



Tennessee Department of  
Economic and Community Development

**BERO** | Business Enterprise Resource Office  
Annual Report, Fiscal Year 2019



**STATE OF TENNESSEE**  
**DEPARTMENT OF ECONOMIC AND COMMUNITY DEVELOPMENT**  
**RURAL AND COMMUNITY DEVELOPMENT**  
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November 26, 2019

Greetings:

Pursuant to Tennessee Annotated Code Section 4-26-105, the Department of Economic and Community Development, Business Enterprise Resource Office (BERO), "shall make a written report to the governor, the speaker of the senate, the speaker of the house of representatives, the chair of the commerce and labor committee of the senate, the chair of the commerce committee of the house of representatives, and any governor's advisory committee on minority economic development, at least once each year, such report to be made no later than December 1."

Herein, please find the BERO annual report for FY2019. In an effort to conserve resources and to access resources within more easily online, this report is distributed in a digital version. If you have any questions regarding this report, please do not hesitate to contact Wisty Pender, state director, at 615.741.1888 or [wisty.pender@tn.gov](mailto:wisty.pender@tn.gov).

Respectfully submitted,

Wisty Pender  
State Director, BERO

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Tennessee has ranked in the top 10 for small business friendliness in the last four out of five years (2014-2018). *Source: Thumbtack Small Business Friendliness Survey*

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# BERO Annual Report | Foreword

Talent is everywhere, opportunity is not. *Nicholas Kristoff*

The report herein addresses a range of topics specifically regarding disadvantaged businesses (DBE), as well as small businesses in Tennessee.

Consider the following as it relates to economic inclusion and small business success in Tennessee:

- A recent Brookings white paper, “Inclusive Economic Development Framework,” highlights economic inclusion disparity in entrepreneurship:

At its core, the economy creates jobs when individuals start and expand business. [...] People from similar socioeconomic backgrounds tend to cluster together in the same social networks, exacerbating the divide. Black and Hispanic entrepreneurs start businesses that experience similar growth and create jobs that pay similarly to those at non-minority-owned firms. Yet, they become proprietors at a lower rate than non-minorities due to wealth disparities and reduced access to finance. If minority-owned firms [grew] at the same rate as non-minorities, their firms would have employed over 16.1M workers (compared to 4.7M reported), and grossed over \$2.5T in receipts (compared to \$661B reported).

- In report by the Federal Reserve Bank of Boston, Inequality of Opportunity and Aggregate Economic Performance, authors Bradbury and Triest state, “Unequal opportunity represents inefficiency because barriers prevent the most productive use of human and other resources.” and they go on to point out, “The finding that inequality of opportunity has a negative effect on growth suggests that relaxing barriers to opportunity may be a viable strategy for promoting economic growth.”

Items of particular interest within this report are as follows:

## 1. TN Placemakers Entrepreneurship Fund

What is a Placemaker? Placemakers leverage local assets (human and natural) in a way that impacts the cultural, economic and social aspects of their community to intentionally create a good sense of place and enhance a strong sense of community and wellbeing.

General initiative update:

In the lead up and during the October 1 to December 31, 2108 application period, 12 informational session were held across the state in rural to urban core areas, from Memphis to Kingsport, as well as a webinar, which was recorded for applicant reference and posted online along with the presentation. During FY2019, 15 grants were awarded from rural to urban core areas of Tennessee with a focus on underserved and underrepresented existing and future microenterprises and DBEs. At the close of FY2019, the total available for award was \$653,000 and the total awarded: \$347,000. Additional dollars are available in FY2020.

## 2. TN SmartStart™ | A guide, a community resource

The Tennessee SmartStart Guide™ (SmartStart™) comes in two main formats: (1) the original version, a print version, also posted online as a PDF and (2) more recently, the online interactive version. Between the BERO website and the interactive guide, there were about 250,000 pageviews over FY2019.

SmartStart™ Communities is a self-selected, community-based initiative to support a thriving small business and entrepreneurial environment by providing a “no wrong door” approach to education, tools and resources.

## 3. Initiatives to Know About | Small businesses and DBEs

Tennessee has been in spotlight nationally on many levels. This section provides an overview of initiatives and opportunities housed with TNECD and made available through public-private partnerships.



# About BERO | Business Enterprise Resource Office



**BERO** is housed within the State of Tennessee Department of Economic and Community Development (TNECD).

## **BERO** | Business Enterprise Resource Office

- serves as a voice for and advocate of economic inclusion\*;
- analyzes, disseminates and promotes best practices and access to capital to service providers; and
- reports on the status of DBEs statewide (disadvantaged businesses or \*\*DBEs).

\*Economic inclusion describes the efforts made to bring DBEs into the economic mainstream.

\*\*For the purposes of BERO, DBE refers to businesses owned by women, minorities, veterans and persons with disabilities; as well as those in areas of chronic high unemployment and low income.

**BERO** was legislatively established within the department of economic and community development in 1977 by Title 4, Chapter 26 as the office of business enterprise.

## **Inquires**

BERO addresses direct information requests received for business information and assistance made through telephone, email, postal service and referrals from communities, elected officials, resource partners, other businesses, etc. Individuals and companies can submit requests for business information through TNECD's website at [tnecd.com/about/contact](http://tnecd.com/about/contact). BERO also serves as a go-to resource on DBE topics to TNECD's business development staff statewide. The most requested topics are related to elements involved in steps to startup or move a business, access to capital, certification and procurement.

## **Presentations and Events**

Below is an abbreviated sample list of the events in which BERO was represented through participation, presentation and/or a booth during FY2019.

- Ecosystem Builders Forum: Encouraging thriving entrepreneurial ecosystems in unexpected places, Detroit, MI
- US SBA and HHS Getting Back2Business (B2B): Small Business Outreach, Nashville
- Main Street Managers Meeting, Lebanon
- USDA Rural Development Conference, Murfreesboro
- Appalachian Funder Network, Annual Gathering, Athens, OH
- Twende2019: Founders of Color Funding Summit, Nashville
- Building Opportunity for All, Memphis
- Big Table, Big Ideas (launch of theAMP), Selmer
- Cumberland INCubator, Maker's Camp, Crossville
- Governor's Veteran's Roundtable with WeWork Veterans and Bunker Labs, Nashville 6/24
- TN Placemakers, Informationals, Memphis to Kingsport

## **Contact Information**

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# BERO | Website overview

Tennessee ranks No. 2 in Small Business Friendliness. *Source: Thumbtack, 2018 Small Business Friendliness Survey*



## Here's what you'll find...

- Interactive guide for starting a business, including how register, referrals to entrepreneur support organizations for assistance locally, and a dynamic business model canvas, all of which are tailored to the user's responses (*TN SmartStart*)
- Static, PDF/hardcopy resources: (1) TN SmartStart™ Guide, a guide for new and existing small businesses and entrepreneurs, (2) a visual flowchart "How to Start a Business," and (3) a blank Business Model Canvas (*PDF Resources*)
- Procurement, certification, policy information and resources for small and DBE business owners (*Topics in Economic Inclusion*)
- Access to current data for businesses that have employees or have no employees as well as data based on business ownership by race, ethnicity, gender and veteran status. (*Dashboards*)
- Resources to help businesses and communities deliver better, with topics from advocacy to data collection, art to agriculture to tech. (*Community Quick Links*)
- Funding opportunities for rural and urban core from the TN Placemakers Entrepreneurship Fund and Rural Opportunity Fund, and access to resources for communities and businesses through TN SmartStart™ Communities and TN Driving Innovation mobile platforms – theLab, the Venture and theAMP (*Programs & Initiatives*)
- Placemakers leverage local assets (human and natural) in a way that impacts the cultural, economic and social aspects of their community to intentionally create a good sense of place, and enhance a strong sense of community and well-being. (*TN Placemaker Spotlight*)
- General information and annual reports (*About BERO*)



# Dashboards | (Non)Employer and economic inclusion data

The startup survival rate percent of startups in TN, still active after one year is 81.18% compared to the US at 79.78%. *Source: Kauffman Indicators of Entrepreneurship*

## Small Business Employment

This dashboard includes employment at small businesses, job growth occurring among small businesses, and the age of Tennessee's small businesses. The dashboard reflects private sector employers, thereby excluding nonemployers and government or other public sector organizations.

