

**WELCOME!**

# Glendale Start-Up Tech Accelerator



Providing Support to Start-Ups in the 818



## PURPOSE OF TODAY

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# Share Data Collection Update

Data Collection and Stakeholder Outreach

## RFP – Key Terms

See the key business terms and updates that will be presented to the City Council.

## Space Matters

You've walked the space and given your ideas. What thoughts do you have on how to best use this space as the potential home to the accelerator?

# 2019 Snapshot

**3,416**

High-Tech  
Related Firms

**35,121**

People employed  
by High-Tech Firms

**Over \$9B**

in Total Sales

# 2019 Snapshot

## **Top Subsectors**

1. Management, Scientific, & Technical Consulting
2. Architectural & Engineering Services
3. Computer Software, Design, & Services and Online Publishing

## **Top Employers**

1. Management, Scientific, & Technical Consulting
2. Computer Software, Design, & Services and Online Publishing
3. Wholesale Activities Related to High Tech

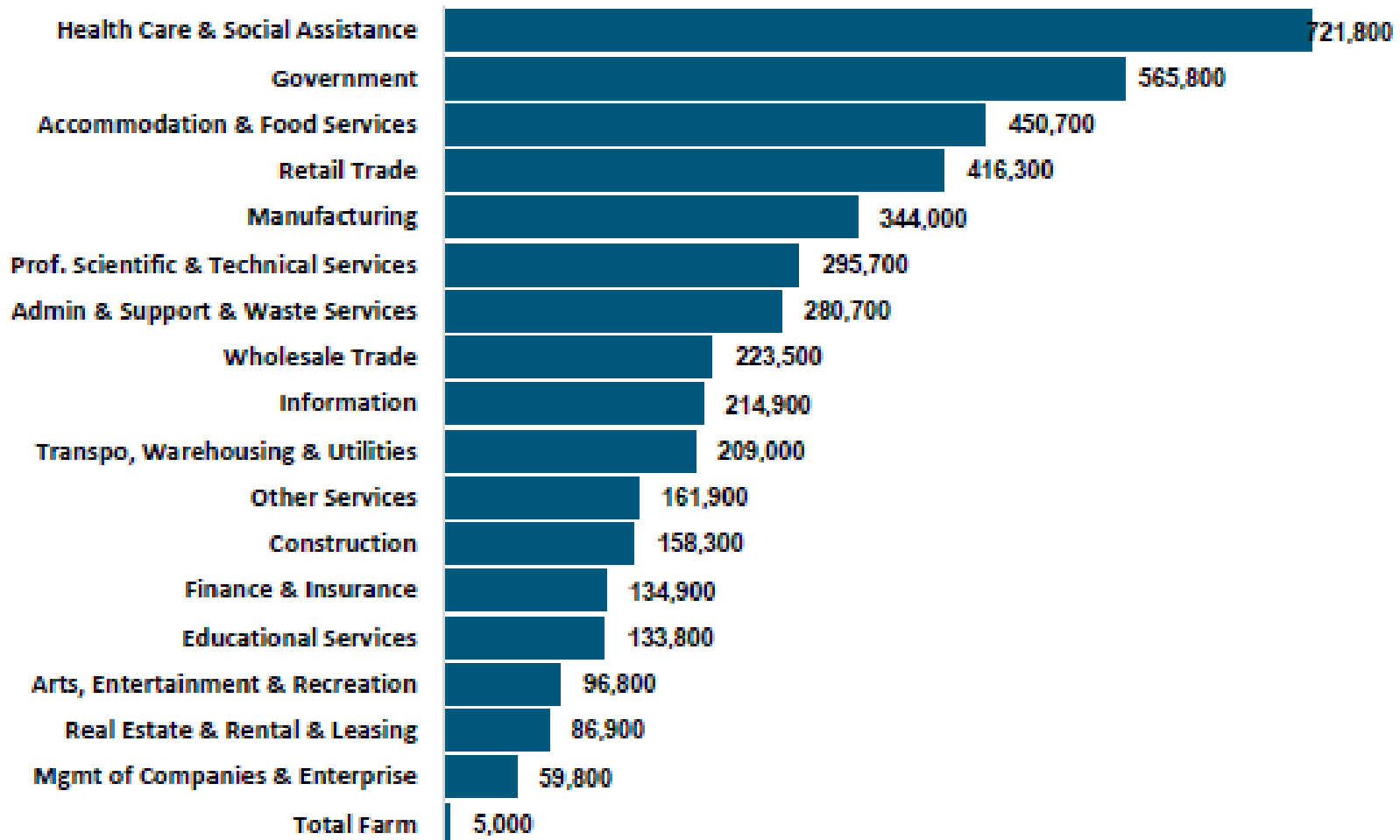
## **Top Sales**

1. Wholesale Activities Related to High Tech
2. Management, Scientific, & Technical Consulting
3. Computer Software, Design, & Services and Online Publishing

# LOS ANGELES COUNTY – 2019 3<sup>RD</sup> QUARTER

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## September Industry Sectors Ranked by Employment Size<sup>1</sup>



