



Business &
Entrepreneurship
Center
Cuesta College



SAN LUIS OBISPO COUNTY COMMUNITY COLLEGE DISTRICT

Thousands of Success Stories

Cooperative Agreement

The Small Business Development Center (SBDC) hosted at Santa Clarita Community College District (SCCCD), Hereinafter referred to as The Cooperating Organization, and the Business & Entrepreneurship Center (BEC) at Cuesta College hosted by the San Luis Obispo County Community College District, hereinafter referred to as The Center, agree to coordinate their respective services and collaborate on projects and services as described below. This agreement will remain in effect from August 1, 2014 to December 31, 2014 or until terminated or suspended by either party.

Activities

The Cooperating Organization and The Center have entered into a cooperative agreement to deliver business technical assistance and training to established businesses, entrepreneurs, start-ups in the service area of Santa Clarita, Lancaster, and Antelope Valley.

The Cooperating Organization will identify existing businesses, entrepreneurs, start-ups and/or industry sectors that are in need of business technical assistance. The Cooperating Organization will provide the needed business technical assistance (i.e. expertise, consulting services, and training). Through small business successes, The Center and the Cooperating Organization will contribute to job creation and/or retention in northern Los Angeles area of Santa Clarita, Lancaster, and Antelope Valley and therefore help businesses have a positive impact on the local and regional economies.

To accomplish this, The Center will provide funding in the amount of Twenty Five Thousand Dollars (\$25,000.00) to the Cooperating Organization. The funds are to be used to deliver technical assistance and training to regional business in the described service area on behalf of The Center. The source of these funds is from SB1402, DSN Grant #13-159-03.

The goal of this Cooperative Agreement is to create an overall positive economic impact and assist in attaining the goals and objectives of the California Community College Chancellors' Office under the program of the Division of Workforce and Economic Development "Doing What Matters For Jobs and The Economy."



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The Cooperating Organization is to provide technical assistance to businesses, entrepreneurs, start-ups and/or industry sectors on behalf of The Center. Technical Assistance is defined but not limited to:

- Delivering one-on-one consulting services with professional Business Advisors on all business issues including business expansion and start-up, marketing and sales tactics, business plan development, import/export assistance, logistics, manufacturing, financing resources, access to capital/loan packaging, finance and accounting, HR, legal issues, web site design and development, e-commerce and more.
- Training events - offer a broad spectrum of free and low-cost trainings, from QuickBooks, Starting your Own Business, Marketing, Writing Business Plans, etc.

The Cooperating Organization is to provide to The Center a quarterly report ending September 30, 2014 and a final report ending December 31, 2014 to include the following measurable outcomes:

- Number of jobs created
- Number of Job saved
- Businesses/owners assisted
- Hours of Training
- Number of training workshops delivered
- Number of employees/business trained
- Increase in Sales
- Amount of Loans
- Number of new businesses started
- Notable success stories



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The Center will be a resource to provide business expertise to The Cooperating Organization in the following areas:

- Marketing
- Strategic Planning
- Sustainability and green technologies
- Growth and investment strategies
- Access to Capital
- Financial Analysis
- Operations Management
- Customer Service
- E-commerce
- Economic Research and Analysis
- Business and Contract Law

Commitments and Responsibilities

The business expertise provided by The Center to the Cooperating Organization will be offered at no cost. In the event of both parties co-sponsor training workshops and/or business seminars, those events will be offered at no to low cost to participants.

Upon full execution of this agreement, The Cooperating Organization will submit an invoice to The Center for the full amount of \$25,000.00

The Cooperating Organization may provide production and distribution of promotional materials, reciprocal referrals, sharing speakers for events, providing facilitates for events, etc. When appropriate, the Cooperating Organization will encourage sponsorship of The Center by lending institutions or from visionary local businesses and organizations.

Reporting and Documentation Requirements

The Cooperating Organization and the Center agree to complete and maintain required reporting forms/databases and to document services provided to clients. All printed and published materials will include required to include the Doing What Matters for Jobs and the Economy and the Business & Entrepreneurship Center at Cuesta College logos and disclaimers.



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General Hold Harmless

Each Party (“Indemnifying Party”) shall, to the fullest extent permitted by law and only in proportion to each Party’s respective liability, defend, indemnify and hold harmless the other Party (“Indemnified Party”) and the Indemnified Party’s governing body, officers, employees, and agents from and against any claims, suits, and liability relating to this Agreement and arising out of any act or omission of, or caused by, the Indemnifying Party and/or the Indemnifying Party’s governing body, officers, employees or agents. The Parties intend and hereby agree that where the Parties are jointly liable, each Party’s obligation is solely liable for any claims, suits, and liability arising out of the sole act or omission of, or caused solely by, that Party and/or its governing body, officers, employees or agents.

Termination of Cooperative Agreement

The Cooperating Organization or The Center has the right to terminate or suspend this Cooperative Agreement upon thirty (30) days written notice to the other party. Should such termination occur, the funded amount will be refunded to The Center on a prorated amount.

Neither the Cooperating Organization nor the Center has the right to assign or otherwise transfer rights or obligations under this agreement except with written consent of the other party.




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Name of Cooperating Organization:

Small Business Development Center (SBDC) hosted at Santa Clarita Community College District (SCCCD)

by 
Pete Bellas
Dean, Economic Development

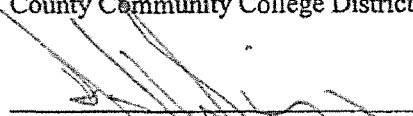
8-20-14
Date

by _____
Title Date

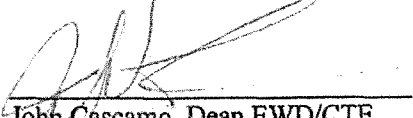
by _____
Title Date

Name of The Center:


Business & Entrepreneurship Center (BEC) at Cuesta College hosted by the San Luis Obispo County Community College District


Israel Domínguez
Director, Business & Entrepreneurship Center at Cuesta College

8/21/14
Date


John Cascamo, Dean EWD/CTE

21 Aug 2014
Date


Toni Sommer, VP Assist. Superintendent, Admin Svcs.

08/20/2014
Date