

## **Program Overview**

The California Venues Grant Program ("Program") will support **eligible independent live events venues** that have been affected by COVID-19 in order to support their continued operation.

#### **CRANT AWARD**

Grants awarded under this Program shall be in an amount equal to the lesser of two hundred fifty thousand dollars (\$250,000) or 20 percent (20%) of the applicant's gross earned revenue in California for the 2019 taxable year.

#### PROGRAM PRIORITIZATION

Prioritization will be based on the following criteria to the extent permissible under state and federal equal protection laws:

Grants to eligible independent live events shall be prioritized on documented percentage gross earned revenue declines based on a reporting period comparing California gross earned revenues in Q2, Q3, and Q4 of 2020 and California gross earned revenues in Q2, Q3, and Q4 of 2019.

#### THE APPLICATION PROCESS

- Eligible independent live event applicants shall complete a new and separate application for the grants allocated under this program even if they already have submitted an application for the California Small Business COVID-19 Relief Grant Program established in Section 12100.83 of the California Government Code.
- If an eligible independent live event has been awarded a grant under the California Small Business COVID-19 Relief Grant Program established in Section 12100.83 of the California Government Code, the amount of that grant shall be subtracted from the grant amount awarded under this program. If the grant amount awarded under Section 12100.83 of the California Government Code is greater than the amount awarded under this program, the eligible independent live event shall not receive a grant under this program and no amount shall be subtracted.

## Definitions: "eligible venue"

For purposes of this Program, "*eligible venue*" means a venue with the following characteristics:

- 1. A defined performance and audience space.
- 2. Mixing equipment, a public address system, and a lighting rig.
- 3. Engages one or more individuals to carry out not less than two of the following roles:
  - A sound engineer.
  - A booker.
  - A promoter.
  - A stage manager.
  - Security personnel.
  - A box office manager.

- 4. Is one of the three highest revenue-grossing entities, locations, or franchises associated with the applicant.
- 5. For a venue owned or operated by a nonprofit entity that produces free events, the events are produced and managed primarily by paid employees, not by volunteers.

## Definitions: "eligible independent live event"

For purposes of this program, "eligible independent live event" means an entity that satisfies all of the following:

- 1. Is a sole proprietor, C-corporation, S-corporation, cooperative, limited liability company, partnership, limited partnership, or a registered 501(c)(3) nonprofit entity that satisfies the criteria defined in subparagraphs (B) through (F) inclusive of paragraph (1) of subdivision (g) of Section 12100.82 of the California Government Code.
- 2. Is in any of the following North American Industry Classification System (NAICS) or National Taxonomy of Exempt Entities (NTEE) codes, inclusive:
  - 512131 Motion Picture Theaters (except Drive-Ins).
  - 512132 Drive-In Motion Picture Theaters.
    - An entity that qualifies under this clause shall be an authentic drive-in motion picture theater. For purposes of this clause, "authentic drive-in motion picture theater" means a permanently constructed commercial motion picture drive-in theater of which the main purpose of the property is the outdoor exhibition of motion pictures for patrons in vehicles using professional Digital Cinema Initiatives (DCI) compliant digital projectors or 35mm or 70mm film.
  - 7111 Performing Arts Companies.
  - 711110 Theater Companies and Dinner Theaters.
  - 711120 Dance Companies.
  - 711130 Musical Groups and Artists.
  - 711211 Sports Teams and Clubs.

## Definitions: "eligible independent live event"

- 7113 Promoters of Performing Arts, Sports, and Similar Events.
- 711310 Promoters of Performing Arts, Sports, and Similar Events with Facilities.
- 711320 Promoters of Performing Arts, Sports, and Similar Events without Facilities.
- 7139 Other Amusement and Recreation Industries.
- 713990 All Other Amusement and Recreation.
- 722410 Drinking Places (Alcoholic Beverages).
- 722511 Full-Service Restaurants.

- A20 Arts, Cultural Organizations Multipurpose.
- A23 Cultural, Ethnic Awareness.
- A25 Arts Education.
- A50 Museums.
- A54 History Museums.
- A56 Natural History, Natural Science Museums.
- A60 Performing Arts Organizations.
- A61 Performing Arts Centers.
- A62 Dance.
- A63 Ballet.
- A65 Theater.
- A68 Music.
- A69 Symphony Orchestras.
- A6A Opera.
- A6B Singing, Choral.
- A6C Music Groups, Bands, Ensembles.
- A90 Arts Service Organizations and Activities.

## Definitions: "eligible independent live event"

#### 3. Is any of the following:

- An individual or entity that meets both of the following criteria:
  - As a principal business activity, organizes, promotes, produces, manages, or hosts live concerts, comedy shows, theatrical productions, or other events by performing artists at an eligible venue where both of the following take place: (a) a cover charge through ticketing or front door entrance fee is applied; and (b) performers are paid.
  - At least 70 percent of the earned revenue of the individual or entity is generated through cover charges or ticket sales, production fees or production reimbursements, or the sale of event beverages, food, or merchandise.
- An individual or entity that, as a principal business activity, makes tickets to events available for purchase by the public an average of not less than 30 days before the date of the event, which shall meet both of the following:
  - O As a principal business activity, organizes, promotes, produces, manages, or hosts live concerts, comedy shows, theatrical productions, or other events by performing artists at an eligible venue where both of the following take place: (a) a cover charge through ticketing or front door entrance fee is applied; and (b) performers are paid.
  - Performers are paid in an amount that is based on a percentage of sales, a guarantee in writing or standard contract, or another mutually beneficial formal agreement.

- An individual or entity that meets all the following criteria:
  - As a principal business activity, organizes, promotes, produces, manages, or hosts live sporting events at an eligible venue where both of the following take place: (a) a cover charge through ticketing or front door entrance fee is applied; and (b) performers are paid.
  - O At least 70 percent of the earned revenue of the individual or entity is generated through cover charges or ticket sales, production fees or production reimbursements, or the sale of event beverages, food, or merchandise.
  - The individual or entity is not a major league or professional sports team or club, and is not owned by a major league or professional sports team or club.

## **Ineligible Businesses**

Notwithstanding the three previous pages, "eligible independent live event" shall <u>not include</u> entities that satisfy any of the following:

- Is a publicly traded corporation, or is majority owned and controlled by a publicly traded corporation.
- Owns or operates entities in more than five states or in another country, or is owned by an entity that owns or operates entities in more than five states or in another country.
- Generates less than 75 percent of its gross earned revenue in California.
- Demonstrates a percentage gross earned revenue decline in California of less than 30 percent, based on a reporting period comparing Q2, Q3, and Q4 of 2020, compared to Q2, Q3, and Q4 of 2019.

- Businesses without a physical presence in the state and not headquartered in the state.
- Businesses primarily engaged in political or lobbying activities, regardless of whether the entity is registered as a 501(c)(3), 501(c)(6), or 501(c)(19).
- Passive businesses, investment companies, and investors who file a Schedule E on their tax returns.
- Financial institutions or businesses primarily engaged in the business of lending, such as banks, finance companies, and factoring companies.
- Businesses engaged in any activity that is unlawful under federal, state, or local law.

## **Ineligible Businesses**

- Businesses that restrict patronage for any reason other than capacity.
- Speculative businesses.
- Businesses with any owner of greater than 10 percent of the equity interest in it who meets one or more of the following criteria:
  - i. The owner has, within the prior three years, been convicted of or had a civil judgment rendered against the owner, or has had commenced any form of parole or probation, including probation before judgment, for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state, or local public transaction or contract under a public transaction, violation of federal or state antitrust or procurement statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property.
  - ii. The owner is presently indicted for or otherwise criminally or civilly charged by a federal, state, or local government entity, with commission of any of the offenses enumerated in clause (i).

