

WELCOME

# Glendale Start-Up Tech Accelerator

Providing Support to Start-Ups in the 818



## PURPOSE OF TODAY

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# Share Progress

Where we have been since launching the Glendale Tech Strategy in 2016.

# Share Traction

Glendale Tech is more than a strategy on a shelf!

# Share Ideas

Break into groups to discuss how to establish a Start-Up accelerator that supports the Tri-City start-up scene!

## DATA ANALYSIS

# How much tech is there in Glendale?



**1,029**  
**HIGH TECH**  
**FIRMS**



**41,168**  
**PEOPLE EMPLOYED**  
**BY HIGH TECH FIRMS**

**GLENDALE**  
**RESIDENTS**  
**WITH A**  
**DEGREE**



**26.6%**

25+ with a **BACHELOR'S DEGREE**

**12.3%**

25+ with a **GRADUATE OR PROFESSIONAL DEGREE**

**32.7%**

Graduates with a **STEM Degree**

## WAYS TO MEASURE GLENDALE'S TECH ECOSYSTEM



**VOLUME**  
**AND**  
**DENSITY**



**WORKFORCE**  
**AND SALES**



**LOCATION**  
**QUOTIENT**

## Strengths

- Quality of Life
- Location
- Brand Blvd.
- No City Business Tax

## Challenges

- Tech Companies operate as islands
- Traditional office space
- Delays in permitting
- Bandwidth



## RECOMMENDATIONS

- **Market Glendale as the place for Tech**
- **Promote Glendale's Business Friendly Environment**
- **Create and Support Glendale's Tech Workforce**
- **Support Glendale's Quality of Life**
- **Create a Space for Tech**



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# 2016 Today



**Tech on Tap Meet-Up Members**

0 2,035

**Tech Week Attendees**

500 5,500

**Sponsorship Raised**

\$15,000 \$45,000

**Pitchfest Submissions**

10 57

## CREATING A SPACE FOR TECH: NON-TRADITIONAL WORKSPACE



**INDUSTRIOUS**

# NOW OPEN

“We chose to build our next Los Angeles location in **Glendale** because it’s such a growing market, with high-growth startups and companies across industries converging.”

Katharine Lau, senior director of real estate at Co-Work Space Industrious, coming soon to 500 N. Brand  
~ *Commercial Observer*

