

An aerial photograph of a university campus, likely the University of California, Riverside, is shown with a semi-transparent blue overlay. The image captures various campus buildings, green spaces, and a large stadium. The text 'INLAND SOCIAL ACCELERATE HUB' is prominently displayed over the top half of the image.

# INLAND SOCIAL ACCELERATE HUB

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# ABOUT THE INLAND SOCAL ACCELERATE HUB

The Inland SoCal Accelerate Hub is a dynamic initiative designed to unify and bolster the efforts of entrepreneurial support organizations, accelerators, and incubators within the Inland Southern California region. Our goal is to enhance the pipeline and success rate of sustainable, scalable innovation-based ventures. By providing essential resources, we aim to empower high-potential ventures, increasing their likelihood of securing capital, accelerating product development, and establishing a clear path to market.

## **CONNECTION, COORDINATION & RESOURCE PROVISION**

The Inland SoCal Accelerate Hub will serve as a nexus, connecting various entrepreneurial entities to foster a cohesive and supportive ecosystem. Additionally, we will offer comprehensive support to promising ventures, facilitating their access to necessary resources and expertise to thrive in a competitive market.

## **SIGNATURE PROGRAMS: SOCAL OPPORTUNITY GATEWAY & SBIR/STTR RESOURCE CENTER**

As one of two cornerstones of our initiative, the Opportunity Gateway Program will deliver an intensive, partner-supported mentoring program. This fast-paced initiative is designed to enhance the capacity of ventures, ensuring they are well-prepared to secure capital and market access.

Our other cornerstone, UCR's SBIR/STTR Resource Center, supports small businesses and UCR faculty in securing federal research and development funds, offering guidance on funding opportunities, proposal development, and commercialization, resulting in a success rate twice the national average and over \$24 million in funding for clients.

# MAIN ACTIVITIES

Through strategic coordination, resource provision, and focused sectoral initiatives, the Inland SoCal Accelerate Hub is committed to driving sustainable and inclusive growth for Inland Southern California. Using these strategies below, we will collectively develop our vision for an innovation ecosystem in the Inland Southern California region.



## **Facilitate Access to Capital**

We will streamline pathways for innovation-based companies to secure funding and corporate partners, enabling them to scale and succeed.

01



## **Amplify Regional Programs and Resources**

By supporting regional programs, we aim to attract out-of-region investment & elevate the profile of the Inland Southern California innovation landscape.

02



## **Promotion of Entrepreneurial Activities**

The Hub will act as a forum to promote and celebrate entrepreneurial activities across the region, fostering a culture of innovation.

03



## **Innovation Metrics Report and Newsletter**

We will publish a quarterly report and newsletter to track and communicate progress, impact, and emerging trends within the region.

04

# OPPORTUNITY GATEWAY PROGRAM

The Opportunity Gateway Program is a high-impact mentorship program for high-potential startups that connects them to strategic, focused partnering opportunities and prepares them to maximize the success of potential engagement with industry or venture capital. Designed to accelerate startup companies located in the Inland Southern California region within the agriculture, life sciences, and climate tech sectors, our program offers a gateway to industry and global market entry by providing unparalleled access to specialized testbeds, expert mentorship, and funding opportunities in one of the region's most industrialized areas.



## HOW IT WORKS

### STEP 1

#### Selection and Preparation Stage

Our Hub partners will identify and refer the most promising candidates from within their existing programs into the Opportunity Gateway program. Startups admitted to the program will be selected by the Investor Strategic Advisory Board based on their potential and industry interest.

### STEP 2

#### Opportunity Identification Stage

Each admitted startup will have a lead mentor from the Investor Strategic Advisory Board (ISAB) supported by EPIC SBDC who will design a custom program with a specified statement of aims and milestones that will prepare them to engage with industry partners and venture investors. The ISAB will consult with an industry advisory committee to understand their specific interests and needs to assess the kind of innovation development stage they are interested in engaging.

### STEP 3

#### Industry and Capital Introductions and Engagement Support

Startups that have successfully gone through our individualized custom programs and meet the statement of aims are then introduced to industry partners and venture capitalists to discuss potential engagements. These companies will then continue receiving mentorship support until successful industry commitments and involvement are secured.

