



2022-2024 INLAND EMPIRE SMALL BUSINESS DEVELOPMENT CENTER GRANT AGREEMENT

Community & Economic Development

Economic Development, Placemaking, Branding/Marketing Committee
November 17, 2022

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BACKGROUND

1. The IESBDC – serving City of Riverside and surrounding communities for over 24 years
2. On March 23, 2004
 - A. City Council approved grant funding for IESBDC
 - B. Local access to business support services
3. Scope of services has changed - reflect evolving needs of business community
4. On August 18, 2020
 - A. City Council approved a 2-year contract
 - B. \$50,000 annually for duration of contract (total \$100,000)



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DISCUSSION

1. Partnership driven organization
2. Funded by the SBA
3. Required to raise 54% of funding from public and private partners
4. Unique Services
 - A. Depth of Services – Breadth of Industry Expertise – Capacity
 - B. Services are inclusive
 - C. Provides multi-lingual support
 - D. Accommodates entrepreneurs with both in-person and virtual options
5. One-on-one/workshop support
 - A. Business planning
 - B. Marketing education
 - C. Funding and financial consulting
 - D. Business management education
 - E. Expansion strategies
 - F. Business succession planning



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CONTRACT ACTIVITY REPORT

CASES

1059 Clients: confidential,
one-to-one counseling
sessions in the fiscal year

TRAINING

102 Workshops
4890 Attendees

BUSINESS TYPES (CASES)

13% Retail
28% Service-based
02% Wholesalers
03% Manufacturers
11% Construction
23% Other including: nutrition,
logistics, realtors, tutoring, etc.



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CONTRACT ACTIVITY REPORT

AREAS OF CONSULTING

14% Business Startup
 32% Access to Capital
 16% Marketing
 11% Procurement
 18% Business management
 Over 13 million in disaster
 assistance funding issued

CLIENT DEMOGRAPHICS

40% Hispanic
 20% African American
 06% Asian
 03% Native American
 39% Caucasian or decline

GENDER DEMOGRAPHICS

34% Woman-owned
 37% Male
 13% Both



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OCS CONSTRUCTION SERVICES

Full Service General contracting

Guidance on securing 8a SBA
 certification and bidding

Certified and awarded a
 contract with U.S. General
 Services Administration



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STRATEGIC PLAN ALIGNMENT

Strategic Priority 3 - Economic Opportunity

Goals 3.1—Facilitate partnerships and programs to develop, attract and retain innovative business sectors

Goal 3.3—Cultivate a business climate welcoming innovation, entrepreneurship and investment.

Goal 3.4—Work with partners to implement policies and programs that promote local business growth and ensure equitable opportunities for all.

Cross-Cutting Threads



Community Trust



Fiscal Responsibility



Sustainability & Resiliency



Equity



Innovation



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RECOMMENDATION

That The Economic Development, Placemaking, Branding/Marketing Committee receive an update on the proposed First Amendment to the Professional Consultant Services Agreement between University Enterprises Corporation at California State University San Bernardino on behalf of the Inland Empire Small Business Development Center, a California Corporation, and the City of Riverside.



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