EXHIBIT 5

Glendale Tech Accelerator

Joint proposal prepared by Grid110 & Hacker Fund

Grid110: Miki Reynolds | miki@grid110.org | 310-922-7368
Hacker Fund: Justin Brezhnev | brezh@hacker.fund | 213-785-7382

March 10, 2020

Attn: Jennifer Hiramoto
Glendale Economic Development Division
633 East Broadway, Suite 201
Glendale, California 91206

Dear Jennifer,

It's with great excitement that **Grid110** and **Hacker Fund** submit our joint proposal for ***The Glendale Tech Accelerator.*** The City of Glendale has made incredible strides over the past few years to build the foundation of a thriving tech ecosystem. We have come together in an effort to build upon that foundation, combining the best possible resources, network and experience that we've acquired over the past several years.

Why Grid110
Grid110 has spent the past 5 years building a dynamic, inclusive startup community representing a diverse range of founders, industries and products. This notably includes 120+ companies supported through our flagship programs and thousands of entrepreneurs through events. We remain focused on our ability to identify, mentor and build a community of promising entrepreneurs. We are proudly considered an anchor of the LA ecosystem via our events, thought leadership and curation of the local startup community.

Why Hacker Fund
In the last 5 years, Hacker Fund has become the leading hackathon organizer for the technology community in Los Angeles. In doing so, it has brought together a network of 250+ engineers, data scientists, designers, and hardware hackers who are dedicated to social impact. The work done by the Hacker Fund team has been featured in publications including Business Rockstars, Microsoft Developer Network, and The Jewish Journal. It has also been endorsed by Los Angeles Mayor Eric Garcetti, CA State Assemblymembers, and members of Congress. According to Mayor Garcetti, our "commitments to innovation, learning and development have been of great benefit to our City" and the team hopes to bring the same type of creativity and excellence to Glendale.

We believe we present the best possible team aligned with the City of Glendale's vision and goals to further develop local entrepreneurs, community and the broader ecosystem. Thank you for your consideration of our proposal!

With gratitude,

The Grid110 & Hacker Fund teams

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Qualification, Experience, Past Performance

Entity Name(s):
Primary: Grid110
Partner: Hacker Fund

Contact information for primary entity:
Miki Reynolds
Executive Director
800 Wilshire Blvd, Suite 200, Los Angeles, CA 90017
310-922-7368 | miki@grid110.org

Type of entity, year founded, and business registration (if applicable):
Hacker Fund is a 501(c)3 founded in 2014.
Grid110 is a 501(c)3 founded in 2015.

List of owners, partners, or members of primary entity:
Miki Reynolds, CEO & Executive Director
Megan Sette, Board Chair & Secretary
Ashumi Shippee, Board of Directors & CFO
Stephen Kane, Board of Directors
Jade Turner-Bond, Board of Directors
Prashant Samant, Board of Directors
Jared Goodner, Board of Directors

Summary of the respondent's organizational history and background:
Grid110 began in early 2014 as a grassroots community initiative by 7 individuals with a shared vision for creating a thriving startup ecosystem in Downtown Los Angeles. It was formalized as a 501c3 entity in 2015 and was solely a volunteer led effort for the first two years. Upon being awarded our first major grant through the City of Los Angeles, we formally hired our first full time staff to operationalize the organization and scale up our program impact. 4 members of our original founding team remain on the Board of Directors and 2 members are part of the day to day team.

Evidence of adequate financial capacity:
Grid110 has grown our operating budget from $25k/year to $425k/year over the past 5 years. We are currently funded through a government grant (City of Los Angeles), foundation grants and corporate sponsors. We also receive pro-bono/in-kind support from various partners. We have developed lines of credit through American Express and Wells Fargo.

Key Personnel

Nina Klein will serve as the proposed Managing Director of the accelerator, with support from Miki Reynolds and the Grid110 organization. Nina is currently an Expert in Residence (EIR) at Grid110, working directly with companies to mentor and support them throughout the length of the program and beyond. Her area of expertise is in Product Management and she has worked in and with over half a dozen tech startups over the last 8 years. She is also a very happy resident of Glendale and has a personal vested interest in helping and seeing the tech ecosystem grow and thrive.

Additional key staff include a Program Lead to manage program operations and logistics and an Entrepreneur in Residence to serve as an additional mentor and facilitator for the program sessions.

Justin Brezhnev will serve as the Community Director, overseeing all events and community engagement initiatives. Additional key staff may include an Events Coordinator and Student Internship Coordinator as needed.

Relevant Experience

Grid110
Grid110 was created in 2015 with the focus on activating the startup ecosystem in Downtown Los Angeles by providing entrepreneurs with free access to office space, mentors, community and other critical resources. We launched the first Residency program (5 companies) in June 2015 and have since run 7 total cohorts. We launched Idea to Prototype (15 companies) in October 2017 and have since run 6 cohorts. As of this writing, we are in the process of onboarding 20 new companies for our Spring 2020 DTLA programs, anticipate 15-20 companies for our Summer 2020 pilot in South LA, and expect an additional 20 companies for our Fall 2020 DTLA programs.

Notable outcomes: 126 companies supported, $17.5M outside funding raised by participating companies, 77+ local jobs created, 3 acquisitions, participation in Y Combinator, Techstars, Quake Capital, XRC Labs, Mucker Labs.

Below is an overview of the programs we have run over the past 5 years:

2015
Companies Supported: 5 companies
Location: Gas Company Tower

Duration: 6 months

Team: Entrepreneur in Residence (EIR), Program Coordinator

2016

Companies Supported: 5 companies

Location: Gas Company Tower

Duration: 6 months

Team: EIR, Program Coordinator

2017:

Companies Supported: 19 companies (2 cohorts)

Location: Cross Campus DTLA

Duration: 8 weeks (I2P), 12 weeks (Residency)

Team: Executive Director (ED), EIR, Program Coordinator

2018

Companies Supported: 55 companies (5 cohorts)

Location: Cross Campus DTLA

Duration: 8 weeks (I2P), 12 weeks (Residency)

Team: ED, EIR, Program Manager

2019

Companies Supported: 42 companies (4 cohorts)

Location: Cross Campus DTLA

Duration: 8 weeks (I2P), 12 weeks (Residency)

Team: ED, EIR x2, Program Lead, Community Coordinator

2020:

Companies Supported: 55-60 anticipated (4 cohorts in DTLA, 2 in South LA)

Location: Cross Campus DTLA and South LA (TBD)

Duration: 8 weeks (I2P), 12 weeks (Residency)

Team: ED, EIR x2, Program Lead x2, Community Coordinator

Office Space Amenities:
- Gas Company Tower (2015-2017): 4k square feet of dedicated office space, 24/7 keycard access, WiFi, kitchen, shared bathrooms, conference rooms, dedicated desks.
- Cross Campus DTLA (2017-present): 24/7 keycard access, dedicated desks for Grid110 team, hot desk space for participants, WiFi, kitchen, shared bathrooms, conference rooms, community events, mediation room, phone booths.

