



Accelerator Questions Received
February 19, 2020

- 1. Is there an objection to developing a business incubator, which may be better than an accelerator? For the long term of the success of the venture, we think it would be much better to take this strategy.**

At present the Glendale Tech Strategy is focused on developing an accelerator program, for which the City has a State funding agreement. Staff does not object to receiving ideas concerning the potential development of a business incubator, however, since incubator program development is not the current Glendale Tech Strategy priority, the City Council would first need to give policy direction concerning incubator program development. Nevertheless, proposers are welcome to submit ideas about a potential future incubator program for the city's consideration.

- 2. Can the city clarify how it differentiates between an accelerator v. incubator operator so that it gets the most targeted proposals?**

The City defines these entities based on research from the Glendale Tech Strategy:

Accelerator: A highly competitive, cohort-based program that includes mentorship and educational components and often culminates in a public pitch event or demonstration event. Applicants for accelerators are rigorously screened prior to being accepted into the cohort. Accelerator programs also may invest in companies in return for equity.

Incubator: A year-round space that provides companies office space, other business infrastructure, and advice or mentorship in exchange for a fee, and in some instances, some amount of equity. Incubators are not time-bound nor are they competitive.

- 3. Would the city be open to awarding multiple grants for more than one accelerator?**

Yes, depending on the proposals received, the city may decide to award more than one accelerator grant.

- 4. Does the accelerator operator have to take on Tech Week/Tech on Tap? If so, will city staff help support the programs? What is the total budget/expense for TOT? Will the city transfer the funds allocated for those components to the operator's budget? How much budget can the city allocate?**

No, Tech Week and Tech on Tap are separate from the Accelerator Program and the operator would not be responsible for these programs. However, depending on the qualifications of the operator, an operator could potentially participate in programmatic elements of City-hosted tech events, including Tech on Tap or Tech Week. For example, as part of Tech Week, the City typically hosts Pitchfest; this is a concept that could evolve into a Demo Day hosted by the Accelerator. Depending on the proposal, City staff may



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help support the selected accelerator operator to develop and implement such a program. The total budget/expense for Tech on Tap is about \$100-\$150 per monthly event.

5. Can the city fund the accelerator after year four?

The City does not anticipate funding the accelerator after Year 3. The intent is for the accelerator to be self-sustaining after Year 3.

6. Can companies get a grant for local services from funds?

Companies are more than welcome and encouraged to explore local grants on their own. The State funding received and administered by the City is intended to support accelerator programming.

7. What is the total annual hard cost budget/expense for running Glendale Tech Week?

The total hard cost last year to host Glendale Tech Week was \$130,000. After sponsorship generation, the cost to the City was approximately \$90,000. The City also received significant in-kind sponsorship, totaling nearly \$75,000.

8. What is the total annual soft cost budget/expense for running Glendale Tech Week? (Staff salaries/wages and other related expenses. If city does not have total staff salaries costs available, please provide an estimate of total number of hours staff spends planning, executing and wrapping up Tech Week).

Glendale Tech Week required eight staff members, in part and full time capacities who together spent approximately 950 hours in 2019 for planning and hosting Glendale Tech Week. This represented about six percent of their total work time.

9. Do you feel there might be a conflict in the requested team size vs the size of the offered space?

No, staff does not anticipate a conflict between team size and the office space. However, the "fit" ultimately depends on the operator(s) selected. If an operator anticipates such a conflict at the outside or that one might arise, then they should explore other venues in the City of Glendale.

10. Will the \$150K be available as working capital if the applicant didn't need to use the city's space?

This request would have to be approved by Council.



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- 11. Is the city paying for any maintenance of the facility? (Cleaning, office equipment, furniture, etc.)**

The leased space will be provided on a typical commercial lease triple net basis; except as set forth in the lease, the operator would be responsible for maintaining the premises.

- 12. Will the City of Glendale make any improvements to the Plaza Bank 250 N. Orange property prior to or after awarding the Accelerator grant?**

The City of Glendale will provide a clean, move-in ready commercial tenant space, and may consider making additional reasonable improvements after awarding the accelerator grant.

- 13. Will the operator be financially responsible for all building improvements?**

See response to #12 and #13 above.

