



Maximizing Government Opportunities for Growth

Government Updates on Coronavirus Response Programs and Funding

Presented by:

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May 5, 2020

Agenda

- Background
- Updates on IRS Checks, Loans, Tax Credits and Contracting Rules
- New Grants
 - BARDA, DoD, NIH, FDA, SBA, OSTP
- Future Opportunities
- Ohio
- Final Tips
- Q&A

G2G's Background

Team:

- Raised \$277M for clients since 2007
- Lead bipartisan advocacy campaigns
- Navigate government to secure funding
- Federal, state and local levels of government

Niche:

- Finding funding for businesses and nonprofits
- Advancing innovation
- Creating Monthly GBG Report and Grant Tracking

Locations & Affiliations:

- Capitol Hill, Washington, D.C.
- Cleveland & Columbus, Ohio
- BIO Chapters: BioOhio, BioEnterprise, iBio, MdBio, MichBio, RI Bio, VaBio

Overview:

Coronavirus Response Programs

- **March:**

- Emergency Supplemental Funding Legislation
- National Emergency Declared by President Trump
- Families First Coronavirus Response Act (FFCRA)
- Coronavirus Aid, Relief and Economic Security Act (CARES Act)
- SBA's EIDL Program Opened for Submissions

- **April:**

- Paycheck Protection Program Launched
- SBA EIDL Submission Process Updated
- Payroll Tax Credit Started
- 4th Legislative Package Replenished PPP, EIDL and SBA Loan Programs via the Paycheck Protection Program and Health Care Enhancement Act (CARES 3.5)

- **May-July:**

- 5th Coronavirus Response bill
- NDAA, Appropriations, Infrastructure, expiring programs such as FAST Act, NIH Reauthorization, Workforce Innovation & Opportunity Act, Childcare Development Block Grant program, ESEA, etc

Coronavirus Programs

- Individual checks from the IRS
- Paycheck Protection Program (PPP)
- Debt Relief for Existing and New SBA Borrowers (EIDL)
- Employee Retention Tax Credit
- SBA Loans
- Treasury Main Street Loans
- Airline Industry Loans

Individual IRS Checks

- \$1,200 for individual and \$2,400 for married filing jointly and have a work eligible Social Security number with adjusted gross income up to:
 - \$75,000 for individuals
 - \$112,500 for head of household filers and
 - \$150,000 for married couples filing joint returns
- Taxpayers will receive a reduced payment if their AGI is between:
 - \$75,000 and \$99,000 if their filing status was single or married filing separately
 - 112,500 and \$136,500 for head of household
 - \$150,000 and \$198,000 if their filing status was married filing jointly
 - Payment amount is reduced by \$5 for each \$100 above the \$75,000/\$112,500/\$150,000 thresholds
- When?
 - Direct deposit if IRS has your bank account
 - IRS is mailing 5 million per week so last checks should arrive in September
- How do I check Status?
 - Go to <https://www.irs.gov/coronavirus/get-my-payment>.
 - Get My Payment - App

Paycheck Protection Program

- For businesses, 501(c)3s or veteran organizations, <500 employees. Sole proprietor, independent contractor, self-employed, "gig workers"
- 100% federally guaranteed, loan forgiveness for up to 8 weeks of average payroll and other costs if the business retains employees and their salary levels during that time up to \$100,000, no payments for 6-12 months, after 12 months loan has 4% interest rate, if maintain payroll.
- How can use PPP funds:
 - Payroll
 - Costs related to continuation of group healthcare benefits
 - Interest on mortgage obligations
 - Rent and utilities
 - Interest on debt that existed as of February 15, 2020
 - Refinancing an EIDL loan made between January 31, 2020 and April 3, 2020
- Problems:
 - Approved loans in 2 weeks = 5% of all loans in 2019
- Questions?
 - Go to <https://home.treasury.gov/system/files/136/Paycheck-Protection-Program-Frequently-Asked-Questions.pdf>
 - See sample application: <https://www.gcpingear.com/post/sba-s-paycheck-protection-program-what-you-should-know>