Press & Media:

http://laventure.libsyn.com/miki-reynolds-grid110
https://www.youtube.com/watch?t=120s&v=2qcqtBMo2JA
https://www.inc.com/samira-far/how-to-get-support-as-an-isolated-entrepreneur.html
https://www.latimes.com/business/technology/la-fi-tn-grid110-dtla-20150804-story.html
https://www.huffpost.com/entry/grid110-how-a-group-of-di_b_9704202

Hacker Fund:

Hacker Fund is a 501(c)(3) nonprofit established in 2014 to empower technologists to create social change. Since inception, the organization has empowered over 30,000 students to pursue careers in S.T.E.A.M. and entrepreneurship through its Career Pathway Program and has incubated 10 projects through its Technology Incubator. Hacker Fund has formed 5 city partnerships and supports 50 community events per year.

Some highlights are below:

- Organized the first-ever Compton Techweek in 2019
- Partnered with the Compton Unified School District to build the Compton Innovation Center at Centennial High School, the first-ever public access innovation space in Compton.
- Was the fiscal sponsor for Hack for LA and Artificial Intelligence Los Angeles, two of the largest membership organizations in Los Angeles that focus on the intersection of civic engagement and technology.
- Organized the first-ever Hacktoberfest in 2015 in Los Angeles in partnership with the Office of Mayor Eric Garcetti
- Facilitated/mentored/advised 100+ hackathons including the Recyclathon for the LA Department of Sanitation, the City of Santa Monica's Hack the Beach, and the largest high school hackathon of all time, HSHacks, which brought together 1000+ high school students
- Official fiscal sponsor partner for the Mayor's Cup in partnership with the Office of Mayor Eric Garcetti

Press & Media:
https://spectrumnews1.com/ca/la-west/news/2019/08/14/compton-tech-week-offers-free-technology-workshops
https://www.nbcnews.com/news/latino/meet-3-latinas-leading-virtual-augmented-reality-n656361
https://www.forbes.com/sites/forbestechcouncil/2016/06/10/how-to-inspire-the-next-generation-of-programmers/#2399490d3afd
https://channel9.msdn.com/Blogs/raw-tech/Build-a-Mentor-Army-to-Teach-Students-to-Code-through-Hacker-Fund

References

Grid110:

Please see included letters of support in addition to the references listed below:

Kim Stiefel
Grid110 & Techstars Alumni
kim@przm.io

Casey Bressan
VP Partnerships - Cross Campus
casey@crosscamp.us

Aria Safar
Former tech liaison to Mayor Eric Garcetti
aria.safar@gmail.com

Hacker Fund:

Caryn Brandon
Compton Techweek Co-Director
caryn@itouchup.org

Lindsey Heisser
Director of Bixel Exchange Tech Talent Pipeline
lheisser@lachamber.com

Matt Pell
Hacker Fund Technology Incubator Alumni
matt@burg.community

Tana McCoy
City of Compton Councilmember - District 3
timccoy@comptoncity.org

Partnerships

Established investment funds:
We have a network of established relationships with 90+ local area VCs including but not limited to: Mucker Capital, Plug & Play, Backstage Capital, Amplify, Greycroft, Upfront Ventures, Wonder Ventures, MiLA capital, Crosscut Ventures, Act One, On Purpose Ventures, TenOneTen Ventures, M13, Halogen Ventures, Redpoint Ventures. Grid110 also sits on the advisory board (with several partners of aforementioned funds) for PledgeLA, a joint venture between the Annenberg Foundation, Mayor Garcetti's office and the VC community.

Existing accelerator operators:
We have established relationships with Y Combinator, Techstars (LA, Music, Space), Mucker, Quake Capital, Plug & Play, Ideal Lab, LACI, Snap's Yellow Accelerator, Startup Boost, UCLA Anderson Venture Accelerator, XRC Labs (New York), Urban-X (New York), Comcast LIFT LABS (Philadelphia). Additionally, several of our program alumni have gone onto these programs.

Existing community partners:
We have existing relationships with Bixel Exchange, General Assembly, Innovate Pasadena, Startup Coil, Mobile World Congress/4 Years From Now, Alliance for Southern California Innovation, Girls in Tech, TechTinx, Lean In LA, PledgeLA, WiSTEM LA, Anita B, Startup South Central, Hack for LA, Artificial Intelligence Los Angeles, Technolochicas, NCWIT, and Technigal.

Existing co-working spaces:
We have a current formal partnership with Cross Campus DTLA as the space provider for our existing programs. We have previously worked with Brookfield Properties, WeWork, Industrious, Indie Desk, Maker City LA, Impact Hub LA, ScaleLA.

Local colleges and universities:
We have established relationships with entrepreneurship programs, hackathon organizations, and engineering associations at the following universities: UCLA, USC, CSULA, Caltech, Cal State Northridge, and Cal State Long Beach.

Glendale based companies, startups, investment funds, non-profits, and other institutions:
Existing relationships: Service Titan
Planned relationships: LegalZoom, Disney, Beyond Limits, DISQO, Dreamworks, BlueBeam

Any other partnership not described that could support the development and implementation of your proposed accelerator program:

We have existing relationships with Community Partners, Knight Foundation, Craig Newmark Philanthropic Fund, National Network of Fiscal Sponsors, Backend Capital. We also have an extensive list of service provider partners (banking, legal, accounting, pitch coaching, marketing, design, technical) that are committed to supporting early stage startups through mentorship, office hours, workshops and more. We also have a growing list of service perks/discounts available to companies as part of our Community Perks Package (Amazon Web Service, HubSpot, Stripe, Gusto, etc).

Goals & Objectives

- Showcase the local innovation community by providing free accelerator programs, events and community engagement opportunities
- Promote Glendale and the tri-cities region as an innovation hub by building on the city's efforts.
- Drive local economic development by supporting entrepreneurs through their most critical stages of development, which ultimately creates jobs and generates revenue/investment in the area.
- Over the next three years:
    - Provide a minimum of 80 free educational sessions (165 hours) to startup founders through our flagship programs
    - Grow a community of 75 companies locally, as part of a larger, extended Grid110 network of 400+ companies across the greater region.
    - Engage the community through monthly Tech on Tap events, student internships, quarterly hackathons, and additional community initiatives.

Detailed Program Plan & Approach

The Programs
In order to support the growth of an inclusive startup ecosystem that is aligned with our organization's mission, we feel that it's important to cast a wide net across various business verticals and stages. We propose to run our Idea to Product and Residency programs at select intervals each year, with a focus on tech/tech enabled companies. This can include: SaaS, mobile, e-commerce, fashion, CPG, health/wellness, mobility/transportation, etc.

Our **program model** will be to provide programs at ***no cost, no equity* taken**. This allows us to increase the number of companies we can work with, as well as support a range of companies that have the ability to positively impact the Glendale community. We propose to run both programs concurrently at the following frequency: once in Year 1 (20 companies), twice in Year 2 (40 companies), three times in Year 3 (40 companies).