### How to Apply

Startups are admitted into the program on a rolling basis. To inquire, please visit the link below.



# SBIR RESOURCE CENTER

UCR's SBIR/STTR Resource Center aids small businesses & UCR faculty in securing federal funds for innovative research & development. Partially funded by the Small Business Administration (SBA) & partnered with UCR's EPIC Small Business Development Center (SBDC), the Center offers extensive support to navigate the complexities of the Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR) programs. It helps identify funding opportunities, understand program requirements, & connect with program officers, serving as a hub for proposal development & commercialization strategies. The SBIR/STTR Resource Center engages with clients and offers an extensive educational program open to all. The center's online resources are available on our website for easy access.

Our EPIC SBDC mentors assist with proposal submissions, strategy development and technology commercialization. This hands-on approach has led to a 35% success rate for mentored submissions—2x the national average—resulting in over \$24 million in funding for clients.

The Center also provides Technical and Business Assistance (TABAs) to SBIR and STTR awardees, offering commercialization assistance paid for by the awarding agency. By leveraging TABAs, awardees can enhance their commercialization efforts, ensuring their innovative products and technologies reach their full potential and make a significant impact in the marketplace.



# UC RIVERSIDE'S OFFICE OF TECHNOLOGY PARTNERSHIPS

**WHAT WE DO:** The Office of Technology Partnerships encompasses technology commercialization, corporate & strategic partnerships, and innovation & entrepreneurship. The mission of our office is to catalyze the translation of university research and discoveries to the private sector and to provide opportunities for the faculty, students and community at large to explore entrepreneurial endeavors. The integrated structure of our office allows it to be highly effective in interacting with the private sector and the internal stakeholders as they aim at seeking collaborations with the private sector. Having developed over 20 programs to support entrepreneurship, the Office of Technology Partnerships is the designated leader of the Inland SoCal Accelerate Hub.

## PROGRAMS

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**01 UCR EPIC Small Business Development Center**  
UCR's Entrepreneurial Proof of Concept and Innovation Small Business Development Center (EPIC SBDC) offers individualized support to early-stage tech entrepreneurs and companies. Our team of 20 mentors provides innovators and tech entrepreneurs with the tools needed to understand the process of commercialization & how to transition from idea validation to venture/product launch.

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### **SoCal OASIS™ Build to Scale**

The SoCal OASIS™ Build to Scale program offers an interconnected network of over 200 cutting-edge test beds, pilot facilities, located & expansion services, specialized business mentorship and technical support – all integrated into a single platform.

**02**

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### **SoCal OASIS™ Educational Opportunities**

The SoCal OASIS™ initiative offers tech-based business education opportunities for disadvantaged populations. Led by UCR, participants from K-16 institutions & the local community can learn about tech commercialization, startup creation, & access to capital through our educational workshops. The INNOVAR program provides UCR staff, faculty, & students with entrepreneurial training to validate & commercialize innovative ideas. The Zero-to-Entrepreneur certificate program helps community members launch technology companies in the sustainable transportation or agriculture sectors.

**03**

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## Riverside ExCITE: Tech Startup Incubator

04

ExCITE is Riverside's startup incubator for high tech, high growth science and technology startups by providing co-working space, networking, workshops, and access to mentors. Located in Downtown Riverside, ExCITE is a partnership between the City, the County, and UCR. This unique partnership brings together campus and community resources to position entrepreneurs for success.

<https://exciteriverside.org/>

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## UCR's Life Sciences Incubator

05

The Life Sciences Incubator is centrally located on the UC Riverside campus on the first floor of the Multidisciplinary Research Building (MRB). The Incubator is especially outfitted to house young companies in AgTech, BioMedical technologies, BioEngineering and Medicinal Chemistry. In addition to bench space, the incubator features tissue culture rooms with six biosafety cabinets, four chemistry hoods, five plant growth chambers, and state-of-the-art equipment.

The incubator aims to be a home for startups by providing vital technology and equipment, as well as access to UCR's core technical facilities, faculty, and entrepreneurial development services that include UCR's SBIR and STTR program, EPIC SBDC, and I-Corps.

