

**SUBMITTAL TO THE BOARD OF SUPERVISORS  
COUNTY OF RIVERSIDE, STATE OF CALIFORNIA**

828



**FROM:** Economic Development Agency

**SUBMITTAL DATE:**

May 3, 2012

**SUBJECT:** Memorandum of Understanding Between the Economic Development Agency, Tech Coast Angels, and the Tri-Tech Small Business Development Center of Riverside Community College-Office of Economic Development for the formation of the Riverside County Innovation Alliance

**RECOMMENDED MOTION:** That the Board approve the attached Memorandum of Understanding regarding the formation of the Riverside County Innovation Alliance (RCIA) to be established between the Economic Development Agency (EDA), the Tech Coast Angels (TCA), and the Tri-Tech Small Business Development Center (TriTech) .

**BACKGROUND:** To further the County's goal of making economic development a priority by promoting innovation and entrepreneurship, EDA, TCA, and TriTech are proposing to form the RCIA which will help create awareness of existing technology businesses and innovation assets. RCIA will also provide training and mentoring by successful entrepreneurs, and provide access to venture capital funding, which will help grow and diversify the county's economy.

(Continued)

*Robert Field*

Robert Field  
Assistant County Executive Officer/EDA

<b>FINANCIAL DATA</b>	Current F.Y. Total Cost:	\$ 0	In Current Year Budget:	N/A
	Current F.Y. Net County Cost:	\$ 0	Budget Adjustment:	N/A
	Annual Net County Cost:	\$ 0	For Fiscal Year:	2012/13

**COMPANION ITEM ON BOARD OF DIRECTORS AGENDA:** No

<b>SOURCE OF FUNDS:</b> N/A	<b>Positions To Be Deleted Per A-30</b>	<input type="checkbox"/>
	<b>Requires 4/5 Vote</b>	<input type="checkbox"/>

**C.E.O. RECOMMENDATION:** APPROVE

BY: *Jennifer L. Sargent*  
Jennifer L. Sargent

**County Executive Office Signature**

**Prev. Agn. Ref.:**

**District:** ALL

**Agenda Number:**

3.11

ATTACHMENTS FILED  
WITH THE CLERK OF THE BOARD

FORM APPROVED COUNTY COUNSEL  
BY: *Annie T. Sahhar*  
DATE: 4/3/12  
Deputy Concurrence

Dep't Recomm.:  Consent  Policy  
Per Exec. Ofc.:  Consent  Policy

Economic Development Agency

Memorandum of Understanding Between the Economic Development Agency, Tech Coast Angels, and the Tri-Tech Small Business Development Center of Riverside Community College-Office of Economic Development for the formation of the Riverside County Innovation Alliance

May 3, 2012

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**BACKGROUND:** (Continued)

Tech Coast Angels is an investor network in the United States and one of the leading sources of funding to early-stage companies in Southern California. Since its inception in 1997, TCA has focused on building valuable companies, investing nearly \$119 million, and helped portfolio companies attract more than \$1.4 billion in additional capital. TCA members also provide entrepreneurial counseling and mentoring and provides access to an extensive network of potential investors.

In addition, TriTech, as a part of the Riverside Community College-Office of Economic Development, has developed a new innovation metric that will help this region measure its technology assets and the variables that influence the high-tech business sector. This metric will be utilized to gauge the region's efforts to attract, retain, and create innovative businesses.

Based upon these common goals, the understandings outlined in the MOU will guide the efforts of the EDA/TCA/TriTech Riverside County Innovation Alliance to promote economic development opportunities associated with innovation industries and high-tech businesses.



**Memorandum of Understanding Between  
Riverside County Economic Development Agency,  
Tech Coast Angels, and the Tri-Tech Small Business Development Center of Riverside  
Community College-Office of Economic Development  
*Riverside County Innovation Alliance***

This Memorandum of Understanding (MOU) summarizes agreement between the Riverside County Economic Development Agency (EDA), the Inland Empire Chapter of the Tech Coast Angels (TCA), and the Tri-Tech Small Business Development Center of Riverside Community College-Office of Economic Development (Tri-Tech) to cooperatively promote successful economic development, innovation and business development. The parties are entering into this Riverside County Innovation Alliance (RCIA) to better serve the development of the region, businesses and new entrepreneurs.

For the past twenty years, EDA has been stimulating the Riverside County economy through its programs. EDA is committed to helping build the foundation of Riverside County's economy through its objectives to bring more jobs to Riverside County, bring higher paying jobs to Riverside County and to increase investment in Riverside County. Six years ago, EDA developed the Team Riverside County program which encourages economic development professionals from other municipalities and organizations to collaborate with EDA in promoting Riverside County nationally at tradeshows and in targeted advertising campaigns. EDA has identified innovation and high-tech businesses in all sectors as a means to grow and diversify the Riverside County economy. It also recognizes the importance of fostering technology commercialization and developing a workforce with higher education.

TCA is the nation's largest angel network with over 300 members in five regional networks in Southern California. TCA is ever-mindful that some of the world's greatest companies began with angel investments and TCA take's its commitment to that tradition seriously. The nearly 300 members of TCA collaborate with each other on due diligence and then make individual decisions regarding potential investments. Not limited to the technology industry, TCA's members invest in exciting companies in a wide range of industries including biotech, consumer products, Internet, IT, life sciences, media, software and environmental, among others.

