

PROSPER PORTLAND

Portland, Oregon

RESOLUTION NO. 7387

AUTHORIZING SEVEN AMENDMENTS TO GRANT AND SUBRECIPIENT AGREEMENTS TO IMPLEMENT PORTIONS OF THE INCLUSIVE BUSINESS RESOURCE NETWORK DURING FISCAL YEAR 2020-21

WHEREAS, for the past decade, Prosper Portland has developed and managed multiple programs to support historically underserved entrepreneurs within local communities including low-income, minority, and female entrepreneurs and business owners;

WHEREAS, in February 2017, staff issued a competitive Request for Proposals process and selected eleven service providers, including Asian Pacific American Network of Oregon (“APANO”), Hacienda CDC, Micro Enterprise Services of Oregon (“MESO”), Native American Youth and Family Center (“NAYA”), Portland Incubator Experiment (“PIE”), and Xxcelerate;

WHEREAS, in July 2017, Prosper Portland expanded its work to leverage the power of a partnership network comprising these service providers and committed to increasing the success of 1,000 underrepresented entrepreneurs;

WHEREAS, this initiative is known as the Inclusive Business Resource Network (“IBRN”) and seeks greater impact for those programs through better coordination and communication to improve the resource landscape for underrepresented business owners;

WHEREAS, the goals of IBRN are to improve outcomes for, and improve service delivery to, underrepresented business owners and entrepreneurs, while supporting an inclusive learning community among IBRN participants;

WHEREAS, Prosper Portland executed IBRN grant agreements with APANO, Hacienda CDC, MESO, NAYA, PIE and Xxcelerate beginning in Fiscal Year 2017-18 (“2017 IBRN Agreements”) pursuant to the authority delegated to the Executive Director through Resolution No. 7286, adopted September 12, 2018, which established guidelines for IBRN (“IBRN Program Guidelines”);

WHEREAS, in May 2018, staff added the Cannabis Business Development program to IBRN, which provides technical assistance and access to capital to entrepreneurs from communities most disproportionately harmed by the prohibition of cannabis;

WHEREAS, Prosper Portland selected Nu Leaf Project as the service provider for the Cannabis Business Development program within IBRN pursuant to a competitive process in 2018 and entered into a grant agreement with Nu Leaf Project consistent with the IBRN Program Guidelines for Fiscal Year 2018-2019 (“Nu Leaf IBRN Agreement”; and, together with the 2017 IBRN Agreements, collectively the “IBRN Agreements”);

WHEREAS, the IBRN Agreements have been amended each fiscal year since their execution to add funding and assure continuity in operation of the IBRN, consistent with the IBRN Program Guidelines; and

WHEREAS, Prosper Portland staff recommends amending each of the IBRN Agreements to provide additional funding for Fiscal Year 2020-2021 and is seeking approval of the Prosper Portland Board of Commissioners in connection with such amendments;

NOW, THEREFORE, BE IT RESOLVED, that the Prosper Portland Board hereby authorizes the Executive Director to execute amendments to the IBRN Agreements described in and substantially consistent with the Term Sheet attached hereto as Exhibit A for the purpose of implementing and managing components of the IBRN;

BE IT FURTHER RESOLVED, that the Prosper Portland Board hereby affirms that the Executive Director is authorized to execute amendments to or renewals of the IBRN Agreements should additional funding become available, so long as such amendments or renewals are consistent with and permitted by the IBRN Program Guidelines;

BE IT FURTHER RESOLVED, that the Executive Director may approve changes to the agreements prior to and subsequent to execution, so long as such changes do not materially increase Prosper Portland's risks or obligations, as determined by the Executive Director in consultation with General Counsel; and

BE IT FURTHER RESOLVED, that this resolution shall become effective immediately upon its adoption.

Adopted by the Prosper Portland Commission on August 12, 2020



Pam Feigenbutz, Recording Secretary

TERM SHEET

Resolution

Authorizing seven amendments to agreements to implement portions of the Inclusive Business Resource Network during Fiscal Year 2020-21.

