



CVEP Business Incubation Impact City-County Conference March 16, 2017

*"Growth with a sustainable attitude
focused on profit, people, and planet."*

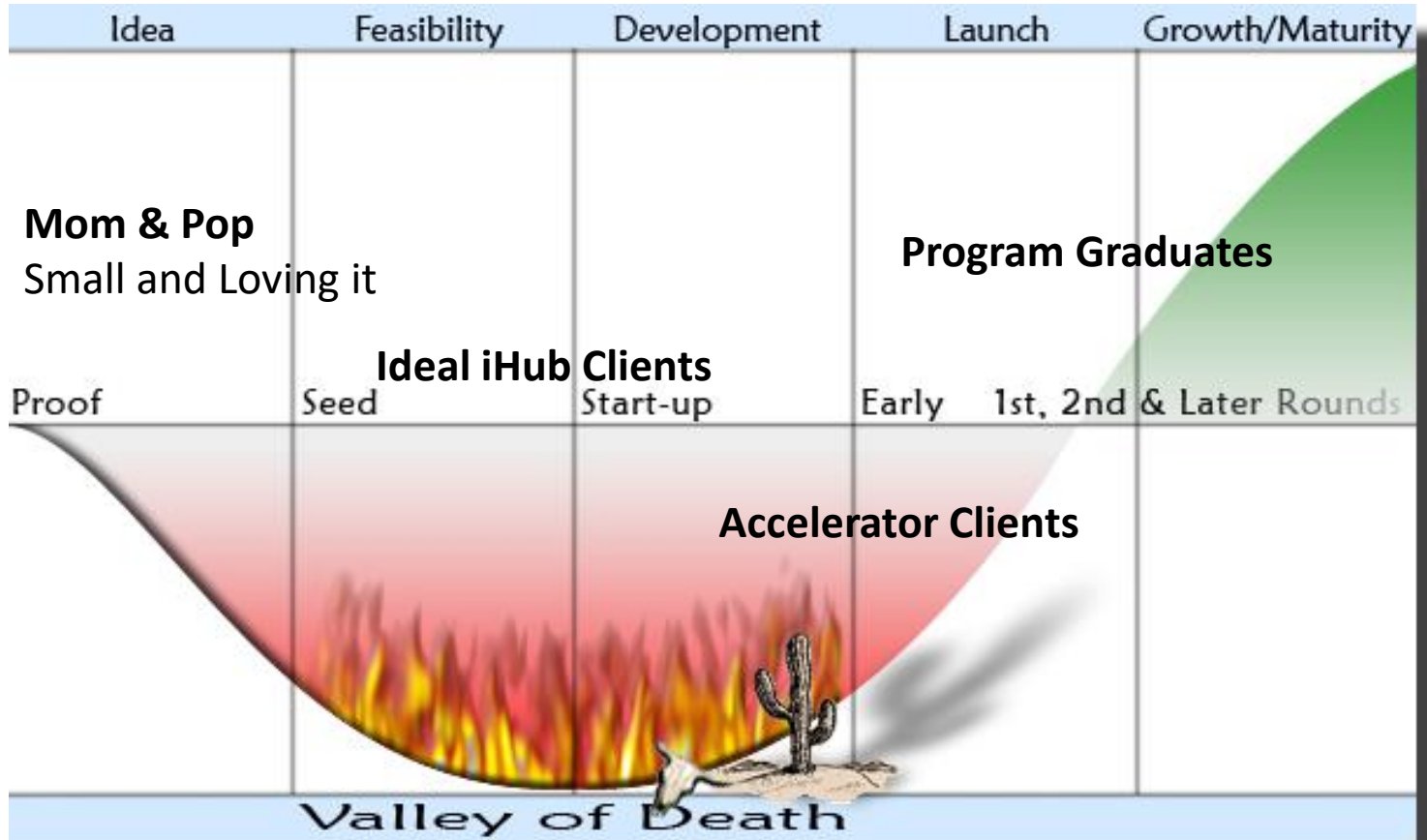
CATHEDRAL CITY • DESERT HOT SPRINGS • INDIO • LA QUINTA • PALM DESERT • PALM SPRINGS • RIVERSIDE COUNTY



