



RAPID ACCELERATION
INNOVATION & LEADERSHIP
IN SACRAMENTO

2018-19 Award Recommendations

FACT SHEET

On June 21, 2016, Council amended the Innovation and Growth Fund Policy to authorize the creation of new programs to expand the startup pipeline and engage the innovation ecosystem (Resolution 2016-0240). In doing so, Council unanimously approved a framework for the Rapid Acceleration, Innovation, and Leadership in Sacramento (RAILS) Program.

The inaugural RAILS 2016-17 cohort comprised incubators, accelerators, co-working spaces, makerspaces, training programs, and community organizations that add capacity to Sacramento's innovation ecosystem. An innovation ecosystem encourages serendipitous "collisions" among entrepreneurs, technologists, researchers, investors, and community leaders. And a vibrant innovation ecosystem in Sacramento is increasingly acknowledged as a linchpin to diversify our economy and drive future growth.

Based on the results of the 2016-17 Program, staff recommended the following nine actions to improve the program in 2018:

1. Align applications and program with the Sacramento Urban Technology Lab (SUTL) framework and allow startups to receive funding.
2. Leverage grants to drive an inclusive economic development agenda.
3. Dedicate 30 percent of total grant awards to prior year grant recipients.
4. Raise grant request floor from \$10,000 to \$20,000.
5. Require a minimum 1:1 funding match for grants above \$100,000.
6. Elevate role of the Mayor's Tech Council to review, judge, and recommend grantees to Mayor and City Council.
7. Invest in a rigorous program evaluation to align program outputs with long-term outcomes.
8. Work more closely with grantees to better define success and facilitate collective impact.
9. Encourage development of an ecosystem that supports social innovation and entrepreneurship.

Grant Selection Process

The application period for the City's 2018-19 grant cycle closed on May 7. After the City received 143 applications totaling \$11.4 million in funding requests, an independent review panel engaged in a three-phase selection process:

1. Initial Review: All eligible applications were reviewed and provided an initial review and score by each panelist. The initial scores were averaged to generate a rank-ordered list.
2. In-Depth Review (Semi-finalist Scoring Round): Applications with an initial score of 65 or above advanced as semi-finalists and received a more in-depth review based on the following criteria:
 - a. Potential Impact (40 points)
 - b. Equity & Inclusion (25 points)
 - c. Investment Leveraged & Financial Sustainability (20 points)
 - d. Community Partnerships & Collaboration (15 points)

These applications were also eligible to receive additional preference points if the applicant indicated willingness to participate as an employer in the Thousand Strong internship program or if the applicant indicated that the project would serve one or more Priority Neighborhoods.

3. Pitch Day Review (Finalist Scoring Round): Staff generated a rank-ordered list of the semi-finalist applications based on the average score received. Using the rank-ordered list, the highest scoring applications advanced to the finalist scoring round. Finalists were invited to participate in a Pitch Day event on June 14, in which they had five minutes to present their project and another five minutes to answer questions from the review panel.

Staff combined the application scores with the presentation scores to generate a rank-ordered list, upon which the final award recommendations are based.

Review Panel

The review panel comprised a diverse group of experts in innovation, entrepreneurship, workforce development and economic development:

1. **Jay Sales**, VSP Global
2. **Oleg Kaganovich**, Wyndow
3. **Brook Taylor**, Mercedes-Benz Research and Development North America
4. **Ian Wheat & Jake Freiermuth**, Sacramento Kings (Representing Ryan Montoya)
5. **Kari Gutierrez**, Cambria Solutions
6. **Stacy McAfee**, University of the Pacific
7. **Damian Lynch**, HOFDay
8. **Tina Reynolds**, Uptown Studios
9. **Stephanie Tom**, State of California Department of Technology
10. **Justin Fanslau**, Strategies 360
11. **Vaibhav Nadgauda**, Moneta Ventures
12. **Jameson Parker**, Midtown Association

13. **Claudia Jasin**, WayUp Sacramento

Final Award Recommendations

The final award recommendations consist of **14 projects totaling more than \$900k in funding**. 13 of the 14 recommended awardees are focused on workforce development – a key SUTL vertical. Of the 138 eligible applications received, 80 were focused on Workforce Development. The next-most represented SUTL verticals were Health IT/Life Science and Food Systems, both with 19 applications.

In 2017, the City launched Project Prosper to identify effective ways to improve the city’s economy and quality of life. The research conducted as part of Project Prosper highlighted factors that affect economic growth and identified several areas where the City could increase its focus in order to promote inclusive and equitable growth and enhance quality of life. The 2018-19 RAILS grant award recommendations provide underserved communities access to Sacramento’s innovation ecosystem and advance inclusive economic and workforce development.

The City Council will consider the award recommendations at their July 3 meeting. Each award is conditioned upon staff verification that the projects is, in fact, feasible based on the amount of funding to be awarded and that each prospective grantee can meet City contracting requirements. Therefore, award amounts are not guaranteed and subject to change. Grant funds are expected to be dispersed before the end of September.

