

FY2018 Inclusive Innovation Fund (IIF)

REQUEST FOR APPLICATIONS (RFA)

Release Date of RFA: Monday, April 30, 2018

RFA ID #: DMPED - 017 – IIF- 23712

Submission Deadline: 6PM EST, Wednesday, May 30, 2018

Please note that all applications must be submitted electronically. Incomplete applications or those submitted after the deadline will not be accepted.

Submission Details: Please submit your proposal electronically from where there will be a link to apply for the grant. The RFA can also be downloaded from DMPED's website: <https://dmped.dc.gov/service/grant-opportunities>. All grant submission questions can be submitted to <https://dmped.dc.gov/service/grant-opportunities> or Latoyia.hampton@dc.gov.

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Availability of RFA: Download from OPGS website www.opgs.dc.gov

ODMPED's website, www.dmped.dc.gov,

Overview

The Office of the Deputy Mayor for Planning and Economic Development (DMPED) seeks a partner to create a privately managed funding program that invests in early stage, high-growth, DC-based businesses led by underrepresented entrepreneurs, including people of color, women, LGBT individuals, and people with disabilities. These may be technology, technology-enabled or non-technology businesses.

The goal is to increase access to investment capital for underrepresented entrepreneurs in DC. The District's top priority is increasing access for underrepresented entrepreneurs who would not otherwise secure the investment capital they need. The secondary priority is to enhance the ability of those underrepresented entrepreneurs who have had success in this regard.

The District has committed seed funding of up to \$1.5 million in FY18 to catalyze the creation of the Inclusive Innovation Fund. DMPED seeks an investment professional partner that shares Mayor Bowser's vision for inclusive innovation to build a program that makes a lasting and substantial improvement to the entrepreneurial ecosystem.

This investment professional partner would serve as the funding program manager and be charged with raising private capital, sourcing deals, managing the portfolio, and making a lasting improvement to underrepresented entrepreneurs' access to capital in DC. The program could be brand new or a new component of an existing program.

The District intends to make one award. Joint ventures (i.e. teams with members from more than one organization) are eligible to apply, but the grant will be disbursed to one entity.

Background

Access to capital is critical to growing businesses, entrepreneurial ecosystems and, subsequently, the tax base and jobs. Venture capital in particular can be critical to the success of high-growth businesses.

While the DC region and DC have seen increased venture capital deals and investment in recent years, entrepreneurs across the board struggle to raise the investment they need to start and scale companies. Underrepresented entrepreneurs – including people of color, women, LGBTQ individuals and people with disabilities – face particularly high barriers, especially at early stages.

Nationally, only 1% of funded startup founders are African-American, and only 8% of funded founders are female. Proprietary data reveal that in DC, the trends are only marginally better, and this is corroborated by feedback received through entrepreneur focus groups and regular stakeholder engagement.

One reason posited for the lack of investment in minority entrepreneurs is that venture capitalists tend to invest in people like themselves. As the vast majority of venture capital and angel investors are white men, this presents an issue for women and minority entrepreneurs.

These barriers have real consequences for economic development. A report by the Center for Global Policy Solutions revealed there are an estimated 1.1 million businesses that could be produced by people of color, but are stunted due to socially discriminatory financing practices and a bias towards companies run largely by white men.

In November 2016, the District released Pathways to Inclusion, a roadmap for making DC's tech and innovation economy the most inclusive in the nation. This report was the first such assessment and revealed the importance of capital to achieving an inclusive innovation economy in DC. A survey of entrepreneurs conducted for the report showed that access to capital was the most frequently cited barrier to inclusiveness for minority entrepreneurs, followed by implicit bias, access to networks and access to talent enabling programs. It also revealed that less than half of minority entrepreneurs surveyed had managed to obtain funding for their companies. None received venture capital investment – half received angel investments or philanthropic gifts, and half relied on family and friends, their personal savings, and credit cards.

