

Subject	2023 BLSF NOI Questions and Responses
Tags	Question and Answer Period, Legal Review, Frequently Asked Questions, Federal Compliance, State Compliance, Reporting, Program Development

Summary

The purpose of this document is to accumulate and memorialize questions gathered in response to the notice of investment opportunity (“NOI” or “Notice”) for the Black and Latino Seed Fund. Questions to this notice had to be submitted in writing via e-mail. **NO FURTHER QUESTIONS ARE ALLOWED AT THIS TIME.**

Questions – Black and Latino Seed Fund

#	Date	Question	DAG Response
1	2/20/23	<p>Would a first-time manager be able to respond to this investment opportunity?</p> <p>Also, do you think a solo GP with a strong investment committee and investment team can respond to this opportunity?</p> <p>Can advisory services provided to businesses within the BIPOC small business space count towards the track record requirement?</p>	<p>The New Jersey Economic Development Authority (“NJEDA” or “the Authority”) seeks submissions from venture capital manager(s) that have demonstrated competency, capacity, and skill in managing early-stage investment strategies into start-up and early-stage companies in New Jersey, to manage a possible Black and Latino Seed Fund (the “Fund”) for investment into innovative, Black and Latino owned businesses.</p> <p>Respondents to this notice must fully answer the attached Due Diligence Questions (See Appendix A) and provide supporting exhibits as applicable (see Appendix B). This is a competitive solicitation to determine how the Authority should make the investment. As part of the Authority’s determination, Respondents will be scored against the NJEDA scoring matrix. The matrix measures, among multiple factors, the respondents’ experience, capacity, and skills, and will rank the respondents against those criteria. The criteria and weights are listed in Section 5 of the Notice of Investment Opportunity.</p>
2	2/21/23	<p>How do I obtain an NJ Tax Clearance Certificate (as required as a part of Appendix B)?</p>	<p>Please visit: NJ Division of Taxation - Business Tax Clearance Certification Required for Receiving State Grants, Incentives - How to Use Premier Business Services to Obtain Certification. If you are not registered with Premier Business Services, visit the Premier Business Services portal. Detailed instructions are available on the Premier Business Services Portal website.</p> <p>Questions regarding your account may be directed to 609-292-9292 or via email at Premier Services Registration at Integrated-Registration.Admin@treas.nj.gov.</p>
3	2/21/23	<p>Are the BLSF investment dollars allowed to be invested in convertible note investment rounds or only in equity rounds?</p>	<p>Yes, selected Fund Manager(s) will be allowed to enter into one or more agreements that meet(s) the goal of making seed-stage investments into innovative New Jersey Black and Latino businesses. Respondents may indicate the types of investment they may use and those will be considered part of EDA’s selection of a fund manager, which offers context on manager strategy and skill, The Fund manager’s strategy will drive the form of investment.</p>

			The NJEDA’s competitive evaluation model considers respondent’s ability to focus on identifying investment opportunities into “early-stage” (Pre-seed through Series B) companies in Black and Latino-owned businesses as defined in the Notice of Investment Opportunity.
4	2/21/23	The Historical Investment Level Cash Flows (in Appendix B) refers to the Cash Flows from the GP? How does that differ from the fund level cash flows? Is this asking for the LP?	Yes – Historical Investment Level Cash Flows refers to cash invested into a business by the fund. Fund level cash flows seek to gather a record of capital calls and distributions to and from the LP that would illustrate an internal rate of return to an investor net of fees, carry and expenses.