<https://techpartnerships.ucr.edu/MRB-life-sciences-incubator>



UCR's Life Sciences Incubator, located at the UC Riverside campus in the Multidisciplinary Research Building





UCR's Research and Economic Development & Office of Technology Partnerships Team

# OUR IMPACT

UCR's Office of Technology Partnerships has significantly bolstered the entrepreneurial ecosystem by supporting hundreds of entrepreneurs and businesses through extensive counseling, training programs, and events. Our office has facilitated the launch of numerous new businesses, secured substantial non-dilutive capital and equity investments, issued loans, and obtained government procurement contracts. These efforts have led to job creation and significant annual sales and contract revenues, underscoring the office's vital role in driving economic growth, innovation, and regional development.

IMPACT ON BUSINESS DEVELOPMENT	CUMULATIVE 2017 - 2023
# of Entrepreneurs & Businesses Supported	628
# of Counseling Hours	16,116
# of Counseling Hours Per Client	25.75
# of Entrepreneurial Training Programs (Conferences, Workshops, Webinars, Pitch Events, Investor Days/Attendees)	118/5,025
# of New Business Starts	65
# of Jobs Created (Full or Part-Time)	1,355
# of Successful Exits/Liquidity Events, Acquisitions & Mergers	2

FINANCIAL IMPACT	CUMULATIVE 2017 - 2023
# of Non-Dilutive Capital or SBIR/STTR Awards Received	56
\$ Amount of Non-Dilutive Capital, SBIR/STTR, other Awards	\$49,996,439
# of SBIR/STTR Grant Proposals Submitted	159
# of Equity Investments	62
\$ Amount of Equity Investments	\$26,381,689
# of Loans Issued	29
\$ Amount of Loans Issued	\$4,218,858
# of Capital Awards: Grants, Contracts, Loans	\$80,596,986
# of Total Government Procurement Contracts Awarded	13
\$ Amount of Sales and Contract Revenue (Annual Fiscal Year Revenue Data)	\$52,239,849



**Spring 2024 INNOVAR Class:** INNOVAR offers quarterly programs featuring training workshops for entrepreneurs within campus and the community. We use the Lean Launchpad methodology to evaluate product-market fit for an idea or technology.



# BLENDDED IMPACT

**WHAT WE DO:** Blended Impact is a Southern California-based innovation lab for economic development. Founded in 2019, we work with local government and organizations to add capacity to inclusive economic development initiatives and have worked with mayoral offices and corporations nationally. Specializing in alternative capital attraction strategies, we work to assist communities in identifying their project pipelines and resource them with private sector expertise. From these learnings, we are able to create scalable, tech-driven solutions for the communities we serve.

Blended Impact leads quarterly reporting efforts alongside UCR, collecting and synthesizing manually reported data to meet CalOSBA requirements. Additionally, the team will resume the annual Inland Empire Innovation Ecosystem Report to serve as a data and marketing resource specific to innovation activities in the region.

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## CURRENT PROJECTS

### **Inland SoCal for Advanced Manufacturing Initiative**

Supported by the U.S. Department of Energy, this initiative aims to attract clean energy manufacturing businesses through a national prize competition. The MAKE IT Prize, developed by the Office of Technology Transitions, Clean Energy Demonstrations, and Energy Efficiency and Renewable Energy, seeks to boost domestic manufacturing of critical clean energy components. Blended Impact and ten partners were among 25 winners nationwide advancing to the next phase of the competition, which runs through 2025. We are the only winners based in California.

01

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### **Inland Empire Innovation Ecosystem Annual Report**

Launched in 2021 with the UCR Center for Social Innovation (now the Center for Community Solutions), this report features the region's innovation ecosystem, highlighting the economic impact of startups in Riverside & San Bernardino. It covers key industries, emerging areas, funding rounds, entrepreneurial support developments, awards, & opportunities. The annual report will resume in 2024 with funding from the CalOSBA Accelerate Hub Award.

02

# AMPAC BUSINESS CAPITAL

**WHAT WE DO:** AmPac is a private, non-profit mission-driven lender dedicated to advancing entrepreneurial dreams through financing and fostering business success. With our access to capital and business growth Entrepreneur Ecosystem, we provide growth pathways for business owners from cradle to legacy.

