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## GRANT SUMMARY SHEET

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**Grant Name:** Breaking Barriers to Business (B3 cohort) 23-26

**Department:** FINANCE DEPARTMENT

**Grantor:** LIVING CITIES ORG

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

**Total Award this Action:** \$100,000.00

**Cash Match Amount** \$0.00

**Department Contact:** Michelle Boudreaux  
862-6161

**Status:** NEW

**Program Description:**

This grant will be used to strengthen the relationship between local government and commercial corridor business support organizations with the goal to foster an equitable entrepreneurial ecosystem for business owners of color in Nashville, TN.

**Plan for continuation of services upon grant expiration:**

After the expiration of grant funding in 2026, the Office of Diversity, Equity, and Inclusion will not seek additional funding from Metro.

## Grants Tracking Form

Part One							
Pre-Application <input type="radio"/>		Application <input type="radio"/>		Award Acceptance <input checked="" type="radio"/>		Contract Amendment <input type="radio"/>	
Department	Dept. No.	Contact	Phone	Fax			
FINANCE DEPARTMENT	015	Michelle Boudreaux	862-6161				
<b>Grant Name:</b>		Breaking Barriers to Business (B3 cohort) 23-26					
<b>Grantor:</b>		LIVING CITIES ORG		<b>Other:</b> Living Cities			
<b>Grant Period From:</b>		06/30/23		<b>(applications only) Anticipated Application Date:</b>			
<b>Grant Period To:</b>		06/30/26		<b>(applications only) Application Deadline:</b>			
<b>Funding Type:</b>	FOUNDATION	<b>Multi-Department Grant</b> <input type="checkbox"/>		<b>If yes, list below.</b>			
<b>Pass-Thru:</b>		<b>Outside Consultant Project:</b> <input type="checkbox"/>					
<b>Award Type:</b>	COMPETITIVE	<b>Total Award:</b>		\$100,000.00			
<b>Status:</b>	NEW	<b>Metro Cash Match:</b>					
<b>Metro Category:</b>	New Initiative	<b>Metro In-Kind Match:</b>					
<b>CFDA #</b>	N/A	<b>Is Council approval required?</b>		<input checked="" type="checkbox"/>			
<b>Project Description:</b>		<b>Applic. Submitted Electronically?</b> <input checked="" type="checkbox"/>					
<p>The Office of Diversity, Equity, and Inclusion has accepted the <i>Breaking Barriers to Business</i> grant from Living Cities. This grant will be used to strengthen the relationship between local government and commercial corridor business support organizations with the goal to foster an equitable entrepreneurial ecosystem for business owners of color in Nashville, TN and address systemic barriers present for business owners of color during each stage of business development and growth.</p> <p>The Office of Diversity, Equity, and Inclusion will use a four-fold strategy to 1) Actively assess and reform policies to correct historical harm and inequity, 2) Increase opportunities for minority owned businesses in the city's procurement process, 3) Foster entrepreneurial development utilizing municipal resources including but not limited to grants and low-interest loans, government property and venues, and investments in job training, educational attainment, housing, and mobility, and 4) Work with community partners within an antiracist framework to provide direct services and opportunities for entrepreneurial development and growth. This grant will help foster positive economic growth and greater self-employment among the North Nashville, Chestnut Hill, and Antioch corridors in Nashville, TN. The Office of Diversity, Equity, and Inclusion will act as the primary grantor for any and all funds distributed to business support organizations, contracted individuals, and community partners in accordance with the objectives of the <i>Breaking Barriers to Business</i> grant guidelines.</p>							
<b>Plan for continuation of service after expiration of grant/Budgetary Impact:</b>							
After the expiration of grant funding in 2026, the Office of Diversity, Equity, and Inclusion will not seek additional funding from Metro. Over the next 3 years, this grant funding will enable the Office to foster community formation around entrepreneurship, embed wealth building practices and knowledge sharing in communities, and ultimately create resiliency and independence among Nashville's business owners of color. If more funding outside of our existing operating budget allowance is required, the Office will engage outside grant funding opportunities.							
<b>How is Match Determined?</b>							
<b>Fixed Amount of \$</b>		or		<b>% of Grant</b>			
				<b>Other:</b> <input type="checkbox"/>			
<b>Explanation for "Other" means of determining match:</b>							
<b>For this Metro FY, how much of the required local Metro cash match:</b>							
<b>Is already in department budget?</b>				<b>Fund</b>			
<b>Is not budgeted?</b>				<b>Business Unit</b>			
				<b>Proposed Source of Match:</b>			
<b>(Indicate Match Amount &amp; Source for Remaining Grant Years in Budget Below)</b>							
<b>Other:</b>							
<b>Number of FTEs the grant will fund:</b>		0.00		<b>Actual number of positions added:</b>			
				0.00			
<b>Departmental Indirect Cost Rate</b>		5.64%		<b>Indirect Cost of Grant to Metro:</b>			
				\$5,640.00			
<b>*Indirect Costs allowed?</b> <input type="radio"/> Yes <input checked="" type="radio"/> No		<b>% Allow.</b>		<b>Ind. Cost Requested from Grantor:</b>			
		0.00%		\$0.00			
<b>in budget</b>							
<b>*(If "No", please attach documentation from the grantor that indirect costs are not allowable. See Instructions)</b>							
<b>Draw down allowable?</b> <input type="checkbox"/>							
<b>Metro or Community-based Partners:</b>							
Metro Partners: Finance Department and Mayor's Office							
Community-based Partners: Matthew Walker Comprehensive Health Center							

