

You will complete financial projections. Registering with SBDC the advisors will be able to assist you with understanding financial projections.

Question:

does the match have to be in the business account?

Division of Small Business Director:

not at the time of application. Grant awardees have one year to spend the funds and report back to the Division. The match will need to be reflected in the reporting documentation.

Question:

Would a business line of credit satisfy the 1/3 match?

Division of Small Business response:

Yes

Division of Small Business Director:

it would satisfy the match if it is used for project expenses, but just having a business line of credit itself would not satisfy the match

Question:

If I have an SBA loan currently with funds available to me, do those funds count as matching? Meaning, if I have 350k of available SBA funding for startup and operations, does that count toward the match requirement.

Division of Small Business response:

Yes

Division of Small Business Director:

it would satisfy the match if it is used for project expenses, but would not satisfy the match if it is being used for general business expenses

Question:

I took out a loan, would that count as a match? The funds have been used for the business.

Division of Small Business response:

No, that would not be eligible. You have 1 year to spend the EDGE funding and show your match spent. If you are awarded another loan after the EDGE that would be eligible for match.

Question:

Our financial statements (both the income statement and balance sheet) can be "forward-looking", i.e., based upon financial projections once we are able to sell access to our proprietary web platform?

Division of Small Business Response:

You need current information for the statement and balance sheet. They cannot be forward-looking.

Question:

Can product development expenses be applied for the grant?

DSB Finance Director:

Yes, product development expenses are eligible.

Question:

Can you use this grant to open a second location?

Division of Small Business response:

Yes!

Question:

Do the Labor costs for making a product satisfy the 1/3 match?

Division of Small Business response:

The EDGE grant cannot be used for salary.

Question:

It sounds almost impossible to retrieve this.

Division of Small Business Response:

There are 5 winners in each category, each time. We have had 100 winners since 2019.

Question:

To confirm - if my business is not going into one of the locations on the map - it is not eligible?

Division of Small Business Response

Your business must be in Delaware to be eligible. It does not have to be in an Opportunity Zone or a Downtown Development District though.

Question:

As a manufacturer how can you find a business doing specifically what we do? we found only larger companies, Siemens, Dmg Mori, Mazak ect.. also, we've been to tech events and it's severely limited there as well.

Division of Small Business Response:

If Siemens is your competition, that is fine.

Question:

I already have a space secured in Middletown - am I eligible? The service is needed -

Division of Small Business Response:

Why would you not be eligible?

Question:

When it showed the map, it did not list Middletown as a preferred area of need - so was confused

Division of Small Business Response:

You would only lose out on a couple (5) points on the rubric.

<https://delaware.maps.arcgis.com/apps/dashboards/1aa91ae33e6543a680de3153b335f34e>

Question:

WHAT IF YOU ARE STARTING A BRAND NEW BUSINESS, WHAT ARE THE BEST THINGS TO INCLUDE IN THE FINANCIAL PART OF THE APPLICATION (1 YEAR PROFIT & LOSS PROJECTION; 3 YEAR P&L; 5 YEAR P&L)?

Division of small business response:

Correct and 5-year projections will need to be included as well.

Question:

Could a mental health practice specifically focused on trauma treatment be considered STEM?

Division of Small Business Response:

You would have to ask a Business Manager. It is project dependent.

Question:

Concerning matching funds: I am in an ongoing leasing agreement and want to scale my business (machinery acquisition, marketing), can those future lease/utilities expenses be considered? Last year I sold bonds which I am repaying for the next three years. Those funds were used for some machinery. Can those payments be used as matching funds?

DSB Finance Director Response:

Yes, future lease/utility expenses can be used as a match. If the equipment you financed is project-related, then yes.

Question:

what's the site for the RBM?

Division of Small Business Response:

Business.delaware.gov, you can also find the button to access their information at de.gov/edge.

Question:

Can a business use the 1/3 match to pay for labor costs for developing the product tied to the EDGE grant?

DSB Finance Director Response:

Yes

Question:

WHEN ARE MATCHED FUNDS AWARDED, AFTER WE SHOW VALID ELIGIBLE INVOICES?

SO IN THEORY, IF THE GRANT REQUEST IS \$50,000 WE NEED TO SHOW VALID ELIGIBLE INVOICES OF \$67,000?

Division of Small Business Response:

The funds are awarded before you do the project.

Question:

Should the matching portions (eg future rent) be a part of the program budget?

Division of Small Business response:

yes, it can.

Question:

When is the next round after the fall round?

Division of Small Business response:

February 1, 2025

Question:

Are you able to apply again if you are not selected this round?

Division of Small Business response:

yes

Question:

what is the website that I can get a digital copy of my business license?

DSB Division of Small Business Response:

You will need to contact Delaware Revenue office.

Question

what if you are a start up?

DSB Division of Small Business Response:

Start-ups are eligible.

Question:

What happens if we do not meet that match - will we then need to pay back what we have utilized?

DSB Division of Small Business Response:

Yes

Additional tools:

Opportunity zone or Downtown Development District map:

<https://business.delaware.gov/opportunity-zones/>

Size up Delaware to identify competitors.

<https://business.delaware.gov/sizeup-delaware/>

Link to request advising with SBDC:

<https://delawaresbdc.org/request-advising/>