## ENGAGEMENT PROCESS

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### **Kick-Off Meeting #1**

Engaged **97** participants

### **Kick-Off Meeting #2**

Engaged **40** participants

### **Survey Responses**

Engaged **60** participants

### **Inquiries**

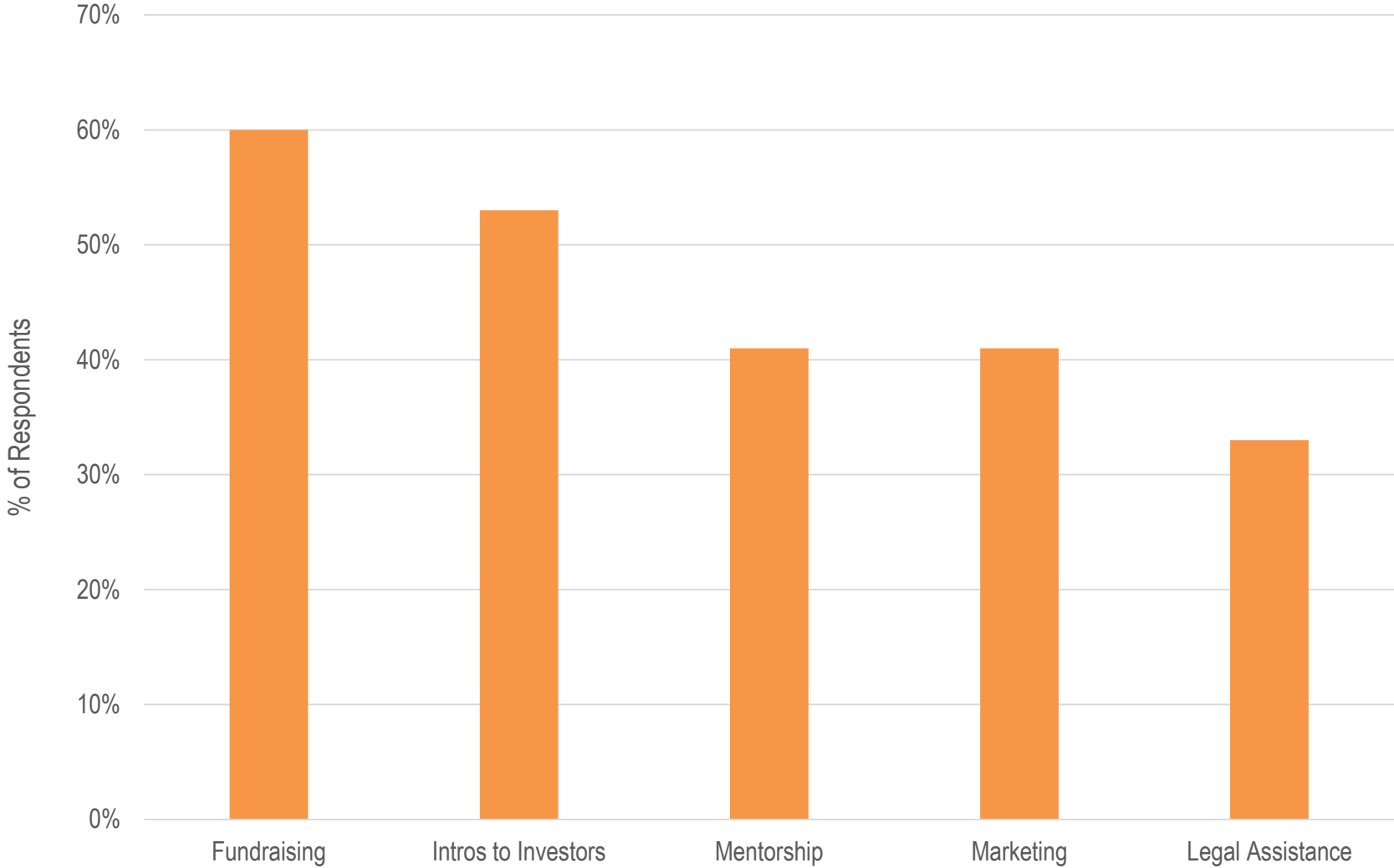
Engaged **75** participants



GLENDALE

# WHAT WE'RE HEARING – START-UP NEEDS

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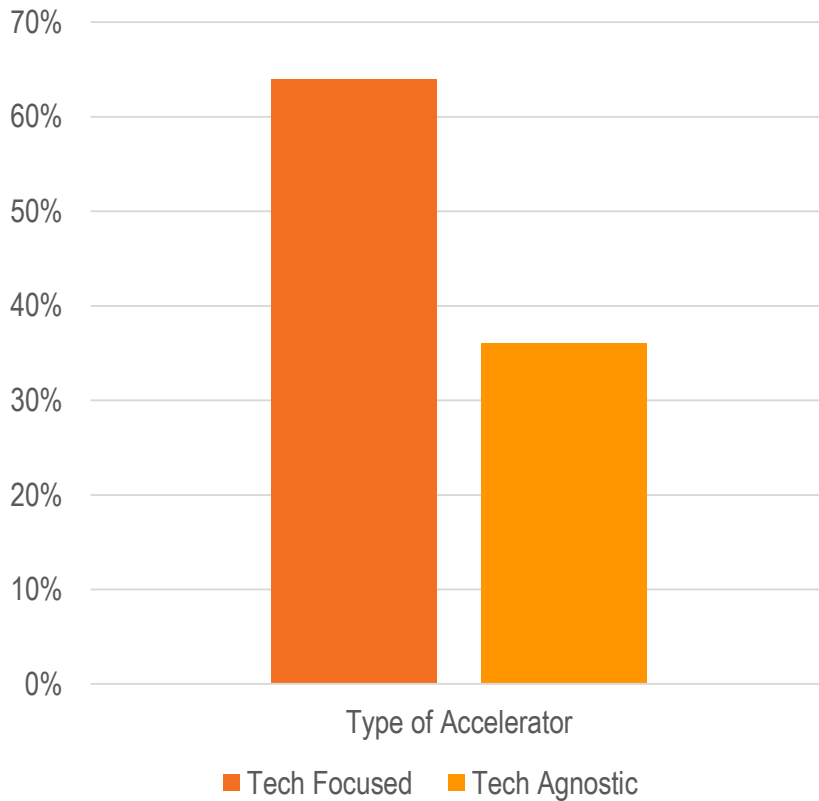




