

**FY 2020 Rural Maryland Prosperity Investment Fund  
Grant Guidelines and Criteria**

**Rural Entrepreneurship Development**

**Overview:** The objective of the Rural Maryland Prosperity Investment Fund is to help raise the overall standard of living in rural areas to a level that meets or exceeds statewide benchmark averages by 2030, while preserving the best aspects of a pastoral heritage and rural way of life. Resources provided to the Fund are designed to facilitate significant targeted investments in important economic and community development programs and promote regional and intergovernmental cooperation. These investments will also enable local and regional public and nonprofit organizations to leverage additional non-state financial and human resources to facilitate the realization of sustainable rural development objectives. The Fund will serve the interests of the entire State by:

- encouraging the increase of entrepreneurial activity and commerce and a balanced economy in the State;
- relieving conditions of unemployment and underemployment in rural areas;
- assisting in the retention of valuable farm and forest land for productive use by present and future generations;
- promoting intergovernmental cooperation and public sector/private sector partnerships in and between rural and other areas;
- enhancing the deployment of housing, transportation, water, wastewater, and broadband communications infrastructure and services in rural areas;
- supporting rural commercial center redevelopment and community revitalization efforts; and
- generally promoting the health, happiness, safety, employment opportunity, and general welfare of the residents of each of the rural counties and municipal corporations of the State.

**Entrepreneurship:** Between one-third and two-thirds of any economy's growth is attributable to entrepreneurial activity. Finding ways to transform the resourcefulness, innovation and self-reliance that is so often found in rural communities into growing, innovative businesses is a challenge many rural economic development professionals are increasingly embracing as an effective and important strategy for growing the tax base, expanding economic opportunities, and creating sustainable local economies.

Because of the strong correlation between a high level of entrepreneurship and high economic growth, rural entrepreneurship may well be the best economic development option for communities where citizens are typically poorer, older and more isolated from markets than their urban or suburban counterparts.

Traditional economic development strategies that tend to focus on recruiting larger companies to relocate their operations to the region may not work in rural communities which often do not have the infrastructure or skilled or low-wage labor force necessary to attract or keep big employers. Focusing more on helping existing businesses grow and new businesses start offers better long-term prospects for many rural areas.

The Rural Maryland Prosperity Investment Fund will promote entrepreneurship and assist efforts that provide training and technical assistance to the entrepreneurs who can help build

prosperous and sustainable rural communities by creating jobs, raising incomes, creating wealth and improving the quality of life.

Rural entrepreneurship development would provide grants for entrepreneurial development activities of rural-serving nonprofit organizations and higher education institutions. Entrepreneurship, a key economic development strategy, supports existing rural business sectors (including agriculture and tourism), as well as innovation in technology and other economic development areas. We strongly encourage building partnerships with rural and urban businesses and entrepreneurs.

**Decisions:** Grant award determinations on applications are made by the independent Maryland Agricultural Education and Rural Development Assistance Fund Grant Review Board set by law and consisting of the Secretaries (or their designee) of the Departments of Agriculture, Business and Economic Development (now Commerce), Health and Mental Hygiene, Housing and Community Development and Natural Resources as well as the Chair (or the designee) of the Rural Maryland Council. Decisions by the MAERDAF/RMPIF Grant Review Board are final and binding.

**Fiscal Year 2020:** For Fiscal Year 2020, the State has budgeted \$1,027,833.00 in General Funds for the entrepreneurship portion of the RMPIF program.

Please contact the RMC Executive Director at (410) 841-5772 for any administrative guidance. For more background, see: [www.rural.maryland.gov](http://www.rural.maryland.gov)

**Call for Abstract Proposals Due: Friday, May 31, 2019**  
**Full Application Deadline: Friday, July 26, 2019**  
**Awards will be announced by: Monday, August 19, 2019**

## **Guidelines and Criteria for FY 2020 Entrepreneurship RMPIF Grant Applications**

**Eligible Applicants:** Applicants must be a local government, institute of higher education, regional council, or be a 501(c)(3) IRS tax designation or similar and serve a regional or statewide rural constituency. Community Colleges, Career Technology Centers, Regional Councils and Libraries are eligible applicants. The applicant does not have to be located in a rural area or in the area it serves.