- Affiliated companies, as defined in Section 121.103 of Title 13 of the Code of Federal Regulations.
- Other businesses determined by California Office of the Small Business Advocate (CalOSBA), consistent with the limitations and exclusions set in previous rounds of the COVID-19 Relief Grant Program.

## **Eligible Uses of Funds**

Grant moneys awarded under this section shall only be used for costs resulting from the COVID-19 pandemic and related health and safety restrictions, or business interruptions or closures incurred as a result of the COVID-19 pandemic, including the following:

- Employee expenses, including payroll costs, health care benefits, paid sick, medical, or family leave, and insurance premiums.
- Working capital and overhead, including rent, utilities, mortgage principal, and interest payments, but excluding mortgage prepayments, and debt obligations, including principal and interest, incurred before March 1, 2020.
- Costs associated with reopening business operations after being fully or partially closed due to state-mandated COVID-19 health and safety restrictions and business closures.

- Costs associated with complying with COVID-19 federal, state, or local guidelines for reopening with required safety protocols, including, but not limited to, equipment, plexiglass barriers, outdoor dining, personal protective equipment (PPE) supplies, testing, and employee training expenses.
- Any other COVID-19-related expenses not already covered through grants, forgivable loans, or other relief through federal, state, county, or city programs.
- Any other COVID-19-related costs that are not human resource expenses for the state share of Medicaid, employee bonuses, severance pay, taxes, legal settlements, personal expenses, or other expenses unrelated to COVID-19 impacts, repairs from damages already covered by insurance, or reimbursement to donors for donated items or services.

## **Required Documents**

All of the following documents are required and must be uploaded to the Portal:

### 1. Applicant Certification (PDF)

Completed and signed to self-certify the truthfulness and accuracy of the information you provide in the web application and supporting documents.

#### 2. Business Financials (PDF)

- All pages of the business 2019 federal tax returns
- All pages of the business 2019 California tax returns
- All pages of the business 2020 federal tax returns
- All pages of business 2020 California tax returns

### 3. Government-Issued ID (PDF or JPEG)

Driver's License or Passport (Expired IDs will not be accepted)

#### 4. Interim Financial Statements (PDF)

- Interim financials statement covering Q2, Q3 & Q4 for 2019
- Interim financials statement covering Q2, Q3 & Q4 for 2020
- **5. Official filing with the California Secretary of State** (which must be active) or local municipality, as applicable, for your business such as one of the following **(PDF)**:
  - Articles of Incorporation
  - Certificate of Organization
  - Fictitious Name of Registration
  - Government-issued Business License (sole proprietors without fictitious name)
- Nonprofits Only: Most Recent IRS Tax Exemption Letter (PDF)
- 7. NOTE: Must provide a California Secretary of State filing evidencing that the business was legally doing business in the State of California prior to June 1, 2019.



HOW TO COMPLETE THE APPLICANT CERTIFICATION

## **Applicant Certification**

As part of the application process, you will be required to self-certify the truthfulness and accuracy of the information you provide in the web application and supporting documents by signing an Applicant Certification.

The Applicant Certification will be available in electronic form for you to download and complete. A signed Applicant Certification is a required document in this grant process and will need to be uploaded to the Portal as a PDF file.

You can complete the Applicant Certification in two ways:

- 1. Download and sign the certification electronically or
- 2. Print and complete the form by hand.

## **How to Complete Your Applicant Certification Electronically**

### Step 1

Click the download <u>▼</u> icon to download and save the Applicant Certification your device.





### Step 2

Locate Applicant Certification on your device and open the file from there. Your Applicant Certification will open as a PDF file.



#### Step 3

Complete the Applicant Certification by entering your initials next to all numbered items and then entering your signature and business information on the last page.



### Step 4

After completing the Applicant Certification, save it again by going to File > Save or pressing CTRL+S on your keyboard to save your fully executed Applicant Certification.

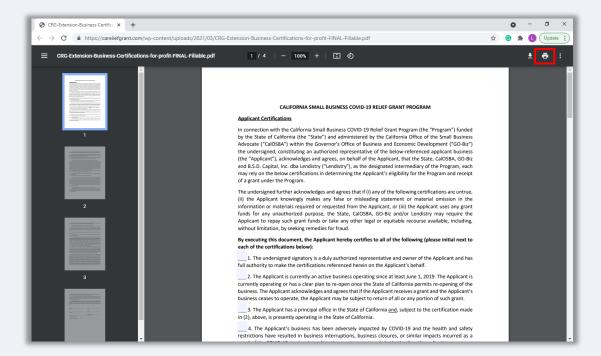
### Step 5

Upload the completed Applicant Certification as PDF file in the Portal during the application process.

## **How to Complete Your Applicant Certification By Hand**

## Step 1

Print the Applicant Certification by clicking the printer 🚔 icon.



#### Step 2

Fill out the Applicant Certification using a dark pen and legible handwriting.

### Step 3

After completing the Applicant Certification, save it again by going to File > Save or pressing CTRL+S on your keyboard to save your fully executed Applicant Certification.

### Step 5

Upload the completed Applicant Certification as PDF file in the Portal during the application process.



## **Example: Federal Tax Returns**

#### For-Profit Businesses



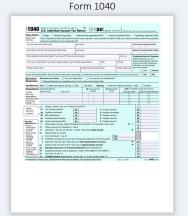




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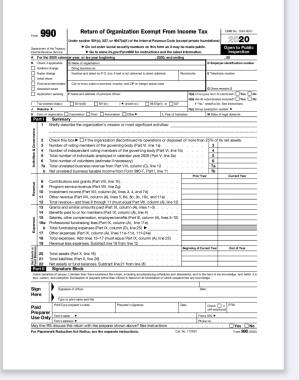




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## Nonprofit Organizations

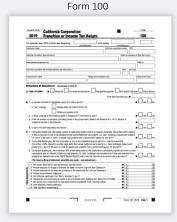
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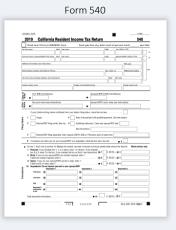
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## **Example: California Tax Returns**

### For-Profit Businesses



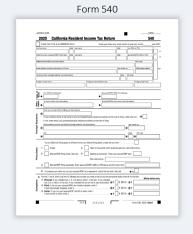




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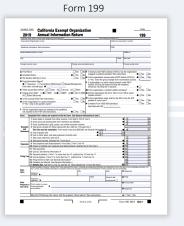




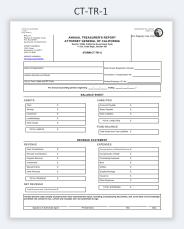


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## Nonprofit Organizations







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## **Example: Government-Issued Photo ID**

## Acceptable Forms of Government-Issued ID



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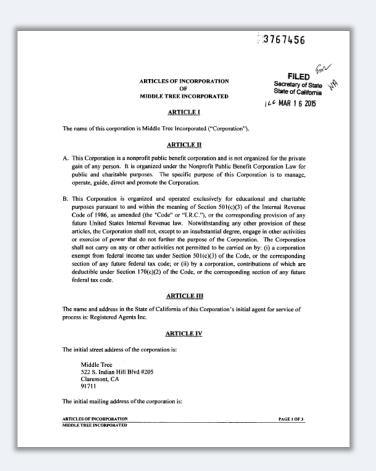
**DRIVERS LICENSE** 

The following forms of ID will **NOT** be accepted:

- Expired IDs
- **Bus Passes**
- School IDs
- Union IDs
- Job Badges
- Library Cards