Idea to Product (I2P) is an eight week program designed to help founders at the earliest stages of their ventures focus on the fundamental parts of building a successful, sustainable business. This program typically targets pre-launch companies or those that are post-launch with early traction. The main priority is to help entrepreneurs move closer to finding and further validating their problem-solution fit, value proposition, and go to market strategy. Potential sessions include: identifying problems, problem/solution fit, pitching, customer personas, go to market strategy, startup law 101, funding pathways, This program typically meets twice a week in the evenings for 8 weeks. Companies selected: 15. Key metrics: business starts, funding raised, revenue, jobs created.

The **Residency Program** is a 12 week program for early-stage companies with evidence of traction (users, investment, revenue) looking to accelerate to the next stage of growth. We support the founders in defining/refining their milestones and addressing specific needs through weekly roundtable, 1:1 mentoring, and skills development sessions. Potential sessions include: customer discovery/validation, customer acquisition & sales, pitching/pitch decks, OKRs & prioritization, pricing strategy, fundraising, financial modeling, CEO leadership, and group problem solving sessions. This program typically meets once per week for 12 weeks. Companies selected: 5-10. Key metrics: funding raised, revenue, jobs created.

Recruitment & Selection

We're very intentional about connecting with new communities and being visible through partnerships and events. During program recruitment, we cast a wide net through our network of partners and stakeholders within the ecosystem and offer several opportunities to meet with our team and learn about our programs. This includes hosting and partnering on events, hosting info sessions/open houses, and outreach to our network of 6k+ supporters, partners and participants. We focus on entrepreneurs that have identified a problem they are passionate about, narrowed in on a solution, have proven traction/validation within the market and show us they're the right team to be tackling this.

An important value proposition for our program is that we take a very needs-based approach, assessing the needs of each individual company we accept, setting goals/milestones to focus on for the program and layering in support to meet those needs. We perform entrance interviews to gauge initial expectations, weekly surveys to get feedback on content/format and exit interviews to get feedback on overall program experience. We take this feedback, distill what we find meaningful and make modifications during the program or for the next program. Iterating and continuing to improve our programs is incredibly important to us, to ensure that we are meeting the needs of the entrepreneurs we serve.

Our program changes every single cohort based on feedback: we've implemented more structure, introduced OKRs, expanded our mentor/advisor network exponentially and have become more thoughtful about the dynamic amongst the founders.

A majority of our participants are first time founders or feel they are lacking the appropriate community, resources and support to be successful in their business ventures. The cohort-based approach creates an organic sense of community, but we also are very intentional about connecting our larger community through in-person events and digital platforms. We've been pleasantly surprised to see mentoring pairs, friendships, and collaborations naturally transpire.

Quantifiable Metrics
- Companies supported
- Business Starts
- Funding Raised
- Jobs Created
- Female Founders
- Minority Founders

Proposed Events & Community Programs:

Hackathon Program
Hacker Fund will organize 12 to 36-hour innovation marathons in order to accomplish the following goals: recruit top engineers, form founding teams, facilitate prototype-creation, and present potential minimum viable products to funders. These hackathons will be facilitated by Hacker Fund staff and technology mentor-volunteers. These mentors work at tech companies in Los Angeles including Google, Microsoft, Snap, Tinder, SpaceX and NASA-JPL. These hackathons will take place once per quarter.

Tech on Tap Program
Hacker Fund will operate the Tech on Tap Program that the City of Glendale has established by designating staff time for the purpose of hosting panels, fireside chats, and meetups every fourth Wednesday of each month. Hacker Fund staff will select volunteers from its network of 250+ technology mentors to lead discussion on topics that advance the company development within Glendale Tech Accelerator cohort, nurture a student-entrepreneur ecosystem in Los Angeles, and provide advice to the broader business community in Glendale. Hacker Fund will work with its network of partners and sponsors (including LA Tech Happy Hour, AI.LA, Hack for LA, and WeAreLATech) to raise awareness about the Tech on Tap Program.

Techweek Advisory Committee

Hacker Fund will develop an advisory committee that will assist the City of Glendale in organizing Glendale Tech Week. This advisory committee will consist of subject-matter experts from the Hacker Fund team and volunteer event coordinators. Glendale Techweek will take place once per year.

Glendale Student Internship Program
Hacker Fund will facilitate internship programs for Glendale students studying on S.T.E.A.M. or entrepreneurship pathways. These internships will be 3-6 month terms in which students will be learning from the founders in the Glendale Tech Accelerator cohort. Hacker Fund staff will supervise these interns and ensure that the students can receive college credit for their participation. This internship will take place in the Winter and in the Summer of each year.

Quantifiable Metrics:

- Number of hackathon participants per year (estimated: 300 per year)
- Number of Tech on Tap attendees per year
- Net promoter score of all community events
- Number of hackathon projects that become viable prototypes in the accelerator per cohort
- Number of students from Glendale engaged per year
- Number of attendees at the Glendale Tech Week per year
- Number of Glendale student-interns per year

Efforts to advance the Glendale Tech Strategy

- Actively engage the GRIT program to foster relationships with the city's top tech employers around program/community engagement initiatives.
- Partner with the City of Glendale to co-host the monthly Tech on Tap meetups
- Partner with the City of Glendale on the planning/execution of Glendale Tech Week
- Create new opportunities for more frequent community activation and engagement through hackathons, youth STEM programs, advisor office hours, lunch & learns,
- Align with strategic initiatives developed by the City of Glendale and Alliance for Southern California innovation.
- Partner with established programs/organizations within the Tri-Cities area (Idea Lab, Innovate Pasadena, Disney Accelerator) to further the collective activity within the region.

Location

We propose to utilize the city provided space at 250 N. Orange Street. Our request for tenant improvements include: preparing the space to be move-in ready, removal of unnecessary furniture, repainting the interior, tearing down some of the back office walls to open up the space, ensuring the floors final inspection to ensure safety and usability as a commercial space.

Revenue & Sustainability

Corporate Sponsorship

As part of our outreach strategy, we feel confident in our ability to secure corporate sponsorships and partnership opportunities for the space, events, and the program. This can include title sponsorship of the office space, in-kind support/services, annual sponsorship of events, and CSR funding. Historically, our sponsors for community programs have included Microsoft, IBM, Google, and DIgital Ocean.

Grant Support

As part of our organization's ongoing grant fundraising strategy, we will incorporate the Glendale initiative into our private foundation, federal grant and CRA proposals. This will focus on funding for economic/community development, underrepresented minorities, workforce development, small business development, and entrepreneurship.

Program Service Revenue

While we want to ensure that the accelerator programs and community programs remain free (or low cost), we do see an opportunity to generate revenue through certain elements of our programs. This can be through admission fees for key events. We also propose to explore building out a membership program through which the general public can have access to office space, mentorship, program perks/discounts, events and more.

Email: nina.leis@gmail.com | Phone: 650-766-7114 | Linkedin: /ninalklein

NINA LEIS KLEIN

EXPERIENCE

Expert in Residence (Product) — *Grid110*

APRIL 2019 - PRESENT   Los Angeles, CA

- Provide support, mentorship and coaching, specifically around tech product management, Agile dev., UX/design, lean startup, prioritization, OKRs, program mgmt, and general business, to startups in the Grid110 accelerator programs.

