Economic Development Commission  
September 11, 2012 Meeting  
6:30 PM  
City Council Chambers

Opening (6:30 to 6:45)  
Goal: Agreement to meeting objectives  
1. Approval of Agenda  
2. Approval of meeting notes from July 10, 2012  
3. Public Comment

Discussion/Action Topics (6:45 to 8:00)  
Goal: Commitment to progress or support needs for work program elements  
Outcome: Updated focus area task status and assignments

1. 2012 Work Program Status Updates and Next Steps for Critical Path  
   • Increase Access to Capital – Update Approach – Brian Armstrong will speak to the Commission on capital markets  
   • Recruit, Grow, and Retain Business – Discuss Next Networking Event.  
   • Brief updates on:  
     • Create and Market a Stronger Brand  
     • Educate and Train the Workforce of the Future  
     • Cultivate innovation and technology  
     • Promote High quality Infrastructure

2. Communications  
   • GURA – Colacci  
   • Prospect/Development Project Report  
   • Chamber of Commerce – Condon, Rinehimer  
   • Marketing Committee – Block, Rinehimer  
   • General comments

3. Schedule/Assignments/Feedback

4. Wrap up and Adjourn (8:00)

The City of Golden does not discriminate on the basis of race, color, national origin, sex, religion, age or disability in the provision of services. For disabled persons needing reasonable accommodation to attend or participate in a city service, program or activity, call 384-8017 as far in advance as possible. Disabled access is available from the front entrance of City Hall.
Minutes of Meeting
June 12, 2012

Present: Mary Block, Josephine Colacci, Kelly Jackson Condon, Todd Grover, Renee Rinehimer

Absent: Terrence Rapaport, Paula Reed

Staff present: Steve Glueck

The meeting was called to order at 6:35 PM

1. APPROVAL OF AGENDA

Vice Chair Grover asked if there are comments or objections to the agenda for July 10, 2012. There being none, the chair declared the agenda approved.

2. APPROVAL OF MINUTES

Grover asked if there are comments or objections to the meeting minutes from June 12, 2012. There being no comments, the chair declared the June 12, 2012 meeting minutes approved.

3. PUBLIC COMMENT

Grover asked for potential public comment. There was none.

4. DISCUSSION / ACTION TOPICS

A. 2012 Work Program. Grover led the commission through a review of the elements of the work plan dashboard most in need of discussion or decisions as follows:

1. Commission members discussed logistics and next steps for the July 25, 2012 Energy Sector networking event, to include:
   i. Commission members volunteered to follow-up with specific invitees.
   ii. Commission members will contact additional invitees directly and send info to Glueck.
iii. Commission reviewed initial discussion questions but decided that the sector map exercise may be too complicated for the available time. It will be used by commission as part of the table discussion of who is here, and who is not.

iv. Glueck will finalize the infrastructure survey and evaluation form (one two sided sheet)

v. Glueck will secure golf rounds for a grand prize.

2. Brian Armstrong, a colleague of Reed’s knowledgeable in the capital markets will meet with EDComm at the August meeting.

3. Commission continued discussion of the approach suggested by Joy Meadows for using public relations as a branding strategy. Based upon her initial (unsuccessful) effort to organize a focus group discussion of marketing professionals from among the energy sector companies, it was decided that she would seek such a discussion from our general primary employer group, and then we may refocus by sector. It was also directed that Joy (thru staff) continue to work with relocating, expanding, and new businesses to promote them and Golden.

4. The direction for educating the workforce was discussed and confirmed with more discussion in the future.

   i. The scholarship program will be continued this coming year, with an earlier start.

   ii. EDComm will participate in the general effort to assist schools.

   iii. EDComm may tag on to the Golden Schools Foundation awards for outstanding teachers.

5. COMMUNICATIONS

a. GURA Colacci mentioned that GURA staff is focusing on efforts related to the possible future Downtown Development Authority and a possible Central Neighborhoods URA project.

b. Prospect Report Glueck mentioned the lunch with Tribologix (a small aerospace company from Ohio) on June 25th. Grover and Rapaport had attended.

c. Chamber of Commerce Condon mentioned that there are several ribbon cuttings and that summer events like the Farmers Market, Supercruise, and First Friday street fairs are doing very well.

d. Marketing Committee Block and Glueck mentioned the topics at a recent Buy Golden meeting, and the upcoming Visit Golden stakeholder committee meeting.
6. AGENDA/ SCHEDULE

The next commission meeting is August 14, 2012. Glueck will be sending out the tracking “dashboard” and further information.

