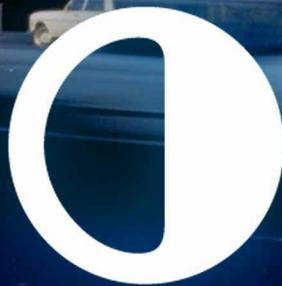




**This workforce solution was funded by a grant awarded under Workforce Innovation in Regional Economic Development (WIRED) as implemented by the U.S. Department of Labor's Employment and Training Administration. The solution was created by the grantee and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability, or ownership. This solution is copyrighted by the institution that created it. Internal use by an organization and/or personal use by an individual for non-commercial purposes is permissible. All other uses require the prior authorization of the copyright owner.**



INNOVATE LA!



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## What is “Innovation”?

Innovation holds a broad spectrum of definition for a multitude of stakeholders around the world with varied products and interests. In general terms, Webster’s Dictionary defines innovation as, “The act of beginning something new or unusual”.

In a market as large as Los Angeles County, “new or unusual” products and processes have a long history of innovation successes. In fact, one might say that creativity is L.A.’s biggest business. The list of things invented in Los Angeles ranges from the space shuttle to the skateboard, from blockbuster drugs to fortune cookies.

The creative atmosphere of Los Angeles County is a draw to people and firms from around the globe. It’s one reason why all major automakers have design studios in the Southern California region. In fact, half of all the world’s auto designers graduated from the Art Center College of Design in Pasadena. Video game development is another important creative industry in Los Angeles. Our unique geographic position, entrepreneurial spirit and skilled workforce have allowed us to capitalize on global trends, producing some of the world’s most note-worthy achievements in fields ranging from science to recreation.

When discussing innovation, it is important to note that the definition of “new technology” is elusive. Based on current market perceptions and advancements in high-technology, the industries involved are multi-faceted; many are in a state of constant evolution. The Standard Industrial Classification (SIC) or updated North American Industrial Classification System (NAICS) codes used by the federal government to gather business data do not provide much help. The moving target of “new” technologies makes it complicated to group industries in the same fashion we have become accustomed to. Innovation encompasses broad areas of both manufacturing and services, it can also include industries that one would not “typically” classify as “innovative”. For example a commercial air manufacturer may also be involved in defense related research and development or a major movie studio may also have an arm involved in creating new technology services to speed the production cycle along.

L.A. County contributes to U.S. position as a global leader in the majority of innovative and high-technology markets in terms of production, consumption, exports and imports.

## “Innovate LA!”

“Innovate LA!” is an Innovation Resource Guide for Los Angeles County that was created by the Los Angeles County Economic Development Corporation to help business operators access the vast array of support services available to innovative businesses throughout Los Angeles County. It contains information, resources and promising business opportunities available in the Los Angeles County Innovative Business Community.

Funding for the Innovation Resource Guide was provided as part of a “Workforce Innovation in Regional Economic Development” (WIRED) grant that was awarded by the U.S. Department of Labor to the State of California and the California Space Authority. The \$15 million/3-Year grant supported the development of the “California Innovation Corridor” (The Corridor) network.

The Corridor includes the California Space Authority; the State of California’s Labor and Workforce Development Agency and Employment Development Department; and over 60 industry, academic, workforce, and economic development participants extending across 13 counties. The Corridor team is conducting a joint effort to drive entrepreneurship, global manufacturing competitiveness, and 21st century workforce development. The three primary Corridor goals of the WIRED grant are Innovation Support, Industrial Rejuvenation, and Talent Development.



## “What’s in the Guide”

The Innovation Resource Guide (IRG) has been designed to provide an electronic source of service providers, educational institutions, venture capital sources and annual conferences dedicated to the support of businesses in the emerging technologies. Sections in the IRG include a listing of technology assistance service providers, general business assistance providers, technology-based academic programs, and a listing of annual conferences and events.

The IRG is maintained on the website of the Los Angeles County Economic Development Corporation (LAEDC). In an effort to provide the most current information available to businesses, the IRG will be revised to add additional programs as they become available, or to update existing information.

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### Legend

The listings in the TECHNICAL ASSISTANCE PROVIDERS section of this directory offer a variety of services. Please refer to these icons as reference for the type of service each provides.

-  TECHNOLOGY
-  BUSINESS ASSISTANCE
-  EDUCATION
-  CAPITAL
-  EVENTS





## Advanced Transportation Technologies and Energy (ATT&E) Centers

Contact:

**A California Community College Initiative**

Website: [www.attcolleges.org](http://www.attcolleges.org)

### Cerritos Community College

11110 Alondra Boulevard  
Norwalk, CA 90650-6298  
Phone: (562) 860-2451 EXT: 3904

### Long Beach Community College

1305 E. Pacific Coast Highway  
Long Beach, CA 90806  
Phone: (562) 938-3067  
Fax: (562) 938-3161

### Rio Hondo College

3600 Workman Mill Road  
Whittier, CA 90601-1699  
Phone: (562) 463-7368  
Fax: (562) 463-4603

### Type of Services Provided:

The Advanced Transportation Technologies and Energy Initiative (ATTEI) was established by the California Community College's Economic and Workforce Development Program. In particular it was created as a means for keeping California competitive as a national leader in advanced transportation technologies and to transform the workforce in the rapidly developing, technology-driven transportation industry, while improving the environment and stimulating the economy. Over the fifteen years since the ATTEI was created, it has and continues to respond to this guiding principle by providing an array of transportation technology and related technical education, assistance and outreach programs throughout California. The results are consistent, replicable curriculum, services and programs tailored to the needs of each region and employers in California. The ATTEI is guided by a Statewide Initiative Director in the Chancellor's Office, Peter Davis, and has ten (10) Centers, strategically located throughout the Community College Regions in California. Three centers are located within the Los Angeles region and are included here for reference.

For more information, contact a center directly at the address or phone listed.



## AERO Institute

### (Aerospace, Education, Research, Operations) Institute

A NASA-sponsored partnership

### Type of Services Provided:

The Aerospace Education Research Operations (AERO) Institute is a not-for-profit collaboration of government, academia, and industry, located in the Palmdale Institute of Technology. The AERO Institute leverages the assets of NASA, Federal, State and Regional government agencies, Space Grant Universities and other academic institutions, commercial companies and local industry partners, and nonprofits engaged in broad-reaching research and operations programs as well as addressing the need for technically skilled workforce for the United States in the 21st century.

To develop the necessary pipeline of students, the AERO Institute also supports Science, Technology, Engineering, Math (STEM) education at all levels. The AERO Institute provides direct support for the NASA education programs for Dryden and



Contact:  
**Palmdale Institute of Technology**  
38256 Sierra Highway  
Palmdale, CA 93550  
Phone: (661) 276-2376  
Website: [www.aeroinstitute.org](http://www.aeroinstitute.org)

Ames by providing staff support for outreach and program development for K-12 students as well as higher education and research.

The Strategic Partners in the AERO Institute include NASA Dryden Flight Research Center, NASA Ames Research Center, and the City of Palmdale, California. AERO works in close association with the NASA National Space Grant College and Fellowship Program to further leverage the public's investment in higher education. Numerous colleges and universities have formed new partnerships with AERO to make educational opportunities more accessible to industry partners and to the local Antelope Valley region.

The AERO Institute will act as innovator, facilitator and integrator for joint NASA, University and Industry projects. AERO serves as a link between the three California NASA facilities: Dryden Flight Research Center, Ames Research Center and the Jet Propulsion Laboratory. AERO also works directly with NASA centers nationwide, particularly Langley, Glenn, the Johnson Space Center and Kennedy.

It will focus on:

- Human Capital Development
- Educational Outreach
- Applied Research and Technology Transfer
- Operations Improvement

To that end AERO will:

- Provide comprehensive technical, undergraduate and graduate education
- Conduct leading edge aerospace research
- Incubate, stimulate, and commercialize new intellectual property
- Promote aerospace science and engineering

The AERO Institute is a consortium to produce the next generation of aerospace technical workforce, and serves as a doorway to NASA education and research opportunities for the private industry and academic institutions.



## Business Technology Center of Los Angeles County (BTC)

Contact:  
**BTC**  
2400 North Lincoln Avenue  
Altadena, CA 91001  
Phone: (626) 296-6300  
Fax: (626) 296-6301  
Email: [info@labtc.org](mailto:info@labtc.org)  
Website: [www.labtc.org](http://www.labtc.org)

### Type of Services Provided:

The Business Technology Center of Los Angeles County (BTC) is dedicated to the development of high technology firms through business management assistance, technical assistance, and the coordination of available financial resources. The BTC is presently focused on companies transferring and commercializing technologies from Federal Laboratories and Universities. The BTC's mission is to assist start-up and early stage technology firms to grow and prosper.

The BTC offers a unique, service-oriented facility, where your company has an opportunity to accelerate success as a tenant. The goals of the BTC Incubation/Acceleration Program (Program) are to assist in the development of your new technology business through steady controlled growth and the creation of local and regional jobs. The philosophy behind the Program is that by providing assistance in meeting your challenges, your company will be able to focus on your milestones and achieve your intended long-term goals.

For companies not located within the incubator, the BTC offers an Affiliate Program which acts as the Center of Innovation for Los Angeles County through education and networking opportunities, and provides a variety of other valuable resources to its members.



## California Applied Biotechnology Centers (CalABC - BIOTECH)

Contact:

A California Community College Initiative

### Pasadena City College

1570 E Colorado Boulevard

Pasadena, CA 91106

Phone: (626) 585-7161

Fax: (626) 397-5863

Website: [www.cccbiotech.org](http://www.cccbiotech.org)

### Type of Services Provided:

The California Applied Biotechnology Centers (CalABC) Initiative (formerly the Applied Biological Technologies Initiative) specifically serves the workforce needs of the biotechnology and biosciences community in California. The statewide and regional directors of the CalABC Initiative partner with local and regional industry professionals to design skill-based instruction for employers needs; provide employees for both established and start-up bioscience companies, including bioscience company incubators; work with legislative, governmental, and economic development agencies regarding the bioscience workforce; and partner with biotechnology industry organizations on workforce issues.

Each of these on-going processes support both California's economic growth in this niche industry and the life-long learning needs of Californians who are in, or plan to enter, the biosciences workforce.

California is fortunate to currently (2004) be home to approximately 30% of all U.S. biotech employees working in about 30% (420) of all the U.S. publicly and privately owned biotech companies. These public and private biotech companies generate an estimated 50% of all U.S. biotech revenues. Examples of Californians educated and trained in the California Community Colleges:

- Operate the laboratory for the researchers
- Create bio-energy solutions for California and the United States
- Culture mammalian or bacterial cells crucial for biomedical drugs or for industrial applications
- Provide technical assistance for medical device engineering and manufacturing
- Operate complex and strict bio-manufacturing processes
- Provide assurance of the processes for quality control requirements.

The California Applied Biotechnology Centers Initiative meets the educational and training needs for these operational and technical workers in a company. Addressing these skill needs of the industry means that each center asks, partners with, and continues to verify the current skill needs with industry personnel.



## California Institute for Quantitative Biosciences (QB3)

University of California system

Contact:

A California Institute for Science and Innovation  
(Cal ISIs)

### QB3 Communications Director

206 Stanley Hall #3220

Berkeley, CA 94720-3220

Phone: (510) 666-3309

Email: [ambros@berkeley.edu](mailto:ambros@berkeley.edu)

Website: [www.qb3.org](http://www.qb3.org)

### Type of Services Provided:

The California Institute for Quantitative Biosciences (QB3) is a cooperative effort between the State of California, three campuses of the University of California: Berkeley, San Francisco, and Santa Cruz, industry partners and venture capital partners.

QB3 fosters industry and venture capital partnerships by identifying potential opportunities for research collaborations and support, and by assisting faculty with intellectual property and technology transfer issues. QB3's Industrial Advisory Board, which includes industry and venture capital leaders, provides private sector perspective on QB3's role in the California economy and identifies emerging opportunities for new QB3 activities.



## California Institute for Telecommunications and Information Technology (Calit2)

### University of California system

**Contact:**

**A California Institute for Science and Innovation (Cal ISIs)**

**Calit2**

Atkinson Hall, 5th Floor  
9500 Gilman Drive #0436  
La Jolla, CA 92093-0436  
Phone: (858) 822-4998  
Fax: (858) 534-2129  
Email: [info@calit2.net](mailto:info@calit2.net)  
Website: [www.calit2.net](http://www.calit2.net)

**Type of Services Provided:**

The University of California has leveraged its strong research and technical capabilities to create a secret weapon: the California Institutes for Science and Innovation (Cal ISIs), which have the ability to drive innovation.

Calit2 represents a new mechanism to address large-scale societal issues by bringing together multi-disciplinary teams of the best minds (both on and beyond UC campuses) in a way that had been impossible earlier.

Calit2 is taking ideas beyond theory into practice, accelerating innovation and shortening the time to product development and job creation. Where the university traditionally has focused on education and research, Calit2 extends that focus to include development and deployment of prototype infrastructure for testing new solutions in a real-world context.

Calit2 represents an experiment in inventing the university research environment of the future to continue to fuel innovation in the global economy. It:

- Builds horizontal links among departments to foster multidisciplinary studies.
- Creates research teams consisting of members who can be located anywhere because of the Internet.
- Supports involvement by faculty, students, industry, government, and community partners.
- Enables prototyping in Calit2 "living laboratories."
- Provides technical professionals as the bridge between academia and industry.

Calit2 works with industry partners from start-up to large companies in a variety of industry niches and Calit2 customizes the partnership with each company. Calit2 identifies the necessary expertise across the range of disciplines involved in the institute, forms a team that typically includes industrial representatives themselves, and applies that team to the problem. Faculty working in Calit2 focus on solving complex problems with integrated systems, an approach that tends to address industry's needs in a meaningful way.

Partnerships with Calit2 also enable industry to learn how students are using and developing technologies to identify emerging markets; prototype and test pre-commercial products and systems in the real-world settings of the two campuses; evaluate the possibility of teaming with other Calit2 partners on joint product lines; and evaluate students for summer internships and career employment.



## California Manufacturing Technology Consulting (CMTC)

**Contact:**

**CMTC**

**Headquarters:**

690 Knox Street, Suite 200  
Torrance, CA 90502  
Phone: (310) 263-3060  
Fax: (310) 263-3062  
Website: [www.cmtc.com](http://www.cmtc.com)

**Type of Services Provided:**

The California Manufacturing Technology Consulting (CMTC) was established in 1992 to assist small and medium-sized manufacturers (SMMs) in California grow and improve their operational efficiencies and global competitiveness. CMTC's mission is to provide consulting services to California's hi-tech and traditional SMMs to build successful businesses that grow the economy. CMTC provides consulting services in the areas of Strategic Business Services, Information Technology Services, Quality Management Services, Lean Enterprise Services and Supply Chain Management.



## California NanoSystems Institute (CNSI)

University of California,  
Los Angeles

Contact:

**A California Institute for Science and Innovation (Cal ISIs)**

### CNSI at UCLA UCLA

570 Westwood Plaza  
Building 114  
Mail Code: 722710  
Los Angeles, CA 90095  
Phone: (310)267-4838  
Fax: (310)267-4918  
Email: [cnsi411@cnsi.ucla.edu](mailto:cnsi411@cnsi.ucla.edu)  
Website: [www.cnsi.ucla.edu](http://www.cnsi.ucla.edu)

### Type of Services Provided:

The California NanoSystems Institute (CNSI) is a research center at UCLA whose mission is to encourage university collaboration with industry and to enable the rapid commercialization of discoveries in nanosystems. CNSI members who are on the faculty at UCLA represent a multi-disciplinary team of some of the world's preeminent scientists. The work conducted at the CNSI represents world-class expertise in five targeted areas of nanosystems-related research including Renewable Energy; Environmental Nanotechnology and Nanotoxicology; NanoBiotechnology and Biomaterials; NanoMechanical and NanoFluidic systems; and NanoElectronics, Photonics and Architectonics. The CNSI's new building on the campus of UCLA is home to eight core facilities which will serve both academic and industry collaborations.

