

San Francisco Bay Area Resources for Entrepreneurs

Introduction

An important element of the Bay Area's "Secret Sauce" for success is the Area's favorable environment for the development of new and innovative businesses. This rich environment includes a variety of support resources for entrepreneurs to conceive, develop, and successfully operate small enterprises. The history of these Bay Area small enterprises turning into large, international industrial powerhouses is legendary. Included here is a sampling of the resources available to Bay Area entrepreneurs.

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Resources

1. **Bay Area Entrepreneurs' Networking/Training Organizations**

- **The African Network**
The African Network, TAN, is a global non-profit organization with the sole mandate of fostering entrepreneurship and technology among people of African descent. TAN was founded in Silicon Valley, California in 2004 to provide a support structure and network for entrepreneurs, aspiring entrepreneurs, and community leaders worldwide.
- **Astia** (formerly Women's Technology Cluster)
Founded in 1999 in Silicon Valley, Astia is an innovative global not-for-profit organization that propels women's full participation as entrepreneurs and leaders in high-growth businesses, fueling innovation

and driving economic growth. Astia offers programs for high-growth start-ups that deliver results.

- SCORE
SCORE is a nonprofit association dedicated to educating entrepreneurs and helping small business start, grow and succeed nationwide. SCORE is a resource partner with the U.S. Small Business Administration (SBA).
- Renaissance Entrepreneurship Center
Renaissance Entrepreneurship Center is a nonprofit small business development organization dedicated to helping women and men who traditionally lack access to resources and information to achieve financial self-sufficiency through entrepreneurship. It has centers in San Francisco and East Palo Alto.
- The SBDC Technology Adoption Program
The Technology Adoption Program (TAP) is a technology consulting and training program for small and medium businesses, aimed at helping clients use technology tools in a *strategic* way to improve the business bottom line. TAP was incepted by the US Small Business Administration and is delivered through the Small Business Development Centers (SBDC) network, both in California and nationally.
- San Francisco Small Business Development Center
Silicon Valley Small Business Development Center
The Silicon Valley SBDC offers numerous services to small business. These services include no-charge expert consulting, low-cost training, information resources, events, and seminars. SBDC is a SBA sponsored organization.
- The Indus Entrepreneurs (TiE)
TiE's mission is to foster entrepreneurship globally through mentoring, networking, and education. Dedicated to the virtuous cycle of wealth creation and giving back to the community, TiE's focus is on generating and nurturing our next generation of entrepreneurs. TiE was founded in 1992 in Silicon Valley by a group of successful entrepreneurs, corporate executives, and senior professionals with roots in the Indus region. There are currently over 11,000 members and more than 2,500 charter members in 53 chapters across 12 countries. TiE world headquarters resides in San Jose, CA.
- Silicon Valley Entrepreneurs Club
Silicon Valley Entrepreneurs Club is a networking group for businesses Located in the South Bay. The purpose of our group is to facilitate the generation of business leads for members of the group through a networking environment. This group is a combination of individuals from the business community who meet twice a month to share ideas,

information and ultimately exchange leads/referrals. Members work to help build each other's businesses.

- Forum for Women Entrepreneurs & Executives

The Forum for Women Entrepreneurs & Executives connects exceptional women leaders with people and ideas that enhance their impact on the world. FWE&E is the center of leadership excellence for accomplished women from a wide range of disciplines and industries who build meaningful relationships, exchange ideas, and openly share their collective wisdom with each other.

2. Bay Area Incubators

SAN FRANCISCO

- QB3 Garage@UCSF and the QB3 Garage@Berkeley

The QB3 Garage@UCSF and the QB3 Garage@Berkeley are the biological laboratory equivalent of garages: small spaces for inventive entrepreneurs to lay the foundations for companies that may spearhead new California industries, especially in the San Francisco Bay Area. The QB3 Garage@Berkeley and the QB3 Garage@UCSF are only open to spin-outs from QB3 or University of California laboratories, or to companies working in close collaboration with QB3 investigators. Space is available at market rates for pre-commercial development for periods of up to two years.

- QB3 Mission Bay Incubator Network

The QB3 Mission Bay Incubator Network is a public-private partnership between QB3 (the California Institute of Quantitative Biosciences) and its incubator, the QB3 Garage; the city of San Francisco; the San Francisco Center for Economic Development/ Chamber of Commerce; FibroGen, Inc.; and Alexandria Real Estate.

Together these partners provide:

- Access to scientific core facilities at a modest fee
- Mentoring and business services from the Network partners
- The intellectual vitality of being within a short stroll of UCSF
- Small amounts of space, precisely tailored to the company's needs
- Flexible lease terms that minimize cash demands and long-term commitment

- Daly City Business Center

EAST BAY

- AnewAmerica Community Corporation;
AnewAmerica offers a comprehensive three-year program of support for new American entrepreneurs including micro-business incubation, asset building, and social responsibility. AnewAmerica was founded in 1999 by a group of community leaders representing immigrants and community development advocates who saw a continuing lack of integrated job creation, asset development, and community empowerment strategies for low-income new Americans living in the San Francisco Bay Area.
- Communications Technology Cluster;
The COMMUNICATIONS TECHNOLOGY CLUSTER (CTC) is a business acceleration center built on a business incubator model, providing strategic consulting, business and financial services for entrepreneurs, and growth-oriented small to mid-sized companies in various industry sectors.
- Oakland Small Business Growth Center;
The City of Oakland has participated in the development of two incubator facilities. The Communications Technology Cluster and The Oakland Small Business Growth Center. These facilities offer shared business services, training, and technical support at attractive rents.
- Siemens Technology-To-Business Center;
Siemens Technology-To-Business Center discovers promising innovators, incubates their ideas, and launches spin-in products and start-up companies.

