City of Sacramento RAILS Grant Program

Presentation to Code for Sacramento

July 6, 2016

We did it!

On Tuesday, June 22nd, City Council unanimously approved the **Innovation & Growth Fund** Policy, Guidelines and Criteria.

Kevin Johnson @KJ_MayorJohnson · Jun 21
We landed on the moon today: 1 small step for Sac, 1 giant step for the next great american city!#innovation#sac3pt0

↩   ♺ 11   ♡ 48   •••

What is RAILS?

Rapid

Acceleration,

Innovation &

Leadership in

Sacramento

RAILS is a grant program for **startup enablers.**

If your initiative **helps local entrepreneurs** get their businesses off the ground, grow, and scale, you should apply for a RAILS grant.

Organizations
Programs
Projects
Events
Apps

Nonprofits
Companies
Individuals*

*subject to City contracting requirements

Rapid Acceleration Grants

$50k to $250k

for **accelerator** and **incubator programs** supporting Sacramento startups through mentorship, networking, and education to raise capital, grow their business, and create new jobs.

Innovation Grants

$20k to $100k

for **civic tech companies** and **organizations** making it easier to work with and in Sacramento; or for local organizations bringing together the innovation community in Sacramento.

Leadership Grants

$10k to $50k

for **educational programs** training our next entrepreneurs in technology and business to build Sacramento-based startups.

RAILS Program will follow IGF Guidelines

RAILS applicants are asked to specify at least one of the following objectives for their proposed projects:

1. CREATE JOBS: Projects and programs that create or retain permanent jobs.
2. MAKE IT EASIER TO CONDUCT BUSINESS: Projects and programs that decrease or eliminate barriers for businesses to operate in the City.
3. LEVERAGE FUNDS WITH OTHER PRIVATE OR PUBLIC FUNDS: The Fund will fill financial gaps in projects and programs.
4. INCREASE REVENUE TO THE CITY: Projects and programs using Fund resources that directly or indirectly increase short-term city revenue or long-term revenue potential.
5. ACCELERATE GROWTH: Projects and programs that promote the formation and growth of businesses that engage in the commercialization of innovative research and products, or promote emerging industries.
6. ENCOURAGE DIVERSITY: Projects and programs that encourage diversity and inclusion in the innovation community.

Mayor's Tech Council will use IGF criteria, at minimum, in evaluating applications

RAILS applicants are asked to explain how their project fits within each of the following criteria:

1. Proven track record.
2. Clear, actionable plans that achieve RAILS objectives.
3. Fills an industry gap or local market need.
4. City funds would be "catalytic" to completing the project.
5. Value to the Sacramento innovation ecosystem.
6. Program deliverables and metrics.

Approval Process

1. RAILS applications submitted to MOFIE
2. Applications are screened by MOFIE and EDD
3. Applications are evaluated by Internal Review Team
4. Top applications are ranked by the Mayor's Tech Council
5. EDD presents recommendations to the City Council
6. City Council votes on recommendations
7. EDD administers funds
8. MOFIE conducts follow-up with and tracks performance metrics of grant recipients

RAILS: Big Picture

- There are many "firsts" associated with the RAILS Program
  - Size of grants
  - Emphasis on startups and innovation community
  - New office and staff
  - Mayoral transition
- This year's grant process should be treated as a pilot project that will inform the institutionalization of future grant rounds
- We are committed to providing a more comprehensive set of upfront expectations to all stakeholders and applicants

Learn more and apply at:
cityofsacramento.org/rails

Questions?
mofie@cityofsacramento.org