

LEGISLATIVE TRACKING FORMFiling for Council Meeting Date: 08/05/25

Resolution



Ordinance

Contact/Prepared By: Andrea BlackmanDate Prepared: 06/30/25Title (Caption): A resolution accepting a Southern Cities Economic Initiative grant from the National League of Cities to the MetropolitanGovernment, acting by and through the Metropolitan Finance Department, to develop an engagement strategy aimed at increasing thenumber of small businesses registered to do business with Metro.Submitted to Planning Commission? ☒ N/A ☐ Yes-Date: _____ Proposal No: _____Proposing Department: Finance Requested By: Finance - Office of ImpactAffected Department(s): Finance Affected Council District(s): _____

Legislative Category (check one):

- | | | |
|---|--|--|
| <input type="checkbox"/> Bonds | <input type="checkbox"/> Contract Approval | <input type="checkbox"/> Intergovernmental Agreement |
| <input type="checkbox"/> Budget - Pay Plan | <input type="checkbox"/> Donation | <input type="checkbox"/> Lease |
| <input type="checkbox"/> Budget - 4% | <input type="checkbox"/> Easement Abandonment | <input type="checkbox"/> Maps |
| <input type="checkbox"/> Capital Improvements | <input type="checkbox"/> Easement Accept/Acquisition | <input type="checkbox"/> Master List A&E |
| <input type="checkbox"/> Capital Outlay Notes | <input checked="" type="checkbox"/> Grant | <input type="checkbox"/> Settlement of Claims/Lawsuits |
| <input type="checkbox"/> Code Amendment | <input type="checkbox"/> Grant Application | <input type="checkbox"/> Street/Highway Improvements |
| <input type="checkbox"/> Condemnation | <input type="checkbox"/> Improvement Acc. | <input type="checkbox"/> Other: _____ |

FINANCE Amount +/-: \$ \$ 15,000.00Match: \$ \$ 0.00

Funding Source:

- ☐ Capital Improvement Budget
- ☐ Capital Outlay Notes
- ☐ Departmental/Agency Budget
- ☐ Funds to Metro
- ☐ General Obligation Bonds
- ☐ Grant
- ☐ Increased Revenue Sources

Judgments and Losses

- ☐ Local Government Investment Project
- ☐ Revenue Bonds
- ☐ Self-Insured Liability
- ☐ Solid Waste Reserve
- ☐ Unappropriated Fund Balance
- ☐ 4% Fund
- ☐ Other: _____

Approved by OMB: Aaron Pratt *GLM* Date to Finance Director's Office: _____Approved by Finance/Accounts: _____ **APPROVED BY**Approved by Div Grants Coordination: Juanita Paulsen **FINANCE DIRECTOR'S OFFICE:** _____**ADMINISTRATION**

Council District Member Sponsors: _____

Council Committee Chair Sponsors: _____

Approved by Administration: _____ Date: _____

DEPARTMENT OF LAW

Date to Dept. of Law: _____ Approved by Department of Law: _____

Settlement Resolution/Memorandum Approved by: _____

Date to Council: _____ For Council Meeting: _____ ☐ E-mailed Clerk
☐ All Dept. Signatures
 ☐ Copies
 ☐ Backing
 ☐ Legislative Summary
 ☐ Settlement Memo
 ☐ Clerk Letter
 ☐ Ready to File

Department of Law - White Copy

Administration - Yellow Copy

Finance Department - Pink Copy

GRANT SUMMARY SHEET

Grant Name: Southern Cities Economic Initiative (SCEI)26

Department: FINANCE DEPARTMENT

Grantor: NATIONAL LEAGUE OF CITIES

**Pass-Through Grantor
(If applicable):**

Total Award this Action: \$15,000.00

Cash Match Amount \$0.00

Department Contact: Michelle Boudreaux
862-6161

Status: NEW

Program Description:

In partnership with the Metro Finance Department's Business Assistance Office, the Office of Impact will utilize the SCEI grant funds and technical assistance to develop an engagement strategy aimed at increasing the number of small businesses registered to do business with Metro Government. The goal of this engagement strategy is to enhance outreach to small business owners, streamline the business registration process, and foster stronger relationships between Metro Government and small business owners. These efforts align with the broader goals of the Mayor's Office in advancing economic inclusion and resilience. This grant represents the first phase of a 2-phase initiative. During this first phase, we will design a scalable, community-informed engagement system that will lay the foundation for our application to the second phase of the initiative. The second phase grant, if awarded, will include additional grant funding and continued technical assistance to support the full integration and operation of our proposed engagement system.