A key data point in the research is that this gap starts at the earliest stages of investing – friends and family and seed rounds. As entrepreneurs typically seek capital from angels and individuals with wealth, many minority entrepreneurs lack the social capital *and* fail to meet the pattern recognition standards to access dollars at the onset of a business – the most crucial period in a business' life cycle.

In response to these research reports, coupled with the overwhelming lack of diversity in Silicon Valley, there have been recent efforts to support minority entrepreneurs. Some corporate VCs have made substantial commitments to support this growing sector. However, these dollars typically assume a significant level of growth and prior funding that many diverse entrepreneurs fail to retain due to the lack of early stage support. Despite these diversity efforts, the seed and early stage gaps for entrepreneurs of color still exist due to low social capital and limited to access to friends and family rounds.

Thus, the District would like to alleviate this market failure by working with private sector partners to create a locally-based investment funding program that supports seed and early stage DC entrepreneurs, with an emphasis on underrepresented entrepreneurs. The District has committed seed funding of up to \$1.5 million in FY18 to catalyze the creation of a funding program that invests in early stage companies led by underrepresented entrepreneurs. The District seeks an investment professional partner that shares Mayor Bowser's vision for inclusive innovation and is prepared to build a program that makes a lasting and substantial improvement to DC's entrepreneurial ecosystem.

The Inclusive Innovation Fund initiative will **complement existing capital resources** available through the District of Columbia government to DC entrepreneurs, including:

- **Great Streets Grants Program**, which provides grants of up to \$50,000 to small businesses located in 13 commercial corridors.

- Department of Small and Local Business Development’s (DSLBD) **District Capitalized Pilot Microloan** provides microloans up to \$50,000 to qualified DC-based small businesses and DC residents pursuing entrepreneurship.
- **DC BizCap Collateral Support**, which provides funds for deposit with a participating lender to provide the necessary collateral to cover the borrower’s collateral shortfall. [More details here.](#)
- **DC BizCap Loan Participation**, which provides loan support for small businesses which may qualify for loans, but are unable to meet capital requirements or the debt service coverage ratio of the lending institution. Under the program, the District buys a portion of a loan originated by a lender to reduce the borrower’s debt service. [More details here.](#)
- **DC BizCap Innovation Finance**, which provides equity co-investments in high-growth companies from the District with a private accredited investor. [More details here.](#)

Furthermore, the Inclusive Innovation Fund will leverage the existing suite of resources available to DC businesses, including technical assistance, incentives, incubators and networking events. Visit <https://www.dcsbdc.org/> and www.incentives.dc.gov for more information about available resources.

Additional RFA Information

This request for applications was informed by numerous discussions with DC founders, business stakeholders, investors and responses to the Inclusion Innovation Fund Request for Information (DCEB-2018-I-0001). The RFI responses contained many interesting ideas. A selection are posted at www.dmped.dc.gov.

Q+A: DMPED will hold a Q+A session about this RFA for interested applicants. Check www.dmped.dc.gov for details.

INCLUSIVE INNOVATION FUND OBJECTIVES AND INVESTMENT CRITERIA

Objectives

Improve access to capital for underrepresented entrepreneurs leading early stage, high-growth, DC-based ventures.

- “Underrepresented” means that at least 51% of company owners or C-suite identify as the following: African-American, Latinx, Native American, female, LGBTQ, or disabled.
- “DC-based” means that the company is headquartered in the District of Columbia
- “High growth” means a company that is or will be scalable and seeking venture capital or angel investment to fuel its growth. It could be a tech company, tech-enabled, or non-tech.
- “Early stage” means a company that has at least a minimum viable product or other market validation. It could be early revenue or pre-revenue stage.

- “Improve access to capital” means:
 - Making investments in eligible companies that otherwise would be unlikely to secure such investment;
 - Increasing the amount of funds dedicated to supporting underrepresented entrepreneurs in DC; and
 - Increasing the amount of entrepreneur-friendly investment capital available to underrepresented DC entrepreneurs i.e. capital that is more patient and supportive of building long-term value.
 - Enhancing access to capital by co-investing in eligible companies that have secured funding through other sources.

