



City of Columbus

Office of City Clerk
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Legislation Text

File #: 1985-2018, **Version:** 1

BACKGROUND: This legislation authorizes the Director of the Department of Development to enter into contract with the Your Management Team (YMT) for an amount up to \$100,000. YMT has been selected as an Entrepreneurial Support Organization (ESO) for the new City of Columbus's Small Business and Entrepreneur Support Pilot Program.

The Department of Development solicited Requests for Proposals for the Small Business and Entrepreneur Support Pilot Program contract. The project was formally advertised on the Vendor Services web site from April 11, 2018, to May 3, 2018. The city received 18 responses. Of the 18 responses, five were deemed nonresponsive and the remaining 13 were evaluated when the Evaluation Committee met on May 22, 2018.

Responsive proposals include:

Vendor Name	Location
Anton Global LLC	Columbus
Aspiring Grace LLC	Columbus
Columbus State Community College	Columbus
Columbus Urban League	Columbus
Community Capital Development Corp	Dublin
ECDI	Columbus
Idea Foundry	Columbus
Marcus Muhammad	Columbus
New Harvest Urban Arts Center	Columbus
Rev1 Ventures	Columbus
Social Ventures	Columbus
Sundown Group	New Albany
Your Management Team	Columbus

Nonresponsive proposals include:

Columbus Compact Corp
Underwood & Associates
Radio One
Microcosm Community Improvement Corp
Increase CDC

Of the 13 responsive proposals, three companies were selected to participate in the Small Business and Entrepreneur Support Pilot Program. Each contract will have its own ordinance.

YMT was one of the three that received the highest score by the evaluation committee and will be awarded one of the contracts.

Searches in the System for Award Management (Federal) and the Findings for Recovery list (State) produced no findings

against YMT.

The Small Business and Entrepreneur Support Pilot Program is designed to better serve current and future needs of the small business community by creating additional opportunities to introduce, expand, and market programs and services that directly benefit the local entrepreneurial ecosystem. The program has been designed to assist the four specific small business or entrepreneur groups listed below:

1. Technology and High-Growth Enterprises
2. Health and Food-Related Enterprises
3. Traditional Small Businesses including Micro and Social Enterprises
4. Businesses located in Traditionally Underserved Neighborhoods

The Small Business and Entrepreneur Support Pilot Program will provide coordinated access of programs, financial assistance, and/or supportive services to small businesses and entrepreneurs currently operating or wishing to set up operations within the City of Columbus. Results of the project will include quantifiable small business creation, growth, and expansion and the development of an entrepreneurial pipeline that reflects the talent and diversity of Columbus.

As an Entrepreneur Support Organization, YMT will focus on three of the aforementioned small business or entrepreneur groups including: Health and Food Related Enterprises, Traditional Small Business or Social Enterprises, and Low to Moderate Income Entrepreneurs. YMT will assist with the following areas of focus: business development, product/service monetization, process development, planning/scaling and funding.

YMT is a microbusiness consulting firm known for producing high quality, interactive training for idea-stage through growth-stage entrepreneurs. YMT recommends utilizing its proprietary curriculum combined with instructions and one-on-one mentoring/consulting. In achieving program objectives, YMT has partnered with individuals, groups and organizations including SBDC, SCORE, SBA, YWCA, WSBA, NAWBO, and the Chamber of Commerce. In addition, YMT has relationships with lenders including US Bank, Pathways Credit Union, ECDI and Cooperative Business Services for funding opportunities.

FISCAL IMPACT: This legislation authorizes the expenditure of \$100,000 from the 2018 Community Development Block Grant Fund (CDBG).

Emergency action is requested to allow YMT to begin serving as an Entrepreneur Support Organization and provide entrepreneurial services to the small business community as soon as possible.

To authorize the expenditure of \$100,000.00 from the 2018 Community Development Block Grant fund; to authorize the Director of the Department of Development to enter into contract with Your Management Team (YMT) in support of the Small Business and Entrepreneur Support Pilot Program; and to declare an emergency. (\$100,000.00)

WHEREAS, the Small Business and Entrepreneur Support Pilot Program is a new program designed to better serve current and future needs of the small business community by creating additional opportunities to introduce, expand and market programs and services that directly benefit the local entrepreneur ecosystem; and

WHEREAS, the Entrepreneur Support Organizations (ESOs) will provide the programs and services that strengthen and support the local small business and entrepreneurial ecosystem; and

WHEREAS, the Entrepreneur Support Organizations (ESOs) will demonstrate knowledge, expertise, and experience in developing, implementing, and evaluating programs that target and impact traditional, high technology, and knowledge-based pre-venture, startup, and emerging businesses and entrepreneurs; and

WHEREAS, as an Entrepreneur Support Organization, YMT will focus on three of the small business or entrepreneur groups including: Health and Food related Enterprises, Traditional Small Businesses or Social Enterprises, and Low to

Moderate Income Entrepreneurs; and

WHEREAS, YMT is a microbusiness consulting firm known for producing high quality, interactive training for idea-stage through growth-stage entrepreneurs; and

WHEREAS, the City of Columbus desires to enter into contract with the YMT for the purpose of providing services under the Small Business and Entrepreneur Support Pilot Program; and

WHEREAS, an emergency exists in the usual daily operation of the Department of Development in that it is immediately necessary to authorize the Director of the Department of Development to enter into contract with Your Management Team in order to provide entrepreneurial services to the small business community as soon as possible, all for the immediate preservation of the public health, peace, property, safety and welfare; NOW, THEREFORE:

BE IT ORDAINED BY THE COUNCIL OF THE CITY OF COLUMBUS:

Section 1. That the Director of Development is hereby authorized to enter into contract with the Your Management Team (YMT) for the purpose of providing programs and services to the Small Business and Entrepreneur Support Pilot Program.

Section 2. That for the purposes stated in Section 1, the expenditure of \$100,000 or so much thereof as may be necessary is hereby authorized in Fund 2248 Community Development Block Grant Fund, subfund 224802, in Object Class 03 Contractual Services per the accounting codes in the attachment to this ordinance.

Section 3: That the funds necessary to carry out the purpose of this ordinance are hereby deemed appropriated, and the City Auditor shall establish such accounting codes as necessary.

Section 4. That the City Auditor is authorized to make any accounting changes to revise the funding source for all contracts or contract modifications associated with this ordinance.

Section 5. For the reasons stated in the preamble hereto, which is hereby made a part hereof, this ordinance is hereby declared to be an emergency measure and shall take effect and be in force from and after its passage and approval by the Mayor or ten days after passage if the Mayor neither approves nor vetoes the same.