The CNSI was established in December 2000 through a State of California initiative to create four Institutes for Science and Innovation, one of them being the CNSI, and requiring them to forge partnerships with industry as a way to accelerate technological changes for society in general and advances for the people of California in particular. CNSI members represent an interdisciplinary collaboration among UCLA and UCSB faculty from the life and physical sciences, engineering, and medicine. The CNSI at UCLA opened a brand new complex in 2007. The 180,000 square feet (17,000 square meter) facility will house a 260-seat theater, wet and dry laboratories, fully outfitted conference rooms, and three floors of core facilities with equipment in the form of electron microscopes, atomic force microscopes, X-ray diffraction microscopes, specialized optical microscopes, high throughput robotics for molecular screening and class 100 and 1000 clean rooms for projects led by CNSI and other faculty. In addition, the campus at UCLA is funding the CNSI to the tune of 15 jointly-hired faculty to ensure that the institute has the expertise that is essential to making rapid progress in nanoscience and nanotechnology against fierce international competition.



## California Space Authority (CSA)

Contact:

**Los Angeles Office**  
3858 Carson Street  
Suite 110  
Torrance, CA 90503  
Phone: (310) 316-3271

### Pasadena Office

150 East Colorado Boulevard  
Suite 302  
Pasadena, CA 91105  
Phone: (626) 440-0565  
Fax: (626) 440-0566  
E-mail: [csa-info@californiaspaceauthority.org](mailto:csa-info@californiaspaceauthority.org)  
Website: [www.californiaspaceauthority.org](http://www.californiaspaceauthority.org)

### Type of Services Provided:

Governed by a statewide board of directors, the California Space Authority (CSA) is a nonprofit corporation representing the commercial, civil, and national defense/homeland security interests of California's diverse space enterprise community in all four domains: industry, government, academia, and workforce. Designated as California's Spaceport Authority, CSA is a member-based "enterprise" association working closely with stakeholders statewide to facilitate California's competitiveness and space enterprise vitality.



## Cal NASBO

### NASA sponsored at Cal Poly Pomona

Contact:

**Cal Poly Pomona**

Innovation Village  
3650 W. Temple Avenue  
Suite 1000  
Pomona, CA 91768  
Website: [www.sbipp.com/nasbo](http://www.sbipp.com/nasbo)

#### Type of Services Provided:

The NASA Alliance for Small Business Opportunity (NASBO) presents another way for small businesses to move their technologies to the end of the innovation pathway. NASBO is a pilot program aimed at planning, developing, and improving the commercialization rate of NASA-funded technologies currently being developed by early-stage companies. Through NASBO, NASA SBIR companies with commerce-ready technologies are linked with small business service providers, large contractor firms and investors. These resources provide the companies with the boost they need to become investment-ready, reliable, high-tech business competitors. The program is located at the 65-acre Innovation Village, a community of technology-based enterprises located on the California State Polytechnic University, Pomona campus (Cal Poly Pomona).

The NTTC operates in a leadership role for the NASBO chapters by providing information and consultant services to help service-oriented companies align themselves with funding sources to create entities to serve the NASA SBIR community in a robust manner.



---

## CALSTART

Contact:

**Southern California Office (Headquarters)**

48 S. Chester Avenue  
Pasadena, CA 91106  
Phone: (626) 744-5600  
Fax: (626) 744-5610  
Email: [calstart@calstart.org](mailto:calstart@calstart.org)  
Website: [www.calstart.org](http://www.calstart.org)

#### Type of Services Provided:

CALSTART is dedicated to supporting and accelerating the growth of the advanced transportation technologies industry and its related markets, with the goals of:

- Cleaning the air
- Improving energy efficiency
- Creating high-quality jobs

CALSTART is a nonprofit organization that works with the public and private sectors to develop advanced transportation technologies and foster companies that will help clean the air, lessen our dependence on foreign oil, reduce global warming, and create jobs. Although headquartered in California, CALSTART addresses national and international issues related to clean transportation.

CALSTART serves as an industry catalyst to spur advanced transportation technologies, systems and the companies that make them via its four main activities:

#### Strategic Brokering

##### Linking Partners and Technologies

CALSTART serves as a highly effective strategic broker, working with an international industry network to quickly connect participants with global partners and opportunities, more rapidly bringing clean transportation to the marketplace.

#### Spurring Technology

##### Development and Demonstration

Together with private industry and public agency partners, CALSTART creates technology teams and develops funding opportunities for commercialization of programs in electric, hybrid electric, natural gas, fuel cell and clean mobility technologies.



### Providing Information

#### Industry Information and Analysis

CALSTART operates the industry's premier information website and provides timely news and trends analysis of the latest international developments, giving participants early knowledge of opportunities, competitor activities and how new developments fit together in a broader picture.

### Finding Solutions

#### Implementation and Commercialization Consulting

CALSTART is an industry leader in providing creative clean mobility solutions, working with fleets to implement clean fuel vehicle solutions, with manufacturers to develop commercialization strategies, and with transit operators seeking new ideas to boost ridership.



## Caltech/MIT Enterprise Forum Industrial Relations Center

Contact:

### Caltech

383 S. Hill Avenue 1-90

Pasadena, CA 91106

Phone: (626) 395-3916

Fax: (626) 795-7174

Website: [www.entforum.caltech.edu](http://www.entforum.caltech.edu)

#### Type of Services Provided:

The mission of the Caltech/MIT Enterprise Forum is to encourage the growth and success of technology-based entrepreneurial ventures in Southern California.

Through its monthly programs the Forum provides advice, support, education, and networking opportunities to technology based ventures in the Southern California area. Programs address a range of entrepreneurial issues from financing, marketing, and business planning to executive leadership and staffing.



## Center For Advanced Transportation Technologies (CATT)

### University of Southern California

Contact:

### CATT - USC

3740 McClintock Avenue EEB 200

Los Angeles, CA 90089

Phone: (213) 740-4452

Fax: (213) 740-4418

Website: [www.usc.edu/dept/ee/catt/index.html](http://www.usc.edu/dept/ee/catt/index.html)

#### Type of Services Provided:

The Center for Advanced Transportation Technology (CATT) is the focal point for transportation research at the University of Southern California. CATT's mission is to perform high-impact research on urgent transportation issues in cooperation with industry and government. Its main focus is on the use of advanced technologies for making current and future defense and commercial transportation infrastructure more efficient. It merges policy and technical analysis and targets the problems associated with surface, air, and marine transportation.



## Centers for Applied Competitive Technologies (CACT)

Contact:

**A California Community College Initiative**

Website: [www.makingitincalifornia.com/centers.home.php](http://www.makingitincalifornia.com/centers.home.php)

### Cerritos

11110 Alondra Boulevard  
Norwalk, CA 90650  
Phone: (562) 860-2451 ext. 2510  
Fax: (562) 467-5013

### College of the Canyons

26455 Rockwell Canyon Road  
Santa Clarita, CA 91355  
Phone: (661) 294-9809  
Fax: (661) 294-1807

### El Camino

13430 Hawthorne Boulevard  
Hawthorne, CA 90250  
Phone: (310) 973-3170

### Glendale

2340 Honolulu Avenue  
Montrose, CA 91020  
Phone: (818) 957-0024  
Fax: (818) 541-0832

### Long Beach

4040 Paramount Boulevard, Suite 107  
Lakewood, CA 90712  
Phone: (562) 938-5020

### Los Angeles

770 Wilshire Boulevard, 7th Floor  
Los Angeles, CA 90017  
Phone: (213) 891-2415  
Fax: (213) 891-2055

### Type of Services Provided:

The purpose of the Centers for Applied Competitive Technologies (CACT) is to support the mission of the California Community College's Economic Development Program by assisting California manufacturers to remain competitive in changing markets and a global economy. There are a total of 15 technology training centers located at community colleges throughout California, 6 are in the County of Los Angeles (Cerritos, College of the Canyons, El Camino Community College, Glendale Community, Long Beach Community College and Los Angeles Community College).

CACT serves as a conduit for assisting companies to their next innovative discovery, and for delivering technical assistance, employee training and guidance so that each employer and all employees can grow in a rapidly changing global marketplace.



## Center for Information Technology Research in the Interest of Society (CITRIS)

University of California system

Contact:

**A California Institute for Science and Innovation (Cal ISIs)**

### Type of Services Provided:

The Center for Information Technology Research in the Interest of Society (CITRIS) creates information technology solutions for many of our most pressing social, environmental and healthcare problems.

The first public-private partnership created to use IT in this way, CITRIS partners more than 300 faculty and thousands of students from myriad departments at four UC campuses (Berkeley, Davis, Merced and Santa Cruz) with industrial researchers from over 60 corporations. Together they are thinking about IT in ways that have not been thought of before. They see solutions to many of the concerns that face all of us today, from the environment and finding viable sustainable energy alternatives to healthcare delivery and developing secure electronic medical records and remote diagnosis, ultimately boosting economic productivity.



## CITRIS

281 Hearst Memorial Mining Building #1764  
University of California, Berkeley  
Berkeley, CA 94720-1764  
Phone: (510) 643-2217  
Fax: (510) 642-1800  
Website: [www.citris-uc.org](http://www.citris-uc.org)

CITRIS represents a bold and exciting vision that is leveraging one of the top university systems in the world with highly successful corporate partners and government resources.

CITRIS is currently focused on the creation of centers in healthcare delivery, intelligent infrastructures (including energy, the environment, and transportation), and services economic activity that encompasses the breadth of jobs from beauticians and custodians to management consultants, accountants, physicians, and entertainers.

CITRIS has built a foundation that can support and deliver long-term sustainable growth. In the coming years, the focus will be on seeding new research, expanding industry partnerships, developing and strengthening its physical and cyber infrastructures, and increasing its collaboration efforts.



## Center for International Trade Development (CITD)

Contact:

**A California Community College Initiative**  
Website: [www.citd.org](http://www.citd.org)

### Citrus

1000 W. Foothill Boulevard  
Glendora CA 91741-1899  
Phone: (626) 335-4016  
Fax: (626) 335-0876

### El Camino

13430 Hawthorne Boulevard  
Hawthorne, CA 90250  
Phone: (310) 973-3173  
Fax: (310) 973-3132

### Long Beach

4040 Paramount Blvd., Ste. 107  
Lakewood, CA 90712  
Phone: (562) 938-5018  
Fax: (562) 938-5030

### Type of Services Provided:

The Mission of the Center for International Trade Development Initiative (CITD) is to advance California's economic development and global competitiveness by providing quality training and services to small to medium sized enterprises that are potential or current exporters or importers, as described in the California Government Code Section 15379.21

The CITD initiative network consists of 14 centers; each led by a center director with industry experience and credentials. The network has existing working relationships with local, industry, federal and international partners, and has contractual relationships with the U.S. Department of Commerce, International Trade Administration, the Western United States Agricultural Trade Association, US Agency for International Development, and the U.S. Department of Education, Business and International Education Programs. We serve over 2,000 California businesses each year and offer the following value -added services:

- Individualized assistance to help existing companies and new ventures strategically evaluate and pursue international business opportunities
- International business conferences, workshops and seminars designed to provide information and tools to help enterprises, and organizations capitalize on global business
- Reference and referral services for specific customs, regulatory, and operational challenges
- International matchmaking services to include introducing California companies to potential trading partners through overseas trade missions, hosting of inbound delegations and trade leads distribution
- Assist community colleges in internationalizing their curricula and developing specialized programs and courses in international trade



## Center for Technology Commercialization (CTC)

Contact:

**The USC Marshall Center for Technology Commercialization**

**University of Southern California**

Bridge Hall One

3670 Trousdale Parkway

Los Angeles, CA 90089-0801

Website: [www.marshall.usc.edu/ctc](http://www.marshall.usc.edu/ctc)

### Type of Services Provided:

The Center for Technology Commercialization's (CTC) mission is to identify, encourage, and support technology entrepreneurship activities among the faculty, students, and staff of the University of Southern California. CTC assists inventors and companies with IP issues, business feasibility analysis, business plan development, start-up financing, management team acquisition, and related issues.

CTC's academic component includes courses at the graduate level that prepare students to create new technology ventures. In conjunction with the Lloyd Greif Center for Entrepreneurial Studies, CTC offers a Certificate in Technology Commercialization, which is a four-course program designed to give applicants a specialty in technology commercialization.



## Center for Training, Technology and Incubation (CTTi)

### Cal Poly Pomona

Contact:

**Cal Poly Pomona**

3660 W. Temple Avenue

Suite 1330

Pomona, CA 91768

Phone: (909) 869.4441

Fax: (909) 869.4475

### Mailing Address:

3801 W Temple Avenue

Building 220B

Pomona, CA 91768

Email: [lvasquez1@csupomona.edu](mailto:lvasquez1@csupomona.edu)

Website: [www.acceltech.csupomona.edu](http://www.acceltech.csupomona.edu)

### Type of Services Provided:

The Center for Training, Technology and Incubation (CTTi) provides a select group of emerging technology companies with the opportunity to be part of a nurturing environment that accelerates successful growth. CTTi accomplishes this by offering early stage companies resources available to mature companies and allowing them to selectively access the resources as the need arises. CTTi clients work in an environment that fosters communication among entrepreneurs; facilitates collaborations with Cal Poly Pomona researchers and students; and offers office, R&D, wetlab and light industrial space designed to expand with company growth. By design, CTTi helps mitigate many of the greatest challenges faced by emerging companies whether as a resident or affiliate.

CTTi understands the challenge facing early stage technology companies when leasing space in the first years. The combination of a limited operating history, need for small but often specialized space, and unpredictability of growth patterns, makes for a real challenge. CTTi understands the dynamic and offers flexible terms and scalable space options. There is also the long-term attraction of being located in Innovation Village, a 65-acre technology park located on the Cal Poly Pomona campus. As a company grows and matures, additional space will be available in one of the multi-tenant buildings located right next door.

CTTi companies are typically early stage with two to 20 employees, a management team comprised of founders, and first products entering the market. Until now, the technical development has been all consuming but financing and marketing functions now demand equal attention. Clients also quickly learn to leverage and extend the value of close proximity to Cal Poly Pomona from the obvious student talent and faculty expertise to less obvious resources such as marketing and training development.

Those seeking to lease space will find that CTTi has demonstrated a willingness to take a risk in emerging companies with a promising product or technology when income levels, business plans, or product prototypes may not be fully developed.



## Clearstone Venture Partners

Contact:

### Santa Monica Office

1351 4th Street, 4th floor  
Santa Monica, CA 90401  
Phone: (310) 460 7900  
Fax: (310) 460 7901  
Email: [info@clearstone.com](mailto:info@clearstone.com)  
Website: [www.clearstone.com](http://www.clearstone.com)

### Type of Services Provided:

Clearstone Venture Partners is an independent venture capital firm with offices in Santa Monica and Menlo Park, California.

Clearstone has rapidly emerged as a leading venture capital provider to technology innovators, from a standing start in 1998. Since then, Clearstone has grown from a 2-person office in Pasadena, California, to a multi-office firm with about 20 people and over \$650 million of committed capital. A leader in early stage venture financing, Clearstone works closely with high-potential technology companies to help them become leaders in their industries. Clearstone has invested in dozens of innovative technology companies over three funds to date. The investment team is comprised of a mix of finance and operating professionals with extensive experience building companies, backed up by research and administrative staff.

Clearstone Fund I, raised in 1998, had great success building emerging companies, outperforming most veteran venture firms. Clearstone Fund II, includes a stable of companies that are emerging as leaders in their respective markets. Begun as a vehicle for investing in opportunities created by the maturation of the Internet and the World Wide Web, Clearstone achieved some of the best results in Internet business model investing, including successful outcomes for eToys, Overture, PayPal, United Online, MP3.com, Jump and eMusic. Over the past 5 years, the portfolio has broadened to include investments in enterprise computing (including software applications, infrastructure, storage and communications), wireless technologies, photonics for optical networking, chips and digital services.

Clearstone's Fund III closed in April 2005 and the investment pace is brisk. This fund includes their first investment initiatives outside the US, in India. Clearstone's limited partners include the investment affiliates of The State of California, JP Morgan, The University of California, The State of Michigan, The State of Pennsylvania, The University of Pittsburgh, Moore Capital and other leading institutional investors. To further enhance the network, they have also accepted investments from a group of successful entrepreneurs and senior executives from leading technology companies.