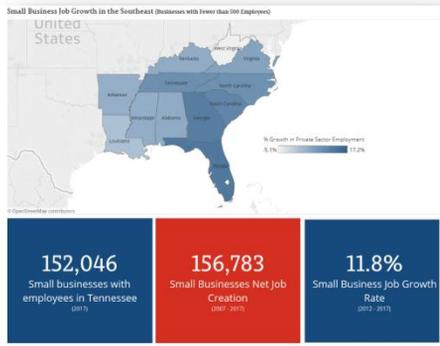
## Nonemployer Firms

Businesses classifying as "nonemployers" have annual receipts of \$1,000 or more and are subject to federal income taxes. Most nonemployers are self-employed individuals ... The majority of all business establishments are nonemployers, but due to their small economic impact, these firms are excluded from most other federal business statistics.

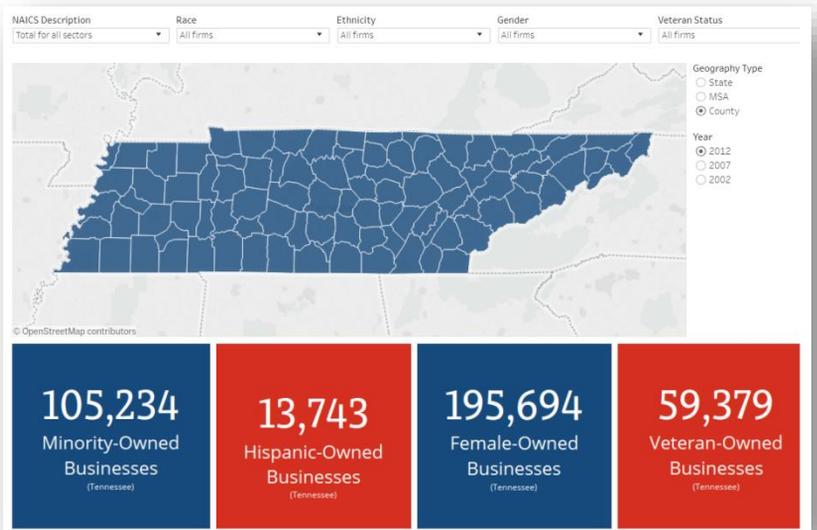
## Economic Inclusion of Businesses

This dashboard represents information on the economic inclusion of business owners by race, ethnicity, gender and veteran status in Tennessee. It includes data on businesses with and without employees. Data may be further sorted by industry (NAICS codes), geographic area (statewide, MSA, or county) and by year (2012, 2007, 2002).

### Small Business Employment



### Economic Inclusion of Businesses



### Nonemployer Firms



Locate all dashboards located [here](#).



## Tennessee SmartStart | Hardcopy and interactive

With one of the country's best business climates, there's no better place to start or grow a business than in Tennessee.



The Tennessee SmartStart Guide™ (SmartStart™) comes in two main formats: (1) the original version, a print version, also posted online as a PDF and (2) more recently, the online interactive version. SmartStart™ is distributed throughout TNECD's nine regions and to its resource partners and stakeholders including, but not limited to, elected officials, chambers of commerce, development districts, state agencies (such as the Office of the Small Business Advocate, Revenue, Secretary of State, Human Services and Labor and Workforce Development), UT-CIS, TN Small Business Development Centers, the US Small Business Administration, USDA Rural Development, SCORE, the Federal Reserve Banks of Atlanta and St. Louis, regional entrepreneur centers, coworking spaces, business incubators, among many others.

- Print: awarded the gold award by the [International Economic Development Council](#) for the "special purpose print brochure" category in 2017.
- Interactive version: guides a user through establishing a business, connects the person to relevant resources – the average time spent per page on the .com site is 00:06:41 – a very long time comparatively and it also has a very low bounce rate.
- Both: Between the BERO website and the interactive guide, there were about 250,000 pageviews over FY2019.

Hard Copy/PDF



Interactive version

Tennessee SmartStart™



# Tennessee SmartStart | Access to resources

Smart Businesses Start Here

Ready to start your business?  
Find funding, mentorship and help  
in navigating the early days of  
your new venture.

Welcome to Tennessee SmartStart. Access to support and resources is crucial to early business success. This online tool will help you visualize your business model and connect you with resources across the state.

GET STARTED

LOGIN

## Smart Businesses Start Here

Watch this video to learn how to use the app, and/or visit the website at [tnsmartstart.com](http://tnsmartstart.com) to get started now.

# Tennessee SmartStart™

Step 1:  
Create an Account

Step 2:  
Tell Us About Your Business

Step 3: Complete a  
Business Model Canvas

Step 4:  
Discover Resources

**Rack ABC Canvas**

<p><b>Customer</b></p> <p>Identify your customers so you can pinpoint goals and challenges to marketing your business. You will likely have several customers. Do you know who your most valuable customers are yet? Use the following template to create up to three customer profiles. Keep in mind that "Everyone is</p> <p>More</p>	<p><b>Advantages</b></p> <p>How is your customer (or users) solving their need, pain or desire? Why is your product/service/competitor? What are their product/service offerings? Consider how your product or service improves upon your customer's experience. Yes, your customer is already solving their need, pain</p> <p>More</p>	<p><b>Benefit</b></p> <p>What benefits does the customer gain from your</p> <p>More</p>	<p><b>Distribution</b></p> <p>Explain the ways your pros pain customer. How does get to your customer? How of your product, developer do you know you were each your customer? Keep in</p> <p>More</p>
<p><b>Problem</b></p> <p>What need, pain or desire does your customer have that your product or service addresses? Customer discovery can help you narrow your scope. Get started with help from our example statement.</p> <p>More</p>	<p><b>Solutions</b></p> <p>Describe what value your customer receives by using your product or service. How do you solve their problem? Your solution to your customer's need, pain or desire is called your business's value proposition. Get started with help from our example statement.</p> <p>More</p>	<p><b>Advantage</b></p> <p>What does it cost your customer to make the</p> <p>More</p>	<p><b>Revenue</b></p> <p>Describe your plans for all expected revenue streams or service product? What is the life of the business? To continue a successful to make money via various to</p> <p>More</p>
<p><b>Startup Needs</b></p> <p>You will need to identify start up needs (money, people, things, activities, etc.). Your startup costs are expenses that</p> <p>More</p>	<p><b>Message</b></p> <p>Your business has a story! It will. How do you</p> <p>More</p>	<p><b>Costs</b></p> <p>What are your ongoing costs that are essential to keep you going? (money, people, things?)</p> <p>More</p>	



### Customer

Identify your customers so you can pinpoint goals and challenges to marketing your business. You will likely have several customers. Do you know who your most valuable customers are yet? Use the following template to create up to three customer profiles. Keep in mind that, "Everyone is our (potential) customer!" isn't narrow enough to help you market your business. Get started with help from our example statement:

### Canvas Starter

Our target customer is primarily  between

the ages of  with an average income of

and they work in the

business/industry.

### Details

### Business Model Canvas

Users complete a business canvas by answering the mad lib questions. The users answers populate the canvas, and that helps users better understand what they still need to know, and it gives them a way to talk about their business to one of the resources on their referral list.