- 14. Will the awarded Accelerator operator have access to the business contacts that have participated on Tap on Tech and Glendale Tech Week and any other Tech events?**

Yes, the Economic Development team will provide contacts that have participated in Glendale Tech on Tap/ Tech Week. Parties that have signed the interest list in participating in the accelerator will also be forwarded to the operator.

- 15. Please elaborate on if there is any sort of theme/focus for this year? (horizontal in nature or specifically vertical focused- digital health, media & entertainment, etc.)**

There is no theme/focus for this year. Proposers are responsible for determining/suggesting the theme and what makes sense for Glendale and the Tri-City Region. Significant background information about the economy and tech efforts is provided in the RFP. Proposers can utilize this data, and data from other sources, to justify any theme or business vertical.

- 16. Do you know of any local companies applying to the Glendale RFP? Ideally, we would like to collaborate with a local entity to jointly offer our services and keep it more local to Glendale.**

Companies who have shown interest in the accelerator have attended many of our meetings and signed-in on the sign-in sheet. The contact list is also available online on our website:

<https://www.glendaletechweek.com/accelerator>



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- 17. In the Q&A, one response was problematic. I'm not sure if it was you or someone else that said that the contractor would not be paid until the end of each year, and payments would be predicated on achieving certain metrics. (PLEASE CLARIFY)**

Timing of payment is negotiable. The city anticipated compensating the operator after reviewing and confirming their progress meets the city's established benchmarks. It is important for proposers to specify their start-up costs in the proposal as these factors will be considered in establishing a compensation schedule.

- 18. Does the city have a floorplan for the space?**

Yes, the City has a basic floorplan for the space.

- 19. Should the proposer decide to stay in the space after Year 3, understanding it will be at market rate, what is the City's estimated/projected cost for the office lease so we can budget accordingly?**

Estimated rental rate for the office lease based on current comparable rents is about \$2,900/month.

- 20. What are the options and costs for parking for accelerator staff and startups, between the attached parking garage, street parking and other parking options?**

Street parking is \$1.50 per hour, and monthly parking in the parking garage is \$70 per month.

- 21. Is it possible to provide accelerator staff dedicated parking spaces in the parking garage at no cost?**

There is no dedicated parking for staff and the monthly cost is currently \$70 per month. The garage is first come, first served.

- 22. Does City have any previous or comparable data for any utilities costs for the space?**

Utility costs were \$3,861.91 for 2019, for a 12-month period, estimated to cost approximately at \$321 per month.



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- 23. The RFP describes the opportunity to request tenant improvements for the space build out. Do you have any sense for how much those TI's could be for? Is there a separate budget for tenant improvements?**

A preliminary quote the City received showed improvements ranging between \$25,000 to \$35,000. These quotes are attached. The operator may have additional requests the City can consider in addition to some of the basic upgrades and refurbishment.

- 24. The budget section asks to spell out "equity stake in accelerator companies" but also says that the funds cannot be used to invest in companies. Is the assumption that the sponsor will be the one investing directly in the accelerator companies on top of the costs to run the program? Trying to think through whether the \$333k annual budget is the goal, or whether the expectation is that the sponsor will commit to a higher number than that.**

The \$1 million cannot be used to invest into companies, as the assumption is that this will generally cover operating costs. If your business model includes investment, that will have to come from a different funding source. The City anticipates that some proposers may not have an investment component, and therefore might rely solely on the \$1 million in addition to whatever revenue generation model they have through sponsorships, programming, etc. The City does not have a preference for either model, but is simply looking for proposers to detail their budget in any scenario that comply with the program requirements.

- 25. Is the cover letter intended to be a comprehensive overview of the program or just a one-page description of the program's philosophy?**

One page description of your company. Additional information on the program's philosophy can also be provided.

- 26. Will you be listing people and organizations that have been involved in Tech on Tap and/or the Incubator outreach and awareness campaign?**

Yes, the sign-in sheets are listed on the website:

<https://www.glendaletechweek.com/accelerator>

- 27. Does the accelerator need a physical space located in Glendale?**

Yes, the accelerator needs to be located in Glendale.



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28. Has the IT/High Speed Internet infrastructure been addressed?

The tenant would be responsible for obtaining internet through a third party provider.

