



---

## **Report to Economic Development Sub-Committee**

**TO:** Economic Development Subcommittee  
**FROM:** Mike Lee, Economic Development Director  
**AGENDA DATE:** December 12, 2017  
**TITLE:** **ANNUAL EVENTS UPDATE 2017**

---

### **RECOMMENDED ACTION**

Staff recommends that the Economic Development Subcommittee members receive and file the attached information showcasing Moreno Valley's participation in regional and international workshops, seminars, conferences and tradeshows. Staff will provide a verbal presentation at the Subcommittee meeting.

### **ATTACHMENTS**

EXHIBIT A: Events Overview 2017  
EXHIBIT B: Proposed Events Overview 2018

---

Prepared By: Kandace West  
Executive Assistant I

---

Department Head Approval: Mike Lee  
Economic Development Director

## City of Moreno Valley | Economic Development | Events Overview 2017

The Economic Development Department participated in nearly 100 local, regional and international networking events to showcase Moreno Valley, and to obtain information on markets with other agencies and jurisdictions. The following lists the City's participation in these events:

<b>Annual Networking Event (IEEP)</b> (Inland Empire Economic Partnership)	January 11	Ontario
<b>Inland Empire &amp; Orange County January Networking &amp; Annual Meeting (SIOR)</b> (Society of Industrial and Office Realtors)	January 12	Newport Beach
<b>2017 Real Estate Industry Forecast (ACRE)</b> (Association of Commercial Real Estate)	January 17	Long Beach
<b>Workforce Meeting (MJPA)</b> (March Joint Powers Authority)	January 20	Riverside
<b>CoreNet Planning Meeting</b>	January 31	San Bernardino
<b>Workforce Council Meeting (IEEP)</b> (Inland Empire Economic Partnership)	January 27	Fontana
<b>Southern California Idea Exchange (ICSC)</b> (International Council of Shopping Centers)	February 1	Los Angeles
<b>6<sup>th</sup> Annual Inland Empire Manufacturing Summit (MCIE)</b> (Manufacturers' Council of the Inland Empire)	February 3	Ontario
<b>3<sup>rd</sup> Annual Entertainment Experience Evolution 2017</b>	February 7-8	Santa Monica
<b>Medical Device and Manufacturers West Conference</b>	February 7-9	Anaheim
<b>Riverside County Office of Foreign Trade   How to Effectively Expand Business through E-Commerce</b>	February 9	Riverside
<b>Chapter Networking &amp; Market Review (SIOR)</b> (Society of Industrial and Office Realtors)	February 9	Costa Mesa
<b>6<sup>th</sup> Annual Small Business Summit – Southwest Veterans Business Resources Summit</b>	February 15	Moreno Valley
<b>Education Council Meeting (IEEP)</b> (Inland Empire Economic Partnership)	February 17	Ontario
<b>Turning Red Tape Into Red Carpet Awards (IEEP)</b> (Inland Empire Economic Partnership)	February 23	Ontario
<b>Aerospace and Defense Workforce and Supplier Network Meeting</b> (March Joint Powers Authority)	February 23	Riverside
<b>Regional Economic and Workforce Development Summit</b> (Moreno Valley Chamber of Commerce)	March 1	Moreno Valley
<b>Moreno Valley Adult School Career Fair</b>	March 8	Moreno Valley