Product Management Consultant — *NLK Consulting*

AUGUST 2018 - PRESENT   Los Angeles, CA

- Project-based product work for clients including (but not limited to): UI/UX optimizations, persona development and customer research, creation of A/B testing roadmap, data analytics and insights, product requirements documentation

VP of Product — *Laurel & Wolf (online interior design and home goods ecommerce platform)*

NOVEMBER 2014 - AUGUST 2017   Los Angeles, CA

- Built, grew, and developed Product, UI/UX, and Client Support/Ops teams
- Played an integral role in the development of the company's product vision and strategy; Designed, managed, and led the execution of the Agile Product/Tech roadmap to develop and iterate on innovative features for all sides of our marketplace (customers, designers, vendors, and internal tools) to achieve business and product KPIs
- Collaborated with leaders across the entire organization to bring products and strategies to life

Product Manager — *Nasty Gal, Sole Society, Beachmint (e-commerce start-ups)*

JANUARY 2012 - AUGUST 2014   Los Angeles, CA

- Oversaw projects from conception through launch and beyond in Agile dev environments; performed primary/secondary research, data analysis, created user flows and wireframes, user testing, wrote requirements, monitored KPIs, worked with cross-functional teams, communicated new releases, demo-ed new features
- Managed product/tech roadmap and backlog; worked with executive teams to prioritize all projects based on business goals and product vision

Associate Consultant — *Bain & Company*

JULY 2007 - SEPTEMBER 2009   Los Angeles and Palo Alto, CA

- Worked with large companies in a variety of industries including tech, consumer products, biotech and media/entertainment to solve complex strategic problems
- Capabilities: market research, data analysis, customer segmentations, org redesign, program mgmt office, growth strategy
- Key Learnings: How to break down large problems into achievable bits; how to collect, effectively analyze and use data; how a thoughtful company should operate, among other things!

EDUCATION

Bachelors of Public Relations, Minor in Business — *The University of Texas, Austin*

AUGUST 2003 - DECEMBER 2006   Austin, TX

Happy to Provide References Upon Request!

MIKI REYNOLDS

LOS ANGELES, CALIFORNIA | 310-922-7368 | MIKI.REYNOLDS@GMAIL.COM

SUMMARY

- Strategic operations leader with 15+ years of experience managing web/software development projects, cross-functional teams, and marketing initiatives.
- Skilled people manager with experience in recruiting, mentoring, developing and optimizing direct, indirect and remote teams.
- Highly respected and recognized community leader within the LA startup/tech ecosystem.

EXPERIENCE

Grid110 – Los Angeles, CA
Co-founder and CEO
05/2017 – Present

- Founding team member of Grid110, an economic and community development 501(c)3 non-profit in partnership with LA Mayor Eric Garcetti, supporting the development of the Downtown Los Angeles startup ecosystem.
- Directly manages program management, fundraising, operations (finance/HR) and marketing departments.
- Implemented operational budget, resources and processes to scale from supporting 5 companies/year to 50 companies/year, including on-going support for alumni companies.
- Raised $1.2M through government grants, foundations and corporate sponsors; led efforts on building our pro-bono/in-kind support network of subject matter experts and strategic company partnerships.

General Assembly – Los Angeles, CA
City Manager
05/2014 - 05/2017

- Developed and executed expansion plans to launch General Assembly's second LA campus in Downtown Los Angeles, resulting in revenue growth from $45k in Q2 2014 to $500k in Q4 2014 to $3mm in 2015 for just the DTLA campus.
- Led efforts between Sales and Marketing on community development, events, customer acquisition and lead generation tactics to scale student enrollment from zero to over 100 concurrent part-time and full-time students at the Downtown campus.
- Promoted in December 2014 to oversee marketing strategy, brand awareness and top of the funnel events for the broader Los Angeles metro with additional expansion to Orange County in September 2016.
- Managed and actively collaborated with a team of three to produce 800+ classes, events and brand awareness initiatives each year.
- Led strategic partnership initiatives with startups, brands, creative entrepreneurs and non-profits to amplify brand awareness and support revenue growth targets.

MashON – Los Angeles, CA
Vice President, Operations
12/2012 – 12/31/13

- Led the delivery of e-commerce site design/development and merchandise campaigns for clients such as Twentieth Century Fox, DreamWorks Animation, MGM Studios, Rovio/Angry Birds, SpaceX, Showtime, CBS, NBC, American Apparel, Tough Mudder, Ironman, Live Nation and Bravado.
- Led enterprise integration projects for e-commerce platforms and merchandise manufacturers.
- Managed all business units and teams within the services division, including: product management, project management, design services, platform support, e-commerce operations and marketing.

Director, Operations & Marketing
09/2007 – 12/2012

- Product Manager for the MashON product customization and on-demand fulfillment platform, managing the entire product development lifecycle.
- Defined requirements and scope for the design, build and launch of e-commerce sites and/or platform integrations with existing client e-commerce sites.
- Successfully led the integration of our platform with several e-commerce platforms: Magento, Yahoo, Drupal Commerce, Delivery Agent, Musictoday, Fanfire, Hybris.
- Supervised social media channels (Blog, Facebook, Twitter), executed marketing/merchandising campaigns and coordinated Google AdWords/display campaigns.

Fox Atomic, Inc. – Los Angeles, CA
Online Marketing Coordinator, Fox Atomic Online
06/2006 – 09/2007

- Managed cross-functional team resources and schedules for multiple online theatrical marketing campaigns for a new film division focused on the teen/college demographic.
- Coordinated the product development processes to concept, design, develop and maintain an online video editing tool that enabled fans to interact with licensed film content.
- Project managed major event based brand marketing activations to promote upcoming theatrical releases at San Diego Comic Con, New York Comic Con and online.

Metro-Goldwyn-Mayer Studios, Inc. – Los Angeles, CA
Online Marketing Coordinator, MGM Online
02/2003 – 06/2006

- Began as an Executive Assistant, providing administrative and department support to three senior level executives prior to being promoted to Marketing Coordinator.
- Supported B2B and B2C online marketing initiatives for multiple business units (Theatrical, Home Video, TV, Consumer Products).
- Managed the production, delivery and analysis of weekly email marketing campaigns for a distribution list of 1.2 million subscribers.
- Facilitated domain name administration for domestic and international offices, including new registrations, renewals, transfers and negotiation of pricing. Reduced annual renewal fees by $30k.

E D U C A T I O N

B.A. in Sociology | University of California, Los Angeles

JUSTIN BREZHNEV

633 ½ Indiana Avenue Venice, CA 90291
310.963.9976 | contact@brezh.com

SUMMARY

Justin Brezhnev is an entrepreneur, activist, and nonprofit consultant who since 2014 has helped raise millions of dollars for social impact from community foundations, corporate sponsors, and philanthropic investors. His community-driven projects have been featured in the UCLA Daily Bruin, Business Rockstars, the Microsoft Developer Network, and the Jewish Journal. His work has also received endorsement from Los Angeles Mayor Eric Garcetti, CA State Assemblymembers, and members of Congress.