## **Example: Official Filing with the California Secretary of State or Local Municipality**

#### Articles of Incorporation



#### Fictitious Name of Registration

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	Bill Jones	
	Secretary of State	In the Office of the Secretary of Size
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A \$70	.00 filing fee must accompany this form.	BILL LONES, Secretary of State
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Signature of Organize August 27, 2002 Date  10. RETURN TO: NAME	ereby declared that I am the person who executed this Instru-	C. Barach
August 27, 2002 Date  10. RETURN TO: NAME FIRM	ereby declared that I am the person who executed this Instru-	C. Barach
Signature of Organize  August 27, 2002 Date  10. RETURN TO: NAME FIRM ADDRESS	ereby declared that I am the person who executed this Instru-	C. Barach
Signature of Organize  August 27, 2002  Date  10. RETURN TO: NAME FIRM ADDRESS CITY/STATE	ereby declared that I am the person who executed this Instru Andrea ( Type or P	C. Barach

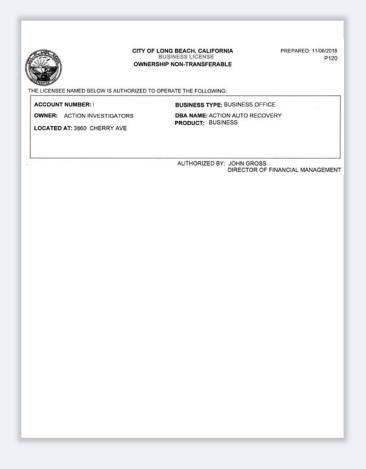
## **Example: Official Filing with the California Secretary of State or Local Municipality**

## Certificate of Organization



#### Government-Issued Business License

For Sole Proprietors Only



## **Example: Tax Exemption Letter**

## Certificate of Organization

For nonprofit organizations only.

INTERNAL REVENUE SERVICE DEPARTMENT OF THE TREASURY P. O. BOX 2508 CINCINNATI, OH 45201 Employer Identification Number: 47-3525937 17053231320026 MIDDLE TREE Contact Person: PO BOX 1643 RENEE RAILEY NORTON CLAREMONT, CA 91711 Contact Telephone Number: (877) 829-5500 Accounting Period Ending: December 31 Public Charity Status: 170(b)(1)(A)(vi) Form 990/990-EZ/990-N Required: Effective Date of Exemption: March 16, 2015 Contribution Deductibility: Addendum Applies: Dear Applicant: We're pleased to tell you we determined you're exempt from federal income tax under Internal Revenue Code (IRC) Section 501(c)(3). Donors can deduct contributions they make to you under IRC Section 170. You're also qualified to receive tax deductible bequests, devises, transfers or gifts under Section 2055, 2106, or 2522. This letter could help resolve questions on your exempt status. Please keep it for your records. Organizations exempt under IRC Section 501(c)(3) are further classified as either public charities or private foundations. We determined you're a public charity under the IRC Section listed at the top of this letter. If we indicated at the top of this letter that you're required to file Form 990/990-EZ/990-N, our records show you're required to file an annual information return (Form 990 or Form 990-EZ) or electronic notice (Form 990-N, the e-Postcard). If you don't file a required return or notice for three consecutive years, your exempt status will be automatically revoked. If we indicated at the top of this letter that an addendum applies, the enclosed addendum is an integral part of this letter. For important information about your responsibilities as a tax-exempt organization, go to www.irs.gov/charities. Enter "4221-PC" in the search bar to view Publication 4221-PC, Compliance Guide for 501(c)(3) Public Charities, which describes your recordkeeping, reporting, and disclosure requirements.

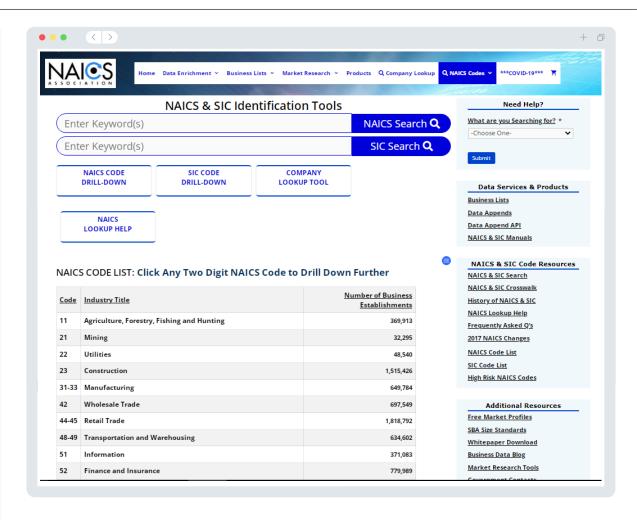




## **Tip #1: Review Your NAICS Code**

Eligible applicants must be in one of the following North American Industry Classification System (NAICS) codes or National Taxonomy of Exempt Entities(NTEE) codes listed on pages 5-6.

To review your NAICS code, go to: https://www.naics.com/search/.



## Tip #2: Use a Valid Email Address

# Please make sure you are using a valid email address and that it is spelled correctly in the application.

• Updates and additional guidance for your application will be sent to the email address you provide. Certain email addresses cannot be recognized in Lendistry's system and may cause delays in communication regarding your application.

If you used an incorrect or invalid email address in your application, please contact our call center at (888) 984-1173, Monday through Friday, between the hours of 7:00 a.m.- 7:00 p.m. PST to update your information.

DO NOT submit a new application. Submitting multiple applications may be detected as potential fraud and disrupt the review process for your application.

#### Invalid Email Addresses

The following email addresses will not be accepted or recognized in our system:

Emails beginning with info@

Example: info@mycompany.com

Emails ending with @contact.com or @noreply.com

Example: mycompany@contact.com Example: mycompany@noreply.com

## **Tip #3: Prepare Your Documents in PDF Format**

All required documents must be uploaded to the Portal in PDF format only. The documents must be clear, aligned straight, and contain no disruptive backgrounds when uploaded.

Important Notes for Uploading Documents:

- 1. All documents must be submitted in PDF format (Governmentissued ID may be submitted as a PDF or JPEG).
- File size must be under 15MB.
- The file name CANNOT contain any special characters  $(!@#$%^{*}() +).$
- If your file is password protected, you will need to enter it in.

#### Don't have a scanner?

We recommend downloading and using a free mobile scanning app.

#### **Genius Scan**

Apple | Click Here to Download Android | Click Here to Download

#### **Adobe Scan**

Apple | Click Here to Download Android | Click Here to Download

## Sample: Correct Upload



Document is clear and aligned straight.

## Sample: Incorrect Upload





- 1. Document not aligned straight.
- 2. Document is in front of window (busy background) and a hand is seen in the photo.

## Tip #4: Review Best Practices to Successfully Complete Persona

#### What is Persona?

Persona is a third-party platform utilized by Lendistry in its fraud prevention and mitigation process. The Persona platform enables Lendistry to verify an individual's identity and protect against identity spoofing by automatically comparing the individual's selfie to their ID portrait with a 3-point composite and biometric liveness checks.

- Applicants will be required to verify their identity using Persona by uploading a picture of a valid government-issued photo ID.
  - Acceptable forms of government-issued photo ID include:
  - Driver's License;
  - United States Passport; and
  - State ID.
- Applicants will also need to take a selfie using a device with a front-facing camera to complete the Persona verification.

