

Feb. 2025 EDGE Webinar Q &A – Jan. 22, 2025

Q: Beth Bruette 10:09 AM I'm assuming no one represents Sussex?

A: Deputy Director Laura Wisler is currently representing Sussex County businesses.

Q: Tina Moriarty 10:13 AM Hello - Can you help me to determine if we are eligible? Our corporation was founded in 2015 but we have been in operations only since 2021.

A: Good morning. Talking through your specific business history with the Regional Business Manager for your area is the best way to answer this question. No two businesses are the same and we want to ensure that we understand your situation clearly.

Q: Anonymous attendee 10:15 AM - If the owners are employees who actively participate in the project, are payments to them allowed as expense of the grant?

A: No, EDGE funds cannot be paid to company ownership, even if they are actively participating in the project.

Q: Bilal Gondal 10:15 AM - I would like to know if I can apply for the grant if I am opening the showroom for our window treatment business?

A: Good Morning, I recommend you reach out to your regional business manager to review your business plan and go over the EDGE grant proposal.

Q: Anonymous attendee 10:16 AM - Good Morning, I am hoping to get start up monies for an opportunity zone in Delaware. I dont have any staff yet as I dont have any funding. Am I still able to apply?

A: Good Morning, I recommend you reach out to your regional business manager to discuss further.

Q: Anonymous attendee 10:16 AM - good morning! I f your business is based from home, what cant you do? she spoke really softly

A: Good Morning, you won't be able to use it for real estate or for personal property. example: pole buildings or construction to your home for your business. Please reach out to your local business manager to discuss your proposed project to determine eligibilty.

Q - Harshitha Gannamani 10:16 AM - Looking through the proposal template, we wanted to understand what you are looking for under the business need and budget relevance section

A: If you reference the rubric, you should get some better direction there. If not, please reach out to the correct Regional Business Manager and they can help you get clarity.

Q: Aaron Gibson 10:17 AM - What is the process once people have made it to the finalist round?

A: Once an applicant has made it to the finalist round, they will be contacted by the Regional Business Manager. The applicants chosen will have a 15 minute presentation in front of judges.

Q: John Landers 10:17 AM - If a company is awarded an EDGE grant, are they still eligible for a BRIDGE grant if applying for a Phase II proposal?

A: Yes, that company would still be eligible for a DTIP Grant prior to phase II.

Q: Dinesh Singh 10:17 AM - why are successful funded sample grants not available?

A: They are in our press releases when they are announced. *Follow up – there is proprietary financial information in applications that cannot be shared. Additionally, we want to ensure that an applicant is doing the background work needed to support their own project.

Q: Judy Sullivan 10:18 AM - The project you expect to use the funds on should be in the proposal?

A: Yes, you should include this in the proposal and be as specific as possible with it.

Q: Tia Keeler 10:18 AM - How do you submit a notarized pdf?

A: Good Morning Tia, you print out the completed PDF application and get it notarized. Scan the notarized copy and attach it as a PDF. Please reach out to your regional business manager if you need assistance.

Q: Tamica D'Aguiar 10:18 AM - Hello, Can you tell me if 1099C employees are counted towards the FTE guidelines?

A: 1099C employees are considered independent contractors (so no). FTE employees are w2 employees.

Q: Judy Sullivan 10:18 AM - Is there an expected minimum to be submitted

A: We usually find that businesses need the full 20 pages. There is no minimum though.

Q: Dierdra Oretade-Branch 10:19 AM - Should the application and proposal be in 1 PDF or two separate PDFs?

A: It will be two separate files. Please consult with your regional business manager before submitting your application to ensure that you have properly submitted.

Q: Harshitha Gannamani 10:19 AM - Looking through the proposal template, we wanted to understand what you mean by gained competitive advantage and sustainability. Also for sustainability, did you mean business sustainability or environmental sustainability

A: We are looking for business sustainability, not environmental. The rubric should help with the Competitive Advantage Gained question. If not, your regional business manager can help you answer this question.

