

DEPARTMENT OF ECONOMIC DEVELOPMENT

SUMMARY FOR THE LEGISLATIVE FILE

ORDINANCE NO: 398-2024

Recipient: Urban League of Greater Cleveland and or its designee
Project Site: Citywide Benefit
Ward/Councilperson: Citywide Benefit
City Assistance: \$300,000

Purpose of Financial Assistance:

The purpose of the \$300,000 grant is to fund direct costs of general operating expenses associated with Urban League of Greater Cleveland (“ULGC”) business outreach, assistance and administration of the UBIZ loan fund to originate, underwrite, service and portfolio manage small business lending of their \$2 million loan pool. The agreement will assist with operating expenses between 1/1/2024 through to 12/31/2024.

Project Description:

ULGC will continue to its outreach to businesses and assist in providing technical assistance solutions and resources including business and economic development, and skills training which may include development of financial statements and business plans needed for financing. Together with the Department of Economic Development, the ULGC can help the City identify and develop strategies to address difficulties, both actual and perceived, the neighborhood businesses face. ULGC will also continue to take an active role in loan origination, processing, and closing micro loans for small business clients.

The scope of work for 2024 is as follows:

- a. Identify Cleveland area businesses that are either in the start-up or expansion stage, and are in need of assistance.
- b. Serve as both a direct provider of services and as a referral source to externally provided services for technical training and support.
- c. Provide access to capital formation assistance through either arranging for business loans and/or equity injections in the business.
- d. Serve as a direct provider of micro-lending services
- e. Conduct monthly follow up with borrowers and post counseling to stay abreast of business operations and to be proactive in uncovering potential issues.
- f. Make referrals of businesses to the City for assistance as appropriate.
- g. Keep the City apprised of all available business training sessions so that they may be promoted on the City’s website and through the City’s social media outlets.