Paycheck Protection Program *Updates*

- \$310 billion replenishment
- “Affiliate” definition continues to exclude VC- and PE-backed companies but gambling companies are now allowed to access PPP
- S-Corps that pay distributions to shareholders are still excluded
- Agricultural producers, farmers and ranchers are now eligible for PPP
- If you filed for a loan based on the PPP Interim Final Rule published on April 2nd no additional action
- Loans still cover vacation, parental, family, medical and sick leave but exclude qualified sick and family leave wages for which the tax credit is used
- Amounts paid to an independent contractor or sole proprietor are excluded from the eligible business’s payroll costs
- All payroll costs count toward the \$100,000 annual compensation
- Defense contractors
- Full-time v. part-time employees
- Problems – Bank of America, JPMorgan Chase, U.S. Bank and Wells Fargo led PPP program, have preferred issuing bigger loans and those have worked with before, and prioritizing backlog

EIDL, SBA Loans & Debt Relief *Updates*

- For small businesses, private nonprofits, cooperatives, Employee Stock Ownership Plans, sole proprietorships, independent contractors and tribal businesses in operation by January 31, 2020 and fewer than 500 employees
- \$50 billion for SBA's EIDL Program and \$10 billion for EIDL Grants replenishment
- Loans up to \$1M, 3.75% for for-profit and 2.75% for nonprofit with maximum term of 30 years, collateral is required for loans >\$25,000, loans <\$200,000 don't require a personal guarantee
- Loans may be used to pay for expenses that could have been met if the disaster hadn't happened, including payroll and other operating expenses
- Businesses must submit IRS form 4506 T and a statement of liabilities with the EIDL application
- \$10,000 advance to loan that does NOT need to be repaid, even if loan is denied
- Problems – Hard to submit, no way to check status, taking longer than expected
- How to apply and other helpful information:
 - o To apply – <https://covid19relief.sba.gov/#/>
 - o Affiliation rules apply – Control is the key factor for eligibility, many VC backed companies are ineligible, but SBA may issue more lenient regulations
https://www.sba.gov/sites/default/files/affiliation_discussion_0.pdf

Other SBA Loans and Tax Changes

- SBA Express Bridge Loans
- SBA 7(a) Program
- Express Loan Program
- Community Advantage Loan Program
- 504 Loans
- Microloans
- Payroll Tax Payment Delay
- Net Operation Losses (NOLs)
- Alternative Minimum Tax (AMT)
- Business Interest Expense Deduction
- Nonprofit Impact:
 - Partial Above-the-line Deduction for Charitable Contributions During 2020
 - Modification of Limitations on Charitable Contributions During 2020
 - Minimum Funding Rules for Certain Charities

Tax Credits *Updates*

- Refundable tax credits can take now continue to be available to employers
- 50% of up to \$10,000 in wages paid by an employer whose business is fully or partially suspended OR gross receipts decline >50% for wages paid after March 13 and before December 31, 2020
- Credit available to **ALL** employers, regardless of size, including tax exempt organizations EXCEPT: state and local government and small businesses who take SBA loans
- To qualify, the employer must meet one of two tests:
 - Business fully/partially suspended by government order during calendar quarter
 - Gross receipts <50% of comparable quarter in 2019

Main Street Lending Program

\$600 billion

- For small and medium-sized businesses that were in good financial condition before the pandemic to maintain payroll and operations
- Eligibility
 - Business up to 15,000 employees OR up to \$5 billion in 2019 revenue (in each case together with affiliates)
 - Formed prior to March 13, 2020
 - Majority of employees based in the US
- Terms
 - 4-year term loans
 - No principal or interest payments for 1 year
 - Minimum loan size: \$500,000 for new and priority loans and \$10 million for increases