AmPac strategically allocates funding to businesses situated in regions traditionally underserved by economic opportunities. AmPac provides micro loans and community advantage loan programs that are specifically designed to assist entrepreneurs who may have encountered challenges securing financing through traditional banking channels. Our network extends to traditional banks, local CDFI and SBA partners, and other non-traditional capital partners.

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## RESOURCES & OFFERINGS

### AmPac Business Capital Financing Options

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AmPac offers a range of financing solutions tailored to small businesses. The SBA 504 Loan, also known as a Real Estate Advantage Loan, is a fixed-rate, long-term option requiring just 10% down and backed by the SBA. It supports various needs including commercial real estate, equipment loans, debt refinancing, green projects, and property improvements, with loan amounts typically up to \$5 million. Additionally, our SBA Community Lending Programs provide loans from \$5,000 to \$350,000 with terms of 7 to 10 years for working capital, equipment, and acquisitions, and up to 25 years for owner-occupied real estate, requiring minimal initial investment. These offerings are designed to facilitate business growth and operational flexibility for small enterprises.

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### AmPac Entrepreneur Ecosystem

02

AmPac's mobile app, the AmPac Business Capital Entrepreneur Ecosystem, is dedicated to fostering the growth and education of entrepreneurs. The app offers diverse functionalities including booking office or meeting spaces, small business resources, free business consulting and coaching, community events, and more, providing a platform for entrepreneurs to connect, learn, and collaborate.

**Download the AmPac Business Capital Entrepreneur Ecosystem app on Apple iOS and Google Play store or by using the QR code:**





# CSUSB INLAND EMPIRE CENTER FOR ENTREPRENEURSHIP

**WHAT WE DO:** Cal State University San Bernardino's Inland Empire Center For Entrepreneurship (IECE) is the largest entrepreneurial support organization in the Inland Empire dedicated to providing innovative programs and educational resources to aspiring and existing entrepreneurs and small business owners. Since its founding in 1999, the IECE has supported more than 183,000 entrepreneurs with business counseling and training services, resulting in a regional economic impact of \$675 million, and the creation/retention of over 43,000 jobs.

In the community, the IECE offers existing and aspiring entrepreneurs a wide array of programs that help them achieve greater levels of success in their business ventures. On campus, the IECE supports student entrepreneurship through co-curricular, experiential learning programs such as the Garner Holt Student Fast Pitch Competition and Catalyst Startup Accelerator.

As part of the Inland SoCAL Accelerate Hub, the IECE and the CSUSB School of Entrepreneurship are focusing on nurturing innovative, scalable ventures that are developed by students from our academic and tech commercialization programs, including our globally ranked Master of Science in Entrepreneurship and Innovation (MSEI).

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## PROGRAMS

Our core services – delivered through our top tier programs the Inland Empire Small Business Development Center (IESBDC), Women's Business Centers (WBC), Entrepreneurial Resource Centers (ERC) and the Palm Desert iHub – include business counseling, mentoring, training and specialized programs focused on helping businesses launch and grow. Our team of 60+

business experts serve the community from 6 full-time office locations and 12 part-time offices strategically located throughout the region.



# CSUSB COGNITIVE COLLECTIVE

**WHAT WE DO:** Cal State University San Bernardino's Cognitive Collective, or "The Cog," is a space for neuroconnection, neuroharmony and neurodiversity. We are a space that advocates for neurodiversity, promotes inclusive education, resources and champion the phenomenal strengths of every individual.

The Cog's mission is to create systemic change for neurodivergent populations by establishing a neurodiversity center that amplifies the voices of individuals with autism and addresses key issues important to neurodiverse communities. Staffed inclusively, this center will serve as a business, entrepreneurial, research, and mentoring hub. At CSU San Bernardino, where 81% of students are first-generation and over 60% are Latino/a/x, more than 4,000 students have disabilities and over 600 are neurodivergent, highlighting a critical need given that only 6% of people with autism graduate college and find employment. Collaborating with the xReal augmented reality lab, the hub will explore neurodiversity accessibility in both real and virtual spaces, developing pioneering guidelines and offering entrepreneurial resources to support the 30% of the Inland Empire's population who are neurodivergent, approximately 1.38 million people. This initiative aims to provide inclusive and accessible practices, benefiting both the community and OSBA grant partners by making ideas marketable to the entire population.