<b>Inland Empire Focused Event (ACRE)</b> (Association of Commercial Real Estate)	March 14	Rancho Cucamonga
<b>March Madness - SIOR Los Angeles City/County Conference</b> (Society of Industrial and Office Realtors)	March 16	Manhattan Beach
<b>San Bernardino Association of Governments City/County Conference</b>	March 16	Lake Arrowhead
<b>37<sup>th</sup> Annual CALED Conference "Moving Forward"</b> (California Association for Local Economic Development)	March 21-23	San Diego
<b>State of the Region w/Dr. John Husing (IEEP)</b> (Inland Empire Economic Partnership)	March 23	Ontario
<b>Inland Empire Networking Event (CREW)</b> (Women In Commercial Real Estate)	March 30	Corona
<b>Industrial Asset Management Council – Spring Forum 2017</b> (Team California)	April 8-12	Tampa, FL
<b>100 Tenants in 60ish Minutes (ACRE)</b> (Association of Commercial Real Estate)	April 11	Long Beach
<b>MARS Mixer</b> (March Joint Powers Authority)	April 11	March Field Air Museum
<b>Moreno Valley College Career and Technical Education Advisory Committee</b>	May 3	Moreno Valley
<b>UC Riverside School of Business – Networking Event</b> (University California, Riverside)	May 3	Riverside
<b>March JPA/EDD Discussion Meeting</b> (March Joint Powers Authority)	May 15	Riverside
<b>2017 Southern California Logistics &amp; Supply Chain Summit (IEEP)</b> (Inland Empire Economic Partnership)	April 20	Pomona
<b>Team California Sponsors Event</b>	April 26	Ontario
<b>6<sup>th</sup> Annual Meet the Consultants Forum</b> (Team California)	April 26-27	Ontario
<b>Spring World Conference (SIOR)</b> (Society of Industrial and Office Realtors/Team California)	April 26-29	New Orleans, LA
<b>Industrial &amp; Logistic Developer Business Council</b> (City of Moreno Valley)	April 27	Moreno Valley
<b>Networking Event – UC Riverside</b> (University California, Riverside)	May 3	Riverside
<b>Largest Transaction and Scholarship Awards (SIOR)</b> (Society of Industrial and Office Realtors)	May 4	Newport Beach
<b>IEEP Education &amp; Workforce Development Meeting</b> (Inland Empire Economic Partnership)	May 9	Highland

<b>Moreno Valley Business Roundtable – District 2</b>	May 11	Moreno Valley
<b>Advancing Trade in a New Era – 2017 Inland Empire World Trade Conference, California Inland Empire District Export Council</b>	May 17	San Bernardino
<b>2017 Moreno Valley College – Spring Career Fair</b>	May 18	Moreno Valley
<b>RECon – The Global Real Estate Convention (ICSC)</b> (International Council of Shopping Centers)	May 21-24	Las Vegas, NV
<b>Moreno Valley Business Roundtable – District 3</b>	June 1	Moreno Valley
<b>CoreNet – ESRI Headquarters Tour</b>	June 6	Redlands
<b>I.CON '17: Trends and Forecasts (NAIOP)</b> (National Association for Industrial and Office Parks)	June 8-9	Long Beach
<b>Moreno Valley Business Roundtable – District 1</b>	June 27	Moreno Valley
<b>2017 Mid-Year Market Review (NAIOP)</b> (National Association for Industrial and Office Parks)	June 29	Ontario
<b>GO-Biz - Cal Competes Workshop</b> (California Governor's Office of Business and Economic Development)	July 18	Moreno Valley
<b>RivCo 3<sup>rd</sup> Annual Southern California Procurement, Trade &amp; Manufacturing Summit</b> (Riverside County Economic Development Agency)	August 1	Riverside
<b>CoreNet – Los Angeles</b>	August 3	Los Angeles
<b>Economic Development Summit</b> (City of Moreno Valley)	August 16	Moreno Valley
<b>State of the City</b> (City of Moreno Valley)	August 16	Moreno Valley
<b>Asian Small Business Development Day</b>	August 16	Ontario
<b>ACRE Shaker Event w/California Centers</b> (Association of Commercial Real Estate)	August 17	Huntington Beach
<b>CREW-IE Morning Meeting</b> (Women In Commercial Real Estate)	August 23	Redlands
<b>Moreno Valley College – Building a Stronger Workforce Better CTE Forum</b>	August 25	Moreno Valley
<b>Use CoStar to Pitch and Win</b>	August 25	Ontario
<b>Trammell Crow/RivCo Job Fair</b> (Riverside County Economic Development Agency)	August 30	Mead Valley
<b>WESTEC 2017</b>	September 12-14	Los Angeles