For non-profits, applicants must be in “Good Standing” with the State of Maryland. Go to <http://sdat.resiusa.org/UCC-Charter/Pages/CharterSearch/default.aspx> to find if your organization is in good standing with the State of Maryland. We do not require a copy of the certificate; it is sufficient to provide a screen shot and attach it with your application AS LONG AS IT SHOWS WHETHER THE ENTITY IS CURRENTLY IN GOOD STANDING. An explanation for an entity not in good standing must be included with the application otherwise, the application will be rejected.

**Eligible Projects:** To be eligible, **proposals must be regional (two or more counties) or intergovernmental (meaning two units of government)** and be completed between August 1, 2019 and June 30, 2020.

**Rural counties:** State-determined rural counties are: Allegany, Calvert, Caroline, Carroll, Cecil, Charles, Dorchester, Frederick, Garrett, Harford, Kent, Queen Anne's, St. Mary's, Somerset, Talbot, Washington, Wicomico and Worcester. Regional projects may include non-rural counties; the majority of service must be provided in rural areas.

**Grant Amounts:** There is no maximum grant amount; however the Grant Review Board would optimally fund six entrepreneurial projects in FY 2020. Past and current MAERDAF and RMPIF grantees are eligible for a FY 2020 grant if they have met all the requirements of their previous grant agreements, including reporting deadlines.

**Eligible Expenditures:** The MAERDAF/RMPIF Grant Review Board considers each expenditure as it is detailed in the Application Attachment A.

Salaries and Wages are allowable expenses. It is strongly encouraged to include a statement on sustainability for future years.

Administrative costs including construction, leasing and renovation of buildings are eligible expenses. Acquisition of land is not. The purchase or rental of vehicles are eligible expenses. The purchase of equipment is an eligible expense. These administrative expenses should not exceed more than 25% of the grant request. Quotes for purchases and construction work should be included.

Meals are allowable if the costs are reasonable and a justification is provided that such activity maintains the continuity of the meeting and to do otherwise will impose arduous conditions on the meeting participants.

Indirect administrative costs are capped at 10%.

**Ineligible Expenditures:** Contributions, donations or subsequent subawards to third parties are ineligible expenses. Gift cards are also ineligible expenditures.

Organized fundraising including financial campaigns, solicitation of gifts or bequests, or similar expenses incurred to raise capital or obtain contributions regardless of the purpose for which the funds will be used are ineligible. Advocacy and lobbying activities are also ineligible.

**Match Requirement:** Applicants must secure a minimum 2:1 or 50% cash match funds from non-state sources. Federal funds are considered matching cash funds. A stronger cash match will result in a higher score on the grant evaluation. RMPIF funds will not be released until proof of a match is submitted.

**Changes and Unused Funds:** Only very minor changes in scope are allowed after a grant has been awarded. Some project timelines can also be modified. Unused grant funds must be returned to the Rural Maryland Council no later than July 13, 2020.

**Ranking Criteria:** The Grant Review Board uses the following criteria in reviewing applications.

Basic Criteria: Applicant meets all basic eligibility requirements – it serves a regional (multi-county) or statewide rural constituency; is a community college or institution of higher education; or is intergovernmental.

Applicant has clearly identified a well substantiated need and developed a Scope of Work that clearly describes specific project activities and how a RMPIF grant will be used.

Proposal will significantly impact the quality of living in rural Maryland. Proposal demonstrates substantial value and lasting impact by providing information which includes relevant background research, opportunities for replication, and a statement of impact.

Specific goals and measurable objectives were clearly stated and appear to be achievable. Goals are specific, measurable, achievable, reasonable and time-bound. Its Mission Statement is included and lends itself to the activities and goals addressed in the proposal.

The organization has the experience, expertise and resources to deliver on this scope of work. Operational and line-item budgets were included and seem reasonable.

The applicant has 2:1 or 50% cash match funds from non-state sources.

Other organizations, businesses, agencies and/or other community-based entities have expressed strong support for the organization's work and planned grant activities. Letters of support and other supportive materials (newspapers articles, etc.) were included.

Project/proposal falls under one or more of the following priorities (entrepreneurship, infrastructure or health care) and clearly defines a designated benchmark and outcome associated with the Rural Maryland Prosperity Investment Fund.