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## PROGRAMS

### **Collaboration with xReal Laboratory**

In a collaboration with the xReal laboratory at California State University, neurodiversity-centered entrepreneurship and innovation can flourish. xReal is an interdisciplinary technology innovation hub that uses leading-edge technologies to design and develop immersive learning experiences with demonstrable pedagogical benefits. This preexisting innovation hub serves as a launch point for our region and beyond, where innovators and faculty work closely with students, staff, and collaborators around the world to provide entrepreneurial extended reality solutions to real-world needs and uplift innovative research. The mission of xReal is to transform teaching and learning with advanced technologies, encouraging the joy of discovery, providing educational insights, and contributing to the public good.



# FEDTECH

**WHAT WE DO:** FedTech is a venture firm at the intersection of entrepreneurship, breakthrough technologies, and mission-driven organizations. Our commitment to unlocking the benefits of technology for all is made possible through our deep relationships and collaboration with the DoD, Army, Navy, NASA, NOAA, DOE, NIST, VA, federal labs, research institutions, and corporations.

## PROGRAMS

### **Crucible: Empowering Innovation for National Security**

In collaboration with the NavalX - Inland Empire Tech Bridge, FedTech has launched multiple innovation programs under our flagship programming "Crucible." Crucible is a hybrid innovation platform focused on solving national security challenges and developing a regional innovation ecosystem that includes the Inland Empire. By bringing together technology, startups, and entrepreneurs, Crucible is designed to accelerate technology commercialization and further the mission of NavalX and the Inland Empire Tech Bridge.

Our mission is to foster a regional innovation ecosystem in the Inland Empire, focusing on national security. Funded by NavalX's Inland Empire Tech Bridge in Norco, California, and powered by FedTech, Crucible serves as a key Department of Defense and federal innovation center in Southern California.

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#### **Crucible Primer**

A cohort-based experiential learning program offering full support and coaching. This program is designed to help researchers, graduate students, and other innovators develop an entrepreneurial mindset and build local capacity.

01

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#### **Crucible Ignitor**

A cohort-based experiential learning program offering full support and coaching. This program is designed to help researchers, graduate students, and other innovators develop an entrepreneurial mindset and build local capacity.

02

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#### **Crucible Accelerator**

A cohort-based program providing full support and mentorship to small businesses. The goal is to foster connections, enhance awareness of the Inland Empire, and build relationships with the U.S. Navy, thereby growing the local solver community. The program culminates in a final pitch showcase event.

03

# MURRIETA INNOVATION CENTER

**WHAT WE DO:** The Murrieta Innovation Center is focused on strengthening the life sciences ecosystem by combining state of the art laboratory space, entrepreneurial support and access to capital in one location. To date, we are home to five start-ups in-house and seven virtual start-ups, some of which are international.

## RESOURCES

01

### Impact Riverside County

Through its affiliation with the Murrieta/Wildomar Chamber of Commerce, Impact Riverside County leverages a wide array of connections that are invaluable to start-ups and established businesses alike. These connections provide businesses with access to essential resources, including mentorship programs, networking events, and educational workshops.

02

### Business Mentorship and Assistance

MIC is also supported by the EPIC SBDC resource center, leverages the expertise of the EPIC SBDC's pool of 15 entrepreneurs-in-residence (EIR) to provide hands-on consulting to tech-focused and scalable startups. In addition, we also offer connections to business mentoring through SCORE and the Entrepreneur Resource Center (ERC,) local to our center.



# NATIONAL LATINA BUSINESS WOMEN ASSOCIATION

**WHAT WE DO:** The National Latina Business Women Association Inland Empire Institute (NLBWA-IE) is a regional 501 (c)(3) nonprofit organization with the purpose of strengthening the success of Latina Entrepreneurs in the Inland Southern California region by offering capacity building, technical assistance, and mentoring services to Latina business owners and professionals.