# Tennessee SmartStart | A registration checklist

The survival rate of startups still active after one year is 81.18% – higher than the national rate.

Source: Kauffman Indicators of Entrepreneurship

Tennessee SmartStart™ 

- STEP ONE: Choose a name**  
- What is your business name?
- STEP TWO: Choose a Legal Structure**  
- Recommendation: Consult an attorney, CPA, business counselor
- STEP THREE: Obtain Your Taxpayer ID Number**  
- SSN or FEIN: Sole Proprietor/General Partnership (Social Security Administration or IRS)  
- FEIN: Corporation, LLC, LLP, LP (IRS)
- STEP FOUR: Taxes**  
Identify the basic tax obligations of operating your business in Tennessee.  
- Register: TN Dept. of Revenue  
- County Tax Assessor, possibly others...
- STEP FIVE: Register Your Business**  
- Sole Proprietor/General Partnership (Municipal/County Clerk)  
- Corporation, LLC, LLP, LP (TN Secretary of State and Municipal/ County Clerk)
- STEP SIX: Employees**  
- Will your business employ additional staff?  
- Yes/No: TN Dept. of Labor and Workforce Development
- STEP SEVEN: Regulations/Licenses**  
Is your business required to register with other departments or agencies?  
- Based on business: ABC, Ag, Commerce and Insurance, TDEC, Health, Labor WFD, ATF, USDA, etc

*This information is a general guideline for registering your business. Aspects of your business may require additional steps, registrations and/or licenses. You may need to consult an attorney, CPA or business counselor.*

## Checklist

Registering a business is not an intuitive process and may require various registrations across multiple agencies at the local, state and federal levels.

SmartStart™ provides a simplified step-by-step guide to registering a business in Tennessee. As it develops, this portion of the interactive guide will continue to become more tailored to user.

The simplified version from the hard copy/PDF version serves as a quick reference visual guide and is easy to access.



**TENNESSEE SMART START**

- 1 CHOOSE A NAME**  
• Search: TN Secretary of State
- 2 CHOOSE A LEGAL STRUCTURE**  
• Recommendation: Consult an attorney, CPA, business counselor
- 3 TAXPAYER ID NUMBER**  
• SSN or FEIN: Sole Proprietor/General Partnership (Social Security Administration or IRS)  
• FEIN: Corporation, LLC, LLP, LP (IRS)
- 4 REGISTER THE BUSINESS**  
• Sole Proprietor/General Partnership (Municipal/County Clerk)  
• Corporation, LLC, LLP, LP (TN Secretary of State and Municipal/ County Clerk)
- 5 OPEN FOR BUSINESS**  
There are Resources available to help you
- 6 REGULATIONS/ LICENSES?**  
• Based on business: ABC, Ag, Commerce and Insurance, TDEC, Health, Labor WFD, ATF, USDA, etc.
- 7 EMPLOYEES**  
• Yes/No: TN Dept. of Labor and Workforce Development
- 8 TAXES**  
• Register: TN Dept. of Revenue  
• County Tax Assessor, Possibly others...

*This information is a general guideline for registering your business. Aspects of your business may require additional steps, registrations or licenses. You may need to consult an attorney, CPA or business counselor.*

tn.gov/ced&hero 

## Next Steps

Resources continue to be added and updated as well as become more localized.

This tool is used as part of the mobile platforms (see Driving Innovation) as well as with SmartStart™ Communities, a community level, no wrong door approach, to reach the new and existing entrepreneurs and small business in Tennessee.

The development is an ongoing process. Other steps that are under consideration are soft referrals and virtual mentorship.



# Initiatives to Know About | Small businesses and DBEs



## Initiatives within TNECD

- **TN SmartStart™ Community**

It is a community that partners with BERO to support a thriving entrepreneurial environment by being trained in the utilization of available tools and resources for local entrepreneurs.

([tn.gov/ecd/bero](http://tn.gov/ecd/bero))

- **TN Placemakers Entrepreneurship Fund**

Fund is a pool of monetary resources dedicated to assisting entrepreneurs across the state create and expand their businesses.

([tn.gov/ecd/rural-development/tn-placemakers.html](http://tn.gov/ecd/rural-development/tn-placemakers.html))

- **Opportunity Zones**

A federal economic development tool designed to spur economic development and job creation in low-income communities.

([tn.gov/ecd/opportunity-zones.html](http://tn.gov/ecd/opportunity-zones.html))

- **Economic Gardening**

Targets existing second stage small businesses with assistance on strategic issues and provides customized research so they can grow.

([Tennessee.NationalCenterEG.org](http://Tennessee.NationalCenterEG.org))

## Initiatives through Public-Private Partnership

- **Rural Opportunity Fund**

Access to \$18.75M in capital for loans and lines of credit ranging from \$5,000 to \$5M for Tennessee's rural small businesses.

([pathwaylending.org](http://pathwaylending.org))

- **Driving Innovation**

A mobile resource for youth and adults designed to create awareness and provide technical assistance for future and existing small businesses. All three platforms, theLab, theVenture and theAMP, are travelling the highways and byways of Tennessee.

([tndrivinginnovation.com](http://tndrivinginnovation.com))



# SmartStart™ Community | “No wrong door” approach

Smart Businesses Start Here

The SmartStart™ Community initiative, was rebranded from *No Wrong Door*, and was an outcome of the Governor’s Rural Task Force. The initiative was piloted\* in Pulaski and Collierville, and begins full rollout in early 2020. The website, while it reflects the rebrand name will also house sign-up forms and details.

## What is a SmartStart™ Community?

A SmartStart™ Community partners with TNECD’s BERO office to support a thriving small business and entrepreneurial environment by providing a “no wrong door” approach to education, tools and resources.

## What are the benefits?

A SmartStart™ Community increases collaboration in a community, enabling its members to deliver the most up-to-date resources and tools to its aspiring and existing small businesses and entrepreneurs. Participating organizations, or Community Partners, increase value in their own community and improve overall customer and stakeholder satisfaction.

## How does a community participate?

Communities self-select, and

1. Have a minimum of three unique Community Partners
2. Attend a initial 30-minute training, in-person or online
3. Agree to regular communication with BERO

Onboarding is rolling and multiple communities maybe attend trainings.

## Who can be a Community Partner?

Any organization in the community that is willing to provide resources for their aspiring and existing small businesses and entrepreneurs. Partners can be any combination of elected official’s, chambers of commerce, ESOs (Entrepreneurial Support Organizations), electric providers, business leaders and entrepreneurs, educational institutions, artists, maker’s spaces, inventors, etc. There is a lot of flexibility because each “community” is different.

## Pilot SmartStart™ Communities: (FY2020)

Collierville and Pulaski

## For more information

Visit [tn.gov/eecd/bero](https://tn.gov/eecd/bero) and look for Programs and Initiatives

*\*The contributions of the Collierville and Pulaski Community Partners are greatly appreciated!*



# TN Placemakers Entrepreneurship Fund | Apply now!

Talent is everywhere, opportunity is not. *Nicholas Kristoff*



Sweetwater



Mentor-Protégé Urban and Rural TN



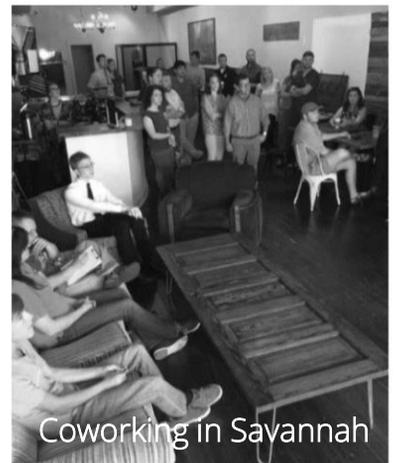
Coworking in Savannah



Etsy in Rural TN



TN Placemakers



Coworking in Savannah



# TN Placemakers | From rural to urban core access

55 percent of Tennessee business establishments have fewer than five employees.

