

## Memorandum of Understanding

May 1<sup>st</sup>, 2023

This Memorandum of Understanding (MOU) establishes a partnership called GABLES TECHTANK© (“TECHTANK”) between City of Coral Gables (“CORAL GABLES”), 4Geeks LLC (“4GEEKS”), and TalentFarm, a division of Beyond Academics LLC (“BA/TALENTFARM”).

### I. MISSION

Together, the Parties enter into this Memorandum of Understanding for the conceptualization and joint implementation and operation of a new initiative called GABLES TECHTANK© with the mission to provide the City of Coral Gables with reliable, sustainable sources of technical talent, data, services, and innovative solutions to organizations located within the City of Coral Gables and all the participants in these activities, referred as GABLES INNOVATORS©.

#### **CORAL GABLES, Department of Innovation and Technology AND Department of Economic Development**

The mission of the Innovation and Technology Department is to provide the City of Coral Gables with reliable, sustainable technical services and innovative smart city solutions that bring value to the organization and its constituents and enhance business processes and effectiveness for all departments. The Economic Development Department is dedicated to positioning Coral Gables for sustainable, long-term economic vitality that enhances the quality of life of residents and strengthens the business environment.

#### **4GEEKS**

To provide flexible educational experiences in coding-related skills in line with industry standards. Helping talents increase their earning potential, be hired, and launch a solid career.

#### **BA/TALENTFARM**

To prepare and equip talent that is “shovel-ready” for immediate deployment to meet local industry’s evolving talent needs and demands. BA/TALENTFARM aligns with companies, educational providers and credentialing organizations and puts learners through supplemental professional development so that soft skills, emotional intelligence, entrepreneurial behavior, critical thinking skills and related competencies are embedded in them before professional matching them to the optimal role.

### II. PURPOSE AND SCOPE

All parties have set out the following intended results and goals, and the area(s) that the specific activities will cover.

1. To form a partnership where **TECHTANK** is to offer classes in high-demand professions like Full Stack Development, Cybersecurity, Blockchain, Data Science & Artificial Intelligence to be delivered by 4Geeks and other invited institutions, including master classes by academic research residents.
2. To form a partnership where **TECHTANK** offers a “shovel-ready” talent pipeline along with headhunting services where talent can be nurtured and incubated to be shovel-ready and hireable in varying capacities by companies in the city of Coral Gables.
3. To form a partnership where **TECHTANK** operates a startup incubator and accelerator.

4. For **TECHTANK** to create external alliances with local educators (including institutions like Miami Dade College, University of Miami, Florida International University, St. Thomas University and K-12), research partners (including MIT, Carnegie Mellon, UC Berkeley, UPenn and others), Miami-Dade County, neighboring cities, and residents to collaborate and innovate (GABLES INNOVATORS©), while augmenting the capacity and outreach of **TECHTANK**.

Each organization in this MOU is responsible for its own expenses related to this MOU. Funds between parties won't be exchanged unless a formal agreement toward that exchange is negotiated and executed later.

### III. RESPONSIBILITIES

Each party will appoint a person to serve as the official contact and coordinate the activities of each organization in carrying out this MOU. This group will also serve as the initial governing board of TECHTANK. The initial appointees of each organization are:

#### CORAL GABLES

Raimundo Rodulfo - rrodulfo@coralgables.com, (305) 461-6725  
Belkys Perez – bperez2@coralgables.com, (305) 460-5392

#### 4GEEKS

Alejandro Sanchez - a@4geekssacademy.com, (786) 731-3130

#### BA/TALENTFARM

Joe Abraham - joeabraham@beyondacademics.com, (847) 815-8956

The organizations agree to the following tasks for this MOU:

#### CORAL GABLES will:

- Publish a previously agreed upon Press Release & Public Announcement of the above partnership.
- To the best of its ability, share and distribute the announcement through its website and social media presence.
- Include a portion of the Coral Gables future TechnoPark P3 marketing budget to promote TECHTANK.
- To the best of its ability, provide working space for the delivery of TECHTANK.
- Bring industry leaders and hiring managers to the table for facilitated discussions, and partnership discussions with the objective of providing these companies with the best incoming talent, and most optimized workforce development programs.
- To the best of its ability, offer guest lectures, master classes and presentations from technology and business experts on areas such as smart cities infrastructure, IoT, data analytics, cybersecurity, digital marketing, and other disciplines.
- Offer technology and business internship and volunteership opportunities for the talent participating in this program (GABLES INNOVATORS©).

#### 4Geeks will:

- Curate the different syllabi, programs, and class offerings provided by TECHTANK members and invited educational institutions necessary for this MOU.
- Design and deliver some of the needed educational offerings offered by TECHTANK to its members in Full Stack Development, Machine Learning, Data Science, Cybersecurity, and Blockchain skills.
- Provide opportunities for City of Coral Gables employees to attend these trainings, including one (1) complimentary training session.

BA/TalentFarm will:

- Provide a platform for earning badges, certificates, and other technical credentials.
- Provide a placement and matching platform where industry can hire BA/TalentFarm talent as interns, gig workers, part-time, and full-time employees (TALENT).
- Provide a digital wallet to each learner so that their ongoing credentials, curriculum, and other competencies can be captured, shared, and verified on public blockchain.
- Operate TalentFarm within a location and infrastructure provided by CORAL GABLES.
- Operate the startup incubator and accelerator.
- Provide market-ready marketing, branding, and promotional materials related to this MOU to CORAL GABLES, or directly to the marketplace based on mutual agreement.
- Provide soft-skills to help the TALENT to prepare for the job market, like interview coaching and resume building.

#### IV. TERMS OF UNDERSTANDING

The term of this MOU is for a period of two (2) years from the effective date of this agreement and will automatically renew for an additional two (2) years unless terminated in writing by either party. It shall be reviewed at least annually to ensure that it is fulfilling its purpose and to make any necessary revisions.

#### V. Authorization

The signing of this MOU is not a formal undertaking. It implies that the signatories will strive to reach, to the best of their ability, the objectives stated in the MOU.

On behalf of the organization I represent, I wish to sign this MOU and contribute to its further development.

CORAL GABLES

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Raimundo Rodulfo  
Director of Innovation and Technology / Chief Innovation Officer  
City of Coral Gables

Date

4Geeks LLC

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Alejandro Sanchez  
Managing Partner  
4Geeks LLC

Date

Beyond Academics, LLC

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Joe Abraham  
Managing Partner  
Beyond Academics LLC

Date