**Grant agreements:** Awardees are required to execute a grant agreement. A sample blank grant agreement is included as Attachment A.

**Record keeping:** Grantees are required to record expenditures and file an interim and final report with the RMC. Reporting guidelines are included as Attachment B.

## **Application Process**

### ❖ **Phase 1: Preproposals – Due Friday, May 31, 2019, 5:00pm**

(1). Grantee Portal:

<https://www.grantinterface.com/Home/Logon?urlkey=ruralmaryland>

To submit an LOI, you will need to ensure you have an account in the Grantee Portal.

Please have the following information on hand to create your organization's account:

- An email address that will act as your username
- Your contact information
- Your organization's or fiscal sponsor's information, including the EIN/Tax ID number (required)
- Your organization's website url
- Your organization's Executive Officer's contact information

Please retain a record of your login information as you will need it in the future to access your in-progress applications and your online application history. Applications can be accessed only via the account in which they were started.

If you are unable to access or setup your account or have any technical problems, please contact our offices at 410.841.5772 or [rmc.mda@maryland.gov](mailto:rmc.mda@maryland.gov).

❖ **Submitted Proposals will be notified Monday, June 24, 2019 of acceptance status. An invitation to submit a full application and materials will be provided to accepted proposal applicants.**

### ❖ **Don't let your proposal be declared ineligible on a technicality:**

- Proposals received after the deadline will not be accepted and will be deemed ineligible.
- Proposals must be submitted electronically to be received.

If you have any questions, please contact **Charlotte Davis, Executive Director of the Rural Maryland Council** at: [charlotte.davis@maryland.gov](mailto:charlotte.davis@maryland.gov) or (410) 841-5774.

**Attachment A**

GRANT AGREEMENT FOR DISBURSMENT OF FY 2020 RMPIF AWARDS

**Grantee Name:** «Grantee\_POC\_Organization»  
**Address:** «Grantee\_POC\_Address»  
**Federal ID Number:** «Federal\_Tax\_ID\_Number»

|  |  |
|--|--|
| <b>Fiscal Contact:</b> «Grantee_POC_First_Name»<br>«Grantee_POC_Middle_Name»<br>«Grantee_POC_Last_Name»«Grantee_POC_Suffix»  | <b>Project Contact:</b><br>«Project_POC_Courtesy_Title»<br>«Project_POC_First_Name»<br>«Project_POC_Middle_Name»<br>«Project_POC_Last_Name»«Project_POC_Suffix»  |
| <b>Organization:</b> «Grantee_POC_Organization»<br><b>Address:</b> «Grantee_POC_Address»<br><b>City, State Zip:</b><br>«Grantee_POC_City», «Grantee_POC_State»<br>«Grantee_POC_Zip»<br><b>Phone:</b> «Grantee_POC_Phone»<br><b>Fax:</b> «Grantee_POC_Fax»<br><b>Email:</b> «Grantee_POC_Email» | <b>Organization:</b> «Project_POC_Organization»<br><b>Address:</b> «Project_POC_Address»<br><b>City, State Zip:</b><br>«Project_POC_City», «Project_POC_State»<br>«Project_POC_Zip»<br><b>Phone:</b> «Project_POC_Phone»<br><b>Fax:</b> «Project_POC_Fax»<br><b>Email:</b> «Project_POC_Email» |

The Rural Maryland Prosperity Investment Fund (the “Fund”) provides funding to rural regional planning and economic development organizations, rural entrepreneurship and healthcare programs, institutions of higher education and advanced technology centers at community colleges, as described in State Finance and Procurement Article, Section 2-206 Annotated Code of Maryland (the “Act”). Under the Act, the Rural Maryland Council (“RMC”) (the “Grantor”) has designated the Maryland Department of Agriculture (the “Administering Agency”) to administer the grant with the above named organization. The Administering Agency has designated the following to be its official contact: Charlotte Davis, Executive Director, Rural Maryland Council, 50 Harry S. Truman Parkway, Annapolis, MD 21401. The following conditions apply.