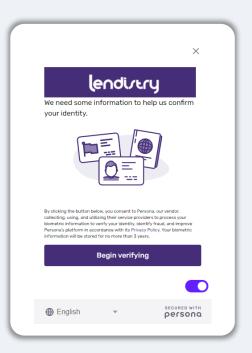
### Best Practices to Successfully Complete Persona

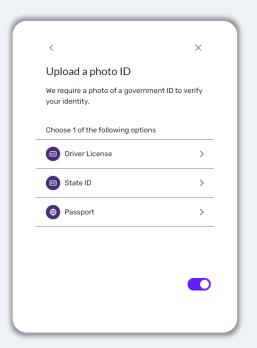
- 1. Use a front-facing device. If you work on your application on a laptop or computer that does not have a camera, you will be given the option to complete Persona using a mobile device at any time by clicking "Continue on another device" and scanning the QR code provided or requesting a link via SMS or Email.
  - Once you complete Persona on your mobile device, you will be automatically redirected to your application on your laptop or computer.
- 2. Take a picture of the front and back of your government-issued ID *before* starting Persona and save it on the device you will use to take your selfie to be efficient.
  - Place your government-issued ID on a plain white surface and use adequate lighting.
  - Do not use flash as it may cause a glare.
- 3. When taking your selfie, use adequate lighting pointed toward your face while avoiding bright light sources from behind.
  - Stand in front of a blank wall or door and avoid busy backgrounds.
  - Do not use flash as it may cause a glare.

## **How to Complete Persona**

### Step 1

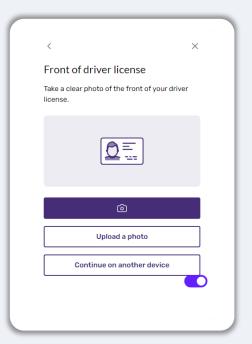
Click on "Begin Verifying," and then select the type of governmentissued ID you will use to verify your identity.

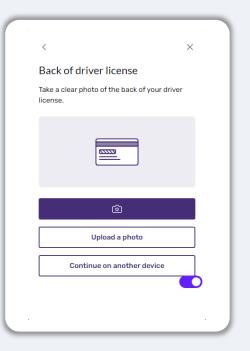




### Step 2

Take or upload a picture of the **front** side of your ID. Select "Use this File" to continue. See <u>page 26</u> for best practices on how to complete this step.

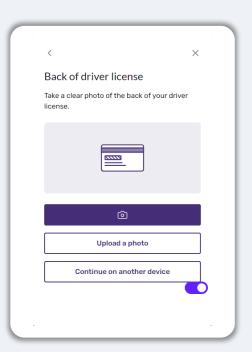


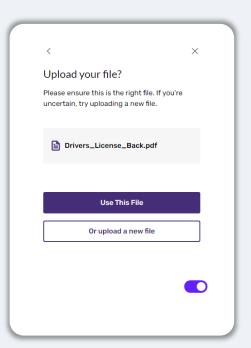


## **How to Complete Persona**

### Step 3

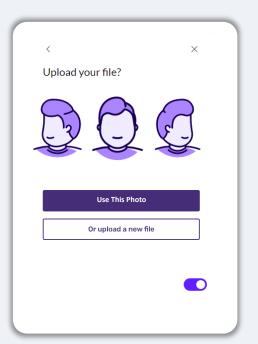
Take or upload a picture of the **back** side of your ID. Select "Use this File" to continue. See <u>page 26</u> for best practices on how to complete this step.

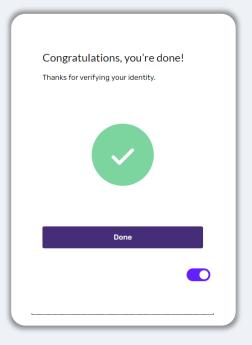




### Step 4

Using a **front-facing** device with a camera, follow the prompt on the screen to take a selfie by looking forward, left, and then right. See page 26 for best practices on how to complete this step. Once complete, select "Done" and you will be redirected to the application.





## **Tip #5: Use Google Chrome**

For the best user experience, please use Google Chrome throughout the entire application process.

Other web browsers may not support our interface and can cause errors in your application.

If you do not have Google Chrome on your device, you can download it for free at https://www.google.com/chrome/.

Before you begin the application, please do the following on Google Chrome:

- 1. Clear Your Cache
- 2. Use Incognito Mode
- 3. Disable Pop-Up Blocker

#### Clear Your Cache

Cached data is information that has been stored from a previously used website or application and is primarily used to make the browsing process faster by auto-populating your information. However, cached data may also include outdated information such as old passwords or information you have previously entered incorrectly. This can create errors in your application and may result in it being flagged for potential fraud.

### Use Incognito Mode

Incognito mode allows you to enter information privately and prevents your data from being remembered or cached.

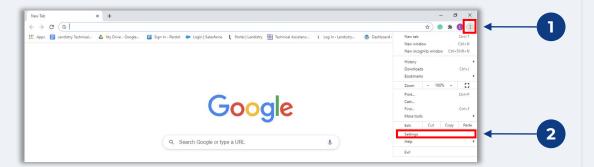
#### Disable Pop-Up Blocker

Our application includes multiple pop-up messages that are used to confirm the accuracy of the information you provide. You must disable the pop-up blocker on Google Chrome to see these messages.

## **How to Clear Your Cache**

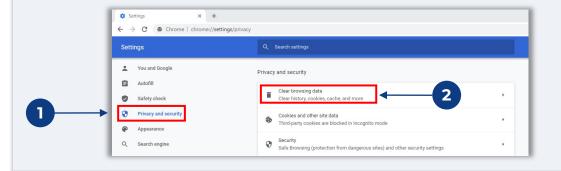
#### Step 1

Open a new Google Chrome window, click the three dots in the upper right corner, and then go to "Settings."



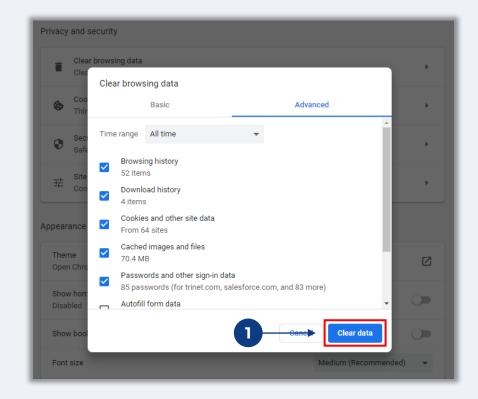
## Step 2

Go to "Privacy and Security", and then select "Clear Browsing Data."



#### Step 3

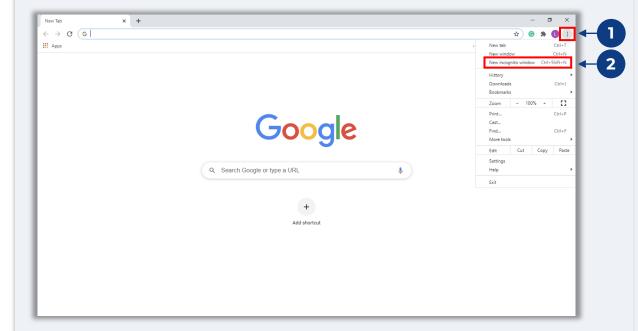
Select "Clear Data."



## **How to Use Incognito Mode**

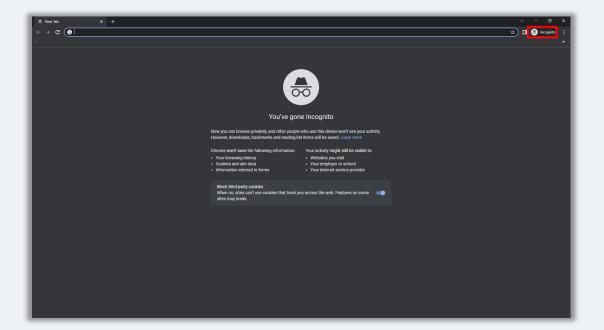
## Step 1

Click the three dots in the upper right corner of your web browser, and then select "New incognito window."