Plan for continuation of services upon grant expiration:

After the expiration of grant funding in 2025, the Office of Impact will not seek additional funding from Metro. This grant offers the opportunity to apply for additional grant funding through the same initiative, which we will apply for when applicable. If more funding is required, the Office will engage outside grant funding opportunities again.

Grants Tracking Form

Part One

Pre-Application

Application

Award Acceptance

Contract Amendment

Department	Dept. No.	Contact	Phone	Fax
FINANCE DEPARTMENT	015	Michelle Boudreaux	862-6161	

Grant Name:

Southern Cities Economic Initiative (SCEI)26

Grantor:

NATIONAL LEAGUE OF CITIES

Other:

Grant Period From:

04/24/25

(applications only) Anticipated Application Date:

Grant Period To:

10/31/25

(applications only) Application Deadline:

Funding Type:

FOUNDATION

Multi-Department Grant

If yes, list below.

Pass-Thru:

Outside Consultant Project:

Award Type:

COMPETITIVE

Total Award:

\$15,000.00

Status:

NEW

Metro Cash Match:

\$0.00

Metro Category:

New Initiative

Metro In-Kind Match:

\$0.00

CFDA #

N/A

Is Council approval required?

Project Description:

Applic. Submitted Electronically?

In partnership with the Metro Finance Department's Business Assistance Office, the Office of Impact will utilize the SCEI grant funds and technical assistance to develop an engagement strategy aimed at increasing the number of small businesses registered to do business with Metro Government. The goal of this engagement strategy is to enhance outreach to small business owners, streamline the business registration process, and foster stronger relationships between Metro Government and small business owners. These efforts align with the broader goals of the Mayor's Office in advancing economic inclusion and resilience. This grant represents the first phase of a 2-phase initiative. During this first phase, we will design a scalable, community-informed engagement system that will lay the foundation for our application to the second phase of the initiative. The second phase grant, if awarded, will include additional grant funding and continued technical assistance to support the full integration and operation of our proposed engagement system.

Plan for continuation of service after expiration of grant/Budgetary Impact:

After the expiration of grant funding in 2025, the Office of Impact will not seek additional funding from Metro. This grant offers the opportunity to apply for additional grant funding through the same initiative, which we will apply for when applicable. If more funding is required, the Office will engage outside grant funding opportunities again.

How is Match Determined?

Fixed Amount of \$

or

% of Grant

Other:

Explanation for "Other" means of determining match:

For this Metro FY, how much of the required local Metro cash match:

Is already in department budget?

Is not budgeted?

Proposed Source of Match:

(Indicate Match Amount & Source for Remaining Grant Years in Budget Below)

Other:

Number of FTEs the grant will fund:

0.00

Actual number of positions added:

0.00

Departmental Indirect Cost Rate

5.30%

Indirect Cost of Grant to Metro:

\$795.00

*Indirect Costs allowed?

Yes

No

% Allow.

0.00%

Ind. Cost Requested from Grantor:

\$0.00

in budget

*(If "No", please attach documentation from the grantor that indirect costs are not allowable. See Instructions)

Draw down allowable?

Metro or Community-based Partners:

Metro Partners: Finance Department and Mayor's Office

Community Partners: Black Business Boom, Conexión Américas, and Creating an Environment of Success

Part Two													
Grant Budget													
Budget Year	Metro Fiscal Year	Federal Grantor	State Grantor	Other Grantor	Local Match Cash	Match Source (Fund, BU)	Local Match In-Kind	Total Grant Each Year	Indirect Cost to Metro	Ind. Cost Neg. from Grantor			
Yr 1	FY26			\$15,000.00				\$15,000.00	\$795.00	\$0.00			
Yr 2	FY__												
Yr 3	FY__												
Yr 4	FY__												
Yr 5	FY__												
Total		\$0.00	\$0.00	\$15,000.00	\$0.00		\$0.00	\$15,000.00	\$795.00	\$0.00			
Date Awarded:				06/30/25	Tot. Awarded:	\$15,000.00	Contract#:						
(or) Date Denied:					Reason:								
(or) Date Withdrawn:					Reason:								

Contact: juanita.paulsen@nashville.gov
vaughn.wilson@nashville.gov

JP

Rev. 5/13/13
6064

GCP Received 07/02/25

GCP Approved 07/02/25

RESOLUTION NO. _____

A resolution approving a grant memorandum of understanding (MOU) from the National League of Cities to the Metropolitan Government, acting by and through the Metropolitan Finance Department, to participate in the Southern Cities Economic Initiative (SCEI) to design and execute local economic strategies that boost economic mobility and resilience for residents and small businesses.

