



BUSINESS DEVELOPMENT ORGANIZATION PARTNER AGREEMENTS Item #36

City Council A Session
December 15, 2022


Background

- Agreements reorganized under EDD FY 2021
- *Partners are:*
 - Geographically dispersed with unique service areas
- And:*
 - Provide direct, hands-on assistance to small businesses
 - Technical assistance
 - Workshops
 - Referrals
 - Provide direct financial assistance through loan and grants programs (SAGE and Prosper West)

FY 2023 Desired Outcomes

Trusted Collaborator and Small Business Resource Partner

- Businesses in the hardest-to reach areas and most historically underserved have increased opportunity
- Improved economic resiliency, well-being and opportunity for growth
- Strengthened connection between people and places

A close-up, slightly blurred photograph of a wooden desk. On the desk is a stack of notebooks. The top notebook is black with a gold-colored pen resting on it. Below it is a white notebook with a purple ribbon bookmark. Further down, a green bookmark is visible. A pair of glasses is partially visible on the left side of the frame.

Scope of Services

- Small Business Referrals
- Consultative Services
- Business Community Events
- Support of Ready to Work Program*
- Business Corridor Activation Events*
- Match COSA General Fund Contribution

** New to FY 2023*

Partner-Specific Programs

- **SAGE**
 - Implement Back-Office Support program
 - Storefront grant program
- **Prosper West**
 - Small Business Loans and Grants program
- **Southside First**
 - Provide assistance services to Mission area business corridor *
 - Completion of a strategic plan*

* New to FY 2023





New Deliverables for FY 2023

- Operations from a physical location with accessible hours
- Administration of 6-, 18-, and 36-month surveys
- Preparation of an annual report
- Co-promotion of the Economic Development Department



Target Metrics Examples

- 75% of businesses provided technical assistance reported satisfaction by the services provided to them
- 75% of businesses provided technical or financial assistance remain open at six (6), eighteen (18) and thirty-six (36) months after assistance
- 75% of businesses provided financial or technical assistance reported higher revenues and profits



BUSINESS DEVELOPMENT ORGANIZATION PARTNER AGREEMENTS Item #36

City Council A Session
December 15, 2022