



# Is Your Business Eligible for the Employee Retention Credit (ERC)?

## 14 Critical Questions

ERC criteria changed significantly in 2021, making more businesses eligible for this pandemic financial aid. Some businesses and nonprofits are qualifying for over a million dollars in ERC funds. Take this quick assessment-- **just one “YES” answer** may be enough to qualify your organization.

1. Can your organization demonstrate a 2020 revenue loss of 50% or more for a calendar quarter as compared with the same quarter in 2019?
2. Can your organization demonstrate a 2021 revenue loss of 20% or more in any of the first three quarters of the year as compared to the same quarters of 2019?
3. Was there ever a partial or complete shutdown of your organization due to government orders?
4. Were employee or business hours ever limited by government orders in 2020 or 2021?
5. Were your employees ever unable to go to work due to government orders in 2020 or 2021?
6. Did your employees ever need to work remotely due to government orders, resulting in a limitation on their performance?
7. Did your organization ever need to operate at a lowered capacity during the pandemic due to government orders?



# Is Your Business Eligible for the Employee Retention Credit (ERC)?

8. Was your organization ever impacted in its ability to serve clients or customers due to supply chain issues created by government orders during the pandemic?
9. Did your organization ever experience disruption from your service providers due to government orders?
10. Did you need to reduce hours in 2020 and 2021 to clean and sanitize due to government orders?
11. Did you need to reduce hours to limit the selling of alcohol due to government orders?
12. Was there ever any restriction on the use of your organization's physical space due to government orders, thus affecting its ability to serve customers and clients?
13. Did your organization ever have a limitation on its gatherings due to government orders, thus affecting its operations?
14. Did your clients or customers need to socially distance in your organization's locations due to government orders?

If you answered "YES" to any of these questions, your business is very likely to receive significant funding through the ERC.