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	FY24			\$100,000.00				\$100,000.00	\$5,640.00	\$0.00
Yr 2	FY__									
Yr 3	FY__									
Yr 4	FY__									
Yr 5	FY__									
<b>Total</b>				\$100,000.00				\$100,000.00	\$5,640.00	\$0.00
<b>Date Awarded:</b>				03/14/23	<b>Tot. Awarded:</b>		\$100,000.00	<b>Contract#:</b>		
<b>(or) Date Denied:</b>					<b>Reason:</b>					
<b>(or) Date Withdrawn:</b>					<b>Reason:</b>					

Contact: [juanita.paulsen@nashville.gov](mailto:juanita.paulsen@nashville.gov)  
[vaughn.wilson@nashville.gov](mailto:vaughn.wilson@nashville.gov)

Rev. 5/13/13  
5606

GCP Received 04/07/2023

GCP Approved 04/07/2023

*JP*



## LIVING CITIES

470 Seventh Avenue  
10<sup>th</sup> Floor  
New York, NY 10018

1730 M Street, NW  
Suite 400  
Washington, DC 20036

Phone: 646 442 2200  
Fax: 646 442 2239

## MEMBERS

The Annie E. Casey Foundation  
Bank of America  
Bill & Melinda Gates Foundation  
Citi Foundation  
Deutsche Bank  
John D. and Catherine T.  
MacArthur Foundation  
The JPB Foundation  
The Kresge Foundation  
The McKnight Foundation  
Melville Charitable Trust  
MetLife, Inc.  
Morgan Stanley  
Prudential Financial, Inc.  
Robert Wood Johnson  
Foundation  
The Rockefeller Foundation  
Surdna Foundation  
Truist Foundation  
W.K. Kellogg Foundation  
Wells Fargo

## PRESIDENT & CEO

Joseph Scantlebury

March 14, 2023

Andrea Blackman  
Chief Diversity, Equity, and Inclusion Officer  
Metropolitan Government of Nashville and Davidson County, Dept. of Finance  
730 2nd Avenue South  
Nashville, TN 37219-6300

Dear Andrea,

On behalf of Living Cities, Main Street America, and the Truist Foundation we are excited to share that we have selected **Nashville** to join the **Where It Starts: Breaking Barriers to Business** cohort, focused on strengthening the relationship between local government business serving agencies and commercial corridor business support organizations to foster an equitable entrepreneurial ecosystem for business owners of color in Southeast U.S. cities. Our team was impressed by your application, and we think your goals would bring a unique perspective to your fellow cohort cities of **Atlanta, Charlotte, Memphis, and Miami**.