## College of the Canyons Advanced Technology Incubator

Contact:

### College of the Canyons

26455 Rockwell Canyon Road  
Santa Clarita, CA 91355  
Phone: (661) 362-3241  
Fax: (661) 253-3461  
Website: [www.canyonsecondev.org/content/canyons-econ-dev-home.html](http://www.canyonsecondev.org/content/canyons-econ-dev-home.html)

### Type of Services Provided:

The Advanced Technology Incubator at College of the Canyons (COC) provides technology-based entrepreneurs with the resources necessary to launch and grow a successful business. It serves as a tool for investors to find and propel high-growth ventures. Resources within COC's incubator that will establish capital efficiency for both the entrepreneur and investor include:

- A new, state-of-the-art, fully furnished and wired 10,000 square foot facility with 24/7 access (Available mid 2009)
- Shared support services including reception and office equipment (Available mid 2009)
- Free mentoring and access to services from experienced professionals
- Student interns
- Introductions to investors



College of the Canyons i3 invites entrepreneurs to take advantage of the Affiliate Member program currently providing support services and resources to qualified start-ups. Once completed, i3 will be the only facility of its kind in California that incubates tenants on campus, creating a unique and beneficial marriage of entrepreneurship and education. The incubator will be housed in the University Center, in which partnered universities offer under-graduate and graduate programs, providing entrepreneurs access to the collective wisdom of diverse faculty. Student internships will also minimize employment costs.

Membership rates vary between \$250 - \$425.



## Digital Coast Roundtable

Contact:

### DCR

5404 Jandy Place  
Los Angeles, CA 90066  
Phone: (310) 571-3278  
Fax: (310) 448-7600  
Email: [info@digitalcoast.org](mailto:info@digitalcoast.org)  
Website: [www.digitalcoast.org](http://www.digitalcoast.org)

### Type of Services Provided:

The Digital Coast Roundtable (DCR) is the premier nonprofit organization whose members are at the forefront of the convergence of entertainment and technology. DCR members represent divisions of major corporations, independent companies, and individuals, who continue to believe that technology will provide new and exciting, creative and economic opportunities for this business sector in the Greater Los Angeles area. The DCR offers stimulating programs on current topics relevant to these industries. In addition, the DCR convenes organizations, associations and guilds to collaborate on events, initiatives and public policy.

DCR events include: Chairman's Roundtable Series, a unique business forum for members featuring visionaries, international business leaders and top-level executives who provide provocative commentary on the current state of a particular market segment as well as informed opinions on the future direction the market will take. The Roundtable also orchestrates special events and networking events such as the annual Holiday Party. In addition to raising awareness about the wealth of talent and the number of technology companies located in the Digital Coast region, Santa Barbara to San Diego, through its Foundation, the DCR supports a variety of educational, community outreach and political advocacy initiatives and issues important to the Digital Coast.



## Entrettech Sponsored by Caltech

Contact:

### Caltech

295 South Hill Avenue  
Pasadena, CA 91106  
Phone: (626) 356-9933  
Fax: (626) 356-7515  
Website: [www.pasadenaentrettech.com](http://www.pasadenaentrettech.com)

### Type of Services Provided:

Entrettech can help you reach your business goals faster and more efficiently through strategic connections to finance, customers and partners and through promoting your business throughout Southern California.

Entrettech offers services in five areas:

#### Education and Training

- Mentoring Workshops
- Industrial Training Courses

#### Events

- Green Tech Conferences
- Entrepreneurship Awards
- Caltech / MIT Enterprise Forum
- Technology Golf Day



- Tech Social
- First Look LA
- Referrals
- Financing
- Real Estate
- Service
- People
- Discount Purchasing
- Laboratory Supplies/Equipment
- Office Supplies
- Insurance
- Promotional Programs
- Co-Sponsorship
- Website

Membership fees range between \$100 to \$2,000.



## Environment, Health, Safety and Homeland Security Initiative

Contact:

**A California Community College Initiative**

Website: [www.EnvTraining.org](http://www.EnvTraining.org)

**Director, Southern California  
El Camino College**

3815 Cedar Avenue  
Long Beach, CA 90807  
Phone: (562) 424-3240  
Email: [Ken@envtraining.org](mailto:Ken@envtraining.org)

**LA/Orange ETC  
North Orange CCD**

Phone: (714) 808-4620  
Fax: (714) 808-4620  
Email: [perla@envtraining.org](mailto:perla@envtraining.org)

### Type of Services Provided:

The goal of the Environment, Health, Safety, and Homeland Security (EHS2) Initiative is to train the workforce in the Environment, Health, Safety and Homeland Security fields, conduct health and safety audits for small and medium-sized businesses, and support the training and education needs of California community college students statewide. The initiative operates through six Environmental Training Centers located throughout the state.

The EHS2 Initiative operates the Environmental Training Center that coordinates statewide programs and services designed to mitigate the impact of environmental health and safety compliance regulations. These regulations specify the manner in which businesses may handle, store, use and dispose of hazardous materials, as well as, regulate air and water pollution, regulate worker health and safety, and help minimize the production of waste. The Centers provide six basic services: 1) training in environmental health and safety; 2) compliance counseling; 3) applied technology counseling (including energy conservation); 4) financial counseling; 5) audit assistance; 6) training in the latest offerings from FEMA and the federal offices of Homeland Security. The Centers assist in the development of model Certificate and Associate degree programs in environmental health, safety and homeland security technologies.

Environmental Training Centers are an initiative of the California Community College system providing assistance to businesses in complying with Federal and California EPA, OSHA and Environmental, Health and Safety regulations.



## Fast Trac

A Program of the  
Ewing Marion Kauffman Foundation  
4801 Rockhill Road  
Kansas City, Missouri 64110

Contact:

**University of Southern California  
Business Expansion Network**

3550 Wilshire Blvd., Suite 905

Los Angeles, CA 90010

Phone: (213) 368-1450

Fax: (213) 368-1454

Email: [hkusc@hotmail.com](mailto:hkusc@hotmail.com)

Website: [www.fasttrac.org/pages/factsheet.cfm](http://www.fasttrac.org/pages/factsheet.cfm)

### Type of Services Provided:

FastTrac is a comprehensive entrepreneurship-educational program that provides entrepreneurs with business insights, leadership skills and professional networking connections so they are prepared to create a new business or expand an existing enterprise. The FastTrac program includes practical, hands-on business development programs and workshops for existing entrepreneurs, aspiring entrepreneurs, as well as entrepreneurship curriculum for college students. FastTrac offers nine various programs to choose from including FastTrac TechVenture, which offers technology and life science entrepreneurs the tools needed to start or refine their business venture, including the business concept itself, learn to access capital, and advance their venture to the next business stage.

FastTrac is designed to help entrepreneurs hone the skills needed to create, manage and/or grow successful businesses. Participants don't just learn about business, they live it. They work on their own business ideas or ventures throughout the program - moving their venture to reality or new levels of growth.

FastTrac programs are resources for entrepreneurs that have been developed by and with hundreds of successful entrepreneurs who have shared their knowledge, insights, and stories so that others might learn from them. In 1998 FastTrac won the Small Business Administration's Model of Excellence Award for Entrepreneurial Education. Simply put, FastTrac is one of America's leading entrepreneurial training programs and remains on the cutting edge by providing programs that are written by entrepreneurs...taught by entrepreneurs... for entrepreneurs.



## Information Sciences Institute University of Southern California

Contact:

**USC Information Sciences Institute**

4676 Admiralty Way

Suite 1001

Marina del Rey, CA 90292

Phone: (310) 822-1511

Fax: (310) 823-6714

Website: [www.isi.edu](http://www.isi.edu)

### Type of Services Provided:

The University of Southern California's Information Sciences Institute (ISI) is a major contributor to the nation's information technology knowledge base, and is actively engaged in a broad spectrum of information processing research, as well as the development of advanced computer and communication technologies.

Over the last 30 years, the University of Southern California's Information Sciences Institute has emerged as one of the world's leading research centers in the fields of computer science and information technology. ISI has long been a major contributor to the nation's information technology knowledge base, and is actively engaged in a broad spectrum of information processing research, as well as being heavily involved in the development of advanced computer and communication technologies. Our research divisions are under the direction of nationally recognized research scientists in fields such as:

- Artificial intelligence
- Computational science and computer architecture
- Computer security
- Electronic commerce
- Human-Centered support systems
- Integrated circuit design and fabrication
- Internet communications and advanced networking
- Natural language technology
- Parallel and grid computing

- Robotics
- Systems integration

ISI currently has more than 300 researchers, graduate students, and staff. We are always looking for new collaborators - new students, new researchers, and new institutional, business and government partners.



## Innovation Village

### Cal Poly Pomona

Contact:  
**Cal Poly Pomona**  
 3650 W. Temple Avenue  
 Suite 1000  
 Pomona, CA 91768  
 Phone: (909) 869-3154  
 Website: [www.foundation.csupomona.edu/iv](http://www.foundation.csupomona.edu/iv)

#### Type of Services Provided:

The mission for Innovation Village Research Park is to establish a world class research and development environment for public-private partnerships and the leaders of tomorrow's industries to meet, exchange new ideas, challenge frontiers, and work together with the campus community in creating new foundations for the future. The objective of the park is to convert agricultural land ideally suited for commercial applications in the Los Angeles marketplace to higher uses with a focus on attracting research and development organizations interested in partnering with the university to compliment and enhance university programs.

Innovation Village is designed for tenant companies who desire a presence with the faculty and students of Cal Poly Pomona. It is also designed for the faculty and students of Cal Poly Pomona to have a convenient place where they can learn new ways to use the resources brought together by this village and industry to build them into higher levels of technological output.

Innovation Village seeks to attract global explorers desirous of a work environment exciting, comfortable and secure to both Fortune 100 companies and early stage entrepreneurs and researchers.

Innovation Village seeks tenants who have an interest in partnering with the future generations of the academic growth of Cal Poly Pomona and share the benefits of our continually evolving Centers of Excellence.



## Keiretsu Forum Southern California

### Los Angeles Chapter

Contact:  
**Keiretsu Forum Southern California**  
**Westlake, Los Angeles, Orange, San Diego**  
 270 Bristol, Suite 200  
 Costa Mesa, CA 92626  
 Phone: (310) 991-4309  
 Email: [connie@keiretsuforum.com](mailto:connie@keiretsuforum.com)

**Corporate Office**  
 3466 Mt. Diablo Boulevard  
 Suite C-205  
 Lafayette, CA 94549  
 Website: [www.k4forum.com](http://www.k4forum.com)

#### Type of Services Provided:

Keiretsu Forum is the world's largest angel investor network with 750 accredited investor members throughout seventeen chapters on three continents. Since Keiretsu Forum's founding in 2000, its members have invested over \$180 million in 200 companies in technology, consumer products, healthcare/life sciences, real estate and other segments with high growth potential. Forum members collaborate in the due diligence, but make individual investment decisions, with rounds in the range of \$250,000 to \$2 million. Keiretsu Forum's community is strengthened through education on angel investing, as well as charitable giving.

Keiretsu Forum membership is comprised of serious investors, business leaders, venture capitalists, corporate/institutional investors and serial entrepreneurs. Membership is by invitation only. Keiretsu Forum enjoys synergies and close relationships with venture capital firms, universities, and investment banking institutions. These relationships facilitate the access to capital, talent, technology and resources needed to build a successful venture.



## Los Angeles County Economic Development Corporation (LAEDC)

Contact:

**Los Angeles County Economic Development Corporation**

444 South Flower Street, 34th Floor  
Los Angeles, CA 90071

Phone: (213) 622-4300

Toll Free: (888) 4-LAEDC-1 / (888) 452-3321

Fax: (213) 622-7100

Website: [www.laedc.org](http://www.laedc.org)

### Type of Services Provided:

As the region's premier business leadership organization, the Los Angeles County Economic Development Corporation's mission is to attract, retain and grow business and jobs in the regions of Los Angeles County, as well as to identify trends and affect positive change for the local economy.

The LAEDC also offers free Business Assistance services such as site selection, workforce resources, information on incentives, assistance with permits, licenses and zoning, and local industry analysis for companies expanding or relocating in LA County. LAEDC regional managers work one-on-one with businesses throughout the regions of LA County Metro and South LA, San Fernando Valley, San Gabriel Valley, Santa Clarita Valley, Antelope Valley, South Bay, Westside and Gateway Cities.

The LAEDC is relied upon by media, government and private industry for economic research and consulting. Published reports include the semi-annual Economic Forecast, which was ranked #1 by The Wall Street Journal and was awarded by the American Economic Development Council. Chief Economist Jack Kyser has led the research team in producing the Economic Forecast and Industry Outlook for 10 years.

The LAEDC proactively participates in strategic leadership initiatives to ensure LA County remains a business-friendly environment in today's economically competitive climate.

In addition, the LAEDC has a global business reach. With the World Trade Center Association Los Angeles - Long Beach as a subsidiary, the LAEDC provides international trade connections that benefit the Los Angeles region. The LAEDC and WTCA actively pursue worldwide opportunities that bring direct foreign investment into the local economy.



## Los Angeles Regional Technology Alliance (LARTA)

Contact:

**LARTA**

606 S. Olive Street, Suite 650

Los Angeles, CA 90014

Phone: (213) 694-2826

Fax: (213) 622-6230

email: [info@larta.org](mailto:info@larta.org)

Website: [www.larta.org](http://www.larta.org)

### Type of Services Provided:

Formed in 1993, Los Angeles Regional Technology Alliance (LARTA) is an independent, private nonprofit, 501 (c)(3) corporation. The organization manages programs and services that assist small companies through various stages of growth. They offer assistance in a variety of technology sectors on a global scale by bringing together players key to the production and management of successful innovation.

The LARTA team of experts has a proven record of success assisting hundreds of technology companies, entrepreneurs, universities, investors, and governments worldwide. They offer a different mix of services for small and large businesses.

**Programs for small business owners include:** assisting companies acquire capital and customers through the annual LARTA Venture Forum and other services available in virtual incubation, business plans, government funding, capital, and life science commercialization.



**Programs for large business owners, investors and governments include:** commercialization services, consortiums, advanced technology analysis and in-depth research.

Premier programs managed and operated by LARTA include the following nationally sponsored efforts:

**National Institutes of Health Commercialization Assistance Program (NIH-CAP)** - helps promising SBIR Phase-II life science companies bring their technologies to market.

**USDA Commercialization Assistance Program (USDA-CAP)** - the United States Department of Agriculture (USDA) has teamed with LARTA, to develop and deliver a pilot program designed to assist USDA's SBIR Phase II awardees in the commercialization of their technologies, processes and/or services.

**Advanced Technology Program Commercialization Assistance Program** - Funded by the Department of Commerce's National Institute of Standards and Technology (NIST) to assist Advanced Technology Program (ATP) awardees. Mentors help prepare companies for their commercialization efforts and address issues facing innovators in the marketplace.

**Defense Advanced Research Projects Agency Commercialization Assistance Program (DARPA-CAP)** - This pilot program is designed to assist DARPA's SBIR Phase II awardees in the commercialization of their technologies.



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## Los Angeles Venture Association (LAVA)

Contact:  
**Los Angeles Venture Association**  
11301 Olympic Boulevard, #376  
Los Angeles, CA 90064  
Phone: (310) 450-9544  
Fax: (866) 276-1712  
Email: [info@lava.org](mailto:info@lava.org)  
Website: [www.lava.org](http://www.lava.org)

### Type of Services Provided:

The Los Angeles Venture Association (LAVA) supports the development of emerging growth and middle market companies in Southern California by creating an environment to provide access to financial, professional and technological resources.

LAVA is the oldest, most successful organization focused on the financing of companies from start to exit. Since 1985 they have been promoting the development and financing of emerging growth and middle market companies by organizing dynamic forums where entrepreneurs and executives actively meet and learn from fellow executives, investors, bankers, financial advisors and other providers of professional services.

LAVA offers monthly breakfast meetings which feature exceptional presentations by prominent members of Southern California's financial, entrepreneurial, business and academic communities. In addition they host an annual Investment Capital Conference which is a prime meeting of capital sources and capital seekers. For over a decade it has been LAVA's annual signature event, attracting every year hundreds of CEOs, CFOs and the who's who of our investment capital community.



