

Innovation Programs and Projects

OCTOBER 14, 2019

Outline

October 14, 2019

1. Background
2. Partnerships
3. Projects
4. Programs
5. Q&A

Background



•S•U•T•L•

Mayor's Tech Council



Partnerships

City of
SACRAMENTO

Sacramento  Regional Transit

UC DAVIS

 SACRAMENTO STATE

 Phantom Auto

**REVIVER
AUTO**

 autox

deepen


F O R E S I G H T

xagt

*local
motors*
by 

UNLEASH ^{live}

 **SMUD**[®]

 **LOS
RIOS**
COMMUNITY
COLLEGE
DISTRICT


THE SHOP
VSP + INNOVATION

 valley vision
Community Inspired Solutions

Berkeley SKYDECK

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

Economic Gardening 2.0

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