



## Legislation Text

---

**File #:** 0515-2023, **Version:** 1

---

**BACKGROUND:** This legislation authorizes the Director of the Department of Development to enter into contract with Robert M Maccabee (dba Naventive Brand Strategy) in an amount up to \$50,000.00 for the purpose of administering the Accelerate Columbus: Scale Up and Grow program targeting small businesses. Programs and services offered under Accelerate Columbus: Scale Up and Grow are aimed at increasing the quality of local small business. Through Accelerate Columbus, the City seeks to nurture a pipeline of entrepreneurs and small businesses that reflects the talent and diversity of Columbus. The ultimate objective of Accelerate Columbus is to provide structured qualitatively and quantitatively measurable programs that add value to and strengthen the entrepreneurial ecosystem. In alignment with the Columbus Small Business Agenda, programs should have special consideration for minority and women owned businesses, and businesses in low to moderate income areas.

In 2019, the City of Columbus launched Accelerate Columbus Small Business as part of a branded set of small business training, technical assistance, mentoring, and advisement programs targeting aspiring entrepreneurs and existing small business owners. Initially offered as a pilot program, the goal of the program was to provide structured as well as on-demand training, one-on-one advisement, and technical assistance to both aspiring and existing entrepreneurs and small businesses.

During the pilot year, the City selected and contracted with two organizations to administer the program on behalf of the City. The consultants administered the program in both classroom and small group settings over two tracts targeting businesses at particular stages of the business lifecycle. Accelerate Columbus: Start-Up and Launch targeted individuals in the exploration, ideation, and pre-revenue business lifecycle stages and Accelerate Columbus: Scale Up and Grow will target those businesses in a revenue-generating posture and who were uniquely positioned for growth.

The Department utilized the Request for Proposals (RFP) process to in accordance with City procurements standards to solicit proposals. Proposals were submitted in response to RFQ022533 in accordance with the relevant provisions of Chapter 329 of the Columbus City Codes. The Director of Development will enter into contract with seven organizations under the authority of Columbus City Code Section 329.28. The contract period is from March 1, 2023 to December 31, 2023. It is anticipated that this contract will be fully executed in early March. To prevent a gap in service, the Department of Development's agreement shall allow for payment of services starting March 1, 2023.

Emergency action is requested to avoid any delay in administering the Accelerate Columbus: Scale Up and Grow program.

**FISCAL IMPACT:** The funding for this contract is available on ACPO008426.

**CONTRACT COMPLIANCE:** The vendor's contract compliance 015877 is pending.

To authorize the Director of the Department of Development to enter into a contract with Robert M Maccabee (dba Naventive Brand Strategy) in an amount up to \$50,000.00 for the purpose of administering the Accelerate Columbus: Scale Up and Grow program; to authorize the expenditure of \$50,000.00 from ACPO008426; to allow for payment of services starting March 1, 2023; and to declare an emergency. (\$50,000.00)

**WHEREAS**, in 2019, the City of Columbus launched Accelerate Columbus Small Business as part of a branded set of small business training, technical assistance, mentoring, and advisement programs targeting aspiring entrepreneurs and existing small business owners; and

**WHEREAS**, the goal of the program was to provide structured as well as on-demand training, one-on-one advisement, and technical assistance to both aspiring and existing entrepreneurs and small businesses; and

**WHEREAS**, programs and services to be offered under Accelerate Columbus: Scale Up and Grow are aimed at increasing the quality of local small business; and

**WHEREAS**, the Department of Development seeks to partner with Robert M Maccabee (dba Naventive Brand Strategy) for the purpose of administering the Accelerate Columbus: Scale Up and Grow program targeting small businesses; 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 to enter into contract with Robert M Maccabee (dba Naventive Brand Strategy) to avoid any delay in administering the Accelerate Columbus: Scale Up and Grow program; **NOW, THEREFORE**,

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

**SECTION 1.** That the Director of the Department of Development is authorized to enter into contract with Robert M Maccabee (dba Naventive Brand Strategy) in an amount up to \$50,000.00 for the purpose of administering the Accelerate Columbus: Scale Up and Grow program targeting small businesses, and to allow for payment of services starting March 1, 2023.

**SECTION 2.** That the expenditure of up to \$50,000.00 is hereby authorized from ACPO008426.

**SECTION 4.** 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 5.** 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 6.** That, 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.