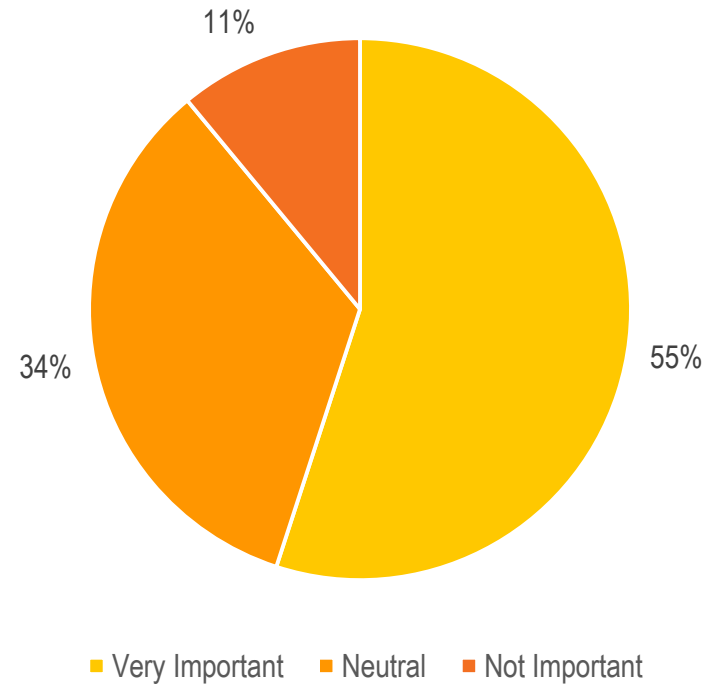
# WHAT WE'RE HEARING – START-UP NEEDS

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Is it important for the accelerator to be tech agnostic or tech focused?



How important is it for you to receive a financial investment from the accelerator?



## WHAT WE'RE HEARING – RFP INPUT

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- **Potential Proposal Models**
  - **Managing Director + partnerships to run program.**
  - **Existing Operator + partnerships to run program.**
  - **Tech Focus or Tech Agnostic?**
  - **Don't only have to select one.**



GLENDALE  
**TECH  
WEEK**

We <3 our sponsors.

Title  
**Phonexa**

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Food & Beverage Sponsors  
**Asahi** **VEGAN X ROPS** **COFFEE CUBE**

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# DRAFT TERMS OF PROPOSAL

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## \$1 MILLION

Broken into Three Years  
+ Free Rent and tenant allowance at 250  
N. Orange Street (2,500 sq. ft.)

## Hire Qualified Operator

Existing Accelerators Looking to Expand into New Market Strongly  
Encouraged to Apply

## Key Business Terms

Release RFP in January 2020  
Due Date in March 2020  
Up and Running in June 2020

# DRAFT KEY BUSINESS TERMS AND CHANGES TO RFP

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- 1) **SECTORS:** Operator should define which sector or vertical it has decided to focus on, with clear reasoning for its decision.
  
- 2) **# of COMPANIES SUPPORTED:** RFP will set a minimum number of companies to support per year.
  
- 3) **PARTNERSHIPS:** Operators with demonstrated partnerships with established brands (investment funds, existing accelerator operators, existing co-working spaces, universities, etc.) and/or connection to Glendale based-companies/start-ups/funds or institutions (GCC, Glendale-based businesses, or non-profits) will receive higher ranking.
  - Example of Glendale companies: Disney, DreamWorks, Beyond Limits, Service Titan, CHLA, WeWork, Industrious, Beyond Limits, etc.

# DRAFT KEY BUSINESS TERMS AND CHANGES TO RFP

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- 4) FUNDING:** Funding will cover operating expenses; not investment.
- Not to say City wouldn't support you in your efforts to create a fund or non-profit – but it just couldn't provide the funding for this effort.
- 5) GENERAL UPDATES:** Updates to RFP will include funding amount, timeline, funding allocation schedule, and goals.
- Goals are generally to generate jobs, promote Glendale and regional brand as innovation hub, and support/grow Glendale economy.
- 6) SELECTION COMMITTEE:** Seeking Council approval of selection committee comprised of industry professionals, start-ups and others working to support tech ecosystem. Committee members cannot have any affiliation with active RFP proposal.

# Space Matters

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You have post-its!

Please walk around the space and share with us your thoughts and ideas on how to best use the space.

## NEXT STEPS

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- **Internal - Accelerator Visits**
  - **Local – Open to Intros**
  - **Bay Area – Open to Intros**
- **City Council Meeting**
  - **December 3 at 3 pm – Show Your Support!**
- **RFP Formal Release**
  - **January 2020**



# Q & A

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Glendale Start-Up Tech Accelerator

**THANK YOU!**