### Step 2

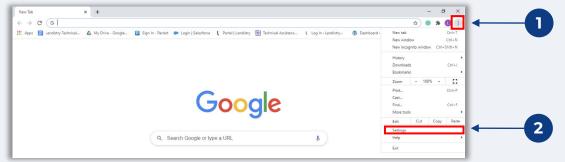
Your browser will open a new Google Chrome window. Use incognito mode throughout the entire application process.



## **How to Disable Pop-Up Blockers**

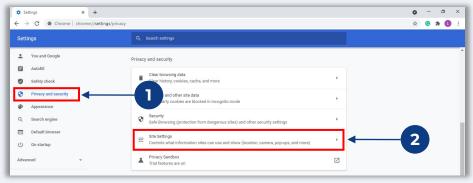
### Step 1

Open a new Google Chrome window, click the three dots in the upper right corner, and then go to "Settings."



## Step 2

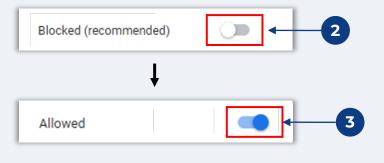
Go to "Privacy and Security", and then select "Site Settings."

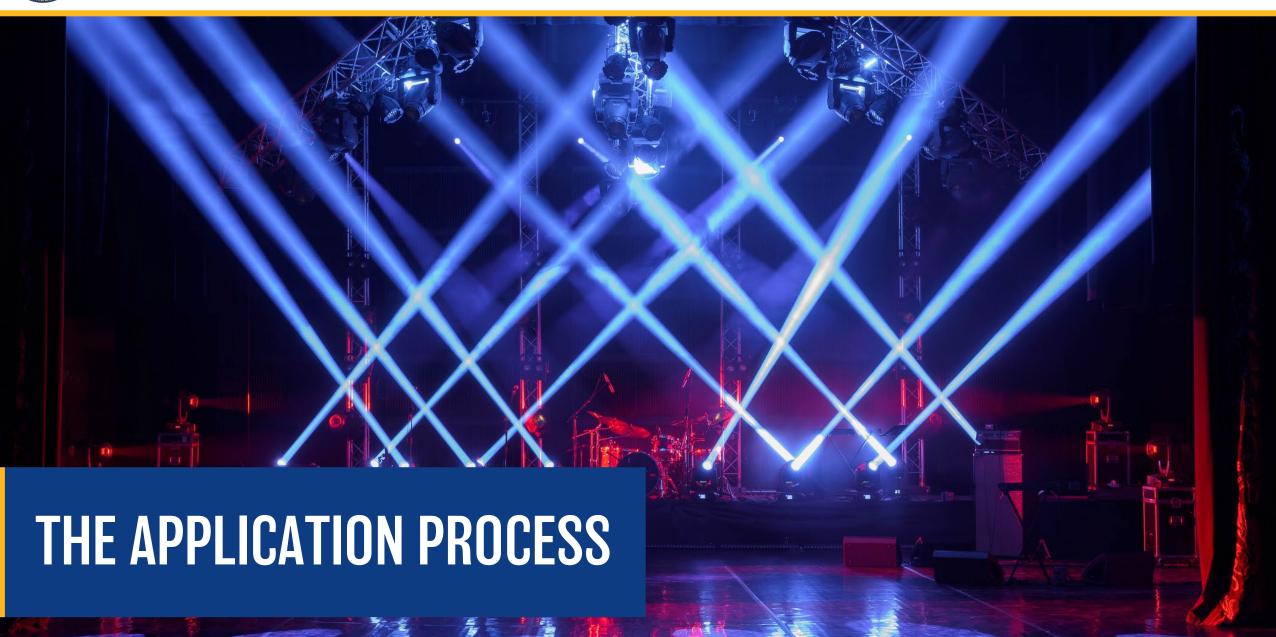


#### Step 3

Select "Pop-up and Redirects." Click the button so that it turns blue and the status changes from "Blocked" to "Allowed."







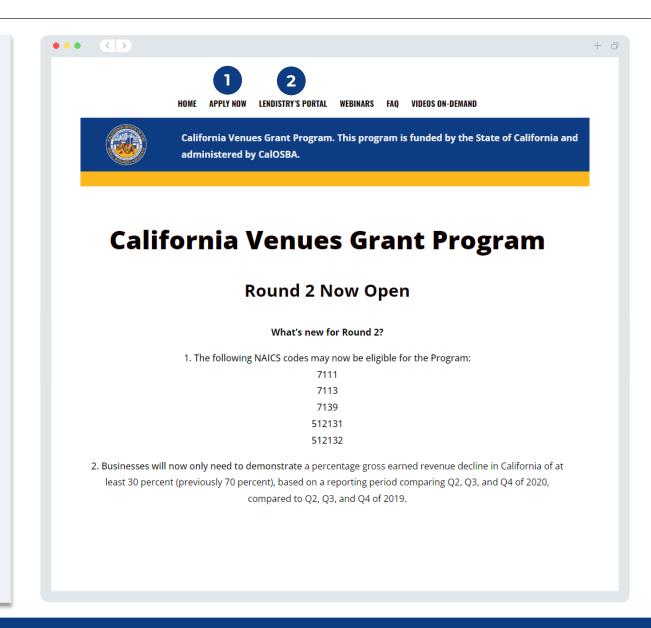
## Where to Apply

To apply for a grant, please visit the Program's website at <a href="https://cavenuesgrant.com/">https://cavenuesgrant.com/</a>.

- To start a new application, select "Apply" from the menu. You will be redirected to Lendistry's Application Portal.
- 2 You will be able to access and manage your application at any time by clicking "Lendistry's Portal."

The California Venues Grant Program website also contains various resources to help guide you through the entire application process. Resources include:

- Guidelines for the Program
- Program and Application Guide
- Applicant Certification Download
- List of Webinars
- Call Center Number and Hours
- Videos-on-Demand
- FAQ



## **Create a Portal Account**

Before you can start a new application, you will need to create an account for Lendistry's Portal.

How to Create a Lendistry Portal Account

Step 1

Click "Apply Now" to create an account.

### Step 2

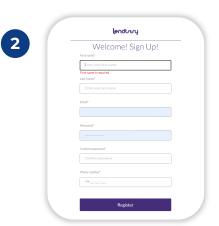
Register your email address and phone number. The email and password you register here will be your login credentials for the Portal, so it is very important that you make note of them. You will also need to use a working mobile number that can receive SMS/text.

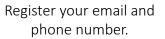
## Step 3

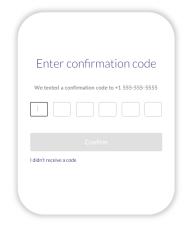
A **confirmation code** will be sent to you via SMS/Text, which you need to complete your account registration. To protect your privacy and the information you provide, you will also need a confirmation code every time you log into the Portal. Data and messaging rates may apply.



3







Enter the confirmation code.

