



# Track Coaching Session 1: Venture Criteria

***Sustainable Growth: Business Scaling and Expansion***



# Community Agreements

**Stay engaged:** We'll be spending an intensive, albeit brief period of time together. It's important that folks take care of their individual needs so that they can stay actively engaged in the entirety of the discussion. Please refrain from being on your phone or computer, unless using to take notes. When virtual, please try to limit other activities.

**Listen to understand:** As opposed to listening to respond, where we wait for someone to stop speaking so that we might speak, listening to understand invites us to actively take in what our peers are saying and ask follow-up questions to ensure we understand not just what a person says, but what they mean.

**Take space, make space:** If you're someone who is typically comfortable speaking in group settings, consider paying attention to when and how frequently you share, giving space to those voices the group might hear from less frequently. If you're someone who is typically quieter in group settings, consider taking a chance and sharing your questions, thoughts, concerns, and opinions.

**Nobody knows everything, but together we know a lot:** Everyone has expertise to contribute whether it be skills, resources, stories or insights. Our collective knowledge far exceeds our individual contributions.

**Challenge assumptions:** We're here to learn from one another and that means asking difficult questions and challenging what we may assume to be best practice. Many of our assumptions are invisible in our culture and ways of working. How might we get curious about the things we assume to be true to explore if there are ways to innovate and evolve our practices?

**Expect and accept non-closure:** During our limited time together we will not be able to address and solve all open question. That's ok! Prepare yourself in advance that decisions may remain under discussion, questions may remain open and we simply may not have time to address some topics. This is part of an ongoing conversation and there's more to follow.








**Center Participant Workers:** Participant Workers are the heart of our work. Keep the resident experiences, perspectives, needs and desires front and center in all things

**Embrace Diversity in All of its Forms:** Acknowledge and value the diversity of perspectives and opinions within the group, specifically how they may be informed by folks lived vs. learned experiences.

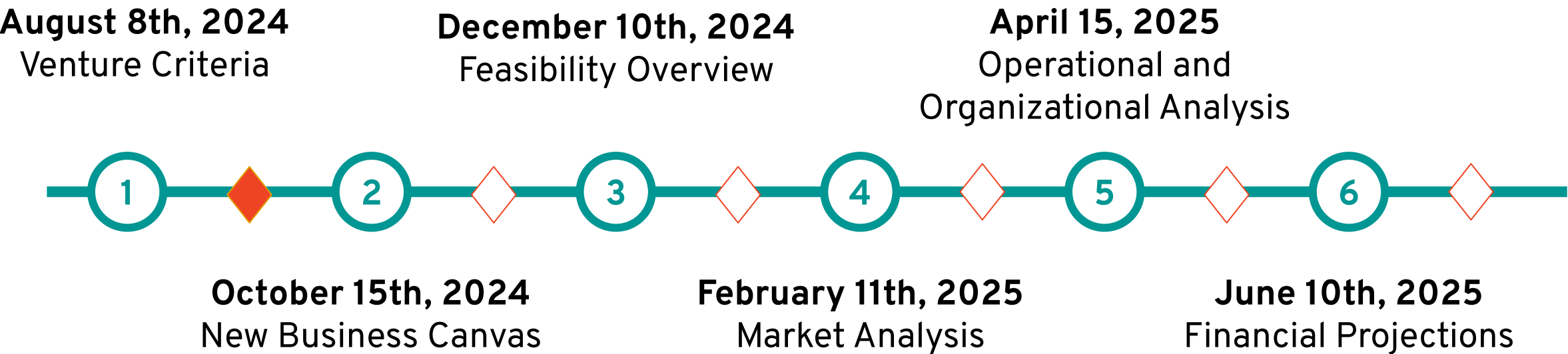
**Create a Safer Space for Sharing / Refrain from Attribution:** We want people to feel comfortable sharing experiences, observations, and ideas - even if those are ideas aren't yet fully baked. Let's help people be vulnerable and feel comfortable sharing by not attributing specifics.



# CA RISE Program Model Overview

Capital	 Grant	<ul style="list-style-type: none"> <li>• 50% of grant disbursed in late June / early July 2024</li> <li>• Remaining 50% of grant disbursed in November 2024</li> </ul>
Community	 In Person Capacity & Network Building	<ul style="list-style-type: none"> <li>• Aug 7th &amp; 8<sup>th</sup>, 2024 in person kickoff in Sacramento</li> <li>• Optional Regional Meetings (details coming)</li> </ul>
	 Relationship Manager Advisory Meetings	<ul style="list-style-type: none"> <li>• 1:1 Meetings to help you navigate program opportunities</li> <li>• Offers continued support and connection to resources</li> </ul>
Capacity	 Cohort Track Sessions	<ul style="list-style-type: none"> <li>• Sessions every other month with 10-20 ESEs focused on Sustainable Growth of ESE businesses or Economic Mobility of ESE participants</li> </ul>
	 Responsive TA	<ul style="list-style-type: none"> <li>• Optional in-depth support from external consultants or ESE leaders focused on a specific topic or challenge</li> </ul>
	 Workshops	<ul style="list-style-type: none"> <li>• Optional working sessions focused on ESE specific challenges and opportunities with talent, operations, and government opportunities</li> </ul>
	 Self-Service Tools	<ul style="list-style-type: none"> <li>• Access to resources (e.g., tools and templates) on specific topics through REDFWorkshop and monthly newsletters</li> </ul>

# Sustainable Growth: Business Scaling and Expansion Roadmap



Today's Monthly Coaching Sessions





What questions do you have about the CA RISE Program and your Subtrack?

***Please put your response in the chat***

# Independent Reflection

- What venture criteria have you identified?
- What insights have you gained from talking with stakeholders that have informed or influenced your venture criteria?
- Have you experienced any challenges developing venture criteria, or talking to your ESE's stakeholders?



# 5 Minute Break!

Please come back by 12:00 PM.





# Independent Reflection

- What is your ESE's scaling and expansion goal?
- What is an urgent decision your ESE needs to make to move your scaling and expansion goal forward?
- How will you use your ESE's venture criteria to evaluate your options?





# What's Next?

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## After this session:

- Keep working on your venture criteria, discuss your venture criteria with your stakeholders, and start using the tool to evaluate growth opportunities.
- Our next track session is **Tuesday, October 15th** from 11 AM -12:30 PM PST. The session is **VIRTUAL**.