Grantor and Grantee agree as follows:

**The purpose of this Agreement** is to provide a grant of «Amount\_In\_Words» («Amount\_Awarded») to Grantee to assist in achieving the overall project and/or programmatic goals set forth in the Grantee’s FY 2020 RMPIF Grant Application and referenced in the Scope of Work and Deliverables (“Exhibit 1”) attached to this Agreement and incorporated herein. Specifically, these funds are to be used for those Deliverables as outlined in Exhibit 1. Significant changes in the scope of work are not permitted. Minor changes that adhere to the original intent of the grant and maintain the essential integrity of the grant’s purpose may be allowed provided the Grantor and the Administering Agency agree that such changes are consistent with the Board’s intent.

Performance under this Agreement commences on **September 1, 2019** and continues until agreed upon services are completed, but in any case no later than **June 30, 2020**.

Upon execution of this Agreement and receipt of "Request for Disbursement" ("Exhibit 2"), the Administering Agency will approve **disbursement of 100 percent** of the Grant funds to Grantee.

**Reporting:** The Grantee shall provide an interim programmatic and financial report no later than **January 27, 2020** to the Administering Agency. The Grantee shall provide a final programmatic and financial report to the Rural Maryland Council and the Administering Agency Representative no later than **July 31, 2020**.

Interim and final reports shall include **original documentation or certification verifying all grant fund expenditures**, to date. Interim reports shall include a forecast of expenses for the remainder of the grant period. Any overpayment or unspent funds shall be returned to the Grantor in conjunction with the final grant report.

Interim and final reports must be submitted by email to both the Rural Maryland Council and Administering Agency in Microsoft Word, PDF and/or Excel document format. Electronic copies may include scans of the documentation required to verify use of grant funds.

**By signing this agreement, the Grantee certifies that it:**

- Complies with all applicable federal, state, and local law, including laws relating to discrimination in employment;
- Complies with Maryland's policy concerning drug and alcohol free work places, as set forth in COMAR 01.01.1989.18 and 21.11.08 and shall remain in compliance throughout the term of this agreement.

**General Provisions:**

If Grantee's annual revenue exceeds \$300,000 during the preceding fiscal or calendar year, Grantee shall provide to the RMC and the Administering Agency a copy of a certified financial audit report. If Grantee's annual revenue does not exceed \$300,000 during the preceding fiscal or calendar year, Grantee shall provide a detailed statement of annual revenues and expenditures including a copy of the federal 990. Universities and local governments may provide alternative financial information as approved by the Maryland Agricultural Education and Rural Development Assistance Fund Grant Review Board.

Inspection of Records. Grantee shall allow any duly authorized representative of the Administering Agency or the State of Maryland (the "State") to inspect and audit, at reasonable times, all records and documents of the Grantee relating to this Grant, which records shall be retained by Grantee for at least three years after the termination of this Agreement. Grantee shall also submit such other reports or information as the Administering Agency requires.

Acknowledgement. Grantee shall use the RMC logo to credit and acknowledge the RMC in all programs and promotional materials relating to activities of the project supported by this Grant Funding Agreement to include publications and ads on the web and in print. Any organization receiving funds from the RMC shall give credit to the RMC whenever and wherever credit is being given, including written, oral, broadcast and internet. To ensure proper credit to the RMC Grantees shall:

- Use the RMC's name and logo on printed materials related to the grant,
- Link to the RMC website from your organization's website,



- Include the RMC logo on event signage or publications at your events,
- Acknowledge our support in Power Point presentations, videos or reports,
- Make an announcement at one of your regular/special events or meetings,
- Mention the RMC's support in print, radio or television interviews you give about the organization, program or project.
- Grantee shall notify local and state legislators of grant award received, and consider participating in, or sending an organization representative, the annual legislative event in February 2019.

Grantee's Certifications. As an inducement to Administering Agency to make the Grant, Grantee hereby certifies and warrants that:

Grantee has all requisite power and authority to enter into this Agreement.

This Agreement has been executed and delivered by Grantee in such manner and form as to comply with all applicable laws to make this Agreement the valid and legally binding act and agreement of Grantee.

Amendment. This Agreement, or any part hereof, may be amended from time to time only by written instrument executed by the Grantee, the RMC and the Administering Agency.

Assignment. Without the prior written approval of Administering Agency, the Grantee may neither assign all or any of the benefits of, nor delegate all or any of the duties imposed by this Agreement.

Default. A default shall consist of any breach of any of Grantee's covenants, agreements, warranties or certifications in this Agreement.