## **Section 1: Officer Details**

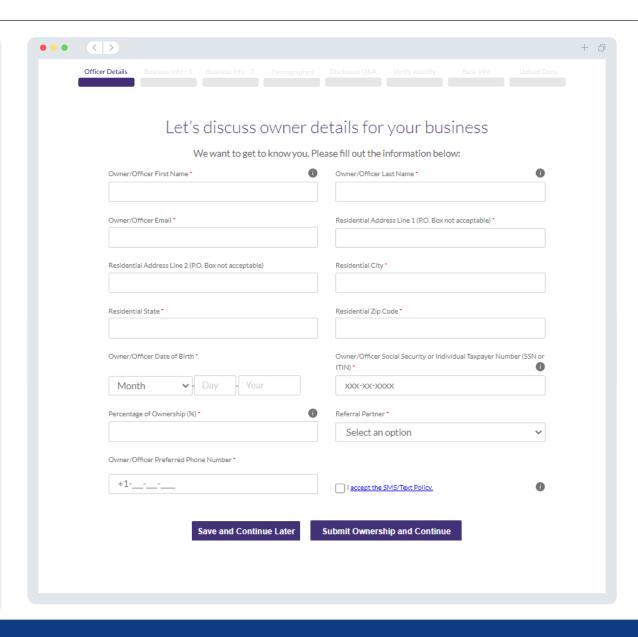
#### Let's discuss owner details for your business.

- Owner/Officer First Name
- Owner/Officer Last Name
- Owner/Officer Email
- Residential Address Line 1 (P.O. Box not acceptable)
- Residential Address Line 2 (P.O. Box not acceptable)
- Residential City
- Residential State
- Residential Zip Code
- Owner/Officer Date of Birth
- Owner/Officer Social Security or Individual Taxpayer Number (SSN or ITIN)<sup>1</sup>
- Percentage of Ownership (%)
- Referral Partner<sup>2</sup>
- Owner/Officer Preferred Phone Number
- SMS/Text Policy<sup>3</sup>

<sup>1</sup>Required to make sure applicant is not on the OFAC list.

<sup>2</sup>The referral partner you choose will not affect your application.

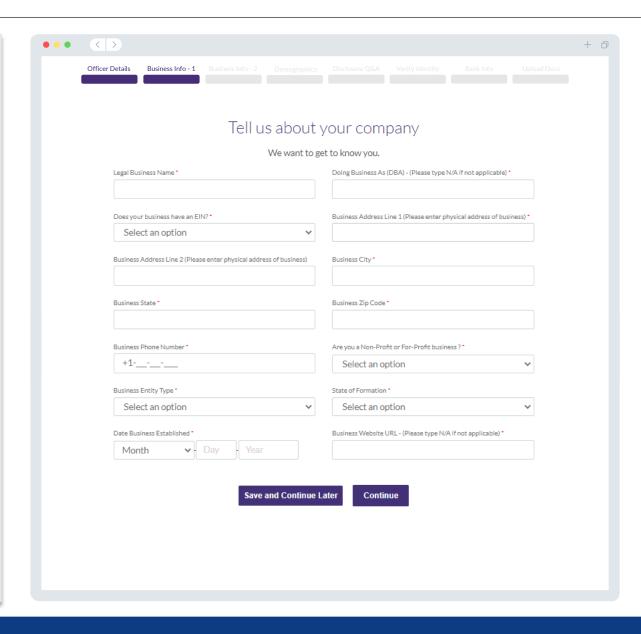
<sup>3</sup>Check the box if you would like to receive updates on your application during the review process via SMS/Text.



# Section 2: Business Info - 1

## Tell us about your company.

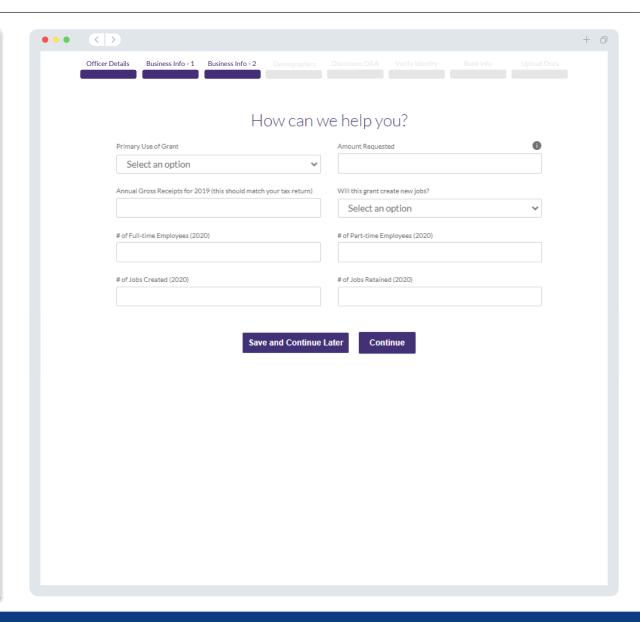
- Legal Business Name
- Doing Business As (DBA) (Type N/A if your business does not have a DBA.)
- Does your business have an Employer Identification Number (EIN)?
- Business Address Line 1 (Please enter physical address of business)
- Business Address Line 2 (Please enter physical address of business)
- Business City
- Business State
- Business Zip Code
- Business Phone Number
- Are you a Non-Profit or For-Profit business?
- Business Entity Type
- State of Formation
- Date Business Established
- Business Website URL (Type N/A if your business does not have a website.)



# **Section 3: Business Info - 2**

## How can we help you?

- Primary Use of Grant
- Amount Requested
- Annual Gross Receipts for 2019 (this should match your tax return)
- Will this grant create new jobs?
- # of Full-time Employees (2020)
- # of Part-time Employees (2020)
- # of Jobs Created (2020)
- # of Jobs Retained (2020)

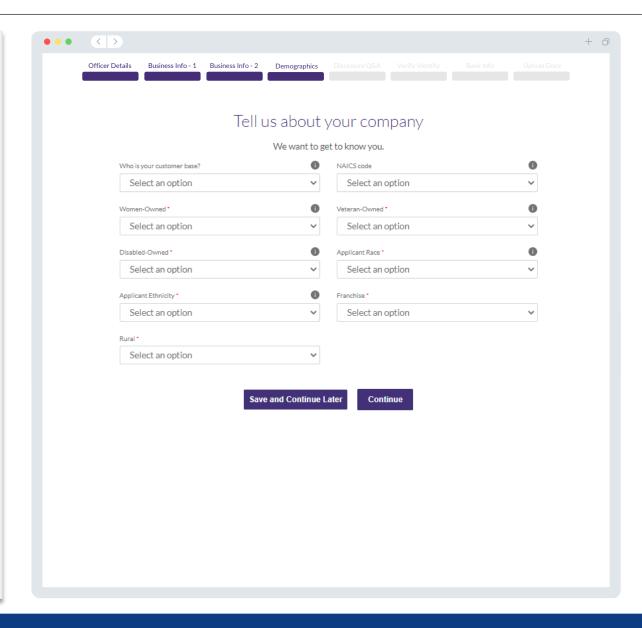


# **Section 4: Demographics**

### Tell us about your company.

- Who is your customer base?1
- NAICS code
- Women-Owned<sup>1</sup>
- Veteran-Owned<sup>1</sup>
- Disabled-Owned<sup>1</sup>
- Applicant Race<sup>1</sup>
- Applicant Ethnicity<sup>1</sup>
- Franchise
- Rural<sup>1</sup>

<sup>1</sup>For demographic data only. Your response will not affect the review process for your application.



# **Section 5: Disclosure Q&A**

### A few more questions to help determine your eligibility

- Does the individual or entity operate an "eligible venue"? For the purposes of this Program, an "eligible venue" is defined as one that meets the following characteristics:
  - 1. A defined performance and audience space;
  - 2. Mixing equipment, a public address system, and a lighting rig;
  - 3. Engages one or more individuals to carry out not less than two of the following roles:
    - 1. A sound engineer
    - A booker,
    - A promoter,
    - 4. A stage manager,
    - Security personnel, and/or
    - 6. A box office manager
  - 4. Is one of the three highest revenue-grossing entities, locations, or franchises associated with the applicant.
  - 5. For a venue owned or operated by a nonprofit entity that produces free events, such events are produced and managed primarily by paid employees, not by volunteers.
- As a principal business activity, do you organize, promote, produce, manage, or host live concerts, comedy shows, theatrical productions, or other events by performing artists at an eligible venue where both of the following take place: (a) a cover charge through ticketing or front door entrance fee is applied, and (b) performers are paid?

