

## **Brentwood joins forces with iGate to help push tech-oriented ventures**

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The city of Brentwood is looking to the Tri-Valley and its national labs to help realize its vision of becoming a destination for tech-oriented business ventures.

Earlier this month, Brentwood became the newest city to join forces with iGate, a regional partnership aimed at furthering economic development efforts coming out of Lawrence Livermore National Lab and Sandia National Lab. Other city partnerships with iGate include Dublin, Pleasanton, Davis, Tracy, Lathrop, Danville, Fremont and Livermore, which created it along with the labs.

"The (Tri-Valley) is an area that is becoming increasingly important for Brentwood," said Alex Greenwood, the city's economic development manager. "This is a great opportunity for Brentwood. We believe that the two national labs will be a catalyst for tech engineering jobs."

Brentwood is ideal, Greenwood said, because it is just 20 minutes from the labs and offers expertise in real estate development, plenty of land, including 10,000 acres of prime agricultural land, a significant supply of water and a new community center to host events. He noted that the main concept of iGate is to work with the labs to sponsor incubator space for entrepreneurial endeavors such as computer research, clean energy and other growing green fields.

"(The labs') focus is changing," said Greenwood. "Their funding is changing, and they are looking for new sources of funding and their missions are evolving."

iGate was founded two years ago to bring together industry, government, research institutions and financing through venture capital and banks, said interim iGate CEO Rob White, who also serves as economic development director for Livermore. According to White, Brentwood's land availability makes it ideal for manufacturing, prototyping and scientific research companies.

"Brentwood has a significant culture rooted in agriculture and a strong bend toward biotech," White said. "They also have a strong culture for small entrepreneurs and startup companies."

Many of these Brentwood entrepreneurs were engineers and scientists who work for or are connected to the labs, White noted. He added that there is potential for new ways of looking at energy distribution and clean energy technologies with access to the Delta.

An incubator would give local entrepreneurs a chance to gather with like-minded individuals for a common purpose. For help with business strategies and networking opportunities, iGate would host regular workshops and events to connect those entrepreneurs with venture capitalists.

"Innovation comes when two ideas come together," White said. Greenwood said that he hopes this partnership will be a long and fruitful one. "They were impressed with our sincere energy and willingness to participate," he said.