29. What is being provided with the available office space besides the physical location- any type of furniture, kind, quantity, electronics, appliances, any parking spaces or vouchers, etc.?

The furniture, cabinets, chairs, file cabinets, refrigerator and fixtures are available to the operator. The City can remove the furniture if the operator does not want to use it. Anything beyond this, the tenant is responsible for bringing in their own furniture.

30. If there is a focus on government services will there be any additional funds from the City (IPA).

There are no additional funds earmarked, however, the Innovation, Performance and Audit (IPA) Department will commit to working with the operator in bringing forward applicable City Hall challenges.

31. Do we care if the operator is a non-profit or for-profit organization or if the accelerator participants are non-profits or for profit businesses?

There is no preference for a non-profit or for-profit organization.

32. What are the specific vision & goals of the accelerator? Provide more details about what we want to achieve.

Please refer to the *Startup and Accelerator Goals and Objectives* section of the RFP. Additionally, proposers can refer to *Section C. 5. Quantifiable Metrics* to find examples of quantifiable metrics the City would like the operator to measure as a part of the accelerator.

33. Do we have a preference over free to join/no equity programs?

The City would prefer low- to no-cost to join models that are accessible and sustainable. The City does not have a preference regarding equity/no-equity programs.

34. The RFP has only one submittal date. Would we consider offering additional submittal dates or phases where more information can be provided?

The City will not consider offering additional submittal dates for the RFP.



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35. Are bigger event spaces available for special events by the city that can be used for demo nights and other large gatherings (up to 200 people)?

There are a variety of City and privately owned spaces available in Glendale. The City can also help with securing space at the Downtown Central Library Auditorium, Alex Theatre, Civic Center, Glendale Police Department Community Room and the Artsakh Street Retail Units. Privately-owned space are also potentially available include meeting space at the Hilton Hotel, Embassy Suites, Hyatt Hotel, Glen Arden Club, Studio Movie Grill, Hollywood Productions, Grand Central Air Terminal, The Americana at Brand and more. Economic Development staff may be able to assist in helping secure venues.

36. Expand on the role of the selections committee; who are they and when will the results be released?

The selection committee has not yet been announced. It will be comprised of local tech, workforce development, and economic development professionals that have no conflict of interest with, or connection to, any accelerator proposal.

The final selection of the operator is expected to occur in April 2020. The contract should be executed with the operator by June 2020.

37. Can applicants submit joint proposals? How would awarding the contract work? (i.e. who gets the funds etc.)

It is at the discretion of the proposers to determine roles and funding needs if submitting a joint proposal. Often, one company will act as the prime contractor with partner companies acting as subcontractors. Funding will remain the same, regardless of the operational structure, and will be split between the companies based on the proposers' outlined budget.

38. Under Evaluation Criteria, define "proof of leverage funding." What would score the full 5% on this?

The City expects the operator to provide monetary or in-kind contributions as part of the overall financing for the accelerator. There is no minimum amount of leverage funding required; however, proposers should provide Letters of Commitment for any contributions in excess of \$1,000. Keep in mind the City will not be supporting the accelerator past Year 3, and proposers should clearly indicate how they plan to maintain operation.



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- 39. Under Marketing & Branding, what are we looking for? Are we looking to continue the look of the blue Glendale Tech Week brand? What would score the full 5% on this?**

Proposers are welcome to utilize and build upon the current branding of Glendale Tech Week for the accelerator; however, they may already have their own company branding and are welcome to propose their own plans for branding and marketing. The City is especially interested in how operators will market the accelerator program and how this marketing/branding strategy will attract high quality companies. A clearly outlined approach will garner full points.

- 40. Timeline is not directly a weighted evaluation criteria, except in C.3. City says “Readiness to proceed”- would city like to assign to a weight to the strength of a proposer’s timeline from ramp up to year 1 through year 2 and 3?**

The “readiness to proceed” in the Evaluation Criteria is related to the proposer’s financial capacity and readiness.

The timeline for the program and “ramp up” is not specifically scored, but is included in the evaluation based on the expectations listed in the *Detailed Program Plan and Approach*.