SKILLS

- Sales: Products & Services
- Content & Proposal Writing
- Customer Development
- Financial Budgeting
- Grant Research & Writing
- Market Analysis
- Nonprofit Bookkeeping
- Canvassing

- Community Organizing
- Phone Solicitation
- Public Speaking
- Translation to/from Russian
- Legal Research
- Fund Development & Fundraising
- Project Management
- Digital Marketing

EDUCATION

UCLA, Communication Studies, '14
- Golden Key Honors Society - Top 4% in Graduating Class
- Honors College Graduate

PROFESSIONAL EXPERIENCE

A1 Management Group   **Los Angeles, CA**
Founder & Manager   (August 2016 - Present)
- Led entrepreneurial workshops & keynote speeches that served 15,000+ students in the US.
- Created customer success programs for nonprofits engaging the 20,000 students in Mayor Garcetti's HIRE-LA Youth Program
- Managed teams of 5 engineers and procured hardware technology to produce a reality television show pilot for CBS in partnership with Freemantle Media.
- Designed "Entrepreneurial Communication" course curriculum & seminars that have been utilized by the UCLA Department of Communication Studies, GBA de Inovacao de Brazil, and TEALSK12.
- Trained technical talent to write proposals and sales content yielding in contract bids from Fortune 500 companies.

Hacker Fund   **Los Angeles, CA**
Cofounder & Executive Director   (October 2014 - Present)
  ● Recruited the founding Board of Directors and raised initial philanthropic seed capital from
    corporate sponsors including Microsoft, IBM, and Google.
  ● Implemented a comprehensive fiscal sponsorship program that incubated 10+ projects
  ● Developed fundraising strategy playbooks and online donor management systems that
    grew small-member donor base by more than 1000% between 2015 and 2016.
  ● Designed the first-ever Compton Innovation Center and Compton Techweek in partnership
    with the Compton Unified School District and Compton City Council in 2019.
  ● Managed a pre-approved grant fiscal sponsorship program that worked in partnership with
    the City of Los Angeles and City of Santa Monica, empowering 200+ technologists.

Startup Sports   **Los Angeles, CA**
Cofounder   (August 2014 - Present)
  ● Implemented risk management and legal protocols across all company-related events,
    including an executive playbook for safety meetings, emergency action plans, insurance
    procurement, and member waiver design.
  ● Delivered annual corporate sponsorship strategy and solicitation materials for sales teams.
  ● Designed customer success measures that increased subscription membership to over 90
    companies in Los Angeles.
  ● Produced website content and marketing copy for all fliers, annual reports, and social media
    marketing campaigns.
  ● Hired and managed a field team that now operates league events year-round

CTRL Collective   **Los Angeles, CA**
Cofounder   (September 2014 - 2016)
  ● Compiled business plan and pitch deck materials that raised $500,000 in seed capital to
    fund the first facility, and more than $1MM in follow-on investor capital for the expansion
    into multiple cities.
  ● Devised sales strategy and managed the team that sold out every office space in the first
    26,000 square-foot facility in Playa Vista before launch day.
  ● Invented the coworking model used by the company: "80-20 impact rule" that has led to a
    community of 1000+ entreprenuers across 4 facilities between Los Angeles and Denver.
  ● Designed logo and branding for website and marketing materials.
  ● Built founding team to conduct an initial market analysis and create a customer
    development plan.

COMMUNITY AFFILIATIONS

Dynamo Sports Club in Beverly Hills - "International Mixed Martial Arts & Self-Defense Academy"
        Founder & Sensei (2006-Present)

Beverly Hills High School CTE - "Career and Technical Education in Beverly Hills"
  Advisory Board Member (2015 - 2016), Part-Time Teacher (2018-2019)

Hacktech - "The First Megahackathon on the West Coast"
  Founding Board Member (2014)

LA Hacks - "The Official Hackathon of UCLA"
  Founding Board Member (2014)

Bruin Entrepreneurs - "The Premier Entrepreneurship Organization at UCLA"
  Founding Board Member (2014)

AWARDS

- 30 under 30: Jewish Journal (2017)
- Certificates of Appreciation - Mayor Eric Garcetti (2017), Congresswoman Maxine Waters (2015)

March 6, 2020

Jennifer Hiramoto
Glendale Economic Development Division
633 East Broadway, Suite 201
Glendale, California 91206

Dear Ms. Hiramoto,

As Deputy Mayor of Economic Development for Los Angeles Mayor Eric Garcetti, I write this letter in support of Grid110's proposal for Glendale's Tech Accelerator initiative. As the greater region of Los Angeles and surrounding area continues to expand into one of the leading tech and entrepreneurship ecosystems in this country, programs like Grid110 with a track record of success can help to accelerate incubation of new, innovative companies.

Since first partnering with Grid110 in 2015, we have seen the organization build one of the leading communities in Los Angeles for early stage entrepreneurs. Their efforts to level the playing field for entrepreneurs have resulted in supporting 126 companies (primarily led by women and people of color), $17.5M in venture capital raised and 77+ local jobs created.

By selecting Grid110 for this initiative, the City of Glendale can ensure that more businesses will be supported through the most critical points in their lifecycle to add to the vibrant and thriving startup community that Glendale has already created.

We applaud Grid110's efforts to make entrepreneurship more accessible and inclusive, and we recommend their program and community development model. It is our firm belief that the expansion of this organization's efforts to cities like Glendale will continue to make large scale and high value impacts for the broader region.

Sincerely,

William Chun

Deputy Mayor of Economic Development
Office of Mayor Eric Garcetti

Attn: Jennifer Hiramoto
Glendale Economic Development Division
633 East Broadway, Suite 201
Glendale, California 91206

March 1. 2020

Dear Jennifer:

I'm the Managing Director of Techstars LA and have been in that role for over three years. I am also a partner in an early stage VC fund focusing on LA pre-seed companies, called The Fund LA. Techstars is a global network of accelerator programs and is the largest early stage investor in the world, in terms of number of investments we will make this year. Here in LA Techstars has three accelerator programs and has invested in over 85 local companies.

As the greater region of Los Angeles continues to expand into one of the leading tech and entrepreneurship ecosystems in this country, I write this letter in support of Grid110's proposal for Glendale's Tech Accelerator initiative.

Grid110 continues to be instrumental in helping to identify, mentor and build a community of promising entrepreneurs. Tech ecosystems need programs like this to help build a healthy pipeline of sustainable companies and viable investment opportunities in the area.

By selecting Grid110 for this initiative, the City of Glendale can ensure that more early stage entrepreneurs will gain the support and resources needed to build a thriving tech community and attract the deserved attention of investors to the northeast region of LA. We are aligned with Grid110's efforts to make entrepreneurship more accessible and inclusive, and we recommend their program and community development model. It is our firm belief that the expansion of this organization's efforts to cities like Glendale will continue to make large scale and high value impacts for the broader region.

I have worked closely with Grid110 over the last three years and have invested in two companies (Finli and PRZM) that have come through the Grid110 program, and then gone on to further growth and success. Grid110 has a stellar reputation for the quality of the founding teams selected, and the program's value in helping those companies get to the next stage. Grid110 is also an anchor of the early stage tech community via their events, thought leadership and curation of the local startup community. Grid110 is the top program I recommend to founders who are too early to participate in the Techstars program.

