



2022-2024 INLAND EMPIRE SMALL BUSINESS DEVELOPMENT CENTER GRANT AGREEMENT

Community & Economic Development

City Council

December 6, 2022

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BACKGROUND

1. The IESBDC has served the City of Riverside and surrounding communities for over 24 years.
2. On March 23, 2004, City Council approved grant funding for IESBDC to ensure local access to business support services.
3. Over time, the partnership has grown, and the scope of services has changed to reflect the evolving needs of the business community.



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BACKGROUND

4. On August 18, 2020, City Council approved a 2-year contract through FY 2021/2022.
5. On November 17, 2022, the Economic Development, Placemaking, Branding/Marketing Committee reviewed and unanimously recommended that the City Council approve the first amendment to the Professional Consultant Services Agreement and authorize the City Manager or designee to execute.



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DISCUSSION

1. The IESBDC is a partnership driven organization, funded by the SBA and required to raise 54% of its funding from public and private partners.
2. IESBDC services are unique. No other local or regional organization offers the comprehensive depth of services, breadth of industry expertise and capacity to serve such a large volume of businesses.
3. Services are inclusive: the IESBDC provides multi-lingual support and accommodates entrepreneurs with both in-person and virtual options.
4. Services include one-on-one and workshop support for:
 - 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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The mission of the SBDC is to provide the small business community with expert counseling, useful training and important resources needed to achieve their dreams.



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Programs and Services

Inland Empire SBDC Team

Expertise

One-on-One No Cost Consulting with

Experts in:

QuickBooks ~ Social Media ~

Marketing

Finance ~ Government

Contracting/Certifications

Human Resources ~ Restaurant

Management

General Start Up ~ Leasing ~ Loans



Karla Gonzalez
Business Consultant



Carla Panzera
Business Consultant



Jay Allis
Business Consultant



Jackie Scott
Business Consultant



Robert Usher
Business Consultant



Lupe Amith
Business Consultant



Jackie Guilfucci
Business Consultant



Kelly Than
Business Consultant



Bob Kirkpatrick
Business Consultant



Vic Londot
Business Consultant

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Programs and Services

Link To Resources

Fund Options

License & Permits

Programs



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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

1. 14% Business Startup
2. 32% Access to Capital
3. 16% Marketing
4. 11% Procurement
5. 18% Business management
6. 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

1. **Full Service general contracting**
2. Needed guidance on securing 8a SBA certification and bidding .
3. Got certified and awarded a contract with U.S. General Services Administration.



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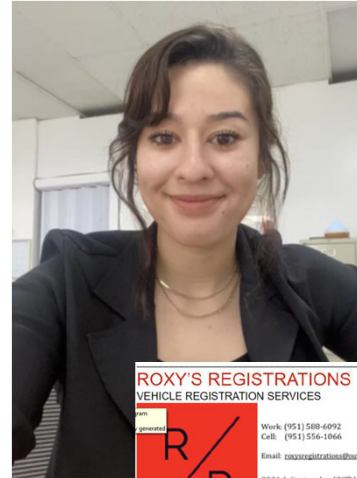


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Roxy's Registrations LLC

1. **Wanted to start a new business**
2. Assisted with financial projections, assessing feasibility, securing funding
3. CA Dream Fund
4. Open date: 7/1/22



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STRATEGIC PLAN ALIGNMENT

Strategic Priority No. 3 – *Economic Opportunity*

Goal 3.1 – Facilitate partnerships and programs to develop, attract and retain innovative business sectors

Goal 3.3 – Cultivate a business climate that welcomes 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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RECOMMENDATIONS

That City Council:

1. Approve the 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 in the total amount of \$100,000; and
2. Authorize the City Manager, or designee, to execute the professional consultant services agreement with University Enterprises Corporation on behalf of the Inland Empire Small Business Development Center, including making minor and non-substantive changes to complete the transaction.



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