

ORDINANCE/RESOLUTION REQUEST

Please email requests to the Mayor’s Legislative Team

at MileHighOrdinance@DenverGov.org by **9:00am on Friday**. Contact the Mayor’s Legislative team with questions

Date of Request: 11/17/23

Please mark one: **Bill Request** or **Resolution Request**

1. Type of Request:

- Contract/Grant Agreement** **Intergovernmental Agreement (IGA)** **Rezoning/Text Amendment**
- Dedication/Vacation** **Appropriation/Supplemental** **DRMC Change**
- Other:**

2. Title: (Start with *approves, amends, dedicates*, etc., include name of company or contractor and indicate the type of request: grant acceptance, contract execution, contract amendment, municipal code change, supplemental request, etc.)

Approving a grant agreement with the Access Mode, Inc. for \$550,000, in U.S. Department of Commerce’s Financial Assistance Award funds and through 10-31-25 to provide pre-accelerator programming and technical assistance for the TechUp Program, Citywide.

3. Requesting Agency: Denver Economic Development & Opportunity

4. Contact Person:

Contact person with knowledge of proposed ordinance/resolution	Contact person to present item at Mayor-Council and Council
Name: Michael Bevis	Mayor-Council: Patrick Walton Email: patrick.walton@denvergov.org
Email: michael.bevis@denvergov.org	City Council Inquiries: Patrick Walton Email: patrick.walton@denvergov.org

5. General description or background of proposed request. Attach executive summary if more space needed:

See Executive Summary.

6. City Attorney assigned to this request (if applicable): Brian Martin

7. City Council District: Citywide

8. **For all contracts, fill out and submit accompanying Key Contract Terms worksheet**

To be completed by Mayor’s Legislative Team:

Resolution/Bill Number: _____

Date Entered: _____

Key Contract Terms

Type of Contract: (e.g. Professional Services > \$500K; IGA/Grant Agreement, Sale or Lease of Real Property):

Grant Agreement

Vendor/Contractor Name: Access Mode, Inc.

Contract control number: OEDEV-202368029

Location: Citywide

Is this a new contract? Yes No **Is this an Amendment?** Yes No **If yes, how many?** _____

Contract Term/Duration (for amended contracts, include existing term dates and amended dates):

11/15/2023 – 10/31/2025

Contract Amount (indicate existing amount, amended amount and new contract total):

<i>Current Contract Amount</i> (A)	<i>Additional Funds</i> (B)	<i>Total Contract Amount</i> (A+B)
\$550,000	N/A	\$550,000

<i>Current Contract Term</i>	<i>Added Time</i>	<i>New Ending Date</i>
11/15/2023 – 10/31/2025	N/A	N/A

Scope of work:

The purpose of this contract agreement is to provide a Subaward for up to \$550,000 through Denver Economic Development & Opportunity (DEDO) Division of Entrepreneurship & Innovation. These funds will be provided to Access Mode to be utilized for the TechUp Program. The program is designed to deliver pre-accelerator incubator program services to early-stage entrepreneurs. The award is not for Research and Development (R&D).

Was this contractor selected by competitive process? No

If not, why not?

DEDO applied for, in partnership with Access Mode, and was accepted to receive Revenue Grant funding from the 2022 Department of Commerce, Economic Development Administration (DOC/EDA) Build to Scale (B2S) Project.

Has this contractor provided these services to the City before? Yes No

Source of funds:

U.S. Department of Commerce; Economic Development Administration - Financial Assistance Award Funds
CFDA: 11.024 Build to Scale Grant Award.

Is this contract subject to: W/MBE DBE SBE XO101 ACDBE N/A

WBE/MBE/DBE commitments (construction, design, Airport concession contracts): N/A

Who are the subcontractors to this contract? N/A

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Executive Summary

This resolution approves a grant agreement with the Access Mode, Inc. for \$550,000 to provide pre-accelerator programming and technical assistance for Denver Economic Development and Opportunity's (DEDO) TechUp Program.

