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Private Business Incubator to Open in Redlands, CA

Tacit Solutions, LLC Founder Richard Guy, Helps Inland Empire Spark Job Creation

LaunchPad301 is a place where Entrepreneurial Dream's are "Hatched"

REDLANDS, CA - Tacit Solutions, LLC announced today the creation of **LaunchPad301** as the first private business incubator in Redlands focused purely on launching entrepreneurial based startup companies throughout the Inland Empire in Southern California. The new business incubator will be located at **The RedlandsMill** professional office suites in Redlands at 301 9th Street, near downtown. The private 'for-profit' business incubator will be operated by Tacit Solutions, LLC of Redlands and owned by a group of private investors from Redlands and Silicon Valley near San Francisco. The first 2,000 square feet of space allocation and facility support services are currently underway to house the initial 8 companies that will occupy the facility in 2012. The incubator facility space is being underwritten by John Mills, owner of The RedlandsMill.

LaunchPad301 provides hands-on business assistance, mentoring, formal training, along with seed funding and office space for up to four (4) companies at a time through an intensive business accelerator program. Participants' have two entry points for the incubator program each year in either February or August. Each participating company accepted into the program is eligible to receive up to \$25,000 in low-cost business consulting services, professional support, office space, and seed funding grants based on need and performance. More detailed information will be available at www.LP301.com and at (909) 307-1111 regarding the online application process which opens on October 7, 2011.

*"LaunchPad301 is a perfect incubation for start-up businesses that need the training, mentoring and guidance that is so critical to new companies during the critical formative months of operation." said **Kathie Thurston, Executive Director, of the Redlands Chamber of Commerce.** "One of the most*

challenging factors for small fledgling businesses is the start-up cost. LaunchPad301 will provide that initial security for those firms lucky enough to be a part of the program. LaunchPad301 will allow new companies an opportunity to firmly plant roots and grow under the protection of incubation. This is an exciting opportunity not only for Redlands but the entire East Valley.”

Richard Guy, President of Tacit Solutions and Executive Director of the new incubator stated, *“LaunchPad301 offers a wonderful chance for a 50 year old unemployed engineer to start his or her own company as well as the 22 year old techie to create the next killer app for Iphones. Even in this down economy, I feel this is the perfect time to start up knowledge-based companies in the Redlands area. The technology sector is where the higher dollar future job market opportunities are headed and I see no reason why the Inland Empire can't be a part of this growth given a little boost.”*

LaunchPad301 is a 20 week program geared to help innovative companies involved in creating new software or hardware applications for energy efficient designs, mobile internet applications, custom semiconductors and robotics. A company does not have to be focusing on high technology electronic products to enter into the incubator program. The local incubator management team is also interested in talking to innovative entrepreneurs for example, who may be developing revolutionary water purification techniques that can help bring clean water to all parts of the world for pennies a gallon. LaunchPad301 can also help existing companies' re-engineer earlier versions of their product to reach the critical stage of beta customer feedback for new vertical go-to-market strategies.

Guy said *“Like many others living in the Inland Empire, I have faith in the ability of entrepreneurs to jump-start our lagging economy by generating revenue and creating new jobs. But many times, they need a guiding hand to help them turn their ideas into viable businesses, particularly during times of economic crises. We may start with only a few companies hiring 5 or 10 people each year in the Inland Empire initially, but you never know where the next winning startup like Google or Apple will come from. I would like to see some of the new high technology giant's settling here as Esri Corporation did when they started in Redlands years ago.”*

As any entrepreneur can attest, starting a new business isn't an easy task. New business owners may know every technical detail of their product but many lack all of the business organizational skills they need to turn their ideas into successful firms. According to The National Business Incubation Association (NBIA) the world's leading organization advancing business incubation and

entrepreneurship, 87 percent of all firms that had graduated from incubation programs were still in business five years later.

John Mills stated, *“We are proud to support LaunchPad301 as a part of our Redlands Business Incubator Initiative at our facility. By focusing on developing a new generation of entrepreneurs – most of whom have ties to the local area – we are helping to build companies that will create jobs and spark economic growth in the region for years to come. And because these programs provide targeted business assistance to young firms at their earliest stages of development – when they’re most vulnerable – business incubators help support new ventures that have a greater-than-average chance of success. Besides—it is the right thing to do”.*

After living in Silicon Valley and the Midwest earlier in his career, Mr. Guy moved to Redlands and is making an effort to infuse the region with an air of entrepreneurialism that is more common in high technology locations such as San Francisco or San Diego. Guy and Mills are no strangers to technology startups, both having independently owned and operated successful technology businesses in Indiana and Kansas previously.

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About Tacit Solutions, LLC

Tacit Solutions, LLC was formed by Richard Guy in 2005 after holding various key sales and marketing management positions at Amkor Technology, AT&T Bell Laboratories, Integra Technologies LLC, NCR Corporation, Lucent Technologies, Philips Corporation and QP Semiconductor. The consulting company provides a variety of marketing and sales functions to the electronics industry, local retail establishments and a wide variety of industrial component makers throughout the United States. The company maintains sales staff in Redlands, CA and Las Vegas, NV. Go to www.tacit-sol.com to obtain more information about the company.

About 'The RedlandsMill'

The RedlandsMill facility was opened by John Mills in 2000 to provide professional office suites and management support services for small to medium-size business in a stand-alone or a shared office environment. Tenets have full access to the common areas, a private reception area and versatile, high-tech conference rooms. The 13,000 sq. ft. building is controlled by an integrated security and access system for visitors. More detailed facility information is available at www.RedlandsMill.com.