SUTL Innovation Grant Program Overview – Ecosystem Building Grants

Guiding Principles

The City of Sacramento's SUTL Innovation Grant Program is designed to catalyze innovation in the startup community and prepare Sacramento for the industries of the future.

Industry Focus

For the next three annual grant cycles (beginning in 2020 and ending in 2022), the SUTL Grant program will focus on building out the Internet of Things (IoT) and Cybersecurity, Mobility, and Health IT and Life Sciences verticals in the SUTL framework. This includes direct financial support from the City toward programming, training, and infrastructure needs for the startup community within these verticals.

Eligibility

- Public agencies (including public educational institutions) are ineligible for funding under this program
- Projects must be located in the City of Sacramento
  - Organizations with a domicile outside city limits are eligible if grant-supported programming is located within the city
- Previous RAILS grant recipients are eligible for funding under this program
- Applicants must have the capacity to implement the funded activities
- Applicants must meet City insurance requirements

Eligible organizations

- Co-working spaces
- Accelerator programs
- Incubator programs
- Private Companies
- Makerspaces
- Community-based Organizations (CBOs) - nonprofit entities whose primary mission is to improve quality of life at the neighborhood level

Ineligible organizations

- Chambers of commerce
- Public agencies
- K-12 schools, vocational or trade schools, and higher education institutions

Program Structure

Ecosystem Building Grants are designed to build pipelines to the IoT, cybersecurity, mobility, health IT, and life science industries for startups and individuals in Sacramento. Grants awarded will go toward establishing or expanding programming to build or strengthen these pipelines.

- Grant amounts
  - $50,000 - $100,000

- Fundable activities
  - Physical space, staffing, curriculum development, market research, marketing
  - Technology, entrepreneurship, or business development training programs (if completely executed within 2020)
    - For training programs, partnership must include working with an employer (formally or informally) to create a pathway to jobs or internships for individuals participating in the program; alternatively, training programs may include entrepreneurial skill development to support the launch of successful new businesses
      - Primarily youth-serving programming is ineligible for funding unless explicitly connected to internship opportunities[1] or accredited certificate, badging, or certification program[2]

Evaluation Factors

- Proven track record
- Clear actionable plans that achieve program objectives
- Fills an industry gap or local market need
- City funds would be "catalytic" to project implementation
- Stated, realistic program deliverables and metrics

Scoring

1. Potential Impact
2. Equity and Inclusion
3. Investment Leveraged and Financial Sustainability
4. Community Partnerships and collaboration

---

[1] Preference will be given to organizations that can show a track record of connecting students to internships

[2] Accredited programs include, but are not limited to: university and community college certificate programs, CompTIA Certification, (ISC)[2] certifications, GIAC Certifications, etc.