

# Clark County Community & Economic Development

Technical & Economic Assistance,  
Entrepreneurship Booster,  
& Mario's Westside Market



# Technical & Economic Assistance Program



## Program Overview – Up to \$8,000,000

The Economic Assistance Program will combine capital funding and targeted high-level technical assistance to facilitate the immediate recovery, long-term resiliency and capacity building for Clark County's small business and non-profit community. The program will deliver capital allocations in periodic intervals based on completed goals or milestones identified in customized recovery & resiliency plans.

# Technical & Economic Assistance Program



## Program Overview – challenges addressed

- I. Limited Cashflow
- II. Limited or Reduced Customer Base
- III. Access to Affordable Capital
- IV. Staffing
- V. Language Barriers for Asian and Hispanic Businesses
- VI. No or Limited Business Acumen
- VII. No or Limited Operational Resources
- ~~VIII. Intrusion of the Unhoused~~



# Technical & Economic Assistance Program



## Program Details

- One year of customized technical assistance and business support
  - Development of custom recovery, resiliency and/or capacity building plan
  - One-on-one mentorship
  - Specialized help from industry experts
- Up to \$100,000 in capital funding
  - Tiered allocation structure based on historical revenue and viability
  - No repayment
  - Delivered in three allocations (25%/50%/25%)

# Technical & Economic Assistance Program



## Program Details: Technical Assistance

- Lead Business Assistance
  - General, Spanish-speaking and Non-profit
  - Business analysis
  - Recovery, resiliency and/or capacity building plan
  - Monitor
- Support providers
  - Specific expertise
    - Finance, IT, Marketing, Recruitment, Training, Operations, Accounting, Grant Writing, Volunteer Engagement, Sustainability, Safety, etc.
  - Non-English language help
    - French, Mandarin, Tagalog, Korean, Vietnamese, Thai and Japanese



# Technical & Economic Assistance Program



## Program Details: Capital Funding

- Up to \$100,000 in capital funding
  - Tiered allocation structure based on historical revenue and viability
  - No repayment
  - Delivered in three allocations (25%/50%/25%)

Annual Revenue	Max Grant Amount
Under \$49,000 (includes start-ups)	\$5,000
\$50,000 - \$99,000	\$10,000
\$100,000 - \$249,000	\$15,000
\$250,000 - \$499,000	\$25,000
\$500,000 - \$749,000	\$50,000
\$750,000 - \$999,000	\$75,000
\$1,000,000 - \$3,000,000	\$100,000

# Technical & Economic Assistance Program



## Program Details: ARPA Eligibility

- Businesses and non-profits that have experienced a negative economic impact from the COVID-19 pandemic (decline in revenue, periodic closures, increased expenses, etc.)
- Existing businesses and non-profits (open more than 1 year) located in Qualified Census Tracts
- Existing businesses in impacted industries (travel, tourism, hospitality, construction, information) that started prior to March 14, 2020
- Start-up for-profit businesses for residents that are unemployed at time of application.



# Technical & Economic Assistance Program



## Program Details: Clark County Eligibility

- 50 or fewer full-time employees
- Generate less than \$3 million in annual revenue
- Must have an active Clark County business license
- If non-profit must be certified 501(c)(3) or 501(c)(19)
- Must demonstrate financial viability with historic financials and have an ability to improve long-term resiliency and capacity building.



# Technical & Economic Assistance Program



## Program Details: Process

- Application and document collection online
- Screening for ARPA and Clark County eligibility
- Light underwriting to assess viability and capital allocation
- Connect to lead technical advisor
- Develop recovery, resiliency, and capacity building plan
- Begin plan implementation, distribute first capital allocation
- Continue implementation, monitor progress, distribute future allocations

# Entrepreneurship Booster



## Program Overview – Up to \$1,000,000

Support for programming to provide education and mentorship for entrepreneurs interested in creating scalable new businesses that justify and attract private venture capital investment.

- Focused on women and under-served communities
- Reduction of new business failure rates
- Diversification of economy
- Improved risk analysis and mitigation
- Expanded network of Nevada investors





# Mario's Westside Market Expansion



Program Overview – Up to \$1,000,000

Support the expansion of facility and services for a small community grocery store.

- Expanding to new facility, 10,000 sf to 15,000 sf
- \$6.25 Million project cost
  - \$3.25 million private investment, \$2 million from CLV, \$1 million from CC
- Adding up to 20 employees
- Acceptance of SNAP, informal tabs, and WIC <sub>(new)</sub>
- Community focused:
  - 90% of customers are African-American, Latino and from the surrounding area
  - Sponsor area little league, holiday toys for children, Thanksgiving dinners for seniors and Back to school supplies.



# Questions