Remedies Upon Default.

(a) Upon the occurrence of any default, the Administering Agency shall have the right to terminate this Agreement by written notice to Grantee. In the event of termination, Grantor may require Grantee to repay to RMPF within thirty days of receipt of written notice of default all Grant funds which have been disbursed to Grantee, and Grantee shall have no right to receive any undisbursed Grant Funds.

(b) In addition to the rights and remedies contained in this Agreement, the Administering Agency may at any time proceed to protect and enforce all rights available to Administering Agency by suit in equity, action at law, or by any other appropriate proceedings, which rights and remedies shall survive the termination of this Agreement.

Indemnification. Grantee releases the Administering Agency, Grantor and the State, and its employees or agents from, agrees that the Administering Agency, Grantor and the State, and its employees or agents shall not have any liability for, and agrees to protect, indemnify and save harmless the Administering Agency, Grantor and the State, and its employees or agents from and against any and all liabilities, suits, actions, claims, demands, losses, expenses and costs of every kind and nature incurred by, or asserted or imposed against, all or any of them, as a result of or in connection with the Grant. All money expended as a result of such liabilities, suits, actions, claims, demands, losses, expenses or costs, together with interest at a rate not to exceed the maximum interest rate permitted by law, shall constitute an indebtedness of Grantee and shall be immediately and without notice due and payable by Grantee to Grantor,

Administering Agency, or the State, and/or its employees or agents, as their interests may appear.

Entire Agreement. This Agreement represents the complete, total and final understanding of the parties and no other understanding or representations, oral or written, regarding the subject matter of this Agreement shall be deemed to exist or to bind the parties hereto at the time of execution.

**WITNESS:** **«Grantee\_POC\_Organization»**  
\_\_\_\_\_  
By: \_\_\_\_\_  
Printed Name: \_\_\_\_\_ Name: \_\_\_\_\_  
Title: \_\_\_\_\_

**WITNESS:** **Rural Maryland Council**  
\_\_\_\_\_  
By: \_\_\_\_\_  
Printed Name: \_\_\_\_\_ Name: Charlotte Davis  
Title: Executive Director

**FY 2020 Rural Maryland Prosperity Investment Fund  
Grant Agreement**

**Exhibit 1**

**Name of Grantee Organization:** «Grantee\_POC\_Organization»

**Amount Awarded:** «Amount\_Awarded» **Amount Requested:**  
«RMPIF\_Amount\_Requested»

**Scope of Work Summary:**

«Scope\_of\_Work»

**Deliverables:**

«Deliverables»



**FY 2020 Rural Maryland Prosperity Investment Fund  
Grant Agreement**

**Exhibit 2: Request for Disbursement**

**Company/Grantee Name:**      «Grantee\_POC\_Organization»

**Federal Tax I.D.#:**      «Federal\_Tax\_ID\_Number»

**Send Check To:** «Grantee\_POC\_Courtesy\_Title» «Grantee\_POC\_First\_Name»  
«Grantee\_POC\_Middle\_Name» «Grantee\_POC\_Last\_Name»«Grantee\_POC\_Suffix»  
    «Grantee\_POCs\_Title»  
    «Grantee\_POC\_Organization»  
    «Grantee\_POC\_Address»  
    «Grantee\_POC\_City», «Grantee\_POC\_State» «Grantee\_POC\_Zip»

**FUNDS REQUESTED FOR THIS DISBURSEMENT:**      «Amount\_Awarded»

Administrative Agency Representative: Charlotte Davis

Grant Period:                                  09/01/2019 to 06/30/2020  
Period Covered:                                FY 2020

I certify the above to be a true and accurate accounting of our costs.

|                               |                           |
|-------------------------------|---------------------------|
| <b>Grantee Representative</b> | <b>RMC Representative</b> |
|                               | Charlotte Davis           |
| Name (please print)           | Name (please print)       |
|                               | Executive Director        |
| Title                         | Title                     |
|                               |                           |
| Date                          | Date                      |
|                               |                           |
| Signature                     | Signature                 |

|                   |
|-------------------|
| PCA<br>39101      |
| Obj. Code<br>1207 |

