

1 SUB \_\_\_\_ to 2020 RES-424 (PROPOSED-EICHER)

2  
3 AUTHORIZING A CONTRACT WITH  
4 DANE BUY LOCAL FOUNDATION, INC. FOR AN EMERGENCY  
5 SMALL BUSINESS GRANT PROGRAM  
6 DCDHS – HAA DIVISION  
7

8 The ongoing COVID-19 pandemic has significantly impacted small businesses. Some of the  
9 industries that have been hardest hit include restaurants, retail, gyms/fitness facilities, and the  
10 service industry. Small business are an integral part of the Dane County community and make  
11 this county an attractive place to live, work, and play.  
12

13 In March President Biden signed the \$1.9 trillion American Rescue Plan authorizing historic  
14 investments to respond to and recover from the pandemic across multiple areas of need. The act  
15 includes \$50 billion in funding to support small businesses. Dane County is poised to receive  
16 over \$50 million in funding for 2021 through the bill. One of the clearly stated intents of this  
17 funding is to provide assistance to individuals and businesses impacted by the pandemic.  
18 Continuing to provide a bridge to help Dane County’s small businesses until that federal support  
19 comes online is critical.  
20

21 In January of 2021, \$4 million in additional CARES emergency small business grant funding was  
22 made available to local businesses hardest hit by the COVID-19 pandemic through a contract  
23 with Dane Buy Local (DBL). When the application for these funds closed in February, DBL had  
24 received more than \$51 million dollars in requests for assistance from Dane County businesses.  
25

26 To help address this continued need, the Dane County Department of Human Services  
27 (DCDHS) Housing Access and Affordability (HAA) seeks to contract with Dane Buy Local  
28 Foundation Inc. in the amount of \$15 million dollars to allow DBL to continue to administer an  
29 emergency small business grant program as a bridge to future federal assistance. The  
30 anticipated outcome of county funding to Dane Buy Local is that small business are able to  
31 continue to exist while waiting both for other assistance and for the economy to reopen and  
32 recover.  
33

34 In 2020, Dane Buy Local Foundation Inc. provided this service following Dane County’s first  
35 federal CARES allocation, administering an over \$10.6 million emergency small business grant  
36 program that awarded funds to 2,692 local businesses. Of that number, 25% of the total funding  
37 was awarded to business owners of color, and 57% to women business owners. Businesses with  
38 a mailing address inside the City of Madison received 54.4% of the funds, and businesses with a  
39 mailing address outside the City of Madison received 45.6% of the funds. The county has  
40 ongoing statistics regarding the initiative and will share that information regularly with the County  
41 Board.  
42

43 To be eligible for the funding, a business must be for-profit, independently owned, and have a  
44 main office based in Dane County. Funding for the grant will be prioritized for businesses which  
45 have demonstrated a current financial need to save or pivot their business in order to provide  
46 services throughout 2021, such as restaurants, retail, gyms/fitness facilities, independent  
47 contractors (hair stylists, auto mechanics, etc.), the service industry, and start-up businesses in  
48 operation prior to March 15, 2020. Applications from other businesses will be considered on a  
49 case by case basis as available funding allows.  
50

51 Up to 1.2% of the total is available for Dane Buy Local Foundation, Inc. to administer the  
52 program. Dane Buy Local will partner with the Latino Chamber of Commerce and Madison’s  
53 Black Chamber of Commerce as well as the Wisconsin Women’s Business

54 Initiative Corporation to identify local businesses to receive the grants. The minimum grant  
55 amount available will be \$1,000 and the maximum grant amount available will be \$50,000.  
56

57 **NOW, THEREFORE, BE IT RESOLVED** that the County Board approves a contract in the  
58 amount of \$15,000,000 with Dane Buy Local Foundation Inc. and;  
59

60 **BE IT FURTHER RESOLVED** that the following revenue account be added to the Housing  
61 Access and Affordability Division of the Dane County Department of Human Services and that  
62 the revenue increase be credited to the County General Fund and transferred from the General  
63 Fund to the following expenditure account in the Department of Human Services:  
64

Revenue		
<u>Account Number</u>	<u>Account Title</u>	<u>Amount</u>
80000 NEW	ARP Revenue	\$15,000,000
		Total Revenue: \$15,000,000

Expenditure		
<u>Account Number</u>	<u>Account Title</u>	<u>Amount</u>
8000 NEW	ARP Business Assistance	\$15,000,000
		Total Expenditure: \$15,000,000

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79 **BE IT FINALLY FURTHER RESOLVED** that the following contract awarded and that the County  
80 Executive and the County Clerk are hereby authorized and directed to sign the agreement on  
81 behalf of Dane County, and that the Controller is authorized to issue checks for payment of  
82 contract services.  
83

<u>Vendor</u>	<u>Amount</u>
Dane Buy Local Foundation, Inc.	\$15,000,000

86  
87 **BE IT FINALLY RESOLVED** that the County Board requests monthly Dane Buy Local reports  
88 be shared with members of the County Board, and that the Health and Human Needs  
89 Committee review the monthly reports on a quarterly basis and discuss how the information  
90 presented addresses anticipated program outcomes.  
91

92 *The substitute resolution underscores that the funding will assist small businesses to continue to*  
93 *exist while other funding and the economic recovery unfold, and requests that ongoing*  
94 *information be shared with the County Board and discussed at the Health and Human Needs*  
95 *Committee.*