



## 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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