- 41. City shared the expectation is to be “ramped up” in 6 months- what does that mean to City?**

The City expects the operator to prepare all aspects of the program in the first six months of the contract, which may take additional startup efforts. The operator should then have the first accelerator round/cohort group starting in the second six months of the first contract year.

- 42. Clarify “partnerships.”**

As stated in *Submission Requirements* in the RFP, the City anticipates the operator will partner with local entities as a part of the accelerator. These could be formal or informal partnerships. Proposers may include partners as subcontractors within their application, or they could include a variety of partners that will be providing in-kind or other goods and services. These could include local angel investors, venture capital firms, corporate partners and/or sponsors, or other organizations that provide a good or service. This is also expanded upon in *B. 5. Partnerships* in the RFP.



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43. Clarify “establish investment funds.”

Established investment funds are a way of investing money alongside other investors in order to benefit from the inherent advantages of working as part of a group.

44. References? What are you looking for? Startups, corporate partners, operators?

The RFP requests references related to the projects listed under the *Relevant Experience* section. Proposers should choose three references that can best speak to their experience and qualifications in running an accelerator or similar program.

45. Elaborate on needs not met by previous proposals from first RFP.

The City recognized that the funding was not adequate to generate a lasting impact to the startup community. The limited funding prevented having regular events, larger and more frequent cohorts, and a variety of quality mentors. The previous RFP also called for a financial matching requirement; that was eliminated in this RFP.

46. Vision for year 4-5?

Ideally, the accelerator will be self-sufficient by Year 4 and 5 as no funds have been identified for continued financial support beyond Year 3.

47. Is the city interested in an opportunity for consortium?

The City will consider any proposal and operating model presented that best meets the terms detailed in the RFP.

48. Will the city consider subsidizing affordable housing for founders in the program?

The City is not able to subsidize affordable housing for the operator.

49. If the accelerator meets its objectives in the first 3 years, is the city open to further investment and providing space?

Current funding and support has only been identified for the first three years. It is the goal of this program that it becomes self-sufficient by the end of the term.



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50. Please explain further on innovation hub/tech hub. What events or recognition or development should happen to be considered?

Innovation or tech hubs are general terms for regions with a significant tech presence. Key to these regions is co-location of high-tech or start-up firms, local institutions of learning that feed the skilled workforce pipeline, and concentration of venture capital to invest in start-ups. Silicon Valley in the San Francisco Bay Area is generally considered the most prominent innovation/tech hub, while other regions like Boulder, Colorado, and the Research Triangle in North Carolina are smaller but significant pockets of tech and innovation.

51. Do you have a specific definition of start up?

A start-up is generally considered a company that is an entrepreneurial venture in its early stages of operation and revenue. There is usually an expectation that some part of the start-up business utilizes technology for their business operation. The City is requesting that proposers define the specific stage or stages of start-up companies its accelerator program seeks to serve, e.g. Seed, Early Stage, Series A, etc.

52. How would the additional funds be categorized? Can it be as investment vehicle?

Additional funds cannot be used for investment. The operator will need to provide alternative funds, separate from the government grant, for investment opportunities should it wish to have an investment arm.

53. Please explain "Evidence of adequate financial capacity."

The City seeks an operator that is financially stable and has a plan to sustain the accelerator program past Year 3. Proposers should provide a line-item budget that clearly demonstrates how the grant funds will be utilized. Additionally, they should document/identify any outside/leverage funding (company funds, grants, sponsorships, etc.), any participation fees, and any in-kind services.

The City does not have a specific requirement for leverage funding, but the proposer is expected to invest additional funds beyond the \$1M grant, whether monetary or in-kind.

54. Is there a plan to be absorbed by the city at the end of 3rd year?

There is no plan for the City to absorb the accelerator after Year 3.



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55. What eco-system needs do you expect operator to fulfill?

As stated in the RFP, the goal of the accelerator is to attract and retain start-up companies in the City of Glendale based on the services provided locally (mentorship, venture capital, etc.). The operator plays a significant role as a coordinator and convener as a part of the start-up ecosystem.

56. Can we get a list of all the suggestions that were made from improvements to the office space the November 12, 2019 meeting?