<b>Tenant Retail Expo (ACRE)</b> (Association of Commercial Real Estate)	September 14	Long Beach
<b>Commercial Real Estate Networking Event</b> (Society of Industrial and Office Realtors)	September 14	Costa Mesa
<b>Moreno Valley Hispanic Chamber of Commerce – El Grito</b>	September 15	Moreno Valley
<b>Annual Conference - Excellence in Economic Development Awards (IEDC)</b> (International Economic Development Council)	September 17-20	Toronto, Canada
<b>Inland Empire 2017 Summit - Working Hand In Hand (NAIOP)</b> (National Association for Industrial and Office Parks)	September 21	Ontario
<b>Regional Business Incubator/Makerspace Meeting</b>	September 13	Riverside
<b>Western Deal Making Los Angeles 2017 (ICSC)</b> (International Council of Shopping Centers)	October 2-4	Los Angeles
<b>CoreNet SoCal/NAIOP - IE Networking Event</b> (CoreNet Global/National Association for Industrial and Office Parks)	October 4	Ontario
<b>Northwest RivCo Economic Development Coalition Meeting</b> (Riverside County Economic Development Agency)	October 5	Jurupa Valley
<b>CREW/SIOR/CCIM Networking Event</b> (Women In Commercial Real Estate/Society of Industrial and Office Realtors/Certified Commercial Investment Member)	October 5	Santa Ana
<b>Moreno Valley Business Roundtable – Citywide</b>	October 6	Moreno Valley
<b>UCR First Annual Patent Award Ceremony and EPIC</b> (University California, Riverside)	October 11	Riverside
<b>CTE Advisory Committee Anniversary Event – Celebrating UCR Inventors and Innovators</b> (Moreno Valley College)	October 11	Moreno Valley
<b>6<sup>th</sup> Annual Business Expo (MVCC)</b> (Moreno Valley Chamber of Commerce)	October 12	Moreno Valley
<b>The Cove Tour – UC Irvine</b>	October 17	Irvine
<b>Connect Inland Empire</b>	October 18	Chino
<b>Manufacturer's Council Inland Empire</b>	October 19	Fontana
<b>Economic Development Certificate Program (CALED)</b> (California Association for Local Economic Development)	October 23-26	Fresno
<b>Spain Southern California Investment Summit (by Trade Commission of the Embassy of Spain in Los Angeles – ICEX)</b> (Office of Governor Brown - Go-Biz, the Office of Los Angeles Mayor Eric Garcetti – International Trade, Los Angeles Area Chamber of Commerce and the World Trade Center)	October 24	Los Angeles
<b>Inland Empire's Largest Mixer</b>	October 24	Ontario

<b>Urban Land Institute Fall Meeting</b>	October 25-26	Los Angeles
<b>Urban Inland Empire: CA's Next Metropolis</b> (University California, Riverside)	October 25	Riverside
<b>Fall World Conference (SIOR)</b> (Society of Industrial and Office Realtors/Team California)	October 26-28	Chicago, IL
<b>Annual Bus Tour (NAIOP)</b> (National Association for Industrial and Office Parks)	November 2	Ontario
<b>Franchise Expo West</b>	November 2-4	Los Angeles
<b>National Cyber Patriot Competition Kick-Off</b>	November 4	Moreno Valley
<b>ICSC P3/Urban Land Institute</b> (International Council of Shopping Centers)	November 8	Irvine
<b>AMP SoCal Bi-Annual Meeting</b>	November 14	Los Angeles
<b>UCR - School of Business Fall Networking Reception</b>	November 14	Riverside
<b>Spirit of the Entrepreneur Event</b>	November 14	Riverside
<b>Education and Workforce Committee Meeting (IEEP)</b> (Inland Empire Economic Partnership)	November 15	Rancho Cucamonga
<b>UCR School of Business Networking Event</b> (University California, Riverside)	November 17	Riverside
<b>Turning Red Tape Into Red Carpet Reception (IEEP)</b> (Inland Empire Economic Partnership)	November 29	Ontario
<b>Developing Leaders Networking Event (NAIOP)</b> (National Association for Industrial and Office Parks)	November 30	Pomona
<b>Inland Empire Networking Event (CREW)</b> (Women In Commercial Real Estate)	December 5	Rancho Cucamonga
<b>Moreno Valley Business Roundtable – District 4</b>	December 6	Moreno Valley
<b>End of Year Networking Event (ACRE)</b> (Association of Commercial Real Estate)	December 6	Anaheim
<b>Inland Empire Chapter Event (NAIOP)</b> (National Association for Industrial and Office Parks)	December 6	Costa Mesa
<b>RivCO EDA Alliance Meeting</b> (Riverside County Economic Development Agency)	December 11	Moreno Valley

## **City of Moreno Valley | Economic Development | Proposed Events Overview 2018**

The Economic Development Department sponsors, workshops, seminars, conference and tradeshow in numerous local and regional networking events throughout Los Angeles, Orange, Riverside, San Bernardino, and San Diego counties to both showcase the assets Moreno Valley has to offer, and to obtain information on markets with other agencies and jurisdictions. \*Below are some of the City's proposed participation in these area events:

**ACRE** (Association of Corporate Real Estate Executives of Southern California)

- **2018 Real Estate Industry Forecast**
- **2018 Southern California Annual Developer Summit**
- **60 Tenants in 60 Minutes**
- **Annual Retail Tenant Expo**
- **Inland Empire Tenant Invasion**
- **Monthly Networking Events**
- **Summer Networking Event**