## Multimedia and Entertainment Initiative (MEI)

Contact:  
A California Community College Initiative

Los Angeles Valley College - Region 7  
Richard Holdredge  
IDEAS: Institute for Developing Entertainment Arts and Studies  
5800 Fulton Avenue  
Valley Glen, CA 91401-4096  
Phone: (818) 947-2453  
Fax: (818) 947-2620  
Website: [www.lavc.edu/ideas](http://www.lavc.edu/ideas)

Pasadena City College - Region 7  
Laurie Burruss  
Los Angeles Digital Media Center  
1570 E. Colorado Boulevard  
Pasadena, CA 91106-2003  
Phone: (626) 585-7632  
Fax: (626) 585-7923  
Website: [www.pasadena.edu/dmc-pcc](http://www.pasadena.edu/dmc-pcc)

### Type of Services Provided:

The Multimedia and Entertainment Initiative is a statewide network of Community College educators working in strategic partnerships with industry and community organizations to identify and meet California's workforce and economic development needs.

Consisting of an Initiative Director, six regional centers and scores of affiliated colleges throughout the State, the Initiative is committed to creating environments in which students can achieve artistic excellence and develop technological expertise for careers in the communications, entertainment and interactive learning industries.

The Initiative works to:

- Build communication between business and education
- Assess and document industry labor needs
- Provide training for the emerging and re-entry workforce
- Establish vital partnerships between colleges and industry
- Circulate labor market information and publicize job opportunities



## NASA Commercialization Center – AccelTech (NCC)

Cal Poly Pomona

Contact:  
Center for Training, Technology and Incubation (CTTi)  
Cal Poly Pomona  
3660 W. Temple Avenue, Suite 1330  
Pomona, CA 91768  
Phone: (909) 869-4441  
Fax: (909) 869-4475  
Website: [www.acceltech.csupomona.edu](http://www.acceltech.csupomona.edu)

### Type of Services Provided:

The NASA Commercialization Center (NCC), located at Cal Poly Pomona's Center for Training, Technology and Incubation (CTTi), was created to nurture companies that transfer NASA technology to the marketplace. NCC provides office, light industrial, and R&D space plus supporting resources to these companies.

NASA Commercialization Center is just one of many programs that CTTi offers to support the growth of technology companies.



## NASA Far West Regional Technology Transfer Center (RTTC)

University of Southern California

Contact:  
Technology Transfer Center  
University of Southern California  
3716 South Hope Street, Suite 200  
Los Angeles, CA 90007  
Phone: (213) 743-2955  
(800) 642-2872 (toll-free US)  
Email: [ettc@usc.edu](mailto:ettc@usc.edu)  
Website: [www.ttc.usc.edu](http://www.ttc.usc.edu)

### Type of Services Provided:

NASA's six Regional Technology Transfer Centers (RTTC) began operations in January 1992, helping U.S. firms to access, assess and acquire NASA and federally funded technologies for commercial and industrial purposes.

Aligned with the six Federal Laboratory Consortium regions and linked together in a national network, the RTTCs have developed regional networks that involve more than 70 affiliated organizations operating at the state and local levels. Linkages with these organizations enable the RTTCs to provide invaluable assistance to U.S. companies, and to promote U.S. economic growth and competitiveness.

RTTC services include technology sourcing, technology/market analysis, and the development of technology transfer and commercialization projects and agreements.

The Far West RTTC addresses and eliminates barriers or gaps that may inhibit the technology transfer at any point throughout the transfer process. This center works with businesses to help them identify and analyze their technological needs and



assist them in the definition of technical problems and issues which must be addressed before the actual search for an appropriate technology begins. Using a sophisticated computerized database system that stores the abstracts of thousands of government research projects, its information specialists work with companies to uncover new technology or research efforts underway that most closely match their needs. In this manner, businesses are provided a means to scan the pool of potentially appropriate research underway in the Federal government's scientific and technical community and can pinpoint the required technologies important to their particular commercial needs.

Additionally, the Far West RTTC helps companies complete the commercialization process. For example, assistance in marketing, matching clients with business partners for joint ventures, and referrals to local assistance programs. It also helps companies obtain funding from sources such as venture capitalists, investment bankers, and commercial banks.



## National Aeronautics and Space Administration (NASA)

Contact:

### NASA Dryden Flight Research Center (DFRC)

Business Development Office

Edwards, CA 93523-0273

Phone: (661) 276-3449

Fax: (661) 276-3566

Website: [www.nasa.gov/centers/dryden/business/index.html](http://www.nasa.gov/centers/dryden/business/index.html)

### Business Opportunities Office

Mail Stop 190-205

Jet Propulsion Laboratory

4800 Oak Grove Drive

Pasadena, CA 91109

Phone: (818) 354-0112

Fax: (818) 393-4641

Website: [www.acquisition.jpl.nasa.gov/boo/](http://www.acquisition.jpl.nasa.gov/boo/)

### Type of Services Provided:

California has the unique distinction as the location for three NASA facilities – two NASA Centers and a premier federal laboratory:

- The Dryden Flight Research Center (DFRC) is NASA's center for aeronautical flight research and atmospheric flight operations. NASA Dryden is chartered to research, develop, verify and transfer advanced aeronautics, space and related technologies.
- The NASA Ames Research Center (ARC) is a pioneer on the forefront of aeronautical and space research. Though NASA Ames' primary mission is supporting NASA's Vision For Space Exploration initiative, the center is actively engaged in research and development efforts pertaining to information technology, biotechnology and nanotechnology.
- The Jet Propulsion Laboratory (JPL) is a federally funded, NASA-staffed center managed for the government by the California Institute of Technology (Caltech). While JPL's primary focus is developing solutions to the challenges posed by space exploration, the center also develops technologies for uses on Earth for applications ranging from national security to public safety to medicine. JPL partners with private industry on many of their projects.

NASA is the agency responsible for the nation's leading edge research and development, aeronautics programs, space programs, and emerging technologies. NASA routinely partners with industry and academia on projects and programs. NASA also provides contracting opportunities to private industry and academia for contract services. Additional information can be obtained by contacting the Dryden Business Development Office.



## National Science Foundation (NSF) A U.S. Government-sponsored program

Contact:

**NSF**

4201 Wilson Boulevard

Arlington, VA 22230

Phone: (703) 292-5111

E-mail: [info@nsf.gov](mailto:info@nsf.gov)

Website: [www.nsf.gov](http://www.nsf.gov)

### Type of Services Provided:

National Science Foundation (NSF) is a United States government agency that supports fundamental research and education in all the non-medical fields of science and engineering. Its medical counterpart is the National Institutes of Health (NIH). With an annual budget of about \$6.02 billion (fiscal year 2008), NSF funds approximately 20 percent of all federally supported basic research conducted by the United States' colleges and universities. In some fields, such as mathematics, computer science, economics and the social sciences, NSF is the major source of federal backing.

Although many other federal research agencies operate their own laboratories— notable examples being the National Aeronautics and Space Administration (NASA) and the National Institutes of Health —NSF does not. Instead, it seeks to fulfill its mission chiefly by issuing competitive, limited-term grants in response to specific proposals from the research community. (NSF also makes some contracts.) Some proposals are solicited, and some are not; NSF funds both kinds.

NSF receives about 40,000 such proposals each year, and funds about 10,000 of them. Those funded are typically the projects that are ranked highest in a merit review process. These reviews are carried out by panels of independent scientists, engineers and educators who are experts in the relevant fields of study, and who are selected by NSF with particular attention to avoiding conflicts of interest. All proposal evaluations are confidential.

Most NSF grants go to individuals or small groups of investigators who carry out research at their home campuses. Other grants provide funding for mid-scale research centers, instruments and facilities that serve researchers from many institutions. Still others fund national-scale facilities that are shared by the research community as a whole. Examples of national facilities include NSF's national observatories, with their giant optical and radio telescopes; its Antarctic research sites; its high-end computer facilities and ultra-high-speed network connections; the ships and submersibles used for ocean research; and its gravitational wave observatories.

In addition to researchers and research facilities, NSF grants also support science, engineering and mathematics education from pre-K through graduate school. Undergraduates can receive funding through REU summer programs. Graduate students are supported through IGERT (Integrative Graduate Education Research Traineeships) and AGEP (Alliance for Graduate Education and the Professoriate) programs and through the Graduate Research Fellowships, NSF-GRF. An early career-development program (CAREER) supports teacher-scholars that most effectively integrate research and education within the mission of their organization, as a foundation for a lifetime of integrated contributions.



## Net Effect Technologies, Inc.

### Contact:

730 E. Cypress Avenue  
Monrovia, CA 91016  
Phone: (626) 930-0101  
Fax: (626) 930-0102  
E-mail: [info@neteffecttech.com](mailto:info@neteffecttech.com)  
Website: [www.neteffecttech.com](http://www.neteffecttech.com)

### Type of Services Provided:

Net Effect Technologies actively partners with entrepreneurs to turn good ideas into good business opportunities. Net Effect provides financing and operational assistance to its partner ventures. Net Effect makes private equity investments at various stages of venture development. Offices are in Monrovia, California.



## OCTANe

### Contact:

**OCTANe**  
65 Enterprise  
Aliso Viejo, CA 92656  
Phone: (949) 330-6563  
Email: [info@octaneoc.org](mailto:info@octaneoc.org)  
Website: [www.octaneoc.org](http://www.octaneoc.org)

### Type of Services Provided:

OCTANe is fueling "innovation development" in Orange County and Southern California. By connecting people, capital and technology, OCTANe accelerates entrepreneurs and company development for Southern California's biomedical, energy and information technology community.

The OCTANe Program Series brings together "minds and money" in Orange County and Southern California around high growth topics in the biomedical and information technology sectors. Attendees included entrepreneurs, venture capitalists, investors, large company executives, researchers, universities and advisors. Their signature events include the California Medical Device Forum each fall, and the So Cal Semiconductor and Communications Summit each spring.

Other OCTANe programs include:

**LaunchPad** - helps entrepreneurs, researchers and start-ups "get going" by quickly identifying and connecting the people, know-how and capital needed to start and grow their business.

**OCTANe Foundation for Innovation** - 501(c)(3) charity is to develop a robust environment for biomedical and information technology growth by advancing innovation and entrepreneurship.

**OCTANe Next** - for "Next" generation leaders and talent ages 18 to 29. Next provides free access to programs, events, and other OCTANe initiatives.

**Talent Engine** - a unique, robust "innovation talent portal" for Orange County biomedical and information technology companies and innovators. It connects technical resources and university graduates with high-quality jobs and business opportunities from hundreds of companies – both large and hot start-ups.



## Orange Coast Venture Group (OCVG)

### Contact:

**Orange County Venture Group**  
5405 Alton Pkwy., Ste. A-710  
Irvine, CA 92604  
Phone: (714) 768-8580  
Website: [www.ocvg.com](http://www.ocvg.com)

### Type of Services Provided:

The Orange County Venture Group (OCVG) is a volunteer-driven community networking organization focused on venture capital activities in Orange County. Its board of directors is comprised of venture capitalists and other local business leaders that help support venture-backed entrepreneurs. Their programming consists of educational events, networking events, and other "special events" tailored to both entrepreneurs and VC's. OCVG activities offer truly unique opportunities for you to learn more about the venture capital process and expand your network of business contacts.

Membership rates vary between \$300 - \$600.



## Palmdale Institute of Technology

### City of Palmdale

Contact:

38256 Sierra Highway  
Palmdale, CA 93550

Phone: (661) 276-2376

Website: [www.cityofpalmdale.org](http://www.cityofpalmdale.org)

Partner site: [www.aeroinstitute.org](http://www.aeroinstitute.org)

#### Type of Services Provided:

The Palmdale Institute of Technology is located in a 17,000 square foot, courtyard facility in the City of Palmdale civic center. Partners include the City of Palmdale, NASA Dryden Flight Research Center, Ames Research Center and Lockheed Martin Corporation. The Institute is the headquarters of the NASA-sponsored AERO Institute.

The Institute has brought higher education opportunities to the Antelope Valley/North Los Angeles County region through education partnerships with Purdue University, Caltech, USC, UCLA, Cal Poly Pomona, Pepperdine University, Cal State Los Angeles, Cal Poly San Luis Obispo, Embry Riddle University, and DeVry University. Regular graduate courses as well as education and training programs, customized for industry partners, are held at the Institute.

Additionally, the Institute is host to a nanotechnology laboratory for industry and academic research. The lab is managed by Lockheed Martin's "Skunkworks", located in Palmdale.

The Palmdale Institute of Technology is focused on the continued development of the aerospace, space and technology industries. It is further dedicated to the training and education for the workforce needs of these industries.



## Pasadena Angels, Inc.

Contact:

**Pasadena Angels, Inc.**

2400 North Lincoln Avenue  
Altadena, CA 91001

Website: [www.pasadenaangels.com](http://www.pasadenaangels.com)

#### Type of Services Provided:

Founded in 2000, the Pasadena Angels is a group of leading private investors that provide long-term human and financial capital to help build successful companies. Our members, with many years of collective leadership experience provide the resources to ensure the success of our portfolio companies. The Pasadena Angels invests in early stage companies in a broad range of industries including, but not limited to technology, that have the potential to build sustainable and successful businesses. The Pasadena Angels charges no fees for its services.

Entrepreneurial small businesses are major engines of job growth and key players in the commercialization of new technologies. However, most entrepreneurial ventures fail to achieve their goals. Among the most common reasons for such business failures are the inability to execute sound business plans and to access capital funding, particularly at critical early stages of a company's development.

Affiliated as Pasadena Angels, Inc., a nonprofit entity, the organization offers early-stage companies the opportunity to benefit from the knowledge of more than 100 experienced entrepreneurs, senior corporate executives, and skilled professionals from a variety of industries and venture capital affiliates.

Approximately 80 companies from a broad range of industries are screened each year by Pasadena Angels members and are provided with invaluable counsel, including insights into developing business and financing strategies that are achievable and fundable. Companies also benefit from the group's feedback and the opportunity to connect with individuals who may offer more specialized expertise and advice.



The organization's members provide up to \$1 million in early-stage financing and seed money to emerging technology-based ventures located in Southern California. The group cooperates with other venture capital firms and angel investment groups to support companies that are raising between \$1 to \$5 million. Pasadena Angels members invest individually and directly, without any legal pooling of financial resources. The corporate entity, Pasadena Angels, Inc. does not invest or act as an investment agent in any manner.

Pasadena Angels investor members have provided significant early-stage capital to emerging companies in Southern California, including nearly \$8 million to some 24 companies that have participated in and successfully passed the Pasadena Angels screening process.

Pasadena Angels charges no fees and provides its services to companies which it believes have a significant potential for success and the potential to benefit from an association with the organization.



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## Regional Health Occupations Resource

### Mt. San Antonio College

Contact:  
**A California Community College Initiative**

**Mt. San Antonio College**  
Regional Health Occupations Resource Center-  
Bldg. 35  
1100 N. Grand Avenue  
Walnut, CA 91789  
Phone: (909) 594-5611 x6101  
Website: [www.healthoccupations.org](http://www.healthoccupations.org)

#### Type of Services Provided:

Promoting the advancement of California's health and economic growth through quality education and services focusing on workforce development and continuous workforce improvement in health care delivery.

The purpose of the California Community College Economic Development Health Care Initiative is to identify workforce needs of healthcare delivery systems and develop solutions through a comprehensive problem solving process. This process may include assessment and analysis, planning and development, and implementation and evaluation. The role of the Regional Health Occupations Resource Centers is to facilitate collaboration between the education segments and the health care delivery system to respond to identified needs.



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## Small Business Innovation Research Program (SBIR)

### A U.S. Government-sponsored program

Contact:  
**U.S. Small Business Administration (SBA)**  
**Office of Technology**  
409 Third Street, SW  
Washington, D.C. 20416  
Phone: (202) 205-6450  
Website: [www.sba.gov/SBIR/indexsbir-sttr.html](http://www.sba.gov/SBIR/indexsbir-sttr.html)

#### Type of Services Provided:

The Small Business Innovation Research Program (SBIR) is a highly competitive program that encourages small business to explore their technological potential and provides the incentive to profit from its commercialization. By including qualified small businesses in the nation's R&D arena, high-tech innovation is stimulated and the United States gains entrepreneurial spirit as it meets its specific research and development needs.