Q: Anonymous attendee 10:19 AM - I have had an LLC since 2008 - more than 7 years. However, my business model and activities are completely changing. At first, my services were "Professional Services"/Consulting related. This has changed to the ownership of and deployment of a custom coded social impact e-commerce platform (possibly qualifying as a STEM) which enables multiple vendors worldwide to sell their products. Since my business model is completely changing and will also have a new dba, can I still meet the criteria to apply? Or, must I apply as either a sole proprietor or a brand new company entity?

A: You would need to start a new business and form a new entity to apply for the EDGE grant.

Q: Lori Selsberg 10:20 AM - Can you please provide the exact definitions of entrepreneur v STEM. For some businesses like a website (not brick and mortar) for individuals to utilize, the definitions are unclear. Thanks

A: This question has been answered live * Additionally, examples will be posted to de.gov/edge by Thursday 1/23/25

Q: Briauna Taylor 10:22 AM - Should we include financials for 2024?

A: - yes

Q: Walter OLOGI 10:24 AM - How would you consider a business that had been closed and now being reopened when it comes to number of years in operation?

A: If this business is under new ownership it would be considered a new business. Please reach out to your regional business manager to further discuss.

Q: Jocelyne Firmin 10:24 AM - Is the income statement the P&L?

A: Yes, an income statement and a profit and loss (P&L) statement are the same financial report.

Q: Jeanne Walker 10:26 AM - What if you are a new start up business and don't have all the financial background?

A: you will need to provide cost of business license and any expenses that you have occurred. Also, we recommend you register with the SBDC and get an advisor who can further assist. You will also need to meet with your Regional Business Manager.

Q: Dierdra Oretade-Branch 10:27 AM - What is considered for the match (e.g. if I took out a line of credit or commercial loan to cover the match) or is it only personal cash?

A: This question has been answered live

Q: Harshitha Gannamani 10:27 AM - We do not have a balance sheet since we are still starting up and currently do not own anything. Is this information mandatory to submit the proposal

A: You can still create a balance sheet and show any business expenses that you have (business license, marketing, etc.)

Q: Anonymous attendee 10:27 AM - What if the money was already spent?-Can this be considered my grant match?

A: No, money that has already been spent cannot be used as a match.

Q: Vashun Turner 10:28 AM - since this is State funds does that mean the match can't come from another state funded agency

A: The match can come from another state agency.

Q: Tamica D'Aguiar 10:30 AM - Thank you. So my next question is: Do you HAVE to have employees to qualify?

A: No, not a requirement.

Q: Kama Porcelli 10:33 AM - is middletown a downtown development zone?

A: You can key in the address on the opportunity zone map and it will indicate if your address is in the DDD or Opportunity Zone

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

Dierdra Oretade-Branch 10:33 AM - What is considered for the match (e.g. if I took out a line of credit or commerical loan to cover the match) or is it only personal cash?

A: You can use a line of credit or loan to provide your match. At the end of 1-year, you will need to provide expenses and proof of payment for the EDGE grant + your match.

Q: Brittany Williams 10:34 AM - Hi, what if you have a phased plan that eventually includes a physical location in an opportunity zone. Should we also include that information?

A: That wouldn't be eligible the location would already need to be within the opportunity zone or downtown development district when you apply.

Q: Anonymous attendee 10:34 AM - Must the business actually lease office space as opposed to me being able to operate it out of my home and employ remote working employees? My home is located in an opportunity zone--Wilmington.

A: You are not required to lease office space, you can operate your business out of your home.

Q: Anonymous attendee 10:36 AM - What's the best way to display that we're in an opportunity zone without taking up too much space on the written pages?

A: you can submit a snapshot of the opportunity zone map. You can also answer yes on your application for opportunity zone when you submit your application.

<https://delaware.maps.arcgis.com/apps/dashboards/1aa91ae33e6543a680de3153b335f34e> this is the link for map.

