

**Massachusetts Gaming Commission  
Diversity Goal/Business Technical Assistance Grants**

**Purpose of Grant:**

One of the MGC's major strategic goals is to ensure to the maximum extent possible that the economic opportunities provided by the development and operations of the casinos are inclusive and reflective of the diversity of Commonwealth. The Expanded Gaming Law specifically requires Casino developers (licensees) to set their own diversity goals for the utilization of Minority, Woman and Veteran owned businesses as part of the design, construction and operations of the casino with a similar focus on hiring of diverse employees during the construction and operations of the casino. In order to optimize the outcomes for the diversity goals outlined in Chapter 23K, MGC is exploring funding efforts that have the potential to optimize the impact related to the diversity hiring and contracting goals.

With a goal of the building capacity of the small business and ensuring their success as casino vendors, MGC may consider funding planning grants or grants for the expansion of business technical assistance programs that can demonstrate a focus on one of the diverse populations outlined above and that target Massachusetts companies that have a contract or the potential of a contract with a Resort Casino (Category 1) or Category 2 Casino (slots only).

**OBJECTIVES:**

- Help diverse firms succeed in casino markets for goods and services, and as subcontractors to prime contractors during construction.
- Support joint ventures and collaboration for smaller contractors
- Provide specialized assistance to important underserved markets or regions near a casino licensee
- Provide high-quality assistance, such as one-on-one consulting, and training resources to support the needs of existing businesses including strategic and operational planning, financial analysis, opportunity development and capture, contract management, and compliance to eligible small businesses

**Non-profits, public or quasi-public organizations must serve MA businesses that:**

- are owned and controlled by economically and socially disadvantaged individuals including minority individuals, women and veterans;
- are located in areas of high unemployment or low-income.
- are owned by low-income individuals.
- have the potential of doing business with a casino in MA.

**Grant Amounts and Distribution**

The MA Gaming Commission may award grants and contracts totaling up to \$100,000 to support a key focus of work articulated in the guidelines above. Up to \$20,000 may be targeted for smaller grass roots, innovative and promising programs. Funds may be awarded in a competitive process open to proven or promising programs, partnerships or initiatives led by nonprofit, public or quasi-public entities. Applicants should demonstrate how they may provide supplemental funding or in-kind contributions for this program. The grants must be used or designated this fiscal year ending June 30, 2016 with the potential of refunding next fiscal year based on budget availability and performance. Maximum grant amounts to programs proposed as a collaborative joint proposal (defined as two or more eligible organizations sharing costs and providing complementary services in coordination with each other) not

to exceed \$30,000. Collaborative joint proposals must have one lead organization and one person responsible for the application and administration of grant monies, as well as all reporting and communication with MGC.

**Eligibility:** For purposes of the Massachusetts Gaming Commission and this Request for Grant Applications, only Massachusetts-based, not-for-profit corporations, public or quasi-public entities are eligible for program participation. For the purposes of this program, the non-profit entity shall:

- 1) Be duly organized under Massachusetts General Laws, Chapter 180 and incorporated as such by the Secretary of State for the Commonwealth of Massachusetts, whose mission includes facilitating a community driven economic development process for small businesses.
- 2) Hold a tax exempt status under the United States Internal Revenue Code.

**Use of Funds – Limitation of Administration Costs**

Administrative costs associated with the Massachusetts Gaming Commission Small Business Capacity Building Program may not exceed 10% of the proposed budget.

**Selection Criteria and Weighting:** A Review Committee will evaluate proposals, seeking those that most completely meet the established criteria outlined below. Proposals must demonstrate the ability to meet the following small business assistance priorities in order to receive funding:

- 1) Provide direct services to small business clients including one of the following target populations: minority, women and veteran owned and operated businesses, (40%)
- 2) Project measurable business outcomes that can be attributed to services provided in terms of financings made or facilitated, businesses identified and/or stabilized, technical assistance offered and/or job or revenue growth. (30%)
- 3) Collect, analyze and report on baseline data and specific outcomes achieved, including contracts obtained, jobs preserved, financings, job growth, and revenue growth. (15%)
- 4.) Have a tested strategy to outreach to targeted businesses and entrepreneurs in the service area or population. (10%)

Or

*Innovative ideas will be selected based on the potential to provide valuable services to small business clients including one of the following target populations: minority, women and veteran owned and operated businesses in a manner (100%)*

<b>Diversity Goal/Business Technical Assistance Grants Process</b>	
<b>Commission issues RFR</b>	Friday, March 11, 2016
<b>Bidders Conference</b> - Organizations interested in applying for funds will have an opportunity to ask clarifying questions about the RFR, Guidelines and Review Process and Timeline	<p>Monday, March 21, 2016  11:00 AM - 12:00 PM  101 Federal Street, 12th Floor  Boston, MA 02110</p> <p><b>RSVP by Friday, March 18, 2016</b>  to <a href="mailto:ny.mahasadeth@state.ma.us">ny.mahasadeth@state.ma.us</a></p>
<b>Deadline for Questions</b> - for those who cannot attend the bidders conference, please submit written questions to <a href="mailto:jill.griffin@state.ma.us">jill.griffin@state.ma.us</a>	Wednesday, March 23, 2016
<b>Frequently Asked Questions</b> - a summary of the bidders conference and any written questions will be posted to <a href="http://www.massgaming.org">www.massgaming.org</a>	Friday, March 25, 2016
Responses are due – Complete applications should be submitted	April 13, 2016 (Wednesday) 5:00 PM
Notification to applicants	April 22, 2016 (Friday):