Investment Criteria

Portfolio Company Leadership	At least 51% ownership by underrepresented (i.e. African American, Latinx, Native American, women, LGBTQ, disabled) entrepreneurs
Geography	Headquarters located in the District of Columbia
Industry Focus	Technology, technology-enabled, or non-technology that are high-growth and scalable and seeking exit, sale or Series A investment within 5-8 years. Firearms, tobacco and pornography businesses are prohibited from receiving investments.
Stage of Development	Early revenue or pre-revenue (applicant to specify pre-revenue consideration threshold in proposal)
Business Plan	High-growth, scalable, capital efficient
Employment	Creates living wage jobs in the District of Columbia
Structure	Patient, entrepreneur-friendly capital; applicant to specify. Could include SAFE, preferred equity, evergreen fund, grants, etc.
Investment Duration	To be proposed by applicant
Investing Style	Applicant to determine degree of fund involvement/leadership in rounds based on objectives described above
Involvement in Portfolio Companies	Board observer rights, or approach preferred by funding program manager
Initial Investment Size	To be proposed by applicant

Fund Specs

Fund Size	At least \$6 million
Legal Structure	TBD by applicant
Investment Term	TBD by applicant
Investment Period	TBD by applicant

SCOPE OF WORK

The successful applicant will be able to begin making investments as soon as responsibly possible. At minimum, we would like a partner that can leverage the District's initial seed funding investment at least 3:1 to create a fund of at least \$6 million and build an investment portfolio of at least 15 companies.

1. Structure and Capitalize the Inclusive Innovation Fund Program

- a. **Task:** Establish the Inclusive Innovation Fund, including any necessary filings, registrations, and documentation, and secure capital commitments of at least \$6 million. The District's seed funding commitment of up to \$1.5 million in FY18 can be counted toward the \$6 million minimum. Other sources of investment capital can include, for example, philanthropies, family offices, institutional investors, and individuals.
- b. **Deliverables:** Fundraising report and milestone activity report, including incorporation articles if applicable and any relevant documentation
 - i. **Deadline:** To be proposed by applicant

2. Source, Invest and Support

- a. **Task:** Develop deal sourcing pipeline and due diligence process informed by local entrepreneurial ecosystem leaders. Deliver Deal Flow Pipeline visual representation (document).
 - i. **Deadline:** To be proposed by applicant
- b. **Task:** Receive inquiries from outside investors seeking prospects in DC. Provide suggestions and introductions and report on this activity in regular reports.
 - i. **Deadline:** ongoing
- c. **Task:** Close at least two investment deals consistent with the investment criteria. Deliver milestone report covering pipeline, capital allocation, portfolio support provided, performance metrics, and investor inquiries received (document). Describe whether the investments went to underrepresented entrepreneurs who would not otherwise have secured investment capital they need (top priority) or if the investment enhanced the ability of entrepreneurs to meet their capital needs.
 - i. **Deadline:** To be proposed by applicant