Rinehimer MOVED and it was SECONDED to adjourn at 8:15 p.m. The motion passed unanimously.

______________________________
Todd Grover, Vice Chair
City of Golden Memorandum

To: Economic Development Commission
From: Steve Glueck, Director of Planning and Development
Date: September 5, 2012
Re: September 11, 2012 Packet Materials

Please review for the September 11, 2012 meeting.

Discussion/Action Topics:

1. **2012 Work Plan Critical Path Items.** Based upon recent meetings and assignments, there are two major discussion topics, with brief updates on other work plan elements:

   - **Increase Access to Capital.** Brian Armstrong from Point B Capital is scheduled to attend our meeting. The discussion will focus on several aspects of access and use of capital.

     EDComm and Jeffco EDC are splitting a sponsorship of the NREL Industry Growth Forum on October 23 and 24th. As part of the sponsorship, we receive one registration each. Based upon Brian’s advice, we may strategize about connecting with the capital side of the event, as well as the individual companies.

   - **Recruit Grow and Retain Business.** In order to stay on track with the annual work plan, EDComm needs to make a determination regarding a second networking event for the year. If EDComm is interested in having a second event, an initial idea would be as follows:

     i. Combine the medical device sector (17 companies) and the bio-science and biotechnology sector (23 companies), and reach deeper into the companies (invite more people) to try to boost overall attendance.

     ii. Focus the “program” directly on specific medical device and bioscience research at Mines. Maybe “display stations” and/or a presentation.

     iii. Add more discussion/introduction by attendees (requested at prior event).

     iv. Narrow focus to connections among them and to the area research.

     v. Can be same breakfast format, probably end of October or early November.
• Brief Updates

i. **Create and Market a Stronger Brand.** Staff will comment on the effort by Joy Meadows to coordinate marketing representatives from larger companies across sectors as part of our brand messaging effort. In addition, Jenifer Doane is working on more “ad hoc” opportunities such as the recent re-location of Tribologix from Ohio, and pending efforts about Sage Sailboats (manufactured in Golden), Spyderco (possible expansion), and Williams Form Engineering (a prestigious industry event).

ii. **Educate and Train the Workforce.** Rory Best, at Golden High, continues to promote the Red Rocks scholarship. There will be a press conference (invite attached) on September 12th for the ADD One job creation and training program spear headed by the Workforce Center.

iii. **Cultivate Innovation and Technology.** No specific update.

iv. **Promote High Quality Infrastructure.** If time permits, we should discuss the survey used at the energy sector event.

**Communications**
Staff and Commission members will report on the various areas listed on the agenda.

**Attachments:**
- NREL Growth Forum Web page
- ADD One Invitation
- Energy Event and Infrastructure Questionnaire
- Company lists.
The Industry Growth Forum is the premier event for clean energy startups to maximize their exposure to receptive venture capital, corporate investors, and strategic partners.

The National Renewable Energy Laboratory will present the 25th Annual Industry Growth Forum
October 23-24, 2012

The upcoming 25th Annual Industry Growth Forum will feature presentations from 30 emerging clean energy companies, provocative panels led by thought leaders, one-on-one meetings, and organized networking opportunities. Since the Forum began, it has grown to be the perfect venue for growing companies to prepare, refine, and present their businesses to a wide range of investors. Each year, the best presenters are awarded cash prizes and commercialization services from NREL. This focus on clean energy innovation is having an impact on the industry—since 2003, the presenting prototype, pre-commercial, and expanding cleantech companies who have presented have collectively raised more than $4 billion in growth financing.

To learn more about NREL's technology partnership and commercialization programs, see its Commercialization & Technology Transfer website.

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We find the NREL Forum to be one of the most ‘entrepreneur-friendly’ in the sector. While there is significant rigor to the selection and mentoring process, there is also recognition of the collaborative nature of the relationship between companies and investors.