WHEREAS, the National League of Cities has awarded a grant, in an amount not to exceed \$15,000, with no match required to the Metropolitan Government, acting by and through the Metropolitan Finance Department, to participate in the Southern Cities Economic Initiative (SCEI) to design and execute local economic strategies that boost economic mobility and resilience for residents and small businesses; and,

WHEREAS, it is to the benefit of the citizens of The Metropolitan Government of Nashville and Davidson County that this grant MOU be approved.

NOW, THEREFORE, BE IT RESOLVED BY THE COUNCIL OF THE METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY:

Section 1. That the grant MOU, in an amount not to exceed \$15,000, by and between the National League of Cities and the Metropolitan Government, acting by and through the Metropolitan Finance Department, to participate in the Southern Cities Economic Initiative (SCEI) to design and execute local economic strategies that boost economic mobility and resilience for residents and small businesses, a copy of which grant's memorandum of understanding is attached hereto, is hereby approved.

Section 2. That the grant is to be appropriated to the Metropolitan Finance Department based upon the actual grant amount to be received and any match to be applied.

Section 3. That this resolution shall take effect from and after its adoption, the welfare of The Metropolitan Government of Nashville and Davidson County requiring it.

APPROVED AS TO AVAILABILITY
OF FUNDS:

Jenneen Reed/mjr
Jenneen Reed, Director
Finance Department

INTRODUCED BY:

APPROVED AS TO FORM AND
LEGALITY:

Neki Elie
Assistant Metropolitan Attorney

Member(s) of Council



April 10, 2025

Ms. Andrea Blackman

City of Nashville, TN

Dear Ms. Blackman,

We are delighted to inform you that the City of Nashville has been selected by the National League of Cities (NLC) to participate in the *Southern Cities Economic Initiative (SCEI)*! Your city is one of twenty cities selected for the initial six-month planning phase of SCEI. The other cities selected to participate in this project are Morrisville, NC, Harrisonburg, VA, Lauderhill, FL, Jacksonville, FL, Canton, GA, Jonesboro, GA, Jackson, MS, Thomasville, NC, Little Rock, AR, Greenville, MS, New Orleans, LA, Pensacola, FL, Natchitoches, LA, Monroe, LA, Fayetteville, AR, Charlottesville, VA, Atlanta, GA, Sunflower Co Collab, MS, and Center Point, AL.

We are excited to partner with you in designing and executing local economic strategies that boost economic mobility and resilience for residents and businesses.

The project includes two phases: A planning phase will run from April 24, 2025, through October 31, 2025. At the end of the planning phase your city will be invited to apply to participate in a two-year implementation phase with additional grant funding beginning in January 2026.

NLC is implementing this project in collaboration with the Federal Reserve Bank of Atlanta and with support from the W.K. Kellogg Foundation, the Annie E. Casey Foundation, the Robert Wood Johnson Foundation, the Kresge Foundation, and the Nathan Cummings Foundation.

This letter and its attachments describe important next steps and a set of key documents that require your attention. Please review these details carefully.

Memorandum of Understanding: A memorandum of understanding (MOU) (attached) must be signed and returned to NLC **by May 5, 2025**. If you require additional time to complete and return the signed document to NLC, please reach out to Rosanna Mulcahy at mulcahy@nlc.org.

Grant disbursement: To facilitate the distribution of your \$15,000 planning grant, we require your signed **MOU** along with the completed **ACH form** and **W-9** attached to this email. Please

ensure these documents are returned to us as soon as possible to avoid delays in processing your grant.