I strongly recommend the Grid110 organization for the Glendale opportunity and would personally commit to visiting the program and encouraging others in the local VC community to do so.

Best regards,
Anna Barber, Managing Director - Techstars LA

Attn: Jennifer Hiramoto

Glendale Economic Development Division

633 East Broadway, Suite 201

Glendale, California 91206

February 27, 2020

Dear Jennifer Hiramoto:

I am writing this letter in support of Grid110's proposal for Glendale's Tech Accelerator Initiative. I completed Grid110's 8-week Idea to Product "I2P" program in the summer of 2018 as a first time entrepreneur. I had just relocated back to Los Angeles from Chicago and made a decision to transition out of a career in higher education to start a new company. I had to build my professional community in LA from the ground up and Grid110 played an integral role in accelerating this process. Thanks to I2P, I had a physical space to work in alongside other entrepreneurs; access to resources such as attorneys, business mentors, and public speaking coaches; access to information and knowledge which is vital in the beginning stages of building a business; and best of all, a community that I continue to be a part of almost two years later.

I grew up in Hollywood but spent a good part of my teen years in Glendale pre-Americana. I am so proud to see the vibrant expansion Glendale is currently experiencing. I still feel such a close tie to the community and find myself in Glendale at least twice a week whether it is to shop, eat, see a movie or visit family. I speak highly and proudly of Glendale as if it were my own.

Grid110 will be the perfect piece to the Glendale puzzle. Grid110 operates from the heart. They care about the people they work with and create an inclusive environment for new entrepreneurs to expand on their vision and ideas. Grid110 is not a conveyer belt turning out new entrepreneurs. They strive to create a personal touchpoint with each participant that goes far beyond the limits of the program. Grid110 has gained the respect and support of the LA entrepreneurship ecosystem and they do a fine job of connecting program participants to this ecosystem whether through hosting speakers during the program, Tech Gives Back Service Day, workshops, conferences, etc. I can confidently say I would not have had the opportunity to be a part of some phenomenal programming in LA and even the Bay if not for Grid110. They are truly the eyes and ears to what is happening in the tech world.

I am proud to be a part of Grid110's legacy and the mark they will leave on the city of Los Angeles, and, hopefully, the city of Glendale. Thank you for your consideration.

Sincerely,

Evelina Ayrapetyan

Evelina Ayrapetyan

2020-2021	**Year 1**	
	Programs	**Community & Events**
June	Kickoff/launch event Recruit/hire team Prep Space	Tech on Tap Develop Advisory Board/Committee, & Hackathon
July	Marketing & recruiting efforts	Tech on Tap
August	**APPLICATIONS OPEN** Info Sessions Marketing & recruiting efforts	Tech on Tap
September	Info Sessions Marketing & recruiting efforts	Tech on Tap Glendale Tech Week, & Hackathon
October	**APPLICATIONS CLOSE** Application Review	Tech on Tap Pasadena Connect Week
November	Interview Companies Company Selection Notify Companies Program Prep	Tech on Tap
December	Company onboarding Finalize Curriculum Entrance interviews	Tech on Tap & Hackathon
January	**WINTER PROGRAM START**	Tech on Tap, Student Internship Program Start
February	**WINTER PROGRAM**	Tech on Tap
March	**WINTER PROGRAM END** Pitch Showcase/Demo Day	Tech on Tap, Hackathon
April	**APPLICATIONS OPEN** Info Sessions Marketing & recruiting efforts	Tech on Tap
May	**APPLICATIONS CLOSE** Interview Companies Company Selection Notify Companies Program Prep	Tech on Tap

2021-2022	**Year 2**	
	Programs	**Community & Events**
June	Company onboarding Finalize Curriculum Entrance interviews	Tech on Tap Hackathon
July	**SUMMER PROGRAM START**	Tech on Tap, Student Internship Program Start
August	**SUMMER PROGRAM**	Tech on Tap
September	**SUMMER PROGRAM END** Pitch Showcase/Demo Day	Tech on Tap Glendale Tech Week, & Hackathon
October	**APPLICATIONS OPEN** Info Sessions Marketing & recruiting efforts	Tech on Tap Pasadena Connect Week
November	Interview Companies Company Selection Notify Companies Program Prep	Tech on Tap
December	Company onboarding Finalize Curriculum Entrance interviews	Tech on Tap & Hackathon
January	**WINTER PROGRAM START**	Tech on Tap, Student Internship Program Start
February	**WINTER PROGRAM**	Tech on Tap
March	**WINTER PROGRAM END** Pitch Showcase/Demo Day	Tech on Tap, Hackathon
April	**APPLICATIONS OPEN** Info Sessions Marketing & recruiting efforts	Tech on Tap
May	**APPLICATIONS CLOSE** Interview Companies Company Selection Notify Companies Program Prep	Tech on Tap

2022-2023	Year 3	
	Programs	**Community & Events**
June	Company onboarding Finalize Curriculum Entrance interviews	Tech on Tap Hackathon
July	**SUMMER PROGRAM START**	Tech on Tap, Student Internship Program Start
August	**SUMMER PROGRAM**	Tech on Tap
September	**SUMMER PROGRAM END** Pitch Showcase/Demo Day	Tech on Tap Glendale Tech Week, & Hackathon
October	**APPLICATIONS OPEN** Info Sessions Marketing & recruiting efforts	Tech on Tap Pasadena Connect Week
November	Interview Companies Company Selection Notify Companies Program Prep	Tech on Tap
December	Company onboarding Finalize Curriculum Entrance interviews	Tech on Tap & Hackathon
January	**WINTER PROGRAM START**	Tech on Tap, Student Internship Program Start
February	**WINTER PROGRAM**	Tech on Tap
March	**WINTER PROGRAM END** Pitch Showcase/Demo Day	Tech on Tap, Hackathon
April	**APPLICATIONS OPEN** Info Sessions Marketing & recruiting efforts	Tech on Tap
May	**APPLICATIONS CLOSE** Interview Companies Company Selection Notify Companies Program Prep	Tech on Tap

	Year 1	Year 2	Year 3
Expenses			
Personnel	$143,000.00	$150,500.00	$150,500.00
Operations	$107,892.00	$87,992.00	$87,992.00
Programs	$16,000.00	$14,000.00	$14,000.00
Community	$66,400.00	$80,400.00	$80,400.00
Total	$333,292.00	$332,892.00	$332,892.00

	Total	June	July	August	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May
Personnel													
Managing Director	$80,000.00												
Program Lead	$55,000.00												
EIR	$8,000.00												
Total	$143,000.00												
Operations													
Office Supplies	$22,150.00	$20,000.00	$100.00	$100.00	$100.00	$100.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00
Software & Subscriptions	$3,000.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00
Rent	$12.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00
License Fee & Support	$30,000.00	$30,000.00											
Utilities	$48,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00
Insurance	$2,000.00	$500.00			$500.00			$500.00			$500.00		
Parking	$2,730.00	$70.00	$140.00	$140.00	$140.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00
Total	$107,892.00												
Programs													
Program Support	$6,000.00		$1,000.00	$1,000.00	$1,000.00				$1,000.00	$1,000.00	$1,000.00		
Marketing/Design	$10,000.00	$10,000.00											
Total	$16,000.00												
			$0.00										
Community													
Contractors	$60,000.00												
Event Supplies	$6,400.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00
Total	$66,400.00												
TOTAL	$333,292.00												

