

ECONOMIC DEVELOPMENT
AND INNOVATION

City of Raleigh Impact Partner Grant Program



Raleigh

RaleighEconomicDevelopment.com

The City of Raleigh has placed a priority on helping innovators, entrepreneurs, and small businesses start, stay, and grow in Raleigh, with an added emphasis on underrepresented entrepreneurs. The Impact Partner Grant program assists entrepreneurs, small businesses, and the local workforce in Raleigh by providing grants to help strengthen, develop, implement, and scale new or existing programs and resources.

What is an Impact Partner?

Impact Partners, referred to as Ecosystem Builders in the Kauffman Foundation's Entrepreneurial Ecosystem Building Playbook, are critical stakeholders in a community that ensure the success of a healthy, sustainable, and vibrant entrepreneurial ecosystem.



Impact Partners:

- Create infrastructure and programs to attract, retain, and cultivate talented people including entrepreneurs, small business owners, potential employers and employees, and other supporting partners
- Link to schools, universities, and the private sector so that talent supply and demand are efficiently matched
- Make connections through individuals and institutions so that resources for entrepreneurs are diverse, abundant, and visible
- Are champions and conveners that promote entrepreneurship; are catalysts, connectors, co-creators, and changemakers
- Connect, empower, and collaborate with others to build an entire entrepreneurial ecosystem that works to help the community achieve its potential

Minimum Criteria for Eligibility

- Program must be an enhancement to existing programs or create new programs/resources. (i.e., must be “above and beyond” current services and programs offered by partner)
- Program must align with objectives contained within the Economic Development & Innovation pillar of the City of Raleigh Strategic Plan
- Program partners must have a minimum of one year of experience assisting the innovation, entrepreneurship, and small business community
- Funds requested should be no more than 50% of the overall program budget and a 1:1 match is required. Matching contribution can be monetary or in-kind exchange of products or services
- The program location must be located within the city of Raleigh

Key Decision Criteria

In assessing proposals for the Impact Partner Grant program, the following will be prioritized:

- Alignment with the Economic Development and Innovation pillar within the City of Raleigh Strategic Plan and/or to the Raleigh EDI Business Plan (both can be found here: <http://raleigh4u.com/whyraleigh/more-resources>)
- Strategy to include underrepresented entrepreneurs, small business owners, or workforce diversity
- Fulfillment of a resource need or program gap within the innovation and entrepreneurial ecosystem
- Clearly stated goals and measurable outcomes identified
- Evident potential economic impact on Raleigh businesses or workforce
- Funding availability for operations and path to sustainability
- Collaboration with other organizations to accomplish goals

Scoring Criteria	Maximum Points
Program/Partnership <ul style="list-style-type: none"> ■ Program scope clearly explained (5 points) ■ Program goals clearly stated and measurable outcomes identified (10 points) ■ Program implementation schedule realistic and costs clearly identified and explained (5 points) 	20
Strategic Plan/Performance Measures <ul style="list-style-type: none"> ■ Program clearly aligns with the Economic Development & Innovation pillar of the City of Raleigh Strategic Plan (10 points) ■ Program presents evidence of potential economic impact on Raleigh-based businesses or workforce (10 points) ■ Partner has history of past performance that demonstrates effective services or programs (5 points) 	25
Organizational Capacity/ Fiscal Responsibility <ul style="list-style-type: none"> ■ Program aligns with partner's mission (5 points) ■ Program budget is complete, realistic, and understandable (5 points) ■ Program has a financial sustainability plan in place (10 points) 	20
Program prioritizes underrepresented entrepreneurs or workforce	15
Program fills a resource need or program gap within an innovation and entrepreneurial ecosystem	10
Program collaborates with other organizations to accomplish goals	10
TOTAL POSSIBLE POINTS	100

Grant Terms

- Up to \$25,000 maximum grant award per Impact Partner
- Program must be implemented within 6 months of grant award
- Grant funds must be used directly toward program implementation and/or resource creation and cannot be used as a “pass-through” to a sub-grantee or another entity
- Grant recipient must provide performance progress reports at 6 months and 12 months from funding and participate in quarterly meetings with City of Raleigh EDI Staff
- Grant payout is awarded in two disbursements: first 50% will be disbursed at the beginning of program; second 50% will be awarded upon satisfactory review of 6-month performance progress report
- If recipient does not spend the entirety of the grant funding to reach program outcomes, the remaining funds will revert to the City of Raleigh
- **CLAWBACK:** Grant recipient must perform services agreed upon during the Impact Partner Grant selection cycle. If recipient fails to perform as promised, City of Raleigh will discontinue funding and recipient will be required to repay the City for the total amount of funds disbursed

Eligible Business Sectors:

- Technology and Internet of Things
- Consumer Packaged Goods and Products
- Design and Creative Industries
- Biotechnology and Pharmaceuticals
- Social Impact and Social Innovation
- Professional Services
- Workforce Development
- Manufacturing, Distribution, Transportation, and Logistics
- Retail and retail-related services
- Non-Profit (non-religious programs)

Ineligible Business Sectors:

- Adult entertainment establishment
- Bars, night clubs, taverns and lounges

Disqualifying Factors

Applicant or property owner shall not qualify for grants under the program if the applicant or property owner is delinquent in the payment of any taxes, assessments, fees or other debts owed to the City.

Resources:

Kauffman Foundation's
Entrepreneurial Ecosystem Building Playbook

City of Raleigh Strategic Plan
Economic Development and Innovation Pillar

Office of Economic Development and Innovation
Business Plan

For more information please contact

City of Raleigh Office of Economic Development
and Innovation

e: Rafael.Baptista@raleighnc.gov

o: 919-996-3129

RaleighEconomicDevelopment.com

