**ATTACHMENT A: LOAN DETAIL PROJECTIONS**

To help DEED understand the lender’s ability to enroll loans in the Program the following table should be completed. Please only include the value of loans Responder expects to enroll in the program in Row 1 - Value of Loans Originated, not all loans Responder expects to originate during the time period.

|  | **2024** | **2025** | **2026** | **2027** | **2028** | **2029** | **2030** |
| --- | --- | --- | --- | --- | --- | --- | --- |
| **Estimated Value of Loans to be Originated** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **Estimated Number of Loans to be Originated** |  |  |  |  |  |  |  |
| **DEED Participation Value – Non-SEDI (25% loan value)** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **DEED Participation Value – SEDI (30% loan value)** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |

**ATTACHMENT B: OUTREACH STRATEGY**

To help DEED understand the lender’s ability to conduct outreach to its investment area or targeted population, as well as SEDI-owned businesses, the following outreach plan questions should be completed. SEDI is defined by the U.S. Department of the Treasury and is outlined in Section 2 – Summary of Scope, Clause 6. Desired Qualifications of this RFP.

1. Describe how the organization’s investment area or targeted population aligns with SEDI.
2. Describe the organization’s historical and anticipated outreach efforts to eligible small business borrowers in the organization’s investment area or targeted population, including SEDI-owned businesses.
3. How does the organization plan to reach additional eligible borrowers, including SEDI-owned businesses, that may be served by loans that will be enrolled in the Program?
4. What other private sources of capital does the lender have available to make loans to its targeted investment area or targeted population?
5. How will the organization partner with other private lenders, such as banks, to increase access to eligible borrowers, including SEDI-owned businesses.
6. Indicate which outreach mechanisms the organization plans to use to reach its investment area or targeted population, including SEDI-owned businesses. Check all that apply:

\_\_\_\_ Open office hours

\_\_\_\_ Trainings for potential borrowers

\_\_\_\_ Presentations to community leaders or affinity groups (e.g. chambers of commerce) – provide specific groups \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_ Radio

\_\_\_\_ Social media – please specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_ Mailings

\_\_\_\_ Other activities – please specify \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

ATTACHMENT C: RESPONDER DECLARATIONS

The undersigned certifies, to the best of his or her knowledge and belief, that:

* 1. **Response Contents.** The information provided is true, correct, and reliable for purposes of evaluation for potential contract award. The submission of inaccurate or misleading information may be grounds for disqualification from the award as well as subject the Responder to suspension or debarment proceedings as well as other remedies available by law.
	2. **Authorized Signature.** This Declaration is signed by the appropriate person(s), with the authority to contractually bind the Responder, as required by applicable articles, bylaws, resolutions, minutes, and ordinances.
	3. **Non-Collusion Certification.**

The Proposal has been arrived at by the Responder independently and has been submitted without collusion and without any agreement, understanding or planned common course of action with any other vendor designed to limit fair or open competition; and

The contents of the Response have not been communicated by the Responder or its employees or agents to any person not an employee or agent of the Responder and will not be communicated to any other individual prior to the due date and time of this Solicitation. Any evidence of collusion among Responders in any form designed to defeat competitive responses will be reported to the Minnesota Attorney General for investigation and appropriate action.

* 1. **Organizational Conflicts of Interest.** To the best of Responder’s knowledge and belief, and except as otherwise disclosed, there are no relevant facts or circumstances which could give rise to an organizational conflict of interest. An organizational conflict of interest exists when, because of existing or planned activities or because of relationships with other persons,

a vendor is unable or potentially unable to render impartial assistance or advice to the State;

the vendor’s objectivity in performing the contract work is or might be otherwise impaired; or

the vendor has an unfair competitive advantage.

If after award, an organizational conflict of interest is discovered, an immediate and full disclosure in writing must be made to the State’s Chief Procurement Officer which must include a description of the action which the contractor has taken or proposes to take to avoid or mitigate such conflicts. If an organizational conflict of interest is determined to exist, the State may, at its discretion, cancel the contract. In the event the Contractor was aware of an organizational conflict of interest prior to the award of the contract and did not disclose the conflict to OSP, the State may terminate the contract for default. Organizational conflicts of interest terms apply to any subcontractors for this work.

* 1. **Certification Regarding Lobbying.** For State of Minnesota Contracts and Grants over $100,000, the undersigned certifies, to the best of his or her knowledge and belief that:

No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.