Yes, the list will be uploaded online on our website-
<https://www.glendaletechweek.com/accelerator>

57. Can we get a list of all the attendees from the February 6, 2020 meeting?

This list can be found online on our website- <https://www.glendaletechweek.com/accelerator>

58. Can we schedule a visit to the space between now and the awarding of the proposal date to inspect? How do we go about scheduling a visit to the space to see the interior?

An additional walk-through has been scheduled for Thursday, Feb. 27 at Noon to 1 pm. Please RSVP by contacting Ani Pogossian at 818-548-2005.

59. If tenant improvements are to be included in the proposal, do they have to be a publicly solicited bidding project or can the selected operator choose their own contractor and begin work immediately?

If tenant improvements are being proposed for the City-owned property, work must be done according to Prevailing Wage Requirements. The City will hire its own contractor to complete this work.

60. What is city's max budget for TI costs paid to the contractor so we can plan what's possible?

A preliminary estimate showed that tenant improvement work will cost an estimated \$25,000-\$35,000. Any additional improvements beyond that would have to be negotiated.

61. Is there a possibility to increase space in any way with taking over a neighbor tenant's space over the course of the 3 years?

There is no possibility of increasing the current space at 250 N. Orange at this time.



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62. What nearby outdoor spaces are available for free or at a low cost?

The City can assist the operator in identifying potential additional spaces, such as Central Park, at The Americana at Brand, and the Artsakh Paseo, but the operator is encouraged to build local relationships in order to secure additional outdoor space available to fulfill their needs.

63. Can we get a copy of the final report(s) prepared by Estolano Advisors?

If the question is referring to the Glendale Tech Strategy, than this is available at:
<https://www.glendaleca.gov/home/showdocument?id=35855>

64. How is the funding disbursed? Is it an annual tranche of \$333K or something different? What is the grant payment method, terms and timeline? Will it be a direct transfer/check/other method? Will the payment be monthly/quarterly/ yearly?

This can be negotiated, but currently the payment is scheduled to be made annually depending on successful completion of the metrics established by the operator. It is possible that the Year 1 payments could be divided into two installments to assist in start-up costs. If selected, payment terms would be established in the Professional Services Agreement.

65. How open are the tri-cities to using tech from the accelerated startups on a trial or POC basis (if appropriate) and are there positions/departments/committees that can be included as part of the incubator program “network?”

An ideal outcome of the accelerator is that local companies and corporations can utilize the goods/services produced by start-ups participating in the accelerator. The City may consider piloting relevant civic tech developed through the accelerator program depending on the type of accelerators that are proposed. The City cannot speak for other cities in the region at this time.

66. Is there additional funding from the State beyond the \$1M grant (are there other adjunct programs/grants that could be pursued)?

Currently, there is no additional funding available from the State. The operator will need to explore additional funding or sponsorship options.

67. Is the city willing to provide additional funding beyond the office space and the State \$1M grant?

Not at this time.



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68. Please comment on the capacity for the winning accelerator to update its strategic and operating plan over the course of the initial three-year period based on the success of its startups and the evolution of the local tech sector and economy.

The RFP requires proposers to outline quantifiable metrics to measure the accelerator's success. The City is willing to consider an accelerator updating its strategic and operating plan during the term of the grant based on the success and outcomes of the initial round(s) of the accelerator.

69. How will the success of the accelerator be evaluated five to seven years from now by the City of Glendale? What would Glendale consider a highly successful outcome?

As described in the RFP, the City of Glendale is seeking a qualified operator to develop, implement, and operate an accelerator with the following goals in mind:

- Create jobs;
- Retain talent in Glendale and the Tri-City region;
- Attract high growth start-ups to Glendale, and retain them once they successfully complete the accelerator program;
- Support entrepreneurs currently travelling outside the region for outside resources, including, but not limited to, accessing capital and mentorship;
- Raise profile of Glendale as a hub for innovation, and an important city to Southern California's burgeoning technology scene; and,
- Contribute to the innovation in leading industries in Glendale and surrounding communities, including, but not limited to art and entertainment, healthcare, financial services and government.

Additionally, the operator will have created a sustainable model to extend past the initial three year term such that the accelerator is financially self-sufficient by Year 4.

70. How will intellectual property rights of the startups in the incubator be treated under Section 9.3 of the agreement?