*Source: U.S. Bureau of Labor Statistics, Quarterly Census of Wages and Employment 2019.1*

## First, what is a placemaker?

Placemakers leverage local assets (human and natural) in a way that impacts the cultural, economic and social aspects of their community to intentionally create a good sense of place and enhance a strong sense of community and well-being.

## About this initiative

TN Placemakers Entrepreneurship Fund is a pool of monetary resources dedicated to assisting communities across the state in developing and training entrepreneurs by allowing them to secure funds for three broad categories of entrepreneurial activities.

## Why does it matter?

Resolves confusion and fragmentation relative to TNECD's entrepreneurship and small business development initiatives by consolidating resources into a single fund. This increases the overall customer experience by streamlining and simplifying the application process. It reduces time spent on applications to multiple programs over multiple time periods.

*Note:* The previous stand alone initiatives and programs that are now under the umbrella of TN Placemakers include, Main Street Entrepreneur Grants and LiftTN: Microenterprise, Rural\* and Urban Core Editions.

## Application Period:

The initial period was from October 1 to December 31, 2018, and as of March 2019, it is open and accepting applications on a rolling basis. Currently, applications are being reviewed quarterly; the review frequency is based, in part, on the number of applications received. Applications are reviewed and scored by a team.

The initiative open with total funds available of \$1,000,000 with a maximum grant of \$100,000 per grant to include a 10 percent required match. There are three funding categories with their own maximums:

1. Assess and Plan, maximum funding allocation is \$15,000
2. Build and Sustain, maximum funding allocation is \$75,000
3. Support and Train, maximum funding allocation is \$25,000

All projects must have a clearly defined small business/ entrepreneurship focus. Applicants considering applying for these dollars are strongly encourage to carefully review the website and contact the [TN Placemakers Team](#) prior to application.

Best practices on placemaking can be found at [tn.gov/ecd/small-business/bero/tn-placemaker-spotlight.html](http://tn.gov/ecd/small-business/bero/tn-placemaker-spotlight.html) and [tn.gov/ruraltaskforce/resources/best-practices.html](http://tn.gov/ruraltaskforce/resources/best-practices.html).

\*[LiftTN Microenterprise: Rural Edition](#) has six grantees outstanding that are half way through, or in the second half, of their 24-month contract. In FY2018, eight grants were awarded totaling \$499,860; of those eight grants, one grant was terminated in September 2019 due to changes in the grantees structure and realignment of scope of work. While the remaining grants may complete earlier, their contracts expire in late FY2020 and early FY2021. Grantees focus on mentor-protégé, coding for youth, artist development of online sales, among others. The calendar year goal of the LiftTN: Microenterprise, Rural Edition was to impact 183 businesses, and at the close of FY2019, 120 businesses were impacted.

LiftTN: Microenterprise, Urban Core Edition grantees closed out their contracts in early FY2019.



# TN Placemakers | From rural to urban core access (cont'd)

55 percent of Tennessee business establishments have fewer than five employees.

Source: U.S. Bureau of Labor Statistics, Quarterly Census of Wages and Employment 2019.1

## Who can apply?

Eligible applicants include nonprofits, educational institutions and governments in established and in good standing with the State of Tennessee. Eligible applicants may include economic development agency, a chamber, a development district, public-private partnership, TCATs, community colleges, etc. The intent of these dollars are for the purposes of placemaking and not as an incentive or funding source for a single for-profit business. Collaboration, partnering and leveraging are highly encouraged to maximize impacts.

## What are the three funding categories?

### Assess and Plan

- Assessing the small business and entrepreneurship landscape by assisting communities with information gathering and dissemination.
- *Eligible activities:* Determine gaps in the community and plan ways to close them which may include, but are not limited to, retail development, tourism, agribusiness, coworking spaces, commercial kitchen incubators, entrepreneurship training services, etc.

### Build and Sustain

- Increase the success of local small business and entrepreneurs through stabilization and expansion funds to grantees (and subrecipients) directly engaged in small business and entrepreneurial development.
- *Eligible activities:* Furniture, fixtures, and equipment; offset of operational cost to reach sustainability (i.e. rent utilities, installation of technology like gig service into a building without it, etc.), applied primarily to physical locations, such as commercial kitchens, pop-up shops, coworking spaces, etc.

### Support and Train

- Provide access to education, resources, and tools directly to future and existing small businesses and entrepreneurs.
- *Eligible activities:* Small business and entrepreneurial development activities, including, but limited to, mentor-protégé program, coding classes, popup shops, craft and artisan development, food, agritourism (i.e. Etsy), pitch competitions, Co-Starters classes, Economic Gardening.

## Contract periods:

Contracts are 24-months, with months 1-18 focusing on implementation and utilization and months 19-24 slated for observation, data reporting, and close-out of the grant. Contracts may finish earlier. An example may be in the case where the applicant is utilizing the “assess and plan” category may then take that assessment/plan to apply for one of the other two categories in order to execute them.

## General initiative update:

In the lead up to the application period, 12 informational sessions were held across the state in rural to urban core areas, as well as a webinar, which was recorded for applicant reference and posted online along with the presentation. During FY2019, 15 grants were awarded from rural to urban core areas of Tennessee with a focus on underserved and underrepresented existing and future Microenterprises and DBEs. At the close of FY2019, the total available for award was \$653,000 and the total awarded:

\$347,000. Additional dollars are available in FY2020.



# Opportunity Zones | An economic development tool

Tennessee's total inflation-adjusted venture capital investment exceeds the median investment for all states. *Source: National Science Board, 2018 Science and Engineering Indicators*

**“Opportunity Zones have the potential to be the largest economic development program in U.S. history.”**  
Steve Glickman, Co-Founder, Economic Innovation Group

Opportunity Zones are an economic and community development tool established by the Tax Cuts and Jobs Act of 2017. This new tool is designed to drive long-term capital to low-income communities. The new law provides a federal tax incentive for investors to re-invest their capital gains into Opportunity Funds, which are specialized vehicles dedicated to investing in designated in specific communities.

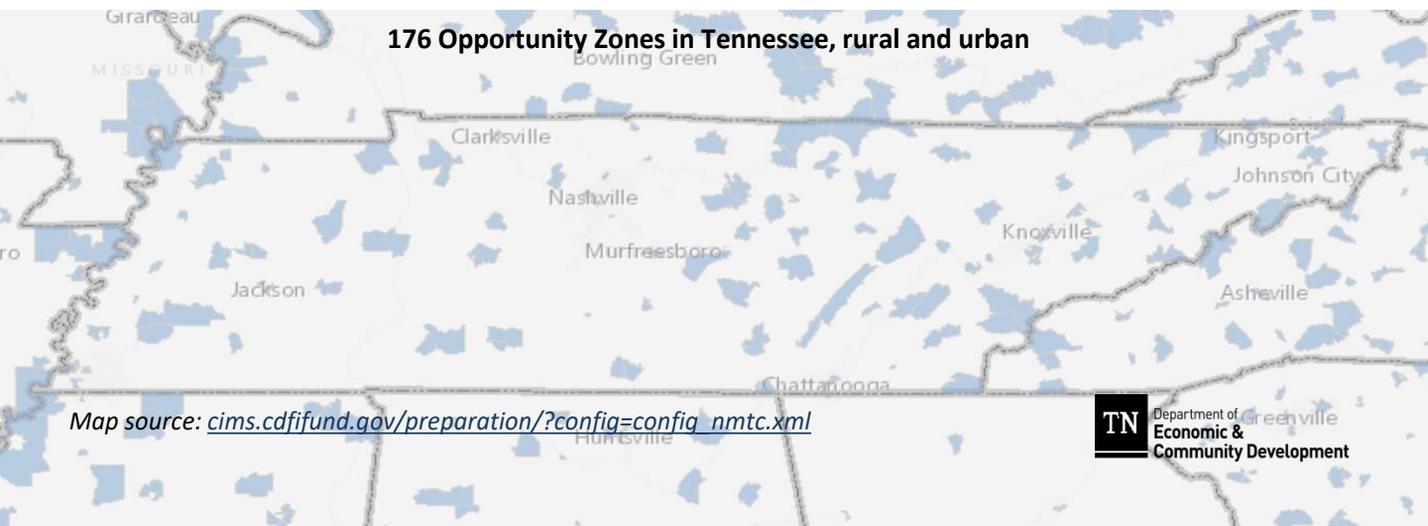
There are 176 census tracts in Tennessee that are qualified opportunity zones. These tracts reflect recommendations from a strategic and data-driven review of feedback from county officials in addition to state priorities and initiatives including:

- Brownfield redevelopment opportunities
- Retail, commercial and tourism development opportunities
- Community and rural development initiatives
- Low-income housing development opportunities
- Proximity to entrepreneur centers and post-secondary institutions

Tennessee at a glance:

- 75 of the 95 Tennessee counties contain an Opportunity Zone
- 54,000+ businesses currently operate within an Opportunity Zone
- 700,000 Tennesseans live within an Opportunity Zone

Look for the launch of website to help connect funders and opportunity zone tracts to come in mid-FY2020.  
([tn.gov/ecd/opportunity-zones.html](http://tn.gov/ecd/opportunity-zones.html))





# Economic Gardening | Grow existing small business

1,050,151 Tennesseans work in a business that employs fewer than 50 employees.

*Source: U.S. Bureau of Labor Statistics, Quarterly Census of Wages and Employment 2019.1*

Economic Gardening is an effective way for states and regions to “grow their own” companies instead of economic hunting activities that have a questionable track record of success. At its most basic, it leverages research using sophisticated business intelligence tools and databases that growth companies either aren’t aware of or cannot afford.

Program: Tennessee Economic Gardening Initiative

Operating Area: State of Tennessee

To be eligible for the Tennessee Economic gardening Initiative, participants must:

1. A for-profit, privately-held company that is currently headquartered and operating in the state.
2. Generate an annual revenue between \$500,000 and \$50M
3. Employ between three and 99 full-time equivalent employees
4. Demonstrate growth in employment and/or revenue during two of the past five years
5. Provide products or services beyond the local area to regional, national or international markets
6. Be referred by a participant economic development or entrepreneur support organization

How is Economic Gardening relevant to Tennesseans?

- 94 percent of Tennessee business establishments have fewer than 50 employees, and
- 55 percent of Tennessee business establishments have fewer than five employees.

*Sources: U.S. Bureau of Labor Statistics, Quarterly Census of Wages and Employment 2019.1;*

*U.S. Census Bureau, 2017 Nonemployer Statistics*

To learn how to participate in the Tennessee Economic Gardening Initiative, visit [tennessee.nationalcenterreg.org](https://tennessee.nationalcenterreg.org) contact Lamont Price at [lamont.price@tn.gov](mailto:lamont.price@tn.gov).

For more information about the National Center for Economic Gardening visit [nationalcenterreg.org](https://nationalcenterreg.org).

## **A note on Access to Resources, Education and Tools**

According to the Federal Reserve Bank of Kansas City’s 2019 report, Black Women Business Startups, author Dell Gines noted that, “The high growth rate of businesses owned by black women provides policymakers and economic developers a unique opportunity to develop policy and programming to accelerate and expand the economic impact of these businesses in their local economies.”



# Rural Opportunity Fund | Pathway Lending

Tennessee ranks No. 1 for small business employment growth over the last year.

Source: Paychex Small Business Jobs Index, October 2019

## What is the Rural Opportunity Fund?

In partnership with the State of Tennessee and member banks of the Tennessee Bankers Association, Pathway Lending provides loans to small businesses in rural and distressed areas of the state through the Tennessee [Rural Opportunity Fund](#) (ROF). Loans and lines for credit ranging from \$5,000 to \$5M for Tennessee's rural businesses. ([pathwaylending.org](http://pathwaylending.org))

## Why does it matter?

- Access to capital...access to capital for Tennessee's rural small businesses
- To assist companies in the retention and expansion of its operations to retain and create jobs

To learn more about Pathway Lending and its resources visit [pathwaylending.org](http://pathwaylending.org).

## Important to understand:

- In addition to providing capital to rural businesses, Pathway Lending is also tasked with an education element including assisting to de-risk the local lending environment and utilization of Community Reinvestment Act (CRA) dollars. These educational opportunities are geared towards helping to open access to capital to borrowers at the local level and help direct CRA funds into new areas in Tennessee.
- Pathway Lending is a CDFI with an economic development mission; they are a non-traditional lender. That means is that if the ROF dollars were not available, the businesses that received an ROF loan would not have been able to secure funding. Not being able to secure funding can lead to many outcomes from businesses to closure to laying off employees. Pathway works with businesses considered un-bankable businesses to get them to a place where they can obtain funding through more traditional avenues.

## Update on loan fund:

Administered by Pathway Lending, ROF was expanded with an additional investment from the State. From FY2018 to FY2020, a total of \$7.5M will be matched with at least \$11.25M in private capital to create an \$18.75M revolving loan fund. This investment provides access to capital to support the growth and expansion of rural business that would not have been able to access capital from other sources.

As of June 30, 2019, 31 loans have been awarded totaling just over \$12.5M, with five loans going to women-owned businesses and three loans going to minority-owned business, in addition to 435 jobs created or retained in rural communities due to this funding. Pathway has exceeded their at-risk/distressed county loan origination requirement substantially.

## Note on Access to Capital

Findings from "Gender, Age, and Small Business Outcomes" by JP Morgan Chase & Co. Institute:

- Young and female small business owners are well-represented among firms that grow organically, but underrepresented among firms with external financing.
- Female-owned firms start with revenue levels 34 percent lower than male-owned firms and have slower revenue growth.



## Driving Innovation | theCO and mobile platforms

Over a million Tennesseans work in a business establishment that employs fewer than fifty employees, and an additional half a million Tennesseans are nonemployers.

*Source: U.S. Bureau of Labor Statistics, Quarterly Census of Wages and Employment 2019.1*



theAMP Big Table, Big Ideas in Selmer

It is a mobile program that supports economic and workforce development in Tennessee's rural communities. Driving Innovation has three mobile innovation labs that target at-risk and distressed counties, and focus on:

1. STEAM education, theLab (launched in November 2017)
2. Entrepreneurship and small business support, theVenture (launched in October 2018) and
3. Community placemaking, theAmp (launched in May 2019)

These mobile labs tour the state and equip rural areas to support small business owners, advance STEAM education, and enhance their community's spaces.

What have they been up to so far?

Here's a quick snapshot:

- 65 counties visited
- Since February 2018, they brought programming and resources directly to Tennessee's rural communities. Updated quarterly, last update June 2019.
- 17,000 people reached events are attended by everyone, including students, teachers, business owners, community leaders, and entrepreneurs.
  - 119 events hosted

For more information on how to bring theLab, theVenture and theAmp to a community, school, etc. visit [tndrivinginnovation.com](http://tndrivinginnovation.com).



