1. Background
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Background
Mayor’s Tech Council
Projects
Digital Economy
Workforce Development
Sacramento Coalition for Digital Inclusion
Neighborhood Connect Pilot Project
Programs
SUTL Innovation Grant Program
Guiding Principles

The City of Sacramento’s SUTL Innovation Grant Program is designed to catalyze innovation in the startup community and prepare Sacramento for the industries of the future.
Regional Challenges

- Too few opportunities for startups to grow
- Too little venture capital investment
- Too little interest from big companies to come to Sacramento
- Too much reliance on existing industries
SUTL Industry Focus

SUTL vertical focus for the next three annual grant cycles:

- Internet of Things (IoT) and Cybersecurity
- Mobility
- Health IT and Life Sciences
Ecosystem building grants - up to $100,000

Eligible organizations: co-working spaces, accelerators, incubators, private companies, makerspaces, community-based organizations

Designed to build workforce pipelines to the IoT, cybersecurity, mobility, health IT, and life science industries

Fundable activities

| Physical space, staffing, curriculum development, market research, marketing | Technology, entrepreneurship, or business development training programs |
Upcoming Opportunities

SUTL ECOSYSTEM MARKETING

3 Solicitations
- Program Documentation
- National Marketing for Startup Competition
- Co-Working Marketing Grants

STARTUP COMPETITION

Designed to help startups ready to scale grow in Sacramento

8-week program to prepare to scale
- Coaching
- Customer Meetings
- Investor Meetings

$250K grand prize
- Contingent on locating and growing in Sacramento
A method of economic development that uses sophisticated business intelligence tools and databases designed for second stage growth companies.

These companies have a proven product, market, management skills, and room to grow, typically ranging from 5-99 employees, and $1M - $50M in revenue.

Research shows investing in these companies is an effective way to grow the economy and create new jobs.
Q&A