Section 9.3 (B) of the Professional Services Agreement ("PSA") states:

"Unless CITY states otherwise in writing, all proprietary rights or intellectual property rights, including copyrights that arise from creation of the work under this Agreement vest in CITY. CONSULTANT waives and relinquishes all claims to proprietary rights and intellectual property rights, including copyrights, in favor of CITY."



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City will be including a written addendum to the City's form PSA which specifically waives and relinquishes any CITY claim to proprietary rights and intellectual property rights, including copyrights that arise from creation of the work under the PSA. However, Sections 9.3(A) and (C) will not be changed.

- 71. What company level data has been collected or can be collected from start-ups/sole-proprietors/ corporations/ non-profits or any other institutions in the tri-city area?**
- a. Can that data be shared with the accelerator operator in order to facilitate sector targeting, business networking, program evaluation, and other functions of the accelerator?**
 - b. Specific metrics of interest: Revenue, Employment, Taxes paid, Occupational Breakdown**

The RFP gathered data from two main sources; Crunchbase provides crowd-sourced information about local companies and is publicly available (detailed information requires a subscription) , and ReferenceUSA collects business information by subsector and is available through a subscription or often for free with a public library card.

- 72. What labor force data has been collected or can be collected from companies, individuals, educational entities in the tri-city area?**
- a. Can that data be shared with the accelerator operator in order to facilitate sector targeting, business networking, program evaluation, and other functions of the accelerator?**
 - b. Specific metrics of interest: wages, skillset, educational attainment and qualifications.**

See Response # 71.

- 73. Is there any potential for the City to provide a living learning environment such as a house in lieu of the office space that is offered as part of the potential three year contract?**

This is not an option.



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- 74. One exceptional feature that Women’s Startup Lab could bring to this opportunity is to serve as a gateway between the City of Glendale and Silicon Valley and the Bay Area. While of course, our primary objective would be to build the Glendale ecosystem, one way to do this would be to leverage our vast Silicon Valley and Bay Area network to provide our contacts with greater transparency into the growing, exciting Glendale ecosystem. With that, we could routinely expect to invite guests to come and observe the work being done in Glendale by us and others. This would involve incremental cost not anticipated by the RFP. How is this being considered?**

The City may consider an operator involving professionals in their program that they deem relevant and necessary for the best accelerator experience. Proposers must provide verifiable justification for any travel costs as part of their operational budget to run the program. The City will consider travel reimbursement requests that are sufficiently justified under the program. There are no travel funds earmarked for the accelerator program. Any funds used for approved travel will reduce the budget.

- 75. In a similar vein, while we are so excited about all that Glendale has to offer, we do believe that it would be beneficial to provide opportunity for outstanding Glendale entrepreneurs to experience Silicon Valley through travel and potentially engaging in our Silicon Valley immersion program (which we will continue to run during the three year engagement). This opportunity will come at considerable additional cost beyond the \$333,333.33 annually. Might there be opportunity to work with the City for additional funding for a Silicon Valley expansion?**

The City does not have additional funds beyond what is being provided at this time.

- 76. What is the size of the team and level of seniority that you anticipate being in Glendale during the three year term?**

Staff needs clarification before answering this question. Does the question refer to the size of the City’s team that will provide management to the accelerator program, or does this question refer to the size of the accelerator team?

- 77. We seek to find the best providers for niche services such as social media promotion, and those providers may or may not be local. Is this acceptable to the City?**

Glendale has a wide range of niche services. Proposers should explore Glendale based companies first before utilizing non-local companies.



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- 78. Do you anticipate the accelerator talent pool coming solely from Glendale? If not, will the city be providing any stipends to incentivize entrepreneurs to move too Glendale?**

Glendale prefers the talent pool be drawn from Glendale and nearby region. Incentivizing opportunities include no gross receipts tax, help with finding space, and the permitting process with our concierge team.

- 79. Does the City anticipate providing any other stipends, tax credits, vendor incentives or other incentives to entrepreneurs? To the successful RFP provider? If yes, please provide a detailed list.**

Not at this time. Please see Response # 78.

- 80. Does the city currently have a plan in place to finance the program operations? Top programs (such as the Disney and Sony Music programs in LA) cost \$2-3 million a year to run in fees to Accelerator vendors and human capital, grants to companies, legal, etc.**

The operator will need to finance the program operations. The \$1 million grant is intended for operational costs.