- d. **Task:** Close at least three new investment deals consistent with the investment criteria described above. Deliver milestone report covering pipeline, capital allocation, portfolio support provided, performance metrics, and investor inquiries received (document). Describe whether the investments went to underrepresented entrepreneurs who would not otherwise have secured investment capital they need (top priority) or if the investment enhanced the ability of entrepreneurs to meet their capital needs.
 - i. **Deadline:** To be proposed by applicant
 - e. **Task:** Close at least three new investment deals consistent with the investment criteria described above. Deliver milestone report covering pipeline, capital allocation, portfolio support provided, and performance metrics (document). Describe whether the investments went to underrepresented entrepreneurs who would not otherwise have secured investment capital they need (top priority) or if the investment enhanced the ability of entrepreneurs to meet their capital needs.
 - i. **Deadline:** To be proposed by applicant
 - f. **Task:** Close at least three new investment deals consistent with the investment criteria described above. Deliver milestone report covering pipeline, capital allocation, portfolio support provided, performance metrics, and investor inquiries received (document). Describe whether the investments went to underrepresented entrepreneurs who would not otherwise have secured investment capital they need (top priority) or if the investment enhanced the ability of entrepreneurs to meet their capital needs.
 - i. **Deadline:** To be proposed by applicant
 - g. **Task:** Develop an investment portfolio of at least 15 total companies consistent with the investment criteria described above. Deliver milestone report covering pipeline, capital allocation, portfolio support provided, performance metrics, and investor inquiries received (document). Describe whether the investments went to underrepresented entrepreneurs who would not otherwise have secured investment capital they need (top priority) or if the investment enhanced the ability of entrepreneurs to meet their capital needs.
 - i. **Deadline:** To be proposed by applicant
 - h. **Task:** Support portfolio companies with mentorship, technical assistance, and follow on funding such that 75% of portfolio companies secure Series A funding or successfully exit. Deliver quarterly reports on capital allocation, portfolio support provided, and performance metrics (document).
 - i. **Deadline:** ongoing
3. **Communication and Reporting**
- a. **Task:** Provide quarterly narrative reports on all applicable performance metrics, pipeline allocation, portfolio support provided (except for months require reports in above section), and investor inquiries received. Include stories about portfolio companies as the portfolio grows.
 - i. **Deadline:** end of Q1 and Q3, from award date

- b. **Task:** Meet in person with DMPED for initial planning meeting and semi-annually to discuss progress and plans.
 - i. **Deadline:** every six months from award date

If any of the performance milestones are not met, the District will seek to recover the relevant proportion of the grant award.

APPLICANT CRITERIA

The District seeks a fund manager to operationalize an investment fund that meets the objectives and performance metrics laid out above. This could be achieved either as a new, standalone initiative or an auxiliary initiative of existing effort, as long as it can meet the investment criteria and performance metrics laid out above.

All occurrences of “underrepresented entrepreneurs” and “companies” below mean as defined above.

1. Project Approach

The successful applicant will present a clear, compelling vision for achieving the objectives for the Inclusive Innovation Fund and a pragmatically ambitious plan for implementation. The approach must align with the investment criteria described above. The successful application will offer a thoughtful approach that expands on the investment criteria framework and provides a rationale.

Questions for Applicants

- a. Describe how your team would approach creating the Inclusive Innovation Fund in order to meet the goals and objectives described above. Response should cover:
 - i. **Fund structure and investment criteria:** targeted size, type and size of investments, investment term, targeted number of deals, treatment of District’s investment, reserves for follow on investments, and legal and management structure. Complete the blue highlighted/bold sections of the chart below.
 - ii. Plan for building a **deal flow pipeline**, conducting screening and **due diligence**, and making **decisions** about investments and **clawback provisions** should the company headquarters leave the District of Columbia. Address how your due diligence process would address **early revenue versus pre-revenue** companies.
 - iii. **Workplan** (including timeline) for fund implementation.

Investment Criteria

Portfolio Company Leadership	At least 51% ownership by underrepresented (i.e. African American, Latinx, Native American, women, LGBTQ, disabled) entrepreneurs
Geography	Headquarters located in the District of Columbia
Industry Focus	Technology, technology-enabled, or non-technology that are high-growth and scalable and seeking exit, sale or Series A investment within 5-8 years. Firearms, tobacco and pornography businesses are prohibited from receiving investments.
Stage of Development	Early revenue or pre-revenue (applicant to specify pre-revenue consideration threshold in proposal)
Business Plan	High-growth, scalable, capital efficient
Employment	Creates living wage jobs in the District of Columbia
Structure	Patient, entrepreneur-friendly capital; applicant to specify . Could include SAFE, preferred equity, evergreen fund, grants, etc.
Investment Duration	To be proposed by applicant
Investing Style	Fund manager to determine degree of fund involvement/leadership in rounds based on objectives described above
Involvement in Portfolio Companies	Board observer rights, or approach preferred by fund manager
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Fund Specs

