Happy Monday All,

We have a few CARES Act updates for you as well as some additional notes and upcoming events. Also, please make sure to check out our Coronavirus Resource page to find more resources, links and helpful information. You can find the link at: Marshall.House.Gov. If you have any questions, concerns or issues that we have not addressed, please let us know. We’re here to be helpful in any way possible.

**Federal Reserve Main Street Lending Program**: The Federal Reserve continues to refine the rules and terms around the Main Street Lending program but we have received more details regarding the structure of the loans and eligibility. Like the PPP, these loans will run through commercial lenders. Click [HERE](https://www.federalreserve.gov) to read more about the program. ***We are following this program closely and remain in contact with the Kansas City Federal Reserve. As soon as we know more, we will be sure to pass it along to share with your businesses.***

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**USDA Telemedicine/Distance Learning Webinar**: On Tuesday, May 5, USDA Rural Development will host a webinar focused on the second application window of FY2020 for the Distance Learning and Telemedicine (DLT) Grant Program. This webinar will inform participants about the changes in the program from the first window, review major eligibility and regulatory requirements of the program, and provide guidance on how to submit a successful grant application. There will also be time for participants to ask specific questions about the program or the application process. You can register for the DLT webinar [here](https://www.usda.gov). We recommend you register early to reserve your spot and run a system check to ensure quick access on the day of the webinar. More information about the DLT Grant Program is available [HERE](https://www.usda.gov).

**FCC Telehealth**: In addition to the USDA’s telemedicine program, the CARES Act appropriated funds to the FCC for the expansion of its telemedicine program. The programs are different and can be used differently. Click [HERE](https://www.fcc.gov) to learn more about the application process and telehealth requirements.

**SBDC Business Assistance Webinars**: The Wichita State University Kansas Small Business Development Center will offer a webinar series to help you succeed in the new normal. Please join the SBDC for these free, online workshops. You will find additional details on the registration site: [http://www.wichita.edu/ksbdcworkshops](http://www.wichita.edu/ksbdcworkshops). For any questions, please contact: Marcia Stevens at marcia.stevens@wichita.edu or Ph: 316-978-6621

- **Managing Business as Unusual**
- **Tuesday, May 5, 3:00 PM - 4:00 PM**

This webinar will look at the first 30 days, 90 days and 180 days after the shelter-in-place order ends. What is likely to happen at the macro level? Learn strategies to deal
Sink or Swim: Cash Flow is King
Thursday, May 7, 3:00 PM - 4:00 PM
Good times, bad times, somewhere in between... it doesn't matter. In business, knowing and managing your cash flow is key to survival and growth. Learn how to put your next 12-weeks cash flow projection in motion and have your own benchmark.

Stop the Marketing Shout
Tuesday, May 12, 3:00 PM - 4:00 PM
Have you ever tried to get the attention of someone in a crowded room when everyone is trying to do the same thing just by yelling louder? Learn to get your target audience to LISTEN to you instead of the competition. This webinar will discuss best practices for online marketing and advertising.

Adjusting Your Supply Chain
Thursday, May 14, 3:00 PM - 4:00 PM
Few businesses escaped some level of supply chain disruption during the COVID-19 outbreak. This will help to identify what these changes could do your business flow and how to adjust or reengineer your supply chain.

***Export Assistance Services:*** The United States Commercial Service (CS) is the trade promotion arm of the U.S. Department of Commerce. The primary mission of the Commercial Service is to assist primarily small and medium size U.S. companies increase international sales through four core services:

- **Business matchmaking** (e.g., trade missions, foreign trade shows and facilitate research and introductions to prospective foreign reps and distributors)
- **Market Intelligence** (e.g., both general and customized market research)
- **Trade advocacy** (e.g., individual assistance overcoming both foreign governmental and non-governmental trade and non-tariff barriers)
- **Commercial diplomacy** (e.g., embassy or consulate support to ensure equal access as required by treaties and trade agreements)

While global business has slowed down during the COVID-19 pandemic, now may be a good time to visit with the Commercial Service regarding any markets you would like to explore for when global business conditions improve. Here is a short 3.5 minute video about who and what the Commercial Service does to provide assistance: https://www.youtube.com/watch?v=0lvbSP_oemQ&feature=youtu.be For assistance please contact Mr. A.J. Anderson with the U.S. Commercial Service in Wichita at Ph: 316-263-4067 or Andrew.Anderson@trade.gov

Katie Sawyer | District Director
(785) 714-0096 (cell)
Email