The NLBWA-IE Institute provides professional development that is designed for local businesswomen who are interested in taking their businesses to the next level. Its mission is to enhance the culture, contribution and profitability of local businesses by creating an environment of success through mentoring, education, training and networking.

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## PROGRAMS

### Education & Training

We enhance Latinas' entrepreneurial education and training through capacity building and technical assistance programs taught by industry leaders and university instructors. We have a wide variety of signature programs, such as the Emerging Latina Entrepreneurial & Leadership Program, Latina Bizmatch, the UCR MicroMBA Program, and more.

01

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### Networking Events

The NLBWA organizes social networking events for community leaders, sponsors, partners, and members to stimulate business development and education for Latina Business Owners. Some of our biggest annual events include Connect & Elevate™, Latina BizCon™, and the LEILA™ Awards.

02

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### Focused Support

The institute offers programs designed to elevate local businesswomen to the next level of success. By fostering a culture of growth through mentoring, education, training, and networking opportunities, NLBWA-IE contributes to enhancing the overall professionalism and profitability of local businesses.

03



# RIVERSIDE COMMUNITY COLLEGE DISTRICT

**WHAT WE DO:** Riverside Community College District (RCCD) fosters an innovation and entrepreneurship culture in the Inland Empire through a variety of innovative programs and services. RCCD's three colleges serve approximately 25% of all public community colleges in the Inland Empire (IE) and are designated as both Hispanic (HSI) and Minority (MSI) Serving Institutions. The District plays a crucial role in attracting new opportunities and economic benefits to the region through its participation in regional economic development and growth initiatives. In the 2019-2020 period, RCCD added \$952.3 million to the local economy, supporting 13,765 jobs.

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## PROGRAMS

### Educational Opportunities For Entrepreneurs

RCCD offers an Entrepreneurship Certificate, degree, and transfer options, along with the Young Entrepreneurs Program, further providing entrepreneurial technical assistance and opportunities for our students. We work closely with our regional partners to expand entrepreneurship education to K-12 students through special grant programs and are planning to expand participation in K-12 Virtual Enterprise throughout the region.

01

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### Supporting the Inland Empire Tech Bridge

The IE Tech Bridge enhances collaboration between Naval Labs, industry, academia, and other military organizations to address operational challenges with scalable solutions. The Tech Bridge offers training and assistance to inventors, entrepreneurs, and business start-ups through its Crucible and Startup Studio programs. The lab at the IE Tech Bridge, scheduled to open in early 2025, will allow local entrepreneurs to ideate and prototype using the latest industry-standard equipment. The Inland Empire APEX Accelerator, led by RCCD and housed at the Tech Bridge, assists businesses in securing government contracts through free teaching, mentoring, and coaching. It helps entrepreneurs conduct market research, register as government vendors, understand bid solicitations, and manage post-award contract administration.

02

# RIVERSIDE COUNTY OFFICE OF ECONOMIC DEVELOPMENT

**WHAT WE DO:** The Riverside County Office of Economic Development is dedicated to cultivating thriving communities and economic vitality, elevating quality of life, and promoting a culture of life-long learning across Riverside County. It is composed of essential divisions, including Economic Development, Libraries, and Special Districts. Together, these units collaborate to foster a business-friendly and a culturally vibrant atmosphere that empowers private sector investment and propels regional economic growth, entrepreneurship, innovation and a diverse range of arts and cultural initiatives. The department is wholly committed to fostering a thriving well-being economy.

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## PROGRAMS

### Property and Real Estate Assistance

RivCo offers assistance in locating vacant land, industrial, office, retail, and commercial properties in Riverside County. With their tool RivCoSites.com, you can get up-to-date demographic information about the workforce, income, housing, search specific properties in a selected area, find properties located in opportunity zones, and more.

01

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### Large Variety of Economic Development Programs

RivCo offers various programs to support local businesses. International Trade Assistance aids with international investment, exports, and diplomatic relations to boost trade. The Small Business Thrive Program provides training, technical and financial assistance, and grants of \$1,000 to \$5,000 for COVID-19-impacted businesses. The Veterans Business Resources NOW Program offers procurement, financing, hiring, and training resources for veterans. Additionally, the Business Assistance NOW Program helps businesses navigate local government processes, secure permits, access financial resources, and receive hiring and training support.