- 81. Does the city have a legal mechanism for holding equity in the startups?**

No, the City cannot invest in these companies.

- 82. Does the city have staff that can effectively manage an investment committee process for selecting companies that would go through the program?**

The City does not have staff that can manage an investment committee process. The operator is expected to develop a process for screening companies for participation.

- 83. Do you intend to use this program to stimulate FDI into the City of Glendale?**

The City does not have a preference for a program that stimulates FDI.

- 84. Are you looking to attract companies from the surrounding region or would companies from around the world building on thesis innovative solutions be welcome? If so, does the City have capability to assist entrepreneurs with immigration?**

The City cannot guarantee support for international entrepreneurs, and does not have such a support mechanism in place. While all start-ups are welcome to participate in the



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accelerator program, the goal of the accelerator is to support regional entrepreneurs, and the operator is expected to target local companies for recruitment unless companies are looking to relocate internationally to Glendale.

85. What is the estimated release date for the Tri-cities branding RFP?

February 27, 2020.

86. Since City feels strongly that the Accelerator winner should take the lead on developing the Glendale and Tri-cities startup community, is city willing to see what ideas proposers come up with first, before releasing branding RFP?

Based on data from past tech programming, the City recognizes that the market for the accelerator will likely come from surrounding areas, including Burbank, Pasadena and Downtown Glendale. The Tri-Cities branding effort is separate from the effort of the accelerator.

87. Will the city of Glendale make themselves available for any Gov't Tech, Smart Cities, Green Tech, Transportation companies, etc. that would benefit from increased access to city personnel or data (similar a Cedars Sinai accelerator giving cohorts access to Cedars data and acting as a company's test case first client). Specifically, has this been discussed in some way already (e.g. granting special access to city data to cohorts) and is there to be a planned liaison for city access dedicated to the accelerator program?

GovTech has been discussed as a possible vertical. The City is available to support the chosen operator, which may include providing data. Currently, the liaison to the accelerator will be members of the Economic Development Division.

88. Is there a preference to companies in the Gov't Tech, Smart Cities, etc. space or is the primary goal getting ambitious, high upside tech companies into the city (i.e.-vertical agnostic)

There is no preference. The operator should clearly articulate why their vertical or selected area of focus makes sense for the region, the market, the future, and the operator.



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- 89. As one of the key goals of this program is to encourage more companies to operate in Glendale, are there any financial incentives in place earmarked from the city to encourage graduating accelerator companies to stay within Glendale (e.g.-a partial rent subsidy for the first 6 months for companies setting up a permanent office in Glendale) so they don't leave for SF or West LA upon completion of the program?**

Currently, the City has a competitive Business Expansion Grant available to companies for tenant improvements. The City also has proactive staff members available to work with prospective tenants looking to relocate in Glendale, in addition to other competitive advantages such as more affordable office rents, ease of location and amenities.



Maintenance and Remodeling/Water Damage Restoration

Overland, Pacific & Cutler, LLC
 3750 Schaufele Ave #150
 Long Beach, CA 90808

☎ (562) 304-2071
 ✉ kchristie@opcservices.com

ESTIMATE	#56838-1
ESTIMATE DATE	Mar 15, 2019
SCHEDULED DATE	Fri Mar 8, 2019 8:00am
TOTAL	\$20,325.00

SERVICE ADDRESS

250 N Orange St
 Glendale, CA 91203

CONTACT US

17208 Roseton Avenue
 Artesia, CA 90701

☎ (562) 601-8141
 ✉ orders@vsflooring.com

ESTIMATE

Services	qty	unit price	amount
Maintenance - Maintenance	1.0	\$20,325.00	\$20,325.00
Demo, remove and haul away bankers mini wall Remove all wall mount items left by previous tenants Prep all walls as needed throughout Cover all glass walls/windows as needed Spot prime as needed throughout entire Paint entire building 2-tone throughout Dunn-Edwards (colors Pending) \$19,800			
Replace all damaged ceiling tiles throughout as needed inspect fire sprinkler due to ceiling tile watermarks (Report and repairs will be submitted in a separate estimate if any is needed) \$525			