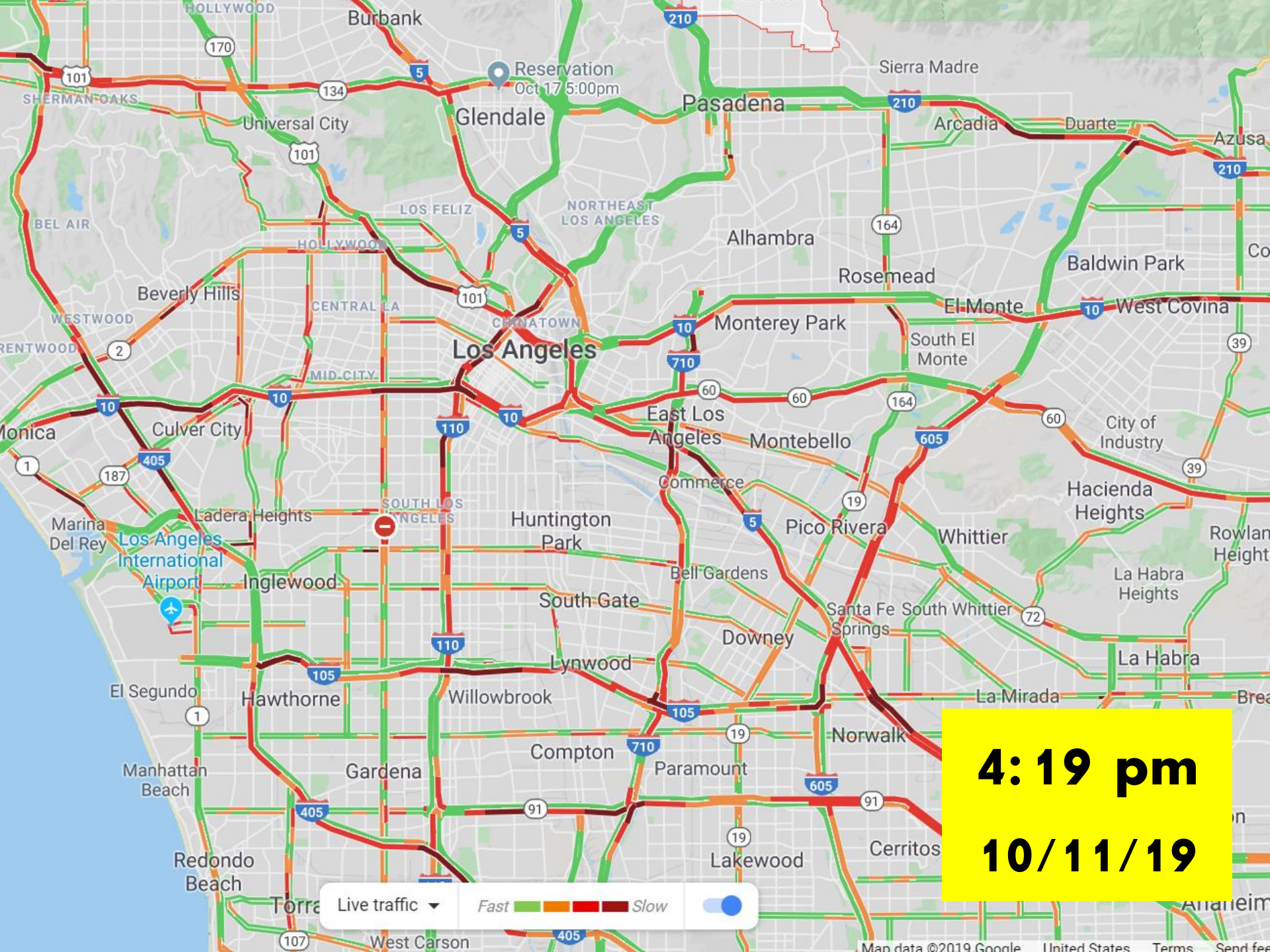


BUT STILL NEED AN ACCELERATOR TO SOLVE THIS PROBLEM...

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Start-Ups leave Glendale, Burbank, Pasadena and surrounding communities to travel to Downtown LA, the Westside, and the Bay Area **seeking mentorship, business development, and investors.**





Reservation  
Oct 17 5:00pm

**4:19 pm**  
**10/11/19**

Live traffic ▾ Fast  Slow

# WHY START-UPS MATTER TO CITIES

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Problem Solvers.

Job Creators.

Revenue Generators.

# TARGET AUDIENCE: HIGH GROWTH & EMERGING START-UPS

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**Service Titan**  
Mucker Lab



**\$165 m**

Investment

**Age of Learning**  
Iconiq



**\$150 m**

Seed Round

**Lupn**  
Bixel Exchange



**\$0**

Invaluable  
mentorship &  
other resources



## PITCHFEST PARTICIPANTS

Hovanes Margarian: [AppearMe](#)

Khalil Jammal: [CareWell](#)

Benjamin Benichou: [Creative Bot, Inc.](#)

Alexis Schomer: [Expy Health](#)

Ara Keshishian: [PinpointEyes](#)

Albert Stepanyan: [Scylla](#)

Luis Oda: [TAGALONG](#)

Benjamin Trammell: [Tooth Fairy Stem Cell](#)

# 2018 DISNEY ACCELERATOR



Aaptiv is a leading provider of premium digital wellness content with a fast-growing community of over 200,000 members who take more than 30,000 of Aaptiv's innovative audio guided classes each day.



HopSkipDrive is a leader in technology-enabled ride services for kids, serving families, K-12 schools, non-profits and businesses that serve children.



BYJU'S is India's largest edtech company that is reinventing how students learn through its learning app with personalized video.



Ubiquity6 is a massively multiplayer augmented reality platform focused on bringing people together in physical spaces.



Caffeine is a social broadcasting platform for live gaming, entertainment, and creative arts.



Uncharted Power is an award-winning renewable power company that specializes in harnessing the energy from motion to create entire ecosystems of power for communities around the world.



Unsupervised is a company that helps teams find hidden insights in their data. Unsupervised has built an AI based on unsupervised learning that finds actionable insights in data without requiring human guidance or supervision.



