

# CITY of ALBUQUERQUE

## TWENTY FOURTH COUNCIL

COUNCIL BILL NO. R-20-100 ENACTMENT NO. \_\_\_\_\_

SPONSORED BY: Klarissa J. Peña

1 RESOLUTION

2 APPROVING AND AUTHORIZING THE ACCEPTANCE OF GRANT FUNDS  
3 FROM THE DEPARTMENT OF COMMERCE MINORITY BUSINESS  
4 DEVELOPMENT AGENCY AND PROVIDING AN APPROPRIATION TO THE  
5 ECONOMIC DEVELOPMENT DEPARTMENT FOR FISCAL YEARS 2021 and  
6 2022.

7 WHEREAS, the Albuquerque Economic Development Department, in  
8 partnership with the Minority Business Development Agency, will develop and  
9 operate an MBDA Business Center to support Minority Business Enterprise in  
10 Albuquerque, in the state, and across the United States; and

11 WHEREAS, strong empirical evidence shows that promotion of Diversity,  
12 Equity, and Inclusion is an effective strategy for improving profitability,  
13 creativity, governance, and problem-solving outcomes in the private sector;  
14 and

15 WHEREAS, Albuquerque's opportunities to leverage the benefits of  
16 diversity in the private sector increase as the proportion of local vendors  
17 identifying as Minority Business Enterprises grows (from 9.6% in FY18 to  
18 11.9% in FY20); and

19 WHEREAS, under the leadership of Mayor Keller, the Albuquerque  
20 Economic Development Department has committed to a strategy that includes  
21 growth of local businesses, shifting more of the City's purchasing to Minority  
22 Business Enterprises; and

23 WHEREAS, the Department of Commerce Minority Business Development  
24 Agency promotes the growth of minority-owned businesses through public  
25 and private sector programs, policy, and research, operating through a  
26 national network of MBDA Business Centers; and

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1 WHEREAS, development of an MBDA New Mexico Business Center would  
2 allow Albuquerque Economic Development Department access to resources  
3 provided by the Minority Business Development Agency; and

4 WHEREAS, the City applied for \$300,000 from the Department of Commerce  
5 Minority Business Development Agency; and

6 WHEREAS, the grant funding, as awarded, would be dispersed over one  
7 year, beginning September 1, 2020 and ending August 31, 2021.

8 BE IT RESOLVED BY THE COUNCIL, THE GOVERNING BODY OF THE CITY OF  
9 ALBUQUERQUE:

10 Section 1. That the agreement with the Department of Commerce Minority  
11 Business Development Agency in the amount of \$300,000 is hereby approved,  
12 and its acceptance and filing with appropriate official or office is in all  
13 respects approved.

14 Section 2. That funds in the amount of \$300,000 are hereby appropriated to  
15 the Economic Development Department in the Operating Grants Fund (265) for  
16 Fiscal Year 2021 and 2022.

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**CITY OF ALBUQUERQUE**  
**Albuquerque, New Mexico**  
**Office of the Mayor**

Mayor Timothy M. Keller

**INTER-OFFICE MEMORANDUM**

September 2, 2020

**TO:** Pat Davis, President, City Council


**FROM:** Timothy M. Keller, Mayor

**SUBJECT:** Resolution Authorizing the Acceptance of Grant Funds from the U.S. Department of Commerce, Minority Business Development Agency


Attached is a Resolution authorizing the acceptance of grant funds from the U.S. Department of Commerce Minority Business Development Agency. The \$300,000 grant will provide an appropriation to the City of Albuquerque Economic Development Department for fiscal years 2021 and 2022. The purpose of the Resolution is to develop and operate a Minority Business Development Agency (MBDA) Business Center to support Minority Business Enterprise's in Albuquerque and throughout New Mexico. The \$300,000 grant will be dispersed over one year, beginning September 1, 2020 and ending August 31, 2021 to the Economic Development Department. This funding will help to facilitate growth within the minority private sector businesses in Albuquerque and New Mexico.

**RE: Resolution Authorizing the Acceptance of Grant Funds from the U.S. Department of Commerce Minority Business Development Agency**


Approved:

 9/9/20  
Sarita Nair Date  
Chief Administrative Officer

Approved as to Legal Form:

 9/8/2020  
Esteban A. Aguilar, Jr. Date  
City Attorney

Recommended:

 9/9/2020  
Synthia Jaramillo Date  
Director, Economic Development Department

## **Cover Analysis**

### **1. What is it?**

Legislation to approve Resolution Authorization and Acceptance of Grant Funds from the Minority Business Development Agency (MBDA), a bureau of the U.S. Department of Commerce.

### **2. What will this piece of legislation do?**

Approves Resolution authorizing the acceptance of a \$300,000 grant to develop and operate a Minority Business Development Agency (MBDA) Business Center to support innovative projects seeking to promote and ensure the inclusion and use of minority enterprises. Staff will serve all MBDA-eligible minority business enterprises (MBE's): African-American, Hispanic-American, American Asian and Pacific Islander, Native American, Asian Indian American, and Hasidic Jewish American. The Center will focus client recruitment and contract opportunity identification on priority high growth sectors for the state such as biosciences, aerospace and drone technology, energy, defense, construction, healthcare, optics and photonics, cybersecurity, advanced manufacturing, and film and television. The City of Albuquerque Economic Development Department will manage the contracts for the Minority Business Development Agency and their partners.