Coronavirus Legislation

Updates on Implementation

- **Health and Human Services Department**
 - \$75 billion for hospitals, especially in rural area and \$25 billion for additional testing
 - Accelerating COVID-19 Therapeutic Interventions and Vaccines (ACTIV) partnership
- **FEMA**
 - April 7 to August 8 FEMA no exporting PPE, including filtering facepiece respirators, surgical masks, exam gloves and surgical gloves without approval from FEMA
 - \$110 million contract for a week's worth of PPE for more than 15,400 nursing homes
- **Housing**
 - Homeowners who suspended mortgage payments will not have to make lump sum payments
- **Education Department**
 - \$300 million for states to improve virtual education, access to technology for families and expand workforce education.
- **Labor Department**
 - Exception for paid leave for costs exceeding businesses' revenues
 - Independent contractors and gig workers may qualify for Pandemic Unemployment Assistance
- **Treasury Department**
 - Get My Payment - App
- **Small Business Administration**
 - Private equity and hedge funds can't access PPP

What's Next *Issues*

- New Congressional Coronavirus Task Force
- Defense Production Act enforcement to increase PPE and testing supply production
- CURES 2.0 proposal
- Healthcare workforce protections
- Hazard pay for essential workers
- More PPP, EIDL and SBA loan funding and individual payments
- Treasury Dept is reconsidering eligibility rules for some businesses (VC/PE-backed)
- Changing threshold of 500,000 people per city for aid
- House Democrats call for 90-Day Suspension of Tariffs on Virus Related Goods
- Infrastructure package
- Loan Cancellation for for-profit students

What's Next

Funding

- Funding for workforce training – \$15 billion proposal
- Funding for state and local governments – \$500 billion - \$1 trillion proposal
- Targeted support for nonprofits – \$60 billion proposal
- Funding for scientists forced to halt studies due to the pandemic – \$26 billion proposal
- Give Students Wi-Fi Devices – \$4 Billion proposal

White House:

- WH is planning to suspend small business federal regulations and shutdown borders
 - WH “Operation Warp Speed” – 100-300 million vaccine doses ready by year's end
 - WH partnering with chain retailers to test at least 2% of residents in all 50 states
 - Re-opening the economy – 14-day periods, increased testing and face masks
 - President Trump calls for payroll tax cut or suspension in any upcoming package
 - New Apple-Google virus tracing apps released – launch in May
-
- Must pass non-COVID-19 legislation, e.g. FY2021 Appropriations and NDAA
 - *Engage your Members of Congress so know your experiences and concerns*

Grants



Government Bioscience Grants

May 15 – Monthly GBG Highlights Call
10:00am – 10:30am (EDT)
<http://www.g2gconsulting.com/events>

THE ESSENTIAL GUIDE TO

Non-Dilutive Government Funding

PUBLISHED BY



Questions?