...the working group



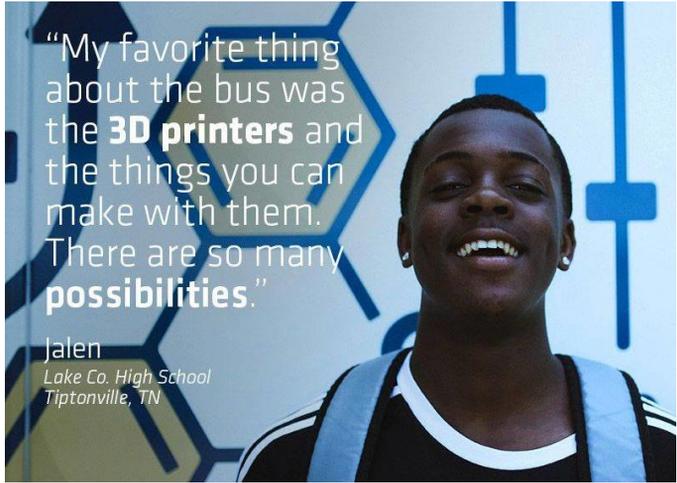
Inside the theAmp



theLab and theVenture, Governor's Conference 2018

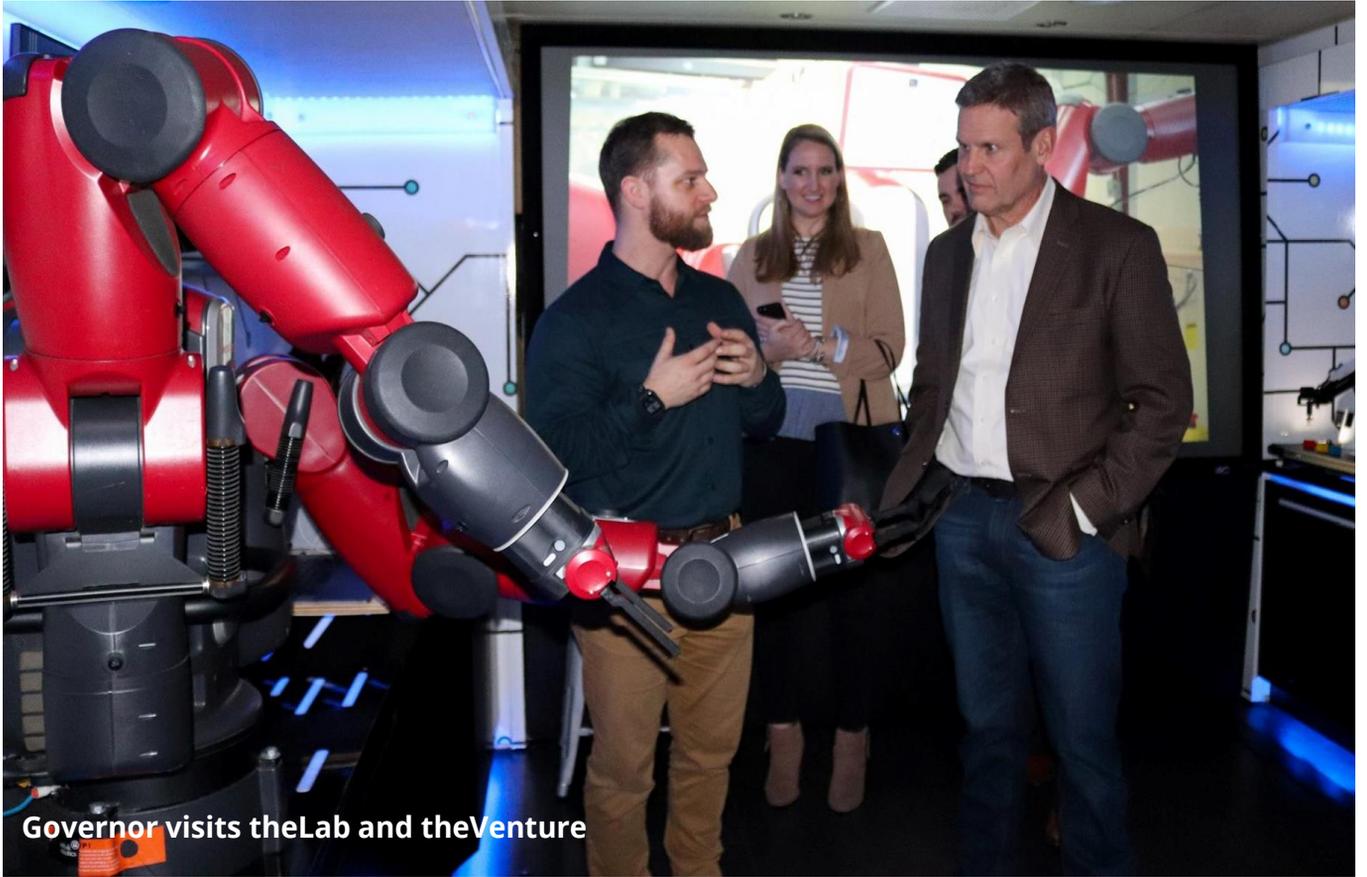


theVenture: BizGrowth Roadshow



“My favorite thing about the bus was the **3D printers** and the things you can make with them. There are so many **possibilities.**”

Jalen  
Lake Co. High School  
Tiptonville, TN



Governor visits theLab and theVenture

# BERO | Program data and reports



## Program Data

*The department shall maintain complete and consistent program data. (TCA §4-26-104(C)(b)(2))*

Data continues to be organized in a similar fashion as is presented here. BERO is housed within the strategy division of TNECD.

## Reports

The enabling statute for the Office of Business Enterprise, otherwise known and referred to as the Business Enterprise Resource Office (BERO) requires several written reports. The reports fall under the following:

- TCA [§4-26-105](#). Reports.
- TCA [§4-26-106](#). Disadvantaged business loan guarantee program.
- TCA [§4-26-107](#). Guidelines and reports to the government operations committees of the senate and house of representatives.
- TCA [§4-3-728](#). Community development block grants to disadvantaged businesses.

### **TCA [§4-26-105](#) Reports.**

*(a) The department shall make a written report to the governor, the speaker of the senate, the speaker of the house of representatives, the chair of the commerce and labor committee of the senate, the chair of the business and utilities committee of the house of representatives, and any governor's advisory committee on minority economic development, at least once each year, such report to be made no later than December 1.*

*(b) The report shall advise the officials and committees mentioned in subsection (a) on the administration and operation of this chapter.*

The Office of Business Enterprise, otherwise known and referred to as the Business Enterprise Resource Office (BERO), was created in the Department of Economic and Community Development (TNECD) by Chapter 135 of the Public Acts of 1977, codified as TCA §4-26-101 et seq.

## Comment

Given the era of BERO's establishment and the changes that have taken place in the 40 years since its original statute, suggested revisions for consideration were submitted to the department by BERO prior to the issuance of this report.

## Staffing

The office is composed of a dedicated director charged with managing the statutory duties of the office.

## BERO | Program data and reports



### Reports – 2 (continued)

#### **TCA §4-26-106. Disadvantaged business loan guarantee program.**

*(d) The commissioner shall annually submit to the governor and the speakers of the senate and house of representatives, within ninety (90) days after the end of the fiscal year, a complete and detailed report setting forth the operations, transactions and accomplishments of the disadvantaged business loan guarantee fund.*

*HISTORY: Acts 1990, ch.1071, § 1.*

#### Comment

This loan program remains unfunded within TNECD.

#### **TCA §4-26-107. Guidelines and reports to the government operations committees of the senate and house of representatives.**

*The office of business enterprise shall provide guidelines to address any impediments by other state agencies to the conduct of the office of business enterprise to the members of the government operations committees of the senate and the house of representatives. The office of business enterprise shall also provide periodic reports to the government operations committees of the senate and house of representatives relative to the audit findings of the office of the comptroller. [Acts 2006, ch. 935, § 3.]*

#### Comment:

There is nothing to report relative to this section.