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2. Organizational Capacity

The successful applicant will meet the eligibility requirements, possess the necessary organizational capacity and expertise to effectively execute the project, demonstrate a strong understanding of the local entrepreneurial ecosystem, and have a governance structure that ensures well informed decision making and risk mitigation.

a. Eligible Organizations

- i. The applicant can be a for-profit corporation or a non-profit/tax-exempt corporation, so designated by the Internal Revenue Service, with an office in the District of Columbia.
- ii. The applicant must sign and submit a Contract Affidavit certifying that they are not debarred from participation in any federal program nor have any unresolved default or noncompliance issues with the District of Columbia.

b. Experience and Expertise

The successful applicant will have venture capital experience and demonstrate a track record of effective investment fund management and experience working with early stage high-growth businesses. It will also have the organizational capacity to meet the needs of this project.

- i. Venture capital experience: 5 years minimum.
- ii. Fundraising experience: Must have raised a fund of at least twice the size of the Inclusive Innovation Fund target (i.e. \$9 million or 6:1 leverage), on a similar timeline to that proposed for this project.
- iii. Deal making experience: Must have played a substantive role in closing and structuring venture capital deals with at least 10 early stage companies.
- iv. Portfolio management experience: Must have at least 3 years of impact investing experience and have managed a portfolio with industry average returns or better.
- v. Experience working with/investing in underrepresented entrepreneurs and early stage companies: 5 years minimum.
- vi. Experience as an entrepreneur who raised venture capital and successfully exited is preferred.

c. Local Familiarity

The successful applicant will have strong familiarity with DC's entrepreneurial ecosystem, including an acute understanding of the needs and opportunities facing underrepresented entrepreneurs in DC and awareness of existing resources available.

d. Governance and Legal Capacity

The successful applicant will be governed by a board that reflects a sound understanding of the Inclusive Innovation Fund's objectives, impact investing and venture capital best and innovative practices, the needs of DC's underrepresented entrepreneurs, and the venture capital landscape locally and nationally. A clear investment policy will guide its work. It will adhere to a written conflict of interest policy and procedures governing employees and board members with regards to the award and administration of contracts and other financial interests. These procedures must include a requirement for the retention of conflict of interest declarations executed by each employee and board member. Applicants must also have legal counsel, either in-house or outside on

retainer, with substantial experience with public equity investments and public-private partnerships.

Questions for Applicants

a. Eligibility

a. Please address all elements of eligibility described in the section above.

b. Experience and Expertise

e. Describe your firm and management team's relevant experience.

- i. Venture capital experience – include total number of year, most senior role(s), and market (geographic)
- ii. Fundraising experience – include size, types of investors, and timelines
- iii. Deal making experience – include company stage and entrepreneurs
- iv. Portfolio management experience -- include the size/type of past funds, results achieved
- v. Experience working with/investing in underrepresented entrepreneurs and early stage companies
- vi. Experience as a founder/entrepreneur who successfully built a company and exited

f. List the fund manager(s), any additional key personnel on the project, and roles of each. Include brief bios highlighting relevant experience and resumes.

g. Include references from at least 1 LP and at least 1 portfolio company that can speak to the fund manager's or managers' capabilities and experience.

h. Local Familiarity

i. Describe the following in less than 250 words:

- i. DC's entrepreneurial ecosystem
- ii. The needs and opportunities facing underrepresented entrepreneurs in the District (including people of color, women and LGBTQ entrepreneurs)
- iii. Your view of the pipeline of underrepresented entrepreneurs in the District, including sources and volume

j. Governance

k. Describe your governance structure, including a diagram if necessary, and investment decision making process. Describe the level of representation (consistent with the definition of underrepresented entrepreneurs) and DC familiarity on your existing investment decision making bodies.