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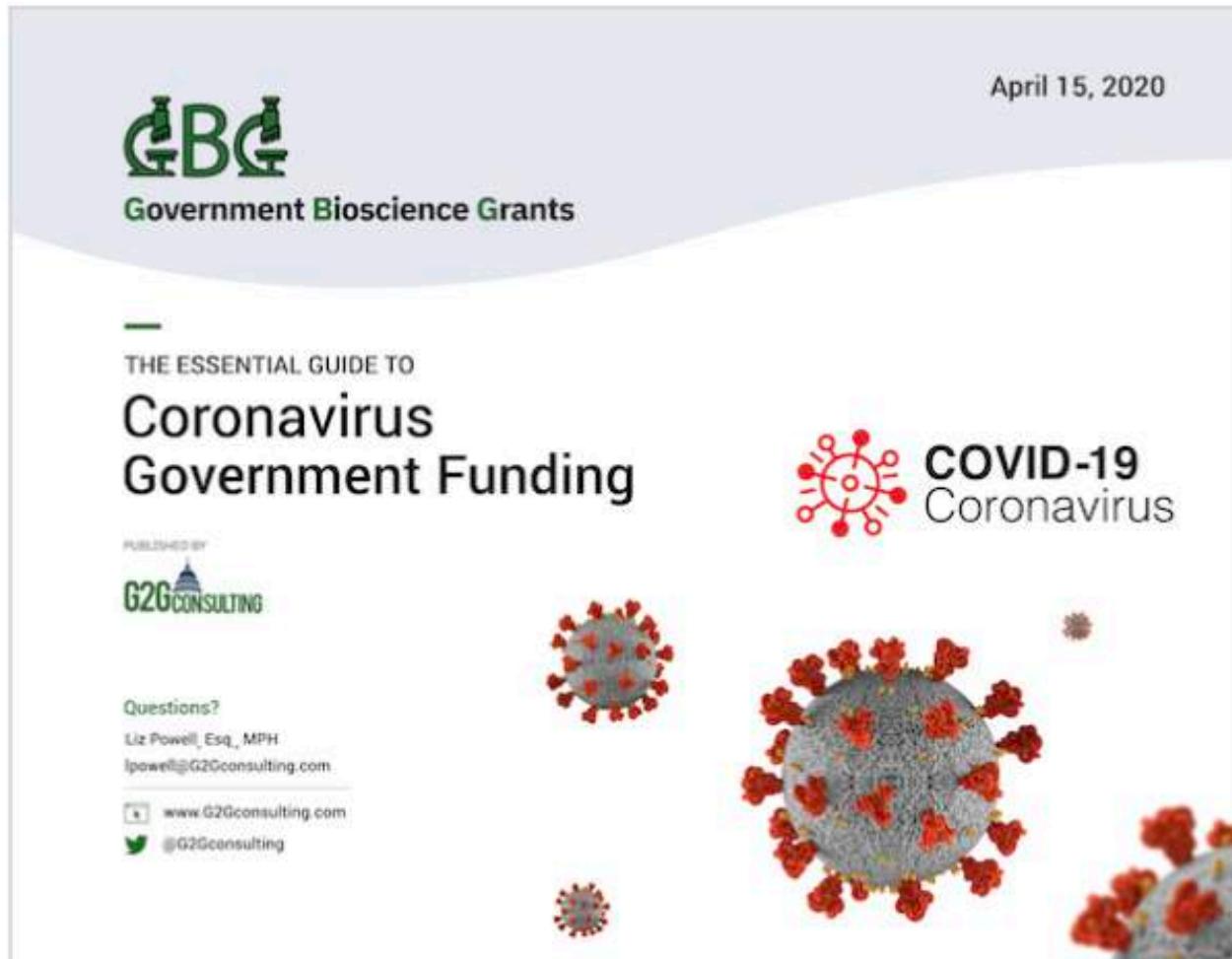


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<http://www.g2gconsulting.com/bioscience-corner>

Grants



<http://www.G2Gconsulting.com/events>

Coronavirus Funding DoD

- **CDMRP PRMRP Emerging Viral Diseases and Respiratory Health** – Pre-Applications
Due: May 28 & June 8; 3 award mechanisms; \$1.6+M for up to 4 years
<https://cdmrp.army.mil/funding/prmrp>
- **MTEC:**
 - National Emergency Telecritical Care Network Project – Due April 27
 - Wearable Diagnostic for Detection of COVID-19 Infection – Due May 13
 - Treatment of COVID-19 Related Severe ARDS and Acute Lung Injury
 - Technologies to Reduce Medical Workforce Burden and Maximize Resource Utilization
 - Point-of-Care Diagnostics to Rapidly ID Infected Individuals
 - Predictive Analytics that can Forecast Potential Hot Spots and Empower Decision Makers Response Actions<https://www.mtec-sc.org/solicitations/>
- **Joint Acquisition Task Force (JATF), AFWERX** – Open from March 30 to April 30; SBIR
Direct to Phase II Open Topic with a COVID-19 Interest Area
<https://www.afwerx.af.mil/sbir.html>
<https://beta.sam.gov/opp/aa1fc86c0cde4352a8ca464ee5b3296c/view#description>
<https://www.dodsbirsttr.mil/submissions/login>
- **SOCOM Build-a-Vent Innovation in Manufacturing Challenge** – Due April 23; produce
prototype ventilators from previous challenge
<https://vulcan-sof.com/login/ng2/auth/login?requestedUrl=%2Fhome>