SBIR provides a competitive opportunity for small business. SBIR targets the entrepreneurial sector because that is where most innovation and innovators thrive. However, the risk and expense of conducting serious R&D efforts are often beyond the means of many small businesses. By reserving a specific percentage of federal R&D funds for small business, SBIR protects the small business and enables it to compete on the same level as larger businesses. SBIR funds the critical startup and development stages and it encourages the commercialization of the technology, product, or service, which, in turn, stimulates the U.S. economy.

Since its enactment in 1982, as part of the Small Business Innovation Development Act, SBIR has helped thousands of small businesses to compete for federal research and development awards. Their contributions have enhanced the nation's defense, protected our environment, advanced health care, and improved our ability to manage information and manipulate data.

### **SBIR Qualifications:**

Small businesses must meet certain eligibility criteria to participate in the SBIR program.

- American-owned and independently operated
- For-profit
- Principal researcher employed by business
- Company size limited to 500 employees

### **The SBIR System:**

Each year, eleven federal departments and agencies are required by SBIR to reserve a portion of their R&D funds for award to small business.

- Department of Agriculture
- Department of Commerce
- Department of Defense
- Department of Education
- Department of Energy
- Department of Health and Human Services
- Department of Homeland Security
- Department of Transportation
- Environmental Protection Agency
- National Aeronautics and Space Administration
- National Science Foundation

**These agencies designate R&D topics and accept proposals.**

### **Three-Phase Program:**

Following submission of proposals, agencies make SBIR awards based on small business qualification, degree of innovation, technical merit, and future market potential. Small businesses that receive awards then begin a three-phase program.

- Phase I is the startup phase. Awards of up to \$100,000 for approximately 6 months support exploration of the technical merit or feasibility of an idea or technology.
- Phase II awards of up to \$750,000, for as many as 2 years, expand Phase I results. During this time, the R&D work is performed and the developer evaluates commercialization potential. Only Phase I award winners are considered for Phase II.
- Phase III is the period during which Phase II innovation moves from the laboratory into the marketplace. No SBIR funds support this phase. The small business must find funding in the private sector or other non-SBIR federal agency funding.

## SBA Role:

The US Small Business Administration plays an important role as the coordinating agency for the SBIR program. It directs the 11 agencies' implementation of SBIR, reviews their progress, and reports annually to Congress on its operation. SBA is also the information link to SBIR. SBA collects solicitation information from all participating agencies and publishes it quarterly in a Pre-Solicitation Announcement (PSA).



## Small Business Technology Transfer Program (STTR)

### A U.S. Government-sponsored program

Contact:

**U.S. Small Business Administration (SBA)  
Office of Technology**

409 Third Street, SW  
Washington, D.C. 20416

Phone: (202) 205-6450

Website: [www.sba.gov/SBIR/indexsbir-sttr.html](http://www.sba.gov/SBIR/indexsbir-sttr.html)

### Type of Services Provided:

The Small Business Technology Transfer Program (STTR) is an important small business program that expands funding opportunities in the federal innovation research and development arena. Central to the program is expansion of the public/private sector partnership to include the joint venture opportunities for small business and the nation's premier nonprofit research institutions. STTR's most important role is to foster the innovation necessary to meet the nation's scientific and technological challenges in the 21st century.

### Competitive Opportunity for Small Business:

STTR is a highly competitive program that reserves a specific percentage of federal R&D funding for award to small business and nonprofit research institution partners. Small business has long been where innovation and innovators thrive. But the risk and expense of conducting serious R&D efforts can be beyond the means of many small businesses.

Conversely, nonprofit research laboratories are instrumental in developing high-tech innovations. But frequently, innovation is confined to the theoretical, not the practical. STTR combines the strengths of both entities by introducing entrepreneurial skills to high-tech research efforts. The technologies and products are transferred from the laboratory to the marketplace. The small business profits from the commercialization, which, in turn, stimulates the U.S. economy.

### STTR Qualifications:

Small businesses must meet certain eligibility criteria to participate in the STTR Program.

- American-owned and independently operated
- For-profit
- Principal researcher need not be employed by small business
- Company size limited to 500 employees  
(No size limit for nonprofit research institution)

The nonprofit research institution must also meet certain eligibility criteria.

- Located in the US
- Meet one of three definitions
  - Nonprofit college or university
  - Domestic nonprofit research organization
  - Federally funded R&D center (FFRDC)

### **The STTR System:**

Each year, five federal departments and agencies are required by STTR to reserve a portion of their R&D funds for award to small business/nonprofit research institution partnerships.

- Department of Defense
- Department of Energy
- Department of Health and Human Services
- National Aeronautics and Space Administration
- National Science Foundation

**These agencies designate R&D topics and accept proposals.**

### **Three-Phase Program:**

Following submission of proposals, agencies make STTR awards based on small business/nonprofit research institution qualification, degree of innovation, and future market potential. Small businesses that receive awards then begin a three-phase program.

- Phase I is the startup phase. Awards of up to \$100,000 for approximately one year fund the exploration of the scientific, technical, and commercial feasibility of an idea or technology.
- Phase II awards of up to \$750,000, for as long as two years, expand Phase I results. During this period, the R&D work is performed and the developer begins to consider commercial potential. Only Phase I award winners are considered for Phase II.
- Phase III is the period during which Phase II innovation moves from the laboratory into the marketplace. No STTR funds support this phase. The small business must find funding in the private sector or other non-STTR federal agency funding.

### **SBA Role:**

The US Small Business Administration plays an important role as the coordinating agency for the STTR program. It helps the five agencies implement STTR, reviews their progress, and reports annually to Congress on its operation.

SBA is also the information link to STTR. SBA collects solicitation information from all the participating agencies and publishes it electronically in a Pre-Solicitation Announcement (PSA). The PSA is a single source for the topics and anticipated release and closing dates for each agency's solicitation(s).



## Southern California Biomedical Council (SCBC)

Contact:

**SCBC**

444 S. Flower St., 34th Floor  
Los Angeles, CA 90071  
Phone: (213) 236-4890  
Fax: (213) 622-7100

### Type of Services Provided:

The Southern California Biomedical Council (SCBC) is a nonprofit organization whose mission is to promote biomedical and biotechnology research and manufacturing in Los Angeles. SCBC publishes a quarterly newsletter, Biomedical Synergies, which reports the various aspects of the biomedical industry. SCBC also sponsors a venture capital forum. Membership in the SCBC is open to firms, organizations and individuals interested in biomedical and biotechnology development in Greater Los Angeles.



## Space Angels Network

Contact:

206 Stoneledge Place NE  
Leesburg, VA 20176  
Phone: (866) 441-5243  
Email: [info@spaceangelsnetwork.com](mailto:info@spaceangelsnetwork.com)  
Website: [www.spaceangelsnetwork.com](http://www.spaceangelsnetwork.com)

### Type of Services Provided:

Space Angels Network is the premier source of aerospace deal flow for investors and of early-stage capital for aerospace-related ventures across a wide spectrum of technologies, markets, and industries. Space Angels is a professionally managed national network of accredited investors focused on aerospace-related opportunities.

Visionary Entrepreneurs running or starting an aerospace-related venture can place their ventures in front of early-stage investors who are actively looking for investment opportunities in aerospace-related industries.

Space Angels Network is an extensive network of accredited investors who share a common passion for promoting the development of aerospace-related industries and technologies while also making a solid return on private investments. Investors looking to actively participate in molding the next generation of aerospace industry

Space Angels Network members are active investors looking for opportunities to make a solid return on their money while also helping to shape the next generation of aerospace-related technologies, markets, and industries. They seek viable growth businesses with like-minded entrepreneurs as partners.

### INVESTMENT CRITERIA

- **Characteristics.** Like most investors, members tend to place the highest priority on strong management teams. However, clear and sustainable competitive advantages, scalability, and initial market validation are also quite critical to successfully securing investment.
- **Deal Stage.** We accept applications from seed, early, expansion, and growth-stage ventures. However, only fully formed operational companies will be accepted; members generally will not fund ideas or technologies.
- **Funding Needs.** We accept applications from ventures seeking less than \$10 million in funding. There is no minimum, but generally members will actively participate in opportunities ranging from \$100,000 to \$2,500,000.

### Information-Based Applications

These ventures offer data-intensive products and services that rely on space- or aerial-based platforms and sensors. Examples include satellite telecommunications, GPS-based satellite navigation, vehicle telematics and remote diagnostics,



earth and space weather observation, fixed or mobile asset tracking and monitoring, remote sensing, environmental/climate change/carbon emissions monitoring, disaster response and mitigation, agriculture management and crop forecasting, and sensor fusion applications. Customers can include consumers, business, nonprofit or government organizations.

### Transportation Systems and Services

- **Vehicles, Platforms, and Components.** These ventures include designers and manufacturers of orbital and suborbital space vehicles and launch systems, satellites, habitats, platforms and related components. Builders of aircraft (personal air vehicles, light sport aircraft, very light jets, etc.), rotorcraft, UAV's and lighter-than-air vehicles and associated subsystems, along with their suppliers, are also included here. Ground rovers based on NASA- or other space-derived technologies fall into this category as well.
- **Services.** These ventures include emerging suborbital and orbital space tourism operators, traditional suborbital and orbital launch services providers, and in-orbit and capsule return services, along with their suppliers. Operators of air taxi services, air ambulance services, cargo and freight services, airships and their suppliers are also included.
- **Operations Infrastructure.** These ventures provide transportation infrastructure technologies, facilities and services used by operators. Examples include airports, airport passenger and cargo security and inspection systems, spaceports, satellite tracking stations and software systems, satellite servicing and repair, on-orbit fuel depots, air and space traffic management and control systems, and virtual airport and air traffic controller trainers and simulators, to name just a few.

### Technology Commercialization

- **SBIR/STTR Applicants.** These ventures are serious about commercializing aerospace-related technologies developed through prior or concurrent SBIR/STTR R&D investments by government research programs. Federal agencies of particular interest include NASA, Department of Defense (AFRL, MDA, DARPA, NGA, etc.), National Science Foundation (NSF), Department of Transportation/FAA, Department of Energy (DoE), Department of Homeland Security (DHS), Environmental Protection Agency (EPA), NIST, and NOAA.
- **University and Federal Lab Tech Transfer.** These ventures are commercializing intellectual property developed in a university or national laboratory setting. Technology transfer mechanisms can include spin-outs, cooperation agreements, licenses, laboratory equity or in-kind investments, or joint venturing arrangements, to name a few examples.
- **Dual-Use Technologies.** These ventures seek to apply aerospace-derived technologies to non-aerospace commercial markets. Examples include advanced materials, manufacturing processes, software systems and sensors.
- **Prize and Business Plan Competition Teams.** Competition teams that have incorporated as for profit ventures, that are seeking seed- or early-stage private equity financing in support of longer term commercial objectives, and that have developed a sound business plan, are also welcome to apply.



- **Aerospace-Related Technologies and Markets**
- **"Clean" Technologies.** These ventures employ aerospace-related technologies to produce “green energy” (biofuels, wind power, solar power, fuel cells, etc); reduce energy consumption and environmental impacts of ground, air and space vehicles and facilities (“sustainable aviation”, etc); and purify and cleanse water, air and indoor spaces using environmentally closed life support systems (ECLSS) technologies, among others.
- **Media, Entertainment, and Retail.** Companies in these markets offer space- and aviation-themed digital content and branded consumer products. Examples include interactive computer games, virtual world environments, film and cable/television productions, foods and beverages, merchandise such as apparel, toys, home décor, books and magazines, and electronics. Medical Devices, Telemedicine, and Life Sciences. These ventures aim at commercializing healthcare technologies or medicines that derive from NASA-, FAA-, DoD- or NIH-sponsored aeromedical and biology research programs. Example: technologies and markets include advanced medical sensors and devices, medication delivery methods, remote patient monitoring and diagnosis, telemedicine and surgery; and, osteoporosis, jet lag, motion sickness and sleeping disorder medications. New treatments resulting from space-based protein crystal, stem cell, neurovestibular and musculoskeletal research also fall into this category.



## TechBiz Connection (TBC)

### Contact:

#### TBC

3943 Irvine Blvd. #502

Irvine, CA 92602

Email: [president@TechBizConnection.org](mailto:president@TechBizConnection.org)

Website: [www.techbizconnection.org](http://www.techbizconnection.org)

### Type of Services Provided:

TechBiz Connection (TBC) is a nonprofit professional trade association that organizes monthly events helping Southern California executives, technology professionals and entrepreneurs to more effectively network, and to learn about key technology and management trends that affect business performance.

Each monthly event commences with 45 minutes of Power Networking which structures participants into small networking groups where personal introductions are made, information can be quickly shared, and rewarding high-quality connections often result. Food and drinks are also provided at this time.

Then, members enjoy a 90-minute, moderated, expert panel discussion of hard-hitting technology and business issues facing leaders today.

Topics are chosen to ensure members stay apprised of technology and business issues that are most relevant to the success of their business and/or career.

Panel discussions also include Q&A with the audience.

Each event is \$30 for members who make advance reservations, and membership is free.



## Tech Coast Angels (TCA)

Contact:

**Online only**

Refer to website for all inquiries

Website: [www.techcoastangels.com](http://www.techcoastangels.com)

### Type of Services Provided:

Since 1997 Tech Coast Angels (TCA) has been investing in start-ups from San Diego to Santa Barbara. Tech Coast Angels, the largest angel investor network in the United States, provides funding and guidance to early-stage, technology and life science companies in Southern California, and accelerating them to market leadership.

Since its inception, TCA members have focused on building valuable companies, personally invested \$86 million in 130 companies and helped portfolio companies attract venture capital approaching a billion dollars. TCA offers companies much more than capital. Members also mentor and coach entrepreneurs, help recruit additional management, and provide access to institutional investors and strategic partners. TCA has more than 270 members in its four networks in Los Angeles, Orange County, San Diego and Westlake/Santa Barbara and Inland Empire

### The Funding Process:

#### 1. SEND IN YOUR APPLICATION

Start by completing an application, right here. There is no fee to apply, or to present.

#### 2. REVIEW OF YOUR APPLICATION

We'll review your application and call you. If you meet the objectives you'll be invited to a Pre-Screening meeting. At this session you'll give an oral presentation to a small group who will determine your suitability for a presentation to the membership.

#### 3. IF YOUR APPLICATION IS ACCEPTED

You will present at a Screening meeting: you'll be invited to present at all four networks. Members interested in your company will form a committee for due diligence. At the conclusion of due diligence there is agreement on a term sheet then you return to the four networks to present at the monthly dinner meetings where the members get a last look at your company before the funding closes.



## Tech Coast Venture Network (TCVN)

Contact:

**TCVN**

1405 Warner Avenue

Tustin, CA 92780

Phone: (714) 258-8347

Fax: (714) 258-8391

E-mail: [tcvn2@aol.com](mailto:tcvn2@aol.com)

Website: [www.tcvn.org](http://www.tcvn.org)

### Type of Services Provided:

The Tech Coast Venture Network (TCVN) is a nonprofit organization that brings together users and providers of resources for new and emerging businesses. TCVN is dedicated to assisting, educating and connecting entrepreneurs and early-stage growth companies with resources and capital to help them grow. Such resources include public accounting, banking, intellectual property protection, funding, marketing, sales, publishing strategic planning, administrative, and sources of professional information and government resources. Through its monthly evening program, the Venture Forum, and its new series of roundtable, breakfast workshops, TCVN has had over 250 programs on topics to assist and educate the entrepreneurs attending these programs. The Tech Coast Venture Network holds a minimum of ten public Forums per year.



## Technology Council of Southern California

Contact:

**Technology Council of Southern California**

2537-D Pacific Coast Highway

Suite 348

Torrance, CA 90505

Phone: (310) 325-4000

Fax: (310) 878-0358

Email: [catrina@tcosc.org](mailto:catrina@tcosc.org)

Website: [www.tcosc.org](http://www.tcosc.org)

### Type of Services Provided:

The Technology Council of Southern California is the premier forum for the region's technology leaders, providing events, connections, information and resources to help technology companies succeed.