l. Provide your organizational documents (i.e. Articles of Incorporation and Bylaws, as applicable).

m. Provide current board members and biographies. Address whether you would work to change or supplement the existing board in any way to ensure it contains the perspectives described in applicant criterion 2d.

n. Provide financial statements and reports for the last two years as applicable.

o. Provide your existing conflicts of interest policy and procedures.

p. Do you have legal counsel, either in-house or outside on retainer, with substantial experience with public equity investments and public-private

partnerships? Describe the firm and lead attorney, its relevant experience, and your current contractual relationship.

3. **Impact**

We seek a partner that can significantly improve access to capital for DC companies led by underrepresented entrepreneurs by effectively fundraising, creatively leveraging all available tools and resources, and building strategic partnerships. The successful applicant will commit to and report on several performance metrics, described below.

- a. **Dollars committed to investing in underrepresented DC entrepreneurs.** The successful applicant will effectively leverage the District's committed seed capital of up to \$1.5 million in FY18 to capitalize a fund of at least \$6 million to invest. A larger fund would be viewed favorably.
- b. **Number of companies receiving investment capital.** At a minimum fund size of \$6 million, we would like to see at least 15 companies funded **and supported by** the Inclusive Innovation Fund, and we would expect that number to increase with a larger fund size. A greater number of companies would be viewed favorably, assuming that they all receive the support necessary for entrepreneurial success. The top priority is increasing access for underrepresented entrepreneurs who would not otherwise be able to secure the investment capital they need. The secondary priority is to enhance the ability of those underrepresented entrepreneurs who have had success in this regard.
- c. **Number of underrepresented entrepreneurs receiving investment capital and share of portfolio with underrepresented entrepreneurs.** In general, we believe there are benefits to funding greater numbers of underrepresented entrepreneurs and having the highest possible share of underrepresented entrepreneurs, but we decline to set targets (beyond the definitional requirements) to ensure that the fund manager has the flexibility to manage the portfolio and adequately support its entrepreneurs' long-term success. However, the successful applicant will report on these metrics regularly.
- d. **Share of portfolio companies receiving Series A funding, successfully exiting, and sustaining.** We expect at least 75% of portfolio companies to fall into one of these categories throughout the life of the fund, and 75% to have achieved Series A funding or a successful exit on a timeline consistent with company goals.

Questions for Applicants

- a. Describe how much new capital you will be able to secure for underrepresented DC entrepreneurs. Please specify whether any of the funds secured or pledged are already dedicated to investing in early stage high-growth ventures led by underrepresented entrepreneurs in DC. We prefer to increase the amount of resources dedicated to this purpose (rather than reallocate from a different vehicle).

- b. Describe any funds already secured (other than the District's investment) or pledged. If you have received pledges that are contingent on winning the Inclusive Innovation Fund award, include signed support letters from those sources on organizational letterhead.
- c. Describe your fundraising plan for the balance.
- d. How would you use other resources or programs to further increase access to investment capital for DC entrepreneurs, beyond capitalizing the Inclusive Innovation Fund? Examples:
 - i. The [DC BizCap Innovation Finance program](#) is an existing program that enables the District to co-invest with a private investor in a DC-based company. Could this tool be used in collaboration with the Inclusive Innovation Fund?
 - ii. Are there crowdfunding platforms you would use for the benefit of portfolio companies?
 - iii. Would you introduce portfolio companies to new prospective investors? How would you approach this?
 - iv. Would you leverage the new federal [Opportunity Zones program](#) to support the Inclusive Innovation Fund's objectives? Background on this program in DC is available [here](#).

4. Timeline to Investment

The successful applicant will be able to begin making investments as soon as responsibly possible. At minimum, we would like a fund manager that can leverage the District's investment at least 3:1 to create a fund of at least \$6 million, and build a portfolio of at least 15 companies.