Coronavirus Funding *HHS*

- **BARDA** – Ongoing; BAA (up to \$8M) and EZ BAA (up to \$750K); COVID-19 MCM Partnership Opportunities
<https://www.phe.gov/emergency/events/COVID19/Pages/business-barda.aspx>
- **NIH Emergency Competitive Revisions to Existing NIH Awards** – On-going; Proposals accepted on rolling basis; assays for virus characterization, animal models, immune responses; Funding level depends on proposal
https://grants.nih.gov/grants/guide/pa-files/PA-20-135.html#_Section_II._Award_1
- **NIH Therapeutic/Indication Pairing Strategies** – LOI Due: May 25; Pre-clinical studies to repurpose existing experimental or FDA approved drugs or biologics; Up to \$200K per, for up to 2 years
https://grants.nih.gov/grants/guide/pa-files/par-17-465.html#_Section_II._Award_1
- **NCATS Repurposing Existing Therapeutics to Address the 2019 Novel Coronavirus Disease** – Due: June 1; Interested in projects that are in or completed Phase I clinical trials; \$200,000-\$3M
<https://grants.nih.gov/grants/guide/notice-files/NOT-TR-20-012.html>

Coronavirus Funding *HHS*

- **NIH Rapid Acceleration of Diagnostics initiative (RADx)** – \$500 million national challenge to identify the best candidates for at-home or point-of-care tests for COVID-19 following “Shark Tank” model
<https://www.nih.gov/news-events/news-releases/nih-mobilizes-national-innovation-initiative-covid-19-diagnostics>
- **NIAiD Emergency Awards: Rapid Investigation of SARS-CoV-2 and COVID-19** – Ongoing; expedited funding mechanisms; \$275K+
<https://grants.nih.gov/grants/guide/pa-files/PAR-20-177.html>
<https://grants.nih.gov/grants/guide/pa-files/PAR-20-178.html>
- **NLM Notice of Special Interest: Data Driven Research on COVID-19** – Due: June 16; mine clinical data to predict presence of COVID-19, public health surveillance of genomic, viromic, health and environmental data
<https://grants.nih.gov/grants/guide/notice-files/NOT-LM-20-011.html>

Coronavirus Funding/Resources *Others of Interest*

- **NSF** – Non-medical, non-clinical-care RAPID research on coronavirus, e.g., research on modeling and understanding the spread of COVID-https://www.nsf.gov/news/special_reports/coronavirus/
- **PCORI Supporting Engagement in and Dissemination of PCORI/CER in the Context of COVID-19** – Due May 22; Community participation in patient-centered outcomes research/comparative clinical effectiveness research
<https://www.pcori.org/blog/introducing-engagement-awards-funding-cycle-address-covid-19>
- **COVID-19 Therapeutic Accelerator** – \$125M seed funding to speed therapeutic development; The Gates Foundation, Wellcome, and Mastercard Impact Fund
epidemics@wellcome.ac.uk
- **FDA – CTAP 1-Day Response for Ultra-Rapid Protocol Review and EUAs**
https://www.fda.gov/drugs/coronavirus-covid-19-drugs/coronavirus-treatment-acceleration-program-ctap?utm_campaign=CDER%20New%2004%2F02%2F2020&utm_medium=email&utm_source=Eloqua&elqTrackId=331b8d94d4ba4747a26cbe1af2349b0a&elq=322778a27eec413f88d6db68e419701c&elqaid=11919&elqat=1&elqCampaignId=10054
- **CDC – Diagnostic Development, Immune Response, Transmission, Host Infection Dynamics**
<https://www.cdc.gov/coronavirus/2019-ncov/index.html>
- **OSTP - COVID-19 Open Research Dataset (CORD-19)** – Database of 29,000 scholarly articles that industry and public health community can use with AI to mine the research to answer important questions about the coronavirus <https://pages.semanticscholar.org/coronavirus-research>
- **BIO – Coronavirus Hub to Facilitate Exchange of Supplies & Services** <https://hub.bio.org/>