Contact

For more information on the RAILS Grant Program, please contact the Office of Innovation and Economic Development:

Ash Roughani

aroughani@cityofsacramento.org

(916) 808-7751

Aubree Taylor

ajtaylor@cityofsacramento.org

(916) 808-7191

2018-19 RAILS Grant Program – Final Award Recommendations

Project Name	Organization, Contact	Description	Focus Area(s)	Grant Amount	Priority Neighborhoods
Creative Enterprise Scholarship Program	Hacker Lab Inc Eric Ullrich eric@hackerlab.org 530-219-3240	We provide burgeoning creatives with makerspace training, machine usage, and mentorship to accelerate the growth of their enterprise.	Workforce Development,	\$58,200.00	Old North Sacramento, Alkali Flat, Oak Park
John Still Digital Media Center/Luther Burbank Digital Media Center	Rose Family Creative Empowerment Center (formerly Focus on Family) Jackie Rose jrose@focusonfamilysacramento.com 916 479-6223	South Sacramento Youth Arts Collective will create Digital Media Learning Centers at John Still K-8 School and Luther Burbank High School.	Workforce Development	\$50,000.00	Meadowview
Cyber Security boot camps for high school students	Yellow Circle Inc Navneet Grewal navneet.grewal@yellowcircle.net 916-585-4628	Eight (one per city district) 2-day cyber security boot camps for high school students to increase interest in cyber security careers.	Internet-of-Things (IoT) / Cybersecurity, Workforce Development	\$49,920.00	Strawberry Manor, Del Paso Heights/Nuevo, Wills Acres, Richardson Village, South Hagginwood, Noralto, Old North Sacramento, Twin Rivers, Alkali Flat, Marina Vista-Alder Grover, Oak Park, Lemon Hill, Woodbine, Meadowview, Parkway, Valley Hi/North Laguna

La Familia's STEM Program	La Familia Counseling Center, Inc. Rachel Rios rachelr@lafcc.org 916-452-3601	We provide disadvantaged youth with free access and exposure to STEM activities that will open the door to future opportunities for success.	Workforce Development	\$50,000.00	Oak Park, Lemon Hill, Woodbine, Meadowview
The Makers Place	The Makers Place™ Leslie Bosserman Hello@MakersPlaceSac.com 310-409-9240	The Makers Place™ is a multipurpose space where parents can create, connect, and collaborate while their children are cared for onsite.	Workforce Development	\$99,900.00	Alkali Flat, Oak Park
Sacramento SEEK Program	Sacramento Housing and Redevelopment Agency Jo Anna Davis jdavis@shra.org (916) 440-1309	Sacramento Summer Engineering Experience for Kids (SEEK) STEM Camp for 3rd – 5th grade students (a Sacramento Promise Zone Partnership).	Workforce Development	\$50,000.00	Strawberry Manor, Del Paso Heights/Nuevo, Wills Acres, Richardson Village, South Hagginwood, Noralto, Old North Sacramento, Twin Rivers, Alkali Flat, Marina Vista-Alder Grover, Oak Park, Lemon Hill
Robotics Class	Start Dream Big Suzanne Tobias startdreambig@gmail.com 916-208-5869	Inspiring kids to Dream Big in an environment that unleashes their potential by using STEAM & robotics to bring hope & opportunity for all.	Workforce Development	\$50,000.00	Oak Park, Lemon Hill, Parkway, Valley Hi/North Laguna
Electric Vehicle Car Share Program	Mutual Housing California Anne-Marie Flynn annemarie@mutualhousing.com	Provide residents in our affordable housing communities with	Mobility, Clean Technology / Sustainability	\$20,000.00	Lemon Hill

	916-453-8400	education about and free onsite access to electric vehicles.			
Square Root Labs	Square Root Academy Nicholas Haystings nhaystings@squarerootacademy.com 916.873.5002	Establish a co-working and education incubator for businesses and nonprofits to promote digital literacy and STEM engagement and employment.	Workforce Development	\$150,000.00	Marina Vista-Alder Grover, Lemon Hill
Girls Youth Mentoring Program	Girls Leading Our World (GLOW) Michelle Yvette Gladney glowinc2016@gmail.com 916-519-5894	GLOW's focus is to improve the overall education, health & well-being of African American young ladies in the Del Paso Heights Community.	Workforce Development	\$56,650.00	Strawberry Manor, Del Paso Heights/Nuevo, South Hagginwood, Twin Rivers
Build.Black.	The Center at Sierra Health Foundation (Sierra Health Foundation: Center for Health Program Management) Kaying Hang abirtwhistle@sierrahealth.org 916-993-7701	Networking and a professional learning community will promote entrepreneurship and economic investment in Sacramento's communities of color.	Workforce Development	\$99,750.00	Strawberry Manor, Del Paso Heights/Nuevo, Old North Sacramento, Marina Vista-Alder Grover, Oak Park, Lemon Hill, Meadowview, Parkway, Valley Hi/North Laguna
Pacers Moving Forward - Technology Squad	Roberts Family Development Center Derrell Roberts robertsfdc@aol.com (916) 646-6631	Pacers Moving Forward - Technology Squad will create a safe place for you to learn and grow in technology and leadership skills.	Government / Civic Tech, Workforce Development	\$56,620.00	Strawberry Manor, Del Paso Heights/Nuevo, South Hagginwood, Noralto, Old North Sacramento, Twin Rivers, Alkali Flat

Global Local AR Magazine - Youth Voice	Sol Collective Andru Defeye andru@SolCollective.org 916-426-6808	Sol Collective will create Global Local AR Magazine, the first augmented reality publication in Sacramento, powered in part by the youth.	Workforce Development	\$50,000.00	Oak Park
The Power of SHE (Shaping & Honing Entrepreneurs)	Willow Tree Roots Tiffani Sharp t.sharp@willowtreeroots.org 916-572-8722	The Power of SHE is an entrepreneurial incubator for women of color in the Sacramento area.	Workforce Development	\$66,250.00	Del Paso Heights/Nuevo, Old North Sacramento, Oak Park, Meadowview, Valley Hi/North Laguna