## Attachment B

### Grant Reporting Guidelines

#### Formatting Notes

Reports should be typed in 12-point font (Times New Roman, Calibri or similar), single-spaced, with one-inch margins on all sides. Pages should be numbered and include number of pages in the report (for example, page 1 of 6). Reports should be e-mailed to the following addresses:

- [rmc.mda@maryland.gov](mailto:rmc.mda@maryland.gov)
- [Charlotte.Davis@maryland.gov](mailto:Charlotte.Davis@maryland.gov)

#### Cover Page

Please include a cover page for your report. This page should include:

- Organization name and contact information (full address, including mailing address if different, telephone number, and website)
- Type of report (interim or final)
- Report date
- Federal tax-exempt number. If not a 501(c)(3) nonprofit, provide fiscal agent’s contact information and federal tax-exempt number
- Period that this report covers

#### Report Narrative

Please include these items in your report narrative:

1. The dollar amount of this grant.
2. Matching funds secured.
3. The funding period of this grant (as outlined on page one of the Grant Agreement).
4. Name, title, telephone number, and email address of CEO or executive director.
5. Name, title, telephone number, and email address of contact person for this report (if different).
6. Number of jobs created/retained.
7. Number of individuals served (if applicable).
8. Number of instructional hours delivered.
9. Number of services delivered.
10. Signature of executive director or other authorizing official.

The report narrative should tie back to the scope of work outlined in your original application and referenced in the Scope of Work and Deliverables (“Exhibit 1”) listed in your Grant Agreement. It should also address the “Table of Goals and Measurable Objectives” outlined in your original application. An example of a previously submitted Table is provided below.

| Goal                                     | Measurable Objectives   |
|--|---|
| Connect with X number of new individuals | Conducted three (3) community information sessions (give dates of number of individuals in attendance). How many have continued in the program? |
| Reduce attrition from program            | No less than 85% attend at least 8 of 10 sessions   |

|  |  |
|--|--|
| Achieve diverse participation in program | A minimum of 50% women, 25% minority<br>Maryland demographics: 49% Male, 51% Female<br>76% White, 20% Black, 3% Hispanic, 1% Asian/Other |
| Establish new businesses in the region   | 3 new businesses per course, 6 total for year  |
| Create new jobs in the region            | 6 new jobs per course, 12 total for year   |
| Return on investment                     | 1 new job per ≈ \$5,000.00 spent on program overall<br>1 new job per \$1,243.54 of MAERDAF funding                                       |

Answer these questions in your report.

- What progress have you made toward achieving the results you described in your proposal during this period? What evidence do you have to demonstrate your success? If you did not achieve your intended results, why not?
- What do you consider to be the greatest strength(s) of your work? What do you consider to be the most important concern(s) – apart from finances – currently facing your organization (or project, if you received project support)?
- How many jobs were retained or created? If applicable, how many volunteer hours were created?
- Have there been any significant changes in your organization or the project since the grant was awarded (i.e., executive leadership, staff, facilities, location)?
- As applicable, describe any plans for moving forward. What, if anything, will you do differently?
- What are the organization’s two (2) most significant financial challenges and how are you planning to address them?

#### Financial Information and Attachments

As outlined in the grant agreement, interim and final reports shall include **original documentation or certification verifying all grant fund expenditures, to date**. Interim reports shall include a forecast of expenses for the remainder of the grant period. Any overpayment or unspent funds shall be returned to the Grantor in conjunction with the final grant report.

*For general support grants:*

- Organization budget as submitted in the original proposal and actuals for this period. Explain any significant variances
- List the organization’s three largest funding sources during this period

*For project support grants:*

- Organization and project budgets as submitted in the original proposal and actuals for this period. Explain any significant variances
- List other funding sources and amounts received for this project during this period

#### Attachments

Feel free to include copies of press releases, articles, event announcements that demonstrate or support the information outlined in the report narrative.

Additionally, as outlined in the original Grant Agreement, interim and final reports should provide documentation to demonstrate the Grantee has acknowledged funding by the RMC. Refer to item number three Acknowledgement under the section titled General Provisions, which states in part, “...the Grantee shall use the RMC logo to credit and acknowledge the RMC

in all programs and promotional materials relating to activities of the project supported by this Grant Funding Agreement ...”

Please call our offices at (410) 841-5772 with any questions or comments.