Subtotal \$20,325.00

Tax (Los Angeles - tax 9.5%) \$0.00

Total \$20,325.00

Now we are doing repair and remodeling of properties and water damage restoration and YES we are licensed and insured, Try our new services



Maintenance and Remodeling/Water Damage Restoration

Overland, Pacific & Cutler, LLC
 3750 Schaufele Ave #150
 Long Beach, CA 90808

☎ (562) 304-2071
 ✉ kchristie@opcservices.com

ESTIMATE	#56838-2
ESTIMATE DATE	Mar 15, 2019
SCHEDULED DATE	Fri Mar 8, 2019 8:00am
TOTAL	\$15,896.94

SERVICE ADDRESS

250 N Orange St
 Glendale, CA 91203

CONTACT US

17208 Roseton Avenue
 Artesia, CA 90701

☎ (562) 601-8141
 ✉ orders@vsflooring.com

ESTIMATE

Services	qty	unit price	amount
Labor - Take Up Glue Down Carpet Remove And Dispose Existing Glue Down Carpet	248.0	\$2.00	\$496.00
Labor - Labor Glue Down Labor To Install New Glue Down Carpet in	248.0	\$4.00	\$992.00
Labor - Recycling CA CRPT Stewart Assessment	248.0	\$0.28	\$69.44
Labor - Cove Base Install Standard Color 4" Cove Base, color TBD	256.0	\$1.50	\$384.00
Labor - Labor VCT Labor Install VCT Flooring (vinyl composition tile) in Closet area, 56 sq. ft. of VCT Flat Metal color Silver floor prep. over existing.	1.0	\$650.00	\$650.00
Miscellaneous - Move Furniture We moved furniture but we are not responsible for moving any personal Items and / or Electronics.	1.0	\$2,800.00	\$2,800.00
Materials	qty	unit price	amount

Materials Glue - Commercial Carpet ECO 420 4 Gallon Mapei Premium Adhesive #94264	6.0	\$65.00	\$390.00
Materials Carpet - Commercial Carpet Supply Commercial Shaw Carpet Style: 5A184	248.0	\$36.85	\$9,138.80
		Subtotal	\$14,920.24
		Tax (Long Beach - tax 10.25%)	\$976.70
		Total	\$15,896.94

Now we are doing repair and remodeling of properties and water damage restoration and YES we are licensed and insured, Try our new services



1204 W Commonwealth Ave, Fullerton, 92833, CA, United States

CSLB LIC # 1038005

info@orange-renovations.com

orange-renovations.com

949-447-7445

Simon Atherton

949 447 7445

Estimate

For: Karen Christie
kchristie@opcservices.com
Irvine, CA

Estimate No: 2407
Date: 03/12/2019

Description	Quantity	Rate	Amount
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250 North Orange St Glendale	1	\$23,846.00	\$23,846.00
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Refurbishment of above office space

Replace 12 U bend ceiling light bulbs
 replace 2 can light bulbs main area
 replace both washroom instant hand water heaters (both non operable)
 terminate security wiring above teller area
 terminate electrical from old night safe and make safe
 remove lint from 1 restroom fan
 replace fan in 2nd bathroom
 reseal 2x vanity tops
 investigate drain off pipe x2 in ceiling void and terminate safely
 replace 6 vinyl floor tiles to store area
 replace 22 ceiling tiles damaged/ water stained
 investigate and stop condensation from dripping on water sprinkler head in rear hallway
 seal above 2 windows externally and repair drywall
 refix PVC baseboard in 4 places
 remove pony wall from taller area and repair floor and wall
 remove all brackets and screws from walls
 fill and prep all (Walls) to receive 2/3 coats of satin paint
 clean reception floor tiles
 remove existing carpet and replace with commercial carpet tile (carpet tile is recommended for rental spaces easy to repair and replace sections rather than whole areas at a later date)
 clean all windows blinds and surfaces on completion
 Dispose of old carpet and refurbishment items from site only

Parts Subtotal	\$23,846.00
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Subtotal	\$23,846.00
0%	\$0.00
Total	\$23,846.00

Total	\$23,846.00
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Notes

Start date can be agreed work run time 3 weeks
Payment dates to be agreed prior to work starting