#### **TCA §4-3-728. Community development block grants to disadvantaged businesses.**

*BERO shall annually report on advisements regarding disadvantaged businesses and the number of or amount of community block grants received by disadvantaged businesses.*

#### Community Development Block Grants (CDBG)

TNECD awards CDBGs to rural municipalities and communities for infrastructure, health and safety projects, and downtown improvement. The communities in turn contract with a company for its CDBG project performance.

Per federal guidelines under Section 570.491 of the State Community Development Block Grant (CDBG) Rule requires states to submit to HUD data on the racial, ethnic, and gender characteristics of persons who are applicants for, participants in or beneficiaries of CDBG programs. The following shows what the participation report reflected for the applicants, and *does not include* entitlement communities. Entitlement areas are Shelby County and Memphis, Jackson, Clarksville, Davidson County, Murfreesboro, Franklin, Hendersonville, Oak Ridge, Knox County and Knoxville, Chattanooga, Cleveland, Morristown, Kingsport, Bristol and Johnson City.

## BERO | Program data and reports



### Reports – 3 (continued)

As the following data does not include the entitlement communities data, it is not an accurate representation of the total DBE participation in projects funded through HUD CDBG dollars statewide.

#### Contract Awards for Federal FY2019

In the U.S. Department of Housing and Urban Development (HUD) report, Contract and Subcontractor Activity for non-entitlement communities, the CDBG awards were reported for the federal fiscal year, October 1, 2018 to September 30, 2019. There were 148 total contracts made to 126 firms totaling \$32,443,167. Of the 148 contracts, eight contracts (or 5.4 percent) totaling \$943,815 (or 2.9 percent of the spend) were awarded to firms classified as women-owned and 19 contracts (or 12.2 percent) totaling \$1,967,124 (or 6.1 percent of the total spend) went to businesses classified as minority-owned. Of the 148 total contracts 49 (or 33.1 percent) contracts totaling \$17,639,609 (or 54.4 percent) were “new construction” projects; 99 (or 66.9 percent) contracts totaling \$14,803,557 (45.6 percent) were categorized as “other/professional.” Additionally there were 44 total unique subcontracts totaling \$4,852,043. There were 44 total unique subcontracts, and of those, nine were awarded to firms classified as women-owned and four were awarded to businesses classified as minority-owned.

HUD uses the following racial and ethnic designations for its reporting: White Americans, Black Americans, Native Americans, Hispanic Americans, Asian/Pacific Americans and Hasidic Jews.

[\(CDBG\)](#)

#### Comment:

BERO partnered with the Governor’s Office of Diversity Business Enterprise (Go-DBE) to make CDBG opportunities available to a larger numbers of DBEs by posting contracting opportunities in the Current Procurement Opportunities section of [Go-DBE’s webpage](#).

The data requested in this section does not include the entitlement communities data, it is not an accurate representation of the total DBE participation in projects funded through HUD CDBG dollars statewide. See comment in TCA [§4-26-105](#) Reports.



## BERO | Recommended reading

- American Express OPEN. 2019. "The 2019 State of Women-Owned Businesses Report: Key Trends." [about.americanexpress.com/files/doc\\_library/file/2019-state-of-women-owned-businesses-report.pdf](https://about.americanexpress.com/files/doc_library/file/2019-state-of-women-owned-businesses-report.pdf).
- The Atlantic and Shared Prosperity Partnership. 2019. "Building Opportunity for All: How can cities address racial inequities head on?" AtlanticLIVE. [buildingopportunitymemphis.theatlantic.com](https://buildingopportunitymemphis.theatlantic.com)
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- Kerr, Sari Pekkala and William Kerr. 2018. "HBS Working Paper: Immigrant Entrepreneurship in America: Evidence from the Survey of Business Owners 2007 & 2012." Harvard Business School. [hbs.edu/faculty/Pages/item.aspx?num=54377](https://hbs.edu/faculty/Pages/item.aspx?num=54377).
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questions



NEED MORE INFORMATION?  
VISIT [TN.GOV/ECD/BERO](http://TN.GOV/ECD/BERO) OR EMAIL [ECD.BERO@TN.GOV](mailto:ECD.BERO@TN.GOV)

BERO ANNUAL REPORT FY2019

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Enabling Statute



**Tennessee Department of Economic & Community Development  
Business Enterprise Resource Office (BERO)  
Enabling Statute: Attachment A**

**Title 4 State Government  
Chapter 26 Business Enterprise Office (2019)**

**4-26-101. Establishment.**

There is established within the department of economic and community development an office of business enterprise.

HISTORY: Acts 1977, ch. 135, § 1; T.C.A., § 4-2601.

**4-26-102. Chapter definitions.**

As used in this chapter, unless the context otherwise requires:

- (1) "Bid bond" means a bond conditioned upon the entering into a contract by a bidder, if the bidder receives the award thereof, and furnishing the prescribed payment bond and performance bond;
- (2) "Commissioner" means the commissioner of economic and community development;
- (3) "Department" means the department of economic and community development;
- (4) "Director" means the director of the office of business enterprise;
- (5) "Disability" means a physical impairment that, in the written opinion of a person's licensed physician, substantially limits one (1) or more of the major life activities of such person and is expected to continue to exist for more than five (5) years. As used in this subdivision (5), "major life activities" means caring for oneself and performing manual tasks, which includes writing, walking, seeing, hearing, speaking, and breathing;
- (6) "Disadvantaged business" means a business that is solely owned, or at least fifty-one percent (51%) of the outstanding stock of which is owned, by a person who is either:
  - (A) By reason of social background unable to obtain technical, business or financial assistance of a quality or quantity similar to that available to the average business;
  - (B) Impeded from normal entry into the economic mainstream because of past practices of discrimination based on race, religion, ethnic background, sex or service in the armed forces during the Vietnam war; provided, that it is not the policy of this state to encourage employment outside the home of mothers of minor children;
  - (C) Unable to compete effectively because of tendencies of regular financing and commercial organizations to restrict their services to established businesses;
  - (D) In a state of chronically low income because of long residence in an urban area with high unemployment and low income; or
  - (E) Impeded from normal entry into the economic mainstream because of a disability;
- (7) "Obligee" means:
  - (A) In the case of a bid bond, the person requesting bids for the performance of a contract; or
  - (B) In the case of a payment bond or performance bond, the person who has contracted with a principal for the completion of the contract and to whom the obligation of the surety runs in the event of a breach by the principal of the conditions of a payment bond or performance bond;
- (8) "Payment bond" means a bond conditioned upon the payment by the principal of money to persons under

contract with the principal;

(9) "Performance bond" means a bond conditioned upon the completion by the principal of a contract in accordance with its terms;

(10) "Prime contractor" means the person with whom the obligee has contracted to perform the contract;

(11) (A) "Principal" means:

(i) In the case of a bid bond, a person bidding for the award of a contract; or

(ii) The person primarily liable to complete a contract for the obligee, or to make payments to other persons in respect of such contract, and for whose performance of such person's obligation the surety is bound under the terms of a payment or performance bond.

(B) A principal may be a prime contractor or a subcontractor;

(12) "Subcontractor" means a person who has contracted with a prime contractor or with another subcontractor to perform a contract; and

(13) "Surety" means the person who:

(A) Under the terms of a bid bond, undertakes to pay a sum of money to the obligee in the event the principal breaches the conditions of the bond;

(B) Under the terms of a performance bond, undertakes to incur the cost of fulfilling the terms of a contract in the event the principal breaches the conditions of the contract; or

(C) Under the terms of a payment bond, undertakes to make payment to all persons supplying labor and material in the prosecution of the work provided for in the contract if the principal fails to make prompt payment.

