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**Sponsor:** Community & Economic Development

**Meeting Date:** 3/12/2024

**Title:** Agreement with Hennepin County for CEO Now Business  
Institute Programming

**File Number:** 2024-022

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**Background and Rationale:**

The CEO Next Business Institute is an established regional county partnership program designed specifically for growing regional second stage businesses. This program provides vital training and data for businesses ready to transition from small to large, who are past start-up stage but are not yet mature. Participants have 10-99 employees and revenue between \$1 million and \$50 million.

In 2023, Hennepin County developed a complementary program, CEO Now. Like CEO Next, the CEO Now program invests in existing businesses to accelerate growth and expansion. It differs from in that it is geared toward growth minded, early-stage businesses. The purpose of the CEO Now program is to teach new founders the strategic and technical aspects of running a business to build a foundation for long term success, like how to systemize their business and prepare to scale. Participants are private businesses with at least one employee besides the owner, have two years of operating history and at least \$250,000 in annual revenue.

By offering the CEO Now program, Ramsey County is better positioned to support emerging and growing businesses, supporting an economically competitive region.

**Recommendation:**

The Ramsey County Board of Commissioners resolved to:

1. Approve an agreement with Hennepin County for CEO Now Business Institute Programming for the period of March 20, 2024 through December 13, 2024 in accordance with the rates established in the agreement.
2. Authorize the Chair and Chief Clerk to execute the agreement.
3. Authorize the County Manager to execute amendments to the agreement in accordance with the county's procurement policies and procedures, provided the amounts are within the limits of available funding.

A motion to approve was made by Commissioner Reinhardt, seconded by Commissioner Frethem.  
Motion passed.

Aye - 7: Frethem, Martinson, McGuire, Moran, Ortega, Reinhardt, and Xiong

By:   
Mee Cheng, Chief Clerk - County Board