

## **President Award for Innovative Practices**

This nomination is for **Montgomery County's MicroEnterprise Grant** program which is funded through Community Development Block Grant (CDBG) funds, primarily from the County's program but with matching funds and in-kind support from Dayton and Kettering.

### **Overview**

Small business is a big deal in Montgomery County! That's why the MicroEnterprise Grant program was developed in 2016. Montgomery County's Board of County Commissioners wanted to have a grant program to assist very small businesses, who had traditionally lacked access to capital, get the resources they needed to help their businesses grow and succeed.

### **Eligibility**

The program is targeted to for-profit businesses with five employees or less, have sales revenue of \$500,000 or less, have been in business at least twelve months, be a store-front business (not a home-based or second income business), and with an emphasis on minority and female owned companies. Businesses can be located throughout Montgomery County and can seek assistance ranging from \$2,500-\$25,000. Businesses must be current on taxes, contribute 10% cash equity, and must be willing to become mentors for future applicants.

### **Process**

Montgomery County has a sub-recipient agreement with Community Action Partnership of Greater Dayton (CAP) to do the application intake, initial review for eligibility, to disburse the grant funds to the company and to conduct a site visit. A grant review committee meets the first Friday of every month to review applications and make a funding determination. This grant review committee is made up of 1 representative each from the cities of Dayton and Kettering, 1 representative from the Dayton Area Chamber of Commerce's Minority Business Partnership, 1 representative from the Small Business Development Center, 1 representative from Minority Business Assistance Center, 1 representative from CAP, and 1 representative from the County. Only a quorum is required for voting, not necessarily full committee representation.

For applicants not being recommended, technical assistance is offered through a number of partner agencies, including some of the ones represented on the grant review committee. For instance, CAP offers a 10-week MicroEnterprise Business Development and Training curriculum, which helps them develop a business plan (among other things), is affordable and has childcare services.

### **Results**

From program inception, approximately \$236,000 has been awarded to 19 businesses, with 15 of those businesses owned by females and 13 of them being minority owned.

**Support, Fund, Grow** is the program's motto:

**Support**...in the form of continued assistance and access to business development resources, including entrepreneurship courses and other training.

**Fund**....access to grant funds

**Grow**....use the grant award to help a business succeed and grow.

This program can be replicated throughout the state or modified to meet emerging needs. Thank you for your consideration. More information about the program can be found at [www.mcomicro.org](http://www.mcomicro.org).