Agenda

• Welcome
• Report Overview
• Dustin McDonald, Go-Biz
• Chris Earl, CalOSBA
• Q&A
• Announcements: Resilient Business Advising, Small Business Strong, and Verizon
Small Business Council Chairs

Michael Ochoa  
CEO, Transcend  
Chair, Small Business Council

Schenae Rourk’  
Principal, Redwood Resources  
Co-Chair, Small Business Council

Kevin Keane  
COO, Directed Action, Inc.  
Co-Chair, Small Business Council
CALIFORNIA’S COMPETITIVENESS: A REGIONAL APPROACH
CALIFORNIA IS A CROWN JEWEL FOR ECONOMIC DEVELOPMENT AND INVESTMENT

• The economy of California is the largest in the country, with a $3.598 trillion (GSP) as of 2022.

• It is the largest subnational economy in the world.

• If California were a sovereign nation, it would rank in terms of nominal GDP as the world’s fifth-largest economy, behind Germany and ahead of India.
THE L.A. AREA CHAMBER COMMISSIONED A REPORT

• Commissioned by the Los Angeles Area Chamber of Commerce and produced in collaboration with the Inland Empire Economic Center (IEEC) and funded by a grant provided by Bank of America.

• The report outlines steps California must take to maintain its advantage over other states in the coming years.
RECOMMENDATIONS

California must **develop partnerships between higher education and industry**

- To promote occupational upskilling
- To satisfy the demand for talent and skills from the local industry clusters
- To fuel interconnections with the rest of the world.
RECOMMENDATIONS

California must develop an economic strategy that considers and supports regional differences among high-productivity industry clusters such as

- Entertainment - Los Angeles
- Information Technology - Silicon Valley
- Logistics - Inland Empire
- Biomed - San Diego
RECOMMENDATIONS

California must define business attraction and retention strategies at the regional level which drive innovation in leading regional clusters and are supported by a statewide plan.

• Regional strategies must account for and exploit regional industry-specific advantages in order to maintain a region’s competitive edge.

• Regions must leverage their assets to compete for workers & firms.

• Address high cost of living by & ensure community amenities are on par with those in other states.
RECOMMENDATIONS

California must **build entrepreneurial infrastructure** and support to **attract new firms** while **lowering the barriers to entrepreneurship** for its homegrown talent.
Any program designed to curtail business flight to other states needs **statewide leadership and coordination** with local government and business organizations.
We need a well-coordinated effort by policymakers and state leaders across all levels of government to implement these recommendations and commit to an economic plan serving the various California regions.

Without it, further business erosion and investment outside California may continue.
Dustin McDonald
Regional Business Development Specialist
California Governor's Office of Business and Economic Development (GO-Biz)
THE GO-BIZ TEAM

- Business Investment Services
- Community & Place Based Solutions
- Permits
- Small Business
- International Affairs

Film Commission (CA Film Commission)
Infrastructure and Economic Development Bank (I-Bank)
Zero Emission Vehicles Infrastructure
Travel & Tourism (Visit CA)
CalBIS
BUSINESS INVESTMENT SERVICES

1. Site Selection
   - Free and confidential site selection services
   - Provides economic and demographic data

2. Liaison for Other State Agencies
   - State and local permit assistance
   - Transportation and infrastructure info

3. Expansion in California
   - Labor availability and education information
   - Financial assistance and loan programs

4. Tax Credits and Incentives
   - Governor's Economic Development Initiative
   - Employment Training Panel

HTTP://BUSINESS.CA.GOV/RELOCATEEXPAND.ASPX
Incentives for California Businesses
GO-Biz provides no-cost, confidential services for incentive navigation.

TIMING!!!

Short Term vs Long Term Goals

Packaging Programs Together

Types of Incentives Based on Operations & Activity

Based on Industry
www.grants.ca.gov

• Job Creation, Investment & Retention
  • California Competes Tax Credit (CCTC)
  • Utility Economic Development Rate Program (PG&E, SCE, SDG&E)

• Investments & Equipment Purchases
  • Research and Development Tax Credit (R&D)
  • Partial Sales & Use Tax Exemption
  • Full Sales & Use Tax Exclusion (CAEATFA)

• Employment Training & Hiring
  • Employment Training Panel (ETP)
  • Homeless Hiring Tax Credit
  • New Employment Credit (NEC)

• Financing
  • Industrial Development Bond (IDB)
  • Small Business Loan Guarantee
  • CA Pollution Control Financing Authority & CalCAP
State Funding Spotlight: California Grants Portal
Grants.ca.gov is managed and hosted by the California State Library and provides a centralized location to find state grant opportunities in the State of California.

![CALIFORNIA GRANTS PORTAL](image)

**FIND YOUR OPPORTUNITY**

I am [Business, Public Agency] looking for funding in [Housing, Community and Economic Development] sector with at least [the application deadline].