Founded in 1991 as the Software Council of Southern California, the Technology Council has a 15-year history of supporting technology companies across throughout the region.

- The Technology Council develops targeted, content-driven programs that encourage interactive discussions between presenters and attendees, as well as two flagship events - VentureNet™ and the annual Industry Awards - that are regarded as among the most influential in the region.
- The Technology Council provides opportunities for executives to meet and develop mutually beneficial relationships with people that will make a significant difference in their ongoing corporate and professional development, including both peers from other technology firms and senior partners from some of the most highly-regarded and well-respected professional services and capital firms.
- The Technology Council is a resource for referrals, and disseminates important industry information through the press, its website and the SCscribe newsletter.

Our events are wide-ranging, center-of-excellence, dynamic forums for forming invaluable professional connections and exchanging no-nonsense, practical information.

The Technology Council fosters professional connections and practical, best-practices guidance for the most important aspects of building successful businesses: top-line growth, financing, product development, technology management, and customer satisfaction.

The Technology Council is organized into three regional chapters: Los Angeles, Orange County, and 101 Tech Corridor. We also have three special interest groups: IMPACT! Sales and Marketing, Executives Roundtable, and the Technology SIG.

**Technology Industry Awards Gala dinner:** Celebrates Southern California's best and the brightest technology leaders whose accomplishments reflect the myriad companies and individuals that distinguish our region among the world's most vibrant centers of information technology excellence.

**VentureNet™:** Southern California's premiere conference for raising capital and forming strategic partnerships for the information technology industry. It brings together the region's most promising companies with investors and prospective partners from around the country.



## TriTech Small Business Development Center (SBDC)

Contact:

### TriTech SBDC

2 Park Plaza, Suite 100  
Irvine, CA 92614  
Phone: (949) 794-7229  
Website: [www.TriTechSBDC.com](http://www.TriTechSBDC.com)

### Type of Services Provided:

The TriTech Small Business Development Center (SBDC) provides consulting at no charge to entrepreneurs in Southern California that qualify. Through a grant from the Small Business Administration, the TriTech SBDC specializes in helping businesses and entrepreneurs to commercialize new technologies, to market their products and services, and to identify capital and knowledge resources.

The TriTech Funding Forum is held annually in October.



## Venture Development Project (VDP)

### UCLA

Contact:

### UCLA

Anderson School of Management  
10 Westwood Plaza  
Los Angeles, CA 90095-1481  
Phone: (310) 825-7982  
Fax: (310) 206-2073

### Mailing Address

**UCLA Anderson School of Management**  
Box 951481  
Los Angeles, CA 90095-1481  
Website: [VDP@anderson.ucla.edu](mailto:VDP@anderson.ucla.edu)

### Type of Services Provided:

In an effort to help scientists and engineers from UCLA commercialize their technological discoveries, UCLA Anderson has created the Venture Development Project (VDP). Headed by Professor Emeritus Lee Cooper with the support from the Harold Price Center for Entrepreneurial Studies at UCLA Anderson School of Management and Professors Al Osborne, Bob Foster, George Abe, and Ely Dahan, the VDP will coordinate projects with student teams from UCLA Anderson to provide marketing strategy and business plan development for scientists and engineers.

The Venture Development Project (VDP) is dedicated to addressing the issues of researching and planning for radically new products. In times of radical change we must still be prepared to act strategically.

The VDP will serve as a liaison between UCLA researchers who might have a potential business idea and UCLA Anderson faculty and students who are involved in classes where research on potential businesses is central to the course.

The first goal of the VDP is to ensure that technologies hatched within the greater UCLA community are given the due diligence and business planning required to transform them into successful enterprises.

The second goal recognizes that many UCLA start-ups can not be forged in a single quarter. The VDP helps ensure continuity, as the results of one student team or course are passed on to the next team that helps in the next stage of the start-up process.





### **CHARO Business Incubator**

Contact:  
4301 E. Valley Boulevard  
Los Angeles, CA 90032  
Phone: (323) 269-0751  
Website: [www.charocorp.com/incubator.htm](http://www.charocorp.com/incubator.htm)

CHARO Business Incubator located near CSULA and 10 minutes from Downtown. Assists small and home-based business transition into commercial office space by offering furnished space, paid utilities and support services included in one affordable rental fee.

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### **Economic Alliance of the San Fernando Valley**

Contact:  
5121 Van Nuys Boulevard, Suite 200  
Sherman Oaks, CA 91403-1497  
Phone: (818) 379-7000  
Fax: (818) 379-7077  
Email: [alliance@valleyofthestars.org](mailto:alliance@valleyofthestars.org)  
Website: [www.charocorp.com/incubator.htm](http://www.charocorp.com/incubator.htm)

The Alliance is a nonprofit economic development and marketing corporation that works with public and private stakeholders for the purpose of growing and sustaining the economic base of the San Fernando Valley and improving the quality of life in our five-city region (Calabasas, Burbank, Glendale, Los Angeles and San Fernando).

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### **Greater Antelope Valley Economic Alliance**

Contact:  
1028 W. Avenue L-12  
Suite 101  
Lancaster, CA 93534  
Phone: (661) 945-2741  
(800) 888-SITE toll-free  
Fax: (661) 945-7711  
Website: [www.aveconomy.org](http://www.aveconomy.org)

The Greater Antelope Valley Economic Alliance, (GAVEA) exists to assure that the Valley region - containing the incorporated cities of Lancaster, Palmdale, California City, Ridgecrest and Tehachapi, and stretches from Acton in the south to Ridgecrest in the north, to Tehachapi and Gorman in the west and to the San Bernardino County line in the east - maintains a well funded and sustained program to attract, retain and expand business opportunities to the greater Antelope Valley area.

## San Gabriel Valley Economic Partnership

Contact:  
4900 Rivergrade Road  
Suite A310  
Irwindale, CA 91706  
Phone: (626) 856-3400  
Fax: (626) 856-5115  
Website: [www.valleyconnect.com](http://www.valleyconnect.com)

The San Gabriel Valley Economic Partnership is a nonprofit corporation representing both public and private sectors. The Partnership is the exclusive source for San Gabriel Valley-specific information, expertise, consulting, products, services, and events. It is the single organization in the Valley with the mission to sustain and build the regional economy for the mutual benefit of all thirty (30) cities, chambers of commerce, academic institutions, businesses and residents.

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## Santa Clarita Valley Economic Alliance (SCVEA)

Contact:  
24303 Town Center Drive  
Suite 100  
Valencia, CA 91355  
Phone: (661) 253-3175  
Website: [www.scvea.org](http://www.scvea.org)

The Santa Clarita Valley Economic Alliance (SCVEA) is a collaborative effort between private and public sectors to attract new business to the Santa Clarita Valley, assist in the retention and expansion of business already located in the Santa Clarita Valley and to create new jobs.

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## South Bay Economic Development Partnership (SBEDP)

Contact:  
3858 Carson Street, Suite 110  
Torrance, CA 90503  
Phone: (310) 792-0323  
Fax: (310) 543-9886  
Email: [sbedp@southbaypartnership.com](mailto:sbedp@southbaypartnership.com)  
Website: [www.southbaypartnership.com](http://www.southbaypartnership.com)

The South Bay Economic Development Partnership (SBEDP) is dedicated to the maintenance of continued economic growth for the benefit of all regional stakeholders and the avoidance of a 1980s style economic downturn. The SBEDP represents government and business in collaboration for the retention and expansion of business and growth of jobs in the South Bay region.

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## Westside Economic Collaborative

Contact:  
10736 Jefferson Boulevard #732  
Culver City, CA 90230  
Phone: (310) 398-0953  
Email: [info@westside-la.org](mailto:info@westside-la.org)  
Website: [www.westside-la.org](http://www.westside-la.org)

The Westside Economic Collaborative - representing the cities of Beverly Hills, Culver City, Malibu, Santa Monica, West Hollywood, and parts of Los Angeles - works to improve the economic and living conditions of the Westside by helping business and government leaders identify and put into practice ways for creating economic prosperity for the entire westside community.

## Small Business Development Centers (SBDCs)

Whether you need assistance with your established business to take it to the next level, or are almost ready to start up your own business, SBDCs are here for you.

The Los Angeles Regional Small Business Development Center Network (LA SBDC Network) is part of the national, U.S. Small Business Administration (SBA) effort to provide free one-on-one customized consulting services and low-cost training workshops to growing businesses and start-up businesses. The LA SBDC Network has seven convenient service centers throughout Los Angeles, Ventura and Santa Barbara counties.

SBDC counselors are business owners and professional advisors who have been there and done that and have both the practical experience and no-nonsense insights in how to create, run and grow successful businesses.

If you seek to grow your business, find new clients and markets, obtain financing, learn about and apply new technology or operate more professionally, we can help. Please explore our site to learn more about us or contact us at (866) 270-2444 or (562) 938-5020, to get information about your nearest SBDC Center.

### El Camino SBDC

#### Geographical Area Served:

*Los Angeles County's South Bay, which includes the cities from Inglewood south to San Pedro and El Segundo east to Carson, Compton and Lynwood.*

#### El Camino College Business Training Center

##### Small Business Development Center

13430 Hawthorne Boulevard  
Hawthorne, CA 90250

Phone: (310) 973-3177

Fax: (310) 973-3132

Website: [www.southbaysbdc.org](http://www.southbaysbdc.org)

The El Camino College SBDC assists prospective and existing small business owners in the South Bay area to start, retain or expand their businesses. It also provides affordable workshops, no cost one-on-one consulting services, and many other resources to the small business community.

Services include: interactive workshops that cover all aspects of business growth and development during convenient hours; one-on-one counseling, bilingual workshops; loan-packaging assistance; legal assistance (business formation, permits and licenses), and export/import.

#### Specialties:

Focus on businesses in retail, wholesale, manufacturing and construction industries. Specialty workshop topics include patent copyright, marketing for Latino-owned, veteran operated, and women- and minority-owned businesses.

Workshops also address various business-cycle needs, including start-up, growing, mature, and declining businesses.



## College of the Canyons SBDC

### Geographical Area Served:

*The San Fernando Valley, Santa Clarita and the Antelope Valley*

### Small Business Development Center

28460 Avenue Stanford, Suite 100  
Santa Clarita, CA 91355  
Phone: (661) 294-9375  
Fax: (661) 294-5203  
Website: [www.canyonsecondev.org](http://www.canyonsecondev.org)



College of the Canyons' SBDC offers one-stop assistance by providing a wide variety of information and guidance in central and easily accessible locations throughout the Antelope, San Fernando and Santa Clarita Valleys.

### Consulting

Free, one-on-one meetings with professional business consultants to discuss business planning, marketing tactics, financing resources and legal considerations.

### Training

Affordable workshops on topics such as business basics, strategic marketing, accounting, access to capital, and human resource issues.

### Specialties

Spanish language workshops on starting and managing a business and on developing a business plan.

College of the Canyons offers assistance to companies that handle robotics, fiber optics, biomedical products and digital manufacturing through its Center for Applied Competitive Technology.

Annual Entrepreneurship and Women's Leadership Conferences

## Long Beach SBDC

### Geographical Area Served:

*City of Long Beach and the nearby cities of Norwalk, Paramount, Bellflower, Downey, South Gate, Cerritos, Artesia, Lakewood and Hawaiian Gardens.*

### Small Business Development Center

3447 Atlantic Ave., Suite 205  
Long Beach, CA 90807  
Phone: (562) 570-4574  
Fax: (562) 570-4575  
Email: [sbdcinfo@lbcc.edu](mailto:sbdcinfo@lbcc.edu)  
Website: [www.bsbdc.lbcc.edu](http://www.bsbdc.lbcc.edu)



The SBDC hosted by Long Beach City College (LBCC) provides one-on-one counseling, business training seminars in marketing, financing, business start-up, international trade, and procurement programs to small businesses. Many of its services are offered in Spanish and it focuses on serving emerging markets and minority and women-owned businesses.

Assistance is offered to business owners, many of whom are Hispanic.

### One-on-one counseling and workshops:

Workshop topics include obtaining government contracts and 8A certifications, human resources, management and obtaining business licenses and DBAs.

### Specialties:

- International trade assistance under a close partnership with the Long Beach Center for International Trade
- Focus on helping businesses engaged in production of specialty packaged foods and foodstuffs
- International trade counselors
- Spanish-speaking counselors and workshops given in Spanish

## Mt. San Antonio College SBDC

### Geographical Area Served:

Eastern San Gabriel Valley from Duarte to Claremont, with outreach locations in Irwindale, San Dimas, Whittier, Santa Fe Springs and other cities.

### San Gabriel Valley SBDC

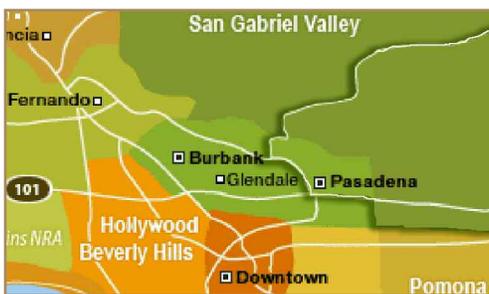
5200 Irwindale Ave., Suite 140

Irwindale, CA 91706

Phone: (626) 337-2101

Fax: (626) 337-2104

Website: [www.sangabrielvalleysbdc.com](http://www.sangabrielvalleysbdc.com)



The SBDC Service Center hosted by Mt. San Antonio College has a reputation as a well-known, reliable business resource in Los Angeles County.

Services include free business counseling for business that meet SBA, small-business definition, typically service businesses with under \$6 million in sales and manufacturers with 500 or fewer employees. Also, workshops in marketing, financing, website development, loans, business plans, loan application assistance and help with bankers, and other topics.

### Specialties:

- Advice on acquiring and running a franchise, obtaining patents
- International trade and website counseling
- Counseling and workshops provided in Spanish and Chinese (Cantonese) languages

## Pacific Coast Regional

### Geographical Area Served:

Metropolitan Los Angeles and outlying areas, including Huntington Park, Bell, South Pasadena, La Canada Flintridge, Glendale, Burbank, Sun Valley, Pacoima, Universal City and Hollywood.

### Pacific Coast Regional Small Business Development Corp.

3255 Wilshire Blvd., Suite 1501

Los Angeles, CA 90010

Phone: (213) 674-2696

Fax: (213) 739-0639

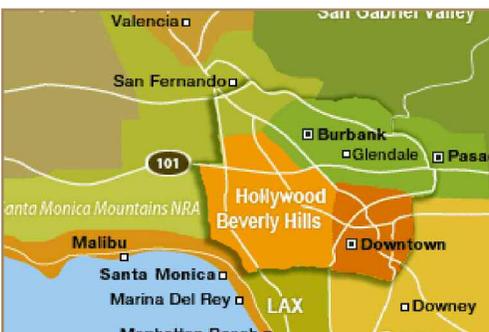
Website: [www.pccorp.org](http://www.pccorp.org)

The Pacific Coast Regional (PCR) SBDC became part of the SBDC Network in 2007 to expand upon the work it began in 1977 as an economic development corporation assisting small business owners. Pacific Coast Regional Small Business Development Corp. is a private, nonprofit corporation helping small businesses most in need. Through federal and California state contracts, plus partnerships with private institutions, PCR provides financial technical assistance, entrepreneurial education and one-on-one consulting services.

PCR's SBDC financial programs include loan and bond guarantees, disaster bridge loans and direct (environmental) loans. Educational services include the Entrepreneurial Training institute, Small Business Consultants Program and Small Business Start-Up Guide, plus Small Business Seminars.

### Specialties

Helps small businesses most in need, those otherwise deemed "unbankable". Specializes in small loans averaging \$80,000, but can lend up to \$500,000. One of the top providers of state-funded and SBA-backed loan programs.



