

*San Joaquin Partnership*  
**Entrepreneurship  
Community Partners Group**

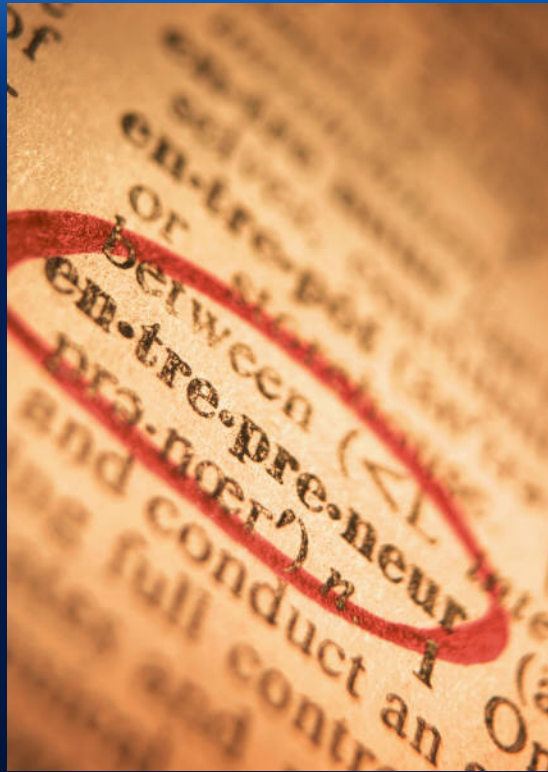
> October 10, 2007

# Origins of Group

## > Angelou Study

- **Challenge of attracting existing businesses**
- **Increase focus on home-grown businesses**
  - > Start-ups
  - > Expansion
- **Recommended goals for entrepreneurship**

# SJP Strategic Plan Entrepreneurship Goal



**“To improve the entrepreneurial environment in San Joaquin County through new programming.”**

# SJP Strategic Plan Entrepreneurship Recommendations

- > Form an Entrepreneurship Team **Priority 1**
- > Expand Funding Availability **Priority 1**
- > Create Incubators **Priority 1**
- > Encourage Entrepreneurship in K-12 **Priority 3**
  - Business Plan Competitions
  - Curricular Innovations



# Form an Entrepreneurship Team

- > Created Entrepreneurship Community Partners Group (15 Community Leaders)

**Ron Addington**

Business Council Inc. of SJC

**Fran Aguilera**

SJC WorkNet

**James Dyer, Jr.**

Downey Brand Attorneys, LLP

**Mark Goldberg**

The Virtual CIO, Inc.

**Kathy Janssen**

Ace Tomato Co.

**Joe Johnson**

Port of Stockton

**Andrew Malik**

City of Tracy

**Mark Martinez**

SJC Hispanic Chamber of  
Commerce

**Gillian Murphy**

Delta College SBDC

**Gordon Palmer**

City of Stockton

**Laura Pinkerton**

Wells Fargo

**Mark Plovnick**

University of the Pacific

**Justin Reginato**

University of the Pacific

**Dan Wadhwani**

University of the Pacific

**Doug Wilhoit**

Greater Stockton Chamber of  
Commerce

## Encourage Entrepreneurship in K-12

- Have begun to identify local champions in various schools and school districts.



## Create Incubators

- Have visited incubators in Sacramento, San Jose, U. Maryland, etc.
- Working with University of the Pacific Business Entrepreneurship Team to explore creation of a University-based incubator
- Exploring other possible incubator sites in Tracy and downtown Stockton

## Expand Funding Availability

- Visited with numerous angel capital groups, attended conferences and researched angel capital investing nationally in preparation for establishing the San Joaquin Angels (SJA)
- Generated over \$100k in government entity support for the angel capital project (Stockton, Tracy, Lodi, Lathrop, Ripon, SJC, EDA, CA Partnership for SJV)
- Have begun to recruit potential investors for the SJA
- Presented the San Joaquin Venture Funding and Entrepreneurship Conference (June 21)

## Conference



- High profile speakers (Garamendi, Baruah, Pitch Johnson, etc.)
- 10 angel/VC investors participated in panels
- 4 local businesses presented their plans
- 34 sponsors donated over \$50k

# Conference

- 200+ participants (SRO)
- 85% rated it “very good” or “excellent”
- Broad press coverage/visibility



# Conference

- 14 potential angel investors identified
- 28 entrepreneurs seeking angel funding identified
- 2 presenting business funded by angel investors within 3 weeks



## Next Steps

- Continue to recruit angel investors
  - 30+ investors
  - \$3 million+ in commitments
- Create San Joaquin Angels
- Continue to explore/develop incubators
- Develop an entrepreneurs resource network
- Develop an entrepreneurship training plan
- Create a K-12 entrepreneurship task force to pursue educational goals