Q: Terrie Williams 10:36 AM - what is Director Shavone White

A: Good morning Terrie, I'm the director of the Office of Supplier Diversity. If you are interested in OSD certification as a diverse and/or small business please visit our website at <https://business.delaware.gov/osd/>

Q: Antonios Fessarar 10:36 AM - What should we put in section 2.2 owner qualifications and experience

A: This would be where your experience makes you well qualified in your business arena.

Q: Anonymous attendee 10:37 AM - Can an applicant which is an entity be formed out of state but be controlled by and operated by someone located in the State of Delaware? Or, is this a disqualifier?

A: Your company can be formed in another state, but 51% of your business must be located in Delaware.

Q: Anonymous attendee 10:37 AM - When you say stay in the state for 5years, does that stop us from expanding to other states?

A: Not at all! We just want to ensure that your home location is in Delaware for at least 5 years, and hopefully longer.

Q: Anonymous attendee 10:37 AM - Hello - if we have not yet started the business, do forecasted 3 year financial statements satisfy the financials requirement?

A: We require 5 and can connect you with the Small Business Development Center, one of our resource partners, that can help you plan these numbers out.

Q: Anonymous attendee 10:38 AM - If you are a start-up, haven't open yet, can you apply?

A: Absolutely!

Q: Michael Sparacio 10:39 AM - Will our regional manager sign an NDA?

A: No

Q: Kama Porcelli 10:42 AM - I cant figure it out. i know im not in an opportunity zone but i thought i was in a downtown zone. ill try looking later

A: Please contact your regional business manager for help with this. We can help you figure out where you are and if you are in a DDD or Opportunity Zone.

Q: Gayle Galbraith 10:45 AM - As a startup, does your initial investment count towards matching if it is being used towards achieving project goals listed in application?

A: You match can only include project expenses incurred and paid after receiving the grant.

Q: Terrie Williams 10:48 AM - Shavonne, thank you. Did ee stated that the certification is free? I am a veteran and woman of color.

A: Yes, it is free and here is the application link https://business.delaware.gov/wp-content/uploads/sites/118/2023/11/Diverse_Small-Business_Certification-Application-form.pdf

Q: Anonymous attendee 10:48 AM - Is there a page limit or attachment limit for the proposal

A: 20 pages max

Q: Nileyka Marrero 10:51 AM - May I apply if I have no employees at the current moment?

A: yes

Q: Kemi Shokunbi 10:51 AM - What's the contact information for the area reps? Also for new business can credit line be considered as part of funding?

A: You can find a link to the Regional Business Manager for your county at de.gov/edge

...follow up **Q: How many recipients were awarded the grant the first year of business?**

A: 20 – 10 in the summer round and 10 in the winter round

Q: Troy Boxton 10:54 AM - can you provide Anastasia email address

A: anastasia.jackson@delaware.gov

Q: Will a temporary business license be accepted if the state hasn't sent the official business license?

A: Yes, you can submit your temporary license if you haven't yet received your permanent license.

Q: "Is the Edge Grant available once a year? Is there another webinar available for those who could not attend today?"

A: **Twice per year and this webinar is being recorded and will be uploaded to our website today. The slidedeck will also be available.**

Q: I may have missed it, but has Stephen included his email here?

A: **stephen@futuresfirstgaming.com**

Q: Can we apply for a grant for the machine purchased in Feb 2025

A: **You cannot. Eligible expenses are only those that occur after the grant has been awarded.**

Q: Would an architecture firm be considered a STEM business?

A: **It would depend upon the actual project. Please contact your regional business manager and discuss your proposal with them and they can give you the best guidance.**

Q: Regarding the response: "Your company can be formed in another state, but 51% of your business must be located in Delaware." How should "51% of your business must be located in Delaware" be demonstrated, especially if the business is operated out of my home by me?

A: **answered live *Your home must be in Delaware, so provide proof of address associated with your business – bills, invoices, etc.**

Q: How long do you need to be in business?

A: Less than 7 years

Q: In the finalist round, what does the 15 minute presentation in front of the judges entail?

A: **You will be presenting your proposal. Highlighting each of the categories in your proposal in a brief overview. You will have the opportunity to practice with your business manager.**

Q: what would the deadline be to use the funding or lose it?