Orientation call for city teams: Over the next few months, NLC will host several learning opportunities for participating cities to come together as peers to reflect on goals and strategies. The first orientation call is scheduled for **April 24, 2025, at 1:00PM Eastern Time**. NLC will follow up soon with your city's team lead to provide more details, including a zoom link for the meeting and a project timeline. We look forward to meeting you and other members of your team on this call.

Media strategy: We encourage you to announce your city's selection in the SCEI project publicly. NLC has created a comprehensive **Communications Toolkit** (attached) which includes a sample press release and ready-to-use social media posts to help you effectively share your participation and align your message with NLC's communications strategy. We ask you to **please hold off on any media announcements until NLC's public release date of April 24, 2025**. Coordinating our announcements on this date will amplify our impact and maximize media attention.

Thank you for your attention to these next steps. Please do not hesitate to reach out to us with any questions about the project or any of the materials in your welcome packet by contacting Rosanna Mulcahy, Program Manager of Economic Opportunity and Financial Empowerment at mulcahy@nlc.org.

Congratulations on your selection for SCEI! We look forward to working with you!

Sincerely,

Heidi Goldberg

A handwritten signature in black ink that reads "Heidi Goldberg". The signature is written in a cursive, flowing style.

Director, Economic Opportunity and Financial Empowerment

**SOUTHERN CITIES ECONOMIC INITIATIVE
MEMORANDUM OF UNDERSTANDING
BETWEEN
NATIONAL LEAGUE OF CITIES INSTITUTE
AND
CITY OF NASHVILLE**

This Memorandum of Understanding (MOU) between the **National League of Cities Institute (NLCI)** and the **Municipality of Nashville, TN** (hereinafter, “the City”) sets forth the terms of participation and understanding as part of the **Southern Cities Economic Initiative (SCEI)** between April 24, 2025, and October 31, 2025.

SCEI is a program designed to help municipalities plan and implement economic mobility and inclusion strategies. NLCI and partners will help participating cities achieve these goals by providing research and data support, peer learning opportunities, tailored technical assistance, and grant funding. The program’s goal is to expand and sustain the participation and economic mobility of underserved businesses and residents, ultimately leading to thriving communities and a more equitable economy.

SCEI is a collaboration between NLCI and the Federal Reserve Bank of Atlanta and with support from the W.K. Kellogg Foundation, the Annie E. Casey Foundation, the Robert Wood Johnson Foundation, the Kresge Foundation, and the Nathan Cummings Foundation.

GRANT AWARD AND USE OF FUNDS

NLCI will provide the City a grant in the amount of \$15,000 to support costs associated with expanding and sustaining the economic mobility of residents and small businesses as outlined in the City's application as accepted by NLCI. Funds shall be used solely for the purpose and goals stated herein and in accordance with the budget submitted by the City and approved by NLCI for activities for the term of this MOU. Allowable uses of funds include but are not limited to expenses associated with core personnel costs; consultants, stakeholder engagement with community organizations, residents, and other partners; supports or incentives for resident engagement such as payments, gift cards or food; sub granting to target population; technology integration; and other uses as approved by NLCI.

DISTRIBUTION OF AWARD

NLCI shall distribute the total planning grant award to the City upon the receipt of a completed W-9 form, completed ACH form, and a signed copy of this MOU.

CITY RESPONSIBILITIES

By accepting this grant, the City agrees to:

- Identify three core team members to participate in all project activities outlined in this MOU and designate a municipal staff member as team lead who will serve as a primary contact for NLCI;
- Participate fully in the project orientation call on April 24, 2025, four Boot Camp sessions, monthly all-city calls, and one virtual convening;
- In collaboration with NLCI staff, identify a time for and attend a monthly technical assistance (TA) call and to support the development of the City's economic inclusion strategy;
- Complete a provided economic inclusion inventory tool to guide strategy development;
- With guidance from SCEI staff, complete an Economic Inclusion Business Plan outlining at least one new or expanded program or policy change that increases opportunities for residents and businesses. This plan will also serve as the City's application to the SCEI Implementation Phase;
- Utilize Airtable (a data collection software tool) to post and review updates, track follow-up tasks from TA meetings, and support coordination and learning across peer cities as suggested by NLCI;
- Set aside time to meet with SCEI project evaluators and provide timely, constructive feedback to support continuous improvement;
- When discussing the City's participation in or impacts of the program in public settings or communications and media materials, note the National League of Cities' involvement;
- Keep NLCI staff apprised of progress, and notify NLCI within 3 business days of any major setbacks, unexpected challenges, staff transitions on the funded project team, or proposed budget changes exceeding 50 percent throughout the grant period; and
- Submit a financial report to NLCI by November 30, 2025, which shows how the awarded funds were used or are obligated toward project objectives.

