



Economic Opportunity Grants: UCR's EPIC SBDC and Riverside ExCITE

Community & Economic Development

Economic Development, Placemaking and
Branding/Marketing Committee

November 18, 2021

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BACKGROUND

1. Established locally in 2016, Riverside ExCITE is non-profit startup incubator that is a partnership between the City of Riverside, the University of California, Riverside and the County of Riverside.
2. In 2018, UCR's EPIC Small Business Development Center (EPIC SBDC) program was launched to support the development and launch of tech startups in the region.
3. As separate entities, Riverside ExCITE and UCR's EPIC SBDC bring together a unique combination of services, targeting support for technology startup companies engaged in research and development of advanced technologies.



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DISCUSSION

1. Riverside ExCITE and UCR's EPIC SBDC focus exclusively on the acceleration of technology startup companies, including clean & green technology innovations, making ExCITE unique among our local and regional business support partners.
2. Riverside ExCITE and UCR's EPIC SBDC are located in the Innovation District, serving entrepreneurs Citywide and beyond, which helps further the City's goal for the district to serve as a regional hub for technology startup companies.
3. Riverside ExCITE and UCR's EPIC SBDC pursue and engage with new Riverside-based startups from our local universities, colleges and other regional higher learning institutions, supporting talent retention and local business growth.
4. Grant support is critical to their success. Without it, ExCITE would not be able to maintain their location in downtown Riverside.



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UC Riverside's EPIC SBDC provides individualized support to early-stage tech entrepreneurs and companies in the Inland Empire to grow their businesses at no cost. Services include specialized consulting, training programs and workshops, access to capital and SBIR/STTR grant assistance.

EPIC SBDC has a pool of 16 experienced senior business executives who serve as Entrepreneurs in Residence to provide business consulting to help tech startups launch, scale and raise capital.



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Programs and Services

- Workshops, training, and events



UC RIVERSIDE
Technology Partnerships

WEDNESDAY 07	THURSDAY 08	FRIDAY 09	TUESDAY 15	WEDNESDAY 16
Time: 9am - 10am Startup Pitch Practice event for startups who are preparing to pitch in regional competitions	Time: 10am - 11am UCR LaunchPad Startup Bootcamp Week 1: Customer Discovery	Time: 10am - 11am INNOVATE Workshop Spring 2021 Cohort Kickoff	Time: 10am ECLIPSE SBDC/Riverside Pitch Competition	Time: 10am - 11am UCR LaunchPad Startup Bootcamp Week 2: Business and Revenue Models
Time: 11am - 12pm UCR LaunchPad Startup Bootcamp Week 3: Pitch and Company Formation for Startups	Time: 12pm - 1pm SBDC Hub - SBDC awards and incubation	Time: 12pm - 1pm UCR LaunchPad Startup Bootcamp Week 4: Startup Financials (Early Growth Financials)	Time: 12pm - 1pm Life Science Incubator Lunch and Learn	Time: 12pm - 1pm Startup Pitch Practice event for startups who are preparing to pitch in regional competitions
Time: 1pm - 2pm First Pitch Final	Time: 2pm - 3pm Startup Pitch Practice event for startups who are preparing to pitch in regional competitions	Time: 3pm - 4pm UCR LaunchPad Startup Bootcamp Week 5: Growth Financials	Time: 3pm - 4pm #UCRTechnology #Innovate #Entrepreneurs	Time: 4pm - 5pm Startup Pitch Practice event for startups who are preparing to pitch in regional competitions

SBDC RIVERSIDE **UC RIVERSIDE** **ECLIPSE**



RIVERSIDE ANGEL SUMMIT 2021

INVEST IN LOCAL TALENT



#4 in the country for minority entrepreneurs - Entrepreneur 2017
#19 Out of 30 cities where small business owners thrive - NBN Honey 2018
In the top 50 cities that surge - INC Magazine 2020

THE 2021 RIVERSIDE ANGEL SUMMIT IS A PROGRAM CREATED TO FOSTER A THRIVING ANGEL INVESTMENT CULTURE IN THE RIVERSIDE REGION BY CONNECTING INVESTORS TO HIGH-QUALITY, VETTED LOCAL ENTREPRENEURS.