Questions for Applicants

- a. Describe your implementation timeline and ability to meet or exceed requirements and performance milestones laid out in the Scope of Work section. Propose dates for each of the deliverables that include "applicant to propose."

5. Entrepreneur Supports

The District aims to not only increase access to capital for underrepresented entrepreneurs – it intends for the Inclusive Innovation Fund initiative to provide patient capital and the non-financial supports essential to entrepreneurial success. The successful applicant will demonstrate a thoughtful approach to providing patient capital and supporting portfolio companies with a robust offering of mentorship, advising, introductions, technical assistance, capacity building support, etc. – either themselves or in partnership with existing local providers.

Questions for Applicants

- a. Describe how your project approach provides patient, entrepreneur-friendly capital.

- b. How would you support portfolio companies on their pathway to their Series A? Describe the support you or partners would provide. If you plan to partner with other entities, describe how and include a signed support letter on organizational letterhead.
- c. The Inclusive Innovation Incubator (In3) is the District's first physical space dedicated to inclusion, innovation and incubation. How would the Inclusive Innovation Fund and In3 collaborate (if at all)? Optional: Provide a letter of support from In3 Director Aaron Saunders.

6. Risk and Sustainability

The District has committed seed funding of up to \$1.5 million in FY18 that can serve as risk capital in order to enable access to capital for entrepreneurs who have not otherwise secured it and secure private funds to support this objective. However, the District expects the fund manager to competently manage risk and responsibly steward the District's investment. At minimum, the District's seed investment should not create moral hazard or an outsized risk-based return to investors. Ideally, the District's investment will enable a sustainable, lasting impact to capital accessibility for underrepresented entrepreneurs. The successful applicant will clearly describe how their approach will use the District's investment and achieve these outcomes. The successful applicant will also demonstrate a clear and pragmatic understanding of the risks to the success of their proposed approach how they will mitigate those risks.

Question for Applicants

- a. Describe how you will use the District's seed investment of up to \$1.5 million in FY18 to enable access to capital for entrepreneurs who have not otherwise secured it and secure private funds to support this objective while responsibly stewarding the District's investment. Specifically address how you will avoid creating moral hazard or an outsized risk-based return to investors.
- b. Identify assumptions underlying your proposed project approach, risks to its success, and how you will mitigate these risks.
- c. If an additional District investment of between \$250,000 and \$2 million was made in 2019 or 2020, how would you use it to achieve the objectives of the Inclusive Innovation Fund?

7. District's Role and Ancillary Benefits

While the selected fund manager will be fully responsible for execution of the above scope of work, DC Government – specifically, the Office of the Deputy Mayor for Planning and Economic Development (DMPED) – expects to be an active, supportive partner in the following ways:

- Promote the work of the fund, including featuring portfolio companies at events.
- Help facilitate partnerships.
- Refer prospective deals and co-investors to the fund.
- Hold sessions with portfolio companies about other available government supports.

DMPED welcomes applicants to propose other roles, and it will not participate in or influence investment decisions. In addition, DMPED would view favorably an approach to the Inclusive Innovation Fund that not only meets the objectives laid out above, but addresses other economic growth or inclusive innovation priorities of the District described in [DC's Economic Strategy](#) or [Pathways to Inclusion](#) reports.

Questions for Applicants

- a. Describe the role you would like the District government to play in the Inclusive Innovation Fund program.
- b. Are there other ways your approach would benefit DC's economy and innovation ecosystem, beyond meeting our stated Inclusive Innovation Fund program objectives? Describe any ancillary benefits. For example, would it help to address goals or initiatives from [DC's Economic Strategy](#) or [Pathways to Inclusion](#) plan?

APPLICATION SCORING RUBRIC

Project Approach	20
Organizational Experience, Capacity and Local Knowledge	20
Impact	15
Timeline to Investment	15
Entrepreneur Supports	15
Risk and Sustainability	10
Ancillary Benefits	<u>5</u>
	100