A: **One calendar year**

Q: Is this State or Federal funding?

A: State

Q: What if your business is associated with a 501c3 that would be in the “project” for your business? Would you still qualify

A: If you have a state of Delaware Business license you can apply. Please consult with your regional business manager to get a better overview of business model.

Q: If I want to begin a business and have no experience, how do I begin this process. I have already begin my proposal however, who do I reach out to to teach me the process of the business I would like to begin.

A: Eunice, the business manager for your area would be your best resource. We also have multiple resource partners that we can connect you with to help you on your path.

Q: If I am a new LLC effective this year and haven't generated ROI and don't have tax records yet, can I still apply for the grant to get my business off the ground?

A: Absolutely. We do not require you to submit your taxes, just financial documents.

Q: What category does consulting fall under on the business license application? There is no "consulting" category.

A: General services license can be used for consulting.

Q: Is the grant funding awarded all at once or by monthly based on invoices?

A: You receive the funds all at one time once a grant agreement is executed.

Q: does this grant apply to event planning

A: It can. Event planning companies have applied in the past.

Q: Is there 10 winners per round?

A: There are usually 5 awardees per category (STEM or Entrepreneur) for a total of 10 per round.

The following questions were answered live, therefore the responses can be found on the webinar recording.

- "I have my family child care for 15 yrs I went back and got my bachelors for ECE now i want to open a center now but I don't have the funds to open. Can I apply for funds ."
- What do you consider a company that does the repairing and going and teaching about computers as well?
- What disqualifies a person or business?
- Could you go deeper into detail about matching the grant? Are you saying at the end of one year we should have invested x amount into the business in addition to the grant amount? How is this determined? If we fall short let's say by a few thousand is there still a penalty?
- If your business does not begin within the year can it be carried over to following year?
- 501c3's are ineligible. Will businesses that are L3C's eligible as long as they don't have a 591c3 designation?
- Do consultants need to have a DE business license? And if so, what category does consulting fall under on the business license application?
- The business I'm wanting to start is not the same business I'm currently working on, however they are in the same field. Can I use my current financials to give an idea of what I can make or how much I should make with the projections?
- Does the funding match need to be in cash, or can it include the equivalent value of work or equipment?
- Someone spoke about bonuses: such as minority owned, woman owned and opportunity areas. Are these bonuses IN ADDITION to the grant and are the bonuses also considered taxable income?
- If my business is a combination of different categories however, 50 percent of my business involves STEM.... Am I still able to apply for the STEM category? Other words does my business have to be 100 percent based on STEM to apply for that category?
- What does the reporting process look like, if awarded the grant?
- Are there any rules around AI generated or supported businesses? Will this fall under Stem only or both categories?

- I currently have an established beauty lash and bar business, I want to expand and provide suites/rental booths for other cosmetologists/estheticians. I currently am working on expanding and putting money toward my business would this be included in the match since it's within the year, or the matching begins after the grant? Would this include startup costs, rent, inventory?
- when can you be assigned a regional manager
- If awarded the grant, will this be taxed up front or what are the tax responsibilities for our business?
- what defines "Wilmington area" vs New Castle county?
- What happens if you apply in the wrong category?
- Your business manager, their county, is it where you live in Delaware or where the business will be located
- would expand a child care business be something to apply for this grant?
- Can you apply on more then one category for more then one business
- Could the EDGE Grant be used to hire programmers for our project? Additionally, would our other project expenses count toward the business's required contribution to the project if we used grant for hiring?
- Is not clear to me how the eligibility work for businesses that operate exclusively online. Can you please elaborate?
- In the finalist round, what does the 15 minute presentation to the judges entail?
- I have a non-emergency medical transportation business, I am looking to expand on my business by purchasing new vehicles. Would I be eligible for this grant program?
- Can we get a new business manager if the one in our area is not responsive or helpful?
- Anonymous attendee: Is not clear to me how the eligibility work for businesses that operate exclusively online. Can you please elaborate?

Thank you for attending!