EFFECTIVE DATE AND TERMINATION RIGHTS

This MOU will take effect upon the last party's signature and shall remain in effect until October 31, 2025. Either party may terminate this MOU upon delivery of a written notice to the other party. Upon termination, the City must promptly refund any unused grant funds to NLCI within 30 days.

AUTHORIZED SIGNATURES

By signing this document, I acknowledge that I have read and agree to the provisions set forth in this MOU for the National League of Cities Institute’s *Southern Cities Economic Initiative*.

City

Andrea Blackman
type text here

5/5/25

Signature

Date

Andrea Blackman

Name -Authorized Signature

Chief Impact Officer

Title

Nashville

City

National League of Cities Institute

Michael Terseck

May 7,2025

Signature

Date

Michael Terseck
Chief Financial Officer
National League of Cities

Grant Disbursement Form

CITY INFORMATION:

Lead Contact Name:	Andrea Blackman
Email Address:	andrea.blackman@nashville.gov
Phone:	615-862-6184

FISCAL AGENT INFORMATION:

Fiscal Agent Name:	Metropolitan Government of Nashville and Davidson County
Fiscal Agent Contact Information (Address and Telephone):	700 President Ronald Reagan Way, Suite 310 Nashville, TN 37219
*Federal Tax ID #:	62-0694743

Make check payable to (include mailing address if different from above):

Please list any additional information we may need to appropriately disburse your grant funds (e.g., splitting the grant amount into separate disbursements, etc.):

Please email these completed pages, your city’s W-9 form, and the ACH form to Rosanna Mulcahy at Mulcahy@nlc.org

SIGNATURE PAGE
FOR
GRANT NO. Southern Cities Economic Initiative 26

IN WITNESS WHEREOF, the parties have by their duly authorized representatives set their signatures.

METROPOLITAN GOVERNMENT OF
NASHVILLE AND DAVIDSON COUNTY



Finance Department

6/30/2025
Date


APPROVED AS TO AVAILABILITY
OF FUNDS:



Director of Finance Date
Department of Finance

7/16/2025 | 6:30 PM CDT

APPROVED AS TO RISK AND INSURANCE:



Director of Insurance

7/17/2025 | 9:12 AM CDT
Date

APPROVED AS TO FORM AND
LEGALITY:



Metropolitan Attorney

7/17/2025 | 9:06 AM CDT
Date

FILED:

Metropolitan Clerk

Date

NLC's Southern Cities Economic Inclusion (SCEI) Initiative		
Planning Phase Application		
City: Nashville	State: Tennessee	DATE: 6/30/25
PLANNING GRANT PROPOSED BUDGET		
	Estimated Amount	
1. PERSONNEL (CONSULTANT ONLY)	\$ 9,500.00	
Salary	\$ -	
Fringe	\$ -	
Total Personnel Costs:	\$ 9,500.00	
2. PROGRAM COSTS	\$ -	
Office Equipment & Computers	\$ -	
Data Collection	\$ -	
Technology (Clear Impact- Dashboard)	\$ 1,500.00	
Marketing & Outreach	\$ 2,500.00	
Materials & Supplies (Digital Presentation Portfolio- Canva)	\$ -	
Printing & Postage	\$ 500.00	
Travel (project related)	\$ -	
Travel (NLC convenings)	\$ -	
Training	\$ -	
Subcontract to Partner Organizations (Wealth Gap Symposium Sponsorship)	\$ -	
Subcontract to Consultant (C-Model Decision Intelligence Software & Consulting)	\$ -	
Food	\$ 1,000.00	
Meeting costs (Venues & AV access- in kind)	\$ -	
Initiative implementation costs (please specify purpose) Stipends for RFP reviewers	\$ -	
Initiative implementation costs (please specify purpose)	\$ -	
Initiative implementation costs (please specify purpose)	\$ -	
Other:	\$ -	
Other:	\$ -	
TOTAL ANTICIPATED EXPENSES	\$ 15,000.00	