![Show Me the Opportunities](image)

<table>
<thead>
<tr>
<th>Timeframe</th>
<th>selection</th>
</tr>
</thead>
<tbody>
<tr>
<td>any time</td>
<td>any time</td>
</tr>
<tr>
<td>1 month</td>
<td>1 month</td>
</tr>
<tr>
<td>2 months</td>
<td>2 months</td>
</tr>
<tr>
<td>6 months</td>
<td>6 months</td>
</tr>
<tr>
<td>1 year</td>
<td>1 year</td>
</tr>
</tbody>
</table>

![grants.ca.gov](image)
<table>
<thead>
<tr>
<th>Staying Connected</th>
<th>1. Sign up CA GO-Biz General / COVID-19 Updates</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2. Sign up CA GO-Biz Small Business OSBA Updates</td>
</tr>
<tr>
<td>&gt; Sign Up</td>
<td>3. Sign up Local Econ Development / OZ Updates</td>
</tr>
<tr>
<td>&gt; Follow</td>
<td>4. Sign up GO-Biz International Newsletter</td>
</tr>
<tr>
<td>&gt; Reach out</td>
<td>5. Federal Grants E-List</td>
</tr>
<tr>
<td></td>
<td>6. CA State Grants Portal Updates</td>
</tr>
<tr>
<td></td>
<td>7. Follow GO-Biz on Twitter</td>
</tr>
<tr>
<td></td>
<td>8. Follow CAL OSBA on Twitter</td>
</tr>
</tbody>
</table>
Dustin McDonald
Regional Business Development
Greater Los Angeles Region
dustin.mcdonald@gobiz.ca.gov | (916) 384-7063
Chris Earl
Assistant Deputy Director & Southern
California Regional Advisor
California Office of the Small Business
Advocate (CalOSBA)
CalOSBA Mission & Objectives

Mission: CalOSBA supports economic growth and innovation and ensures that ALL California small businesses and innovative startups have the information and direct support they need to better navigate resources, programs and regulations.

CalOSBA serves as the voice of small business, representing their views and interests across the state and advocating for equitable access to capital, markets, and networks so that all California small businesses successfully start, manage, grow and become more resilient.

Objective: Information and Resources | Advocacy | Resilience
CalOSBA 2023 Program
Wind down

• California Small Business COVID-19 Relief Grant Program (SBCRG)
  • California Microbusiness COVID-19 Relief Grant Program (MCRGP)
• California Venues Grant Program (CVGP)
• California Dream Fund
• California Nonprofit Performing Arts Grants Program (NPAGP)
CalOSBA: Conduit to Resources & Direct Assistance

- Technical Assistance for Small Businesses:
  - $26M ongoing, was appropriated to permanently extend the Cal OSBA Technical Assistance Program (102 providers statewide)
  - $8 million one-time General Fund to support Women’s Business Centers.

- Direct Support:
  Entrepreneurial education and 1:1 counseling/mentoring

- Local Assistance:
  Network of Small Business Centers: [https://calosba.ca.gov/centers](https://calosba.ca.gov/centers)
Expanding and Proposed Grant Programs

• **Small Business and Nonprofit COVID-19 Supplemental Paid Sick Leave Relief Grant Program** - $250 million for qualified businesses and nonprofits with 26-49 employees that incurred COVID-19 supplemental paid sick leave costs from 1/1/22 - 12/31/22 (Assembly Bill 152). Round 1 of the program has closed. Round 2 open date TBD.

• **Accelerate California: Inclusive Innovation Hubs Program** - $13 million to expand services from ten to thirteen iHubs and add $6.5M in acceleration grants to spur high-growth industries. (Senate Bill 193) Round 1 RFP complete. Round 2 currently open currently: [Accelerate CA: Inclusive Innovation Hub Program Round 2 - California Grants Portal](#)

• **California Regional Initiative for Social Enterprises (RISE) Program** - $25 million to accelerate economic mobility and inclusion for individuals who experience employment barriers. Grants size will range between $250K - $500K per award. (Senate Bill 193)
Expanding and Proposed Grant Programs

• **Small Agricultural Business Drought Relief Grant Program** - $75 million to assist qualified small agricultural business affected by severe drought (Assembly Bill 157)

• $25 million to assist qualified small agricultural businesses severely affected by the flood.

• **State Small Business Credit Initiative (SSBCI) Technical Assistance Program** - The American Rescue Plan Act of 2021 reauthorizes the State Small Business Credit Initiative (SSBCI) Program. SSBCI provides a combined $1.1 billion to CA to expand access to capital for small businesses and roughly $25 million for statewide technical assistance support which will be led and managed by OSBA.

• **Sign up for the CalOSBA newsletter** to receive updates about these programs [here](#).
Announcements | Resilient Business Advising Program

- Free 1:1 advising
- Access to capital
- Learn marketing strategy
- Learn to implement health and safety protocols
- Secure local, state, and federal contracts

Sign up here.
Our Advisors

Brett Dickstein
Managing Partner, Alfabet Soup Consulting

Luis Cachua
Director of Brand Partnerships & Multicultural Strategy, FoodBeast, Small Business Consultant

Patty Ross
Immediate Past President NAWBO LA, Golden State Marketing

Lorana Quintero
President/CEO, LQMG Consulting, Managing Director, Golden Seeds

Shenell Glover
CEO and Managing Director, Ambitious Strategies LLC
Navigating your cashflow
August 24th
12:30 - 1:30 P.M.

Register Today!
Announcements |

Sign up for Verizon's Small Business Digital Ready Program here.
THANK YOU!

For more information, visit lachamber.com