

**Business Incubation and Commercialization Grant (BIC)  
Milestones and Deliverables**

Your name: \_\_\_\_\_

Organization name: \_\_\_\_\_

What are your overall goal(s)?

Provide a brief program/project description and describe the overall impact this City-funded investment will have:

**Use one row for each activity/deliverable**

	What do you want to accomplish? <b>Describe the changes you hope to see during the span of your program/project</b>	How will you accomplish this? <b>List the activity/tasks you will do to achieve your goals</b>	When will you accomplish this? <b>Provide a timeline (date ranges) of when you will start and end each activity/task</b>	What do you hope to achieve? <b>Identify the outputs that will demonstrate to you that your project is meeting your goal</b>	What tools or methods will you use to measure your results? <b>Identify tools that will help gather the qualitative and quantitative data that will tell you if you've met your goal.</b>
Milestone 1	<i>Provide incubation programming to Black technology entrepreneurs in the Lawrence Heights catchment area.</i>	<i>Provide Black technology entrepreneurs a 4 week intensive online business incubation program (16 hours per week) connecting them to funding opportunities, mentorship, coaching, and</i>	<i>Cohort One June 1 –30, 2020  Cohort Two September 1 – 30, 2020  Cohort Three November 1 – 30, 2020</i>	<i>Enroll 75 participants to program, 25 in each cohort.  Leverage 5 partner organizations in Lawrence Heights to recruit Black technology entrepreneurs to the program.</i>	<i>Pre and post surveys will be completed by founders to measure the impacts including:  Demographic collection upon registration and Measure KPI' s including company</i>

		<i>business fundamentals teaching.</i>			<i>formation and jobs created via questionnaire and report findings to the City at the end of the calendar year.</i>
Milestone 2	<i>Deliver year-end pitch competition for Black technology entrepreneurs in the Lawrence Heights catchment area</i>	<i>Host a pitch competition and community networking event to mark the end of the cohort and showcase the founders' success to potential investors, partners and other technology community leaders.</i>	<i>Cohort One June 30, 2020  Cohort Two September 30, 2020  Cohort Three November 30, 2020</i>	<i>Recruit 3 sponsors and up to 3 blue chip VC's to participate and judge completion and provide feedback to Black technology entrepreneurs</i>	<i>Increased visibly of Black technology entrepreneurs.</i>
Milestone 3					
Milestone 4					
Milestone 5					
Milestone 6					
<b>Partners</b>					
Partner Name	Partner Website URL	Role/Contribution to your program/project	Status: confirmed; Pending confirmation; approached; potential for approach		
<i>Black Professionals Association</i>	<i>Bpa.ca</i>	<i>Outreach and sponsorship partner</i>	<i>Confirmed</i>		