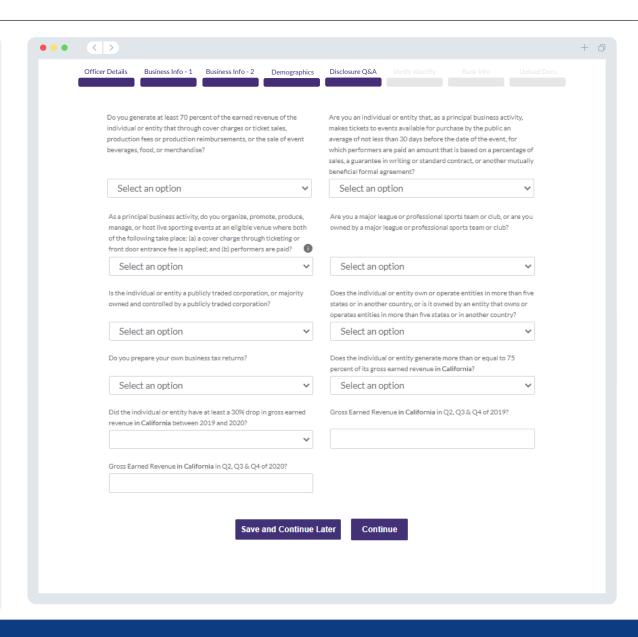
A few more questions to help determine your eligibility We want to get to know you. Does the individual or entity operate an "eligible venue"? For the As a principal business activity, do you organize, promote, produce, purposes of this Program, an "eligible venue" is defined as one that manage, or host live concerts, comedy shows, theatrical productions. meets the following characteristics: or other events by performing artists at an eligible venue where both of the following take place: (a) a cover charge through ticketing or 1. A defined performance and audience space; front door entrance fee is applied, and (b) performers are paid? 2. Mixing equipment, a public address system, and a lighting rig; 3. Engages one or more individuals to carry out not less than two of the following roles: 1. A sound engineer 3. A promoter, 4. A stage manager 5. Security personnel, and/or 6. A box office manager 4. Is one of the three highest revenue-grossing entities, locations, or franchises associated with the applicant. 5. For a venue owned or operated by a nonprofit entity that produces free events, such events are produced and managed primarily by paid employees, not by volunteers. Select an option Select an option

Continued next page.

# **Section 5: Disclosure Q&A**

#### A few more questions to help determine your eligibility

- Do you generate at least 70 percent of the earned revenue of the individual or entity that through cover charges or ticket sales, production fees or production reimbursements, or the sale of event beverages, food, or merchandise?
- Are you an individual or entity that, as a principal business activity, makes tickets to events available for purchase by the public an average of not less than 30 days before the date of the event, for which performers are paid an amount that is based on a percentage of sales, a guarantee in writing or standard contract, or another mutually beneficial formal agreement?
- As a principal business activity, do you organize, promote, produce, manage, or host live sporting events at an eligible venue where both of the following take place: (a) a cover charge through ticketing or front door entrance fee is applied; and (b) performers are paid?
- Are you a major league or professional sports team or club, or are you owned by a major league or professional sports team or club?
- Is the individual or entity a publicly traded corporation, or majority owned and controlled by a publicly traded corporation?
- Does the individual or entity own or operate entities in more than five states or in another country, or is it owned by an entity that owns or operates entities in more than five states or in another country?
- Do you prepare your own business tax returns?
- Does the individual or entity generate more than or equal to 75 percent of its gross earned revenue in California?
- Did the individual or entity have at least a 30% drop in gross earned revenue in California between 2019 and 2020?
  - o If yes:
    - 1. Gross Earned Revenue in California in Q2, Q3 & Q4 of 2019?
    - 2. Gross Earned Revenue in California in Q2, Q3 & Q4 of 2020?



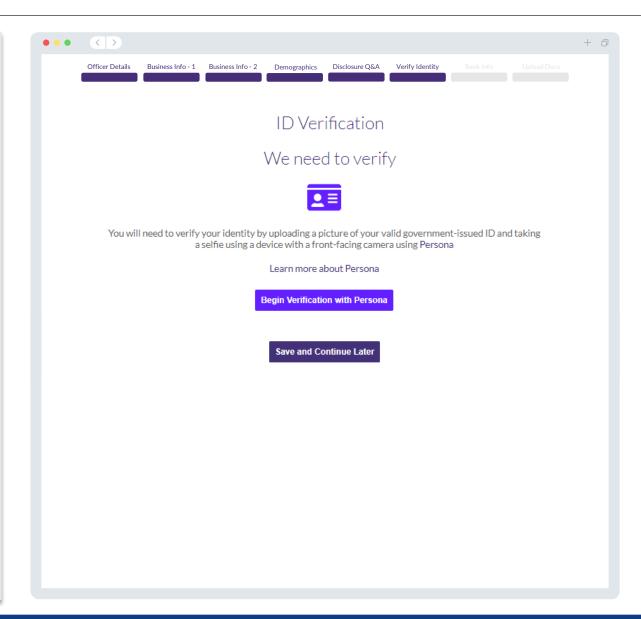
# **Section 6: Verify Identity**

In this section, you will need to verify your identity using Persona by uploading a picture of your valid government-issued ID. You will also need to take a selfie using a device with a front-facing camera.

Review pages  $\underline{26-28}$  for best practices to successfully complete Persona.

#### What is Persona?

Persona is a third-party platform utilized by Lendistry in its fraud prevention and mitigation process. The Persona platform enables Lendistry to verify an individual's identity and protect against identity spoofing by automatically comparing the individual's selfie to their ID portrait with a 3-point composite and biometric liveness checks.

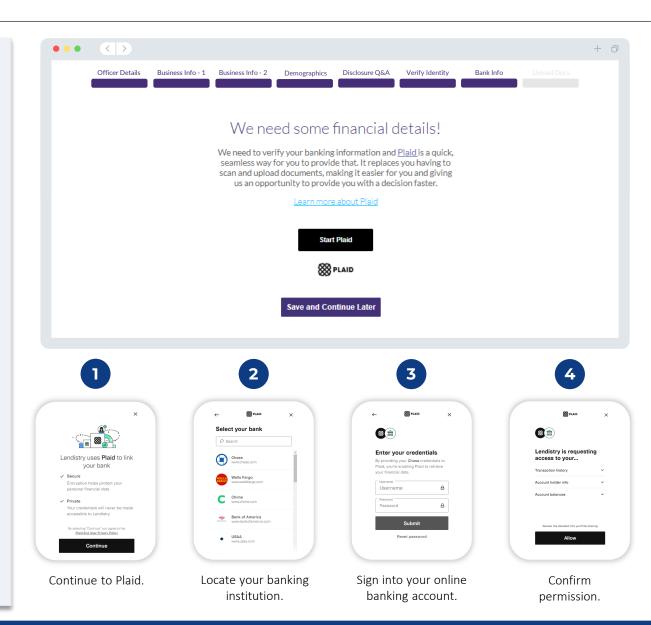


# **Section 7: Bank Info**

### Why is your banking information needed?

Lendistry uses a third-party technology (Plaid) to set up ACH transfers by connecting accounts from any bank or credit union in the U.S. to an app like Lendistry's Portal. The third-party does not share your personal information without your permission and does not sell or rent it to outside companies. Lendistry uses this technology only to verify your bank statements.