Coronavirus Resources

Not Necessarily Funding

- **DoD SOFWERX Tech Tuesdays**
<https://www.sofwerx.org/techtuesday/>
- **DoD USAMRDC NPI** – No deadline; response within 10 days for certain assays
<https://mrdc-npi.amedd.army.mil/>
- **DoD Army Futures Command AAL Submissions** – No deadline; response within 3 weeks
<http://aal.army>
- **DoD Navy SBIR/STTR** – No deadline; email 250 Word Abstract; Subject: "COVID-19 Pivot"
navy-sbir-sttr@navy.mil
- **DoD Group Email In-Box** – Send Inquiries on How to Support Response
osd.pentagon.ousd-a-s.mbx.covid-19-industry@mail.mil
- **DOE National Virtual Biotechnology Laboratory (NVBL)** – Single point, clearinghouse for access to experts, research tools and equipment across national lab system
https://science.osti.gov/nvbl?utm_medium=email&utm_source=FYI&dm_i=1ZJN,6UU9U,RBBVZX,RI3TV,1

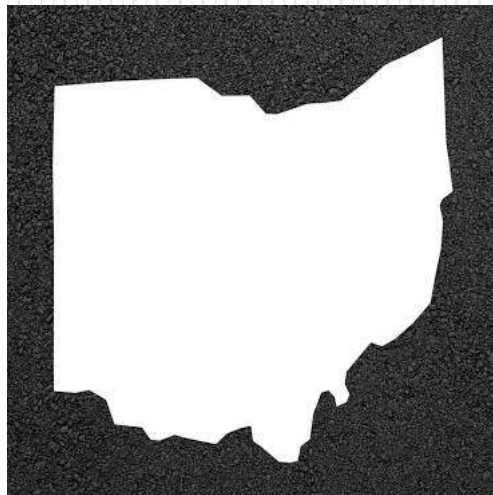
Past Coronavirus Funding

- **DoD XtechSearch for Ventilators** – April 13 pitches
https://usg.valideval.com/teams/xTech_covid_vent/signup
- **DoD MTEC Development of Treatment for COVID-19** – Closed April 8; up to \$4M
https://www.mtec-sc.org/wp-content/uploads/2020/03/20-09-COVID19_RPP.pdf
- **DoD Medical CBRN Defense Consortium** – Closed April 6; Diagnostics, Surveillance, POC, Therapeutics, Prophylactics, Clinical Trials
<https://ati.acqcenter.com/MCDC/BIDS.NSF/Start?ReadForm>
- **DoD SOCOM COVID-19 Innovation Challenge** – Closed March 31
<https://vulcan-sof.com/login/ng2/auth/login?requestedUrl=%2Fhome>
- **DoD XTechSearch Medical Technologies** – Closed March 31
<https://www.arl.army.mil/xtechsearch/>
- **DoD SOCOM DIY Hack-a-Vent Innovation Challenge** – Closed March 25; Low-cost, non-FDA approved mechanical ventilator
<https://vulcan-sof.com/login/ng2/auth/login?requestedUrl=%2Fhome>
- **CDC COVID-19 BAA** – Closed March 25; Transmission, Diagnostics Development, Immune Response, Host Infection Dynamics –
<https://beta.sam.gov/opp/728e1131ef444abc880f63540a37c364/view>

If You Have PPE Supplies

- **HHS COVID-19 PPE and Medical Supplies** – Due September 25, 2020
 - Submit a price quote under the "COVID19 PPE and Medical Supplies Request for Quotation"
 - Can respond with fixed unit price quote and number of units on hand for any of the items listed in Attachment A
 - Full details are in the solicitation (Updated Notice ID 70FA2020R00000011)
<https://beta.sam.gov/opp/3e05e664e606486ca34d1a41b47ff0ff/view>
- **DHS FEMA Medical Supplies or Equipment**
<https://www.fema.gov/covid19offers>
- **PPE Project**
<https://www.projectn95.org/>
- **GetusPPE.org** — Nationwide Matchmaking of PPE and Supplies
<https://getusppe.org>
- **Mask Match** — Mail PPE from Donor to Recipient
<https://www.mask-match.com>
- **DonatePPE.org** — Bay Area and Southern CA, NYC and Boston
<https://www.donateppe.org>
- **PPE Link** — Targets STEM professionals to Donate Gear from Labs to Hospitals
<https://ppelink.wordpress.com>
- **Mask Crusaders** — NYC, Chicago, Philly, Ohio, Los Angeles, D.C., Seattle and Boston
https://docs.google.com/forms/d/e/1FAIpQLSdgEtdv00mF7Q9ve0e5Y4jvTKiWGFTCCCWZlasxnUuhS_-hLA/viewform