RIVERSIDEANGELSUMMIT.COM



LISTEN • LEARN • ENGAGE
TUESDAY, OCTOBER 6 • FRIDAY, OCTOBER 16



Presenting on Sept 15
SimpliSeq
John Powers, CEO
UC RIVERSIDE

More information and to register: alliancesocal.org/FirstLook2020

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Entrepreneurs in Residence

Over 300 years of cumulative business experience across a broad spectrum of industries

- Over 7,600 hours of mentorship
- Reviewed ~600 technology and business concepts
- Supported teams and companies who have created or retained 400+ jobs



Anil Shabhag

<https://techpartnerships.ucr.edu/people/art-salyer>



Doug Kollmyer

<https://techpartnerships.ucr.edu/people/doug-kollmyer>



Stephen Sharp

<https://techpartnerships.ucr.edu/people/steve-sharp>



Leslie Hickie

<https://techpartnerships.ucr.edu/people/leslie-hickie>



Richard Kuntz

<https://techpartnerships.ucr.edu/people/richard-kuntz>



Alexandra Orozco

<https://techpartnerships.ucr.edu/people/alexandra-orozco>



Eric Gosink
<https://techpartnerships.ucr.edu/people/eric-gosink>



Ken Gruys
<https://techpartnerships.ucr.edu/people/ken-gruys>



Jay Gilbert
<https://techpartnerships.ucr.edu/people/jay-gilbert>



Cristos Kritikos
<https://techpartnerships.ucr.edu/people/cristos-kritikos>



Vasu Pestonjamas
<https://techpartnerships.ucr.edu/people/vasu-pestonjamas>



Martin Kleckner
<https://techpartnerships.ucr.edu/people/martin-kleckner>



Juan Carlos Perez
<https://techpartnerships.ucr.edu/people/juan-carlos-perez>



New EIRs



Shomit Ghose



Jay Kadowaki



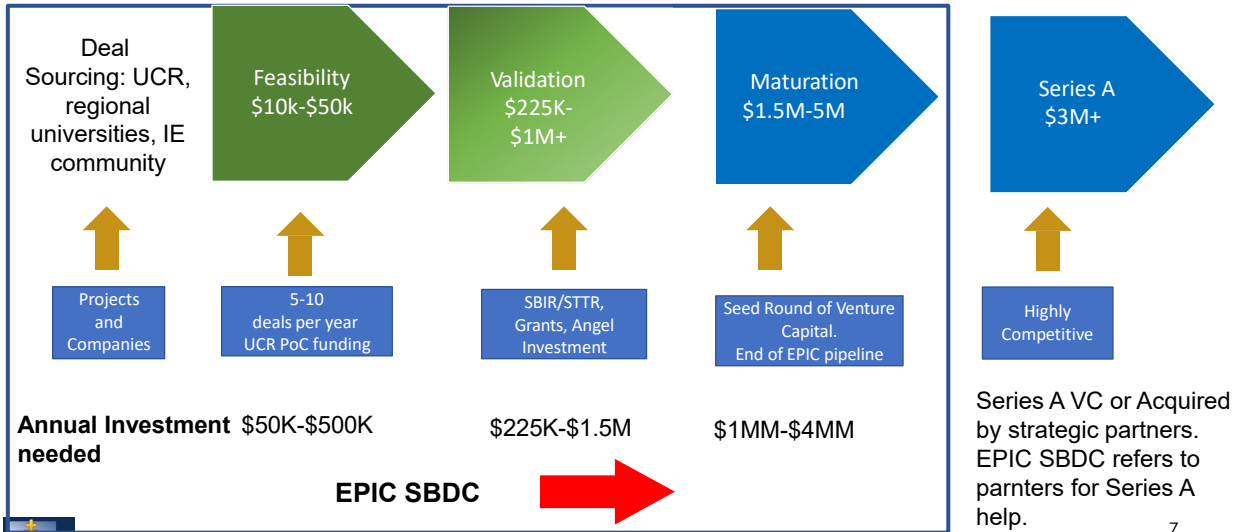
Tim Richardson

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EPIC SBDC: growing the innovation ecosystem



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The innovation ecosystem has grown through UCR's EPIC SBDC



400+
Projects/companies supported

29
Companies in Incubators

\$35+M
Capital Raised

225+
Jobs supported



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Si Li-ion

UCR Lab tech commercialization success story

\$450K

CalSEED California Energy
Commission grant

\$250K

National Science
Foundation grant

Industry: Cleantech/Clean Transportation

SiLi-ion has developed a silicon-carbon powder that stores over 6 times the energy of graphite.

The EPIC SBDC team moved UCR lab spin out Si Li-ion along the path to commercialization.

Milestones

- Identified and hired CEO Mark Hatch
- Worked to get Si Li-ion accepted into the Cleantech San Diego SCEIN program
- Assisted the founders on company creation and accounting system set-up to be able to receive a \$700,000 in grant awards
- Si Li-ion is one of 12 Semi-finalists in Riverside Angel Summit competing for \$100,000 in Angel investment



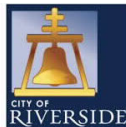
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Riverside ExCITE is an incubator created by a partnership with **the City of Riverside, UC Riverside, and the County of Riverside** that showcases the region's commitment to support entrepreneurs and grow local startups.