In 2022, the U.S Chamber of Commerce's Economic Development Administration (EDA) awarded the City and County of Denver via DEDO with \$1,545,130 in Build to Scale grant funds to support a multi-tiered entrepreneur build-to-scale program focused on tech entrepreneurship, mentorship groups, ideation technical assistance (TA), business incubation services and sales pipeline generation opportunities. DEDO proposed TechUp, a new program that caters to technology entrepreneurs in the Denver metro area who are underrepresented, with an emphasis on those who are Black, Indigenous or people of color (BIPOC). TechUp will be offered through DEDO's new Park Hill Innovation Hub. Building off the success of The Commons at Champa, the City's highly effective entrepreneurial hub operated since 2015 in downtown Denver, DEDO is committed to serving underrepresented entrepreneurs via The Park Hill Innovation Hub, its second entrepreneurial hub, that opened November of 2023 in Park Hill.

DEDO will deliver these services in partnership with local BIPOC-led tech accelerator Access Mode, University of Colorado (CU) Denver, Blackstone Entrepreneurs Network (BEN) and Colorado Thought Leaders Forum (CTLF). DEDO will leverage this physical space and the capital support of the Malone Fund, a \$50 million Denver venture fund established by the City to directly support successful entrepreneurs.

EDA funds will support delivery of TechUp's programming, including pre-accelerator, mid-level, and post-accelerator programming at the new hub and at the CU Denver campus, building on Denver's assets as the center of a growing tech innovation region, while also working to make entrepreneurial support for underserved and nontraditional minority tech entrepreneurs more equitable.

TechUp will offer a multi-stage accelerator model:

- 1) Access Mode/DEDO will offer pre-accelerator programming and technical assistance.
- 2) CU Denver will provide seminars that lead to earned certificates in specific tech-related fields and creative entrepreneurship programming.
- 3) DEDO/Blackstone Entrepreneurs Network /Colorado Thought Leaders Forum will offer a scale-up, post-accelerator program to aid companies once they have generated traction in the market—geared more intentionally for BIPOC entrepreneurs.

This \$1,545,130 EDA Grant has a 1:1 match requirement. All partners involved will provide their portion of the match as follows:

- DEDO - \$413,130
- Access Mode - \$550,000
- CU Denver - \$532,000
- Blackstone Entrepreneurs Network - \$50,000

The Metro Area has become an entrepreneurial and innovative tech hub, but BIPOC entrepreneurs have largely been left out. TechUp offers a solution: significant entrepreneurial support services via The Park Hill Innovation Hub, which will provide a community space and resources for BIPOC and underserved tech entrepreneurs, addressing their unique barriers to commercializing new tech adoption and deployment of the tech they create. Services will also be provided at nearby CU Denver's downtown campus, leveraging CU's wealth of resources and experience in entrepreneurial innovation and creativity. Building off the success of The Commons on Champa but shifting focus more specifically to BIPOC populations, and particularly in tech space. The Park Hill Innovation Hub offers a physical space for BIPOC founders to collaborate and engage in entrepreneurship activities, with the goal of creating a pipeline and ecosystem that fosters BIPOC and underrepresented tech entrepreneurs.

The physical space is located at 4800 Dahlia St., in the heart of Denver's northeast Park Hill neighborhood. The site includes: drop-in and reservable office space; meeting space/conference rooms; event space; a commissary manufacturing kitchen (for non-food-related items such as beauty products); storage space (e.g., storage of finished product ready for shipping); maker/prototyping (e.g., 3D printers, CNC machining, etc.); cut and sew capabilities; a podcast studio; a video studio; photography resources for product shoots; a loading dock; complimentary coffee and Wi-Fi; and parking. A lease agreement for the 20,000-square-foot space located at Saltbox was approved by City Council in January of 2023.

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