If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, Disclosure Form to Report Lobbying in accordance with its instructions.

The undersigned shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans and cooperative agreements) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into and is a prerequisite for making or entering into this transaction imposed by 31 U.S.C. 1352. Any person who fails to file the required certification shall be subject to a civil penalty of not less than $10,000 and not more than $100,000 for each such failure.

* 1. **Copyrighted Material Waiver.** By signing its Response, the Responder certifies that it has obtained all necessary approvals for the reproduction and distribution of the contents of its response.
	2. **Diverse Spend Reporting.** The Sample Contract contains a clause for Diverse Spend Reporting. When this clause applies, Contractor will be required to register in a free portal to report diverse spend.

Please see [Diverse Spend Reporting Frequently Asked Questions](https://mn.gov/admin/assets/Diverse%20Spend%20Reporting%20FAQ_tcm36-394274.pdf) for additional information.

By signing this form, Responder acknowledges and certifies compliance with all applicable requirements indicated above.

Company Name:

Signature:

Printed Name:

Title:

Date:

Phone Number:

Email Address:

ATTACHMENT D: EXCEPTIONS TO STATE’S TERMS AND CONDITIONS

The State presumes a responder agrees to the terms and conditions of this solicitation unless a responder takes specific exception to one or more of the conditions on this form.

The State reserves the right to reject, negotiate, or accept any exception listed to the State’s terms and conditions (including those found in the attached Sample Contract).

INSTRUCTIONS: A responder must explicitly list all exceptions to State’s terms and conditions, if any (including those found in the attached Sample Contract). Reference the clause number and page number of the State's term and condition for each of a responder’s exceptions. If no exceptions exist, state "NONE" specifically on the form below. Whether or not exceptions are taken, the Responder must sign and date this form and submit it as part of their response. (*Add additional pages if necessary.*)

| **Clause and Page Number** | **Suggested Change to Clause** | **Explanation or Justification** |
| --- | --- | --- |
|  |  |  |
|  |  |  |
|  |  |  |

By signing this form, I acknowledge that the above-named responder accepts, without qualification, all terms and conditions stated in this solicitation (including the sample contract) except those clearly outlined as exceptions above.

Signature:

Printed Name:

Title:

Date:

ATTACHMENT E: COST PROPOSAL

Responders must submit Attachment E “Cost Proposal” form to submit their Cost Proposal. The rate(s) identified in the Cost Proposal must include all costs associated with sourcing, underwriting, documenting, servicing, collections and reporting for loans enrolled in the program, including but not limited to: travel expenses, mass mailings, fees, compensation, equipment and other charges.

DEED will only provide direct payment for participation purchases. The interest earned on the purchased participations is categorized as Program Income and may be used for eligible administrative expenses incurred by the Lender to make or service the Loans. SSBCI administrative costs are defined and governed by the Uniform Cost Principles in 2 C.F.R. Part 200 Subpart E (“Uniform Cost Principles”). The Uniform Cost Principles contain criteria that must be used to establish chargeable administrative costs and specific information on allowable costs in various cost categories. Lenders will be required to report on their administrative costs on a quarterly basis.

Definitions:

* + **Personnel:** the wages/salaries of individuals employed by the organization whose work is directly related to delivering program objectives.
	+ **Fringe benefits:** the fringe benefits of individuals employed by the organization whose work is directly related to delivering program objectives.
	+ **Travel:** the travel cost directly related to delivering program objectives. This does not include any out of state travel or travel that is not directly related to the program’s objectives.
	+ **Equipment:** the cost of equipment that is necessary for and directly related to delivering program objectives.
	+ **Supplies:** the cost of supplies that are necessary for and directly related to delivering program objectives.
	+ **Contractual:** the cost of contracted services including consultants that are directly related to delivering program objectives.

Expenses not directly related to delivering program objectives but necessary to support this funded program are considered indirect administrative costs. Indirect administrative costs may include a portion of the following expenses: accounting, human resources, IT support, other general office expenses, executive or supervisory salaries and fringe, rent, facilities maintenance costs, utilities, fleet vehicles, etc.