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ExCITE provides a combination of incubator space and has partnered with UCR's EPIC SBDC to provide commercialization assistance to ExCITE companies

- Only place in Riverside to have a subsidized place to meet and work
- Specialized technical mentorship through EPIC SBDC
- Network of entrepreneurs
- Hub for startups and innovation



EPIC SBDC Workshop



Women Entrepreneur Workshop



Hack Day Event



Entrepreneur Roundtable



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ExCITE by the Numbers since 2018

25

Companies

\$3.6M+

Investments received

\$4.3M+

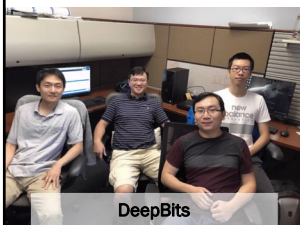
Grants received

170+

Jobs Supported

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Company Graduates



DeepBits



Segura Enterprises



Mista Pat Project



Foodnome



























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ExCITE Companies

<div style="background-color: #FFD700; text-align: center; padding: 5px; margin-bottom: 10px;">Security Tech</div> <div style="text-align: center;">    </div> <div style="background-color: #FFD700; text-align: center; padding: 5px; margin-top: 10px;">Material Science</div> <div style="text-align: center;">    </div>	<div style="background-color: #FFD700; text-align: center; padding: 5px; margin-bottom: 10px;">Education Tech</div> <div style="text-align: center;">    </div> <div style="background-color: #FFD700; text-align: center; padding: 5px; margin-top: 10px;">Health Tech</div> <div style="text-align: center;">   </div> <div style="background-color: #FFD700; text-align: center; padding: 5px; margin-top: 10px;">Ag Tech</div> <div style="text-align: center;">   </div>	<div style="background-color: #FFD700; text-align: center; padding: 5px; margin-bottom: 10px;">Software + Professional Services</div> <div style="text-align: center;">  <div style="display: flex; justify-content: space-around;">   </div> <div style="display: flex; justify-content: space-around;">   </div> <div style="display: flex; justify-content: space-around;">   </div> <div style="display: flex; justify-content: space-around;">   </div> <div style="display: flex; justify-content: space-around; margin-top: 10px;">  <div style="text-align: center;">  14 RiversideCA.gov My Listings Agent </div> </div> </div>
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2020 ExCITE Graduates

 <p>FarmSense has developed a real-time, cloud-based platform which counts and classifies insect pests in the field enabling optimization of pest interventions, reducing crop losses and the costs associated with pesticide use.</p> <div style="text-align: center;">  </div>	 <p>Globe Biomedical is developing novel hardware and mobile app technologies for a number of applications, including medical diagnostics, government, and military systems.</p> <div style="text-align: center;">  </div>	 <p>Blue uses cutting-edge technology to reinvent the business card. The Blue Smart Card allows you to instantly share your social information with just one tap.</p> <div style="text-align: center;">  </div>
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2021 ExCITE Graduate Company

Jose Navarrete and Alfonso Anaya
invite you to the

Grand Opening


Of the first ever Kids That Code
Education Center



The Tech STEAM Center
Technology Education Center

Friday, June 11, 2021 at 4:30 pm
Canyon Crest Towne Centre
5225 Canyon Crest Dr, Suite 303
Riverside, CA 92507





The Tech STEAM Center
Technology Education Center

**Preparing the kids
of today for the careers
of the future!**

The Tech STEAM Center

Our brand-new interactive learning center is the perfect combination of technology, education, and FUN, all combined in a safe space where kids can learn 2D and 3D video game development, coding, web design, electronics, robotics, and much more, using popular platforms such as Scratch, Roblox, Kodu, and Arduino (just to name a few). We offer many different programs focused on Science, Technology, Engineering, Art & Mathematics (STEAM) under the guidance of our specialized instructors and staff. Our programs create a FUN learning environment while children build skills of the future. We believe in equipping our children for what awaits them, which is a future in technology.

Location
**Canyon Crest
Towne Centre
Suite 303**

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STRATEGIC PLAN ALIGNMENT

Envision Riverside 2025 Strategic Plan Priorities

#3 Economic Opportunity

Cross-Cutting Threads

 Community Trust

 Fiscal Responsibility

 Sustainability &
Resiliency

 Equity

 Innovation

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Recommendations

That the Economic Development, Placemaking, and Branding/Marketing Committee recommend that the City Council:

1. Approve a two-year economic opportunity grant agreement for Fiscal Years 2021-2023 in the total amount of \$50,000 to be paid in annual installments of \$25,000 for UCRs EPIC SBDC;
2. Approve a two-year economic opportunity grant agreement for Fiscal Years 2021-2023 in the total amount of \$50,000 to be paid in annual installments of \$25,000 for ExCITE Riverside; and
3. Authorize the City Manager, or his designee, to execute both Agreements, including making minor and non-substantive changes to complete the transactions.



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