PSiHub (Incubator) Evolution

- 2010: iHub Charter Granted by State of California
- 2011: Planning and Pre-Launch Activities
- 2012: Hired Staff and Began Operations
- 2013: Refined Model & Raised Funds for Accelerator Campus
- 2014: First Use of Accelerator Campus
- 2016: Completion of Accelerator Campus

What is the iHub and Accelerator (non-profit)



CViHub & Accelerator Campus – Q1-2017

- 19 Graduated or Left Program
- 35 Companies now in program from target clusters
 - 6 Resident
 - 17 Virtual
 - 12 Accelerator
- Currently recognized as a “best practice” iHub in California
- Cumulative Funds Raised: \$20 Million,
 - All Private Transactions (no angel or VC investment)
- 19 Patents Granted or Pending
- \$2.85 Million Contribution Commitments
- First iHub Accelerator Campus in CA
- 153 Jobs Created

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Incubation Facilities

- **CVEP Offices:** 14,500 square feet of premium office space that can house staff plus 10 – 12 companies
- **Accelerator Campus:** 43,000 square foot, 7 Industrial Building Complex on PS International Airport Grounds that can accommodate up to 180 employees in up to 25 companies
- **Virtual Campus:** Provide services for entrepreneurs who are home based or out of market based. Out of market incubation is a business recruitment tool

Incubation Partners

- SBA
- Score
- Coachella Valley SBDC
- Federal Lab Consortium (Los Alamos, Sandia, etc.)
- Riverside County EDA
- California GoBiz
- Cities, Banks, Medical Facilities
- Other Private Businesses

Success Stories

Heppolt Wind Energy

Seco Systems

Indy Power Systems

Hip Sister

GattaCo

CVEP Awards for Incubation

South Coast AQMD: Green Business Award

World's Best Technology (Silver)

Spirit of the Entrepreneur (CSUSB)

SBEMP Leader of the Year 2016

Martin Luther King Legacy of Service

Assembly and Senate (Numerous)

Critical Needs for Future Sustainability

Bandwidth

Full Service University

Venture Capital Firm

CVEP Economic Impact 2016

Elliot D. Pollack & Company

March 2, 2017

Commissioned by: Southern California Edison

Impact	PS iHub	Biz Services	Total
Direct	\$55.0 M	\$2.3 M	\$57.3 M
Indirect	10.3 M	\$0.7 M	\$11.0 M
Induced	11.0 M	\$1.0 M	\$12.0 M
Total	76.3 M	\$4.0 M	\$80.3 M

Long Term Economic Impact Model

Dr. John Husing

- 20 Year Impact
- First Class of Accelerator Graduates to be 2017
- 7 Graduates per year from two Accelerator Campuses
- Graduates have 15 employees at Graduation
- 50% Survival Rate Post Graduation
- 10% annual Growth Rate Post Graduation to 35 employees
- Average employee wages are \$48,900*
- Revenue per employee = \$200,000

* 2013 Inland Empire 2013 median manufacturing wage

20 Year Economic Impact Projection

- 81 Graduated Companies in Operation
- \$5.5 Billion in Cumulative Revenue
- \$1.1 Billion of Profits Generated
- 3,544 Direct Jobs Created
- 5,112 Direct & Indirect Jobs Created
- \$12.5 Billion in total economic activity*

* Includes payroll, value added activity, and revenue

Impact Study Industry Clusters

- Renewable Energy (Solar, Wind, Geothermal)
- Energy Storage and Management
 - Lithium Mining @ Salton Sea
 - Advanced Battery Manufacturing
- Water Conservation Technology
- Agribusiness
- Healthcare (Maintenance, ACA, Quality of Life)
- Logistics
- Defense & Technology Transfer

Other Items of Interest

- CVEP Economic Development Budget: \$1.2 Million
- Palm Springs iHub Budget: \$350,000
- Biz Support Budget: \$125,000
- Shared Resources Budget: \$725,000
- Number of Employees
 - 7 Full Time Direct Employees
 - 3 Part time Contractors (Finance, Marketing, Grant Writing)
- Cost to Prepare Incubation Center: \$550,000
- Cost to Complete Accelerator Campus: \$1.9 Million

CVEP & PSiHub Contact Information

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