**AmPac Tri-State CDC, Inc.**

- **Make Capital Access Easy for Growing Business**

**CALED** (California Association for Local Economic Development)

- **38<sup>th</sup> Annual Conference**
- **Inland Empire Economic Development Regional Training**

**Connect Commercial Real Estate**

- **Connect Inland Empire Event**

**CoreNet**

- **SoCal Chapter Networking Event**

**DMA** (Distribution Management Association)

- **Annual Networking Event**
- **Summer Networking Event**

**4<sup>th</sup> Annual Entertainment Experience Evolution – Santa Monica**

**Franchise Expo West**

**GO–Biz** (California Governor's Office of Business and Economic Development)

- **Small Business Summit – Grow California Business**
- **Cal Competes Workshops**

**IAMC** (Industrial Asset Management Council)

- **Annual Event**

**ICSC** (International Council of Shopping Centers)

- **RECon Las Vegas 2018**
- **Southern California Idea Exchange – Anaheim**
- **Western Division Conference – Los Angeles**

**IE–CREW** (Commercial Real Estate Women)

- **Members Only Networking Event**
- **Inland Empire Annual Economic Luncheon**

**IEEP** (Inland Empire Economic Partnership)

- **2018 Annual Dinner**
- **2018 State of the Region w/Dr. John Husing**
- **2018 Southern California Logistics & Supply Chain Summit**
- **5<sup>th</sup> Annual Turning Red Tape Into Red Carpet Awards Reception**
- **9<sup>th</sup> Annual Inland Empire Economic Forecast Conference**
- **Strong Workforce Program/Economic Summit**

**IEDC** (International Economic Development Council)

- **Leveraging Commercialization Opportunities of Defense Department and R&D for Job Creation**

**IE-SBDC** (Inland Empire Small Business Development Corporation)

- **27<sup>th</sup> Anniversary Summer Event**

**Inland Empire/Desert Regional Consortium: Strong Workforce Regional Planning Meeting**

**Intersection of Industrial and Retail in the Inland Empire**

**MCIE** (Manufacturers' Council of the Inland Empire)

- **2018 Inland Empire Manufacturing Summit**
- **Southern California Manufacturer's Roundtable**

**MD&M** (Medical Design & Manufacturing)

- **MD&M West Conference 2018**

**Moreno Valley Chambers of Commerce - Various Events (TBD)**

- **Business Expo 2018**

**NAIOP** (National Association for Industrial and Office Parks)

- **Annual Conference**
- **Developing Leaders – Inland Empire Chapter**
- **IE Industrial 2018 Kick Off & Networking Event**
- **Inland Empire Annual Bus Tour**

**Norco College**

- **Manufacturing Summit**

**RealShare**

- **Industrial West Event & Deal Making**

**RivCo EDA** (Riverside County Economic Development Association)

- **Office of Foreign Trade Events**
- **Southern California Procurement & Manufacturing Summit**
- **State of Riverside County – Annual Event**

**SBA** (Small Business Administration)

- **District-wide Export Outreach Team Annual Meeting**

**SBDC** (Small Business Development Corporation)

- **Advanced QuickBooks for Beginners**
- **Emails that Rock!...and Sell**
- **Getting Social with your Customers and Prospects**
- **Independent Contractor vs. Employee**



**SBDC** (Small Business Development Corporation) *continued*

- **Marketing Automation**
- **Open for Business**
- **QuickBooks for Beginners**
- **Succeeding Online**

**SCORE** (Service Corp of Retired Executives)

- **Business Plan 101**
- **Business Plan 201 – A Winning Business Plan**
- **Business Plan 301 – Financial Projections**
- **Developing Competitive Advantage**
- **Pricing for Profitability – Are You Charging What You Are Worth**
- **Tax Considerations For A Small Business**
- **Workshop (MoVal)**

**Space Tech Expo USA – Pasadena**

**World Trade Center Los Angeles**

- **Select LA Summit**

**SIOR** (Society of Industrial and Office Realtors)

- **IE & OC Networking Event**

**The World Forum for Foreign Direct Investment (TBD)**

**UCR** (University of California, Riverside)

- **UCR School of Business Network Event**

**7<sup>th</sup> Annual Veterans Small Business Summit**

*\*This is not a comprehensive list and additional events may be added to this schedule.*