

**Memorandum of Understanding Between WCCCD and Detroit at Work
for the
Detroit at Work Entrepreneurship Training Academy**

Whereas, Detroit at Work (DAW) is currently serving more than 20,000 clients across 8 centers who are seeking career guidance, including many who would benefit from a referral to an entry-level training program for aspiring entrepreneurs; and

Whereas, Wayne County Community College District (WCCCD) serves more than 20,000 students, including more than 25 programs for business and entrepreneurially related careers; and

Whereas, WCCCD and DAW have found that there is a critical need in Detroit for a new, basic entrepreneurial curriculum, to introduce students to the entrepreneurial world before going on to a more intensive curriculum or before initiating a business; and

Whereas, the prospect of Amazon locating a 4 million distribution center in the City of Detroit creates a large number of immediate entrepreneurial opportunities in the Amazon Delivery Service Partners Program for which Detroiters should have the opportunity to be prepared;

Therefore, the parties agree on the following partnership:

1. WCCCD will operate a curriculum known as the Detroit at Work Entrepreneurship Training Academy on the WCCCD campus, with the goal of enrolling the first class of at least 10 students in November, 2020.
2. The class is projected to total 40 hours over a two week period.
3. The curriculum will cover the basics of business start-up, including the introduction to a broad range of issues and skills, including:
 - a. Legal structures of business entities
 - b. Business management software and tools
 - c. Managements of personal finances
 - d. Cash flow management
 - e. Methods of obtaining financing
 - f. Licensing and permit requirements
 - g. Marketing basics
4. DAW will provide the recruitments resources necessary to fill the academy classes.
5. Emphasis on the early classes will be on the Amazon Delivery Service Partners Program, but the curriculum will also be applicable to broader business start-ups.

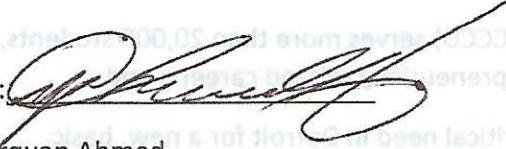
6. The initial academy classes will serve as a pilot from which WCCCD and DAW will evaluate the future potential. If the demand warrants, DAW will support WCCCD in efforts to bring in additional resources to expand the program and the opportunities for Detroiters.

7. This memorandum will continue until terminated by either party upon 60 days' notice.

Wayne County Community
College District

Detroit at Work

By:



Furquan Ahmed
Senior Vice Chancellor

Date: September 30, 2020

By:



Nicole Sherard-Freeman
Director

Date:

9/30/2020