December 4, 2019

ADDENDUM NO. 1
2019 REQUEST FOR PROPOSALS-20191112
BUSINESS IMPACT OPPORTUNITY FUND (BIO FUND)

The above referenced Proposal is hereby amended as follows and is hereby incorporated into and made part of this Proposal:

The following attachments are included in this Addendum No. 1:

BIO Fund 2019 Pre-Bid Conference Attendees
BIO Fund 2019 Pre-Bid Conference PowerPoint
BIO Fund 2019 Guidelines revised to remove “DRAFT” watermark.

The following questions were received during the RFP Pre-Bid meeting held on November 21, 2019.

QUESTION 1:  What were the outcomes of the BIO Fund pilot program?

ANSWER 1: The established outcomes were the following:

- Counsel a minimum of 20 businesses seeking to stabilize or receive support services as an existing business.
- Deploy strategies and resources to stabilize a minimum of 20 businesses, 75% of which must be retail, hospitality, food & beverage, or small manufacturing.
- Activate at least 10 skill-based volunteers
- Refer 10 businesses to partner agency resources

As of late November, the following outcomes have been achieved:

- Counsel a minimum of 20 businesses seeking to stabilize or receive support services as an existing business. 25 businesses were counseled and have received support services.
- Deploy strategies and resources to stabilize a minimum of 20 businesses, 75% of which must be retail, hospitality, food & beverage, or small manufacturing. 8 businesses have received BIO Fund grants; 100% of which were retail, hospitality or food & beverage.
- Activate at least 10 skill-based volunteers. Five volunteers have been deployed from two private sector, for-profit firms in the neighborhood.
- Refer 10 businesses to partner agency resources. 50% of businesses counseled were referred to partner agency resources.
QUESTION 2: Will this RFP award one or multiple entities?

ANSWER 2: DEDO may award funding to one or more entities that demonstrate an ability to effectively deliver and manage services as described within this RFP at the best value. (Section A.3 of RFP outlines program funding)

QUESTION 3: Does the proposer need to be located in the priority neighborhoods identified in the RFP?

ANSWER 3: No

QUESTION 4: What are the data requirements for this program?

ANSWER 4: All program outcomes and goals are outlined in Section B.2 of the RFP. The “BIO Fund Metrics” linked in Section B.1 OVERALL PROGRAM OBJECTIVES of the RFP Guidelines.

QUESTION 5: How will the awarded entity receive funding from the city for approved BIO Fund grants?

ANSWER 5: The city typically pays on a reimbursement basis, and the vendor would invoice DEDO monthly. We anticipate grants to successful applicants to be disbursed (by the contractor) at a rate of approximately two per month, or as much as approximately $8,000 a month, based on the Pilot Program averages and disbursement rates.

QUESTION 6: Does the administrative fee identified in PowerPoint presentation for partnership model 2 come out of the $100,000 funding for this program?

ANSWER 6: Yes, the proposers budget would represent a reduced amount for BIO Fund, please reference partnership model example on page 10 of the pre-bid presentation.

QUESTION 7: What information was used to determine priority neighborhoods for the program expansion?

ANSWER 7: The eligible neighborhoods are East Colfax, Sun Valley and Valverde with consideration of businesses located in Enterprise Zones (link available in RFP Guidelines) throughout Denver.

10 Denver neighborhoods are identified as displacement-vulnerable of which three are in the BIO Fund pilot program (Globeville, Elyria-Swansea and Northeast Park Hill)
To the remaining seven (7) neighborhoods identified as displacement-vulnerable, DEDO overlaid additional factors known to contribute to business displacement: % of foreign born population (>30%), business corridor in an enterprise zone, portions in an opportunity zone and/or experiencing public investment, Low-Mod income neighborhood for 75% of the neighborhood, DURA projects, median home value change >30% between 2017 and 2019.

Two neighborhoods (East Colfax & Sun Valley) are among the top five identified as business displacement vulnerable; one (Valverde – also among the top five) has an active public construction project.

**QUESTION 8: Will the partnership budget models in the PowerPoint be available?**

**ANSWER 8:** Yes, the pre-bid PowerPoint presentation will be available on the DEDO Funding Opportunity website.