In partnership with three business serving organizations representing commercial corridors of color in your city, you will participate in a 36-month initiative, concluding on June 30, 2026, that will work with your team in developing a work plan that addresses systemic barriers preventing business owners of color from starting, preserving, or growing and culminating in the creation of jobs. We will provide a catalytic grant of **\$100,000** to begin implementing your work plan once complete.

Throughout the cohort, we will support your five-member team, two from your business serving agency and three from respective business serving organizations with the following core activities:

- Site Visits: On-site interaction to bridge value add with underpinning realities.
- Technical Assistance: Coaching to identify and reform systemic barriers.
- Evaluation: Performance measures grounded in anti-racist analysis.
- Communication: National platforms to tell stories about your work.
- Financial: Paid workshops, conferences, and an implementation grant.

In recognition of all your work to become part of this cohort, congratulations. We look forward to working with you to improve your entrepreneurial ecosystem for business owners of color in your city.

Sincerely,

A handwritten signature in black ink, appearing to read 'Norris Williams', written over a horizontal line.

Norris Williams  
Assistant Director, Business Ownership

## B3 Grant Operating Budget

### *Breaking Barriers to Business*

Budget Expenses	Budget Details	TOTAL Budget
<b><i>Community facilitator and project lead</i></b>	Contractor/consultant to design community leadership training and civic engagement for the selected corridors, assess project effectiveness, and facilitate cross-sector programs.	\$25,000
<b><i>Training, engagement, business support</i></b>	Support for business corridors	\$73,000
<b><i>Marketing</i></b>	Marketing platform design and development for collateral material Printing	\$2000
<b><i>Total Expenses</i></b>		\$100,000

## Budget and Project Details

The total project budget for *Breaking Barriers to Business (B3)* is \$100,000. A grant of \$100,000 from Living Cities, in partnership with Main Street America and the Truist Foundation, will cover the costs of consultant fees, program curriculum and materials, training, marketing, and evaluation.

### ***Budget Narrative***

This is a multiyear program designed to strengthen small businesses and open career pathways for Black, Indigenous and People of Color (BIPOC) individuals across the U.S.

- In collaboration with our national partners, we aim to remove barriers to growth and create pathways to opportunity.
- We plan to tackle systemic, perpetual inequity by taking a whole-person approach.
- We plan to develop a work plan that addresses systemic barriers preventing business owners of color from starting, preserving, or growing and culminating in the creation of jobs.

**SIGNATURE PAGE  
FOR  
GRANT NO. Breaking Barriers to Business (B3cohort) 23-  
26**

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

**METROPOLITAN GOVERNMENT OF  
NASHVILLE AND DAVIDSON COUNTY**

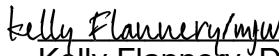


\_\_\_\_\_  
Finance Department

4/7/2023

\_\_\_\_\_  
Date

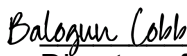
APPROVED AS TO AVAILABILITY  
OF FUNDS:

  
\_\_\_\_\_  
Kelly Flannery, Director of Finance  
Department of Finance

4/18/2023 | 8:47 AM CDT

\_\_\_\_\_  
Date

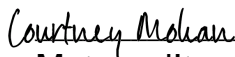
APPROVED AS TO RISK AND INSURANCE:

  
\_\_\_\_\_  
Director of Insurance

4/18/2023 | 3:37 PM CDT

\_\_\_\_\_  
Date

APPROVED AS TO FORM AND  
LEGALITY:

  
\_\_\_\_\_  
Metropolitan Attorney

4/18/2023 | 12:17 PM CDT

\_\_\_\_\_  
Date

FILED:

\_\_\_\_\_  
Metropolitan Clerk

\_\_\_\_\_  
Date

**Certificate Of Completion**

Envelope Id: 69B2191FB16B4F939E6F75378358ED46

Status: Completed

Subject: Complete with DocuSign: Breaking Barriers to Business (B3cohort) 23-26 Ready.pdf

Source Envelope:

Document Pages: 8

Signatures: 7

Envelope Originator:

Certificate Pages: 15

Initials: 1

Juanita Paulson

AutoNav: Enabled

730 2nd Ave. South 1st Floor

Envelope Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US &amp; Canada)

Juanita.Paulsen@nashville.gov

IP Address: 170.190.198.185

**Record Tracking**

Status: Original

Holder: Juanita Paulson

Location: DocuSign

4/17/2023 8:24:46 AM

Juanita.Paulsen@nashville.gov

Security Appliance Status: Connected

Pool: StateLocal

Storage Appliance Status: Connected

Pool: Metropolitan Government of Nashville and  
Davidson County

Location: DocuSign

**Signer Events****Signature****Timestamp**

Brittany Bryant

brittany.bryant@nashville.gov

Security Level: Email, Account Authentication  
(None)*BB*

Sent: 4/17/2023 8:31:59 AM

Viewed: 4/18/2023 7:31:03 AM

Signed: 4/18/2023 7:45:49 AM

Signature Adoption: Pre-selected Style

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**Electronic Record and Signature Disclosure:**

Accepted: 4/18/2023 7:31:03 AM

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Aaron Pratt

Aaron.Pratt@nashville.gov

Security Level: Email, Account Authentication  
(None)*Aaron Pratt*

Sent: 4/18/2023 7:45:51 AM

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Signed: 4/18/2023 8:37:17 AM

Signature Adoption: Pre-selected Style

Using IP Address: 170.190.198.190

**Electronic Record and Signature Disclosure:**

Not Offered via DocuSign

Kelly Flannery/mjw

MaryJo.Wiggins@nashville.gov

Security Level: Email, Account Authentication  
(None)*Kelly Flannery/mjw*

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Viewed: 4/18/2023 8:46:47 AM

Signed: 4/18/2023 8:47:44 AM

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**Electronic Record and Signature Disclosure:**

Accepted: 4/18/2023 8:46:47 AM

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Courtney Mohan

Courtney.Mohan@nashville.gov

Security Level: Email, Account Authentication  
(None)*Courtney Mohan*

Sent: 4/18/2023 8:47:46 AM




Viewed: 4/18/2023 11:36:11 AM

Signed: 4/18/2023 12:17:53 PM

Signature Adoption: Pre-selected Style

Using IP Address: 170.190.198.185

**Electronic Record and Signature Disclosure:**

Signer Events	Signature	Timestamp
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Balogun Cobb balogun.cobb@nashville.gov Security Level: Email, Account Authentication (None)	  Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	Sent: 4/18/2023 12:17:55 PM Viewed: 4/18/2023 3:37:18 PM Signed: 4/18/2023 3:37:30 PM
<b>Electronic Record and Signature Disclosure:</b> Accepted: 4/18/2023 3:37:18 PM ID: 3d9815c3-ffd7-4913-a089-b2f821d2972c		
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Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Danielle Godin Danielle.Godin@nashville.gov Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Not Offered via DocuSign		Sent: 4/18/2023 3:37:32 PM Viewed: 4/19/2023 10:26:58 AM
Sally Palmer sally.palmer@nashville.gov Security Level: Email, Account Authentication (None) <b>Electronic Record and Signature Disclosure:</b> Accepted: 4/19/2023 8:26:12 AM ID: 2aefb431-1ba4-446e-96d4-6d17a69bddbb		Sent: 4/18/2023 3:37:34 PM Viewed: 4/19/2023 9:00:55 AM
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Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps
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Certified Delivered	Security Checked	4/18/2023 3:37:18 PM
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Payment Events	Status	Timestamps
Electronic Record and Signature Disclosure		