

# EDC Cultivate & Ignite Tech Program



ECONOMIC  
DEVELOPMENT  
COLLABORATIVE

Economic Development Collaborative  
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# Service Area



# Economic Impact

**25**  
YEARS IMPROVING THE REGIONAL ECONOMY

**31,059**  
BUSINESSES ASSISTED

**56,245**  
JOBS SUPPORTED, RETAINED & CREATED

**\$ 21,516,512**  
IN LOANS FUNDED

**\$ 25,000,000**  
IN VENTURE CAPITAL

# About EDC CITP

EDC Cultivate & Ignite Tech Program provides meaningful, analytical, and actionable feedback to our region's tech entrepreneurs. The program supports founder's ability to prioritize and focus resources on areas that are most critical to success and prepare them for revenue growth, scalability and venture capital partnership.



# About EDC CITP



The EDC CITP creates a pathway to connect early stage firms to:

- expert advising
- training sessions
- pitch panels
- industry panels
- pitch competitions
- local accelerators and
- resources in key tech development areas

# Areas of Advising

Access to 30+ Industry Experts providing no-cost advising in Key Pillar Areas:

- Product
- Revenue
- Team
- Systems
- Fundraising
- Operations
- Marketing
- Logistics
- etc.

# Training Sessions

Access to monthly virtual and in-person training sessions such as:

- Ideation
- Business Start Creation
- Business Startup Launch
- Scaling Your Business
- Positioning Your Company for Funding
- etc

# Pitch Panels

Formal presentation followed by a rigorous **question and answer** segment from an internal panel of EDC business advisors.

Panel evaluation forms are analyzed, resulting in detailed feedback reports intended to help the entrepreneurs and firms sharpen their business plans and pitches.



# Industry Panels



A panel of local industry leaders. Each panel is customized to assure industry and topical expertise. Panel members complete a rigorous evaluation of the presentation and business plan.

Panel evaluation forms are analyzed, resulting in detailed feedback reports intended to help the entrepreneurs and firms sharpen their business plans and pitches.

# Industry Concentrations

EDC CITP prioritizes companies in the following sectors:

- Life Science Technologies, Medical devices and Biomedical
- Information and Communications Technology (hardware, software, networking, big data analytics, sensor and the internet of things)
- Sports and Active Lifestyle Technology
- Clean Technologies (technology focused on reducing negative environmental impacts and innovating solutions)
- Agriculture
- Manufacturing
- Biotechnology
- Aerospace



# Key Tech Development Areas



# How can you get involved?

# Early Stage Founders - Get in Touch!!

Are you an entrepreneur or company interested in learning more about Cultivate and Ignite!

**WEBSITE:** [www.edcollaborative.com/edc-citp](http://www.edcollaborative.com/edc-citp)

**PHONE:** 805.409.9159

**EMAIL:** [info@edcollaborative.com](mailto:info@edcollaborative.com)

## **SOCIALS:**

Facebook: @edcollaborative & @edcespanol

Instagram: @edcollaborative & @edcespanol

Twitter: @edcollaborative

LinkedIn: @economic-development-collaborative

# Partners - Let's Collaborate!

We are always looking for community partners. Join the public-private-tech partnership today!

- Co-host an event
- Access our Expert Advisors
- Refer a Founder
- Join a training or event
- Share **OUR** trainings & events
- Share **YOUR** trainings & events



# SBDC Advisors - Work with Us!

There are many ways to get involved!

- Refer a Client
- Share Our Training Schedule
- Teach/Facilitate a Training
- Work with a Founder/Client
- Co-advise a Client
- Join Our Pitch Panels

## 3 Easy Steps to Get Started:

1. Share with us your interest
2. Schedule a meeting with Elianne
3. Start advising!



# LA SBDC Network Centers

The EDC CITP services are available to the entire LA Region. Get involved:

- Co-advise a client
- Co-host a training
- Teach/Facilitate a training
- Share the training schedule with your clients
- Join a pitch panel

## 3 Easy Steps to Get Started:

1. Share with us your interest
2. Schedule a meeting with Elianne
3. Start advising!

*\*\* Clients and milestones will remain at individual centers, but will be classified in Neoserra to track program success.*

# Stay Connected!

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