This method of bank verification is preferred but will not always work if your banking institution is not available through the provider. In this case, you can verify your bank account by reaching out to Lendistry at 888-984-1173.



# **Section 8: Upload Docs**

## Step 1

Select the upload icon to locate the document file on your device or drag and drop the file onto the icon.

## Step 2

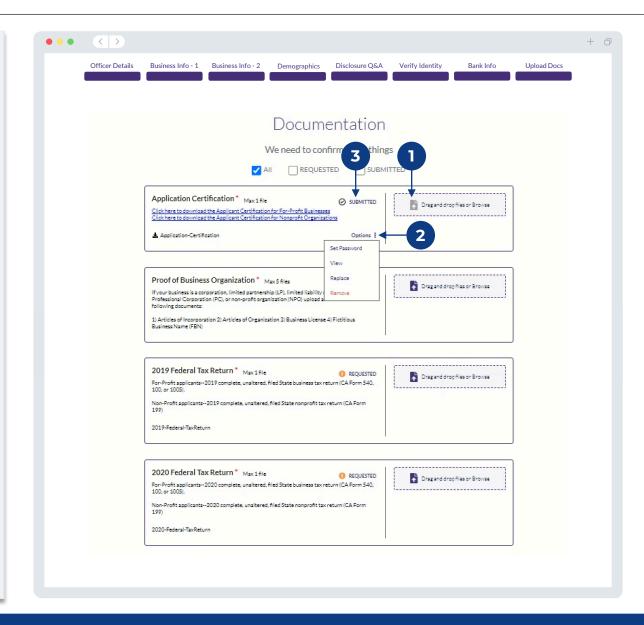
If your file requires a password to be viewed, click on the three dots next to "**Options**" and select "**Set Password**" to enter the password. You can also click on the three dots to view, replace, or delete the file.

## Step 3

Once your file has been uploaded, its status will change from "Requested" to "Submitted."

## Step 4

Repeat the steps above until all required documents have been uploaded.



# **Section 9: Review Your Application Before Submission**

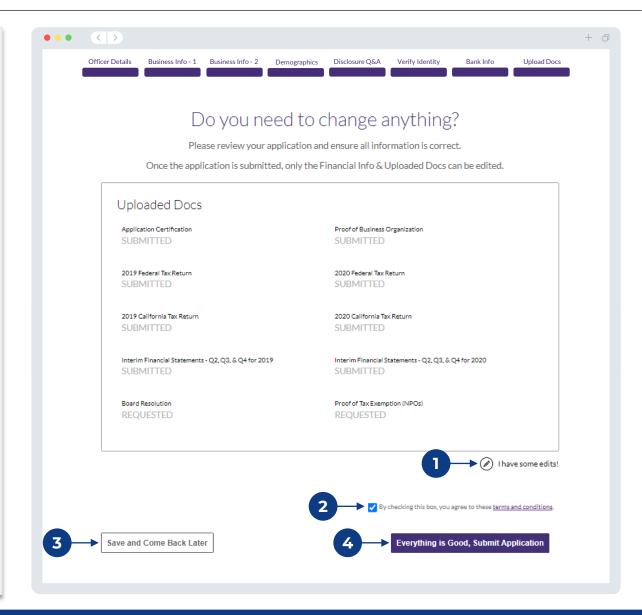
Before submitting your application, review all your responses and documentation for accuracy. **Once you submit your application, you will <u>NOT</u> be able to make edits.** 

For your application to be reviewed by Lendistry, you must submit a complete application that includes:

- 1. All fields in the application form completed;
- 2. All required documents uploaded;
- 3. Your bank account connected via Plaid; and
- Your identity verified via Persona.

#### **Reviewing Your Application**

- 1. If you need to edit your application, click on "I have some edits!" and fix all errors.
- 2. Read Lendsitry's Terms and Conditions and check the box to agree.
- 3. If you would like to review and submit your application later, click on "Save and Come Back Later." You can sign into the Portal at any time to complete your application and check for status updates.
- 4. After you have reviewed your application and confirmed that all information you have provided is accurate, click on "Everything is Good, Submit Application" to submit your application.

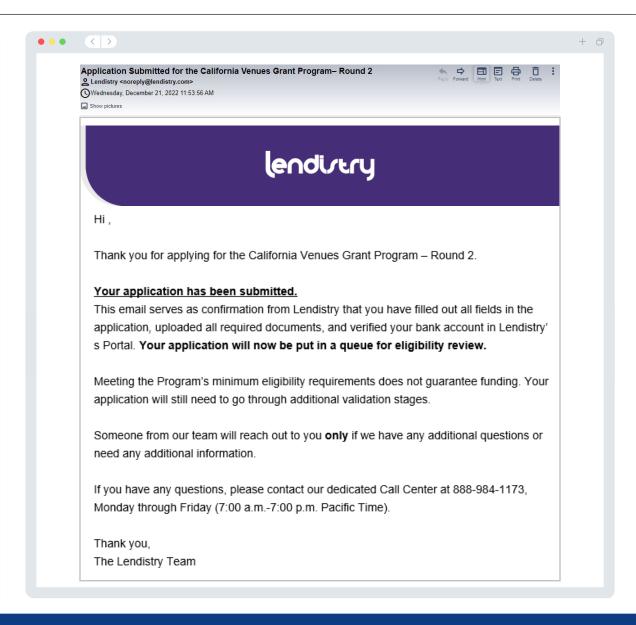


# **Application Submission**

You will receive a confirmation email from Lendistry at noreply@lendistry.com to confirm your application has been received. If you did not receive a confirmation email after submitting your application, please check your spam folder for emails from noreply@lendistry.com and add the email address to your email account's safe sender list.

If more information or documents are needed, Lendistry may contact you by email, phone, and/or text (if authorized) to verify the information you submitted. You must respond to all requests to keep your application in the review process. To avoid disruptions in the review process, please be sure to look out for communication from Lendistry and make sure you have all required documents readily available.

TIP: Place "Lendistry" in the search bar of your email.





## The Review Process

### How will I know if I was awarded a grant?

The application process for this program contains multiple stages of validation. You must first meet the program's minimum eligibility requirements in order to be considered for a grant. **Important Note:** Meeting the minimum eligibility requirements does not guarantee a grant award.

Once you are determined to be eligible for this program, your application will then go through final validation to determine if you are approved or declined for funding. As part of this validation process, you will be required to confirm certain information live over the telephone. A member of Lendistry's team will reach out to you directly to complete this process.

Once your application is fully validated, you will receive an email from Lendistry to notify you if you have been approved or declined for grant funding.

### How do I check the status of my application?

You can check the status of your application at any time by signing into Lendistry's Portal using the username, password, and mobile number that you registered. Once signed in, the status will appear on the dashboard.

Sign into Lendistry's Portal here: <a href="mailto:cavenues.mylendistry.com/landing">cavenues.mylendistry.com/landing</a>

My documents and bank information has been fully validated and I have been approved for funding. When will I receive funding? Once your application has been fully validated and approved for grant funding, your grantee agreement and W-9 form will become available to you as a **DocuSign document** in Lendistry's Portal. Please sign in and follow the instructions from DocuSign to initial, sign, and date both documents.

Sign into Lendistry's Portal here: <a href="mailto:cavenues.mylendistry.com/landing">cavenues.mylendistry.com/landing</a>

Important Note: Your funds will not be released until this is complete.

# Call Center 888-984-1173

Monday – Friday 7:00 a.m.- 7:00 p.m. PST

Quick Links:

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