SOUTH BAY

- Environmental Business Cluster
Companies using the center develop clean and renewable energy products, as well as other environmental services. Part of the San Jose incubator program that provides space, resources, and counsel.
- Software business Cluster
The San Jose Software Business Cluster can provide space, access to resources and a "know-how" network to emerging software businesses and

start-ups. Part of the San Jose incubator program that provides space, resources, and counsel.

- U.S. Market Access Center
International companies specializing in I.T., life sciences and solar or renewable energy come to this center to understand U.S. marketing and strategy. Part of the San Jose incubator program that provides space, resources, and counsel.
- San Jose Bio Center
The Bio Center is an accelerator, located outside of the downtown core, providing emerging companies a new generation of facilities, specialized equipment, world-class laboratory and business support services.
- Northern California Minority Business Enterprise Center
The Minority Business Enterprise Center offers strategic business consulting, procurement assistance, financial services with MBEC partners and certification application assistance.
- Cisco Systems-San Jose Entrepreneur Center
The Cisco Systems-San Jose Entrepreneur Center is a collaborative effort between the public sector, private industry and non-profit organizations to provide small business owners with the resources information and tools they need to be successful. Together, the sponsors and contributors have developed a one-stop location where start-up and existing businesses can come to fulfill all their needs—from financing to training to expert consulting to technology information and tools to the latest resources available on the market.
- The Foundry Inc.
Description TBD
- Garage Technology Ventures
Description TBD
- Global Social Benefit Incubator
Santa Clara University
Center for Science, Technology, and Society
Description TBD
- US Market Access Center (formerly International Business Incubator)
Description TBD
- Los Altos Incubator
Description TBD
- San José State University Foundation
Description TBD

- The Enterprise Network (TEN)
TEN is an innovation center focused on providing the environment and professional services required to develop ideas into successful companies. TEN and its partner network have developed a unique set of services to offer technology start ups.
- Silicon Valley Economic Development Alliance
Description TBD
- Sobrato Center for Innovation
(Milpitas and San Jose)
Description TBD
- Software Development Forum
Description TBD

3. San Francisco Bay Area Financial Assistance Sources

- Y Combinator
Y Combinator does seed funding for startups. Seed funding is the earliest stage of venture funding. It pays your expenses while you're getting started. Y Combinator's goal is to get you through the first phase. This usually means: get you to the point where you've built something impressive enough to raise money on a larger scale. Then you are introduced to later stage investors—or occasionally even acquirers.
- Silicon Valley Association of Startup Entrepreneurs
The Silicon Valley Software Technology Association is a volunteer based non-profit organization, with 1,100+ members that promotes the technological, professional, and scientific development in the software industry." The group is "dedicated exclusively to helping startup entrepreneurs across all technology sectors build robust business plans, and find Venture Capital investors to fund their growing startups.
- SVASE, the Silicon Valley Association of Startup Entrepreneurs,
The SBASE Mission is to Empower Entrepreneurs to succeed, by accelerating startup teams to key milestones, enabling them to attract the right funding.
SVASE is the largest and fastest growing nonprofit association in Northern California dedicated exclusively to helping startup entrepreneurs across all technology sectors build robust business plans, and find Venture Capital investors to fund their growing startups.

- Silicon Valley Microfinance Network (SVMN)
SVMN is a grassroots organization for people in the SF Bay Area (and beyond) interested in learning about microfinance, microcredit, and related finance, economic, and development topics. SVMN mission is to mobilize the Bay Area's resources to increase the impact of microfinance in reducing global poverty. This is done by connecting, educating, and engaging people in the field of microfinance

4. Angel investors:

- Acorn Angels is a group of Silicon Valley Angel Investors who provide early stage investment capital for hi-tech companies. The network of Angels consists of highly successful professionals who all bring invaluable knowledge and experience to their ongoing commitment to support innovation and creativity in the information technology industry.
- AngelsCorner is a Silicon Valley based venture group comprised of individual investors and representatives of investment corporations. Angels Corner is primarily focused on investing into private companies with strong teams, proprietary solutions, and high potentials.
- Band Of Angels: New members must be recommended by a current member to apply for membership. Entrepreneurs must be invited by a current member to present.
- Angel Investors Forum will consider only companies located in Silicon Valley. Submit through their web site. There is no fee to entrepreneurs.
- Golden Gate Angels: For qualified Investors and Entrepreneurs in the San Francisco area.
- North Bay Angels: The North Bay Angels (NBA) has been formed by a group of San Francisco, North Bay Area executives and professionals to fill a growing need to provide a forum for learning about and making early stage investment capital (seed capital) and advisory assistance (mentoring) available to entrepreneurial companies in the North Bay.
- Life Science Angels has been formed by prominent members of the life sciences industry to create investment opportunities in early stage biotechnology and medical device companies. This non-profit, member-led organization makes investments in the range of \$250,000 to \$1 million in emerging companies that bring new and proprietary technologies to the life science industry.
- Sand Hill Angels is a group of successful Silicon Valley technology professionals dedicated to the formation and growth of startup companies. They invest in private companies at all stages and favor technology investments in the Information Sciences and Life Sciences.
- The North Bay Angels (NBA): NBA has been formed by a group of San Francisco, North Bay Area executives and professionals to fill a growing need to

provide a forum for learning about and making early stage investment capital (seed capital) and advisory assistance (mentoring) available to entrepreneurial companies in the North Bay.

- E-Challenge: Stanford Business Plan Competition: This competition awards a total of \$60,000 to entrepreneurial teams. At least one member of each team must be affiliated with Stanford University.