Los Angeles  
Los Angeles

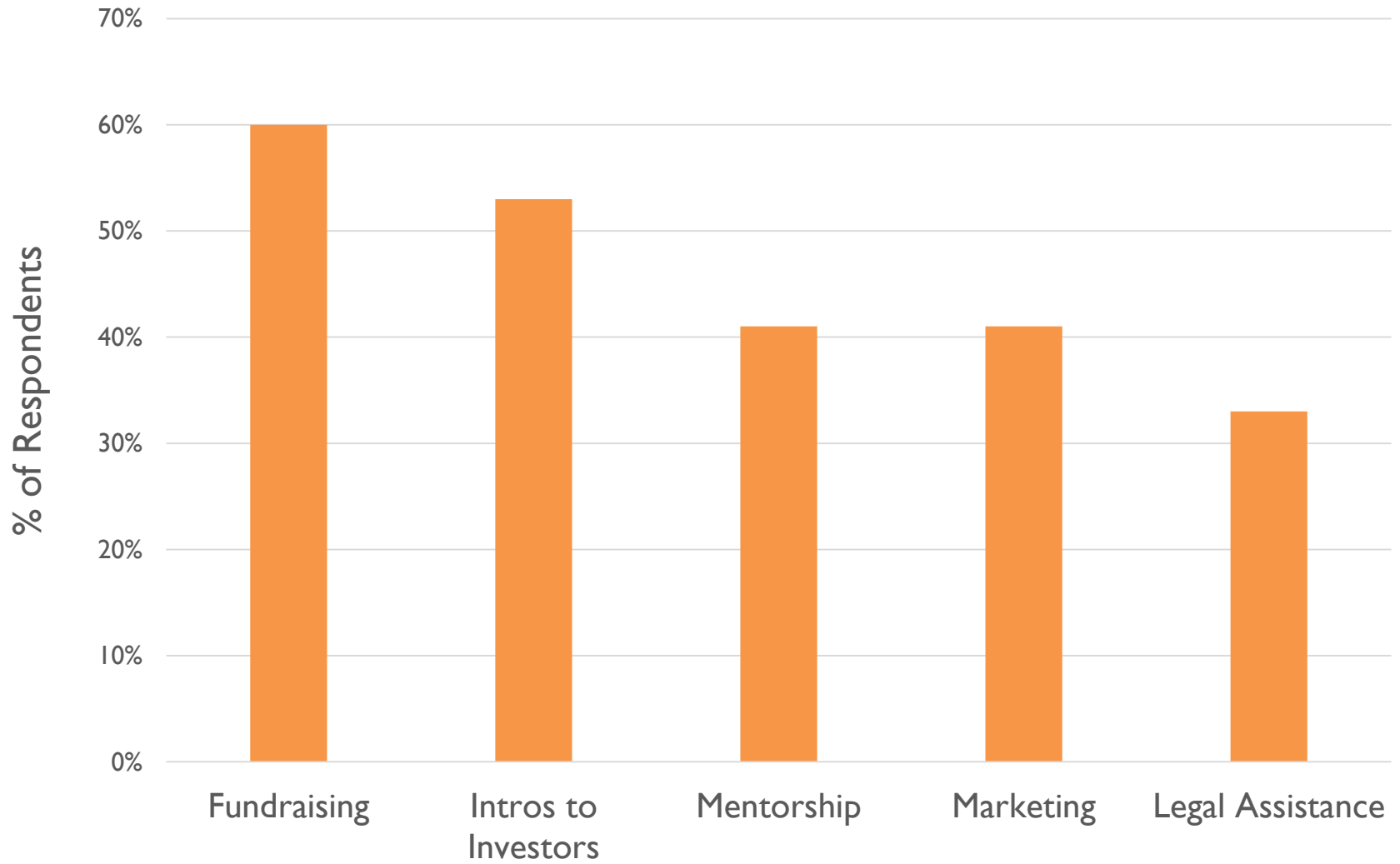
**GLENDALE TECH WEEK** #GlendaleTechWeek2019  
Pop Up Events Hosted By:

Logos on the banner include: ENCORE, MOMS BLOG, MEXICAN COCINA, Y, and others. The footer text reads: BEYOND LIMITS www.GlendaleTechWeek.com



# WHAT DO START-UPS NEED?

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# WHAT MAKES GLENDALE'S START-UP SCENE GREAT?

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The sense of community and inclusiveness Glendale accepts and welcomes everyone and works hard to make sure there are new voices at the table that are heard.

Amazing! Glendale has one of the most impressive scenes in Southern California.

Diversity of tech companies and inclusivity. Tons of talent. Business friendly.

Diversity, hills, and being affordable for fresh startups.

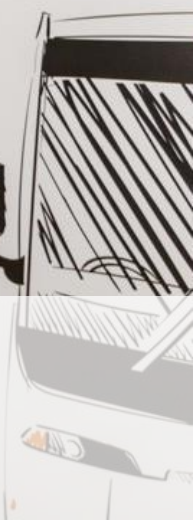
Diversity, freshness, the PEOPLE, the startups... the events.



ARMENIAN  
STARTUP  
COMING TO  
LA

gg  
SHU  
TTLE

development by gglaboratories



OPPORTUNITIES FOR TECH AT A GLOBAL SCALE

# DRAFT TERMS OF PROPOSAL

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**\$1 MILLION**

Broken into Three Years  
+ Free Rent and tenant allowance at 250  
N. Orange Street (2,500 sq. ft.)

**Hire Qualified Operator**

Existing Accelerators Looking to Expand into New Market Strongly  
Encouraged to Apply

**Timeline**

Release RFP in December  
Due Date in March  
Up and Running in June 2020

BUT FIRST...

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We need your help!

- **Start-Ups:**  
What resources do you need most?
- **Corporate Companies & Community Partners:**  
How could you be involved, and how would this benefit you?
- **Potential Operators:**  
What would you need to know before you apply?

# BREAKOUT DISCUSSIONS

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# Q & A

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## NEXT STEPS

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- **Start-Up Accelerator Launch Meeting – Round II**
  - **10/24: 12:00 to 1:30 pm at Beyond Limits, 400 N. Brand**
    - Components of Draft RFP
    - Discuss Space Requirement
    - Discuss Strategic Partnerships
- **Meet with us!**
  - **Open Office Hours at the 250 N. Orange Space to be scheduled for early November**
- **Accelerator Visits**
  - **Local – Open to Intros**
  - **Bay Area – Open to Intros!**
- **City Council Meeting**
  - **December 3 at 3 pm – Show Your Support!**

Glendale Tech Accelerator

THANK YOU

