



## **Innovation & Technology Inclusion Council**

**November 28, 2023**

**3:30 PM – 4:30 PM**

Washington DC Economic Partnership  
1495 F St NW, Washington, DC 20004

### **Meeting Minutes**

- I. Roll Call
- II. Welcome & Introductions
  - A. Thomas Sanchez, Chair, ITIC
    1. The ITIC has made important progress this year: meeting again more regularly post-COVID, rolling out new modes of communication for the group, and releasing the Pathways report. In terms of next steps, the ITIC should start to adopt some of the recommendations from the Pathways report and decide where to direct their efforts.
- III. ITIC Updates
  - A. Subcommittee Report Outs
    1. Education Subcommittee:
      - The Education Subcommittee has not met since their last meeting. They are looking for direction on where to take the Pathways report recommendations. Amber Wason (the chair) will touch base with Thomas and Erin to discuss.
    2. Entrepreneurship Subcommittee:
      - No updates. No members from the Entrepreneurship Subcommittee were present.
    3. Workforce Subcommittee:
      - Kevin Morgan will step down as chair. Diego Mariscal will take over in his place. He will reach out to the subcommittee to start setting up meetings. They hope to make progress on areas discussed previously, particularly credentialing and apprenticeships.
  - B. ITIC Action Items
    1. Ward by Ward ITIC community engagement
      - Erin Horne-McKinney will be spearheading this effort. The goal is to connect with Councilmembers and ANCs—Ward by Ward. Erin is still finalizing plans. Devika Daga, Devon Rollins, Amber Wason, and Ayanna Smith offered to help with this effort.
    2. Youth representation on the ITIC
      - ITIC members proposed two ways of thinking about it: 1) Set up a standing youth seat and they come to all the meetings with a selection process to choose that representative. 2) Invite youth attendees as guest speakers and comment on some particular aspect. Examples

include: a student is helping out with the Attorney General's office and their efforts to address youth crime; Marion Barry Youth Leadership Institute (MBYLI).

- There might need to be a change to the charter to get a youth representative on the ITIC.
- DMPED will find out if the Mayor's Office of Talent & Appointments (MOTA) appoints other youth positions.
- Might be worth having two positions since youth tend to be busy.
- If we can't add youth to the charter, could create a youth initiative or cohort with diverse Ward representation, with KPIs and deliverables.
- If there is a council or commission focused on youth, recommend to engage with them.
- Reach out to organizations that focus on youth, including groups focused on LGBTQ youth and youth with disabilities. Scott Rechler has connections to help us share this opportunity with a diverse group of youth.

### 3. List of resources for founders (lawyers, clinics, etc.)

- During September 2023 ITIC meeting, guest speaker Melissa Bradley with 1863 Ventures mentioned that one of the challenges was founders weren't funding ready yet.
- Diego Mariscal can speak to this challenge as someone who received the IIEIF grant. He found it difficult to jump through hoops. He recommended DSLBD or clinic geared towards management and case management. He thought it should be internal to DC government.
- Department of Small and Local Business Development (DSLBD)'s District Capitalized program created a funding readiness checklist (Passport to Funding Readiness tool) based on feedback collected from 20+ local lenders and technical assistance providers via survey on what they think are steps to become "Funding Ready." The District Capitalized Passport to Funding Readiness tool has been used by over 200 businesses since April 2023 to comprehensively see all steps to get ready for funding, navigate the journey to get funding, and see steps/gaps for which they need technical assistance. DSLBD has used the tool to refer clients to available eco-system resources, and identify resource/service gaps that need to be filled. Lenders/Funders can use the Passport to Funding Readiness to get not-yet-eligible applicants ready to qualify and apply for their funding opportunity.
- ITIC could use the Passport to Funding Readiness funder survey to ask tech-focused funders to share their perspective on items needed to get tech funding-ready; and indicate if they offer any technical assistance to help. DSLBD would just need names/emails of funders to contact.
- ITIC and DSLBD could create a Passport to Tech Readiness to identify common steps specifically that DC entrepreneurs should follow to set up, operate, and/or fund their DC tech business.
- Through its FY24 Business to Business: Service Providers Grant (B2B Grant), the Department of Small and Local Business Development (DSLBD) solicited applicants for service providers who would offer services to support local businesses across various DSLBD programs. The multiple grant recipients will provide services to support other

local businesses by offering business development courses, cohort management, and program marketing across several DSLBD programs such as Aspire to Entrepreneurship, Dream Pitch, Food Waste Innovation, and Just Cannabusiness. As funding for additional programs are allocated, additional B2B grant application rounds will open. For more details,

visit <https://dslbd.dc.gov/businessstobusinessgrant>.

- The entrepreneurship subcommittee proposed creating a group similar to TEDCO. Others said that TEDCO does not provide technical assistance for everything and that IIEIF is industry agnostic.
- Need to define key issue for ITIC: making DC a destination of choice for entrepreneurs, and helping entrepreneurs be funding ready. Those are two separate issues.
- Camille Nixon with DSLBD has a resource about getting cash ready.
- DMPED can also address the question of entrepreneurs choosing DC, which is a business attraction issue and a priority for the new Deputy Mayor.
- New Deputy Mayor will be coming to a future ITIC meeting. Everybody should see the direction and the path that we're going in. Recommendations and suggestions on how to play a role. The goal should be to get the Deputy Mayor to attend an upcoming meeting.

#### IV. DMPED Updates

- A. DC Venture Fund. DMPED put out solicitation for an administrator. Once there is an administrator in place, DMPED will start to identify Fund Managers, and once Fund Managers are on board, companies to receive direct investment. This is how we'd love for the ITIC to help. We want you to know that we're in the first phase for getting an administrator. The work on the design of the fund managers and how many we're looking to bring on to that point. We will be able to have those fund managers on board and be able to open up those fund admins to apply.
- B. DMPED proposes the ITIC to adopt at least three recommendations to advance in 2024. What out of those recommendations from the Pathways Report (at least two or three) would the ITIC like to advance and focus on, to include KPIs for the ITIC. That needs to be a document that's being used and leveraged to share the work that the ITIC is doing.

#### V. Member Updates and Upcoming Events

- A. Tech Hub Announcement (as it relates to the ITIC)
  1. DC submitted 2 letters of recommendation for 2 tech hub proposals. 2 more were submitted for the DC area that DMPED didn't write letters of recommendation for but were also submitted. None of the 4 were selected for DC.
  2. Baltimore Tech Hub selected. Could be worth learning more about that.
  3. Jim Chung reached out to Baltimore to see if they could do a joint proposal. They declined. It was specific to Baltimore.
  4. There will probably be more funding opportunities. We need to jump on new opportunities. Lots of new opportunities coming down from the feds.
  5. Jim Chung: GW is putting together an event to gather DC area stakeholders to figure out how to go after these big grants together. One challenge is that we've

not come together beforehand and thought about how to go after these grants together. Jan. 31<sup>st</sup> is the proposed meeting date. Still working through the details. The idea is to pull 15-100 people together to start doing this and winning.

B. Open Announcements and Updates

1. Social Driver won National Minority Marketing and Communication Firm of the Year Award!

VI. Full Council Adjourn

Nina Albert  
Acting Deputy Mayor



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