02

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### Incentives & Financial Assistance

There are many financial opportunities available to entrepreneurs and business owners to start or expand in Riverside County. We are partnered with Accessity, the Accion Opportunity Fund, and AmPac to provide financial resources for companies.

03

# SAN BERNARDINO COUNTY ECONOMIC DEVELOPMENT

**WHAT WE DO:** As the largest county in the U.S. and over 20,000 square miles, companies may benefit from working with San Bernardino County Economic Development to receive information on the best locations and people our county has to offer. By actively engaging with all aspects of the business ecosystem, we stay up to date with what's happening across our dynamic County. When it comes to making the right connections in San Bernardino County, you can count on us to put you in touch with the resources and people you need to make your business prosper and grow.

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## RESOURCES

### Community Partnership and Support

We provide critical void analysis to assess opportunities in vacant or underutilized areas, identify vacancies, evaluate sector competition, & generate cannibalization reports. Our market analysis delivers key insights into local consumer behavior, preferences, & trends, helping identify growth opportunities & match analyses with fit scores.

01

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### Project Facilitation and Small Business Development

The department also assists with project facilitation, helping businesses navigate permits, zoning, utilities, and resources. They support small business development by providing accessible resources, incentives, and free events or programs to foster entrepreneurial growth in the region. Their site selection services meticulously evaluate potential sites based on accessibility, infrastructure, zoning regulations, and labor force availability.

02

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### Film and Business Referrals

Additionally, San Bernardino County Economic Development aids production companies in securing permits for commercial filming and photography. They also refer businesses that meet the requirements of the I-HUB program, supplying necessary data for those that fit the cohort structure.

03



# IMPERIAL VALLEY

**WHO WE ARE:** Imperial Valley is home to approximately 180,000 residents which live and work within its seven cities (Brawley, Calexico, Calipatria, El Centro, Holtville, Imperial and Westmorland) and eight unincorporated communities (Bombay Beach, Heber, Niland, Ocotillo, Palo Verde, Salton City, Seeley and Winterhaven). The county was the last to be established in California in 1907; however it is the ninth largest California County encompassing 4,284 square miles.

We have a rich agricultural heritage, which includes the production of half of our nation's winter vegetables, an extensive amount of renewable resources, including geothermal, wind, and solar, a wide-range of cultural and outdoor recreational activities with hundreds of points of interest such as the Imperial Sand Dunes Recreation Area, a magnet for off-road enthusiasts, and the Sonny Bono Salton Sea National Wildlife Refuge, a renowned birding site, and a lively population with frequent family-oriented community events.

**IVEDC:** The Imperial Valley Economic Development Corporation (IVEDC) a partnership of private enterprise and local government aimed at expanding and diversifying the regional economy. By aggressively marketing the region, IVEDC attracts businesses to enhance the quality of life and diversify the economy in Imperial Valley. The corporation values regional economic development and partnerships between the county, cities, elected officials, and utilities, driven by private sector forces. The region boasts a rich agricultural history, proximity to biotechnology firms, a year-round growing season, affordable public utilities, a youthful workforce, and available land. Imperial County is a top producer of various crops, including alfalfa hay and seed, sugar beets, sweet corn, and more, and ranks among the top two in cattle, lettuce, broccoli, carrots, spinach, and dates.

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## PROGRAMS

### **A Wide Range of Business Support & Services**

IVEDC offers a comprehensive range of services to support business development, including site selection, entitlement processing, utility acquisition, procurement services, workforce development, economic forecasting, market analysis, local outreach and marketing, business needs assessments, incentive analysis, financial options, and bi-national collaboration with Mexico. By working closely with site selectors, IVEDC's expert consultants strive to understand and meet business needs, initiating and expanding projects that benefit both clients and the regional economy. Acting as facilitators and information providers, IVEDC is dedicated to fostering mutual growth and ensuring successful outcomes for all parties involved. Registering with IVEDC allows businesses to leverage these resources and achieve their goals, contributing to the overall economic prosperity of the region.





Office of Technology Partnerships  
Research & Economic Development

**INLAND SOCAL ACCELERATE HUB**