HISTORY: Acts 1977, ch. 135, § 2; T.C.A., § 4-2602; Acts 1987, ch. 369, § 2; 1993, ch. 488, § 1; 1994, ch. 767, §§ 1, 2.

#### **4-26-103. Powers and duties.**

The department is authorized to:

(1) Provide assistance to disadvantaged businesses by advising and counseling on all phases of procurement policies, by obtaining information concerning prime contractors in letting subcontracts and by encouraging the letting of subcontracts by prime contractors to disadvantaged businesses;

(2) Receive funding from sources other than the state;

(3) Make studies and conduct workshops, conferences and seminars, with owners and employees of disadvantaged businesses to enhance their understandings of business management, bidding, licensing procedures, procurement procedures and any other activities incident to their positions in business;

(4) Develop training and educational programs in cooperation with institutions, associations, and other state, local and federal agencies, and coordinate the training efforts of the various organizations presently providing technical assistance to disadvantaged businesses;

(5) Encourage and provide the direction and coordination necessary to secure franchises and dealerships from private firms for disadvantaged businesses;

(6) Review and evaluate legislation and determine its effect upon disadvantaged businesses and make appropriate

recommendations to the governor and the general assembly;

(7) Employ such personnel as may be required to implement and administer this chapter; and

(8) (A) Develop sources of capital for minority entrepreneurs;

(B) Assist in setting up new minority banks, small business investment companies, as defined in 15 U.S.C. § 681(a), and minority enterprise small business investment companies, being the companies authorized in 15 U.S.C. § 681(d) [repealed]; and

(C) Develop loan packages to assist minority business persons in the start-up or expansion of businesses, or any other financial counseling necessary to enable minority business operations to operate on a sound financial basis.

(b) (1) The department shall continually evaluate the progress of disadvantaged businesses through monitoring and techniques of evaluation, such as surveys and feasibility studies.

(2) The department shall maintain complete and consistent program data.

HISTORY: Acts 1977, ch. 135, § 3; T.C.A., § 4-2603; Acts 1988, ch. 532, §§ 3, 4.

**4-26-104. Purpose and construction.**

This chapter shall be liberally construed to carry out the following purposes and objectives that:

(1) Disadvantaged businesses share in the American economic system of private enterprise through free and vigorous competition;

(2) Such competition be fostered through the encouragement and development of disadvantaged businesses; and

(3) The state aid, counsel and assist in every practical manner disadvantaged businesses in order to preserve free competition on equal terms with those businesses constituting the major part of the business community.

HISTORY: Acts 1977, ch. 135, § 4; T.C.A., § 4-2604.

**4-26-105. Reports.**

(a) The department shall make a written report to the governor, the speaker of the senate, the speaker of the house of representatives, the chair of the commerce and labor committee of the senate, the chair of the commerce committee of the house of representatives, and any governor's advisory committee on minority economic development, at least once each year, such report to be made no later than December 1.

(b) The report shall advise the officials and committees mentioned in subsection (a) on the administration and operation of this chapter.

HISTORY: Acts 1977, ch. 135, § 5; T.C.A., § 4-2605; Acts 2013, ch. 236, § 14; 2019, ch. 345, § 10.

**4-26-106. Disadvantaged business loan guarantee program.**

(a) (1) The general assembly finds that conventional funding sources for emerging and expanding disadvantaged businesses are limited or nonexistent.

(2) The general assembly further finds that promoting and encouraging economic opportunity and development within the state's minority community is a worthy public purpose.

(3) Such economic opportunity and development serve the health, safety and welfare of all citizens through creation of long-term employment opportunities, reduction of unemployment, diminished demand for costly social services and increased revenue collections.

(b) (1) There is created within the state treasury a restricted account not to exceed fifty thousand dollars (\$50,000) to be known as the "disadvantaged business loan guarantee account."

(2) Amounts in the account at the end of any fiscal year shall not revert to the general fund but shall remain available to the department for the purposes set forth in this section.

(3) Amounts in the account shall be invested for the benefit of the account by the state treasurer pursuant to § 9-4-603. The account shall be administered by the commissioner.

(c) (1) There is created within the department the disadvantaged business loan guarantee program.

(2) The purpose of the loan guarantee program is to ensure the availability of conventional financial resources to emerging and expanding disadvantaged businesses by guaranteeing loans for disadvantaged businesses.

(3) To qualify for a loan guarantee, a disadvantaged business must demonstrate to the satisfaction of the commissioner that the loan will be fully repaid and will produce economic benefit for the community and state.

(4) The department is authorized to determine the total dollar amount of loans to be guaranteed, subject to a maximum of five (5) times the balance of appropriated funds within the loan guarantee account, plus income, less expenses associated with the program.

(5) The department is authorized to charge a premium to the borrower to help defray the cost of administering the program.

(6) The department may establish other terms and conditions for guarantees of loans.

(7) The total aggregate amount of the loan guarantee may not exceed eighty percent (80%) of any loan.

(8) All documentation evidencing a loan guarantee shall clearly state that such guarantee is an obligation of the disadvantaged business loan guarantee account and not of the general fund or the state of Tennessee, and that any amounts required to be paid pursuant to the loan guarantee are subject to the availability of sufficient funds within the guarantee account.

(d) The commissioner shall annually submit to the governor and the speakers of the senate and house of representatives, within ninety (90) days after the end of the fiscal year, a complete and detailed report setting forth the operations, transactions and accomplishments of the disadvantaged business loan guarantee fund.

HISTORY: Acts 1990, ch. 1071, § 1.

**4-26-107. Guidelines and reports to the government operations committees of the senate and house of representatives.**

The office of business enterprise shall provide guidelines to address any impediments by other state agencies to the conduct of the office of business enterprise to the members of the government operations committees of the senate and the house of representatives. The office of business enterprise shall also provide periodic reports to the government operations committees of the senate and house of representatives relative to the audit findings of the office of the comptroller.

HISTORY: Acts 2006, ch. 935, § 3.

**Additional TCA relative to BERO:****Title 4 State Government****Chapter 3 Creation, Organization and Powers of Administrative Departments and Divisions****Part 7 Department of Economic and Community Development****4-3-728. Community development block grants to disadvantaged businesses.**

(a) Notwithstanding any provision of the law to the contrary, in the allocation and use of community development block grants it is the policy of this state that a substantial portion of such grants shall be utilized whenever reasonably possible for the development of contracts with disadvantaged businesses as defined in § 4-26-102.

(b) The office of business enterprise in the department of economic and community development shall advise the commissioner, or any other official with authority to allocate or disperse community block grants, of disadvantaged businesses that should be considered as recipients of such block grants.

(c) The office of business enterprise shall annually report not later than December 1, to the general assembly, of all such advisements regarding disadvantaged businesses and the number of or amount of community block grants received by disadvantaged businesses.

HISTORY: Acts 1984, ch. 873, § 1.

**4-3-732. Enhanced policymaking role for minority business.**

Notwithstanding the provisions of any law to the contrary, the director of the office of business enterprise, created by § 4-26-101, may, in the discretion of the commissioner, serve as a full, voting member of each committee, board, task force, group or other entity that is formally or informally attached to or established within the department for the purpose of formulating, adopting or recommending state policies to enhance economic and community development. The general assembly urges the department of economic and community development to develop an enhanced policymaking role for minority business.

HISTORY: Acts 1996, ch. 976, § 1.

**Title 7 Consolidated Governments and Local Governmental Functions and Entities Local Government Functions****Chapter 53 Industrial Development Corporations****Part 3 Operation and Powers****7-53-313. Purpose.**

(b) To assist industrial development corporations in achieving such purposes and objectives, the department of economic and community development and the office of business enterprise, established by § 4-26-101, shall be available to provide technical assistance and consultation.

HISTORY: Acts 1999, ch. 298, § 1.