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3 **SUB 1 to 2020 RES-331**

4 **AWARDING A CONTRACT TO DANE BUY LOCAL FOUNDATION, INC.**
5 **FOR AN EMERGENCY SMALL BUSINESS GRANT PROGRAM**
6 **DCDHS – HAA DIVISION**

7 The ongoing COVID-19 pandemic has significantly impacted small businesses. The
8 Bank of America estimates that 15% of small businesses nationwide have closed
9 permanently since the pandemic began. Some of the industries that have been hardest
10 hit include restaurants, retail, gyms/fitness facilities, and the service industry.

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12 On December 27th, 2020, President Trump signed the \$900 billion COVID-19 relief bill
13 authorizing additional funding to respond to the pandemic across multiple areas of need.
14 The act includes \$325 billion in funding to support small businesses. Providing a bridge
15 to help Dane County's small businesses while that federal support comes online is
16 critical.

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18 To help address this need, the Dane County Department of Human Services (DCDHS)
19 Housing Access and Affordability (HAA) seeks to award a contract to Dane Buy Local
20 Foundation Inc. to administer a \$4,000,000 emergency small business grant program.

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22 In 2020, Dane Buy Local Foundation Inc. provided this service following Dane County's
23 first federal CARES allocation, administering an over \$10.6 million emergency small
24 business grant program that awarded funds to 2,692 local businesses. Of that number,
25 25% of the total funding was awarded to business owners of color, and 57% to women
26 business owners. Businesses with a mailing address inside the City of Madison received
27 54.4% of the funds, and businesses with a mailing address outside the City of Madison
28 received 45.6% of the funds.

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30 According to data provided by the Dane Buy Local Foundation, Inc., 99% of grant
31 awardees that received funding from the Dane County CARES program are still in
32 business.

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34 To be eligible for the funding, a business must be for-profit, independently owned, and
35 have a main office based in Dane County. Funding for the grant will be prioritized for
36 businesses which have demonstrated a current financial need to save or pivot their
37 business in order to provide services throughout 2021 such as restaurants, retail,
38 gyms/fitness facilities, independent contractors(hair stylists, auto mechanics, etc.), the
39 service industry, and start-up businesses in operation prior to March 15, 2020.
40 Applications from other businesses will be considered on a case by case basis as
41 available funding allows.

42 Up to 3% of the total is available for Dane Buy Local Foundation, Inc. to administer the
43 program. Dane Buy Local will partner with the Latino Chamber of Commerce and
44 Madison's Black Chamber of Commerce as well as the Wisconsin Women's Business
45 Initiative Corporation to identify local businesses to receive the grants. The minimum
46 grant amount available will be \$1,000 and the maximum grant amount available will be
47 \$50,000.

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49 **NOW, THEREFORE, BE IT RESOLVED** that the County Board approves a contract in
50 the amount of \$4,000,000 with Dane Buy Local and authorizes the County Executive
51 and County Clerk to execute the contract documents, and authorizes the Controller to
52 issue checks for payment of contract invoices.

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54 **BE IT FINALLY RESOVLED** that account 80000 80002 "CARES ACT REVENUE" be
55 adjusted with an appropriation of \$4,000,000 and that account 80000 20101 "DANEBUY
56 LOCAL GRANTS" be created with an appropriation of \$4,000,000.