- Invested over \$11 million in 2011
- Raised more than \$45 million for its entrepreneurial companies in 2011
- Provide critical business connections
- Provide hands-on mentoring and access to business resources
- Help raise additional venture capital funding

Tri-Tech is Southern California's only Small Business Development Center helping rapid-growth companies and entrepreneurs to commercialize new technologies, market their products and services, and identify capital and knowledge resources. Tri-Tech forms a crucial bridge between the region's entrepreneurial community and the larger communities of businesses, universities,

professional service providers and government agencies. Tri-Tech's network of high-level consultants and contacts throughout the community provide critical business investment, development, and partnership opportunities to "gazelle" companies with a high impact in our local economy.

Based upon these common goals, the following understandings will guide this effort, until modified or amended.

## 1. Purpose and goals

Through the Riverside County Innovation Alliance, EDA TCA, and Tri-Tech will cooperate to promote economic development opportunities associated with the development of technology transfer and the innovation economy.

The goals of this alliance are to:

- Foster communication between partners; acknowledge positive contributions partners have made to Riverside County's economy both historically and present day in order to move forward on shared goals.
- Develop a series of educational sessions, funding competitions and an annual signature event highlighting technology and innovative businesses.
- Create awareness of the innovation "ecosystem" that exists within the region.
- Develop an economic indicator which measures the strength of region's innovation assets and business activity.
- Serve as centers of information, expertise and assistance with respect to innovative, high-growth industries that the region seeks to attract, develop and retain.
- Identify and apply for grants that further the goals and objectives of this MOU and expand the breadth of services to local innovation businesses.
- Encourage commercializing research and remove barriers for technology transfer.
- Identify and prioritize target industries and clusters that have a high multiplier effect.

## 2. Programs and Offices

EDA, TCA, and Tri-Tech agree to work together to develop programs and identify offices that will participate to advance the goals of this MOU. The following objectives have been agreed upon as critical steps the alliance will take:

- Encourage technology commercialization; provide the research and develop the institutional support needed to foster technology commercialization. Identify best practices and models of successful programs, as well as the steps needed to implement here in Riverside County.
- Cooperate to develop and support research and events produced that promote economic development, such as information regarding economic forecasts, business trends, innovation and entrepreneurship and best practices to the business community and policy makers.
- Identify an annual innovation and funding event that encourages high-technology companies. Showcase examples of technology- commercialization and economic

development that can be promoted by EDA, TCA, Tri-Tech, and other partners as appropriate.

- Communicate and coordinate regularly regarding trade shows and other events that meet the goals of this MOU.

### 3. Marketing

EDA, TCA, and Tri-Tech agree to work together to develop an image of inland Southern California as a place where highly skilled/high technology companies are located and where their employees grow and thrive.

- Each institution will cross promote the other on its websites and in marketing materials.
- Each institution will extend the opportunity to the other to participate in appropriate trade shows, conventions and assemblies as appropriate for the purposes of promoting the Riverside County Innovation Alliance.
- Mutually developed promotional plans, materials, or any other activity that uses the logos, images, or names of each party to this MOU will be subject to approval by each institution.

### 4. Notices

Any notices required or desired to be served by either party upon the other shall be addressed to respective parties as set out below:

#### EDA

Robert Field, Asst. County Executive Officer/EDA  
Economic Development Agency  
3403 10<sup>th</sup> Street, Suite 500  
Riverside, CA 92501  
951.955.4860

#### TCA

Surya Jayaweera  
112 Harvard Avenue, #296  
Claremont, CA 91711

#### Tri-Tech

John Tillquist  
Riverside Community College – Office of Economic Development  
152 E. 6<sup>th</sup> Street  
Corona, CA 92879

### 5. Terms and Termination

- This MOU shall not create any rights in any third parties, specifically any businesses or students participating in the program. The only parties to this MOU are EDA, TCA, and Tri-Tech.
- Amendments to this MOU must be in writing and approved by the designated representative of each institution.
- Either party may terminate this MOU at any time by giving 30 days written notice to the designated representative of the parties.

- There is no agreement by EDA or the County of Riverside to provide any financial support for any projects/programs referred to in this MOU. Any such commitment shall be stated in a separate written agreement subject to approval by the appropriate county authority.

**COUNTY OF RIVERSIDE**

\_\_\_\_\_  
John Tavaglione, Chairman  
Board of Supervisors

**INLAND EMPIRE NETWORK**

\_\_\_\_\_  
Surya Jayaweera, President  
Tech Coast Angels

**RIVERSIDE COMMUNITY COLLAGE DISTRICT**

\_\_\_\_\_  
Dr. James Buysse, Vice Chancellor

**APPROVED AS TO FORM:**

Pamela J. Walls  
County Counsel

FORM APPROVED COUNTY COUNSEL

BY: ANNIE DE SANHAR DATE 4/3/12

**ATTEST:**  
Kecia Harper-Ihem  
Clerk of the Board

\_\_\_\_\_  
Deputy