Joyce M. Ferris, Blue Hill Partners, LLC
Read more testimonials
DRAFT AGENDA
25th NREL Industry Growth Forum
Grand Hyatt, Denver, CO
October 2012

Tuesday, October 23, 2012
Registration: 7:00am-7:00pm

One-on-One Networking Session

8:45-9:00 a.m.  One-on-One Opening Remarks
9:00-12:00 p.m. One-on-One Networking Sessions

Sign up for One-On-One 10 minute meetings with 50 leading investors, corporations, government agencies, and industry experts. In August, check the Forum website for a menu of participants and sign-up dates. Participants from the 2011 One-on-One Networking Sessions included:

Access Venture Partners  Dow Venture Capital  NREL Electrical Systems Integration
Advanced Technology Ventures  Dresser Rand  NREL Photovoltaics
Alitra Group  DTE Energy Ventures  NREL Transportation
Applied Ventures  GE Capital GM Ventures  NREL Wind
ARPA-E  General Motors Ventures  Nth Power
Arsenal Venture Partners  Goodwin Proctor  PricewaterhouseCoopers
Aster Capital  Hamilton Clark Securities Company  Robert Bosch Ventures
Autodesk  Honda Strategic Ventures  Rockport Capital
Azure International  I2BF Global Ventures  Siemens Venture Capital
BASF Venture Capital  IBM Venture Capital Group  Silicon Valley Bank
Battelle Ventures  Infield Capital  Silicon Valley Bank - Analytics
BP Alternative Energy Ventures  Khosla Ventures  SolarTec
Chrysalix Energy Venture Capital  Kleiner Perkins Caufield and Byers  Venture Labs
Claremont Creek Ventures  LNE Group  Wells Fargo
Constellation Energy  Mohr Davidow Ventures  Yellowstone Capital
Davis Graham & Stubbs  New Enterprise Associates
Delta Electronics  NREL Biomass
DFJ Mercury  NREL Commercialization & Technology Transfer
Department of Defense
Department of Energy EERE

12:00-12:15 p.m.  Break

Welcome to the 2012 Industry Growth Forum

12:15-1:15 p.m.  Opening Luncheon & Keynote Address
1:45-2:30 p.m.  Networking Break
2:30-5:15 p.m.  Company Presentations

Emerging clean energy startups will be presenting their company's business plans in 10 minute pitches, followed by 10 minutes of interactive Q&A with a panel of investors. There are two parallel tracks of 5 companies each. The presenting companies will be announced on September 4, 2012.
Colorado Welcome Reception

Dinner

Wednesday, October 24, 2012

7:30-8:30 a.m. Continental Breakfast and Networking
8:30-9:30 a.m. Panel Presentation
9:30-12:00 p.m. Company Presentations

Emerging clean energy startups will be presenting their company’s business plans in 10 minute pitches, followed by 10 minutes of interactive Q&A with a panel of investors. There are two parallel tracks of 5 companies each. The presenting companies will be announced on September 4, 2012.

12:00-1:30 p.m. Luncheon

1:30-2:00 p.m. Networking Break

2:00-5:00 p.m. Company Presentations

Emerging clean energy startups will be presenting their company’s business plans in 10 minute pitches, followed by 10 minutes of interactive Q&A with a panel of investors. There are two parallel tracks of 5 companies each. The presenting companies will be announced on September 4, 2012.

5:15-7:00 p.m. NREL Industry Growth Forum Award Reception
Did you know?
✓ There are over 20,000 businesses in Jefferson County
✓ If only 5% of these businesses hired one person, 1,000 additional people are employed
✓ When people are working, they spend money and businesses thrive
✓ As businesses thrive, additional jobs are added (transportation, childcare, healthcare, service sector, etc.) and the unemployment rate goes down
✓ The financial impact to the Jefferson County economy would be over $100,000,000

Join us for the
Kick-Off Event
Wednesday, September 12th
10:30 to 11:30 am

ERA | A Waters Company
Coors Technology Center
16341 Table Mountain Parkway | Golden, 80403

Business owners, community stakeholders and government agencies have joined together to create this grassroots initiative that will grow the Jefferson County economy... one job at a time!

Click HERE to RSVP
or visit: http://www.jeffco.org/events.asp

For more information about this event, please contact Jefferson County Economic Development Corporation at 303-308-2045.
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