



PALM  
DESERT

iHub

# History

- Council Approved in 2018
- Opened in 2021
  - Goal: Attract technology-based entrepreneurial start-up businesses and promote the creation of high-wage-earning jobs.
  - Business Development Center focused on technology and other business start-ups
  - Lease Space = 10,290 sq. ft.
  - \$461,941 annually to operate (Lease: \$201,441, Utilities: \$85,500, CVAG Contract: \$175,000)
  - Lease runs through February 2027

# Current Contract

## Contract with CVEP for operations

- Contract amount is \$175k / annually
- Subleased (3,000 sq. ft.) to CSUSB for office and classroom space (approximately \$111,000/annually)
- Reporting Requirements in place
- Can be terminated with 30-days notice
- Renewed in 2023 with question of staff to research other operators in the space



# iHUB Research

- iHUBs are a State recognized designation from the California Governor's Office of Business and Economic Development (GOBIZ)
  - 2019 - State iHUB: 13 iHUBs (Palm Springs is one)
  - 2022 – State iHUB2: 10 total recognized iHUBs (Palm Springs/Palm Desert are not designated)
- iHUB2: Stimulating partnerships, economic development, and job creation around specific research clusters.
  - Building equitable and inclusive innovation and entrepreneurial ecosystems in underserved regions of the state
  - Drive economic growth and increase opportunities for emerging industries
  - Close private investment gap
  - Grow the number of small businesses and innovation startups using technology
  - Help accelerate an inclusive and just transition to clean energy and renewable energy
  - Increase the number of social enterprises in the small business and startup ecosystem
- 8/10 iHUBs are associated, housed, or operated in partnership with Universities
- Operators around the State are Economic Development Departments, Universities, and non-profits





COACHELLA VALLEY  
WOMEN'S BUSINESS CENTER  
INLAND EMPIRE CENTER FOR ENTREPRENEURSHIP

**Jasmine Gudino, CVWBC Director**  
**CVWBC and IECE Program Staff**

Administrative Support and Facility Operation  
It's Your Time: An Entrepreneurship Training Series  
Accelerate: Take your Business to the Next Level  
First Steps Family Childcare  
Financial Fitness Boot Camp

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**Entrepreneurship  
Faculty**

Administrative Support  
3-Day Startup Program  
Mini-MBA in Entrepreneurship and Business Growth  
CSUSB School of Entrepreneurship Student Startup Initiative  
Student Consulting Teams



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# School of Entrepreneurship

Focus on  
Entrepreneurship

## Entrepreneurial Program

- 3-day Startup Program
- Mini-MBA in Entrepreneurship and Business Growth
- Student Startup Initiative
- Entrepreneur training series
- Family Childcare Start-up
- Financial Bootcamp
- Use of Student consulting teams



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## School of Entrepreneurship

### Reporting Metrics

Quarterly and Annual Reports focused on:

- Number of Business Start-Ups and counseling
- Events
- Client Economic Impacts Analysis
- Number of Jobs Supported
- Minority and Women-owned firms assisted
- Number of Companies in Residence
- Number of Graduating Companies
- Client Success Stories



	CVEP	CSUSB
No. of Companies Reached		
No. of Companies Receiving Support		
Types of Assistance Provided		
No. of Companies in Residence		
No. of Companies Graduating		
No. of Employees hired by PDiHUB Companies		
Revenues/Sales from PDiHUB Companies		
No. of Interns Trained		
No. of Sponsors		
No. of Patents Disclosures		
Funding Sources Leveraged		
Training Events		
Client Economic Impact		
Minority and Women-owned Businesses Supported		
Business Development Program		
Fee	\$175k	\$175k



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## School of Entrepreneurship

### Long-Term Vision

1. CSUSB to take over operations in the near term
2. The school, City, and Riverside County EDA partner on a more comprehensive “Resource Center.” This model will soon be open in both San Bernardino and Temecula, leaving space for a center to open in the Coachella Valley (See last page of attachment).
3. Continue to grow the program to assist business start-ups

## **Partnership Opportunities**

1. Align the PD iHUB with our local University
2. Align the PD iHUB with a business development program
3. Expand resources and program offerings with Women's Business Center, Small Business Development Center
4. Strengthen the relationship between the City and PD Campus and students
5. Opportunity to expand to an Entrepreneur Resource Center in the future

## **Staff Recommendations:**

1. Enter in to Contract with CSUSB School of Entrepreneurship for operations of the PD iHUB through June 2028
2. Issue 30-day notice to terminate contract with CVEP