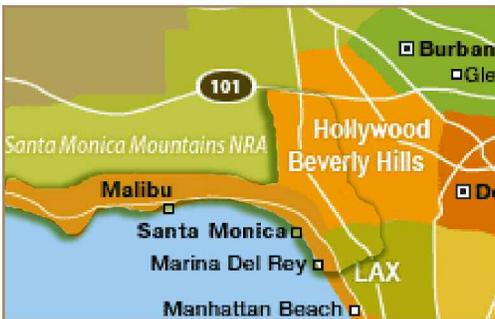
## Santa Monica College

### Geographical Area Served

Los Angeles County's coastal regions from Malibu through Century City and parts of West Los Angeles to Santa Monica and Mar Vista.

### Small Business Development Center

3400 Airport Ave., Suite 76  
Santa Monica, CA 90405  
Phone: (310) 434-3566  
Fax: (310) 434-3891  
Website: [www.smc.edu/sbdc](http://www.smc.edu/sbdc)



Santa Monica College has been assisting small businesses through its Office of Work Force and Economic Development since 1997. It has provided employer and corporate training and its many projects have included the One Stop Center customized training activities and retraining events under the Employment Training Panel. In January, the college established its Small Business Development Center to become a part of the SBDC Network/Los Angeles-Ventura-Santa Barbara.

Services include: One-on-one business counseling and workshops covering core business topics provided to entrepreneurs and small business owners.

### Specialties

Focus on businesses in the importing, retail, fashion, and apparel industries.

Business help for logistics companies – those involved in packaging and moving products.

Expert advice for retailers and businesses involved in food and service field including those in the tourism sector.

## Valley Economic Development Center (VEDC)

5121 Van Nuys Blvd., 3rd Floor  
Van Nuys, CA 91403  
Phone: (818) 907-9977  
Fax: (818) 907-9720  
Email: [info@vedc.org](mailto:info@vedc.org)  
Website: [www.vedc.org](http://www.vedc.org)

Valley Economic Development Center's (VEDC) mission is to revitalize communities and create jobs for deserving residents by being the leading provider of financing, consulting, and training to local businesses. VEDC offers several loan programs including SBA and microloans. They are also contracted with the City of Los Angeles to provide a Microenterprise /Entrepreneurial Training Program (ETP). This dynamic workshop series designed to help business owners' kick-start growth and achieve success.

## Vermont Slauson Economic Development Corporation (VSEDC)

5918 S. Vermont Avenue  
Los Angeles, CA 90044  
Phone: (323) 753-2335  
Fax: (323) 753-6710  
Email: [HQ@vsedc.org](mailto:HQ@vsedc.org)  
Website: [www.vsedc.org](http://www.vsedc.org)

The Vermont Slauson Economic Development Corporation (VSEDC) is a community based nonprofit organization located in South Los Angeles. They assist businesses in a varied stages of growth through a series of free and low cost programs.



## California Community Colleges

Website: [www.cccco.edu](http://www.cccco.edu)

### Los Angeles Region Locations:

Antelope Valley College

[www.avc.edu](http://www.avc.edu)

Cerritos College

[www.cerritos.edu](http://www.cerritos.edu)

Citrus College

[www.citruscollege.edu](http://www.citruscollege.edu)

College of the Canyons

[www.canyons.edu](http://www.canyons.edu)

Compton Community Educational Center

[www.compton.edu](http://www.compton.edu)

East Los Angeles College

[www.elac.edu](http://www.elac.edu)

El Camino College

[www.elcamino.edu](http://www.elcamino.edu)

Glendale Community College

[www.glendale.edu](http://www.glendale.edu)

Long Beach City College

[www.lbcc.edu](http://www.lbcc.edu)

Los Angeles City College

[www.lacitycollege.edu](http://www.lacitycollege.edu)

The California Community Colleges is the largest higher educational system in the nation comprised of 72 districts and 110 colleges with more than 2.6 million students per year. Community colleges supply workforce training and basic skills education, prepare students for transfer to four-year institutions and offer opportunities for personal enrichment and lifelong learning. The System Office provides leadership, advocacy and support under the direction of the Board of Governors of the California Community Colleges.

**The Economic Development Program (EDP)** was established in 1991, and in 1996 economic development became one of the primary missions of the California Community Colleges. The purpose of the Program is to advance the state's economic growth and global competitiveness through education, training, and services that contribute to continuous workforce improvement, technology deployment and business development consistent with the state's regional economies. The role of the community colleges in this effort is to fulfill the vocational education and instructional needs of California business and industry through leadership, communication, and liaisons with the private sector as well as with public sector education and training providers. The California Community Colleges work with employers, advisory committees, and agency partners to identify, on a region-by-region basis, workforce education and training needs, including the needs of small business. Colleges have created a network of service providers that meet identified needs in a most cost-effective and timely manner.

**The Regional Centers** are the long-term delivery structure of the Program. They provide regional sites to respond to employer and worker needs that support the strategic initiative areas. Existing centers are on a competitive bid schedule, on average every five years. Regional Centers provide a foundation for long-term, sustained relationships with businesses, labor and colleges in the region. They support, develop and deliver direct services to businesses, colleges, labor organizations, employees and employers in an economic region of the state. Regional Centers provide direct services such as curriculum development, faculty training, assessment, one-on-one counseling, seminars, workshops, conferences, training, technology transfer and educational services. Regional Centers are mandated to follow prescriptive criteria and a highly delineated scope of work and deliver services for a particular Strategic Priority Initiative, which include Advanced Transportation and Energy; Biotechnologies; Applied Competitive Technologies; International Trade Development; Business and Workforce

Los Angeles Harbor College  
[www.lahc.edu](http://www.lahc.edu)

Los Angeles Mission College  
[www.lamission.edu](http://www.lamission.edu)

Los Angeles Pierce College  
[www.piercecollege.edu](http://www.piercecollege.edu)

Los Angeles Southwest College 1600  
[www.lasc.edu](http://www.lasc.edu)

Los Angeles Trade-Tech College  
[www.lattc.edu](http://www.lattc.edu)

Los Angeles Valley College  
[www.lavc.edu](http://www.lavc.edu)

Mt. San Antonio College  
[www.mtsac.edu](http://www.mtsac.edu)

Pasadena City College  
[www.pasadena.edu](http://www.pasadena.edu)

Rio Hondo College  
[www.riohondo.edu](http://www.riohondo.edu)

Santa Monica College  
[www.smc.edu](http://www.smc.edu)

West Los Angeles College  
[www.wlac.edu](http://www.wlac.edu)

Performance Improvement; Health Occupations; Multimedia and Entertainment; Environmental Safety, Health and Homeland Security; Small Business Development; and Workplace Learning Resources. Centers also provide technical assistance to colleges within the region to meet the business and workforce education and instructional needs in their districts. There are more than 100 Regional Centers serving all areas of the state.

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## California Institute of Technology (Caltech)

### Caltech Industrial Relations Center

**Industrial Relations Center, 1-90**  
Pasadena, CA 91125  
Phone: (626) 395-4041  
Fax: (626) 795-7174  
Email: [excedu@caltech.edu](mailto:excedu@caltech.edu)  
Website: [www.irc.caltech.edu](http://www.irc.caltech.edu)

The Caltech Industrial Relations Center provides executive education programs, which focus on strategic and competitive issues in technology based organizations. The Center's intensive short courses and membership forums address topics such as technological innovation, time to market, business process improvement, and customer focus. Programs for managers build skills in leading groups, managing projects, organizing teams and improving systems and processes. The executive management programs are continually revised and updated to incorporate new and emerging trends.

## Mathematics, Engineering and Science Achievement Program (MESA)

### MESA Statewide Office

300 Lakeside Drive, 7th Floor  
Oakland, CA 94612-3550  
Phone: (510) 987-9337  
Fax: (510) 763-4704  
Website: [www.mesa.ucop.edu](http://www.mesa.ucop.edu)

California State University, Long Beach

California State University, Los Angeles

University of California, Los Angeles

University of Southern California

College of the Canyons

East Los Angeles College

El Camino College

Pasadena City College

Rio Hondo College

The Mathematics, Engineering and Science Achievement Program (MESA) enables educationally disadvantaged students to prepare for and graduate from a four-year college or university with a math-based degree in areas such as engineering, the sciences, computer science, and mathematics.

Through MESA, students develop academic and leadership skills, increase educational performance, and gain confidence in their ability to compete professionally. MESA has particular interest in and focus on students from those groups who historically have had the lowest levels of attainment to four-year and graduate level programs.

**The MESA Schools Program** assists pre-college students to succeed in math and science studies and go on to college in math-based fields.

**The MESA Community College Program** supports community college students to succeed in math, engineering and science studies so they can transfer to four-year colleges and universities in math-based fields.

**The MESA Engineering Program** assists engineering and computer science majors in four-year institutions so they will graduate with baccalaureate degrees.

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## University of California, Los Angeles

### UCLA Office of Intellectual Property and Industry Sponsored Research

11000 Kinross Avenue, Suite 200  
Los Angeles, CA 90095  
Phone: (310) 794-0558  
Fax: (310) 794-0638  
Website: [www.ucla.edu](http://www.ucla.edu)

### About UCLA

California's largest university, UCLA enrolls approximately 38,000 students per year and offers both undergraduate and graduate degrees from the UCLA College of Letters and Science and 11 professional schools in dozens of varied disciplines. UCLA consistently ranks among the top five universities and colleges nationally in total research-and-development spending, receiving more than \$820 million a year in competitively awarded federal and state grants and contracts. For every \$1 state taxpayers invest in UCLA, the university generates almost \$9 in economic activity, resulting in an annual \$6 billion economic impact on the Greater Los Angeles region. The university's health care network treats 450,000 patients per year. UCLA employs more than 27,000 faculty and staff, has more than 350,000 living alumni and has been home to five Nobel Prize recipients.

### Research at UCLA

UCLA is one of the leading public research universities in the world, it is consistently ranked nationally in the top five institutions for research funding with Year 2007 awards totaling over \$900 million.

UCLA's great strength lies in its ability to address significant interdisciplinary research challenges. Research at UCLA has a long tradition of interdisciplinary collaborations. Projects that cross academic boundaries flourish at UCLA, where faculty from the sciences, engineering and medicine, and a full spectrum of academic departments and professional schools work together on a single university campus.

There are over 300 organized faculty and student research centers at UCLA. UCLA's size and broad research base give its research community a natural advantage in addressing important societal and technological problems. Among the many distinguished UCLA faculty are nine National Medal of Science winners, deserving of special recognition by reason of their contributions to knowledge in the physical, biological, mathematical, or engineering sciences. Accomplishments of note include:

**The UCLA David Geffen School of Medicine** ranked number 7 among National Institute of Health (NIH) grants with nearly \$304 million in fiscal year 2005.

**The California Nanosystems Institute (CNSI)**, a joint research center run by UCLA and UC Santa Barbara, established in 2000 with \$100 million from the State of California and an additional \$250 million in federal research grants and industry funding.

Research and development, commercialization and specialized partnerships abound at the UCLA Office of Intellectual Property. The Office of Intellectual Property and Industry Sponsored Research is a campus-wide organization where:

- Technologies developed by UCLA researchers are patented, marketed and licensed to industry for public dissemination and benefit
- Start-ups based on UCLA discoveries begin to take shape
- Industry finds a gateway to research collaboration opportunities at UCLA

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## University of Southern California

**University Park Campus**  
Los Angeles, CA 90089  
Phone: (213) 740-2311  
Website: [www.usc.edu](http://www.usc.edu)

Research Centers by Subject Area:  
[www.usc.edu/research/centers/subject/](http://www.usc.edu/research/centers/subject/)

Alphabetized List of Research Centers:  
<http://www.usc.edu/research/centers/az/>

The University of Southern California is one of a small number of premier research institutions on which the nation depends for a steady stream of new knowledge, art and technology. USC has over \$508 million in annual research expenditures. In 2007, they ranked 19th among all American universities and 10th among private universities, in federal research support.

USC is rapidly expanding its research activity through a strategy that emphasizes collaboration across multiple disciplines and meeting societal needs. Students at all levels are provided opportunities to participate in research projects and other creative endeavors, and to interact with a faculty that is distinguished for the impact of its research.

The University of Southern California has also established the USC Stevens Institute for Innovation to support our students and faculty in the translation of inventions and discoveries into practice, so that we are not only at the forefront of creative research, we are also making a meaningful difference in the health and welfare of society. Through this strategy and others, USC has become one of the most influential and productive research universities in the world.

### **Centers and Institutes**

The University of Southern California is home to research centers and institutes spanning the arts and humanities, social and natural sciences, and engineering and technology. These centers and institutes are the focus of research for collaborative groups of investigators pushing the frontiers of knowledge forward.

The various schools of USC also host a broad array of individual faculty members' laboratories and research units.

### **Laboratory Facilities**

USC's core laboratories support the conduct of research through services in critical areas such as high performance computing, genomics, biomedical imaging, nanoscience, and digital media. Its core laboratories offer shared-use research facilities and provide technological support for research projects carried out by faculty across academic disciplines and clinical specialties.

- Biomedical Imaging
- Other Biomedical Resources
- Computing and Statistics
- Digital Archive and Media Resources
- Engineering and Science Resources
- Genomics
- Machine Shops

## other resources

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### [www.eVenturing.org](http://www.eVenturing.org)

A project of the  
**Ewing Marion Kauffman Foundation**  
4801 Rockhill Road  
Kansas City, MO 64110

To help entrepreneurs start and manage businesses, the Kauffman Foundation recently launched Kauffman eVenturing™. Designed for growth-oriented entrepreneurs, the new website provides access to current information, organized around key subjects such as finance and accounting, people and human resources, sales and marketing, products and services, operations, and the entrepreneur. New collections of articles will be featured monthly, including original material and an aggregation of “the best of the best” existing articles. Fresh content also will be added through a link-blog to articles and tools on a variety of subjects.

The Ewing Marion Kauffman Foundation is a nonprofit organization dedicated to furthering the development of the art and science of entrepreneurship.

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### [www.SocalTECH.com](http://www.SocalTECH.com)

4607 Lakeview Canyon Road, Suite 290  
Westlake Village, CA 91361  
Phone: (888) 412-6831  
Fax: (888) 412-6831

Email: [info@socaltech.com](mailto:info@socaltech.com)  
Website: [www.socaltech.com](http://www.socaltech.com)

SocalTECH has been dedicated to promoting the technology industry in Southern California since 1998, and provides the most in-depth, up-to-date, and focused view of high tech in the Southern California area.

SocalTECH provides breaking news coverage of Southern California tech companies, including venture funding, business news, and interviews with local technology entrepreneurs and industry luminaries. The SoCal TechNews is published daily, and is available on the web or delivered via email.

The SocalTECH.com website also offers directories of local high tech companies, venture capital and private equity firms, incubators, and service providers.

The SocalTECH.com offers a searchable Venture Database of Southern California venture deals, companies, and venture capitalists. The database features full profiles of local venture-backed companies, including contact info, names and biographies of key executives, and links to their investors. The database also includes listings of venture firms who invest in, and their portfolio companies. The database is up-to-date with the latest venture rounds, accessible 24/7 from your web browser. SocalTECH has been dedicated to promoting the technology industry in Southern California since 1998, and provides the most in-depth, up-to-date, and focused view of high tech in the Southern California area.

## conferences / events

**\*Note: Events are routinely modified or changed.**  
 This listing is intended to identify the annual events held in the Los Angeles Region.  
 Please verify schedules or changes by visiting the website of the host organization.