	Total	June	July	August	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May
Personnel													
Managing Director	$80,000.00												
Program Lead	$55,000.00												
EIR	$8,000.00												
Fellows/Interns	$7,500.00												
Total	$150,500.00												
Operations													
Office Supplies	$2,250.00	$100.00	$100.00	$100.00	$100.00	$100.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00
Software & Subscriptions	$3,000.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00
Rent	$12.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00
License Fee & Support	$30,000.00	$30,000.00											
Utilities	$48,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00
Insurance	$2,000.00	$500.00			$500.00			$500.00			$500.00		
Parking	$2,730.00	$70.00	$140.00	$140.00	$140.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00
Total	$87,992.00												
Programs													
Program Support	$14,000.00		$1,000.00	$1,000.00	$5,000.00				$1,000.00	$1,000.00	$5,000.00		
Marketing/Design	$0.00												
Total	$14,000.00												
			$0.00										
Community													
Contractors	$74,000.00												
Event Supplies	$6,400.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00
Total	$80,400.00												
TOTAL	$332,892.00												

	Total	June	July	August	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May
Personnel													
Managing Director	$80,000.00												
Program Lead	$55,000.00												
EIR	$8,000.00												
Fellows/Interns	$7,500.00												
Total	$150,500.00												
Operations													
Office Supplies	$2,250.00	$100.00	$100.00	$100.00	$100.00	$100.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00
Software & Subscriptions	$3,000.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00	$250.00
Rent	$12.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00	$1.00
License Fee & Support	$30,000.00	$30,000.00											
Utilities	$48,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00	$4,000.00
Insurance	$2,000.00	$500.00			$500.00			$500.00			$500.00		
Parking	$2,730.00	$70.00	$140.00	$140.00	$140.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00	$280.00
Total	$87,992.00												
Programs													
Program Support	$14,000.00		$1,000.00	$1,000.00	$5,000.00				$1,000.00	$1,000.00	$5,000.00		
Marketing/Design	$0.00												
Total	$14,000.00												
			$0.00										
Community													
Contractors	$74,000.00												
Event Supplies	$6,400.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00	$1,150.00	$200.00	$200.00
Total	$80,400.00												
TOTAL	$332,892.00												

GRID110

BOARD OF DIRECTORS

1. I, THE UNDERSIGNED, *Miki Reynolds* to *GRID110, Inc.* do herby certify that the individuals listed below are the duly elected members of the Board of Director of *GRID110, Inc.*

Name and Address	Title	Compensation	Relationship With other Directors/Officers	# of Hours Worked Per Week
Megan Sette 800 Wilshire Blvd, Suite 200 Los Angeles, CA 90017	Board Chair/ Secretary	None	None	5 hrs.
Ashumi Shippee 800 Wilshire Blvd, Suite 200 Los Angeles, CA 90017	CFO/Treasurer	None	None	5 hrs.
Stephen Kane 800 Wilshire Blvd, Suite 200 Los Angeles, CA 90017	Director	None	None	5 hrs.
Jade Turner-Bond 800 Wilshire Blvd, Suite 200 Los Angeles, CA 90017	Director	None	None	5 hrs.
Prashant Samant 800 Wilshire Blvd, Suite 200 Los Angeles, CA 90017	Director	None	*	3 hrs.
Jared Goodner 800 Wilshire Blvd, Suite 200 Los Angeles, CA 90017	Director	None	*	3 hrs.

GRID110

*Regarding 2a, Directors Prashant Samant and Jared Goodner are business partners in two separate ventures that are unrelated to GRID110 (USC Digital Health Lab and Akido Labs), neither of which will receive any benefit or financial gain from GRID110.

3. IN WITNESS WHEREOF, I have hereunto subscribed by the order of the Board of Directors to this 12th day of October, 2018.

Miki Reynolds
Signature of Corporation CEO

Full Name	Title	Business Address	City	State	Zip
Justin Brezhnev	CEO/President	3435 Ocean Park Blvd. #107 PMB 124	Santa Monica	CA	90405
Patricia Spencer	Board Chair	3435 Ocean Park Blvd. #107 PMB 124	Santa Monica	CA	90405
Alex Cascante	Treasurer/Board Member	3435 Ocean Park Blvd. #107 PMB 124	Santa Monica	CA	90405
Gemma Busoni	Board Member	3435 Ocean Park Blvd. #107 PMB 124	Santa Monica	CA	90405
Anand Capur	Board Member	3435 Ocean Park Blvd. #107 PMB 124	Santa Monica	CA	90405
Shahan Khan	Board Member	3435 Ocean Park Blvd. #107 PMB 124	Santa Monica	CA	90405
Eva Zheng	Board Member	3435 Ocean Park Blvd. #107 PMB 124	Santa Monica	CA	90405

Exhibit A: Conflict of Interest Form

City of Glendale
Disclosure - Campaign Finance Ordinance
Applicants Seeking Entitlement

Submit to Permit Services Center, 633 E. Broadway, Rm. 101.
For more information, call 818-548-3200.

(To be Completed Prior to Preparation of Staff Reports for Consideration of Entitlement Matter by Council, Agency, or Authority, or at Time of Appeal to the City Council if the Applicant is also the Appellant)

In August 2011, the Glendale City Council adopted Ordinance No. 5744, which becomes effective on September 9, 2011 ("Ordinance"). The Ordinance prohibits campaign contributions from "applicants seeking entitlement," their contractors and subcontractors (including their architects, engineers, and design professionals) while the application is "pending" and for 12 months thereafter. The Ordinance also prohibits Council Members from voting on any matter pertaining to an entitlement if the Council member has received a campaign contribution from the applicant seeking the entitlement, or certain contractors or subcontractors of the applicant, within the 12-month period preceding the vote.

The Applicant and the Owner/Lessor hereby discloses as follows.

(If printing, please print legibly. Use additional sheets as necessary.)

I. **Name of Applicant and Name of Owner/Lessor on whose behalf application is filed:**

Full Name	Title	Business Address	City	State	Zip
Miki Reynolds	CEO/ED	800 Wilshire Blvd, Suite 200	Los Angeles	CA	90017

II. Officers or owners/investors of Applicant Entity. Please also disclose the following persons or entities related to the applicant entity: CEO/President, Chairperson, Chief Operations Officer, Chief Financial Officer, any member of the Board of Directors, and any individual or entity that owns 10% or more the contractor of applicant seeking entitlement, as well as any campaign +

Full Name	Title	Business Address	City	State	Zip
Miki Reynolds	CEO/ED	800 Wilshire Blvd, Suite 200	Los Angeles	CA	90017
See attached for additional					

III. Contractor of Applicant(s) Seeking Entitlement*

Full Name	Title	Business Address	City	State	Zip

* "Contractor of Applicant Seeking Entitlement" means "a person who has, or has been promised, a contract as an architect, design professional, engineer, or general or prime contract with an applicant seeking entitlement. "Contractor of applicant seeking entitlement," includes not only the contracting party but also the CEO/President, Chairperson, Chief Operations Officer, Chief Financial Officer, any member of the Board of Directors, and any individual or entity that owns 10% or more the contractor of applicant seeking entitlement, as well as any campaign committee that is sponsored and controlled by the contracting party. Please list the names and addresses of all of these parties.