**Administrative Costs:**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Year 1** | **Year 2** | **Year 3** | **Year 4** | **Year 5** | **Year 6** | **Year 7** | **Total** |
| **Personnel** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **Fringe Benefits** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **Travel**  | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **Equipment** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **Supplies** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **Contractual** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **Other Eligible Direct Cost (specify)** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **TOTAL Direct Costs** | **$** | **$** | **$** | **$** | **$** | **$** | **$** | **$** |
| **Eligible Indirect Costs** |  |  |  |  |  |  |  |  |
| **TOTAL Costs** |  |  |  |  |  |  |  |  |

Submit Attachment E: Cost Proposal as a separate document(s) from your technical response for all copies of the Proposal. Do not include any cost information in the Technical Proposal part of the response. The Proposal must be open for acceptance until a contract is executed, the Solicitation is cancelled, or 180 days after the due date and time of the Solicitation, whichever comes first.

ATTACHMENT F: RESPONDER FORMS

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**STATE OF MINNESOTA – WORKFORCE CERTIFICATE INFORMATION**

**Information required for ALL bids or proposals that could exceed $100,000**

**Complete Box A or B of this form, and sign and return it with your bid or proposal. A Workforce Certificate or exemption from the Minnesota Department of Human Rights (MDHR) is required to execute a contract in excess of $100,000 under Minn. Stat. §363A.36.**

BOX A – COMPANIES **that have employed 40 or more full-time employees in this state or a state where the business has its primary place of business on any single working day during the previous 12 months, check one option below:**

**☐**

**☐**

Attached is our current Workforce Certificate issued by the Minnesota Department of Human Rights (MDHR).

Attached is confirmation that MDHR received our application for a Minnesota Workforce Certificate on

 (date).

* Our company does not yet have a Workforce Certificate, but we acknowledge that a Workforce Certificate is required before a contract in excess of $100,000 can be executed with the State of Minnesota or other covered entities.

BOX B – EXEMPT COMPANIES **that have not employed 40 or more full-time employees on a single working day in Minnesota or any state where it has its primary place of business during the previous 12 months, check option below if applicable:**

* We attest to MDHR that we are exempt. If our company is awarded a contract, upon request, we will submit to MDHR within 5 business days after the contract is fully signed, the names of our employees during the previous 12 months, the date of separation, if applicable, and the state in which the persons were employed.

Send to compliance.MDHR@state.mn.us.

**Signature**

By signing this statement, I certify that the information provided is accurate and that I am authorized to sign on behalf of the company.

Name of Company Authorized Signature

Date Printed Name

Phone Number Title

**For assistance with this form, contact:**

Minnesota Department of Human Rights

Web: <http://mn.gov/mdhr/> Toll Free: 1-800-657-3704

Email: compliance.mdhr@state.mn.us MN Relay: 711/ 1-800-627-3529

Rev. 7/21

**STATE OF MINNESOTA**

**EQUAL PAY CERTIFICATE**

If your response could be in excess of $500,000, please complete and submit this form with your submission. **It is your sole responsibility to provide the information requested and when necessary to obtain an Equal Pay Certificate (Equal Pay Certificate) from the Minnesota Department of Human Rights (MDHR) prior to contract execution**. **You must supply this document with your submission.** Please contact MDHR with questions at: 651-539-1095 (metro), 1-800-657-3704 (toll free), 711 or 1-800-627-3529 (MN Relay) or at compliance.MDHR@state.mn.us.

**Option A** – If you have employed 40 or more full-time employees on any single working day during the previous 12 months in Minnesota or the state where you have your primary place of business, please check the applicable box below:

* Attached is our current MDHR Equal Pay Certificate.
* Attached is MDHR’s confirmation of our Equal Pay Certificate application.

**Option B** – If you have not employed 40 or more full-time employees on any single working day during the previous 12 months in Minnesota or the state where you have your primary place of business, please check the box below.

* We are exempt. We agree that if we are selected we will submit to MDHR within five (5) business days of final contract execution, the names of our employees during the previous 12 months, date of separation if applicable, and the state in which the persons were employed. Documentation should be sent to compliance.MDHR@state.mn.us.

The State of Minnesota reserves the right to request additional information from you. **If you are unable to check any of the preceding boxes, please contact MDHR to avoid a determination that a contract with your organization cannot be executed.**

Your signature certifies that you are authorized to make the representations, the information provided is accurate, the State of Minnesota can rely upon the information provided, and the State of Minnesota may take action to suspend or revoke any agreement with you for any false information provided.

Authorized Signature Printed Name Title

Organization MN/FED Tax ID# Date

Issuing Entity Project # or Lease Address