ORGANIZATION	EVENT
<p><b>Growth Capital Institute</b></p> <p>Online Only            Website: <a href="http://www.GCC2000.org">www.GCC2000.org</a></p>	<p><b>Growth Capital Conference (Quarterly)</b></p> <p>Hosts quarterly conferences designed for networking and focus is on providing information and access to early stage financing.</p> <p>Capital sources typically include representatives from local investor angel organizations, venture capital, investment bankers and private equity sources. Growth Capital Conference also invites companies to submit their deals online to be selected as a 'display deal' and presented at the conference to all attendees.</p>
<p><b>International Satellite and Communications Exchange (ISCe)</b></p> <p>100 W. Broadway, Suite 210            Long Beach, CA 90802            Phone: (562) 901-9191            Fax: (562) 901-9192            Email: <a href="mailto:info@isce.com">info@isce.com</a>            Website: <a href="http://www.isce.com">www.isce.com</a></p>	<p><b>Annual Conference</b></p> <p>ISCe is the premier West Coast satellite and communications event, which highlights satellite-based services, technologies and solutions for the commercial, consumer, civil and military industries.</p> <p>The ISCe Conference has made its mark as the premier conference focusing on the US Military and government SATCOM marketplace. This annual event brings together the military, government, satellite engineering, and business development communities to interact and discuss key issues, policies, challenges, and opportunities.</p> <p>The conference is held annually in June.</p>
<p><b>Los Angeles Regional Technology Alliance (LARTA)</b></p> <p>Los Angeles, CA Office:            606 S. Olive Street, Suite 650            Los Angeles, CA 90014            Phone: (213) 694-2826            Fax: (213) 622-6230            Email: <a href="mailto:info@larta.org">info@larta.org</a>            Website: <a href="http://www.larta.org">www.larta.org</a></p>	<p><b>LARTA Venture Forum (Annual)</b></p> <p>The Venture Forum is the largest-and longest running showcase of early stage innovation and entrepreneurship. It is the must-attend event for those seeking access to untapped quality deal flow from around the world. Venture Forum presenting companies are drawn from LARTA's robust pipeline, and prepared by world-class mentors to deliver presentations focused on a solid business proposition, excellent science, and strong growth potential for an audience of investors, partners and customers. LARTA Institute's commercialization practice advises hundreds of innovative companies with breakthrough technologies funded by or spinning out of U.S. Federal Agencies, universities and research institutes, and innovative regions from across the globe.</p>



ORGANIZATION	EVENT
<p><b>Los Angeles Venture Association (LAVA)</b></p> <p>Los Angeles Venture Association 11301 Olympic Boulevard, #376 Los Angeles, CA 90064 Phone: (310) 450-9544 Fax: (866) 276-1712 Email: <a href="mailto:info@lava.org">info@lava.org</a> Website: <a href="http://www.lava.org">www.lava.org</a></p>	<p><b>LAVA Investment Capital Conference (Annual)</b></p> <p>For 15 years it has been the annual signature event of the Los Angeles Venture Association, the region's oldest, most successful organization focused on the financing of growth.</p> <p>The conference features a unique content-rich program, and top level and effective networking. It is structured to deliver unique, uncommon and essential knowledge and contacts to executives from early-stage to middle-market companies, and is marketed to senior executives and capital providers throughout the region.</p> <p>The conference is held annually in May.</p>
<p><b>Orange County Venture Group (OCVG)</b></p> <p>5405 Alton Parkway Suite A-710 Irvine, CA 92604 Phone: (714) 768-8580</p> <p>Email: <a href="mailto:info@ocvg.com">info@ocvg.com</a> Website: <a href="http://www.ocvg.org">www.ocvg.org</a></p>	<p><b>VC in the OC (Annual)</b></p> <p>VC in the OC is Orange County's premier annual event for venture education, deal-making and networking. During the event a line-up of Orange County's hottest start-ups will be presenting 15-minute pitches in back-to-back sessions following the main presentations. This event attracts individuals interested in acquiring or investing in hot entrepreneurial businesses, in addition to early stage entrepreneurs who want to see the pitch styles of other emerging businesses.</p>
<p><b>Tech Coast Angels</b></p> <p><b>Online Only</b> Website: <a href="http://www.techcoastangels.com">www.techcoastangels.com</a></p>	<p><b>Tech Coast Angeles Fast Pitch Competition (Annual)</b></p> <p>Each competition consists of 12 entrepreneurs giving 60-second pitches to a panel of investors and other members of Southern California's entrepreneurial community. Each pitch is judged for the quality of the presentation and its investment potential. The three winners -- for Best of Best, Best Presentation, and Best Investment Opportunity -- will be automatically invited to make presentations at Tech Coast Angeles deal-review screening sessions. The event ends with a networking event where idea generators, Tech Coast Angels members, angel investors, venture capitalists, and other interested parties to meet over delicious food and beverages. Several hundred people attend each competition.</p>
<p><b>Southern California Venture Network (SCVN)</b></p> <p><b>Online Only</b> Website: <a href="http://www.scvn.org">www.scvn.org</a></p>	<p><b>Networking (Monthly)</b></p> <p>The Mission of the Southern California Venture Network (SCVN) is to increase the entrepreneurial velocity of both start-up and emerging growth companies by encouraging entrepreneurs to take advantage of our network of skilled professionals, high-level business contacts, and on occasion funding sources to help navigate the many road blocks that often prevent early-stage and late-stage entrepreneurial companies from reaching their full potential in a timely manner. The SCVN Board of Directors holds networking events on the last Tuesday of the month.</p>



ORGANIZATION	EVENT
<p><b>Technology Council of Southern California</b></p> <p>2537-D Pacific Coast Highway Suite 348 Torrance, CA 90505 Phone (310) 325-4000 Fax (310) 878-0358 Website: <a href="http://www.venturenet.org">www.venturenet.org</a></p>	<p><b>VentureNet™ (Annual)</b></p> <p>VentureNet™ is Southern California's primary technology capital conference where the region's most promising companies mingle with investors, strategic partners and business leaders from around the country.</p> <p>One day. One event. One chance to see the most innovative emerging technology companies in the entire Southern California region strut their stuff. Where else can you find companies that will leverage technology to:</p> <ul style="list-style-type: none"> <li>• Personalization and optimization platform for SEO and multi-channel marketers</li> <li>• Collaboratively manage meeting information and action items online in real time</li> <li>• Destination site for information about the post-secondary education market</li> <li>• Suite of hosted software services for online publishers, using natural language processing</li> <li>• Manage and organize all email, IM, social networking, chat and SMS accounts in a single interface</li> <li>• Media search and discovers site allowing users to view and share audio and video media files</li> <li>• Pay-per-call platform that handles calls like clicks</li> <li>• Online shopping network that connects buyers and sellers of high performance auto parts</li> <li>• Enterprise software that allows IT to manage the cost and deployment of server infrastructure</li> <li>• Adding dynamic, relevant visual information to traditional phone calls</li> <li>• Only integrated lender management SaaS application</li> <li>• An intelligent container that allows the user to maintain one profile across all social networking and blog sites</li> <li>• A social networking site with tools and features that allow families to share and archive important milestones</li> </ul>



## definitions

<b>Angel Group</b>	Angel groups are generally local organizations made up of 10 to 150 accredited investors interested in early-stage investing. In 1996 there were about 10 angel groups in the U.S., now there are more than 200. In January 2004 the Angel Capital Association was formed under the auspices of the Ewing Marion Kauffman Foundation, bringing together more than 100 of the most active angel groups in the United States.
<b>Angel Investor</b>	An individual who provides capital to one or more start-up companies. The individual is usually affluent or has a personal stake in the success of the venture. Such investments are characterized by high levels of risk and a potentially large return on investment. According to the SEC "Regulation D," an accredited Angel Investor is a person with a net worth of \$1,000,000, or an annual net income of \$200,000 for the past three years.
<b>Contingent Liability</b>	A potential obligation that may be incurred dependent upon the occurrence of a future event.
<b>Convertible Debenture</b>	Debenture that can be converted into stock at the option of the holder and/or the issuer at a specified date in the future. Because the buyer has the ability to convert the debenture into stock under certain circumstances, the seller is able to borrow at a lower cost than if the convertibility feature was not present. Deal flow the rate at which investment offers are presented to funding institutions.
<b>Due diligence</b>	The process of investigation, performed by investors, into the details of a potential investment, such as an examination of operations and management and the verification of material facts.
<b>Early- or first-stage financing</b>	Provided to companies that have expended their initial capital (often in developing and market testing a prototype) and require funds to initiate full-scale manufacturing and sales.
<b>Equity Ownership interest</b>	In a corporation, in the form of common stock or preferred stock. It also refers to total assets minus total liabilities, in which case it is also referred to as shareholder's equity or net worth or book value.
<b>Expansion financing</b>	Second and subsequent investment rounds typically financing company product and/or market expansion, or keeping the company financially healthy shortly before a liquidity event such as an initial public offering (IPO) or acquisition.
<b>Fund-of-funds or Fund-to-funds</b>	Some states use tax credits as guarantees to generate a "fund-to-funds" for investments in private venture capital funds in order to incentivize those funds to create a local presence and invest in local deals. Investments are made in several private partnerships, along with other investors. The strategy is to select partnerships that are expected to produce excellent market returns while contributing to the growth of a healthy, local venture capital industry.

### Initial Public Offering (IPO)

Also referred to simply as a "public offering", is when a company issues common stock or shares to the public for the first time. They are often issued by smaller, younger companies seeking capital to expand, but can also be done by large privately-owned companies looking to become publicly traded.

### Proof-of-concept

Evidence that demonstrates that a business model or idea is feasible.

### Small Business Innovation Research Program (SBIR)

SBIR is a highly competitive program that encourages small business to explore their technological potential and provides the incentive to profit from its commercialization. By including qualified small businesses in the nation's R&D arena, high-tech innovation is stimulated and the United States gains entrepreneurial spirit as it meets its specific research and development needs.

### Small Business Technology Transfer (STTR)

The federal Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are the source each year of more than \$2 billion in proof-of-concept and very early-stage funding for fledgling technology enterprises. Eleven federal agencies are required to provide the funds by setting aside 2.5 percent of their annual extramural R&D budgets for use exclusively by U.S. small businesses for new product R&D. The program consists of three phases and requires no repayment, no equity sacrifice, and the small business retains most intellectual property rights.

Funding for R&D at the proof-of-concept stage is difficult if not impossible to get from investors. However, companies who compete successfully for SBIR/STTR awards not only receive dollars to conduct their R&D, but also lower their perceived risk for follow-on funding from potential private investors by having their technology proven and their commercialization strategy affirmed. Additionally, several practitioners noted the "halo effect" of having been selected for an award apparently benefits SBIR/STTR companies; investors view their selection as part of the due diligence process being completed for them with the federal technical review giving a stamp of approval to both the quality and potential feasibility of the research. For these reasons, TBED practitioners often incorporate SBIR/STTR as a specific part of a funding strategy for client entrepreneurs.

Beyond start-up companies, manufacturers and other existing companies have found they can use SBIR to fund the R&D required to diversify their product lines. Many states also encourage companies to use federal SBIR dollars as match for state R&D funding awards.

In order for client companies to benefit from SBIR/STTR, practitioners advise that the TBED organization must conduct aggressive outreach and awareness initiatives to make entrepreneurs aware of this option, must educate entrepreneurs on grantsmanship and techniques to compete successfully for federal funding, and provide matchmaking assistance to generate strategic alliances and follow-on funding. Some practitioners also cautioned that emphasis should be placed on companies that have a history of commercializing their SBIR/STTR-funded research rather than on "SBIR mills," whose primary business model appears to be securing SBIR funding with never any intention of commercializing the research.

<b>Seed financing</b>	A relatively small amount of capital provided to an inventor or entrepreneur to prove a concept and to qualify for start-up capital. This may involve product development and market research, as well as building a management team and developing a business plan, if the initial steps are successful. (By this definition, pre-seed financing would denote financing to help articulate the concept.)
<b>Seed funds</b>	Seed funds are professionally managed investment partnerships, or limited liability companies (LLCs), that invest in very young, seed-stage companies. Seed capital has always been considered a part of venture capital, specifically directed to early-stage ventures.
<b>Stages of Funding</b>	<p>First-Round: Early sales and manufacturing funds</p> <p>Second-Round: Working capital for early stage companies that are selling product, but not yet turning a profit</p> <p>Third-Round: Also called mezzanine financing, this is expansion money for a newly profitable company</p> <p>Fourth-Round: Also called bridge financing, fourth round is intended to finance the going public process</p>
<b>Start-up financing</b>	Financing provided to companies completing product development and initial marketing. Companies may be in the process of organizing, or they may already be in business for one year or less, but have not sold their product commercially. Usually such firms will have made market studies, assembled the key management, developed a business plan and are ready to do business.
<b>Venture capital</b>	Long-term equity capital invested in rapidly expanding enterprises with an expectation of significant capital gains, often for product roll-out. Typical investee companies have demonstrated sales but are not yet profitable.
<b>Venture capital firm</b>	An investment company that invests its shareholders' money in start-ups and other risky but potentially very profitable ventures.

## **sic codes for innovative / high-tech manufacturing**

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### **Pharma and Biotech – SIC 283**

Companies in SIC 283, the pharmaceutical segment and its subset biotechnology are the two main segments driving the research and manufacture of drugs to improve human health, animal health, agriculture and the environment.

- o SIC 2833 Medicinals and botanicals
  - o SIC 2834 Pharmaceuticals and preparations
  - o SIC 2835 Diagnostic Substances
  - o SIC 2836 Biological products, exc. diagnostic
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### **IT Manufacturing – SIC 357, SIC 366**

Companies in SIC 357 primarily engaged in the manufacturing and distribution of electronic computers and computer terminals (includes min, mainframe, laptop, and notebook computers).

Companies in SIC 366 are primarily engaged in the manufacturer and distribution of telephone and telephone apparatus, radio and television broadcasting and communications equipment (not televisions or radios).

- o Computer and office Equipment – SIC 357
    - Computer Hardware
      - SIC 3571 Electronic computers
      - SIC 3575 Computer Terminals
    - Computer Storage Devices
      - SIC 3572 Computer storage devices
    - Computer Peripherals
      - SIC 3577 Computer peripheral equipment
    - Office Equipment
      - SIC 3578 Calculating and accounting equipment
      - SIC 3579 Office machines
  - o Telephone Communications Equipment – SIC 366
    - SIC 3661 Telephone and telegraph apparatus
    - SIC 3663 Radio and TV communications equipment
    - SIC 3669 Communications equipment
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### **Electronic Components and Accessories – SIC 367**

Companies are primarily engaged in the manufacturing of semiconductors and related solid-state devices.

- o Semiconductors
    - SIC 3674 Semiconductors and related devices
  - o Electronic Instruments and Controls
    - SIC 3671 Electron tubes
    - SIC 3672 Printed circuit boards
    - SIC 3675 Electronic capacitors
    - SIC 3676 Electronic Resistors
    - SIC 3677 Electronic coils and transformers
    - SIC 3678 Electronic connectors
    - SIC 3679 Electronic components
-

### **Aerospace and Defense – SIC 372, SIC 376, SIC 381**

Companies primarily engaged in the production and manufacturing of aircraft, aircraft engines and related parts, ordnance and accessories, guided missiles and space vehicles and parts, tanks and tank components, search, detection, navigation, guidance, aeronautical and nautical systems, instruments and ammunitions.

- o Aircraft and Parts – SIC 372
    - SIC 3721 Aircraft
    - SIC 3724 Aircraft engines and engine parts
    - SIC 3728 Aircraft equipment
  - o Search, Detection, Navigation, Guidance, Aeronautical, and Nautical Systems, Instruments and Equipment. – SIC 381
    - SIC 3812 Search and navigation equipment
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### **Industrial and Analytical Instruments – SIC 382**

Industrial and analytical instruments sector encompasses the manufacture and distribution of laboratory apparatus and equipment, analytical, optical. Measuring and controlling instruments, lasers, and robotics.

- o Laboratory Instruments and Apparatus
    - SIC 3821 Lab apparatus and furniture
    - SIC 3826 Analytical instruments
    - SIC 3827 Optical instruments and lenses
  - o Measuring and Controlling Instruments
    - SIC 3822 Environmental controls
    - SIC 3823 Process control instruments
    - SIC 3824 Fluid meters and counting devices
    - SIC 3829 Measuring and controlling devices
  - o Electrical Test and Measuring Instruments
    - SIC 3825 Instruments to measure electricity
- 

### **Medical Equipment and Supplies – SIC 384**

Establishments primarily engaged in the manufacturing appliances and apparatus for use in high-level medical appliances, apparatus and equipment.

- o SIC 3841 Surgical and medical instruments
- o SIC 3842 Surgical appliances and supplies
- o SIC 3843 Dental equipment and supplies
- o SIC 3844 X-ray apparatus and tubes
- o SIC 3845 Electro medical equipment



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[www.InnovateCalifornia.net](http://www.InnovateCalifornia.net)