IV. Subcontractor of Applicant(s) Seeking Entitlement**

Full Name	Title	Business Address	City	State	Zip

** "Subcontractor of Applicant Seeking Entitlement" means "a person who has, or has been promised, a subcontract as an architect, design professional, engineer, or perform other work with a 'contractor an applicant seeking entitlement."

"Subcontractor of applicant seeking entitlement," includes not only the subcontracting party, but also the CEO/President, Chairperson, Chief Operations Officer, Chief Financial Officer, any member of the Board of Directors, and any individual or entity that owns 10% or more the subcontractor of applicant seeking entitlement, as well as any campaign committee that is sponsored and controlled by the subcontracting party. Please list the name and addresses of all of these parties.

V. Disclosure. The Applicant Seeking Entitlement has made campaign or officeholder contributions in the preceding 12 months to City of Glendale elected officials as follows:

Elected Official	Name of Individual or Entity	Date of Contribution

I hereby certify, on behalf of the above-named applicant(s) and owner(s)/lessor(s), that the applicant seeking entitlement has made the campaign contributions as set forth above. I also certify that the names of all contractors of applicant and all subcontractors of applicant, as of today's date, are fully set forth above. I further acknowledge that the applicant has a continuing obligation to update this disclosure form if the applicant selects additional or substitute architects, design professionals, contractors or subcontractors within ten (10) days of the selection or change. I hereby certify that I have been legally authorized by the applicant/owner/lessor to submit this disclosure form and certify to the content hereof.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on _____3/11/2020_____ at _____Los Angeles_____, California

Applicant's Signature_____, Print Applicant's Full Name _____Miki Reynolds_____

Applicant's Address _____800 Wilshire Blvd, Suite 200, Los Angeles, CA 90017_____

Applicant's Contact Phone Number _____310-922-7368_____

Applicant's Email Address _____miki@grid110.org_____

MARCH 2020

GLENDALE TECHNOLOGY ACCELERATOR

JOINT PROPOSAL PREPARED BY GRID110 & HACKER FUND

TABLE OF CONTENT

AN OVERVIEW

It's with great excitement that Grid110 and Hacker Fund submit our joint proposal for The Glendale Accelerator. The City of Glendale has made incredible strides over the past few years to build the foundation of a thriving tech ecosystem. We have come together in an effort to build upon that foundation, combining the best possible resources, network and experience that we've acquired over the past several years.

WHAT WE STRIVE TO ACCOMPLISH

- Showcase the local innovation community by providing free accelerator programs, events and community engagement opportunities
- Promote Glendale and the tri-cities region as an innovation hub by building on the city's efforts.
- Drive local economic development by supporting entrepreneurs through their most critical stages of development, which ultimately creates jobs and generates revenue/investment in the area.
- Over the next three years:
  - Provide a minimum of 80 free educational sessions (165 hours) to startup founders through our flagship programs
  - Grow a community of 75 companies locally, as part of a larger, extended Grid110 network of 400+ companies across the greater region.
  - Engage the community through monthly Tech on Tap events, student internships, quarterly hackathons, and additional community initiatives.

KEY PERSONNEL & PARTNERS

PRIMARY ENTITY

GRID110

Grid110 is an economic and community development non-profit dedicated to creating clearer pathways to success for early-stage entrepreneurs in Los Angeles.

Nina Klein
Proposed Managing Director

TBD
Program Lead

TBD
EIR

PARTNER

HACKERFUND®

Hacker Fund is a nonprofit incubator for charitable, educational, and scientific projects.

Justin Brezhnev
Community Director

TBD
Events Coordinator

PROGRAMMING

Our program model will be to provide programs *at no cost, no equity* taken.

IDEA TO PRODUCT

About: I2P is an eight week program designed to help founders at the earliest stages of their ventures focus on the fundamental parts of building a successful, sustainable business.

Companies supported per Cohort: 15

RESIDENCY

About: The Residency program is a 12 week program for early-stage companies with evidence of traction looking to accelerate to the next stage of growth.

Companies supported per Cohort: 5-10.

COMMUNITY EVENTS

HACKATHONS
(Quarterly)

TECH ON TAP
(Monthly)

GLENDALE TECH WEEK
(September)

PASADENA CONNECT WEEK
(October)

STUDENT INTERNSHIP PROGRAM
(2x per year)

PROJECTIONS & KEY METRICS

EMAIL LIST GROWTH

In order to measure the effectiveness of our reach into the community, we'll measure email list growth over time.

COMPANIES SUPPORTED

20 in year 1, growing to 40 per year by year 3 for a total of approx. 75 total.

OUTSIDE FUNDING OBTAINED BY COMPANIES

Track and report annually on funding received by companies who complete our programs.

JOBS CREATED BY COMPANIES

Track and report annually on jobs created by companies who complete our programs.

COMMUNITY EVENTS & ATTENDANCE

Track 1) the number of events we host for the broader community and 2) event attendance.

TIMELINE HIGHLIGHTS

Q3 '20
- Marketing & Recruiting efforts
- Applications Open for Winter Program
- Glendale Tech Week & Hackathon

Q4 '20
- Applications Close
- Interview and Select Companies
- Pasadena Connect Week
- Hackathon

Q1 '21
- Winter Program
- Hackathon
- Pitch Showcase / Demo Day

Q2 '21
- Applications Open for Summer Program
- Interview and Select Companies
- Hackathon

TIMELINE HIGHLIGHTS

Q3 '21

- Summer Program
- Glendale Tech Week & Hackathon
- Pitch Showcase / Demo Day

Q4 '21

- Applications Open for Winter 2022
- Interview and Select Companies
- Hackathon

2022

- Winter & Summer Programs
- Bi-annual Pitch Showcase / Demo Day
- Quarterly Hackathons
- Glendale Tech Week

2023

- Winter & Summer Programs
- Bi-annual Pitch Showcase / Demo Day
- Quarterly Hackathons
- Glendale Tech Week

FUTURE SUSTAINABILITY

CORPORATE SPONSORSHIP

$150K
by year 4

GRANT SUPPORT

$150K
by year 4

PROGRAM SERVICE REVENUE
(ADMISSION & MEMBERSHIP FEES)

$50K
by year 4

WHY US?

- We have spent the last 5 years building two of the most recognized and respected organizations in the LA tech community.
- We have identified key team members with a vested personal interest in helping to develop the Glendale tech ecosystem.
- We have experience launching and building programs through an economic development, community development and workforce development lens.
- We are dedicated to creating inclusive and accessible pathways for entrepreneurs and the tech work force.

GRID110 & HACKER FUND

THANKS YOU

FOR YOUR
CONSIDERATION!