Ohio



Reopening Ohio

- **May 1** – All health procedures and operations that do not require overnight stay in a hospital can continue to move forward.
- **May 4** – General offices and manufacturing, distribution and construction companies will be allowed to reopen but must follow guidelines:
 - Require face masks or covering for all employees and clients and customers
 - Conduct daily health assessments of employees and employers
 - Maintain good hygiene, social distancing and hand washing
 - Clean and sanitize workplaces often
 - Maintain social distancing practices of 6-feet between people, use barriers when 6-feet of distance is not possible, establish maximum capacity to 50% of fire code
- **May 12** – Retail, service and consumer businesses will be allowed to reopen. All employees will be required to wear face masks or covering while visiting these places of business.
- **Remaining closed:** K-12 schools, restaurants and bars (carry-out and delivery services permitted), personal appearance/beauty, adult day support or vocational habilitation services in congregate setting, auditoriums, stadiums, arenas, movie theaters, performance theatres, and concert and music halls, public recreation centers and indoor sports facilities, health clubs, fitness centers, residential and day camps, campgrounds

Ohio Coronavirus Resources

- **JobsOhio** – Committed \$50 million to assist Peoples Bank and First Federal/Home Savings Bank in providing lending to companies negatively affected by the coronavirus pandemic
 - Eligible uses: working capital, including payroll, rent, mortgages or other fixed debts, utilities and other bills
 - peoplesbancorp.com/coronavirus, First-fedbanking.com/COVID-19 or Homesavings.com/COVID-19
- **Law Enforcement Grants** – \$16 million in grant funding is now available for local law enforcement agencies, probation officers, parole offices, local courts, victim service providers and adult, juvenile, and community corrections agencies.
 - www.ocjs.ohio.gov
- **Rev1 Ventures** – Looking for those Columbus-based and developing technology to help support customers or the community in response to COVID-19. To help startups shift their businesses, start new companies, or launch new products, there is room for 10 innovators to attend a special May Customer Learning Lab focused on rapid market validation
 - <https://bit.ly/2W54iKH>
- **Check with regional chambers** – several business assistance loans created

Ohio Legislative Update

- **Budget** – State needs a balanced budget by June 30.
 - Large surplus going into FY20, now estimated \$2.4B deficit
 - Hope to balance FY20 without \$3B Rainy Day fund
- **Roundtables** – Members are holding regional virtual roundtables. Check social media for details
 - G2G organized virtual roundtables with Reps. Stivers, Wenstrup, Joyce, and Gonzalez and Senator Portman and organizing more with Senator Brown and others
- **House Update** – House staff will return on a staggered basis two days a week; scheduled session and committee meetings in May, meeting this week
- **Senate Update** – Senate is working on a plan to safely have staff return to work in the Statehouse; scheduled session and committee in May

BioOhio Roundtables



Final Tips

- Apply for PPP now as well as SBA Programs
- Regularly check new updates/guidances from Treasury and SBA
- Follow Deadlines and Criteria
- Do registrations in advance before deadlines – DUNS, SAM, eBRAP
- Read the BAA/RFP/RPP and respond to each section
- Communicate effectively – simplify and use graphics
- Focus on COVID-19 first then explain broader applications for innovation
- Check out reviewers – programmatic panel memberships are available on CDMRP website
- Engage your Members of Congress
- Collaborate with the military whenever possible in making submissions and executing research
- Advocate to be included in future COVID-19 legislation



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