### **3. Why is this project needed?**

To prioritize the needs of MBEs, the Center will focus on capital access, capacity training, growth planning, and culturally and linguistically appropriate services. To best serve clients, the City is engaging three service delivery partners and an additional larger group of strategic partners that will help refer clients, offer supplementary supports, and bridge connections to opportunity. Strategically, the Center will prioritize contract, bid, procurement, and tech transfer opportunities flowing from major local buyers such as the City, State, federal government, and industries with significant purchasing and contract power like New Mexico's national research laboratories, defense installations, and healthcare systems. In addition, there is currently not an MBDA Center located in New Mexico, the closest center is currently located in El Paso, TX.

### **4. How much will this cost and what is the funding source?**

\$300,000.00 for FY21 through FY22. Funding for this program originates from the U.S. Department of Commerce.

### **5. Is there a revenue source associated with this project? If so, what level of income is projected?**

No. There is no direct revenue to the City.

**FISCAL IMPACT ANALYSIS**

TITLE: Resolution Approving and Authorizing the acceptance of grant funds from MBDA New Mexico Business Center ("the Center") to the Economic Development Department

R: XX  
 FUND: 265  
 DEPT: EDD

- No measurable fiscal impact is anticipated, i.e., no impact on fund balance over and above existing appropriations.
- (If Applicable) The estimated fiscal impact (defined as impact over and above existing appropriations) of this legislation is as follows:

	Fiscal Years			
	2021	2022	2023	Total
Base Salary/Wages	-	-	-	-
Fringe Benefits at Subtotal Personnel	-	-	-	-
Operating Expenses	300,000	-	-	300,000
Property	-	-	-	-
Indirect Costs 4.60%	7,314.00	-	-	7,314
<b>Total Expenses</b>	<b>\$ 307,314</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 307,314</b>
[ ] Estimated revenues not affected				
[x] Estimated revenue impact				
Amount of Grant	300,000	-	-	300,000
City Cash Match				
City Inkind Match				
City IDOH	7,314	-	-	7,314
<b>Total Revenue</b>	<b>\$ 307,314</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 307,314</b>

These estimates do not include any adjustment for inflation.

\* Range if not easily quantifiable.

Number of Positions created 0


COMMENTS: The proposed MBDA New Mexico Business Center ("the Center") will be operated by the City of Albuquerque Economic Development Department and located at the Albuquerque Hispano Chamber of Commerce (1309 4th St SW, Albuquerque, NM 87102). The Center will serve mid-sized companies, defined as those with \$1 million or more in annual gross revenue, and aspiring mid-size companies (firms with \$500,000 or more in revenue that are pursuing growth). Staff will serve all MBDA-eligible minority business enterprises (MBE's): African-American, Hispanic-American, American Asian and Pacific Islander, Native American, Asian Indian American, and Hasidic Jewish American. The Center will focus client recruitment and contract opportunity identification on priority high growth sectors for the state such as biosciences, aerospace and drone technology, energy, defense, construction, healthcare, optics and photonics, cybersecurity, advanced manufacturing, and film and television. Economic Development will cover the cost of IDOH.

**COMMENTS ON NON-MONETARY IMPACTS TO COMMUNITY/CITY GOVERNMENT:**

PREPARED BY:

APPROVED:

Janel Shisler  
 FISCAL OFFICER

  
 DIRECTOR (date) 9/2/2020

REVIEWED BY:

DocuSigned by:  
 Jennifer Brokaw  
 EXECUTIVE BUDGET ANALYST  
 9/4/2020 | 4:23 PM MDT

DocuSigned by:  
 Lawrence L. Davis  
 BUDGET OFFICER (date)  
 9/4/2020 | 4:27 PM MDT

DocuSigned by:  
 Christine Barner  
 CITY ECONOMIST  
 9/4/2020 | 5:02 PM MDT

**From:** Robinson, Edna (Federal) <erobinson@mbda.gov>  
**Sent:** Tuesday, June 23, 2020 11:12 AM  
**To:** Jaramillo, Synthia R. <synthiaj@cabq.gov>  
**Cc:** Robinson, Edna (Federal) <erobinson@mbda.gov>; Chambers, Nakita (Federal) <NChambers@mbda.gov>  
**Subject:** 2020 MBDA NOFO Initiative: - New Mexico Location  
**Importance:** High

Good Morning Ms. Jaramillo,

Congratulations to the City of Albuquerque on being selected as an MBDA New Mexico grant recipient. My name is Edna Robinson, Senior Program Analyst and I will be your primary contact for your new award. Please keep me informed via email and/or a telephone call of all activities to include ribbon cuttings, program events, webinars, etc. that will be supported by this award. MBDA is very excited to start this new partnership and would like to support all your activities under this grant award.

Please note that a Post Award Tele-Conference call is being scheduled for August 2020 by Nakita Chamber, Program Manager. The date, time, conference call-in number and passcode will be provided to you at a later date.

My direct contact information is [erobinson@mbda.gov](mailto:erobinson@mbda.gov), telephone numbers are 202-482-2656 (Office), and work cell number is 202-580-9155.

Ms. Angela Carpenter, NOAA Grants Management Specialist is your primary contact at NOAA for all Grants Online, Payment, and Financial Management issues and/or concerns. Ms. Carpenter's contact information is [angela.carpenter@noaa.gov](mailto:angela.carpenter@noaa.gov) (email) and 301-628-1305 (telephone).

Thank you.

Edna

**Edna Robinson**  
*Senior Program Analyst*  
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Minority Business Development Agency  
U.S. Department of Commerce  
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