



Baltimore
Development Corporation



Baltimore BASE Network

Presentation to the IURC-NA Thematic Cluster Webinar

March 17, 2022

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Background: Baltimore BASE Network



Baltimore BASE (Business Assistance and Support for Equity) Network is a collaborative of Baltimore City **community-based, entrepreneurial support organizations** that provides coordinated assistance focused on **Covid-19 recovery to BIPOC-owned businesses.**

April 2020 – June 2021

- **Technical Assistance Network** launches in April 2020 with city government, foundations, and six original cohort members focused on providing recovery application assistance.
- **TA Network expands to 18 organizations** providing outreach and technical assistance to help BIPOC-owned businesses apply for Covid recovery programs (e.g. PPP, EIDL, BDC grants)
- **Partnerships** with lenders and resource providers.
- Over the course of 15 months, TA Network helps approximately **3,000 small businesses access an estimated \$40 million** in direct assistance. 70% of businesses served are BIPOC-owned.

July 2021 – December 2021

- **Bloomberg Mayors Challenge**; best practice recognition; six-city innovative financing collaborative.
- Project team engages in four-month **strategic planning process** with Bloomberg coach.
- **Baltimore BASE Network** central to city's economic development strategy, **Baltimore Together**.
- BDC works with **Mayors Office of Recovery Programs** on Economic Recovery Fund.

January 2022 – December 2023

- Implement \$12 million ARPA Economic Recovery Fund program for small businesses

Partners: Baltimore BASE Network



1. Baltimore Community Lending
2. Baltimore Corps
3. Baltimore Creatives Acceleration Network (MICA)
4. Baltimore Means Business (Morgan State)
5. Baltimore Roundtable for Economic Democracy
6. CLLCTIVLY
7. Greater Baltimore Black Chamber of Commerce
8. Impact Hub Baltimore
9. Innovation Works
10. Latino Economic Development Center
11. Made in Baltimore
12. Mayors Office of MWBD
13. Pennsylvania Avenue Black Arts District
14. Southeast CDC
16. Job Opportunities Task Force *
17. Leaders of a Beautiful Struggle *
18. The Startup Nest *



ARPA Program: Baltimore BASE Network



- Mayors Office of Recovery Programs - Economic Recovery Fund
- \$25 million fund to assist small businesses, nonprofits, hotels, child care centers, artists
- BDC administering the \$12 million small business portion via the Baltimore BASE Network

Technical Assistance & Outreach

- \$2.7 million in sub-grant agreements with 13 partners to provide technical assistance to BIPOC-owned small businesses with a focus on Covid recovery.
- Additional \$500,000 from The Rockefeller Foundation specifically for BIPOC outreach.
- Goal is to serve 7,000 businesses in 2022-23.

Small Business Grants

- \$8.4 million available for small business grants with specific priority criteria.
- Focus of grants on business development: e-commerce; marketing; legal/accounting/HR
- Round 1 currently in progress, applications under review, 730 applications received.

Small Business Vendor Directory

- Call for vendors to provide business development services as part of grants.
- Baltimore BASE Network building directory of qualified vendors for small business applicants.
- Prioritizing Baltimore City and BIPOC-owned vendors.

Ecosystem Coordination and Expanding Access to Capital

- Initiative is integrated with Network partners' program offerings.
- Build pipeline of businesses for CDFI and bank loans, other forms of capital.