Prior agreements with Prosper Portland

- APANO, Hacienda CDC, MESO, NAYA, PIE and Xxcelerate were selected via a competitive RFP process in 2017 and issued contracts for services in FY 17-18. Prosper Portland has executed amendments with these providers each subsequent year since FY 17-18. Note: a new Hacienda CDC contract was executed in FY 18-19.
- Nu Leaf Project was selected via a competitive RFP process in 2018 and issued a contract for services in FY 18-19. Prosper Portland has executed amendments with this provider each subsequent year since FY 18-19.

Reporting Requirements

Service providers must provide reporting in the following ways:

- Using the online reporting system, Outcome Tracker, service providers shall report all services delivered and outcomes achieved, including but not limited to the following information: client income eligibility and enrollment information, business owner demographics, general business information, business financials, jobs created and retained, business progress reports, services received, hours of technical assistance provided and annual achievements/improvements.
- Submit bi-annual program narratives to document program success, challenges and changes.

Service providers will not receive payment on an invoice if reporting is not complete by the deadline given by Prosper Portland.

Priority Populations and Program Requirements

- Program clients must have a business or home or address within the City of Portland. Program managers may approve, in limited cases, exceptions if business has a City of Portland Business License and does substantial business activities in Portland.
- Priority populations include people of color, people with limited English proficiency, low-income individuals (at or below 80% median family income, MFI) and business owners who live in or own a business in a priority area. Priority areas include Neighborhood Prosperity Network (NPN) Districts, TIF Districts and East Portland.
- Businesses enrolled in the CDBG program (administered by MESO and Hacienda CDC) must have five or fewer employees, a household income at or below 80% MFI and have signed an income eligibility verification form;

IBRN Contract Total Amounts and FY 20-21 Budget

Provider	Multi-year cumulative	FY 2020-21 Budget
Asian Pacific American Network of Oregon (APANO)	\$516,881	\$88,800
Hacienda CDC	\$588,000	\$194,000
Micro Enterprise Services of Oregon (MESO)	\$2,387,317*	\$488,000
Native American Youth and Family Center (NAYA)	\$576,200	\$174,600
NuLeaf	\$575,000	\$210,000
Portland Incubator Experiment (PIE)	\$585,000	\$145,000
Xxcelerate	\$550,000	\$137,500

*Includes \$365,500 as part of the 19/20 COVID Small Business Relief Fund

List of anticipated FY 2020-21 Scopes of Work

Provider	Scope Summary
Asian Pacific American Network of Oregon (APANO)	Business navigation for Asian and Pacific Islander (API) Community; Business technical assistance in Jade District
Hacienda CDC	One-on-one technical assistance for Latinx entrepreneurs
Micro Enterprise Services of Oregon (MESO)	One-on-one technical assistance for priority populations, business navigation for Black community
Native American Youth and Family Center (NAYA)	One-on-one technical assistance for Native entrepreneurs; Business technical assistance for Our 42 nd Avenue and Cully Boulevard NPNs
NuLeaf	Technical assistance and funding for BIPOC cannabis entrepreneurs
Portland Incubator Experiment (PIE)	Technical assistance and connection to mentors for technology and consumer product startups
Xxcelerate	Coaching and peer-to-peer learning for growth stage womxn entrepreneurs



**PROSPER
PORTLAND**
Building an Equitable Economy

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RESOLUTION TITLE:

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Adopted by the Prosper Portland Commission on August 12, 2020


PRESENT FOR VOTE	COMMISSIONERS	VOTE		
		Yea	Nay	Abstain
<input checked="" type="checkbox"/>	Chair Gustavo J. Cruz, Jr.	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Commissioner Francesca Gambetti	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Commissioner Peter Platt	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Commissioner Serena Stoudamire Wesley	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	Commissioner William Myers	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Consent Agenda Regular Agenda

CERTIFICATION

The undersigned hereby certifies that:

The attached resolution is a true and correct copy of the resolution as finally adopted at a Board Meeting of the Prosper Portland Commission and as duly recorded in the official minutes of the meeting.

	Date: August 17, 2020
Pam Feigenbutz, Recording Secretary	